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COMMERCIAL REAL ESTATE: COMMERCIAL REAL ESTATE: Biagi transit leases Napa warehouse

Also: Vintners Co-op takes 30,000 square feet at former Agilent site

BY [Jeff Quackenbush](#)
STAFF REPORTER

Napa-based Biagi Bros. Transportation & Warehousing leased the remaining 98,000 square feet of the first 150,000-square-foot wine warehouse Sacramento-based Panattoni Development Co. built in a south Napa project called Napa Crossroads.

The company had looked in Solano County warehouse markets such as Benicia and Fairfield but opted to lease one of the last significant bits of wine warehouse space in southern Napa Valley, according to Fred Biagi.

"We're completely out of space and looked to other areas for space," he said. "This space was more expensive than those markets. However, there is a comfort level for smaller wineries in having something that is closer and temperature-controlled. If they need to get to something, this is handier."

Around the same time as the lease, Panattoni received building permits for the second high-cube warehouse at Napa Crossroads, a 163,700-square-foot warehouse set for completion in November, according to Jim Jeary, Panattoni's senior development manager for Napa Valley. Cushman & Wakefield is marketing the project, and no leases have been signed so far.

The Napa County Airport area warehouse market has around 2 percent vacancy, according to Cushman & Wakefield.

Another wine warehouse company in the North Coast has run out of space. Windsor-based Sonoma County Vintners Co-op leased 30,000 square feet at 1200 Valley House Drive in Coddling Enterprises' Sonoma Mountain Village redevelopment project in Rohnert Park. Shawn Johnson of Keegan & Coppin represented the co-op in the lease deal.

The co-op is interested in occupying another 20,000 square feet of the "wine-friendly" climate-controlled warehouse space at Sonoma Mountain Village, according to General Manager and CEO Steven Schwitalla. The co-op also is looking for another 50,000 square feet of warehouse space along the Highway 101 corridor north of Santa Rosa.

In July, the co-op also filled to the ceiling 24,000 square feet in a 48,000-square-foot warehouse Bill Den Beste just completed next door to its main warehouse and offices on Den

Beste Court in Windsor.

The co-op consolidates wine shipments for 123 mid- and small-sized wineries in the North Coast, Central Coast, Oregon and Washington for shipment cross-country and export. The organization also operates a direct-shipment business called Pak 'n' Ship.

Innovative Art, a poster and greeting card publishing giant until this year known as Portal Publications, is scaling down its Marin County headquarters. The company leased 14,200 square feet of former Fair Isaac space at 100 Smith Ranch Road in San Rafael in early July for a move from 32,800 square feet at 201 Alameda del Prado in Novato.

Innovative Art sold 201 Alameda del Prado in July 2002 to an East Bay investor for \$7.125 million to raise working capital. At that time, the company had 110 employees in Novato and was part of the Devon Publishing Group, which also included Australia-, Canada- and United Kingdom-based companies. Since then, New York-based CM Equity Partners, which picked up Portal in 2002, has spun off the Australian and Canadian components.

Mark Carrington, Haden Ongaro and Jerry Angel of Orion Partners represented Fair Isaac in the lease deal. Brad Werner of CB Richard Ellis represented Innovative Art.

Brian Foster of Meridian Commercial is marketing 201 Alameda del Prado for lease or sale. The asking price for the three-story office building is \$9.84 million, or about \$300 a square foot.

Marin Freeholders LP, which built 139,000 square feet of office and flex space in the Industrial Marinship District of north Sausalito in the 1960s and 1970s, wants to sell it as a portfolio, according to Orion Partners' Jerry Suyderhoud, who is marketing the property with part-owner John Greene of R.H. Greene.

The 11 buildings sit on seven parcels totaling 5.42 acres along Colma Street between Bridgeway and Gate Five Road. The complex is totally full with 80 tenants, including Sausalito Mini Storage and Pacific Laser.

The owners are taking bids on the portfolio and may sell the parcels individually, according to Mr. Suyderhoud.

St. Helena-based William A. Saks & Company just broke ground on the first building in the Heck family's 75-acre Carneros Business Park south of the city of Sonoma. The first building is Carneros Business Condominiums, consisting of 40,000 square feet of office and flex space for sale in what the developer is calling "iCondos."

The 41 potential properties in the T-shaped building range in size from 765 to 1,553 square feet and in price from \$199 to \$255 a square foot. Completion of the building exterior is set for late February.

Speaking of commercial condos, a year ago Santa Rosa-based investor group DJBP LLC purchased the 30,400-square-foot former headquarters of The Scrip Center at 1745 Copperhill Parkway near the Sonoma County Airport. Now the ownership is aiming to offer the space for sale as office condos, according to the marketing agents, Dave Peterson and Jeffrey Wilmore of Keegan & Coppin.

DJBP is set to go before the Sonoma County Planning Commission later this month to seek a condominium map that would create 21 units starting at 700 square feet. The units likely will be grouped for market demand in the 2,000- to 5,000-square-foot range, according to Mr. Wilmore.

The asking price for the units is \$255 to \$275 a square foot.

"We're starting to see a trend with office condos," Mr. Peterson said. "The leasing market has been slow for the past couple of years."

He points to San Rafael-based Parkway Properties' considering conversion of 520 Mendocino Ave., which had been mapped in amazingly small 5-square-foot units when it was built.

Just around the corner from 1745 Copperhill, in The Bates Companies' Avion Place development, built partly for lease and partly as condos, one 2,500-square-foot unit is in escrow and a 3,400-square-foot unit is on the verge of entering escrow, according to Mr. Peterson and Mr. Wilmore, who are marketing that project too.

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