

# Toeniskoetter's Amend a key player behind major properties

BY MARY ANN AZEVEDO

**SAN JOSE** - When Dan Amend began delivering Christmas baskets for Toeniskoetter Development Inc., then known as Toeniskoetter & Breeding Inc., more than two decades ago, the high school sophomore had no idea he'd become its executive vice president and president. It's a classic case of working your way up the ladder.

His goal had been to obtain a degree in aerospace engineering from the University of Notre Dame, but Amend found himself drawn to the real estate profession, and co-founder Chuck Toeniskoetter saw it, too.

Amend became an intern at Toeniskoetter while in college, working with President and CEO Brad Krouskup on the development side, and by the end of his junior year, Toeniskoetter had offered him a job.

In his 16 years at Toeniskoetter, Amend has helped the company primarily develop and manage 1.7 million square feet of property. He's helped work on the development of a variety of projects - from Class A office buildings to shopping centers to a self-storage facility.

Among the significant projects he has worked on over the years is the development of O'Connor Health Center, a 52,000-square-foot medical office building on 455 O'Connor Drive in San Jose.

Amend also worked on the development of Madrone Business Park, a 110-acre master planned industrial park in Morgan Hill where more than 700,000 square feet of buildings have been constructed to date, including a 28,000-square-foot Class A retail center at the park's entrance. The business park was developed in partnership with Berg & Berg Enterprises and Mission West Properties LLC.

Tenants include Media Arts Group Inc., which manufactures and markets the art of Thomas Kinkade and others.

San Jose-based Toeniskoetter has developed or managed about 3.5 million square feet of property in Silicon Valley since its inception in 1983. The company still owns and manages about 2 million square feet. While Toeniskoetter does not disclose revenue, its portfolio is valued at about \$300 million.

