

PROFILE



GREGORY J. WEST SIOR

President

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MISSION STATEMENT

In 2009 after being associated with and in leadership positions for some of the major real estate brokerage companies in Philadelphia, Greg formed his own commercial real estate advisory and consulting firm named West Corporate Partners LLC. West Corporate Partners works exclusively with organizations to create a systematic and analytic approach to assist them in maximizing their space needs while reducing their overall occupancy costs. West Corporate Partners also focuses on the development and professionalism of the next generation of real estate practitioners by providing seminars and training geared toward the commercial real estate industry.

PROFESSIONAL ACCOMPLISHMENTS

Greg joined Colliers Lanard & Axilbund in 2002 as Executive Vice President and was responsible for the management and operations of the Office Division, and also served as the Colliers Manager for the firm. As a Player/Coach, he remained active in exclusively representing several major corporations and organizations while overseeing the daily operations of the Office Division.

Prior to joining Colliers, Greg spent 22 years at the Jackson-Cross Company as Executive Vice President and General Manager of their Brokerage Division overseeing all brokerage operations including office, industrial, investment, and retail disciplines. Greg was a major shareholder in this company. In 1998, Jackson-Cross was sold to Insignia/ESG, Inc. and Greg, as Executive Director for Insignia/ESG, Inc., continued in a similar capacity for the following three years.

Before being involved in the Brokerage business, Greg spent 5 years in the Real Estate Department of Reliance Insurance Company responsible for site selection, lease negotiations and strategic planning of all corporate locations throughout the United States and Canada.

Greg is also a faculty member of Temple University's Real Estate Institute, an Instructor for BOMA (Building Owners and Managers Assoc.), SIOR (Society of Industrial & Office Realtors), and TriState Realtors Commercial Alliance. Greg also makes regular appearances as a guest speaker for many organizations and industry groups wanting information on commercial real estate activity and forecasting of future trends.

COMPANIES SERVED

Provident Mutual Insurance	Kraft Foods	Saul Ewing	Baker Feldman & Klenk
HQ Global Workplaces	Sunoco	Pepper Hamilton	Scullin Group
TNS Intersearch	Towers Perrin	L F Driscoll Co.	Steiman & Assoc.
John Hancock Insurance	Cypress Communications	Crawford Advisors	WTAS
Manulife Financial	Aflac	Vistage/TEC	Adelman Levine
Pennoni Associates	Canadian Consulate	Cornerstone	Senior Law Center
Ranger Aerospace	Colonial Life	Prosanos Corp.	Alan Frank & Assoc.
Waste Management	Ventana Clinical	Curtis Institute of Music	Move Forward Inc.
Cigna	Ride the Ducks	Allan Collautt Assoc.	Carbon Nanoprobes
Service Group Inc.	Legal Internet Solutions	QuiqMeds	Asplundh
Amtrak	Xtra Lease	Record Copy Services	Med. Simulation Co.
Conrail	Action International	J&K Professional Services	Carl Marks & Co.
Smithkline	West Capital Mgt.	Wagenfeld Levine	Selene Finance
US Legal Support	Alan Collautt Associates	MAPI USA	Sandler Training

PAST LANDLORD REPRESENTATION EXPERIENCE

Before working exclusively with tenants, Greg had been actively involved in several large leasing assignments, listed below, in either a managerial capacity or as the responsible leasing agent accountable for the marketing and leasing of the building. This experience gave him valuable insights on how landlords structure deals. Greg now uses this expertise to the benefit of the clients he represents.

<u>BUILDING</u>	<u>SIZE</u>
East Gate Business Center (Mt Laurel, NJ)	115,000 SF
500/501 Office Center Drive (Fort Washington, PA)	200,000 SF
Glenhardie Corporate Center - #1 (King of Prussia, PA)	62, 000 SF
1101 Market St/One Reading Ctr. (ARAMARK)	600,000 SF
1515 Market Street	500,000 SF
1601 Market Street	610,000 SF
1650 Market Street (1 Liberty Place)	1,200,000 SF
1760 Market Street	123,000 SF
2000 Market Street	630,000 SF
2005 Market St (Commerce Square)	950,000 SF
4 Penn Center Plaza	500,000 SF
8 Penn Center Plaza	230,000 SF
1800-1880 JFK Blvd.	500,000 SF
1811 Chestnut Street	80,000 SF
Greater Philadelphia World Trade Center (proposed)	2,300,000 SF

EDUCATION

La Salle University, Philadelphia PA
Bachelor of Arts, 1972
ROTC Graduate

AFFILIATIONS/DESIGNATIONS

Society of Industrial and Office Realtors (SIOR), Philadelphia Chapter
Former President, Instructor, Member
SIOR National
Former District Vice President
CCIM (Certified Commercial & Investment Managers)
Member
TriState Realtors Commercial Alliance
Chairman – Professional Standards Committee, Instructor, Member
Rotary Club of Philadelphia
Member
Union League of Philadelphia
Ambassador, Member
Pyramid Club
Chairman – Membership Committee, Member
Peirce College
Chairman of the Board of Trustees, Trustee
Police Athletic League of Philadelphia (PAL)
Chairman – Facilities Committee, Board Member
Germantown Academy
Former Chairman of Annual Fund, Former Trustee
Temple University Real Estate Institute
Faculty Member
General Services Administration (GSA)
Instructor
Building Owners and Managers Association (BOMA)
Instructor
United States Armed Forces
Captain, Field Artillery

LICENSURE

Pennsylvania, New Jersey, Delaware