

201 Commerce Drive

Leasing and Management Proposal



Prepared for:



Sharyn Glazer
*Senior Vice President / REO
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C-III Asset Management, LLC*

Presented by:



Commercial Real Estate Services, Worldwide.

Allen Cornell
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NAI Michael

NAI The Michael Companies, Inc.

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Commercial Real Estate Services, Worldwide.

NAI The Michael Companies, Inc.

10100 Business Parkway, Lanham, MD 20706 ♦ Tel 301.459.4400 ♦ Fax 301.459.1533 ♦ www.naimichael.com

Experience and qualifications

NAI Michael was originally founded by Kenneth H. Michael in 1973. Today, it is one of the premier privately owned full service Commercial Real Estate companies in the Washington Metropolitan area, and the largest in Prince George's County. . We offer a full spectrum of services including Commercial Brokerage, Property Management, and Development Consulting services, and employ more than 70 persons engaged in all phases of the real estate industry.

The scope of our operation includes Government/Corporate/Institutional facility, Office, Retail, Laboratory, Commercial and Industrial Sales and Leasing; Property Management; major Residential Development; Bank, Church, and Restaurant; the sale of Investment and Unimproved Property; and Consulting for Land and Building Development.

During the last 38 years, we have furnished our expertise to contribute to the extensive growth of the county's economic development projects. These projects include the Ammendale Business Campus, Washington Business Park, Hampton Business Park, the Muirkirk Industrial Park in Beltsville, Golden Triangle in Greenbelt, Maryland 50 Industrial Park, Marketplace Shopping Center in College Park and many, many others



Our Sales and Leasing professionals are very active throughout the community. Every agent is encouraged to participate in political, civic and business organizations. This is seen as not only as a way to keep in touch with the business community and its needs, but also as a way to fulfill our civic duty and to give back to the community we are a part of.

In 1978, NAI Michael's Management Division was accredited by the Institute of Real Estate Management as an Accredited Management Organization (AMO). We developed and maintained excellent tenant relationships, and currently manage over five million square feet of Commercial Office, Retail, and Industrial Properties throughout the Washington Metropolitan Area.

NAI Michael is part of NAI Global, a world-wide branded Commercial Real Estate Services Network with over 5,000 professionals in 325 offices throughout 55 countries. NAI Global has an annual transaction volume of over \$45 Billion. Private Equity Real Estate Magazine recently called NAI Global the "Global Broker of the Year." Our affiliation with NAI Global enables us to extend our services to companies and investors not only locally or regionally, but globally.

Customized network solutions enable us to maintain listings, keep market information up-to-date, track potential clients, and provide financial analysis on demand. Growing mobile solutions give our personnel the flexibility they need when on the road or in the field. In-depth research tools allow us to give our clients and customers the information they need, and Cloud based services allow us to give them the convenience they desire.

Partial List of clients

Aaron Rents
Adams Birch
Airborne Express
Allied International (A Plygem Company)
AMRESO
American Infrastructure
American Potomac Distributors
American Security Storage Co.
American Elgen
American Pest Control
Andrews Office Products
Andrews Federal Credit Union
Andy Stern's Office Furniture
Argonaut Realty
AT&T
AW Industries

B.K. Miller Co.
Bank of America
Baring Advisors
BB&T Bank
Ben Dyer Associates
Beretta USA
Black and Decker
Black Entertainment Television
Boston Properties
BP Products of North America, Inc.
Bray & Scarff
Bresler & Reiner
Bureau of Alcohol Tobacco & Firearms



Cambridge-Hanover
Carbonic Industries Corporation
Central Delivery
Chevy Chase Bank
Christian Brothers
Chrysler Corporation
Clark Construction
Clear Channel
Cohen Companies
Columbia Bank
Colombo Bank
Com-Site
Combined Properties
Communications Workers of America
CRG, Inc.
CSC Corporation
Cuna Mutual Life Insurance

Daycon Products
District Photo
Douglas Development
Dutch Properties

Eagle Bank
Easy Storage
Edison Learning
Entomological Society
Envirotest Technologies
Epilepsy Foundation
Eakin Youngentob (EYA)

