

Cisterra  
DEVELOPMENT







Innovative projects  
with an *entrepreneurial spirit.*

DiamondView Tower | San Diego, CA



## About Cisterra

Since our formation in 1999 when we partnered with Cisco Systems Inc., we have developed over 15 million square feet of best-of-class projects ranging from high-rise urban mixed-use projects to biotechnology and research facilities, to inter-modal rail served industrial, to traditional multi-family.

At Cisterra, we have assembled an exceptional group of industry professionals with unmatched experience in all facets of real estate development. We pride ourselves on bringing an entrepreneurial spirit with a tremendous work ethic and expertise to create world-class facilities for our clients.

Learn more at [www.cisterra.com](http://www.cisterra.com)

## Our Expertise

Cisterra's principals have successfully developed over 15 million square feet of best-in-class projects ranging from:



**HIGH-RISE /  
CLASS-A OFFICE**



**URBAN MIXED-USE  
ENVIRONMENTS**



**BIOTECH  
FACILITIES**



**RESEARCH / LAB  
FACILITIES**



**INTERMODAL RAIL-  
SERVED INDUSTRIAL**



**MULTI-FAMILY  
HOUSING**

### Our success is built upon the foundation of our people.

With our track record of success and our shared passion for sustainable excellence, our team of professionals at Cisterra have been carefully selected to deliver the greatest value to our clients.



**STEVEN BLACK**  
Founder & Chairman



**JASON WOOD**  
Principal



**STEVE SCOTT**  
Principal



**ERIC MAGNUSON**  
Principal



**PAUL THOMETZ (AIA)**  
Project Executive



**ALEX BEATON**  
Project Manager



**DAVID DICK**  
General Counsel

### Creativity, expertise and integrity are our driving force.

Cisterra has a strong history in development, management and financing. We are proud to bring our clients' vision to life by building facilities that motivate and inspire the companies and people that work or live within them.





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## *Projects*

Cisterra brings in-depth market knowledge, sustainable ideas and valuable expertise to enrich our communities through each of our real estate developments.

Through collaborative partnerships, Cisterra has established lasting relationships that are founded on experience, commitment and trust.

Our client-first approach allows us to create innovative real estate solutions through timeless architectural design, and landmark buildings tailored to meet the needs of our most valuable assets - our tenants and clients.



# 7th & Market

*San Diego, California*



## PROJECT HIGHLIGHTS

- 172 Room Ritz Carlton Hotel  
*First five-star hotel in Downtown SD*
  - 59 Ritz Residences
  - 150,000 SF Class-A Office
  - 23,000 SF Specialty Grocer (Gelson's)
  - 159 Apartment Units  
*34 Affordable Units*
  - 6,000 SF Public Open Space
  - Located in Downtown San Diego  
*7th Ave & Market St*
- 
- Signature Rooftop Restaurant
  - Over 50,000 SF of Outdoor Plazas and Roof Deck Amenity Spaces

## *A landmark destination combining residential, retail, hotel, office and public open space*

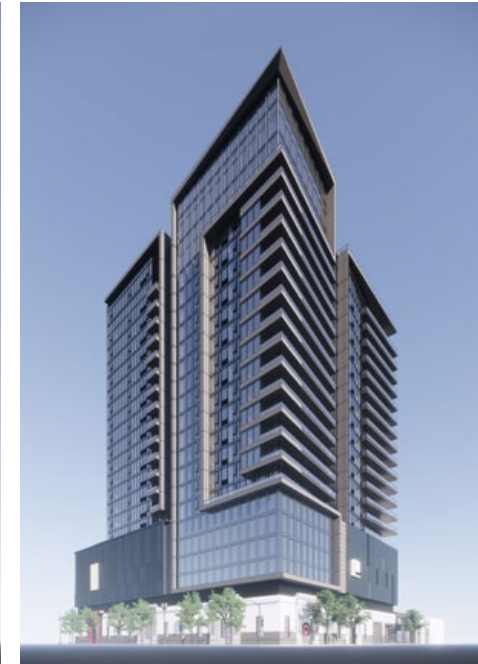
The design of 7th & Market prioritizes outdoor amenity spaces and premium views into Petco Park, the surrounding downtown areas, the San Diego Bay, and the Pacific Ocean.

