



# Toeniskoetter

DEVELOPMENT • CONSTRUCTION

## TOENISKOETTER NEWS



SCHARF INVESTMENTS • SCOTTS VALLEY, CALIFORNIA

### Toeniskoetter Development and Toeniskoetter Construction Help Premier Investment Management Firm Move into Expanded Office Suite

When high net-worth individuals are looking for investment advice, they go to Scharf Investments in Santa Cruz County. But when the investment advisors needed advice on where to relocate their office, the firm turned to Toeniskoetter Development.

Scharf Investments was expanding. Founded by Jeffrey Scharf in 1983, the firm now manages portfolios totaling more than \$925 million for individuals, retirement accounts, trusts, family offices, corporations, endowments and foundations via separately managed accounts. Scharf Investments wanted larger offices with ample parking for its growing staff and to be closer to Silicon Valley where several of its employees and clients live and do business.

“Our ability to identify the client’s needs and then quickly create the right deal was critical to Scharf Investments,” said Brad Krouskup, President and CEO of Toeniskoetter Development. “A great deal of planning went into the space to assure that information could efficiently go from the analysts and client representatives to the trading desk.”

Toeniskoetter Development, which owns and manages five buildings in Scotts Valley, was more than qualified to help Scharf Investments move from its office near downtown Santa Cruz into its new office in the Granite Creek Business Center located at 5619 Scotts Valley Drive. The space is convenient to both Silicon Valley and Santa Cruz and just a one-minute drive from access to Highway 17.

Making the space even more ideal is Scharf Investments’ option for additional expansion, since a small portion of the office will be temporarily leased to another tenant.

“That was beneficial for them,” said Brad Krouskup. “They could get what they need now but have options for future growth. Being the prudent advisors that they are, they didn’t want to occupy too much space at the get-go.”

Once the lease was signed, Toeniskoetter Construction began tailoring the space to meet Scharf Investments’ needs, and in just five weeks, construction was complete. Adam Toeniskoetter served as the project superintendent. The architect was AAI, a full-service design firm in San Jose •

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BRAD KROUSKUP

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*Toeniskoetter Development, Inc. specializes in the formation of real estate investment partnerships, developing commercial and industrial properties, and providing property management services.*

*Toeniskoetter Construction, Inc. specializes in the highest quality tenant improvements. Established on a foundation of integrity and a commitment to the utmost in client service, Toeniskoetter Construction is here to serve you.*