

# Aggressive AGI Capital flexes financial muscle

## Firm pilots \$500M worth of projects

BY CYNTHIA KINCAID

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For many company CEOs, a year with 244 percent growth might be a little surprising, if not overwhelming.

But Alexis Wong of AGI Capital Inc. takes such a number in stride. She anticipated such a growth spurt when she founded the San Francisco-based real estate development and investment company nearly a decade ago.

"The growth seems to be somewhat dramatic, but it has been part of our strategic plan, both in terms of the number of people and growth revenue," said Wong, AGI's president, CEO and founder. "This has always been in our corporate growth plan."

Last year, AGI reported \$3.3 million in revenues. Wong hopes revenues for 2007 will top \$5 million. She credits smart business planning and execution for such growth in an industry with notoriously tight margins. But she also emphasizes AGI's entrepreneurial culture, which she has nurtured and incubated throughout the years.

"We've been driving our corporate growth pretty aggressively ever since we founded the company," she said. "The (results) of years of incubation are starting to take place, and the events that we planned to happen did happen, according to schedule."

Those events include myriad residential, commercial and mixed-use projects, including condominium conversions and residential and office rehabilitation projects.

This niche has paid off. AGI has now successfully piloted real estate projects with a total market value in excess of \$500 million throughout the greater Bay Area. Additionally, AGI Capital has added construction management, on- and off-site operational management, tenant improvement and land acquisition to its services.

"Most of our housing and mixed-use projects have been quite successful, and we have been able to expand our geographical reach with these products," said Wong. "We have a good local breadth of knowledge because we do projects in different city environments, dealing with different city mandates. So we have really grown in terms of our skill level, as well as our regional knowledge."

Some of AGI's projects include SoMa

Grand, the Warfield Building, Pebble Creek, and Baywoods condominiums. A trio of residential properties in Hayward is expected to be completed in 2008; Pacific Plaza, a 150,000-square-foot office rehab and mixed-use development, will be completed in 2010.

Most recently, AGI Capital was selected by the California Public Employees' Retirement System to create and manage a \$400 million joint venture with TMG Partners.

The new partnership, called Avant Housing Partners, will receive \$100 million in equity investment from CalPERS, which Avant will leverage for another \$300 million in debt. The money will be used to create urban infill housing throughout

California, particularly in the nine Bay Area counties.

"Avant Housing was formed in 2006, although it did not contribute to our 2006 revenues," said Wong. "What it did was mobilize the company to grow."

According to Wong, AGI is the only women- and minority-owned company to partner with CalPERS.

"We are getting ready for a second round of allocation from CalPERS to continue on track," said Wong. "We are excited. Even though our projects are not just in San Francisco, we are in San Francisco, and, most importantly, we represent San Francisco."

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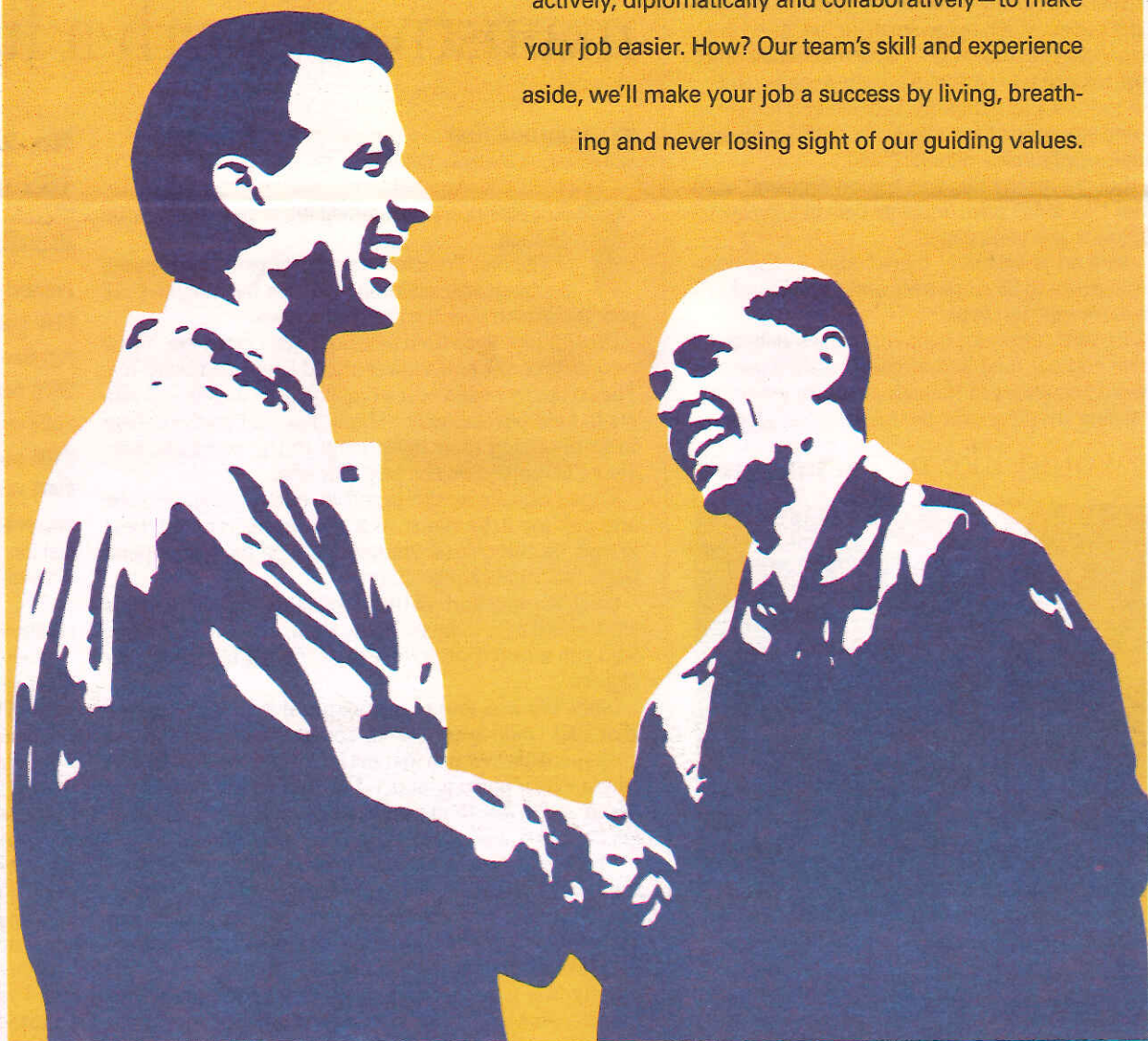


DAVID TORRES

Years of incubation hatched big deals in 2006, says CEO Alexis Wong.

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### No. 16

## AGI Capital Inc.

Growth: 244%

**Specialty:** Residential, commercial, and mixed-use real estate development.

**CEO:** Alexis Wong.

**HQ:** San Francisco.

**Employees:** 15.

**2006 revenue:** \$3.3 million.

**2005 revenue:** \$1.4 million.

**2004 revenue:** \$970,000.

**Secret to success:** Strategic business planning and hiring talented employees

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