

## **Kenneth E. Born**

Mr. Born joined Commercial Carolina Corporation, A Member of the Cushman & Wakefield Alliance, in November of 2008. He resurrected his former client base on a national and international level through Cushman & Wakefield's Alliance.

Mr. Born started Born Commercial in August of 2003. Drawing on his knowledge and experience in the Real Estate field and his past relationships in the Northern Virginia market, he was able to assist his clients by providing solutions to their Real Estate needs.

Prior to August 2003, Mr. Born focused on Client Representation in the Northern Virginia market through his employer of 25+ years, Cushman & Wakefield. He opened the VA C&W office in Tyson's Corner in 1983. From Tyson's Corner he created a multitude of real estate transactions which provided favorable solutions for his clients, both landlords and tenants. A partial list of notable accomplishments is as follows:

**TASC/BTS** – Worked closely with developer and TASC to facilitate a phased leasing for 240,000 S.F. in the Westfields Subdivision of Fairfax County, VA.

**Microstrategy** – Represented Microstrategy in the leasing of their Corporate Headquarters Building in Tysons Corner, VA. – 140,000 SF

**Scitor/BTS** – Construction of 90,000 S.F. building in Westfields Subdivision, Fairfax County, VA.

**AMS/BTS** – Relocation of AMS Federal Systems from Rosslyn to Fairfax in a 253,000 S.F. design/build building, constructed by Gilbane Properties, VA. Cushman & Wakefield was the sole broker in the transaction. This led to the expansion of over 1,000,000 square feet in the Fairfax, VA market place.

**General Dynamics** – Represented General Dynamics AIS division in a 90,000 S.F. Build-to-Suit in Columbia, MD.

**Loudoun County Complex** – Served as facilitator on the new Loudoun County complex, which involved selection of developer, as well as selection of a site and ancillary facility. Involved in the rezoning of the site and selection of the architect. Also worked closely with the developer and the County to secure bond financing through the Chemical Bank of New York.

**140 Acres in Westfields (Western Fairfax)** – Sold land for the Balfour Company to The Mark Winkler Company in the Westfields Subdivision, Fairfax County, VA.

**Contel Corporation** – Successfully completed the sale of a 100,000 S.F. facility owned by Contel, located on leased property at Washington Dulles International Airport. This was made possible by leasing the entire facility to GSA prior to the sale.

**Columbia Gas** – Relocated 150 people from Charleston, West Virginia, to Fairfax, VA.

**AT&T** – Represented the Developer Webb / Sequoia Dulles Corner for 335,000 S.F. Build-to-Suit for AT&T in Western Fairfax County, VA.

**Tycon Towers** – Represented JTL Tycon Developers (landlord) in the leasing of Tycon Towers phase I for 475,000 S.F. in Tyson's Corner / McLean, VA.

**Block 29 at Union Station** – Represented Akridge in the purchase of 2,000,000 S.F. of density adjacent to Union Station in Washington, DC for \$54,000,000. Seller was Pritzker.

**General Dynamics** – Represented General Dynamics in a Build-to-Suite in Maryland for 120,000 S.F. outside the gate of Fort Meade.

**Genuity** – Leased 175,000 S.F. warehouse for a Data Center to Genuity, an offshoot of GTE, near Dulles Airport.

**Mobil Oil** – Leased 214,000 S.F. to Mobil Oil in Fair Oaks (Fairfax County), VA, for The Evans Company.

**LMC** – Sold a high tech 250,000 S.F. facility on 107 Acres adjacent to Micron Technology Site in Manassas, VA. Sold to Terex.

**Pro-Build** – In April of 2010, worked with local Fayetteville, NC office and helped secure a lease for 92,000 S.F. of warehouse space for local distribution for Pro-Build's Drywall and Lumber divisions.

**Salvation Army** – Sold a retail building of approximately 11,000 S.F. in Warrenton, VA to the Salvation Army in April of 2010. Building was to consolidate the Salvation Army's need in the Fauquier County marketplace.

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**Partial List of Real Estate Clients:**

Cintas	State Farm Insurance	General Dynamics
Angler	Microstrategy	Gilbane
Van Metre Homes	American Management Systems	Loudoun Co. Government
The Artery Corporation	Northwestern Mutual Life Ins	GTE
Starmount	Contel	Mobil
The Beatty Company	AT&T	Apple Computer
Beazer Homes	MCI	Defense Mapping Agency
Tractor Supply Company	Sunrise Assisted Living	Akridge
Winkler Corporation	Keller Manufacturing	Pritzker Corporation

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**References:**

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