F.D.A.
Facchina Construction
Family Furniture
Federal Capital Partners
Federal Express
Ferrante Brothers, Inc.
Fitzgerald Automotive Agencies
Freeman Companies
Freestate Electrical Construction Company, Inc.
Frito-Lay

Partial List of clients

General Tire & Rubber Company
General Services Administration
General Motors Corporation
Giant Food
Gingery Development
Grace's
Greenhorne & O'Mara

Hargrove, Inc.
Home Depot
Humane Society of the United States

IBEX
IBM
Industrial Bank
International Paper

Jack Stone Sign Company
Jackson/Shaw Company
James Ryder Randall Elementary School
Jasper's Restaurants
Jewel & Company
Joseph Greenwald & Laake, P.A.
J.T. Patton Turf Farm

Kay Brokers Management
KDA
Kenwood Management
K.R.A.
Kinko's
Kiplinger Press
Koll Realty Advisors

Linens 'N Things
Litton Amecom
Litton Bionetics
Long Fence Company
Lowe's Corporation
Linowes & Blocher
Lustine Automotive Group

M&T Bank
MTM Builder/Developer
Macris, Hendricks & Glasscock, Engineers
Maisel & Cohen, Inc.
Manekin Corp.
Manor Care, Inc.
Marrick Properties
Massachusetts Mutual Life Insurance Co.
Maxima Corp.
McCarthy Tires
Metro & Metro Associates
Metropolitan Seafood & Poultry
Micros
Middle Atlantic Conference
Miller & Long Concrete
Mitchell & Best Home Builders
Money One Credit Union

National Institutes of Health
National Rifle Association
Nazario Development
Norandex
NVR Homes

Office Depot
O'Malley, Miles, Nylen & Gilmore

PCS Homes
P.M.R.A.
PacTrust
Parts Industries Inc.
Patriot Equities
Pep Boys
PEPCO
Pepsico (Pepsi Cola Company)
Pharmacia Diagnostics
Phillips Corporation
Police Federal Credit Union
Potomac Beverage
Potomac Investment Associates
Prince George's County
Principal Financial Group
Professional Records Storage

Partial List of clients

Richmond American Homes
Rifkin, Livingston, Levitan & Silver, LLC
RIS Paper
Ritz Camera
River Crest Realty Advisors
Roadway Inc.
Roberts Oxygen
Royal Farms
RPS
Ryan Homes

Safeway
Sandy Spring Bank
Schulman, Rogers, Gandal, Pordy & Ecker
Schmidt's Bakery
Sentinel Real Estate Corporation
Shoppers Food Warehouse
Southland (7-11)
State Employee's Credit Union (CQ)
State of Maryland Motor Vehicle Administration
Stephens Pipe and Steel Company
Sunrise Senior Living
SunTrust Bank

Target Stores, Inc.
T.S. Land Corporation
Tektronix
Tenacity Group
The Brodsky Group
The Rouse Company
The Salvation Army
Thomas Somerville Co.
Toys R Us

U. S. Homes
U-haul
United Rigging and Hauling
United Parcel Service
Uniwest Commercial
University of Maryland

Value Village
Veterans Affairs

WAMATA
Washington Appliance Wholesalers
Washington Homes
Washington Redskins
Waste Management
Watkins-Johnson
Whiting Turner
WholeFoods
Williams Insulation
Winchester Homes



Professional affiliations

Andrews Business &
Community Alliance

Andrews Honorary
Commander

Anne Arundel Association of
Realtors

Anne Arundel Chamber of
Commerce

Anne Arundel Commercial
& Industrial Association

Apartment Owners and
Builders Association
(AOBA)

Arlington (Virginia) County
Chamber of Commerce

Baltimore Washington
Chamber of Commerce

Certified Commercial
Investment Member (CCIM)

Commercial Real Estate
Women of Virginia (CREW)

D.C. Building Industry
Association

Foundation of Automotive
Construction & Technology
for Students (FACTS)

Greater Washington
Commercial Association of
Realtors (GWCAR)

Hagerstown Chamber of
Commerce

Howard County Association
of Realtors

Howard County Association of
Realtors

Howard County Economic
Development Authority

Howard County Chamber of
Commerce

Howard County Young
Professionals

International Facility
Management Association
(IFMA)

