



THE FURMAN CO., INC

FIRM PROFILE

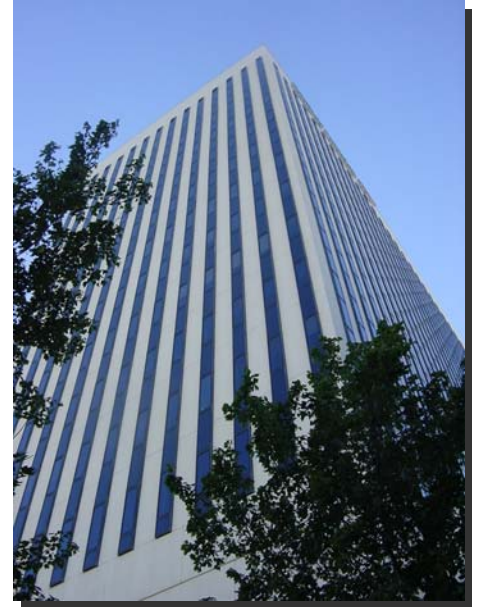
Overview of Firm's History, Mission & Operating Philosophy

Overview of Firm's Services & Capabilities

Overview of Firm's Long-Term Strategies for Innovation & Best Practices

The Furman Co., Inc. is Greenville, South Carolina's oldest and most respected full service commercial real estate firm. Founded in 1888, The Furman Co. has a long history of being instrumental in the recruitment, investment and development of new business and industry within the Upstate South Carolina region. We deliver comprehensive integrated real estate solutions including commercial real estate brokerage, property and facilities management, insured assets and risk management, development services, and investment advisory services, supported by proprietary market research and extensive local market expertise.

The Furman Co. is a complex multi-functional organization that works with clients across the United States, Mexico, and Canada. Although the firms we advise have Upstate ties, company leaders are helping them develop huge projects on an international scale. And while yellow signs proclaiming "leased and managed by The Furman Co." are ubiquitous around the area, our presence is felt in Ontario and Mexico City, in California as well as South Carolina.



- **Commercial Brokerage** – The Furman Co. brokerage division trades as Grubb & Ellis|The Furman Co. An affiliate of Grubb & Ellis, one of the world's leading providers of integrated real estate services, our brokers provide global outreach for buyers and sellers of all property types. Experts in the field, our professionals are advisors, offering superior analysis and solutions in sales, leasing, asset management, workout evaluation and feasibility studies.

By leveraging local expertise with global reach, Grubb & Ellis offers innovative, customized solutions and seamless service to corporate owners, occupants and investors around the world.

- **Property Services** - Working closely with owners, Grubb & Ellis |The Furman Co. Property Services specialists develop customized programs that focus on cost-efficient operations and tenant retention for investors and owners of real estate. By delivering these programs at the highest level of responsiveness and economy, the company has been able to enhance property value over the investment term for its clients.
- **Development Services** - The Furman Co., Development, LLC operates with the goal to exceed clients' expectations while developing the most efficient and effective facilities. Whether it is new construction or rehabilitation of an existing structure, our professionals collaborate with clients and advise them from site selection to occupancy. Through process and accountability, we make it our objective to effectively manage every step to achieve cost savings and schedule enhancement in every project developed.
- **Investment Advisory Services** - The Furman Co., Investment Advisory Services LLC can assist clients with the development of detailed real estate strategies that compliment their overall business plans. Our expanded capabilities address a range of issues institutional clients face in formulating their strategic plans. We focus on Fund Management, Asset Management, Consultation, and Investment Sales. We maximize returns from real estate holdings, and create valuable new opportunities to serve the needs of investors, owners and users of real estate.



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Commercial Brokerage

Grubb & Ellis|The Furman Co. is Upstate South Carolina's leading commercial real estate services firm, having served the area's dynamic I-85 business corridor since 1888. The firm is able to provide a wide range of services, focusing on commercial brokerage, asset and property management, as well as consultation and development services. Our brokerage professionals handle the sale and lease of all types of commercial properties and our property management division provides integrated property and facilities management as well as other related services.



