



THE FURMAN CO.,  
DEVELOPMENT, LLC

*Developing Great Projects for Great Clients,  
Emphasizing Sustainable Design Through Responsible Leadership.*

## THE FURMAN CO., DEVELOPMENT LLC



RESEARCH



OFFICE



INDUSTRIAL



RETAIL

**The Furman Co., Development LLC**, a division of The Furman Co., Inc. inherits a thorough familiarity with the Carolina's stretching back to 1888. Backed with a century's worth of experience and insight, The Furman Co., Development LLC provides comprehensive development services within an expanding market for corporations and institutional entities wishing to relocate or to escalate their presence in the Southeast.

### PRIMARY SERVICES

- In-depth Market Analysis and Development Consultation
- Site-Selection and Due Diligence
- Feasibility Studies and Project Budgeting
- Project Coordination and Construction Administration
- Sustainable Development - "Green" and "LEED®"

**The Furman Co., Development LLC** is a leader in sustainable development, green projects and LEED® certification. As a member of the U. S. Green Building Council, Furman Development is a proponent of the industry's highest standards of sustainable practices in planning, design and construction, to ensure that our development projects not only satisfy the needs of our clients, their employees and customers, but also contributes to the environmental health of the community as a whole.

**The Furman Co., Development LLC** brings a comprehensive and global vision to the development process, based on the combination of a long tradition of commitment to the community, and working with national and international clients. We are able to call upon the full resources of The Furman Co., Inc. and its several subsidiaries, which offer collateral services ranging from commercial real estate brokerage to asset and risk management and consulting services. Furman Development's own professional staff includes project and development managers whose combined backgrounds encompass planning, civil engineering and site analysis, among other specialties.

**The Furman Co., Development LLC** facilitates project development in an organized and consistent manner resulting in a fully transparent process. Our project managers assemble experienced development teams from a network of qualified architects, designers, construction and utilities contractors carefully chosen for their ability to create innovative approaches to problem-solving, and to bring the project in on time and on budget.



# TRIANGLE BUSINESS JOURNAL

Wednesday, August 6, 2008

## Raleigh picks Furman Co. for Randleigh Farm

The Raleigh City Council has chosen The Furman Co. to develop the massive Randleigh Farm property.

Council members voted Aug. 5 to negotiate a contract with Furman, based in Greenville, S.C., to be the “master developer” of the 417-acre property.

Jointly owned by the city and Wake County, the 417-acre tract is envisioned as a community with two public schools, private homes, public parks, an environmental education center and commercial development.

In a statement, the city said it chose Furman over its competitors “because of its experience in designing sustainable developments,” including two South Carolina projects certified under the U.S. Green Building Council’s LEED rating system.

Triangle Business Journal reported in April that Furman was one of three companies bidding to be the master developer on Randleigh Farms. The others were Kane Realty Corp. and D.H. Griffin Construction Co., both of Raleigh.

<http://triangle.bizjournals.com/triangle/stories/2008/08/04/daily23.html>  
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## FAST-TRACKING AUTOMOTIVE RESEARCH

The Clemson University International Center for Automotive Research (CU-ICAR) is a 250-acre site along Interstate 85 just east of Greenville, South Carolina. CU-ICAR is designed to be the premier automotive and motor sports research and educational facility in the world. This world-class research campus has attracted investment partners from both the public and private sectors, including:



BMW	SAE International	The Timken Company
Michelin	Sun Microsystems	IBM
Upstate Alliance	State of South Carolina	INTEC U.S., Inc.
Dale Earnhardt, Inc.	Richard Petty Driving Experience	Microsoft Corporation

**The Furman Co., Development LLC** and its subsidiaries have been involved from the outset to help implement CU-ICAR's sustainability goals through the master plan for this project, a portion of which could potentially consist of up to three buildings, ranging in size from 80,000 to 120,000 square feet each. These buildings, known as Collaboration 1, Collaboration 2 and Collaboration 3, have been designed to complement Clemson University's automotive research facilities and to partially accommodate the project's private-sector partners.

The first, Collaboration 3, is the home of The Timken Company. Timken decided to consolidate its entire research, development and testing operations into new lab facilities in South Carolina. They needed a 73,000 square foot lab and 44,000 square foot of office space, with a delivery date of late Summer 2006.