Institute of Real Estate
Management (IREM)

Institute of World Politics
(WIRRE)

International Council of
Shopping Centers (ICSC)

Maryland Association of
Realtors

MEDCO

Melwood

Montgomery County Association
of Realtors

Montgomery County Chamber
of Commerce

Montgomery County Parks &
Recreation

Montgomery County Economic
Development

Multiple Church Organizations

National Association of Realtors

NAI Global

NAI Leadership Board

NAIOP

Northern Virginia Association of
Realtors

Novest of Greater Washington

Prince George's Community
Foundation

Prince George's County
Association of Realtors

Prince George's County
Business Roundtable

Prince George's County
Chamber of Commerce

Prince George's Economic
Retail

Silver Spring Community
Chamber

Society of Industrial and Office
Realtors (SIOR)

Tech Council of Maryland

Teen Challenge

The Baltimore/Washington
Corridor Chamber of Commerce

The Salvation Army

Washington, D.C. Association of
Realtors

Washington Real Estate Group

Women in Retail Real Estate
(WIRRE)

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NAI Global

NAI Global is the largest network of commercial real estate professionals in the world. Currently, NAI Global has more than 5,000 professionals in 325 offices throughout 55 countries with over \$45 billion in transaction volume, and 200 million square feet under management. NAI members are selected on the basis of their market coverage, experience, professionalism and integrity.

NAI Michael is an independently owned company, and an NAI member. Our membership gives us a competitive edge over other brokerage firms. We have a broad, comprehensive network of resources at our disposal which assist us in helping you achieve your real estate goals.

The Commercial/Industrial real estate business is one of this country's most highly fragmented industries. There are thousands of brokerage firms, most of which work entirely within their local market. A Broker with strictly local focus is of little value to regional, national, and international corporations. With our membership in NAI, we add the feature of international reach to our local expertise.

NAI Michael, in conjunction with the NAI Global, brings to the real estate market the kind of creativity seldom reflected in conventional brokerage techniques. Depending on the property, our approach may call for extensive research, use of telemarketing, advertising in foreign as well as domestic media, and the development of special promotional activities and materials.

NAI Global's strength is in its capabilities to market and/or locate property for its clients. Each member is aware that the other firms in the organization are also strong, ethical Brokers, and can assist them in national marketing efforts through Broker to Broker cooperation. NAI Michael's association with other NAI members, and the headquarters staff, is on a *partnership* basis.



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Property Management

division

EXECUTIVE SUMMARY

NAI The Michael Companies, Inc. (NAI Michael) is a full service property management company currently managing over five million square feet of Commercial Office, Retail, and Industrial properties located in the Washington Metropolitan Area.

Accredited by the Institute of Real Estate Management in 1976 as an Accredited Management Organization (AMO), we have been ranked by the Washington Business Journal as the 15th largest property management organization in the Washington DC market. With major tenants such as Home Depot, Washington Homes, Giant Food, CVS, National Epilepsy Foundation, State of Maryland, US Department of Justice and many others, we have developed and maintain excellent and valuable tenant relations.

Our qualified staff includes certified property managers, accountants, lease administrators, and licensed engineers. Consistent and exceptional management does not happen by accident; it results from purposed objectives, standards, disciplines and controls. We ensure performance levels are achieved and exceeded through executive involvement in every property management assignment, and a system of principles and disciplines supporting the highest level of standards within the industry. At NAI Michael, we achieve maximum performance through a team effort, which involves corporate officers, the property manager, engineering and maintenance staff, accounting, finance, and certainly our clients.

The following identifies the essential property management services provided by NAI Michael.

MANAGEMENT ADMINISTRATION

NAI Michael proposes to provide all professional services required to facilitate the complete administrative and financial management services required to effectively manage the property. Services will include, but are not limited to the following:

- Service Contract Administration and oversight where required
- Preparation and Monitoring of Annual Operating Budgets*
- Monthly and Annual Financial Reports that will identify in detail the income and expenses. Reports will include, Cash Flow Statements; Balance Sheets; General Ledgers; Trial Balance; Tenant Ledgers; Delinquency Reports; Rent Roll; etc.
- Development of required Preventive Maintenance Program
- Property Site Visits and Inspections by Property Management Team
- Develop and Implement Tenant Relations Program
- Rent Collection and Monitoring

*An annual operation and maintenance budget will be developed by NAI Michael to determine the total potential annual revenue.

