

# PROFESSIONAL STAFF

## WILLIAM A. DURGIN, ESQ., *Principal*



William A. Durgin has over 20 years of real estate experience, both as a real estate attorney and commercial real estate advisor. He specializes in strategic planning and real estate matters for major corporations and professional firms in the San Francisco Bay Area and Western United States. His expertise includes development and implementation of strategic real estate plans, including the evaluation of demographic criteria, financial analysis, alternative transaction structures and site and building surveys. His notable transactions include the following:

- **Charles Schwab & Co., Inc:** Subleased a 450,000 square foot campus in Pleasanton, California.
- **Hexcel Corporation:** Coordinated the conversion and sale of 18 acres of surplus corporate property for residential use.
- **First Franklin Financial Corporation:** Negotiated over 30 leases as national coordinating broker.
- **Providian Bancorp Services:** Negotiated call center requirements in Arlington, San Antonio, El Paso, and Austin, Texas. In addition, consummated approximately 200,000 square feet of transactions in the San Francisco Financial District.
- **World Savings:** Represented this federal savings bank on a national basis in their loan administration facilities requirements.
- **Prudential Health Care:** Coordinated a 43-building, 5-parcel disposition of medical buildings throughout the Southern United States. Total value of the portfolio was in excess of \$106 million.
- **Pepsi Bottling Group:** Negotiated the sale of corporate property in Benicia, California.
- **SBC Communications, Pacific Bell, and related subsidiaries:** Represented SBC in negotiating office, call center, data center, warehouse, and corporate yard transactions. Transactions include a 150,000 square foot call center in Riverside, California and a 140,000 square foot data center in Dublin, California.
- **Crosby, Heafey, Roach & May:** Consummated a 55,000 square foot requirement in Embarcadero Center, San Francisco, California.
- **Blanding, Boyer, Rockwell:** Represented this independent accounting firm in 15,000 square foot transaction in Walnut Creek.
- **Cyra Technologies:** Negotiated the 63,000 square foot relocation of their corporate headquarters.

From 1996 - 1999 Mr. Durgin was a Vice President with Cushman Realty Corporation in Walnut Creek, California. From 1984 through 1996 Mr. Durgin was an associate and partner with the law firm of Crosby, Heafey, Roach & May and was the Managing Director of the real estate practice group.

Mr. Durgin earned a bachelor's degree in English from the College of Holy Cross, Worcester, Massachusetts and received his law degree, with honors, from Santa Clara University. He has served on the Board of the YMCA of the East Bay, Traveler's Aid Society, Lafayette Little League, and the Lafayette Football Foundation. Mr. Durgin and his wife, Katherine, live in Lafayette, California with their three sons.

