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First Scout People

Our single greatest asset is our people. First Scout employs talented and focused professionals who work well together to serve our clients' needs. Our advisors and associates are dedicated to excellence and the highest professional standards and ethics.

To date, First Scout has successfully served hundreds of clients with thousands of transactions throughout 49 states and every province in Canada. Our market knowledge and proven processes have led to savings of millions of dollars annually for our clients.

Project Savings Examples

First Scout has been involved in countless "Savings Success Stories" on behalf of our clients. More are being completed every day. A few representative samples follow.

32,000 SF Office Lease—Kansas City, Missouri

First Scout negotiated a new lease for space in a building where the client had previously leased a comparable amount of space without representation.

Total Cost Savings: \$3 million over 10 years.

42,000 SF Office Lease—Lewisville, Texas

First Scout negotiated a headquarters relocation, including site selection, economic development incentives and turnkey buildout.

Total Cost Savings: \$1.3 million over 10 year lease.

12,000 SF Office Lease—Houston, Texas

First Scout discovered a miscalculation of the correct square footage and negotiated a branch office lease, including free rent, reduced rentable square footage, waiver of an operating expense stop and turnkey buildout.

Total Cost Savings: \$335,375 over 5 year lease.

10,000 SF Industrial/Office Lease—Albany, Georgia

First Scout took over negotiations for a branch facility and located a more desirable building, eliminated excess tenant improvement charges and reduced square footage.

Total Cost Savings: \$331,411 over 5 year lease.

Build-to-Suit Industrial/Office Lease—Tinley Park, Illinois

After the client had begun negotiations with the owner directly, First Scout took over negotiations for a turnkey build-to-suit with free rent.

Total Cost Savings: \$351,556 over the deal previously negotiated by the client.

Retail Pad Site Purchase—Kansas City, Missouri

First Scout served as a purchaser on behalf of a retail pad user, who required a specific site for a relocation and expansion of a successful store.

Total Cost Savings: \$80,000.



www.firstscoutrealty.com



Corporate Tenant and Buyer Representation

First Scout's Corporate Realty Advisors' sole business mission is to serve tenants' and buyers' best interests. We do not lease or manage properties and we are free from potential conflicts of interest with respect to properties, landlords, developers or contractors.

Our commitment to serve tenants and buyers exclusively enables us to present all properties in an unbiased light. This leads our clients to arrive at the best possible facilities or investment decisions. Very few commercial real estate firms are willing to make the commitment we make to serve tenants' and buyers' interests exclusively.

Because we specialize in tenant representation, First Scout provides our clients with a more focused, more detailed and more sophisticated approach to corporate real estate facilities analysis and brokerage services. Our goals and yours are the same: to identify all suitable and available real estate options and maximize savings in occupancy or acquisition costs.

First Scout Service Capabilities

- ▶ Assess needs
- ▶ Define requirements
- ▶ Search market
- ▶ Analyze alternatives
- ▶ Maximize competition
- ▶ Negotiate optimum transaction
- ▶ Manage construction and implementation
- ▶ Monitor lease expenses



Overview

First Scout Realty Advisors is a nationally acclaimed provider of corporate and investment real estate services. Formed in 1991, First Scout employs a highly talented group of professionals, who, as a **"team of experts,"** deliver the highest quality services available to tenants, buyers and investors in commercial real estate.

Our services result in significant savings in time, money and effort for our clients, every time. Our strengths lie in our ability to partner with our clients to develop winning strategies and in our execution of our clients' requirements. As a **single point of contact**, First Scout provides our clients with consistently outstanding outcomes, no matter the volume of requirements or their locations.

First Scout's sole focus is tenant/buyer representation and investment advisory. In most cases, our fees for corporate tenant/buyer representation are derived from a leasing or sales commission already built into our clients' transactions and paid by the property owners. We are the clear choice to assist any acquirer of **office, industrial** or **retail** properties for business use or investment.

Service Guarantee

First Scout corporate clients will be completely satisfied that we have provided significant savings in time, money and effort to their real estate project, or we will compensate them to the extent of any fees First Scout has earned in connection with the project.



Corporate Real Estate Portfolio Management

First Scout is built to serve multi-market corporate real estate portfolio clients. As a single point of client contact, we deliver timely, professional corporate real estate brokerage and support services. Real estate acquisitions meet clients' objectives for image, growth, efficiency, comfort and cost-effectiveness—and ultimately their long-term competitive advantage. Our services have consistently **saved our clients in excess of 20%** of their annual occupancy costs on average, when compared to the landlord's/seller's value.

- ▶ Strategic real estate planning
- ▶ Lease vs. buy vs. build
- ▶ Space needs assessment
- ▶ Research
- ▶ Site selection
- ▶ Financial analysis
- ▶ Contract negotiating
- ▶ Economic development incentives
- ▶ Construction management
- ▶ Lease audit

Because we make these services our core competency, we can deliver the highest levels of service to our portfolio clients at relatively lower costs.

- ▶ Acquisitions
- ▶ Build-to-Suits
- ▶ Consolidations
- ▶ Relocations
- ▶ Renewals
- ▶ Dispositions



Investment Advisory

First Scout's Investment Realty Advisors are expert at assisting investor clients to realize their goals. Because we are aggressively in the market serving corporate user clients every day across the country, First Scout is in an excellent and unique position to assess the various market conditions and see certain investment opportunities. We don't just understand the fundamentals. First Scout can navigate the entire process, from advising target investment parameters and identifying suitable real estate investments to negotiating the best possible acquisitions, sales and/or like-kind exchanges available to meet our investment clients' objectives.

- ▶ Acquisitions
- ▶ Sales
- ▶ Like-kind exchanges