**Furman Development** began construction of the Collaboration 3 building in September 2005. The development team worked through time constraint challenges, permitting requirements, and coinciding construction of the infrastructure needed from Clemson to make the building serviceable. Timken moved into their new offices in September 2006.

The Collaboration 3 building was designed to comply with the U.S. Green Building Council (USGBC) Leadership in Environmental and Energy Design (LEED®) guidelines for Silver Certification. Despite extreme time constraints and challenges, **Furman Development's** talented team of professionals delivered the building on time and within budget, and exceeded its original LEED certification goal. The project achieved LEED Gold Certification, honoring **Furman Development** as the first developer in the State of South Carolina to achieve a LEED Gold Certified project.

Sustainable design features of the project include:

Raised-access flooring	Under-floor air distribution	Operable windows
Low-flow restroom fixtures	Entry mats	Recycling room
Drought-resistant/native plantings	Sun-shading and sun control	No irrigation
Indirect lighting, high-albedo roof		

This project is also the first LEED Gold Core and Shell building in the state of South Carolina, the second LEED certified in Greenville County, the first LEED Gold certified within the city limits of Greenville, first LEED Gold building on the Clemson Campus, and the first LEED certified building at CU-ICAR.





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## BANKING ON THE FUTURE

The Carolina First Bank Corporate Campus is an \$85 million, multi-phase public/private development that promises to “redefine the American office park.” The entire project comprises 1.2 million square feet. The first phase, alone, consists of 350,000 square feet of office and meeting space. Sited on over 65 acres east of Greenville, South Carolina, the campus is being built for Carolina First Bank, subsidiary of The South Financial Group, is the largest bank headquartered in South Carolina. The bank has secured



partnerships with the State of South Carolina and the City of Greenville, and has engaged **The Furman Co., Development LLC** to develop the campus, from land acquisition to project delivery.

From the beginning, the guiding design principle for the campus has been to create a people’s park from which buildings emerge, and not a conventionally-landscaped office park. The complex will become a garden office community, enhanced by hundreds of hardwood trees (in numbers far exceeding code requirements), which have been selected under the careful supervision of **Furman Development’s** own staff Project Manager and Certified Arborist, in close cooperation with Trees Greenville, Upstate Forever, and the South Carolina Forestry Commission.

Sustainable design standards provide the foundation for this project. **Furman Development** is a major supporter of responsible design and has developed the Carolina First campus in compliance with the US Green Building Council’s guidelines for Leadership in Environmental and Energy Design (LEED®) Silver Certification. Sustainable design features of the project include:

- Selection and redevelopment of a previously contaminated industrial brownfield site
- Internal and external views through transparent curtain wall systems
- Exterior terraces
- Modular green roofs
- Low-flow plumbing fixtures
- Day-lighting techniques and interior lighting controls
- High-performance building materials
- Energy-recovery mechanical systems and building-monitoring systems
- Extensive bike paths, public transportation access, preferred parking for carpool participants and low-emission/fuel-efficient vehicles
- Turf grass areas and mature, indigenous landscape materials to reduce potable water use
- Incorporation of low-VOC materials, filtered outside air, managed moisture and dust control to improve indoor environmental quality

Diversity provides the standard by which people are incorporated in this project. Early in the development process, the bank established self-imposed goals for diversity involvement. This initiative has provided great economic opportunities to our diverse local business community. Outreach activities included a Diversity Conference through which Furman Development assisted the bank in reaching out to service providers, suppliers, contractors and subcontractors who are interested in the opportunities provided by this project.

**The Furman Co., Development LLC** is pleased to collaborate with Carolina First to deliver a unique space — a distinctive environment in which people will work, develop ideas and conduct business.





