

similar to what you'd see in Santa Monica or Montana Ave. The **LA native** never thought she'd spend a majority of her career working to **revitalize** downtown, "but I'm very pleased that I did so." Come hear more from Carol on **July 26**—as a panelist for *Bisnow's Evolution of Downtown* program at the Wilshire Grand hotel. Register [here](#)! Great schmoozing, too!



**MODERN-DAY STAGE STOP**



No, **Hugh McMahon** isn't taking orders for burritos. The VP of commercial and industrial real estate for **Tejon Ranch Co** says the company recently opened a multi-tenant retail building featuring **Chipotle** at the **Tejon Ranch Commerce Center**. "Every day at lunch time, it's people lined up out the door." (On second thought, maybe he *is* taking burrito orders.) The new building, where Hugh is in active negotiations with a confection company, reflects the enhanced array of retail offerings at the Commerce Center—**1,450 acres** straddling I-5 just past the base of the **Grapevine**. **Del Taco** is under construction and should open in time for Labor Day, and a new **Subway** is going in on the west side of the freeway in one of the gas station "C" (convenience) stores. Also under construction: a 63-room **Microtel**, which will join an existing **Best Western**.

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**TUESDAY, JULY 26, 2011**  
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**Question:**

**Which law firm sports practice has represented clients on the**



Hugh tells us the Commerce Center's name recently changed from **Tejon Industrial Complex**. The original vision for the area—halfway between San Diego and San Francisco—was almost exclusively industrial use with travel centers serving truck drivers, “but the location really has become a **waystation** for travelers” between NorCal and SoCal. “Even all the way back to the **stage coach days**, that was the case.” Hugh thinks this has to do with **topography**—motorists instinctively want to **fill up their tanks** and get some **provisions** before heading into the mountains (or take a potty break after leaving them). The Commerce Center's fuel stations sell a conservative **800,000 gallons/month** of gas on average (close to 15M gallons/year of diesel). A travel center that opened in December '09 was designed from the impetus to serve “four wheelers” (as opposed to just 18-wheelers). Restaurant sales are up **20%** over last year “and a lot of that has to do with the way we've catered to the travelers.”



The company's in a 60/40 partnership with **TA Petro**, which operates travel centers on both sides of the freeway including the first freestanding freeway locations in the country for **Starbucks** and **Panda Express**. Along with Chipotle, these are tenants “you would typically see in a **nice strip mall** in a residential area,” but instead of rooftops, they have well over **80,000 cars** driving through each

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month. With the tenants thriving in a location outside of their normal business model, Hugh says the company realized the Commerce Center was **something special** “versus the typical freeway stop.” Now it’s exploring opportunities to do some sort of destination retail, such as a potential **outlet center**.



On the industrial side, the Commerce Center has developed **3.3M** SF of distribution centers with 14M to 15M SF of development left to go. **IKEA** (above), the largest at 1.7M SF, just went live with a proprietary **1.8 megawatt** rooftop solar array. Tejon Ranch Co is looking at doing the same for a 606k SF building it developed in partnership with **Rockefeller Group Development Corp**—Hugh says the challenge is getting into the queue with PG&E. In addition, the company completed a **park-and-ride** facility in Bakersfield, which opened June 8, and expects to have an electric vehicle **charging station** operational in August or September. Outside the Commerce Center, the company entered into a lease with Spain’s **Iberdrola** for a solar power facility of up to **715 acres**. According to Hugh, the **utility-scale** facility would be one of the country’s largest.

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