

Cale Miller

Executive Vice President | cale@hughesmarino.com



Cale Miller is an executive vice president at HM Science, a specialized life science division of Hughes Marino, a global corporate real estate advisory firm that specializes in representing tenants and buyers. Additionally, he is co-founder of the Northern California Hughes Marino offices. Cale specializes in high-value, time-critical and complex transactions for biotech, medical device, instrumentation and healthcare companies. Combining his strong market knowledge with the firm's tenant focused discipline, Cale creates leverage and opportunities that align his client's real estate goals with their business plan to deliver the most cost-effective, strategically correct and risk-reducing results possible.

While many of Cale's clients have a HQ presence in the Bay Area, he and his team help execute their portfolio lease and purchase/sale transactions across the country and around the world. He has worked in nearly every state and 25+ countries globally with his life science clients over the last two decades of his career. Cale takes pride in rolling up his sleeves and solving extremely

complicated real estate challenges for his clients. He has a track record of coming up with solutions for complex transactions and implementing creative positioning strategies to ensure his clients achieve the best possible outcome.

Cale's areas of expertise include:

- Strategic Planning
- Market Assessment
- Financial Analysis
- Business Terms Structuring
- Negotiations
- Lease Renewals/Expansions
- Dispositions
- Build-to-Suits and/or Building Purchases
- HQ/R&D & cGMP Manufacturing Facility Requirements

Selected life science & medical device client representations include:

- Orca Bio
- Fate Therapeutics
- Sillajen Bio
- Cutera
- Medra.ai
- FloodLAMP Biotechnologies
- Avive Solutions

Initially growing up in the Portland, Oregon area, Cale later graduated with a bachelor's degree in business administration and marketing from University of Arizona. Upon graduating, he moved to San Francisco to begin his career in commercial real estate. For nearly 15 years, he has helped run the BayCats Northern California Chapter Alumni Association.

Cale and his wife, Lauren, live in San Francisco with their daughter, Briley, and son, Bodie. In his free time, he loves spending time with his family, attending his children's numerous

sporting events, traveling, skiing, hiking and enjoys trying out new food in the Bay Area as well as during their many family trips around the world.

Education

- University of Arizona, B.S. in business administration and marketing

Professional Activities

- California Department of Real Estate - License #01714837
- CoreNet Global, M.C.R. (Masters in Corporate Real Estate)

Honors and Awards

- CoStar Community Impact Award (2022/2023) - Campus Sale & Relocation

Civic and Charitable Activities

- BayCats - U of A Alumni in Northern California - Former President, 18+ year Board Member
- Big Brothers Big Sisters - Former Mentor to a Little, former Junior Board Member
- St. Vincent de Paul - Men's Club Board Member, Finance Committee Lead
- St. Francis Yacht Club - Assistant Treasurer, Membership Committee & Real Estate Committee Lead