7th & Market will be a landmark vertically integrated mixed-use development serving all types of residents looking for luxury, market-rate or affordable units, as well as visitors and businesses. The lobby and the entire base of the tower has been strategically designed to maximize transparency and porosity, and the result is a seamless public-right-of-way experience.

7th & Market is fully entitled and is anticipated to start construction in 2021.

# Cisterra 9G

*San Diego, California*



## PROJECT HIGHLIGHTS

- 255,000 SF | 22 Stories  
*Mixed-use, Residential & Retail (36,000 SF Urban Target Store)*
  - Located in Downtown San Diego  
*9th Ave & G St*
- 
- 241 Multi-Family Residences with Luxury-Quality Amenities
  - Fitness Center
  - Roof Decks & Pool Decks
  - Business Center
  - Dog Park
  - Variety of Social / Event Rooms
  - Outdoor Patios, Fire Pits & Lounges

## *For the bold, hip, and creative*

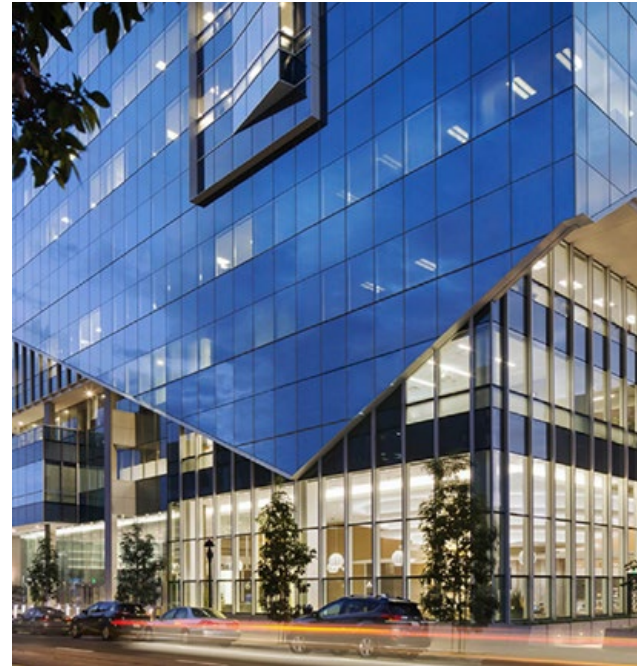
Located aptly between Downtown San Diego's most vibrant and storied neighborhoods: Gaslamp and East Village, Cisterra 9G is the next address for San Diegans who favor the bold, hip, and creative.

Luxury is a standard at Cisterra 9G. The 22-story building joins its neighborhood with an urban Target store along with a welcoming Business Center on the ground floor. Residents can enjoy the many social lounges and rooftop decks for their own private experience. 9G is being designed to include amenities such as: a premium fitness center, a game room, a wine tasting room, a dog park, an outdoor theater, plenty of cabanas, a fully amenitized rooftop pool and jacuzzi, and much more.



# Sempra Energy

*San Diego, California*



## PROJECT HIGHLIGHTS

- 330,000 SF | 16 Stories
- Located in Downtown San Diego  
*8th Ave & Island Ave*
- 486 Parking Spaces  
*above and below ground*
- LEED-Gold Certified
- Raised Floors, Demountable Walls,  
Indoor-Outdoor Event Space, a  
High Floor Plate-to-Core Ratio and  
Multiple View Portals
- Green Plant Wall
- 3 South Facing Balconies
- 2015 Downtown SD Partnership  
Alonzo Award Winner

## *Maximizing views, natural light and access to San Diego's best destinations*

Cisterra developed a new world class corporate headquarters for Sempra Energy. The design of the project was greatly influenced by the historical buildings on site and the desire to maximize views into Petco Park and the surrounding downtown areas along with panoramic water views. Floor-to-ceiling glass walls, looking out to beautifully landscaped plazas, containing a “green” plant living wall, and a serene water feature activate the building’s expansive lobby.

The lobby and entire base of the tower was designed with large expanses of glass to create transparency and porosity so the lobby and the public right-of-way are seamlessly connected. The building's location offers its tenants the best in entertainment, dining and amenities that San Diego has to offer.

