

Thompson | Dorfman Partners Hires Gillian Sutton Cho as Vice President of Development

Industry veteran Gillian Sutton Cho has been named vice president of development at Thompson | Dorfman Partners, LLC, a developer, owner and manager of multifamily real estate. Thompson | Dorfman Partners currently has nearly 1,200 residential units under construction or in the design or entitlement phase in the Bay Area.

May 1, 2013 (FPRC) -- MILL VALLEY, CALIF. - Thompson | Dorfman Partners, LLC, a developer, owner and manager of multifamily real estate, announced today that industry veteran Gillian Sutton Cho has been hired as vice president of development.

"We are thrilled to welcome Gillian to our team of professionals," said Will Thompson, Thompson | Dorfman Partners principal. "Her wealth of experience in real estate development and entitlements will be a great asset to our organization as she plays a key role in building our portfolio in Northern California." Thompson | Dorfman Partners plans to spend more than \$500 million on new developments within the next three years.

In her new role, Cho is responsible for managing project specific acquisition and entitlement activities. Thompson | Dorfman Partners currently has nearly 1,200 residential units under construction or in the design or entitlement phase in the Bay Area. One of her projects includes a 100,000-square-foot mixed-use urban infill development in the Lower Pacific Heights neighborhood of San Francisco, which will provide residential apartments and retail.

"I am excited and honored to be joining such an impressive group that is so well respected in the industry for its high quality residential and mixed-use projects," stated Cho. "I look forward to playing an integral role in the company's continued success."

Previously, Cho served as vice president of development at Extell Development Company in New York City, where she led project management initiatives for large scale mixed-use development projects in Manhattan. These activities included working on the development of Riverside South, a 5,000,000-square-foot neighborhood on the west side of Manhattan with over 3,000 residential units, the completion of five residential buildings with the combined gross sellout of over \$2 billion and the rezoning of Riverside Center, an 8.2-acre master plan, and the final site in the Riverside South neighborhood.

Prior to Extell, Cho worked as a management consultant at Bain & Company in their London and New York offices. While at Bain, Cho advised clients in the US, UK and continental Europe on corporate strategy, organization and acquisitions, working across multiple industries including hotels, financial services, private equity, healthcare and consumer products.

Cho obtained her Bachelor of Arts degree in Biological Sciences from New College at the University of Oxford, England and her MBA from Harvard Business School.

About Thompson | Dorfman Partners

Thompson | Dorfman Partners, LLC is a real estate development and investment firm whose

principals have a long history in California's housing industry. Formed in 1999 by Will Thompson and Bruce Dorfman, Thompson | Dorfman focuses on multi-family residential development, with particular emphasis on well-sited, urban in-fill and mixed-use properties located in high-growth, technology-driven markets in the western United States.

The principals of Thompson | Dorfman are 25+ year veterans in their industry with a reputation for quality and a track record of performance. Collectively, they have developed 10,000 multi-family homes in 35 California apartment and condominium communities. They have also expanded their services to provide development advisory, management, and investment expertise to corporate land owners and financial institutions.

In addition, Thompson | Dorfman has created a non-profit entity, Education Housing Partners, Inc., to provide a full complement of development services to school districts and other public agencies to build workforce housing to help recruit and retain quality employees.

While discovering overlooked opportunities and resolving challenging development issues, Thompson | Dorfman continues to deliver luxury in-fill housing that benefits the surrounding community, rewards its investors, and surpasses the expectations of property residents. See www.thompsondorfman.com

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