



TRI-VALLEY EXECUTIVE'S ASSOCIATION
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SEPTEMBER 29, 2005

NEXT WEEK:

The next meeting of the Tri-Valley Executives' Association will be held on Thursday, **October 6** at Vic's All-Star Kitchen at 7:00am.

Greeters will be **Allen Eddy** of Cal Coast Plumbing and **John Quintanal** of USANA Health Sciences.

Mark Rogers of Keystone Security will give the Value, and **Mike Roberts** of Roberts Management will be giving a mini-seminar.

The **Board of Directors** will be meeting directly following the regular meeting.

VALUE:

For **Allen Eddy** of Cal Coast Plumbing, the value of the TVEA membership is the relationships, both personal and business. It is a value to have relationships based on trust, honesty, quality of service and referrals.

CLASSIFICATION:

Jon Gresham of Lee & Associates was Kansas City born, moved to Georgia and finally in 1985 to Danville, California. He graduated from De La Salle in 1994, and then graduated as an English major from UC Davis.

Having a father in the commercial Real Estate business, he got started working right away as a property manager. He soon tired of that and decided to tour Europe. When he returned he started interviewing for jobs. A friend of his who worked at Lee & Associates suggested he interview there and was hired in August of 2001.

In September of 2002 Jon married his wife Carrie and they now live in Livermore.

Lee & Associates is a 25-year-old company that started primarily in the western states, but now has offices in St. Louis, Chicago and New Jersey, allowing them to serve their national clients. The Pleasanton Office has been located in the Hacienda Business Park since 1992 and currently has 18 agents.

Jon helps companies find the best most cost-effective space for clients, and on the flip side, he finds the most suitable tenants for properties that he manages. His business focuses mostly on leases and does very few sales transactions. He concentrates on office property, tracking availability, which he shares with other brokerages to put together a good run of what is available at what rates.

It typically takes about 30-60 days to match a client with a property. The market was very tight in 2001; then, vacancy went up to 24% after the dot-com bust. Vacancy in Pleasanton is currently around 7-8% and is tightening up again, making rates go up again.

A good lead for Jon is anyone who is looking for a commercial tenant or who wants to lease commercial space or anyone who wants to buy or sell commercial property. Another service he provides is helping you negotiate your next lease renewal. Jon also has a great network of Real Estate attorneys, contractors and vendors that he'd be happy to refer. You can contact Jon Gresham by calling Lee & Associates at (925) 737-4159 or his cell (925) 413-7367.

BUSINESS SEMINAR:

Mike Roberts will be giving a public seminar entitled "No Guts, No Gain" on October 21. He has offered a discount to TVEA members; to take advantage of this great opportunity to improve your business, call Mike at 847-4080.
