



Dan Petrusich

PRESIDENT, MELVIN MARK DEVELOPMENT COMPANY

Dan Petrusich loves a challenge. He enjoys setting goals and working steadfastly to see those goals achieved. Robert Duncan Plaza, a 330,000 square foot building in downtown Portland, is testament to Dan's tenacity. Developed for the federal government – well known for its complicated processes and multiple levels of decision-making – Robert Duncan Plaza was Dan's project from start to finish. Due in large part to his persistence and determination, Dan brought the building to completion on time and within \$48 of budget. Not bad for a \$30+ million project.

Tenacity also explains the many accomplishments throughout his life. He became one of the area's youngest Eagle Scouts. He competed in the U.S. national water skiing championships. He even became the youngest vice president in the history of Cushman & Wakefield. Today, Dan's tenacity is put to work for Melvin Mark and a variety of clients.

"It's exciting. We function as consultant, sounding board, advisor and sometimes guardian angel," Dan says. "Tapping into our experience is cost-effective for many businesses looking to develop their own holdings. Together with our clients, we are capitalizing on the dynamic changes within the real estate market."

Dan joined Melvin Mark after several years with other Portland real estate companies, including a stint as a senior executive and partner in Bard Petrusich, the company created to serve as development consultant and leasing and management agent for PacWest Center.

"I began my career with a large company," Dan says, "but it didn't feel right. I want to be involved in all aspects of a deal, to be in on all of the action. I can do that here. Plus, I love the people at Melvin Mark like family. I trust and admire them all."

Dan's persistence has made him a recognized expert in working with the government, an ability showcased when he led Melvin Mark Development Company's successful bid to build Robert Duncan Plaza as the new downtown Portland home for two federal agencies. The deal highlighted a highly productive year, which was capped by his selection as Portland BOMA's 1990 Most Valuable Broker.

Putting his knowledge to work for the community, Dan has served as a member of the Mayor's Economic Development Advisory Committee and the County Services Evaluation Task Force. Within BOMA, he has served as vice president and trustee as well as founding chairman of the Portland BOMA Office Leasing Guide.

Dan enjoys his busy life. His favorite activity, though, is what he describes as "regular dad stuff", with his wife, Malin, and their two sons.

"Together with our clients, we are capitalizing on dynamic changes within the real estate market."



MELVIN MARK
COMPANIES

111 SW Columbia, Suite 1380
Portland, Oregon 97201
Telephone: 503/223-4777
www.melvinmark.com