



**DON LITTLE**  
**SENIOR VICE PRESIDENT**  
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Don Little serves as Senior Vice President of Development for TCC's Northern California Business Unit. Don joined the firm to build our portfolio of new developments as well as guiding pipeline projects through the approval, construction and marketing phases to stabilized operations.

Little brings over 33 years of industry and market experience to TCC. He began his career as an industrial, land and R&D real estate broker in the San Francisco Bay Area where he was repeatedly a top producer. His development career started with the Koll Company in 1986 where he rose to be the Regional Senior Vice President. Thereafter he joined Catellus Development Corporation where he was the regional leader for the company's development activities throughout the West and Northwest regions of the U.S. After Catellus, Don became the Senior Vice President for Opus West Corporation where he was responsible for the Northern California region with three offices between San Francisco, San Jose and Sacramento. He formed his own company in 2009, Don Little Group, and provided development and marketing services to his investor clients throughout Northern California. After a brief stint with Harsch Investment Properties, where he secured the companies first ever build to suit, he joined our Northern California group.

Don has developed and originated over twenty eight million square feet of office, industrial, retail, apartment, and condo projects in multiple markets. Since joining TCC, he obtained approvals and initiated leasing for the 1.3 million square foot Oaks Logistics Center. He also sourced the #Diridon mixed use development (one million square feet of TOD tech office and 325 luxury apartment units in downtown San Jose), where he continues as Project Lead.

## PROJECT DEVELOPMENTS

### DIRIDON STATION

Two Class A TOD office buildings, approx. 1 MSF and a 325-unit luxury residential tower

### OAKS LOGISTICS CENTER

Three industrial buildings, approx. 1.3 MSF

### SONY NW REGIONAL HEADQUARTERS

1 MSF tech office build-to-suit

### PACIFIC COMMONS

800 acres, 8.2 MSF office, R&D, Industrial, Retail

### 225 W. SANTA CLARA STREET

342,000-square-foot Class A office tower

### THE COURTYARD @ 65TH

331 urban infill apartments

### N. CAL LOGISTICS CENTER

500-acre industrial park

## PROFESSIONAL EXPERIENCE

Don Little Group, President & CEO, Pleasanton, CA, 2013 - 2014  
Harsch Investment Properties, Senior VP, San Francisco Bay Area, 2012 - 2013  
Don Little Group, President & CEO, Pleasanton, CA, 2009 - 2012  
Opus West Corporation, Senior VP, Northern California, 2000 - 2009  
Catellus Development Corp, Senior VP, Northwest Region, 1995 - 1999  
The Koll Company, Regional Senior VP, Pleasanton, CA, 1986 - 1995

## PROFESSIONAL AFFILIATIONS & COMMUNITY INVOLVEMENT

Gateway Corporate Center - Sacramento  
Terraces Residential Condominiums - San Francisco  
Sierra Point Owners and Environmental - Brisbane  
N. Cal Logistics Center - Stockton

## EDUCATION & CREDENTIALS

University of California, Bachelor of Arts in Economics