Financial management

Financial Reporting

NAI Michael utilizes the YARDI Property Management Software to support the overall finance management and reporting functions for the property. The system offers several reporting formats that can be enhanced by custom reports and summaries via Microsoft Excel and other programs. All basic accounting services, rent collection, and financial reporting are included in our management fee as proposed. Reports are generated and distributed monthly unless otherwise requested. Financial reports are further supported by narrative reports and executive summaries where required. Major variances are fully explained with appropriate recommendations included. The Property Manager and accounting staff will assist with all audits and/or related reviews conducted by independent auditors or owner directed internal reviews.

Budget Development

The annual budget is developed and presented by the Property Manager in October, with anticipated approvals by the end of November. The budget document will identify all projected income and expenditures. In addition, mortgage payments; owner disbursements; taxes; capital expenses and other items are included as requested by the owner.

Site Engineering Services

NAI Michael will provide the required site/building engineering services utilizing its staff of licensed building engineers. Working with the Property Manager, other contract service providers, and manufacturers, a detailed Preventive Maintenance Program will be developed and implemented. The Preventive Maintenance Program will include, but is not limited to, daily building/property inspections, equipment and main system diagnostic readings, equipment performance testing and minor troubleshooting, climate control and monitoring, and fire and security system reviews.

The estimated number of engineering hours required would be determined after the initial inspection and evaluation of the property/buildings. The cost of all engineering services is based on an hourly fee as specified in the Fee Section of this proposal.

Portfolio

random sampling

<u>Property Name/Location</u>	<u>Type</u>	<u>Sq. Ft.</u>	<u># of Tenants</u>
Scurderi Office Building Marlow Heights, MD	Office	98,000	3
Greenspring Complex Largo, MD	Office	62,000	9
Apter Park Capitol Heights, MD	Industrial	110,000	42
K. Hovnanian Homes Building Landover, MD	Office	53,000	6
Largo West I Landover, MD	R&D Flex	62,000	2
Marketplace Shopping Center College Park, MD	Retail	230,000	14
Cabin Branch Distribution Center Landover, MD	Industrial	1,200,000	14
Whole Foods Market Group Silver Spring, MD	Office	45,000	14
Alexander Square Clinton, MD	Industrial Condos	160,000	26
Vista Gardens Marketplace Lanham, MD	Retail Center	405,000	16
Fairview Medical Center Waldorf, MD	Medical Offices	55,000	12
Bowie Medical Office Building Bowie, MD	Office	46,000	16

References

Douglas Development Corporation

702 H Street, NW
Washington, DC 20001
Douglas Jemal

PacTrust

15350 SW Sequoia Parkway
Suite 300
Portland, Oregon 97224
Scott Hodson

EHP, LLP

5700 B Sunnyside Avenue
Beltsville, Maryland 20705
Andy Stern

Staffing plan

The property will be assigned to one of our Property Management Teams headed by a Senior Property Manager with a minimum of 12 years of experience in commercial property management. The Property Manager is supported by several additional managers; assistant managers, property accountant, accounting staff and our engineering staff. However, please note that while we use the team concept of management, a specific Property Manager will be assigned to the property and serve as the primary contact of reference/management of the properties. Our team approach gives the owner and tenants a vast resource of trained and responsive professional staff that will provide the highest level of service within the industry.

PROPOSED FEES

Property Management Fee

NAI Michael proposes to provide all management and administrative services as defined within for a fee of **Four Percent (4%)** of the gross revenues collected each month, or \$1,250.00 each month whichever is greater. Gross Revenues shall mean all sums collected by the Manager including, but not limited to, base rent, operating expenses, parking revenues, storage space rent, and real estate taxes reimbursements.

Site Engineering Fees

Site Engineering Fees will be billed at a rate of **Sixty-five Dollars (\$65.00)** per hour regular time. All emergency services will be billed at **Ninety Dollars (\$90.00)** per hour. The total number of site engineering hours will be mutually agreed upon by the Owner and the Manager as part of the budget development process.



