

The logo for SCO (Strategic Advisory & Brokerage) features the letters 'SCO' in a large, bold, maroon serif font.

STRATEGIC ADVISORY & BROKERAGE
Formerly Leonard & Ohren

ABOUT US

Company Overview

SCO Advisors is a strategic advisory and full service real estate brokerage firm specializing in the representation of financial institutions, REITs and high net worth private clients as well as a wide array of tenants ranging from dynamic entrepreneurs to major corporations. In addition, SCO handles asset management and project management assignments for private individuals and financial institutions. Our geographic focus is Los Angeles County, primarily West Los Angeles, LAX and the South Bay.

“Leaner, meaner, faster, smarter...and fiercely creative”. This is our credo. We use this approach to strategically advise clients on complex investment acquisition and disposition assignments and on marketing campaigns to promote lease opportunities.

Clients hire us for our truly distinct style. We are not salespeople. We are advocates and advisors for our clients based on what is in our client’s best interest, not our own.

Our relationships in Los Angeles are second to none. We build meaningful relationships across the real estate spectrum with property owners, tenants, government officials, brokers, investors and worldwide financial institutions. Our clients benefit from our network in countless ways.

We are advocates for our clients. If you are a client, we’re on your side and fighting for you every day. We view our clients’ interest as our own; we develop the strongest strategies to support the most advantageous outcome for our clients. We are tenacious and we play to win.

Integrity, commitment and loyalty are core, fundamental principles from which we never waver. Our reputation supports this credo and integrity is our guiding light.

We excel with challenges and complexity. We wear the General’s uniform in developing the strategic execution plan to attack the challenge at hand. We wear the soldier’s uniform and get deep in the trenches, which is where we know the battles are won. Our client’s appreciate our ability to succeed on both levels.

SCO Advisors is greater Los Angeles County’s premier full service brokerage and advisory firm.

History

Shuford Carpiac & Ohren (SCO) Advisors (which was until January 2009 known as Leonard & Ohren Strategic Advisory and Brokerage), has been serving the greater Los Angeles area for nearly three decades. In 1982, Steven Ohren founded the advisory firm to serve the brokerage and marketing needs of its affiliated company, Pacifica Capital Group, a company he also co-founded. Mr. Ohren's previous experience was as a top producing broker representing aerospace Fortune 50 companies primarily in Los Angeles' South Bay region. As the Pacifica Capital Group real estate portfolio grew, SCO Advisors not only continued to represent Pacifica's leasing listings but it also actively helped Pacifica Capital Group to source acquisition investment opportunities.

Starting in 1998, Britten Shuford joined the firm and re-oriented its focus from predominantly in-house responsibilities to 3rd party institutional advisory work. Within a very short amount of time, the firm became one of the most active advisory companies in Southern California, representing tenants, landlords and real estate investors predominantly in the South Bay, LAX and Westside regions of Los Angeles. In fact, in less than five years since the 3rd party platform was launched, the firm represented the interests of 75% of the major national institutional investment firms who actively invest in Southern California.

Sadly, in 2008 company founder Steven Ohren passed away after a battle with cancer. However, he retains the Chairman Emeritus title and his guiding principles of integrity driven business and long term, mutually beneficial relationships continue to serve as the firm's guiding principles.

Today, SCO is comprised of a dynamic and committed team of advisors. Please refer to the following link for a list of SCO Advisors.

Advisors

The success and reputation of SCO Advisors is due in large part to the integrity, experience and dedication which exists among the company's professionals, and the genuine enthusiasm they have for their work.

Britten Shuford, President and Partner

Britten Shuford is President of SCO Advisors and Co-Managing Partner of its affiliate company, Pacifica Capital Group. Mr. Shuford has assisted many of the largest institutional real estate owners in the United States in completing complex acquisitions and dispositions in Southern California. Under Mr. Shuford's direction, the firm has grown into one of the most powerful boutique advisory organizations in Los Angeles.

