

## RECENT CLIENT SUCCESS

# PERSEVERANCE PAYS OFF FOR PHYSICAL THERAPIST

### THE CHALLENGE

In mid-2021, Josh Laughlin was referred to Jim by Debbie Lehner. Josh operates a thriving and popular physical therapy practice in Ridgefield, which was rapidly outgrowing its current location in the Heron Gate Building at Ridgefield Junction. With his lease nearing expiration, Josh sought a more modern space with expanded capacity to serve his growing client base and prepare for Ridgefield’s anticipated population growth. We faced two primary challenges. First, the lease had a tight expiration timeline, leaving limited room for delays. Second, there were few existing medical space options available for lease. While some expanding retail centers in the Junction area presented potential opportunities, their development timelines extended well beyond the expiration of Josh’s lease.

### THE ACTION

We devised a strategic plan involving discussions with retail developers and site visits to potential locations at the Port of Ridgefield. Josh mentioned his previous experience with the YMCA through his employer, which inspired us to approach the YMCA, already in talks with the City of Ridgefield about a new facility. After months of negotiation, Ridgefield Physical Therapy secured a Letter of Intent to lease space in the proposed YMCA building. However, delays in permitting, logistics, and fundraising stalled the project. During this period, Josh extended his lease with his current landlord. In early 2023, the YMCA announced further delays due to funding challenges. Around the same time, Josh connected with Dr. Ben Crusan, owner of Ridgefield Dental, who had purchased land near the Costco development and planned a 7,500-square-foot medical building. Dr. Crusan, seeking tenants, invited Ridgefield Physical Therapy to lease all three available spaces. Negotiations shifted to working with Dr. Crusan and his agent, Adam Roselli. Together, we finalized lease terms and construction details, with Jim referring Josh to Bryan Halbert of Halbert Construction to manage permitting, budgeting, and construction logistics.

### THE RESULT

A successfully completed project and a fantastic addition to the Ridgefield community! Partnering with Halbert’s team significantly eased Josh’s workload, facilitating the final lease negotiations at the end of 2023, managing the construction process through early 2024, and ensuring the project was ready for a late summer opening in 2024.



## Testimonial

“Jim was instrumental in helping me define the parameters of our search for the perfect space and navigating the complexities of negotiating our Letter of Intent with the Clark County Family YMCA. He kept me well-informed throughout the partnership discussions between the YMCA and the City and was quick to jump back in when we needed to pivot to Dr. Crusan’s project. His expertise and connections were invaluable, particularly in introducing me to Halbert

Construction. They executed our buildout with exceptional quality, brought my vision to life, and delivered it all at a fair and reasonable price. I couldn’t have asked for a better partner in this journey!”

*Josh Laughlin*

Owner, Ridgefield Physical Therapy

# REALTOR SPOTLIGHT: *Jim West*

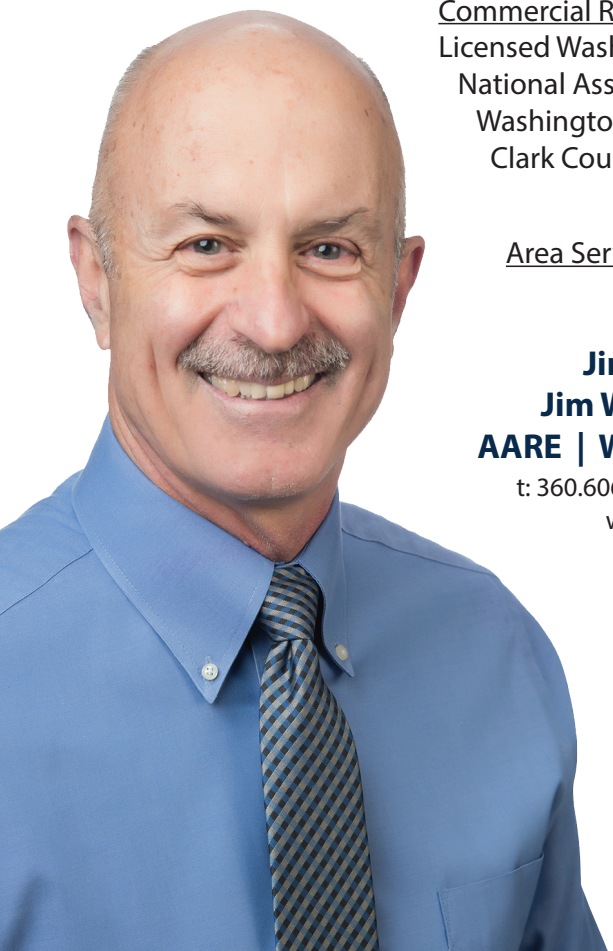
In 2008, Jim established his Commercial Real Estate practice in Southwest Washington. His mission was to assist local Business Owners and Entrepreneurs accelerate their business success. Over his extensive career, he has helped many clients unravel the mysteries of Commercial Leasing and guide in the transition from leasing to owning business property, building more wealth. He also adds Commercial Property Management to his service offerings.

Jim has worked primarily with busy professionals; CPA's, Insurance Offices, Attorneys, Medical & Dental Practitioners, Engineering Firms, and Local Contractors who would often struggle with the time requirements involved in making such a transition. Seeing a need to help ease the unexpected struggles and educate, he partnered with Northwest Business Development Association to create a free education series called "Commercial Property 101 – Stop Leasing and Own Your Business Property". This workshop focus afforded him to become well versed across three primary segments of the industry; retail, office and small light industrial buildings, working as Tenant and Buyer Representation.

One of his most comprehensive projects was that of assisting a local Dentist acquire a parcel in front of a Walmart, located in one of the busiest transportation corridors in our community. Jim remained alongside during the construction and development process, then provided leasing services to 100% occupancy with both national and regional tenants. The entire process spanned three and a half years.

Jim spent his first nine years with Coldwell Banker Commercial, three years with Zenith Properties, another three years with Wise Move RE. He is now with AARE as a Managing Broker Mentor and Wise Move Property Management.

An extensive component of Jim's marketing efforts has been to maintain a highly visible presence in the local business and non-profit community. Much of what drives Jim is the desire to help others succeed. His mindset has been recognized by his peers and the community, voting him Clark County's "Best In Business" for the past nine years.



Commercial Real Estate Credentials:  
Licensed Washington Real Estate Broker  
National Association of Realtors  
Washington Association of Realtors  
Clark County Association of Realtors

Area Served: Washington State

**Jim West, Managing Broker**  
**Jim West Commercial Real Estate**  
**AARE | Wise Move Property Management**

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*"To give real service, you must add something which cannot be bought or measured with money, and that is sincerity and intergrity."*

*- Douglas Adams*