Dennis C. Brownlee

Senior Vice President

Scope of Responsibilities

Mr. Brownlee is the Senior Vice President of NAI Michael Management, Inc. which manages over Five (5) million square feet of commercial properties throughout the Greater Washington DC Market.

Background & Experience

Mr. Brownlee has a diverse background and significant experience in the Property and Facilities Management fields. Mr. Brownlee joined NAI Michael in 1995 after serving as the Director of Facilities Management and Real Estate for Prince George's County, Maryland. Currently responsible for the day-to-day management and operations of NAI Michael Management, Inc., Mr. Brownlee supervises a staff that includes Property Managers, Licensed Building Engineers; Lease Administration and Property Accounting. Prior to joining NAI Michael Management, Mr. Brownlee managed a staff of more than 200 Engineers, Property Managers, Maintenance Staff and Leasing Agents responsible for the operation, acquisition and disposition of over 150 properties totaling Five (5) million square feet.

Professional Affiliations & Designations

Licensed Real Estate Salesperson, Maryland
Certified Public Purchaser, Maryland Council
LEARN Foundation, President
Prince George's County Revenue Authority, Former Chairman
Prince George's County Industrial Development Authority, Former Chairman
American Management Association, Member
Prince George's County Association of Realtors

Educational Background

Bowie State University, Public Administration
Morgan State University, Business Administration

NAI Michael

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dbrownlee@naimichael.com
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Michelle Hughes

Vice President - Property Management

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mhughes@naimichael.com
<http://www.naimichael.com>

Scope of Responsibilities

Mrs. Hughes joined NAI The Michael Companies Inc., in 1999 and offers collectively over fifteen years experience in both residential and commercial property management. At NAI The Michael Companies, Michelle administers management services for a portfolio of 1.5 million square feet of commercial property, which includes office, industrial and retail management.

Prior to joining NAI Michael, Michelle was employed by Price Enterprises, Inc., a full service Real Estate Investment Trust (REIT) based in Irvine, CA, formed by discount warehouse pioneer Sol Price. The Costco Companies was spun from Price in 1997. At Price Enterprises, Michelle was involved in the management of twenty (20) shopping centers in the Mid-Atlantic Region, which included a mix of regional, neighborhood and power centers, anchored mainly by Costco Stores.

Currently, Michelle is working to complete the coursework requirements in order to obtain the Certified Property Manager (CPM) designation offered by the Institute of Real Estate Management (IREM).

In addition, holds a Maryland Real Estate License and is a member of the International Council of Shopping Centers, as well as, the Property Management Association.

Professional Affiliations & Designations

Prince George's County Association of Realtors
International Council of Shopping Centers (ICSC)
Property Management Association (PMA)
Former Member of Community Associations Institute (CAI)

Educational Background

Northern Virginia Community College - Business Administration
George Mason University - Business Administration

Michigan State University -- Shopping Center Management Institute
John T. Riordan School for Professional Development (Certificate Program)

University of Shopping Centers - School of Asset Management & General Studies
Wharton School at University of Pennsylvania



Executive Summary

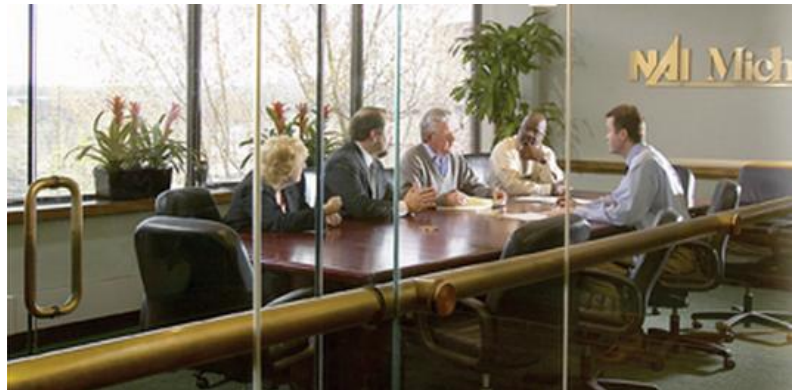
sales and leasing

Selling and leasing of Commercial Real Estate has been the core facet of NAI Michael since its conception. We employ over 30 full-time sales and leasing professionals, serving the Washington DC Metropolitan Area. As one of the largest family owned commercial brokerage firms in its region, we offer a complete array of sales and leasing services, extensively ranging from Industrial and Retail space, to Office buildings, to invested and unimproved property for development. Since NAI Michael was founded, we have completed over 10,000 commercial real estate transactions, representing billions of dollars in real estate sales, and leasing. Not only do we have the expertise, but also the strongest will to meet the highest quality standards for service and production.