Mr. Shuford has an extensive background in real estate investment advisory, having advised on over \$1 billion in real estate transactions. He has participated in orchestrating two major portfolio transactions in Los Angeles and has represented/advised major institutional clients including First Industrial Realty Trust (NYSE: FR), RREEF, Blackrock, Travelers Insurance, AMB (NYSE: AMB) and Cornerstone Realty Funds.

A native of Los Angeles, Mr. Shuford earned his Bachelor's Degree in Management and Finance from Loyola Marymount University. He was the youngest member ever elected to the Board of Directors of the American Commercial Real Estate Organization (formerly known as AIR), the largest organization of its kind in the United States. Mr. Shuford is also an active member of the Urban Land Institute, SIOR and NAIOP.

Craig Johnson, Senior Vice President

Craig Johnson has over 30 years of expertise in commercial office and industrial real estate from West Los Angeles to LAX and as a result he has developed a very deep understanding of the nuances of those markets. He has served as a Senior Vice President of SCO Advisors since 1984. His business expertise includes tenant & landlord representation, property acquisition, and industrial and retail development advisory. Mr. Johnson has developed a loyal list of clients that include Target, DHL, DirecTV, Vicon Motion Capture, Extra Space and Northbrook Properties.

Mr. Johnson graduated from University of California at Los Angeles with a Bachelors of Arts degree in History and Economics. He is also a past president of the American Commercial Real Estate Organization (formerly known as AIR) and served on its board of directors for 10 years.

Andy McMullen, Vice President

During his 10 years with SCO Advisors, Andy McMullen has provided his clients with leading-edge real estate services and has completed hundreds of sales and lease transactions. With a diverse background in leasing, real estate investment, management and construction, Mr. McMullen brings a unique perspective to the brokerage business and has the ability to customize solutions for each client's specific needs.

He completed more transactions in the Culver City submarket in 2004 and 2005 than any other broker in the region. His representation of tenant clients such as Public Storage (NYSE:PSA), Clear Channel Communications (NYSE:CCU), Skechers (NYSE:SKX), Mathnasium Learning Centers, Cynergy Cycles, Specialized Bikes, Aegon (NYSE: AEG), Screen Actor's Guild and landlords such as PS Business Parks (AMEX: PSB), Zofar Properties, Nik Properties and numerous others has earned him recognition as a leader in the industry and an outstanding performer within the company.

Mr. McMullen also feels strongly about making an effort to give back to the community. He is very involved in a variety of charities and programs, including the P.S. I Love You Foundation, DonorsChoose, and the Screen Actor's Guild Foundation.

Mr. McMullen graduated from University of California at Los Angeles with high honors, having received a degree in Business Economics. He is also an active member of the UCLA Alumni Association and Basketball Department where he was an assistant coach while attending the university.

Donald M. Ricci

Donald Ricci focuses on the industrial market with a special emphasis on multi-tenant business parks throughout the South Bay and LAX markets, representing both landlords and tenants. With both his landlord and tenant clients, Mr. Ricci has achieved great results through his ability to aggressively advocate for their needs. They also greatly value the tenacity and creativity in which he approaches each assignment. Mr. Ricci's landlord clients achieve top of the market rents and benefit from his timely and relevant "market intelligence" and tenacity, while his tenant clients appreciate his ability to understand their needs as well as his problem-solving prowess.

Mr. Ricci graduated from the University of Southern California with a Bachelors of Arts in International Relations and a Minor in Business Administration. During his tenure there, he was an All-American athlete and a member of USC's NCAA National Championship Water Polo teams of 2003 and 2005. Mr. Ricci also values giving back to the community and is an active member of LA5 Rotary Club where he is the Associate Members Committee Co-Chair.

