



Stephen J. Gibson, SIOR

EXECUTIVE VICE PRESIDENT – TENANT REPRESENTATION GROUP
CONSULTING & BROKERAGE
Silicon Valley
CA License No. 00838073



steve.gibson@colliers.com

EDUCATION

MBA Santa Clara University,
2000

BA Political Science
University of California,
Santa Barbara, 1974

AFFILIATIONS OR MEMBERSHIPS

Association of Silicon Valley
Brokers (ASVB)

Society of Industrial and
Office Realtors (SIOR)

CONTACT DETAILS

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www.colliers.com/sanjose

AREA OF EXPERTISE

Steve specializes in the exclusive representation of technology companies and office users in matters pertaining to the leasing and acquisition of real estate.

PROFESSIONAL ACCOMPLISHMENTS

- Rookie of the Year, Grubb & Ellis, 1974
- 2001 Runner-Up ASVB Silicon Valley R&D Broker of the Year Award
- ASVB Hall of Fame - 2012

BUSINESS BACKGROUND

Immediately after graduation from college, Steve began his commercial real estate career with Grubb & Ellis in 1974. Prior to the emergence of the technology industry, Steve's focus was working with both landlords and tenants who were involved in the financial and service industries. Later that year, Steve joined the Jay Welsh Company, who within the next year would be acquired by Cushman & Wakefield. In 1979, Steve joined the prestigious local brokerage firm of MacMillan, Moore & Buchanan (MM&B), ultimately becoming a partner in 1981. While at MM&B, Steve dedicated himself to the exclusive representation of tenants. After having been recruited for almost two decades, Steve finally joined JR Parrish, Inc., the precursor of present day Colliers International.

Steve is a charter member of the Association of Silicon Valley Brokers. Further, Steve is a 25 year member of the Society of Industrial and Office Realtors (SIOR). Membership in SIOR is by invitation only and earned by tenured performance within your respective community and strict adherence to the highest standards of professional ethics.

PERSONAL

Steve and his wife, Kathy, reside in Los Gatos.



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BRIEF CLIENT SUMMARY

Varian Medical Systems, Inc.
Analog Devices, Inc.
MicroChip Technology, Inc.
Applied Micro Circuits Corporation
Electric Cloud
Panasas, Inc.
Kovio, Inc.
Greenliant Systems, Ltd.
Sonics, Inc.
Inphi, Inc.
Parade Technologies, Inc.

Miller, Morton, Caillat & Nevis, LLP
Sweeney, Mason, Wilson & Bossomworth, LLP
Ferrari, Ottoboni, Caputo & Wunderling, LLP
Clarity Consultants
ISE Labs
Jasper Design Automation, Inc.
MicroUnity Systems Engineering, Inc.
Moxie Software, Inc.
Terix Computer Service
Tula Technology, Inc.
Velodyne Inc.



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BRIEF SUMMARY OF PERTINENT ASSIGNMENTS

| Client | Approx. S.F. | Assignment |
|-----------------------------------|--------------|---|
| Hello Direct | 77,000 | Build-to-suit of headquarters facility in South San Jose. |
| Texas Instruments | 48,000 | Renewal negotiations in Sunnyvale. |
| Varian Associates (19) | 93,000 | Sold three building complex in Palo Alto. |
| Fenwick & West (5) | 176,000 | Leased headquarters location in Downtown Mountain View. |
| Juniper Networks (6) | 400,000 | Leased headquarters facility in Sunnyvale. |
| VTA (7) | 217,000 | Purchased headquarters location in San Jose. |
| Silicon Storage Technology (10) | 92,000 | Leased expansion facility in Sunnyvale. |
| Miller Morton Caillat & Nevis (3) | 21,000 | Leased office space in San Jose. |
| Analog Devices (56) | 6 Acres | Purchased site in North San Jose. |
| Velodyne Acoustics (4) | 4.5 Acres | Purchased site for new headquarters in Morgan Hill. |
| Packeteer, Inc. (2) | 101,000 | Leased headquarters facility in Cupertino. |
| Terix Computers, Inc. (2) | 14,000 | Leased headquarters facility in Sunnyvale. |
| Magellan Navigation, Inc. (4) | 40,000 | Handled the disposition of excess real estate. |
| SandForce | 43,000 | Leased headquarters facility in Milpitas. |
| Xsigo, Inc. (3) | 39,000 | Leased headquarters facility in North San Jose. |
| Kovio, Inc. | 96,000 | Subleased headquarters facility in Milpitas. |

(*) = Denotes number of Transactions over the course of the relationship



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