



## BRANDON D. FUGAL

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**COLDWELL  
BANKER  
COMMERCIAL**

ADVISORS

ASSET SERVICES | [BROKERAGE](#) | CORPORATE SERVICES | MERGERS AND ACQUISITIONS

Brandon Fugal is a prominent business leader, recently recognized as the #1 Agent Globally with Coldwell Banker Commercial, and EY Entrepreneur of the Year for 2016 - Western Region.

As co-founder and principal owner of CBC Advisors, his leadership has been critical to his firm being recognized for 13 years in a row as the #1 Office Internationally for the brand (out of 220 offices), and is the #1 commercial real estate firm headquartered in the Intermountain West. In addition, CBC Advisors is currently recognized as the fastest growing mid-market commercial real estate firm in the United States, as ranked by Real Estate Forum.

He was recently named CCIM 2016 Utah Agent of the Year and also Office Broker of the Year, and has been recognized as such for four of the last five years. During the past 12 months alone, Fugal leased over 1,300,000 square feet, negotiating nearly 120 major transactions (including numerous building and land sale transactions). As the only agent to truly bridge and dominate the office market in every county along the Wasatch Front, Brandon has developed unmatched market intelligence -- delivering bottom line results for hundreds of clients.

Brandon has developed a sterling reputation as a trusted advisor and business infrastructure expert on a national, regional, and localized basis. Recognized as an authority in business, Mr. Fugal has been interviewed and featured in the Wall Street Journal, Bloomberg, Money Magazine, Real Estate Forum, Commercial Property News, Real Estate Executive Magazine and Utah Business. Brandon was also featured nationally as one of Real Estate Forum's Top 40 under Forty and a Top National Dealmaker. In the past Fugal was recognized as the "King of Commercial" by Real Estate Executive Magazine.

Prominent transactions have included launching and leasing to full occupancy the landmark RiverPark Corporate Center located on 120 acres totaling 1.7 million square feet, Thanksgiving Development located on 120 acres with 1.2 million square feet, Traverse Mountain located on 120 acres master planned for 2 million square feet, Station Park located on 80 acres boasting 1 million square feet, Minuteman Plaza with 4 buildings 100% leased and Towne Ridge Center with WCF. In addition, both the sale and significant leasing (over 200,000 square feet) of Cottonwood Corporate Center. Clients have included companies such as Xactware, Qualtrics, Alliance Health, Connexion Point, CollegeAmerica, InContact, Energy Solutions, Charles Schwab, Northwestern Mutual Life, H&R Block, Fusion-io, Novell, Ancestry.com, Franklin Covey, RC Willey, WorkFront, Nature's Sunshine, Verisk Analytics and MX.

In addition to his activities in the commercial real estate industry, Fugal serves on the Utah Valley University Foundation Board, board member and founder with Cypher Corporation, Navitus Sustainable Industries, Ancient Historical Research Foundation (AHRF) and Thanksgiving Point -- where he co-chaired the effort for the Museum of Natural Curiosity.

# RECENT TRANSACTIONS



**SANDY CENTER PLAZA**  
327,000 SQ. FT.



**TRAVERSE MOUNTAIN**  
200,000 SQ. FT.



**THANKSGIVING STATION**  
150,000 SQ. FT.



**TOWNE RIDGE CENTER**  
125,000 SQ. FT.



**TRAVERSE HEIGHTS**  
106,000 SQ. FT.



**STATION PARK**  
100,000 SQ. FT.



**RIVERPARK**  
75,000 SQ. FT.



**SANDY COMMERCE PARK**  
75,000 SQ. FT.



**VALLEY GROVE TOWER**  
65,000 SQ. FT.



**INTERCHANGE**  
54,000 SQ. FT.



**LINDON TECH CENTER**  
50,000 SQ. FT.



**MOUNTAIN TECH CENTER**  
50,000 SQ. FT.



**UNIVERSITY PLACE**  
40,000 SQ. FT.



**GROVE CREEK CENTER**  
40,000 SQ. FT.



**UNION HEIGHTS**  
34,000 SQ. FT.



**THE POINTE 1**  
25,000 SQ. FT.

LEADING THE MARKET

# BRANDON FUGAL



30<sup>TH</sup>  
ANNIVERSARY

July 2016  
www.utahbusiness.com

# Utah Business

THE MAGAZINE FOR DECISION MAKERS



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# Catching *the* Spark

## EY Entrepreneur Of The Year®

### 2016 Utah Region

Utah is defined and shaped by its entrepreneurial culture. It's what fuels the state's legendary sales force, underlies our vibrant network marketing industry and launches a multitude of new ambitious ventures each year. The annual EY Entrepreneur Of The Year® program celebrates and ignites this entrepreneurial culture by honoring the people taking risks, making tough decisions and pinpointing opportunities in order to launch and grow their businesses. The following pages are filled with the inspiring stories of these entrepreneurs who are igniting Utah's future.

#### AWARD WINNER

#### RESIDENTIAL & COMMERCIAL SERVICES



#### BRANDON FUGAL

Chairman, CBC Advisors

Over the last few years, Utah-based CBC Advisors has grown tremendously, blossoming from a regional commercial real estate firm to one that holds its own coast to coast—but has taken care to preserve its entrepreneurial spirit. Brandon Fugal, chairman of CBC Advisors, says part of that recent growth and success comes from the firm's focus on forming relationships with clients to be better able to help them find just what they need.

"Our focus is not transitional in nature; we focus on relationships. We've always viewed ourselves and our professionals as trusted advisors to the captains of industry, to business leaders," he says.

The firm also has embraced big data and what impact that information can make for them and their clients, he says. CBC Advisors has the largest research and data division in the state and encourages agents to develop their own proprietary research for their clients' benefit, he says.

"Being able to wield that proprietary intelligence in order to help our clients anticipate future challenges and swings in the market, and really identify opportunities that no one else is really seeing right now, really sets us apart and gives our clients a competitive edge," Fugal says.

Fugal's goal is to change the face of the commercial real estate industry and expand the platforms and methods that work so well for CBC Advisors internationally in the future.

*"Our culture, our office dynamic is so different—polar opposite by design from the rest of the market—and I think that is why we're seeing so much success. I think that is why we're seeing such great national expansion taking place. It's really resonating with people, regardless of what market you're in or what your background is. There are principles that are true, that are timeless, when it comes to business."*