

FOR IMMEDIATE RELEASE

Allen Matkins Partners Start New Firm *Firm takes a lean, client-first approach to commercial real estate law*

SAN DIEGO, July 12, 2013 – A group of highly respected and long-standing Allen Matkins partners announced today the launch of a new law firm committed to bringing a lean, client-first approach to the commercial real estate industry. Crosbie Gliner Schiffman Southard & Swanson LLP – also known as CGS3 -- focuses on all aspects of commercial real estate transactions including purchase & sale, financing, construction & development, management and leasing. Their office is located in the Del Mar Heights area of North County San Diego.

The founding partners of CGS3 average 25-years' experience working in all asset categories and with all types of commercial real estate stakeholders – from institutional and national to entrepreneurial and local. Within commercial real estate, the new firm offers a breadth of experience and bench strength typically found only in larger firms. By adopting new models for the delivery of legal services and aligning client and firm interests, CGS3 intends to help recession-weary clients close deals without sacrificing their legal interests, business relationships or the bottom line.

“By moving away from a large firm platform, we can be more flexible and entrepreneurial in our approach to legal services,” said founding partner Dana Schiffman. “We value our association with Allen Matkins but believe that our leaner structure will better position us to help clients realize their business goals.”

ABOUT THE FOUNDERS

Thomas Crosbie has more than 20 years of experience in a broad variety of commercial real estate areas, including acquisitions and dispositions, financing, leasing and construction in connection with commercial, residential, industrial, retail and mixed-use projects.

Ray Gliner has 28 years of experience with a focus on representing landlords and tenants in office leasing. In this role, he handles various complex lease provisions, including lease takeover provisions, extensive overlapping expansion and contraction rights, and build-to-suit work letter/construction and related commencement date issues.

Dana Schiffman has nearly 31 years of experience handling acquisitions, development, leasing and financing matters associated with all types of commercial real estate. Dana has particular in-depth experience with regional malls, specialty, power and neighborhood shopping centers and mixed-use projects including transit oriented and vertically integrated projects.

Sean Southard has 17 years of experience and specializes in high-volume leasing deals, leveraging his experience working across the real estate life cycle to get the best result for his clients. Over the past 10 years he has successfully completed major leasing transactions totaling more than 5 million square feet of commercial space.

Craig Swanson has more than 27 years of experience and specializes in the acquisition, disposition, development, leasing and financing of regional malls; specialty, power and neighborhood shopping centers; industrial projects; office buildings; and other commercial and mixed use projects.

CGS3 is located at 12750 High Bluff Drive, Suite 320, San Diego, CA 92130. For more information visit www.CGS3.com.

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