

# Office lease of the year



STEPHANIE SECREST | EAST BAY BUSINESS TIMES

## 1850 Gateway Blvd. Concord

Jeffrey Weil, Colliers International

By Jessica Saunders  
East Bay Business Times

When Bank of America decided to move out of Concord Gateway in 2005,

landlord Sierra Pacific Properties braced itself for a lengthy process of finding new tenants.

Less than six months later, Pacific Gas & Electric Co. chose the building at 1850 Gateway Boulevard for the first of its seven planned Resource Management Centers, leasing 166,349 square feet over five floors to become the East Bay's top office lease of the year.

The speed of the turnaround left Sierra Pacific's Doug Messner "totally shocked."

The deal was a coup for Jeffrey Weil, Colliers International senior vice president, who took PG&E on an extensive East Bay tour before finding the right fit at Concord Gateway: twin 10-story buildings near State Route 242.

"We looked at dozens and dozens and dozens of buildings but when it actually happened, it happened really quickly," Weil said. "It took total cooperation on everybody's part to get this done. It doesn't always work like that."

The Resource Management Center's main function is to design circuit plans and perform estimates for new customer connections, such as those

needed for residential and commercial developments. Those functions had been done in 70 local offices.

PG&E spokesman Paul Moreno said the local offices remain open for face-to-face customer service, while the Resource Management Centers consolidate back-office functions. Additional centers will open later this year in West Sacramento, Morgan Hill, Chico, Santa Rosa, Fresno and Bakersfield.

Moreno said the Resource Management Center in Concord will take up three of the five floors at Concord Gateway, while the other two floors will be taken over by as-yet-unspecified PG&E departments. About 370 employees began moving into the center in June.

### FINALIST



#### Bishop Ranch 15 San Ramon

Sunset Development Co.'s Ed Hagopian leased 55,000 square feet at Bishop Ranch to Sprint Nextel Corp., which left Treat Towers in Pleasant Hill.

### FINALIST



#### Golden Bear Center Berkeley

Equity Office Properties' Mark Geisreiter leased 51,769 square feet at Golden Bear Center in Berkeley to the Regents of the University of California.