

COMPANIES

Inebriate center has some big foes



Bill Hobson, executive director of the Downtown Emergency Service Center, says the apartments for inebriates will be "an attractive building and will present Seattle in a positive way." Stickney Murphy Romine Architects designed the center. Walsh Construction Co. is the contractor.

Rendering courtesy of Stickney Murphy Romine Architects

Nemirow, who note Seattle has targeted the Denny Triangle for residential and commercial growth. Benaroya, whose company owns other properties in the neighborhood, said the presence of the center will have a chilling effect on getting more development where the city wants it.

On the south end of downtown sits Bill Hobson, the avuncular executive director of the Downtown Emergency Service Center, the proponent of the project. He says the opposition is irrational.

In the long run, the facility will save taxpayers money, Hobson said. A similar program in Minneapolis has been successful, according to Hobson. He cites a King County study of 125 inebriates, which shows the county spent more than \$100,000 per year per alcoholic.

"This project will pay for the capital investment in less than six years," Hobson says.

Hobson is constantly fighting what he says are misconceptions about the project, which local and national TV commentators have ridiculed. Residents will not, for instance, live at 1811 Eastlake for free. They will have to pay rent.

Professional counselors will staff the facility around the clock and control access to the building. Residents will not be allowed to drink on the sidewalks or in common areas; drinking will be confined to residents' private quarters.

"The last thing DESC wants to do is create a project that degrades a neighborhood," Hobson says.

He and his staff didn't one day wake up and decide to launch a wacky experiment. The project is the culmination of a city and county planning process, which included a task force whose members realized that some alcoholics — no matter how much treatment they receive — never stop drinking.

"They don't ever get sober," Hobson says. "They die." And before they die they are constantly being sent to the ER or jail. "There has to be a better way."

The better way, says Hobson, is to provide them a safe place to live, drink and, if they choose, receive treatment.

Benaroya, meanwhile, says he will continue fighting the project. Stopping it, however, seems a tall task given the support the project has not only from DSA but from other centers of power as well.

Mayor Greg Nickels is "very supportive" of the plan, says Deputy Mayor Tim Ceis. "It's a very humane way to deal with a very difficult problem of chronic inebriates."

Craig Hill at the helm

It took about five years, but Grubb & Ellis finally has a permanent leader for its Seattle office. The company named Seattle native and commercial real estate veteran Craig E. Hill vice president and sales manager of the shop.

Once a power in Puget Sound commercial real estate, in the late 1990s the office shrunk from 20 brokers to about a half dozen. Rumors swirled that the national company, whose headquarters are in Illinois, was trying to buy or team up with a local brokerage, but nothing happened.

"We just couldn't find the right marriage," says Hill, who adds there was some talk about closing the Seattle operation. Frustrated by a lack of progress and a lack of leadership, Hill eventually left, too, but returned about a year later.

Now he's leading the charge. The office has only five brokers, but the plan is to grow the office four times over. "I have enough chairs for 20 brokers so that's my target."

His strategy is not to offer extraordinary commission cuts, which he said will be "competitive with the marketplace." Instead, he'll work to increase the size by building on Grubb & Ellis's reputation as a big brokerage.

"What I really offer is an extremely attractive national platform," Hill says. "We're basically a startup with a lot of horsepower."

Marc Stiles, who still does not like his column mug shot, can be reached at (206) 622-8272 or by e-mail at marcs@dj.com.



Real Estate Buzz By Marc Stiles

In normal times, the relationship between the Downtown Seattle Association and Larry Benaroya would be strong. But these are not normal times in the Denny Triangle, where Benaroya's company owns Metropolitan Park.

A block away from Met Park — a shiny, three-building office and retail campus totaling nearly 900,000 square feet — a group is moving forward with plans to build an \$11 million apartment house for inebriates. The kicker is the 75 residents of the publicly funded project will be allowed to drink as much as they want inside, and they will not be required to seek treatment.

"I have never faced a similar threat," says Benaroya, who has sued — so far without success — to stop construction. "It's horrible."

His opposition has put him at loggerheads with the DSA, which supports the project. Benaroya is so peeved that he has quit the powerful group whose board of trustees includes an all-star list of fellow real estate heavy hitters.

Benaroya is not opposed to helping people. His family's name is, in fact, synonymous with philanthropy in Seattle. It was the Benaroyas' lead gift that enabled construction of Benaroya Hall, which opened in 1998.

A year later, Virginia Mason Medical Center finished building the state-of-the-art Benaroya Research Institute, where research on diabetes and other autoimmune diseases is conducted.

Benaroya and his colleagues say they are opposed to putting inebriates on the streets without treatment. "It just seems illogical to us," says Marc Nemirow, a Benaroya executive who said the company has worked with project backers to relocate the facility or change its methods. "Unfortunately, the avenues available to us are limited."

Benaroya argues that having alcoholics stumbling about the north side of downtown is not bad merely for the Denny Triangle but bad for all of Seattle. "This is the gateway to the city," he says, pointing out the area is just off the main exit to downtown from Interstate 5.

