



Performance in Development

experience. knowledge. execution.





Advantage: Development Expertise

- Office
- Industrial
- Retail
- Mixed-use
- Healthcare

Development. It is in our blood. Founded as a development firm and with over 30 years in the real estate business, Transwestern has extensive experience in all facets of commercial development. We know successful development practices are built from a clear understanding of local supply-and-demand dynamics, the expertise and relationships to drive the entitlement process, the ability to successfully manage design, cost and construction, and the experience to execute marketing and leasing strategies. Transwestern's ability to combine a powerful national presence with proven local market teams and to combine best practices with local execution ensures well-conceived projects that deliver on time and on budget.

A full-service national firm, Transwestern and its wholly owned affiliate in the Mid-Atlantic, DRI Development Services, offer our partners and clients a unique and comprehensive approach to the development process. Our broad spectrum of capabilities, strong local presence, commitment to legendary service and project alignment allow us to discover opportunities, capitalize on trends and deliver unparalleled results.

To consistently excel in delivering value to our clients by empowering our people and fostering an entrepreneurial environment.

Transwestern Mission Statement

Advantage: Local Market Knowledge

Location is key – it is the basic fundamental of real estate. But what you build and when you build also determine the ultimate success of a project. It is not enough to know the market; you must truly understand the subtle nuances of the local environment, down to the neighborhood level. What will thrive on one side of the street might wither on the other. The key to knowledge this deep is “boots on the ground” – dedicated, experienced local talent committed to creating value. Transwestern’s local teams offer this distinct advantage. We understand the intricacies of our markets inside and out, at both the macro and micro levels. In-depth knowledge of local markets is one of the keys to our success.

“The staff at Transwestern has not only been responsive to the City staff, but also to the customers they serve. The partnerships that have been created among Transwestern, its clients and the City have been long lasting and mutually beneficial. We believe that the emphasis Transwestern places on communication as part of their project development efforts is key to their continued success in our community and the strong working relationship we have.”

Jim Witt
City Manager
City of Coppell, Texas

LOCAL MARKET KNOWLEDGE

Market Intelligence

Development Competition

Major Tenant Activity

Submarket Information

Local/Regional Economics

Citywide Demographics

Projected Job Growth

Housing Statistics

Project Economics/Execution

Contractors/Reputations

Land Costs

Construction Costs

Public Policy

Entitlement Process

Tax & Fiscal Issues

Infrastructure Planning

Public/Private Partnerships

Advantage: Collaboration

Collaboration. A Transwestern hallmark. Our full-service capabilities allow us to add value to development projects in unexpected ways. Seasoned professionals across all lines of service work to optimize the design and drive the success of the project.

At inception our experts take the project's entire life cycle into consideration. Agency leasing and tenant advisory specialists bring in-depth market knowledge, relationships with the local brokerage community, and detailed knowledge of current tenant needs. Our best-in-class property management teams' hands-on building-operations experience provides valuable insight into building systems and long-term operational efficiency. Our skilled investment services teams offer their knowledge of the local sales environment and capital markets and can assist with any financing needs. These multidisciplinary teams work together to create an optimum plan that includes site selection, land use, building design, building systems, marketing and leasing to integrate the investment goals for the project.

True project engagement and alignment of interests are ensured by direct investment in each project at both the corporate and local level of Transwestern. All critical team members are offered an opportunity for direct ownership. Teamwork and alignment guarantee the project is completed on time and within budget while ensuring we develop an asset that will stand the test of time.

DEVELOPMENT COLLABORATION



"We have worked with Transwestern as both partners and service providers. They have always provided us with the highest standards of client service while creating value for us across their business disciplines. Rarely do you encounter a firm that provides great consistency across all regions and disciplines. We not only value our relationship with Transwestern but enjoy working with the people of Transwestern."

Kristin O. Panehal
Senior Vice President
Buchanan Street Partners



Advantage: Industry-Leading Sustainability

Sustainability Impact on Development:



Lower Operating Costs



Higher Occupancy



Increased Property Values



Competition



Tenant Demand



Enhanced Productivity

Transwestern has long embraced sustainability. Our leadership role in the sustainability movement stems from both a long-term business strategy and a deep commitment to doing the right thing. We have been partnering with the Environmental Protection Agency (EPA) and participating in the ENERGY STAR® program since 1999 to combat rising energy costs at our clients' properties. We are also working closely with the U.S. Green Building Council (USGBC) in the LEED® programs for existing buildings, commercial interiors and new construction. This direct experience in a cost-effective approach to sustainability in commercial real estate, and on-staff LEED accredited professionals around the country are two valuable assets Transwestern brings to our developments. Our approach to sustainability and energy management is firmly rooted in our commitment to maximize long-term value for our clients.

"DRI [a Transwestern company], worked closely with us to enhance a fully designed, new base building and qualify for LEED Gold Certification. Their ability to coordinate changes in an efficient and prompt manner resulted in a sustainable headquarters building for the MBA and the community. We would without hesitation recommend DRI to other associations seeking a new headquarters building."

Teresa F. Betz
Director of Facilities Management
Mortgage Bankers Association



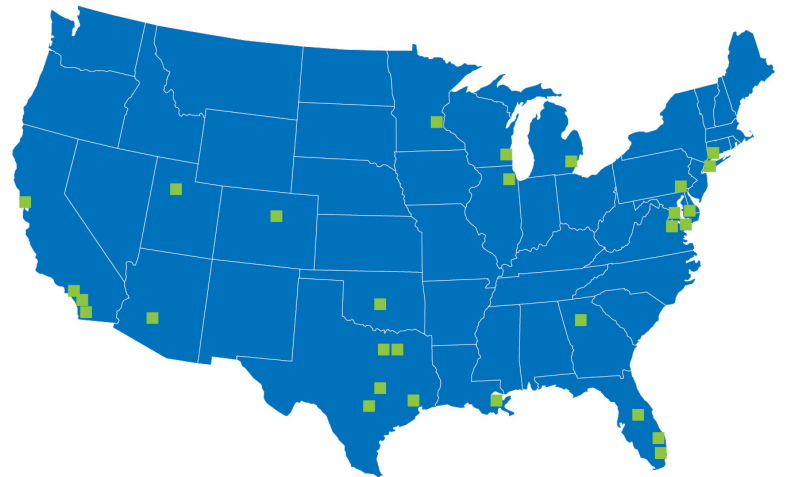
Advantage: Development Excellence

Our structure is simple and it works – decisions for our clients are made at the local market level and coupled with the support and strength of our national resources. Vast experience tells us that the business of real estate is best accomplished at the local level, allowing us more flexibility and the opportunity to capitalize on changes in market conditions and direct ownership ensures team members are aligned and fully engaged.

Whether the project is a build-to-suit for a single user or a high-rise development project with a partner, Transwestern delivers 30 years of excellence in development.

"We are extremely pleased with Transwestern's development team in the development of our Class A office project. They exceeded our expectations and remain a valuable service provider who consistently delivers positive results."

Charles Lindwall
Regional President
KBS Realty Advisors



Transwestern is a national, privately-held operating company specializing in commercial real estate services, investment and development. The firm's fully integrated approach delivers value to owners, investors and users of commercial real estate through innovation, penetrating market intelligence and legendary service delivered by teams of local experts. Transwestern has product specialties in office, industrial, retail, multifamily and healthcare and is an industry leader in sustainability solutions and in market research through its affiliate, Delta Associates.