The expertise that NAI Michael's agents have is a direct result of utilizing their most important resource; a collective knowledge base of experienced personnel. Our agents ongoing learning process translates into the most credible resource for up-to-date information and stability, playing a critical role in this ever-changing real estate market. This detail-oriented process is pertinent and necessary when satisfying our clients' diversified needs.

Teamwork is another one of NAI Michael's strongest assets and is essential for today's cooperative learning environment. We appoint team leaders, assign them to oversee listings, and evaluate their specific markets. Next, they assign an established and experienced agent to take charge of the marketing effort along with representing the owner's best interests. This strategy has carried NAI Michael through more than

thirty years of turbulent market changes, and strongly contributes to their growing level of unprecedented success. Working as a team, we accomplish more than you might expect.



NAI Michael has earned a reputation of excellence within the business community. Continuously recognized by Realtor Associations, Analytics Companies, and Leading Business Publications, NAI Michael's agents are recognized among the top in many Sales and Leasing categories. In addition, NAI Michael as a whole ranks as a top-notch broker in Maryland's suburban hierarchy. Their esteemed position results from multiple years of hard work, perseverance, and commitment.

Services provided

Commercial Sales & Leasing

Sales:

- Investment Sales
- Investment Analysis
- Equity Participation
- Joint Ventures
- Land Acquisition
- Sale Leasebacks

Leasing:

- Office
- Industrial
- Retail
- Land

Specialty Services:

- Office
- Retail
- Industrial
- Investment
- Land

Brokerage

- Network Certificate
- Conventions & Symposiums
Annual Conferences Provides
the Forum for Continuing Education
- In-house Training
- Member of Montgomery County,
Prince George's County and Greater
Capital Area Association of Realtors
- Licensed – Maryland, Virginia,
& The District of Columbia
- Professional Certifications
SIOR, CCIM

Full Service Real Estate

- NAI Global Alliances
- Sales and Leasing – Specialists
in Office, Industrial, Land, Retail,
& Investment
- Property Management
- Development Consultation
- Advisory Services
- Market Research
- Partner in NAI Global
- Over 70 Professionals and Staff engaged
in all phases of Real Estate
- Provide Full-Service Real Estate
- Ranked among the Top Maryland Brokers
- Customer Satisfaction

Leadership & the Competitive Edge

- Active in economic development, political,
business and civic organizations.
- Extensive use of advanced Advertising and
Research Tools of the Real Estate Industry.
- Among the Largest Commercial Real Estate
Services in the Washington, D.C. area
and the World, through our NAI affiliation.



Extensive Use of advertising and research tools

Using a wide array of tools, NAI Michael provides our Clients and Customers with the most accurate and up to date information possible. We keep our pulse on the ever-changing market using online research tools, analytics software, and statistical services. From demographics, to property history, to zoning information, we have become experts in mining the information necessary to make smart Real Estate decisions. Through these research tools, we also participate in a wide array of advertising campaigns, so that others searching for available commercial real estate find our properties first.



We subscribe to a premium suite of service from the CoStar Group, the number one provider of information, marketing, and analytics services to the commercial real estate industry. The Co-Star Suite includes CoStar Property Professional, Comps Professional, CoStar Tenant, Market Reports and Analytics, as well as CoStarGo, a mobile solution for iPad users.



Loopnet.com is the most comprehensive resource for commercial real estate online, and is also the most visited commercial real estate website in the world with over 2.7 million average monthly unique visitors. Loopnet contains over 800,000 property listings, and has over 5 million registered members. We have engaged Loopnet as our website search engine partner, and are currently subscribed as Premium Enterprise users of their services.