"I don't know where the right place is," Nemirow says, "but this doesn't seem to be it."

Support at City Hall for the project puzzles Benaroya and



Benaroya

How much is that 'free gift' costing?



The Real Estate Adviser By Tom Kelly

Maybe it's just the cold time of year, but a recent column about a woman who cashed in her air miles for a flight to the Canary Islands and a much needed getaway in the sun seems to have tweaked the emotional fascination for air miles and getaways.

Stan and Joyce Savaard, Canadian couple in their 60s, wrote to

through the same real estate brokerage.

Friends from Colorado wrote to say they refinanced their mortgage, thereby gaining more air miles for a long-awaited trip to Paris.

We all seem to know someone who is dead-set on gleaning every last bonus air mile out of credit cards, designated hotels, telephone calling plans or stock trades. Many consumer services now come with "no strings attached" air miles, compliments of corporate marketing budgets that have been increased in an attempt to corral a greater piece of a specific competitive market. However, remember that some-

new rig are among the tools that potential real estate company, are using. Stannard, CEO and designated uses cutting-edge technology to it can eliminate mortgage and customers higher interest rates. Lincoln Navigator with wireless speed printer and other gadgets to and provide the latest data about. Users can be faxed from the property on the Navigator.



Cutsforth

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the Pacific Northwest's largest pricing provider, begins its 24th year. Mary Kathryn (MK) Long, senior manager at Bank's Real Estate Group. Office in G.E. Asset Management, Downtown Emergency Service Center elect; and Quentin Kuhrau, treasurer.

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has named Mike Hassenger and Hassenger, a member of the state bar 10 years' real estate experience. He and other hospital develop a garage and he advises other nonprofits. Stanivil engineer who has been in construction for more than 15 years. He works in office, health care and

promoted Tammy Cane to real estate with the company in 1997 and has held development and property management. She is leasing and entitlements. Pro-Pacific Coast Corporate Park, Sumner Building D in Fife and Williamson

recognized real estate agents Anna and Cheryl Farnate Paragon for selling the most expensive agent in 2003. Each sold 16 homes and gave each a Rolex watch during the year. Quadrant officials say they paid the agent commissions last year. Quadrant sell 75 percent of its homes for 1 percent commission on the first \$100,000 and 2 percent on the balance.

alty Group

says she has been a top-producing agent. She has opened her own firm, Spring Hill. Her office is at Willamette Park Plaza, Portland.

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Windermere Real Estate's Ballard office. He had been an associate broker for more than nine years. Renee is the Wall Street office in Seattle. She is the Belltown Messenger and Commercial NW.

Services of Toronto will present a seminar on how to find office space. Participants will learn how to avoid mistakes and how leases affect the value of office space. It will be presented at 6:30 p.m. Feb. 19 at 1200 2nd Ave. N.E., and repeated at noon Feb. 20 at 1301 Sixth Ave. Cost is \$129 and a complimentary analysis. Register online at www.leaseanalysis.com, 1 (866) 590-6854, extension 233.

agement and The Rental Housing Authority will sponsor a seminar, "Landmarking Single Family Homes and Condos." It will be held Feb. 21 at Ivar's Salmon House, 401

LEASES & TENANTS

SEATTLE — LCF Associates leased 1,642 sf of office space at 1513-1515 Sixth Ave to Marios of Seattle Inc. Kay Hammar of Colliers International handled the lease.

SEATTLE — Colman Properties LP leased 2,084 sf of office space at 811 1st Ave to Geisness Lawfirm. Morgan Burbridge of GVA Kidder Mathews handled the lease.

SEATTLE — Jackson Square Associates LLC leased 2,500 sf of retail space at 23rd & Jackson to Washington Mutual Bank. Susan Zimmerman of GVA Kidder Mathews handled the lease.

SEATTLE — Canal Place Associates LP leased 2,909 sf of office space at 130 Nickerson St to American Commercial Security Services Inc. Ken Hirata of GVA Kidder Mathews and Charlotte Loveland of Cushman & Wakefield co-brokered the lease.

SEATTLE — Seattle Landmark Joint Venture leased 6,530 sf of office space at

leased 2,111 sf of office space at 12737 Bel-Red Road to Metropolitan West Asset Mgmt. Jerrod Stafford of Colliers International handled the lease.

BELLEVUE — The Benaroya Co leased 8,443 sf of office space at 3600 136th Place SE to Numark Office Interiors. Jeff Jochums/Jerrod Stafford of Colliers International handled the lease.

BELLEVUE — The Benaroya Company LLC leased 70,690 sf of office space at 3600 136th Place SE to 180 Solutions. Jeff Jochums/Jerrod Stafford of Colliers International handled the lease.

EVERETT — Pflueger Properties leased 1,562 sf of office space at 906 SE Everett Mall Way to Market Transport. Kay Hammar of Colliers International handled the lease.

FEDERAL WAY — FWTPI LLC leased 3,057 sf of office space at 33301 9th Ave S to John Hodges DDS PS. Mark Clirehugh, Bill Frame and Todd Clarke