

**JAMIE H. KIM**

EXECUTIVE DIRECTOR | TPG COMMERCIAL

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Jamie H. Kim launched www.thephronesisgroup.com in 2011 in response to a growing need for the execution of practical wisdom in key areas of entrepreneurial growth; whereby companies must thrive, not just survive.

Ms. Kim began her real estate career in 2004 with CB Richard Ellis where she was recognized for her exceptional achievements in 2006. Afterwards, Ms. Kim transitioned to Cushman & Wakefield, Inc. where she continued to provide her clients with exceptional service in the areas of tenant/buyer representation as well as varied brokerage services for leasing/sales transactions. In 2009 she started a boutique real estate firm which served a five county area in Southern California. In 2012, she launched TPG Commercial Real Estate. Since 2004, she has been involved in over 300 sale and lease transactions – totaling over 2.5 million square feet, and over 225 million dollars in consideration.

Prior to her real estate career, Ms. Kim was Vice President of Operations and Investor Relations at a specialty lender in Santa Monica, California. She also served as the Vice President of Finance and Controller for California's 14th largest credit union. Additionally, she has provided financial consulting services to specialty firms involved in integrated supply chain management. She has also been involved in specialized manufacturing environments such as bomb detection and security x-ray. As an early graduate of NYU, she joined one of the country's top six accounting firms as a Senior Auditor in metro-New York.

Results are the driving force for her diligent, consistent and fierce dedication to clients. When engaged on a client assignment, Ms. Kim's approach is to take ownership. She strives to surpass expected results, treating each unique client's needs as if her own. She has an innate ability to understand complex processes and simplify them to create a mutually beneficial outcome for all parties. Leonardo da Vinci's statement "simplicity is the ultimate sophistication" is a perpetual truth in her life.

Between client engagements, Ms. Kim enjoys independent films, gourmet cooking, photography and the Bar Method. In her spare time a good portion of her philanthropic pursuits includes an active involvement in international charitable groups with a specific focus on children and humanitarian aid.

Ms. Kim earned a Bachelor of Science degree in Accounting and International Business from New York University's Leonard N. Stern School of Business.

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A partial list of client successes includes:

Select Client List

| | | | | | |
|------------------------------|------------|-----------------------------|-----------|--------------------------|-----------|
| • Pioneer Electronics | 621,718 sf | • Wyse Logistics | 49,484 sf | • Fairview Import | 11,880 sf |
| • Crown Cork & Seal | 266,910 sf | • On Orange LLC | 33,000 sf | • Jeong Hwa Food USA | 11,440 sf |
| • Indvest LP | 172,003 sf | • Magic Messenger | 28,728 sf | • United Discount Corp. | 10,632 sf |
| • J&R Properties, LLC | 166,884 sf | • Guarding Angel Properties | 25,383 sf | • Sun Lee | 10,000 sf |
| • Restoration Hardware | 151,092 sf | • Oriental Weavers | 24,074 sf | • Culligan | 10,000 sf |
| • Las Vegas LA Express | 101,240 sf | • Surexpress, Inc. | 22,151 sf | • Asian Palace Buffet | 9,600 sf |
| • CSI Electrical Contractors | 100,266 sf | • Evolve | 20,000 sf | • Vitachrome Graphics | 8,561 sf |
| • Heraeus Metal Processing | 99,878 sf | • Kareway Products, Inc. | 18,799 sf | • FKC International | 7,513 sf |
| • Barthelme USA | 96,604 sf | • Circle Seals Controls | 18,200 sf | • Pacific Paradise Foods | 6,747 sf |
| • ABE Corporation | 89,940 sf | • Atlas Textiles | 14,280 sf | • Karl Strauss Brewing | 6,500 sf |
| • FFE, LLC | 73,321 sf | • Soo Boc Food Mfg. Co. | 14,030 sf | • Gorham Glass Co. | 6,080 sf |
| • Sara Lee Coffee & Tea | 58,716 sf | • J. Manzi | 12,600 sf | • Hyun Co. Inc. | 6,000 sf |
| • Alliance Hardware | 51,543 sf | • Mr. Washerman | 12,000 sf | • Garagetek, Inc. | 5,000 sf |

Professional Services

- Management Consulting
- Business Brokerage
- Mergers, Acquisitions & Divestitures
- Corporate Finance
- Valuations
- Strategic Advisory
- Business Process Outsourcing
 - Accounting / Finance
 - Business Management

Professional Affiliations

- California Real Estate License
- Member of CABB.org
- Member of AIREA.com