



Jeffrey L. Rogers

SENIOR VICE PRESIDENT – TENANT ADVISORY GROUP
& R&D GROUP
Silicon Valley
CA License No. 01211009



jeff.rogers@colliers.com

EDUCATION

BS BusinessFinance,
University of San Diego

CONTACT DETAILS

DIR +1 408 282 3919
FAX +1 408 283 2554

Colliers International
450 West Santa Clara Street
San Jose, CA 95113
oFc +1 408 282 3800
FAX +1 408 292 8100

www.colliers.com/sanjose

AREA OF EXPERTISE

Jeff Rogers utilizes his background in finance and commercial property brokerage to represent the interests of corporate clients and their real estate needs in the Silicon Valley. As Jeff's clients range from the venture capital funded to the publicly traded, he has developed a keen sensitivity to the differing issues faced by start-up companies and their equity partners as well as those of public corporations and their directors and shareholders.

For those clients with needs outside of Silicon Valley, Jeff has provided seamless assistance in multiple markets through his expertise in national facilities coordination, multiple negotiation management, location analysis and site selection procedures.

Jeff also provides such clients with non-transaction services including financial analysis, financial statement impact analysis and due diligence review.

PROFESSIONAL ACCOMPLISHMENTS

- Collier's President's Club for 10 consecutive years

BUSINESS BACKGROUND

During his 17 years in commercial real estate, Jeff Rogers has been dedicated to representing corporate tenants based in the Silicon Valley with their local real estate needs as well as their interests throughout North America, Europe and Asia.

Services Offered (partial list):

- Strategic planning for real estate – align real estate with overall business plan
- Site Selection – decision matrix for comparing locations
- Transactions – expertly structured and negotiated lease or purchase transactions
- Custom Financial Analysis – Lease vs. Buy, P&L run rate, gross cash flow, etc.
- Lease disposition services – subleasing or negotiated termination of lease
- Project Management – coordination of architecture, construction, IT & move-in
- Multiple Locations – provides a single point of contact for real estate worldwide

Prior to joining Colliers in 1996, Jeff was with the Office Brokerage division of CB Commercial Real Estate in San Diego.

Jeff, his wife, two young sons and daughter live in San Jose. He enjoys playing golf, collecting wines and spending time with his family.

COMMUNITY INVOLVEMENT

Jeff is an active member at San Jose Country Club. He is also a Board Member for the San Jose Police Activities League.

Jeffrey L. Rogers

SENIOR VICE PRESIDENT – TENANT ADVISORY GROUP
& R&D GROUP
Silicon Valley
CA License No. 01211009



SUMMARY OF PERTINENT PRIOR AND CURRENT ASSIGNMENTS:

Client	Assignment	Size
Adobe Systems	Assignment of lease in downtown San Jose, CA	135,000 sf
Adobe Systems	Office headquarters Synthetic lease financing and other services	1,000,000 sf
Adobe Systems	Class A office build-to-suit in Ottawa, Canada	125,000 sf
Adobe Systems	Class A office lease in Munich, Germany	40,000 sf
Adobe Systems	Various other lease transactions in Europe, Asia, North America and South America	250,000 sf
Agile Software	Subleasing office space in downtown San Jose, CA	125,000 sf
Agile Software	Office / R&D building lease in San Jose, CA	82,000 sf
America One Payment Systems	Office sublease in Sunnyvale, CA	12,000 sf
America One Payment Systems	Office sublease in San Jose, CA	11,000 sf
Analogy	Office lease in Los Altos, CA	5,000 sf
Ancore	Office / R&D lease in Santa Clara, CA	36,000 sf
APX	Office lease in San Jose, CA	12,000 sf
APX	Office lease renewal in Santa Clara, CA	16,000 sf
Archway	Office lease in San Jose, CA	13,000 sf
Assante Asset Management	Office lease in San Jose, CA	12,000 sf
Atari	Office sublease and sublease extension in Sunnyvale, CA	30,000 sf
Autodesk	Distribution facility lease in Fremont, CA	50,000 sf
Autodesk	Warehouse lease in Fremont, CA	50,000 sf
Autodesk	Office lease in Cupertino, CA	30,000 sf
Bellatore	Office lease in San Jose, CA	10,000 sf
C Biz	Office lease in San Jose, CA	12,000 sf
CDC Software	Office lease in Campbell, CA	10,000 sf
Coakley Heagerty	Office Lease in San Jose, CA (Willow Glen)	3,000 sf
CSA Engineering	Office / R&D lease in Mountain View, CA	7,000 sf
CSA Engineering	Office / R&D lease renewal in Mountain View, CA	31,000 sf
Direct	Office and laboratory space lease in Cupertino, CA	42,000 sf
Direct	Office and laboratory space lease in Cupertino, CA	30,000 sf
Direct	Office and laboratory space lease in Cupertino, CA	20,000 sf
First Bank	Office disposition / sublease in San Jose, CA	10,000 sf
France Telecom	Mission critical data center lease in Santa Clara, CA	24,000 sf
Getthere.com	Various lease and sublease transactions in Palo Alto and Menlo Park, CA	50,000 sf
Gold Hill Venture Capital	Office leases and renewals in San Jose, CA	8,000 sf
Hagler Bailly	Office sublease in Palo Alto, CA	5,000 sf
IME	Various office leases in San Jose, CA	45,000 sf
Intuit	Office / R&D lease disposition in Mountain View, CA	50,000 sf
Intuit	Office / R&D lease disposition in Mountain View, CA	50,000 sf
Jetstream Communications	Office / R&D sublease in San Jose, CA	17,000 sf
Kayak.com	Office lease in Sunnyvale, CA	5,000 sf
LAM Research	Various lease and sublease transactions in Fremont, CA	200,000 sf

Jeffrey L. Rogers

SENIOR VICE PRESIDENT – TENANT ADVISORY GROUP
& R&D GROUP
Silicon Valley
CA License No. 01211009



SUMMARY OF PERTINENT PRIOR AND CURRENT ASSIGNMENTS:

Client	Assignment	Size
Landmark	Various leases and lease renewals in San Jose, CA	35,000 sf
LSI Logic	Various lease and sublease transactions in Milpitas, CA	175,000 sf
LSI Logic	Various lease and sublease transactions in North America	150,000 sf
Mahi Networks	Office / R&D lease in Dallas, TX	36,000 sf
NetApp	Office / R&D building disposition in Santa Clara, CA	88,000 sf
NetApp	Office / R&D building disposition in Santa Clara, CA	110,000 sf
Newbridge Networks	Office / R&D building lease in Sunnyvale, CA	40,000 sf
NTT Data	Office / R&D lease in Dallas, TX	8,000 sf
Oracle	Class A office building disposition in San Jose, CA	381,000 sf
Oracle	Training facility lease in San Jose, CA	22,000 sf
Oracle	Office / R&D building disposition in San Jose, CA	140,000 sf
Oracle	Office / R&D building disposition in Santa Clara, CA	220,000 sf
Oracle	Office / R&D building disposition in Cupertino, CA	36,000 sf
Orative (Cisco)	Office lease in San Jose, CA	14,000 sf
Parascale	Office sublease, Cupertino, CA	10,000 sf
Pointbase	Office / R&D lease disposition in Mountain View, CA	60,000 sf
Puma Technology	Office / R&D leases and subleases in San Jose, CA	40,000 sf
Quark	Various lease and sublease transactions in Santa Clara, CA	10,000 sf
Rapiscan	Office/R&D lease in Sunnyvale, CA	62,000 sf
Steinberg Moorad Sports Agency	Office lease in San Francisco, CA	2,000 sf
Tabula	Office and data center lease in Santa Clara, CA	35,000 sf
Zynga	Office / R&D lease in Cupertino, CA	50,000 sf