The New York Times washingtonpost.com
Los Angeles Times The Atlanta Journal-Constitution
The Boston Globe chicagotribune.com

CityFeet.com is the Premiere online Commercial Real Estate Network. They specialize in connecting commercial real estate property owners and brokers to tenants, brokers and investors. Additionally, they feed over 200 other commercial property websites, including many popular online newspaper services. We subscribe to CityFeet.com services for select properties.



LandandFarm boasts over 10 million acres of Land for sale. Their database includes farms, ranches, residential, commercial, and other types. They are the number one rated rural property website in the world.



BizBuySell is the Internet's most active marketplace for businesses and franchises for sale. Each month BizBuySell receives over 840,000 visits from individuals looking for new business opportunities and from business owners looking to sell their business or franchise.

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Extensive Use of advertising and research tools



SiteReports

Neilson / Claritas SiteReports is the most accurate online source for U.S. demographics and is the first to offer current year and five year demographic projections. SiteReports offers more than 50 reports and maps providing detailed information helping you analyze markets, select site locations and target your customers effectively.



SalesGenie provides the highest quality business sales leads in the industry. Their comprehensive data and advanced search features help prospecting become faster and more targeted. SalesGenie is powered by Infogroup, who has been providing business information services for over 30 years.



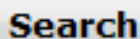
When it absolutely has to be there now, we use yousendit.com We use an enterprise solution systems so that we can share plans, photos, videos, and other large files with clients, customers, and prospects at their convenience. With this service, we are able to monitor a prospects download activity as well.



NAI Global's Opportunity Broadcast tool allows us to send opportunities to reach out to other associates around the world and request assistance or network to find buyers, sellers, or otherwise create business opportunities for our Clients and Customers.



NAI Global annually creates a National Market Database on trends, pricing, and activity in markets all over the world. Our clients and customers have use of these reports to help make informed decisions on where to go next.



At NAIMichael.com visitors can click on "Properties" to view our inventory of current properties listed for sale or lease. Our website has many regular visitors, and this has proved to be an effective advertising tool. Our search engine is powered by Loopnet's customized LoopLink service.



Experian® is a global leader in providing information, analytical tools and marketing services to organizations and consumers to help manage the risk and reward of commercial and financial decisions.



Maryland Newsletters has been providing suburban Maryland with timely and reliable real estate news and data for over 20 years.



Various State, County and Local Data Services

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Marketing timetable

To successfully lease Commercial Real Estate, the target market must be identified and a plan developed that is designed to best expose the property to that market. NAI Michael is prepared to immediately implement its marketing plan, developed specifically for **201 Commerce Drive** and its target market, in an organized and planned sequence which will be unparalleled in effectiveness.

<u>ACTION ITEM</u>	<u>TIMING</u>
1. Appoint NAI Michael as Exclusive Agent	Upon acquisition
2. Mail Exclusive Agent announcement to all area Brokers	Within 15 days
3. Begin canvassing for Tenants	Immediately
4. Develop data base and mailing list	Immediately after canvassing
5. Install NAI Michael signs and/or banner in front of the property and on the building	Within 15 days
6. Assemble Marketing Package	Within 21 days
7. Develop and print marketing flyer	Within 30 days
8. Broker availability mailing	Within 30 days
9. Begin presentations to all local Brokerage houses	Within 60 days
10. Begin direct mail program to data base Tenants	Every 90 days
11. Competitive projects prospect Activity Report	Every 90 days
12. Personally distribute brochures to decision makers of companies within a 5-to-10 mile radius	On-going
13. Solicit feedback from all prospects and Brokers contacted	On-going
14. Provide weekly verbal updates and monthly Marketing Activity Reports	On-going
15. Change and/or expand program as necessary	On-going
16. Generate Leases	As soon as possible
17. Execute Agreements	As soon as possible

Conclusion

and fee schedule for sales and leasing

To reiterate: **201 Commerce Drive** would be of the highest priority to NAI Michael. If NAI Michael is selected, each person who signed this proposal on behalf of NAI Michael will extend his personal commitment to the marketing of **201 Commerce Drive**. The personal reputation of each team member is hereby dedicated to this promise.

