



# Jere J. Hench, SIOR

SENIOR VICE PRESIDENT  
OCCUPIER ADVISORS GROUP  
Silicon Valley  
CA License No. 01041811



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## EDUCATION

California Polytechnic State University, San Luis Obispo  
Bachelor of Science  
Economics

## AFFILIATIONS OR MEMBERSHIPS

Founding Member of Cal Poly's Center for Innovation & Entrepreneurship

Contributing Sponsor to Colliers International's Links-For-Life Foundation

Mutiple time Everest Award winner for ranking in top 10% of Colliers International in the USA, Canada & Latin America

Society of Industrial & Office Realtors (SIOR)

Association of Silicon Valley Brokers (ASVB)

## AREAS OF EXPERTISE

- Tenant Representation
- Corporate Solutions

## CONTACT DETAILS

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## AREA OF EXPERTISE

Jere has been a commercial real estate broker in Silicon Valley since 1989, specializing as a tenant representation broker for Silicon Valley's high tech companies on a local, national & international level. He has been involved in millions of square feet of transactions, including small space for start-up companies to campus projects for larger established companies, including Fortune 500 companies.

Jere has dedicated his career to Silicon Valley's Technology Community which has involved him in relocation and expansion projects, consolidations and dispositions, campus and headquarter planning, lease terminations and complete portfolio planning strategies for hundreds of Silicon Valley's leading technology companies and pioneers. Jere has completed assignments for his clients in 25 different States and several Countries which gives him an in-depth and practical perspective of the underlying aspects of real estate transactions for his corporate occupier clients.

Jere's clients include such noteworthy Silicon Valley firms as Sony Corporation, Motorola, Acer America, WL Gore, NIO USA, IBM, and SuccessFactors. Many of these transactions have been for world headquarters.

Jere is an active member of the Society of Industrial & Office Realtors (SIOR). The SIOR designation is earned and awarded to individuals who have met rigorous

requirements based on their outstanding knowledge of the commercial real estate industry, professional & educational background, and adherence to ethical standards.

Prior to his commercial real estate career, Jere worked in technology sales in the robotics and software industry.

## COMMUNITY INVOLVEMENT

Jere is married to his wife Leslie and they have three children and live in Los Gatos. Jere is very involved in his community by coaching youth sports- hockey, baseball, softball, basketball and soccer. And occasionally, when time permits, he plays drums in a Latin based jazz band.

## Partial Client List

Client	Square Feet	Assignment
Acer America Corporation*	824,680 SF   77 Acres	Corporate Headquarters Relocation, Expansion, Renewal; Asset Disposition
Redback Networks*	511,598 SF	Corporate Campus, Relocation & Expansion
SuccessFactors, an SAP Company*	292,647 SF	Corporate Headquarters, Expansion, Relocation & Disposition
Onfulfillment*	241,914 SF	Expansion & Relocation
Nor-Cal Moving Services*	239,280 SF	Expansion & Renewals
Sony Corporation of America*	204,641 SF	Corporate Headquarters & Expansion
QuinStreet*	205,605 SF	Expansion & New Corporate Headquarters
Ecolab	157,453 SF	Asset Disposition
Calient Networks	155,405 SF	Corporate Headquarters Expansion & Relocation
Stanford Telecom*	155,020 SF	Consolidation of Several Buildings to One Corporate Campus
Prysm*	210,860 SF	Expansion, Relocation & Renewal
ChargePoint Technologies*	150,281 SF	Expansion & Renewal
Motorola*	123,825 SF	Expansion & Relocation
Big Switch Networks*	121,434 SF	Expansion, Relocation & Disposition
The Inside Source*	120,476 SF	Expansion & Relocation
Gary Dillabough	120,000 SF	Acquired Bank of Italy Building in Downtown San Jose
Cellotape*	115,280 SF	Renewal Negotiation 1 Building Sale
ROLM	103,680 SF	Expansion & Renewal
Honeywell International*	102,805 SF	Renewal
ST Microelectronics*	101,946 SF	Consolidation of Several Facilities Into One Corporate Building (Build to Suit)
Equastone/Southbay Development	100,041 SF	Purchase Acquisition
NIO USA	99,425 SF	Expansion
Electronic Manufacturing Systems	95,700 SF	Expansion
EPRI	169,738 SF	Corporate Disposition & Purchase Acquisition or Corporate Campus
Lumenis Medical	85,501 SF	Corporate Headquarters Relocation
Finnigan MAT/Thermo Electron*	84,000 SF	Disposition
Vitesse Semiconductor	80,217 SF	Expansion & Relocation
AltiGen Communications*	71,950 SF	Expansion & Renewal
WL Gore	68,735 SF	Expansion & Relocation
Innopath Software	65,000 SF	Expansion & New Corporate Headquarters/Relocation
ZSpace*	62,519 SF	Expansion & Relocation
Intersil/Xicor	61,757 SF	New Corporate Headquarters/Relocation
Linear Technology Corporation*	55,764 SF	Expansion & Renewal
Merced Systems*	55,552 SF	Expansion of New Corporate Headquarters/Relocation
RedSeal Networks*	55,516 SF	Relocation & Disposition
Equator Technologies*	48,677 SF	Expansion & Relocation
Conviva*	46,473 SF	Expansion & Relocation
Paracor Medical*	40,545 SF	Expansion & Relocation
Aster Data Systems*	38,929 SF	Expansion
Aditazz*	33,439 SF	Expansion & Relocation
ePowersoft, Inc.	27,194 SF	Expansion & Relocation
iPass	25,269 SF	Consolidation
LogLogic	25,000 SF	Expansion & Relocation
Plexus Technology	24,821 SF	Expansion & Relocation
Integrated Device Technology*	24,746 SF	Expansion & Relocation
Fusion Ops*	21,284 SF	Expansion & Relocation
Multigig, Inc.	11,970 SF	Expansion & Relocation
CloudShare*	9,952 SF	Expansion & Relocation

\*More Than One Transaction



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