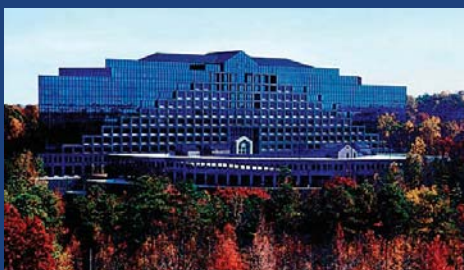




Richard Bowers & Co. Office Division



Richard Bowers & Co.'s Office Division **CAPABILITIES**

Richard Bowers & Co.'s office brokers are very experienced in the Atlanta marketplace. With numerous 20-plus-year industry veterans, the company has amassed a comprehensive knowledge of all types of office properties and requirements including landlord space, build-to-suit properties, leases and subleases, land and building sales, business parks and office condominiums. Our completed office assignments include numerous transactions in excess of 100,000 SF of space.

Richard Bowers & Co. closely monitors office market conditions and publishes the *Bowers Digest* semi-annually and *Market Report* quarterly to report on ever-changing market conditions. Additionally, the Agent Information System, a proprietary database system, enables the company's agents to find all available space meeting the clients' diverse requirements.

Through its membership in TCN Worldwide, Richard Bowers and Co. has expanded capabilities to represent major clients regionally, nationally and internationally. A network of more than 60 independent real estate firms, TCN has total sales and leasing volume in excess of \$10 billion and is the tenth largest service provider in the world.

The Atlanta office real estate market **OFFICE MARKET**

Atlanta is a world-class city and an international gateway. While it has felt recessionary pain, the fact is that Atlanta has always demonstrated remarkable resilience. Today, the city's economy is growing faster than the national growth rate, and the city is leading the nation in job creation.

With its diverse business core, attractive quality of life, and its ease of access to other destinations, Atlanta has the ability to continue on its path of growth. Hartsfield-Jackson International Airport makes Atlanta a prime location hub for headquarters operations, foreign direct investment, trade-shows and conventions.

The speculative office market in metropolitan Atlanta totals more than 138 million SF of space in over 820 office buildings and parks. There are 13 Fortune 500 and 24 Fortune 1000 companies with headquarters in the metropolitan area. While there is an ample supply of space in the Atlanta market, it is expected that vacancy rates will continue to stabilize and absorption increase throughout 2004 and into 2005.

- *Highly experienced office personnel with a knowledge of the metropolitan Atlanta office market*
- *Extensive company support network including teams of land specialists, investment sales and leasing experts*
- *Comprehensive research support and market database*
- *Excellent relationships with the Metro Atlanta Chamber of Commerce, Central Atlanta Progress and the Department of Industry and Trade*

- *More than 138 million SF of office space within metro Atlanta*
- *Excellent labor force*
- *Plentiful supply of space in all major submarkets*
- *Strong economy*
- *Served by three Interstate highways*
- *Excellent quality of life and relatively low cost of living as compared to other major metro areas*
- *Solid infrastructure*



The Richard Bowers & Co. Office Team EXPERIENCE

Richard Bowers & Company has almost 30 years of experience in Atlanta's commercial office market. Clients attended to by the company include many local, regional, national and international companies, leading professional firms, major institutions, and foreign companies.



Some of the clients served by Richard Bowers & Co.'s Office Division: American Cancer Society, American Express, Hallmark Group, Rollins, Inc., SunTrust, Western Union, Korean Air Lines, Federal Express, Dow Jones-The Wall Street Journal, CIGNA, Blue Cross/Blue Shield, General Electric, Equifax Inc, Bank of America, Georgia-Pacific Corporation, Crawford Communications, Bristol-Myers Squibb Co., BMW North America, Cryolife, Impac Hotel Group and Habitat for Humanity.



- *Twenty-five years' experience in office brokerage*
- *Conducted and provided market research and publications on Atlanta's office market for over 20 years*
- *Completed more than 5,000 requirements in excess of 50 million square feet*
- *Completed assignments in all Atlanta submarkets and in virtually every building in the Atlanta metropolitan area*
- *Completed numerous assignments in excess of 100,000 square feet*
- *Total turnkey capabilities*

Richard Bowers & Co.'s comprehensive offerings SERVICES

Richard Bowers & Co. is Atlanta's premier, locally owned commercial real estate firm.

The company's full-service approach offers a single-source for solutions to clients' real estate needs. Clients benefit from Richard Bowers & Co.'s brokerage services, property and facility management expertise, design and relocation capabilities, development and construction services, and in-depth financial services.



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| • <i>Tenant Representation</i> | • <i>Sale/Lease Back</i> | • <i>Logistics</i> |
| • <i>National Exclusives</i> | • <i>Landlord Representation</i> | • <i>Interior Design and Space Planning</i> |
| • <i>Site Selection</i> | • <i>Property & Facilities Management</i> | • <i>Financial Analysis</i> |
| • <i>Corporate Services</i> | • <i>Property Evaluation</i> | • <i>Market Research</i> |
| • <i>Investments</i> | • <i>Consultation</i> | • <i>Building Systems Evaluations & Inspections</i> |
| • <i>Acquisitions</i> | • <i>Strategic Planning</i> | |



Full-Service Commercial Real Estate Firm
Office, Industrial, Retail, Land, Investments



Atlanta's largest full-service local commercial real estate firm