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## FROM YOUTH CORRECTIONAL FACILITY TO COMMUNITY GATEWAY

The Givens project is an approximately 57 acre retail, office, and multifamily development that transforms the site of the former Givens Youth Correctional Facility into a gateway for the City of Simpsonville. The property is located ¼ mile from the newly constructed I-385 and W. Georgia Road interchange, approximately two (2) miles from the newly constructed I-185 (Southern Connector), and at the northern border of the City of Simpsonville. The site provides a sensitive challenge due to a running stream bisecting the property. **The Furman Co., Development LLC** realized this “challenge” as an opportunity to provide a new public park to the City of Simpsonville. The fully landscaped park will consist of a permanent wet pond for storm water management as well as providing a buffer to the existing stream and recreational open space including a walking/jogging trail and picnic area. **Furman Development** partnered with the City of City of Simpsonville and SCDOT for the project.



**Furman Development** initiated partnerships with the City of Simpsonville to develop the site to higher standards than those provided by local codes and regulations. The elevated standards also affected the architectural design review (agreement regarding natural materials and earth tones as the preferred palette), landscape buffers, full-cut off lighting, and limits to the number of curb cuts. These standards are now being incorporated into Simpsonville’s development code. **Furman Development** even constructed the sidewalk along the newly widened W. Georgia Road gateway to create a pedestrian friendly sidewalk so that a curb lawn with plantings could be established for pedestrian safety. **Furman Development** also worked with the Metropolitan Sewer Sub-district to relocate a sewer trunk-line. The project incorporates sustainable and innovative design techniques, which include:

- Landscape buffers utilizing native species
- Creation of new public park
- Pedestrian friendly sidewalks
- Full cutoff lighting
- Architectural review
- Canopy street trees
- Limited access to existing roads, utilizing interior circulation

**The Furman Co., Development LLC** is please to have partnered with the City of Simpsonville and SCDOT to provide a gateway that Simpsonville can be proud of.





THE FURMAN CO.,  
INVESTMENT ADVISORY SERVICES, LLC

**The Furman Co., Investment Advisory Services** is designed to assist clients with the development of detailed real estate strategies that compliment their overall business plans. Through strategic planning and consultation, we provide real estate advice focusing on acquisition, development and redevelopment of office, industrial and mixed-use real estate throughout the southeast. The Furman Co., Investment Advisory Services is deep-rooted with contacts and associates throughout the United States, keeping the South well connected from the West Coast to Wall Street.



Our company assesses clients' short- and long-term objectives and expectations as well as balance those objectives with market and industry sector trends. Our services concentrate on:

- **Fund Management**

With our interest aligned with our investors, we manage the full life cycle of a real estate fund. With our experience, we are able to manage a fund's asset allocations, investment strategies and provide comprehensive investor reporting. Moreover, we develop and redevelop portfolios for our investors, third party partners and clients.

- **Asset Management**

Supporting a varied range of owners – including institutions and individuals with office, industrial and retail assets – we provide unique expertise in every aspect of commercial real estate management. Our knowledgeable teams collaborate with clients to custom-tailor plans utilizing The Furman Co.'s complete spectrum of integrated services. The bottom line: We stand apart by delivering visible, quantifiable results for the properties and portfolios entrusted to Furman Investment Advisory Services.

- **Consultation**

We represent the needs of sophisticated client at all stages of the investment process. Our corporate real estate strategies are highly calculated from researched-based advice for a wide range of real estate investment banking advice in areas of limited partnerships, equity raising, mergers and acquisitions, securitization, joint ventures, and structured finance.

- **Investment Sales**

A leader in the sale of single assets, portfolios, we support clients at all stages of the sales cycle: from pre-offering due diligence, to marketing campaigns, negotiations and due-diligence support, and through the closing process.

As leader in the region, The Furman Co., Investment Advisory Services is supported by a group of real estate professionals with expertise in areas critical to the success of our investments. We go beyond focusing on a single transaction, managing a specific property or searching for an ideal business location. We concentrate on addressing the larger picture and the range of issues institutional clients face in formulating their strategic plans. Each division of The Furman Co. leverages their services in commercial real estate brokerage, property and facilities management, insured assets and risk management, and development services to meet our clients' most challenging needs. Our company offers innovative, customized solutions and seamless service to owners, corporate occupants and investors in locations throughout the United States, Canada, and Mexico.

*Real Estate Investing does not guarantee against loss. The direct or indirect purchase of or investment in real property involves significant risks. Consult your financial, tax and legal advisor before investing.*