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Avison Young grows enterprise solutions expertise in Raleigh-Durham

Three Principals join firm; bring tenant representation experience across technology, finance, life science/biotech and professional services sectors

Raleigh-Durham, NC – John Linderman, Avison Young Principal and Regional Managing Director of the firm's North Carolina operations, today announced the appointment of **Kathy Gigac, Baxter Walker** and **Thomas Kenna** as Avison Young Principals, Enterprise Solutions, in the firm's Raleigh-Durham office. The team members, who work in close partnership, join Avison Young from Colliers. They specialize in tenant representation and enterprise solutions across a diverse client portfolio and provide advisory services and lease negotiations for both office and industrial users.

"Raleigh-Durham is one of the most attractive markets in the country right now for site selection and talent strategies," said **Linderman**. "As market leaders and a highly regarded team who have transacted some of the Triangle market's largest deals, we could not be more excited to have Kathy, Baxter and Thomas join the Avison Young family."

With a combined 45+ years of experience developing innovative solutions to support their clients' real estate strategies, the team has helped numerous companies in their expansions, headquarters relocations and portfolio needs in North Carolina and across the country. In the last few years alone, the team completed more than two million square feet of transactions valued at \$250 million.

Gigac specializes in tenant representation, enterprise solutions, occupier services and site selection. As a leading tenant advisory professional, she has been recognized for her work during her tenure at Colliers, most recently as Director of Tenant Advisory Services in Raleigh-Durham, as well as by the Triangle Commercial Association of Realtors (TCAR) over the course of her career. As a veteran of the Raleigh-Durham market, Gigac brings more than 20 years of experience across North Carolina and has executed numerous top lease and headquarters transactions on behalf of local and corporate clients. She is a member of the Society of Industrial and Office Realtors (SIOR) and a board member of TCAR.

"I have known John for many years and have always thought highly of him and his firm," said **Gigac**. "Our team is excited to be part of the Avison Young platform to continue growing our local and corporate business by providing focused real estate services that deliver value against business objectives using market insights and aggressive negotiation strategies to achieve the most effective lease contracts, site selection and competitive lease restructuring."

Walker brings expertise in tenant and landlord lease negotiations, enterprise solutions, site selection and project management. Most recently an Executive Vice President at Colliers, he has provided real estate solutions for tenants and occupiers for more than 16 years. He has completed more than 800 transactions in the North Carolina market from dispositions and acquisitions to build-to-suit and headquarters relocations, leveraging his experience across a wide variety of sectors, including office, industrial, retail and mixed-use. An East Carolina University graduate, Walker is also a Certified Commercial Investment Member (CCIM) as well as a member of SIOR, TCAR and Urban Land Institute.

"While the Triangle is fortunate to have many excellent brokerage firms, Avison Young has a superb balance of regional esteem and international influence that my team and I require," said **Walker**. "The respect that the leadership and brokers within the firm have gained over many years of relationship-based success was a tipping point for me, and I knew that joining Avison Young was the correct decision for the next phase of my career."

Kenna specializes in national and global corporate clients as well as growth stage companies in their leasing and real estate portfolio needs, spanning consulting, occupier services and enterprise solutions. Most recently a Senior Vice President at Colliers, he has participated in hundreds of transactions totaling more than two million square feet and valued at more than \$270 million in the Triangle market, North America and internationally. He is a fourth generation North Carolinian, a Raleigh native and a University of North Carolina graduate who brings deep experience and insight on the Triangle and professional communities. Kenna is active in Raleigh civic and industry organizations serving as a Wake County Economic Development Digital Ambassador, as well as board and committee member of the NC Museum of History, CoreNet Global and the National Association of Industrial and Office Properties (NAIOP).

"Avison Young has allowed our team a unique opportunity to grow and expand our expertise as true partners for the company's national and global platform," said **Kenna**. "This is paramount for the success of our corporate and portfolio clients across the country as well as locally, as Raleigh-Durham continues to shine in the national and global marketplaces."

Avison Young is the world's fastest-growing commercial real estate services firm. Headquartered in Toronto, Canada, Avison Young is a collaborative, global firm owned and operated by its Principals. Founded in 1978, with legacies dating back more than 200 years, the company comprises approximately 5,000 real estate professionals in 108 offices in 14 countries. The firm's experts provide value-added, client-centric investment sales, leasing, advisory, management and financing services to clients across the office, retail, industrial, multi-family and hospitality sectors.

Avison Young is a 2019 winner of the Canada's Best Managed Companies Platinum Club designation, having retained its Best Managed designation for eight consecutive years.

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[Download](#) photos of Kathy Gigac, Baxter Walker and Thomas Kenna

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