

NNBJ Article 12-6-04

AL COPPIN

Al Coppin is in his third decade in commercial real estate. And the brokerage he started with **Jim Keegan** in 1976, **Keegan & Coppin/ONCOR International**, is approaching its 30th year. As president, he has grown **Keegan & Coppin** to five offices and more than 50 agents and property managers.

He is also president of **Keegan & Coppin Builders**, a commercial general contractor that specializes in tenant improvements and built Petaluma Business Park Center and Santa Rosa Business Park.

Mr. Coppin graduated from the University of California at Berkeley in 1969 with a BS in operations management and in 1970 with an MBA in applied economics. In 1971, he marketed industrial and investment properties for Grubb & Ellis, rising to management of the Marin office in 1974. He opened Grubb & Ellis' Santa Rosa office in 1975.

Since then, the North Bay has evolved from bedroom to boardroom and from pasture to manufacture. Despite the loss of thousands of manufacturing jobs in recent years, he predicts 2005 will bring greater office leasing, led by professional services firms; improved demand for industrial space; and increased emphasis on multifamily housing.

“Businesses have utilized the [productivity] gains from acquisition of capital equipment and are increasing hiring, as shown by the lower unemployment rates from a year ago,” he observes.