

Dealmakers of the Year

Whole Foods scores second V.C. location

For five years, Linda Hagelis of Ventura's Hagelis Group struggled to convince the health food retailer Whole Foods Market to set up shop at the Collection at RiverPark, a 600,000-square-foot mixed-use center in Oxnard.

And in 2008, her efforts paid off when Whole Foods finally signed a 20-year lease for 50,000 square feet of space at the Collection at RiverPark.

"There is a huge void for this type of use in the west Ventura County area with the closest stores of this type being in Thousand Oaks-Westlake and Santa Barbara," Hagelis said. "After several years of persistence and negotiations, I am pleased that Whole Foods will final-

ly open a store in Oxnard."



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Anchored by Whole Foods and Century Theatres, the center is expected to draw large crowds from across Ventura County and surrounding areas.

"Having Whole Foods as a major key tenant brings other top-quality tenants including Century Theatres, REI, Bank of America, several upscale and unique restaurants and boutique shops to the site," Hagelis said.

The site is under construction and Collection at RiverPark developer Shea Properties has scheduled the opening date for fall 2009.

Thousand Oaks holds the only other Whole Foods in the tri-county area.

Moorpark to lift veil on 20-acre office park

Patriot Commerce Center, a 306,000-square-foot Class A business park under development by M.W. Ossola & Associates in Moorpark, had great potential.

What it didn't have was financing to begin construction. Enter Lee & Associates' Patriot team, headed by president Mike Tingus and associates Grant Fulkerson and Scott Linklater.

Tingus was able to secure a \$60 million financing package for the 20-acre industrial and office park, while Pacific National Bank and Hillwood Investment Properties provided the construction and mezzanine financing with Holliday, Fenoglio Fowler, LP acting as the mortgage broker.

The Patriot Commerce Center spans 105,084 square feet of office and industri-



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al space, and is currently in escrow. No information was available on who the tenants will be.

Once completed this year, the center will include two free-standing office buildings totaling 66,000 square feet.

"Basically, what we were able to do is design the development from scratch," Fulkerson said.

The transaction closed in May 2008 and construction began soon after.

"If the opportunity ever presented itself, I'd love to be able to do something like this again," Fulkerson said. "But it was enjoyable partly because it was a rare opportunity. You don't see undeveloped 30-acre parcels in east Ventura County every day — at least nothing you could develop into something of this magnitude."