# DiamondView Tower

*San Diego, California*



## PROJECT HIGHLIGHTS

- 325,000 SF
- 4,000 SF Ultimate Skybox
- On-Site Retail
- Located in Downtown San Diego,  
East Village
- LEED-Silver
- Hall of Fame Style Lobby Interior
- 2-Story Lobby Extending Out to  
“Park on the Park”
- 2007 Downtown SD Partnership  
Alonzo Award Winner
- 2007 Associated General Contractors  
“Build San Diego” Merit Award
- Best of 2007 Award from California  
Construction
- 2007 Excellence in Construction  
Award from the Associated Builders  
and Contractors

## *Modern, state-of-the-art office by day, Petco Park extension by night*

Sitting just beyond Petco Park’s right field fence, DiamondView Tower offers tenants a spectacular bird’s eye view of game day action.

The distinctive, Class A office tower has become Downtown’s most desired office address and one of the most exciting places for event planners, and neighborhood residents with “The Ultimate Skybox” event space.

Add to this excellent parking, access to local and regional transportation, and walking proximity to San Diego’s amenities including the Gaslamp Quarter, DiamondView Tower has created a one of a kind experience that makes it the most sought after office address.



# Biogen Idec

*San Diego, California*



## PROJECT HIGHLIGHTS

- 767,000 SF
  - 12,000 SF Vivarium
  - Located in UTC, San Diego
- 
- LEED-Silver
  - Gourmet Kitchen
  - 360-seat Dining Facility
  - Full Service Espresso Bar and Lounge
  - Fully Equipped Fitness Center, Outdoor Volleyball Court with BBQ
  - Awarded “Project of the Year” by NAIOP

## *An award-winning master planned, global cancer research campus*

The Biogen Idec Campus connects the interior office, research and lab functions via a glass bridge which crosses over the stream and landscaped Arroyo with views of a lake, walking trails and outdoor meeting areas. The campus design created exceptional indoor and outdoor placemaking to not only attract and retain world class talent but be sensitive to the environment and natural topography through the inclusion of “Green” bio-swales which treat rain and irrigation water run off all on site to support the reclaimed water irrigation system.

The Biogen Idec Campus given its scalability to support up to 1.2 million square feet, with all on site parking and state of the art amenities from food service, fitness, health and wellness and indoor/outdoor innovation/ collaboration areas transformed the San Diego life science industry.

# Gateway at Torrey Hills

*San Diego, California*



## PROJECT HIGHLIGHTS

- 200,000 SF
  - Located in Torrey Hills, San Diego
- 
- LEED-Silver
  - Fully-Equipped Fitness Center, Multiple Patios & Gathering Areas
  - Waterfall Water Feature, Lush Landscaping
  - Features 30-foot Stainless Steel Sculpture titled “Dancing in the Sun”, Commissioned by Colorado Metal Sculptor Kevin Robb

## *Positioned for maximum visibility & a prestigious work environment*

Gateway at Torrey Hills is a two-building Class A office project strategically located on an ocean-view site fronting Interstate 5 in prestigious Del Mar. The 200,000-square-foot project features a graceful “stepping back” design concept with natural stone tile, green glass and metallic aluminum elements arcing along the exterior facades to complement the surrounding hillsides and open space.

Each building has been strategically positioned on the 7.7-acre site to provide maximum freeway visibility and signage and panoramic views of the ocean and Torrey Pines Reserve.



# Cisco Boston

*Boston, Massachusetts*



## PROJECT HIGHLIGHTS

- 4,000,000 SF
  - 1.5 Miles of Landscaped Roadway
  - 4 Miles of Trails  
*for walking, jogging, biking, and skating*
  - 10 Acres of Active Recreation Areas
  - Located in Boston, Massachusetts
- 
- Full-Service 500-Seat Cafeteria
  - Premium Training and Briefing Centers Showcasing the Latest Technology

## *Best-in-class office, laboratory, briefing and training areas on 350 acres*

Cisco's Boston campus, known as the Boxborough Campus, features office, laboratory and briefing and training centers and sits on 350 acres. Cisterra worked closely with town officials, state agencies and local community groups to master plan and permit the campus in accordance with land use regulations and community input.

Infrastructure on this campus includes 1.5 miles of landscaped roadway, all underground utilities, wastewater treatment facility, potable water supply, fire pump house and integrated fire protection system as well as many off-site improvements including traffic signals, road improvements and sidewalks.

