



Tom Becic

VICE PRESIDENT, MELVIN MARK BROKERAGE COMPANY

Tom Becic joined Melvin Mark Brokerage Company in 1984 and has more than 25 years of experience in the Portland real estate market, specializing in office leasing and tenant representation. He has negotiated \$100's of millions of lease transactions for Tenant and Landlord clients. This perspective enables Tom to understand both sides of the transaction, a key ingredient to his success.

Landlord Representation

Tom has successfully represented many of Portland's landmark properties:

- US Bancorp Tower
- Umpqua Plaza
- Columbia Square
- One Waterfront Place (proposed)
- Other class A, class B and historic properties

Tenant Representation

Tom has developed a strong tenant representation practice working with a variety of successful companies including many of Portland's "Top 25" Companies. His clients appreciate his **market knowledge** and insight as well as his **understanding of any specific issues** they may face. His diligence and 100 percent commitment to the project makes them feel that they are his only client.

Tom, in partnership with our finance experts, has developed sophisticated **financial tools** to evaluate and interpret complicated lease transactions. These analytical tools help his clients get to a bottom line, apples to apples comparison. He also understands the importance of the **qualitative issues** of his client's workplace, and excels at helping company leadership define and identify these issues. Perhaps most important, Tom's clients appreciate his professional, pleasant business style and are proud to have them represent their firms.

Professional Awards & Affiliations

Tom has been nominated three times as the Portland Building Owners and Managers Association (BOMA) **Most Valuable Broker of the Year** and won the award in 2005. He was awarded the **Bill Roberts Memorial Award** in 1994 "for leadership and outstanding contributions to the industry, community and Portland BOMA." Tom served as a BOMA Executive Officer from 1997 to 2000 and was President in 1999.

Community Involvement

Tom enjoys his time as a Youth Sports Coach, volunteering for the Portland Parks and Recreation Basketball and Sunset Park Little League Baseball programs since 2002.

Education

Tom graduated from Portland's Jesuit High School and earned a BS in Business Administration from Oregon State University.

"All of us share one very important perspective – a belief in the value of building long-term relationships."



MELVIN MARK COMPANIES

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