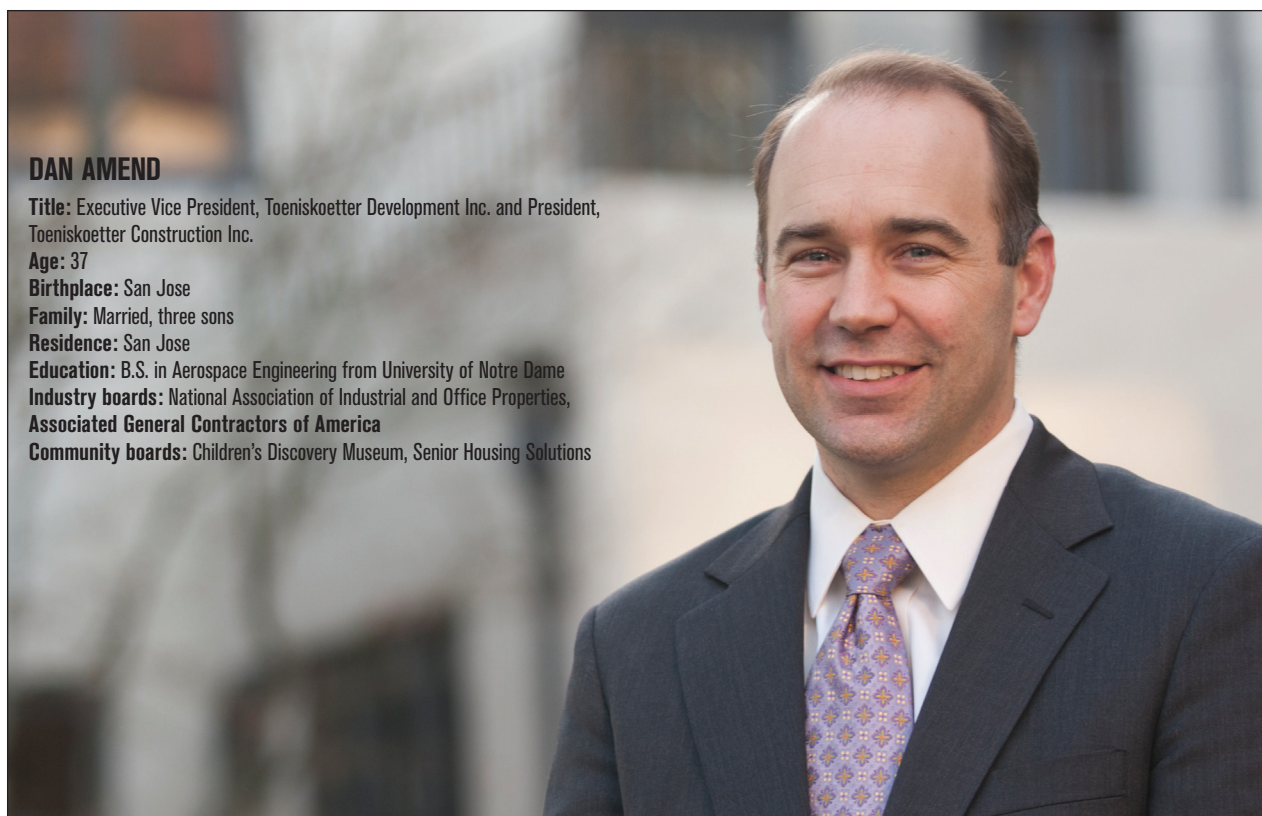
## Upward cycle

Over the years, Amend has witnessed upticks and downturns in the valley's real estate scene. What has helped Toeniskoetter stay alive and well has been its ability to diversify its business, Amend said.

"When it doesn't make economic sense to develop new buildings, we focus on our acquisition programs or beefing up our third-party asset management," he said.

Having witnessed a few cycles in Silicon Valley's real estate scene over the past two decades, Amend has faith that the current upswing in the market is not a fluke.

"The historic Northwest to Southeast recovery appears to be in full swing - with Palo Alto getting hot and Mountain View and Cupertino heating up in 2010," he said. "2011 saw Mountain View and



VICKI THOMPSON

## DAN AMEND

**Title:** Executive Vice President, Toeniskoetter Development Inc. and President, Toeniskoetter Construction Inc.

**Age:** 37

**Birthplace:** San Jose

**Family:** Married, three sons

**Residence:** San Jose

**Education:** B.S. in Aerospace Engineering from University of Notre Dame

**Industry boards:** National Association of Industrial and Office Properties,

**Associated General Contractors of America**

**Community boards:** Children's Discovery Museum, Senior Housing Solutions

Cupertino get hot and Sunnyvale heat up. I think we are already seeing improvement in Santa Clara and North San Jose."

But looking ahead, Amend is a big believer that someday downtown San Jose will be a hotspot of business, living and culture.

"The intrinsic in this area are unrivaled," he said. "From the natural beauty to the pervasive entrepreneurial spirit, the recipe for repeated success has been written here."

## The deals

Krouskup praises the 37-year-old's ability to manage a variety of relationships, including those with clients, lenders and tenants.

"Dan is very focused and detail-oriented, which I think our clients really appreciate," Krouskup said.

Ross Bryan, owner of Bryan Family Partnership II, said the family-run real estate partnership interviewed five or six property management firms and chose Toeniskoetter. Amend took the lead role in managing its 240,000-square-foot portfolio of properties, the majority of which are in San Jose.

Amend did a "fantastic job" in leading the repositioning of the partnership's portfolio, Bryan said.

One deal involving a property on Winchester Boulevard stands out.

"They managed to shepherd the deal through even though some parties, such as Wall Street, weren't being particularly cooperative," Bryan quipped.

"Dan was like a bulldog, persistently pushing

forward and getting the deal done, and very successfully."

Amend also helped the partnership find a solution for a commercial property on 91 E. Tasman Drive that the Bryans owned with other family members. In the end, under Amend's leadership, Toeniskoetter ended up buying out the other family and forming a partnership with Bryan, and helping renovate the vacant property in 2008 and 2009.

Today, the building is 100 percent leased to tenants BMC Software Inc. and Ubiquiti Networks Inc.

For Amend, revamping the 80,000-square-foot office/R&D building was one of the most exciting projects he's worked on over his career.

Even though the market was rapidly declining, he said, they were able to fully lease the building to solid tenants with strong credit.

The project stands out as one of his most memorable because it demonstrated so many of Toeniskoetter's skills, including partnership management, equity formation, high-quality construction, complex lease negotiation, financing and property management.

Amend said it's all about listening and knowing his clients.

"It's a very human world for me," he said. "I also pride myself on always being honest and ethical in all our dealings."

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## Top 5 Projects

Over the past 16 years, Dan Amend has played a leading role in developing and managing key properties in Silicon Valley for Toeniskoetter Development, including these:



Cochrane Road Self Storage, Morgan Hill  
101,000 square feet



2150 N. First St., San Jose  
123,000 square feet



Madrone Village Shopping Center, Morgan Hill  
28,000 square feet (part of 700,000 sf business park)



455 O'Connor Drive, San Jose  
52,000 square feet



91 E. Tasman Drive, San Jose  
80,000 square feet