



Market Knowledge



Client - Focused

Results

Experience

SPECIALIZING IN THE SALE & LEASING OF INDUSTRIAL & COMMERCIAL PROPERTIES

Integrity

Creativity

Follow - Through



Communication



## ABOUT TODD DENEFFE



Todd DeNeffe has sold and leased industrial and commercial properties in the Portland metro area since 1987. Todd first started with a large national firm, Grubb & Ellis Commercial brokerage and then started his own firm, Cascade Commercial Real Estate in 1998.



For better than 20 years, Todd has been involved in a myriad of successful transactions on behalf of both individuals and organizations as well as local, regional and national companies. Whether it is accomplishing a long term ground lease of 47 acres with Federal Express for a \$25 million transportation hub to a representing a small growing specialty food distributor, United Foragers to locate, finance and buy a 25,000 sf warehouse, Todd brings a high degree of market knowledge, contacts, creativity, negotiation skills and follow-through that translates into successful results for his clients. From complex to simple; small to large; land to concrete tilt warehouses, ground up new construction to older building retrofits, leases to sales; acquisitions to dispositions; leased investments to owner-user facilities, expansions to downsizing; ... Todd's experience and understanding of the market and the specific needs of his clients means that he has expertly handled a wide range of real estate requirements, objectives and transactions for the firms and individuals he has represented. Further, he is forward thinking to be able to understand and be out in front of changing markets to help his clients to be proactive and alter real estate strategies to best take advantage of market changes.

With an excellent understanding of current and dynamic market information, local land use issues, financing structures, property values & rents; public regulations, the impact of public infrastructure projects and development trends, Todd has an excellent and unequalled grasp of the multitude of factors and influences that are so important to making successful decisions and accomplishing commercial and industrial real estate lease/sale transactions.

Overall Todd has been involved in lease and sales transactions involving millions of square feet of space in industrial and commercial buildings and hundreds of acres of land in the Portland metro area market. His client list is extensive and reflects a broad range of clients from large international companies to regional and small locally owned firms. In addition, he has assisted individuals in finding small exchange properties or disposing or acquiring investments to also assisting large multi-generational family owned real estate investors/developers in smartly adjusting and improving their portfolios.

Successful transactions and assignments have been accomplished on behalf of Baxter's Auto Parts, OPUS Northwest; Weston Investment Company; HARSCH; Dal-Tile Corporation; Waste Management; Smurfit Corporation; RexelUSA; Keller Supply; Premier Manufacturing.

## GIVING BACK:

*Cascade Commercial makes a concerted effort to give back to the community in Portland and beyond. This becomes even more important when economic times are challenging. As individuals and as business people we have to understand we are only as strong and healthy as those who are the most vulnerable in our community.*

*Altruism: Giving without regard to reward or the benefits of recognition or need. The motivation to help others or a want to do good without receiving anything in return.*

*Cascade Commercial Real Estate donates a portion of its fees and commissions to several local and international charities. Our goal is to exceed \$100,000 in contributions over the next 5 years. Some of our local favorites are: Sisters of the Road Cafe; Loaves and Fishes; Fish Emergency Food Services and the Center for Medically Fragile Children at Providence. A time commitment is just as valuable and we give time in the local schools, deliver Meals on Wheels and sit on boards of charities. We also ask our clients after a successful assignment or transaction to support either our charities or causes of their choice and often we will match their contribution.*

*The more a person gives of his time, resources and heart, the more that person will receive in return. That is part of the strong current of human life and how the undeniable energy of the spirit is passed along and renewed. Chinese Proverb*

## RECENT TRANSACTIONS:



Alpine Foragers is a 15 year old growing Portland based food company. They sell specialty food items to hotels, restaurants and food purveyors all over the world. They have been in need of a larger more flexible distribution facility plus after years of leasing, the company founders wanted to own their facility. With a very tight acceptable geographical area that was based on daily trips to PDX, Cascade Commercial was able to locate and negotiate on their behalf the purchase of a 25,000 sf building less than a mile from their previous location.

Started in Portland 30 years ago Savoy Studios designs and fabricates glass art projects for architectural installations for hotels, restaurants, casinos and individuals all over the world. Their growth and success has been hampered by a older, inefficient and cramped production facility. After working with several brokers unsuccessfully for over 2 years, Todd was able to locate in 3 months an excellent building in a great location that will greatly enhance Savoy's ability to meet the needs of their growing client base. Savoy was able with Todd's guidance and advice obtain a long term market driven lease with the ability to purchase the building which as exactly the deal structure Savoy desired.



