



**Jim Gates, SIOR**  
**Office Leasing Specialist**

**Real Estate Specialty**

Jim joined the Kessinger/Hunter Office Department in 2001. He initially focused on tenant representation before broadening his practice to include landlord representation. Jim assists his clients with site selection, financial analysis, and lease negotiations, and he oversees tenant finish. Jim has assisted in the sale and leasing of over 1,000,000 square feet of office space since 2001. In 2008, Jim was awarded the SIOR designation (Society of Industrial and Office Realtors), which is a designation held by knowledgeable, experienced, and successful commercial real estate brokerage specialists.

**Major Transactions**

Representation of Applebee's International, Inc.'s World Headquarters consolidation requirement, which, upon completion in Summer 2007, resulted in the purchase of 31 acres of ground at Southlake Office Park in Lenexa, Kansas for the building of a 190,000-square-foot office building.

Representation of TA Associates Realty, one of the largest and most experienced privately held real estate advisors in the United States, which includes Park Central Plaza I & II and Two Pershing Square.

**Education**

- University of Kansas, Bachelor of Science in Education
- University of Kansas, Member of the University of Kansas Golf Team
- Graduate of Rockhurst High School

**Professional Designations**

- State of Kansas Licensed Real Estate Salesperson
- State of Missouri Licensed Real Estate Salesperson
- SIOR (Society of Industrial and Office Realtors)

**Community Leadership**

Jim is involved in several activities in the Kansas City area, including his local church as well as the Junior Golf Foundation of Greater Kansas City (The First Tee). Jim was nominated as the 2004 Man of the Year for the Leukemia & Lymphoma Society and helped raise nearly \$10,000 in his campaign.

## Transactions

Alliance Shippers	12,000 SF
Ameriprise Financial Services	18,000 SF
Applebee's International (World Headquarters)	190,000 SF
ARMA International	13,000 SF
Blue Cross Blue Shield	60,000 SF
CECO Concrete Construction LLC	16,000 SF
Cline Wood Insurance	14,000 SF
Crawford Insurance	14,000 SF
Dougherty Modin Holloway	5,000 SF
Gastinger Walker Hardin Architects	9,000 SF
Hunkeler Eye Institute	33,000 SF
IronStone Bank	33,000 SF
John Hancock Life Insurance	5,000 SF
Kansas City Metropolitan Bar Association	13,000 SF
Ketchum Directory Advertising	14,000 SF
KU Department of Ophthalmology	10,000 SF
Midwest Litigation Services	3,000 SF
National Beef Packing	22,000 SF
NRCCUA	21,000 SF
Oppenheimer & Company, INC.	14,000 SF
PKD Foundation	15,000 SF
South & Associates P.A.	35,000 SF
Sunway Hotel Group	14,000 SF
The Weitz Company	11,000 SF
U.S. Food Service	15,000 SF
US Gov. Dept. of Labor	78,000 SF
Wagstaff Cartmell LLP	25,000 SF