

Largest Commercial Developers In Orange County

Rank	Company Name Address City	Website	Square feet developed by OC offices in 2002	% change from a year ago	Number of OC projects started in 2002	% change from a year ago	Dollar value of projects started in 2002	% change from a year ago	Total square feet developed in OC (historically)	OC employees	% change from a year ago	Notable OC projects	Corporate headquarters	Top OC official(s) Title Phone/Fax
1	Opus West Corp. 2030 Main Street, Suite 800 Irvine 92614-7237	www.opuswest.com	850,000	15%	5	400%	would not disclose	NA	4,435,228	29	-19%	Opus Center Irvine II Opus Campus Center	Phoenix	Paul Marshall senior vice president (949) 622-1950/(949) 622-1951
2	Voit Development Company 26 Corporate Plaza, Ste. 260 Newport Beach 92660-7975	www.voitco.com	771,832	-48%	2	-67%	\$66 million	-49%	5,751,034	9	0%	Voit Brea Business Park Voit La Paz Business Park	Woodland Hills	Robert Voit president (949) 644-8648/(949) 644-8695
3	Trammell Crow Co. 3 Park Plaza Irvine 92614-8505	trammellcrow.com	702,000	85%	1	0%	\$62 million	3%	2,702,000	67	-11%	Arena Corporate Center, Anaheim Pacific Vista, Lake Forest	Dallas	Thomas Bak managing director (949) 477-9122/(949) 477-9107
4	Burke Real Estate Group 1805 E. Garry Avenue, Suite 100 Santa Ana 92705-5839		582,765	32%	5	67%	\$82 million	130%	6,882,547	15	-6%	Burke Corporate Center at Talega Burke Sycamore Business Center Knott Corporate Center	Santa Ana	Brian Burke president (949) 474-7710/(949) 474-7521
5	The Irvine Company 550 Newport Center Drive Newport Beach 92658	www.irvineco.com	579,000	-66%	3	0%	would not disclose	NA	25,700,000	923	49%	Crystal Cove Promenade Trabuco Grove Shopping Center Irvine Spectrum Center	Newport Beach	Donald Bren chairman (949) 720-2500/(949) 720-2501
6	Shea Properties 26840 Aliso Viejo Parkway, Suite 100 Aliso Viejo 92656-2624	sheaproperties.com	444,000	-2%	1	-50%	\$41 million	-55%	3,200,000	190	3%	City Lights Apartments, Aliso Viejo SeaCliff Village Shopping Center Vantis Phase I, Aliso Viejo	Aliso Viejo	William Gaboury CEO/president (949) 389-7000/(949) 389-7466
7	Parker Properties 15 Enterprise, Ste. 510 Aliso Viejo 92656-2656	www.summitofficecampus.com	312,000	52%	0	NA	\$0	NA	5,500,000	11	10%	Summit Office Campus, Aliso Viejo	Aliso Viejo	Russ Parker principal (949) 916-5100/(949) 916-5168
8	Guthrie Development Co. 25200 La Paz Road, Ste. 210 Laguna Hills 92653-5134	www.guthriedevelopment.com	234,507	-52%	3	-25%	\$27 million	-2%	727,299	6	100%	Orange Industrial Park Freeway Business Center Kettering Street	Laguna Hills	Rob Guthrie president (949) 470-6183/(949) 470-6184
9	Lutzky Associates Development LP 2915 Red Hill Ave., Ste. C104 Costa Mesa 92626-5930	www.lutzky.com	234,000	61%	2	0%	\$62 million	343%	605,300	5	25%	First American headquarters Washington Mutual, Irvine expansion Ladera Corporate Terrace	Costa Mesa	Richard Lutzky president (714) 641-6990/(714) 641-6991
10	Makena Properties 26522 La Alameda, Ste. 285 Mission Viejo 92691-6393	www.norm@makenaprop.com	115,000	-22%	2	-33%	\$20 million	-23%	3,263,000	7	17%	Quest Diagnostics BTS Makena Office Plaza	Mission Viejo	Norm Nowell president (949) 348-3333/(949) 348-3334
11	Olen Properties 7 Corporate Plaza Newport Beach 92660-7904	www.olenproperties.com	100,000	-35%	1	0%	would not disclose	NA	4,500,000	100	5%	Orchard Technology Park, Lake Forest	Newport Beach	Igor Olenicoff president (949) 644-6536/(949) 719-7200
12	Legacy Partners Commercial, Inc. 30 Executive Park, Suite 100 Irvine 92614-4724	www.legacypartners.com	0	NA	0	NA	\$0	NA	20,198,826	40	0%	Mission Ridge, Mission Viejo	Foster City	Rich Simons senior vice president, a&d (949) 261-2100/(949) 261-1182
13	ICI Development Co. 2222 E. 17th Street Santa Ana 92705-8608		0	NA	0	NA	\$0	NA	4,470,000	14	17%	La Habra Westridge Plaza	Santa Ana	R. Scott Bell president (714) 541-1200/(714) 543-1900
14	Warland Investment Co. 1299 Ocean Ave., Ste. 300 Santa Monica 90401-1043	www.john@warland.com	0	NA	1	-67%	\$8 million	-64%	3,400,000	2	0%	NA	Santa Monica	J. Law/C. Robertson co-managing director (310) 395-7811/(310) 395-7706
15	Sares-Regis Group 18802 Bardeen Avenue Irvine 92612-1521	www.sares-regis.com	0 (1)	NA	would not disclose	NA	would not disclose	NA	3,000,000 (2)	180 (1)	NA	would not disclose	Irvine	J. Hagestad/G. Stack/W. Thormahlen principal & managing director (949) 756-5959/(949) 756-5955

Notes: (1) Business Journal estimate. (2) From last year.