PRIMARY SERVICES

- Corporate
- Healthcare
- Financial Services
- Institutional
- Office
- Industrial
- Multi Housing
- Retail
- Investment
- Government

Our Brokers, who are affiliated with numerous professional organizations have developed relationships with local and national owners, landlords, tenants. Each Broker with our company has exclusive access to the most up-to-date research information available in the Upstate. This information gives us the ability to anticipate and respond to the changing conditions that can impact business trends, individual properties or client portfolios; making each Broker fully equipped to provide the best solutions for all your commercial real estate requirements.

An affiliate of **Grubb & Ellis**, one of the world's leading providers of integrated real estate services, our Brokers are able to provide a seamless global outreach for buyers and sellers of all property types. Our Advisors are experts in the field, offering superior analysis and solutions in sales, leasing, asset management, work evaluation and feasibility studies. For more information on **Grubb & Ellis**, visit the company's Web site at www.grubb-ellis.com.

Professionalism and trust have distinguished us from the rest for more than 120 years and it is our pledge to continue offering that same level of professionalism while continuously raising the bar of distinguished, comprehensive and personalized services for many more years to come.

DELIVERING RESULTS THROUGH...

- Reputation of Integrity & Results for 120 Years
- State-of-the-Art Systems and Support
- Team Approach to Business
- Market Knowledge
- Quality, Experienced Professionals
- Local Emphasis with a Global Reach



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Property Services

The **Property Services Group** of **Grubb & Ellis|The Furman Co.**, an Accredited Management Organization (AMO), offers clients four primary property service functions: Property Management, Facilities Maintenance, Asset Administration and Financial Services.



Working closely with owners, **Property Services** develops and implements proactive strategies that integrate property management programs with the needs of the client in order to provide the maximum benefit possible.

We are dedicated to adapting experience, proven procedures, automation and technology along with innovative methods for each situation. We recognize that the fast-paced, quickly changing atmosphere of today's real estate markets requires the most professional resolutions to meet your investment criteria. We provide a full range of **Property Services**, or an a la carte approach – whichever serves your needs best.

Property Management - Our Property Management Team strives to exceed the clients' expectations by always looking for ways to increase the level of service and to help them receive the most return for each dollar expended.

- Evaluates Property for Effective Design, Layout and Operational Cost
- Routine Maintenance and a Continuing Effort to Improve the Performance of Building Components
- Vigilant Monitoring of Conditions Which Affect Casualty/Underwriting Exposures and Litigation
- Regular Visits to Ascertain Tenant Concerns and Issues

Facilities Management- The Facilities Management Team provides a “One Call-Does It All” approach to servicing our clients, owners, tenants and special project assignments.

- Minor Maintenance for Our Managed Sites as well as Other Properties
- Flexible Staffing, On Call 24/7
- Construction Management
- Capital Project Management
- Flexible Contracts in Order to Pass Significant Savings onto the Client

Asset Administration- To assist owners with multiple sites across North America, the Asset Administration Team provides a comprehensive solution to real property administration needs.

- Document Abstracting / Audit / Database Development
- Rent/Operating Expense Processing
- Rent Escalation/CAM Processing
- Document Maintenance/Reporting

Financial Services- The Financial Services Team is available to assist clients with achieving their desired investment goals in a swift systematic manner.

- Flexible Reporting
- Management of Account Payables and Receivables
- Accurate and Safe

Through the Institute of Real Estate Management (IREM), our office is held to a strict and meticulous standard. This ensures the most professional service available is provided. By delivering these programs at the highest level of responsiveness, the company has enhanced property values over the investment term for its clients.





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Development Services

The Furman Co., Development LLC, a division of **The Furman Co., Inc.** inherits a thorough familiarity with the Carolinas 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.



THE FURMAN CO.,
DEVELOPMENT, LLC

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 complete the project on time and on budget.

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





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Investment Advisory Services

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 and balances them 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 and investment strategies as well as 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 clients at all stages of the investment process. Our corporate real estate strategies are highly calculated from research-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 and portfolios, we support clients at all stages of the sales cycle: pre-offering due diligence, marketing campaigns, negotiations and due-diligence support and through the closing process.



THE FURMAN CO.,
INVESTMENT ADVISORY SERVICES, LLC



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.

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