Fee Schedule for **201 Commerce Drive**

NAI The Michael Companies, Inc. would propose the following fee schedule:

**Lease of the Property
6% - (Co-op Broker 4%)**

The information contained herein has been given to us by the owner of the property or other sources we deem reliable. We have no reason to doubt its accuracy, but we do not guarantee it. Floor Plans, Site Plans and other graphic representations of this property have been reduced and reproduced, and are not necessarily to scale. All information should be verified prior to purchase or lease.



Allen Cornell

Senior Vice President

Scope of Responsibilities

Allen Cornell has been in the Commercial Real Estate business since 1987 with NAI The Michael Companies, Inc., providing service through Leasing and Sales of Industrial, Office, and Flex properties along with Development Consulting.

Background & Experience

Senior Vice President, NAI The Michael Companies, Inc. Allen has been a resident of Howard County for almost Twenty-Five (25) years. He and his family reside in Woodbine, MD.

Professional Affiliations & Designations

Howard County Revenue Authority Board - Current Member
Howard County Cyber Commission - Current Member
Revere Bank - Current Regional Advisory Board Member
Howard County Economic Development Authority - Former Board Director (2011)
Howard County Transportation Commission - Former Co-Chair (2010-2011)
Howard County Charter Review Commission - Former Member
Baltimore-Washington Corridor - Chamber of Commerce - Former Board Director
Citizens National Bank (Mercantile) - Former Board Director
Greater Laurel Hospital Foundation - Former Board Director
Association of Community Services (Howard County) - Former Board Director
YMCA of Howard County - Former Board Director
Howard County Route 1 - General Plan Task Force - Current Member

Educational Background

Johns Hopkins University - Master of Science - Real Estate
Frostburg State University - Bachelor of Science Degree in Economics and Political Science

MILITARY:

United States Marine Corps, Honorable Discharge (1985)
Decorated while serving as a Member of United Nations Multi-National Peacekeeping Force in Beirut, Lebanon (1983)

NAI Michael

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Michael Isen

Vice President

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Scope of Responsibilities

Michael Isen joined NAI The Michael Companies, Inc. in 1996, while still attending The University of Maryland. Since he joined the firm, Mr. Isen has been involved in and exposed to a variety of issues with sales and leasing, as well as development consulting.

Background & Experience

Mr. Isen has worked closely with Owners of Industrial properties, Office buildings, Shopping Centers, Hotels and Investment properties. Mr. Isen has been involved with many large clients such as Provident Mutual Life Insurance Company, AFL-CIO Building Investment Trust, Bernstein Management, Corporate Office Properties Trust, Integral Systems, Inc., Petro, Inc., Uniwest, Federal Capital Partners, Angelo Gordon, Whiting Turner, Bresler & Reiner, Internal Revenue Federal Credit Union, Cohen Companies, Target, Home Depot, Best Buy, BJ's Wholesale Club, Starbuck's, Chipotle, HHGregg, Bed Bath & Beyond, Supervalu as well as local investors. Mr. Isen has also been involved in negotiations for the construction, financing, and leasing of 2,000,000 square feet of Retail, broadening his real estate experience.

Professional Affiliations & Designations

Licensed Salesperson - State of Maryland
Prince George's County Board of Realtors
Maryland Food Center Authority - Board Member
College Park Commercial/Residential Development Authority
Prince George's County Tech Council
Prince George's County Economic Development - Retail Committee
International Council of Shopping Centers (ICSC)

Educational Background

University of Maryland - Bachelor of Arts Degree

Significant Transactions

JVR Tech Center - 81,000 sf Flex/R&D building, Ammendale Business Campus
Southgate at Washington Business Park - 450,000 sf R&D Park, 7 buildings
Cherry Hill Shopping Center
Washington Business Park - 550,000 sf, 9 buildings
Sligo Avenue Apartments - Silver Spring, 57 units
College Park Marketplace, lease up of a 250,000+/- sf power center
Vista Gardens Market Place, leasing of 400,000 sf Shopping Center
Forestville Business Park, 80,000 sf, 3 buildings
Columbia Gateway Park, 127,000 sf Class "A" Office building
Ritchie Station Marketplace, 1,000,000 sf of Commercial



Michael Isen

Vice President

development

Congressional North Shopping Center, Rockville, MD