JC Apitz

JC Apitz specializes in the El Segundo/LAX industrial and office property markets. He actively works with clients in the transportation, technology, and entertainment industries who require more cost-effective space alternatives to the Westside markets. The South Bay has become this alternative and Mr. Apitz has successfully helped his clients buy and lease facilities achieving more effective occupancy cost structures. Additionally, Mr. Apitz has leveraged his marketing efforts and database to find tenants and buyers on behalf of his property owner clients. This has resulted in shorter lease-up periods, high quality tenants, and faster property sales.

Prior to entering the commercial real estate industry, Mr. Apitz worked as a Strategy Consultant with a top management consulting firm in San Francisco, specializing in cost restructuring within the Telecom industry. Much of his consulting work focused on facilities optimization and cost reduction projects.

He is also a member of American Industrial Real Estate Association (AIR), whose members are specialists in the field of industrial real estate, and holds a real estate broker's license in the state of California.

Mr. Apitz has a passion for family life and community work. He is involved with international charities and humanitarian groups such as Doctors Without Borders, MBAs Without Borders, Rotary International (El Segundo Chapter) and UNICEF. He lives in the South Bay with his wife Tracy and two daughters, Cecilia and Sofia.

Mr. Apitz is a graduate of the Schulich School of Business at York University in Canada with a Masters of Business Administration in Financial Engineering.

Andy Carpiac, Partner

Andy Carpiac joined SCO Advisors in 1997 and is in charge of management oversight for the firm's brokerage activities. Mr. Carpiac is actively involved in operations and participates in SCO Advisor's investment advisory activities. Through Pacifica Capital Group, Mr. Carpiac spearheaded acquisitions, dispositions, leasing and asset management of 4 million square feet of Southern California commercial real estate. In January

2005, after the sale of Pacifica's remaining Southern California office/industrial portfolio was complete, Mr. Carpiac spent three years as Managing Partner of Pacifica's private equity and money management arm, including short term stints as CEO of two of Pacifica's operating company investments. During this period Mr Carpiac remained active in SCO Advisor's real estate advisory activities, and in July 2008 he returned full time to SCO Advisors and Pacifica Capital Group.

Mr. Carpiac graduated with a degree in Business/Economics from the University of California at Los Angeles and is a member of the Young President's Organization (YPO). He has worked with numerous banks such as the Resolution Trust Corporation, Deutsche Bank, Citibank, Chemical Bank, Morgan Guaranty Bank, Hamburg Savings, and Manufacturers Hanover Trust.

CBM was the leader in the renaissance of Manhattan's SoHo and Tribeca loft districts and has been widely recognized as one of two groups responsible for the area's tremendous growth. As a pioneer in the development and historic rehabilitation of the downtown area, the group first began its activities in lower Manhattan in 1977. In 1981 CBM performed the first commercial condominium conversion in SoHo. Since that time CBM has remained extremely active in SoHo and Tribeca but has also expanded its reach into other parts of New York as well as Florida and California.

CBM Limited and Pacifica Capital Group have a 12 year relationship and in 2007 formed a partnership to acquire distressed real estate at significant discounts, with a special emphasis on residential condominium projects.

Steven Ohren, Founder and Chairman Emeritus, (1954 – 2008)

Steven Ohren co-founded SCO Advisors (which was until January known as Leonard & Ohren Strategic Advisory and Brokerage) in 1982 to serve the brokerage and marketing needs of greater Los Angeles and those of Pacifica Capital Group, a real estate investment and development firm he also co-founded.

Mr. Ohren started his career in the brokerage industry, where he quickly became a top producing broker in Southern California from 1977 through 1981. He specialized in large industrial and office transactions and represented several Fortune 50 companies, including the major aerospace companies in El Segundo.

Mr. Ohren graduated from UCLA with a Political Science degree and was been active in civic affairs, including serving two terms on the Centinela Valley Union High School District Board of Education. In addition, he founded The Steven Ohren Foundation, a non-profit organization assisting elderly Jewish individuals in need of financial assistance.

In 2008 Mr. Ohren passed away after a battle with cancer. However, his guiding principles of integrity driven business and long term, mutually beneficial relationships continue to serve as the firm's guiding principles.