

KEN GIANNOTTI, SENIOR VICE PRESIDENT

Ken Giannotti is the Senior Vice President of Leasing and Marketing with McClellan Business Park and Stanford Ranch Development. Mr. Giannotti has more than 20 years of commercial real estate experience including development, leasing, sales, acquisitions, lending and asset management.

Prior to joining McClellan Park Mr. Giannotti ran the Stanford Ranch project in Rocklin, California. With Stanford Ranch, Mr. Giannotti has been responsible for the speculative and build-to-suit development, leasing and sales of approximately 1,200,000 square feet of office, technical and industrial space valued in excess of \$100 million. Mr. Giannotti is responsible for the company's joint venture development of 165,000 sf Stanford Ranch Office Plaza, and development management of the master-planned 800,000 sf Foothills Commerce Center in Roseville, California.

Prior to joining Stanford Ranch, Mr. Giannotti served from 1991-1998 as Western Regional Director for USF&G Realty Advisors Inc. where he was responsible for investing approximately \$100 million in real estate assets as well as asset management and pre-development of a \$200 million portfolio of equity real estate. The portfolio included office, industrial, land and apartment investments in the West and Midwest states. He also worked for AMB Institutional Realty Advisors, Inc. for 1989 to 1991 and was responsible for \$150 million portfolio of equity real estate investments. From 1983 to 1989, he worked for Metropolitan Life Insurance Company as a development project manager and asset management team leader. Mr. Giannotti's team was responsible for a portfolio valued at over \$700 million. He is a member of the National Association of Industrial and Office Parks, and the Association of Commercial Real Estate Executives, and is currently on the board of directors of the Rocklin Chamber of Commerce, serving the Economic Development committee chair.