# Cisco Amsterdam

*Amsterdam, Netherlands*



## PROJECT HIGHLIGHTS

- 1,100,000 SF
  - 7,500 SF Cisco Display Center
  - Six Interconnected Buildings Bisected by an 11-Story Connected Spine Building
  - Located in Amsterdam, Netherlands
- 
- Gourmet Commercial Kitchen
  - 600-Seat Dining Facility
  - Underground Therman Storage
  - Advanced Cooling & Power Systems

## *Cisco's European headquarters — a world leader in IT, network & communications*

Cisco's Amsterdam campus functions as Cisco's European headquarters. The campus includes six interconnected buildings bisected by an 11-story connected spine building. The building features flexible ventilation, flexible interiors using demountable partitions and modular based design for mechanical and electrical systems and interior column-free space to accommodate flexible interior space planning.

A 7,500-square-foot visually stimulating display center showcases Cisco's technical accomplishments and all of the six have an abundance of natural light. The Commons Buildings includes a fully-equipped gourmet commercial kitchen and has a 600-seat dining facility.



# The Preserve at Torrey Highlands

*San Diego, California*



## PROJECT HIGHLIGHTS

- 420,000 SF
  - 3 Office Buildings, 1 Cafe Building
  - 1 Parking Structure
  - Located in Torrey Highlands, San Diego
- 
- Surrounded by a Natural Preserve
  - Cafe & Outdoor Lounge Areas
  - Fitness Center & Sports Courts

## *Amenity-centered environment supporting healthy work & personal lifestyle*

The Preserve at Torrey Highlands is strategically located to capture top talent from both the coastal and inland corridors. The project offers excellent walkability to numerous shops, restaurants and hotels across the street at Merge 56. The Preserve at Torrey Highlands is within close proximity to executive and workforce housing.

For the adventurous, The Preserve at Torrey Highlands is adjacent to an abundance of hiking and mountain biking trails that will get the heart pumping.

# Cubic Corporation Headquarters

*San Diego, California*



## PROJECT HIGHLIGHTS

- 250,000 SF  
*Class-A Corporate Office*
- Located in Kearny Mesa, San Diego
- Projected Completion: 2020

- 
- 687 Parking Spaces
  - Full-Service Café
  - Basketball Court
  - Numerous Outdoor Gathering & Meeting Spaces
  - State-of-the-Art Fitness Center

## *Growing San Diego's Innovation Economy*

Cubic Corporation is an international public transportation and defense company employing more than 1,500 employees locally. To strengthen Cubic's local presence and site consolidation, Cisterra partnered with San Diego leaders including: the City of San Diego, the San Diego World Trade Center, and the San Diego Regional Economic Development Corporation to keep Cubic local with a new headquarters.

The campus renovation will include beautifully landscaped areas including properly sized detention basins and a new parking lot with a field of solar panels and electric vehicle charging stations. Additionally, the campus will incorporate new amenity areas including a basketball court, numerous outdoor gathering and meeting spaces, as well as a new café and fitness center.



# Prior Experience

Office / Mixed-Use		
7th & Market	763,000 SF	San Diego, California
The Preserve at Torrey Highlands	420,000 SF	San Diego, California
Cubic Corporation	250,000 SF	San Diego, California
Sempra Energy Headquarters	330,000 SF	San Diego, California
DiamondView Tower	325,000 SF	San Diego, California
Biogen Idec Campus	767,000 SF	San Diego, California
Cisco Systems - Amsterdam	1,100,000 SF	Amsterdam, Netherlands
Cisco Systems - Boston	4,000,000 SF	Boston, Massachusetts
Cisco Systems - Ottawa	900,000 SF	Ottawa, Canada
Gateway at Torrey Hills	200,000 SF	San Diego, California
Sorrento Gateway - Epicor	173,000 SF	San Diego, California
Sorrento Gateway - Diversa	135,000 SF	San Diego, California
Sorrento Gateway - Remaining Lots	240,000 SF	San Diego, California
Peregrine Systems Campus	550,000 SF	San Diego, California
Intuit Campus	212,000 SF	San Diego, California
Comstream Campus	200,000 SF	San Diego, California
Kelly Corporate Center	180,000 SF	San Diego, California
AMCC Campus	152,000 SF	San Diego, California
Innovation Lots 8 & 12	152,000 SF	San Diego, California
Industrial Computer Source	130,000 SF	San Diego, California
Wateridge	128,000 SF	San Diego, California
LPL Financial	126,000 SF	San Diego, California
Carmel Valley Corporate Center	116,000 SF	San Diego, California
Newgen Results	103,000 SF	San Diego, California
Carmel Mountain Tech Center	103,000 SF	San Diego, California
Arrowhead Insurance	93,000 SF	San Diego, California
Brobeck Phegler & Harrison	72,000 SF	San Diego, California
Pacific Technology Center	68,000 SF	San Diego, California
Nanogen Expansion	68,000 SF	San Diego, California
Accel Technologies	40,000 SF	San Diego, California
TOTAL OFFICE SF:	12,096,000 SF	

