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## **Guess who's coming to Orange County?**

Orange County has typically been known as a rapidly growing economic center based primarily around real estate, construction, technology and healthcare users. It is not typically known for its manufacturing businesses. However, that might be changing in the future according to Robert Ritschel, Senior Vice President of Newport Beach based The Saywitz Company, a national commercial brokerage and consulting firm. Robert Ritschel tells us that he expects to see more industrial transactions involving light manufacturing companies, flex and research and development related businesses. These deals are likely to involve relocations and expansions of existing companies rather than new companies coming into the area. However, according to Ritschel, there are many corporate executives who reside in Orange County and would like their businesses located close to home. Those businesses that are already here and have survived the ups and downs of the real estate market, should be here for the long-term according to Ritschel. Those companies, as they grow, will look to take on additional space and add additional staff.



**Robert Ritschel** Senior Vice President

Manufacturing companies that felt it necessary to relocate out of Southern California due to the high-cost of doing



business and high labor costs for the most part have already done so during the last economic downturn. While the market is not specifically geared towards light manufacturing and R&D uses, there's plenty of that space that exists in the marketplace today, according to Ritschel.

The Saywitz Company has represented a number of research and development and light manufacturing companies throughout Southern California and those companies that have made the commitment to stay here, have invested significant amounts of capital into their facilities as they continue to grow their business moving forward. According to Ritschel "We expect to see more of these types of transactions as companies continue to remain committed to growing their business here in Orange County."