Premier Manufacturing produces couplings and other accessories for the light to heavy duty truck industry. There is not a major trucking company in the world that does not utilize Premier's products. In business since 1924, Premier has contemplated for over a decade an expansion and consolidation of their southeast operations that was located in several buildings. After a full year market search, Todd and Cascade Commercial was able to provide the market knowledge necessary to secure a 56,000 sf facility in Tualatin Oregon that Premier closed on and moved into in 2007.

Batavia Holding accomplished a long term lease of 47 acres of industrial property on N.E. Fazio Way and Gertz road in the north transportation corridor of Interstate 5. Batavia constructed a large regional transportation facility for Federal Express Corporation. Todd represented the long term family ownership of the land in this unique and complex transaction. Because the owners did not want to sell, a rare long term ground lease had to be structured to meet stringent requirements for Federal Express and financing sources while also dealing with sensitive issues regarding sub-standard soils; wetlands and environmental concerns. Total Project Cost will exceed \$ 25 million.



Dal-Tile Corporation is the largest manufacturer of ceramic tile in the U.S. but they had been seeking a larger, more visible facility for their growing Portland operations. Todd was able to assist Dal-Tile Corporation in securing a 10 year lease on a 47,000 sf warehouse in northwest Portland that will be renovated to double their space and parking and create a unique " older industrial style " look. "Todd was able to help us find and obtain what will be an excellent location with great visibility that will be a cool retro industrial facility for our Portland operations " says Guy Boston the local manager for Dal-Tile Corporation.

OPUS Northwest, the local arm of one of the largest developers in the U.S. worked with Todd to accomplish a timely and market driven transaction for their development; Columbia Gorge Corporate Center near the Portland Airport. This property involved 29 acres of developable business park land and a 33,000 sf flex building. Todd was able to obtain as buyer, Weston Investment, one of Portland 's largest and most financially capable investor/developers. This transaction, at OPUS asking price was closed aggressively and successfully in 60 days.



Baxter 's Auto Parts is a northwest icon in the Auto Parts Distribution Business. In business, since 1936, Baxter 's now has 27 retail stores and a wholesale distribution business but has badly been in need of more space and a consolidated warehouse that they wanted to own. After surveying over 20 buildings throughout Oregon, Todd was able to locate a 150,000 sf distribution facility and negotiate a transaction on behalf of Baxter in Hillsboro, Oregon with frontage and visibility on Hwy. 26.



## WHAT PEOPLE ARE SAYING

"We would highly recommend Todd DeNeffe as a proven commercial real estate professional who can quickly and accurately understand a company's specific facility needs which he then translates into obtaining an exceptional property solution for his clients. He has great market knowledge and works diligently and is able to accurately address the myriad of issues to bring all sides together to create a fair transaction for all parties."

Charles Knechtel  
Chief Financial Officer

( For 30 years, Portland based Savoy Studios has designed and fabricated glass art projects for architectural installations for hotels, restaurants, casinos and individuals throughout the world. )



"Todd DeNeffe not only helped us with complicated and competitive negotiations but also with gathering data during our due diligence period. Unlike others in the industry, Todd will tell you honestly if a property is a good value or not as well as uncover possible issues even if it means losing a sale. If you are considering working with a professional that knows the Portland metro market and is very dependable during and after the transaction, I would work with Todd DeNeffe for any of your commercial real estate needs."

David Richenstein  
DAR Properties

( DAR Properties is family owned real estate investment company. Todd assisted them in the disposition of an industrial building that was exchanged into a multi-building industrial park )

"The combination of tenacity, salesmanship, analytical abilities, and good communication skills found in Todd DeNeffe is truly unique and I confidently recommend Cascade Commercial and Todd to others selling and acquiring property."

Jeanne Gianella  
Premier Manufacturing Co.  
( A world class manufacturer of heavy duty truck parts )

I accomplished two significant multi-million dollar transactions with Todd as he showed an uncommon amount of knowledge, patience and follow-through. I would highly recommend Todd wholeheartedly as being very capable and a success oriented real estate professional.

Albert W. Solheim  
AWS Partners  
( one of the most successful developers in the Pearl District )

" I have found Todd to be an honest, knowledgeable and diligent industrial real estate broker. He is a person that has an excellent grasp of the Portland industrial real estate market. He has provided me with excellent information, consultation and marketing expertise, so as to maximize the potential of our real estate holdings. We work with many brokers and found Todd to be one of the most educated and success oriented gentlemen working in the market today.

Yoshio Kurosaki  
President of Summit Properties  
( Owners of over 800,000 sf of industrial properties in Portland )



# Cascade Commercial

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