Healthcare		
Pacific Medical Plaza	52,500 SF	San Diego, California
KCDM Scripps Clinic	115,000 SF	San Diego, California
Scripps Carmel Mountain Ranch	150,000 SF	San Diego, California
Sharp Sorrento Mesa	103,000 SF	San Diego, California
TOTAL HEALTHCARE SF:	420,500 SF	

Retail		
Frontier Village Shopping Center	193,749 SF	Lake Stevens, Washington
Silverdale Plaza	170,406 SF	Silverdale, Washington
Bixby Hacienda Plaza	135,012 SF	Hacienda Heights, California
Gateway Shopping Center	96,671 SF	Mill Creek, Washington
TOTAL RETAIL SF:	595,838 SF	

Multi-Family		
Cisterra 9G	241 Units	San Diego, California
Redstone at Santan Village	382 Units	Gilbert, Arizona
Vistara at Santan Village	366 Units	Gilbert, Arizona
Sienna at Santan Village	301 Units	Gilbert, Arizona
TOTAL MULTI-FAMILY UNITS:	1,290 Units	

Logistics		
Logistics Park Kansas City	600 Acres	Kansas City, Missouri
TOTAL LOGISTICS:	600 Acres	

GSA		
Drug Enforcement Administration	580,000 SF	California & Nevada
Immigration & Customs Enforcement	184,000 SF	South Carolina, Florida & Nevada
Federal Aviation Administration	70,000 SF	Florida
Social Security Administration	24,000 SF	California
TOTAL GSA SF:	858,000 SF	



# Innovative Financing



CIVIC CENTER PLAZA



101 ASH

TRANSACTION DATE	June 2015	January 2017
LOCATION	Downtown San Diego	Downtown San Diego
PROJECT TYPE	Office	Office
SIZE	300,000 SF	315,000 SF
TRANSACTION TYPE	20-Year CTL	20-Year CTL

## CIVIC CENTER PLAZA & 101 ASH

Cisterra’s market expertise and acquisition strategy facilitated the acquisition of two downtown high rise office buildings for approximately \$150M delivering a critical need of approximately 615,000 square feet of office space to the City of San Diego.

These strategic asset acquisitions delivered significant value to all stakeholders. One of the key beneficiaries was the City of San Diego, by entering into 20-year bondable credit tenant net lease transactions at an extremely low cost of capital financing vehicle (i.e. below market equivalent lease rate), Cisterra was also able to structure City ownership rights of the buildings at the end of the lease terms. In addition to providing consolidation opportunities for the City’s current needs, these buildings are within and bordering the overall City Hall civic complex which someday could be the home to a redeveloped Civic Center / City Hall

facility so these two transactions enabled the City of San Diego to position itself for that ultimate redevelopment in the future.

The City, with various departments scattered amongst several multi-tenant office buildings throughout downtown San Diego, recognized the benefits to not only modernize outdated City office environments but improve the productivity and cultural benefits that could be achieved by consolidating the city’s employees and constituents.

Interestingly, the prior owner of 101 Ash was contemplating several options after Sempra Energy moved out of the building and Cisterra was able to structure with them a contribution of the asset to a new entity controlled by Cisterra that met each of the partners in that entity’s financial goals. Overall, all stakeholders achieved maximum value and flexibility.



Sempra Energy Headquarters | San Diego, CA









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