







ITRA Global Select Case Studies

CLIENT	PROJECT LOCATION	ACCOMPLISHMENTS
	<p>ILLINIOS HEADQUARTERS CAMPUS</p> <p>400,000 SF PURCHASE</p>	<ul style="list-style-type: none"> • CREATIVE SOLUTIONS TO COMPLEX REAL ESTATE PROBLEMS RESULTING FROM CONSOLIDATION OF U.S. ROBOTICS • NEGOTIATED STATE AND LOCAL INCENTIVES • ATTRACTIVE PURCHASE PRICE
	<p>WEST DES MOINES, IOWA</p> <p>NEW AND EXPANDED 130,000 SF FACILITY</p>	<ul style="list-style-type: none"> • NEGOTIATED AND STRUCTURED LEASE • NEGOTIATE STATE AND LOCAL INCENTIVES
	<p>TORONTO, ONTARIO</p> <p>270,000 SF PROCESSING FACILITY</p>	<ul style="list-style-type: none"> • RESTRUCTURED AND EXTENDED LEASE 2 YEARS PRIOR TO EXPIRATION AND LOWERED OCCUPANCY COSTS
	<p>WESTMINSTER, COLORADO</p> <p>8,715 SF HQ REGIONAL ENGINEERING FIRM</p>	<ul style="list-style-type: none"> • SECURED SECOND HQ OFFICE LEASE ASSIGNMENT • SAVED 14% COMPARED TO DOWNSIZING IN CURRENT BUILDING. • SECURED FAÇADE SIGNAGE, PURCHASE RIGHTS & RENAMED BUILDING FOR TENANT

	<p>DALLAS, TEXAS 60,000 SF</p> <p>NASHVILLE, TENNESSEE 96,000 SF</p>	<ul style="list-style-type: none"> • REDUCED COSTS BY EST 15% • RESOLVED NEAR TERM EXPANSION NEEDS • PROTECTED LONG TERM GROWTH PROJECTIONS • BETTER PARKING RATIO • QUANTIFIED GOALS TO ACHIEVE CONSENSUS
	<p>WASHINGTON, DC REGIONAL HEADQUARTERS</p>	<ul style="list-style-type: none"> • BELOW MARKET RATE FOR CLASS A BUILDING • RARE MARKET CONCESSIONS • FLEXIBLE TERMINATION & EXPANSION OPTIONS • SPACE UPGRADES
	<p>SOUTH BEND, INDIANA 482,000 SF RESEARCH AND DEVELOPMENT FACILITY</p>	<ul style="list-style-type: none"> • IDENTIFIED, EVALUATED, AND NEGOTIATED SITE AND INCENTIVE PACKAGES IN MULTIPLE STATES • WORKED WITH INDIANA AND SOUTH BEND OFFICIALS TO PROVIDE FINANCIAL ASSISTANCE NEEDED FOR IMPROVEMENTS TO BOSCH'S EXISTING 482,000 SF FACILITY AND MEET ALL OF BOSCH'S GOALS WITHOUT THE DISRUPTION OF RELOCATING

	<p>OMAHA, NEBRASKA 300,000 SF Manufacturing</p>	<ul style="list-style-type: none"> • USED A PROPRIETARY LOCATION MODEL TO ASSESS 20 STATES • IDENTIFIED A SITE AND NEGOTIATED ACQUISITION AS AN INCENTIVE • NEGOTIATED STATE AND LOCAL INCENTIVES • ASSESSMENT PROCESS MADE DECISIONS EASY FOR EXECUTIVES IN EUROPE
	<p>AMES, IOWA 135,000 SF</p>	<ul style="list-style-type: none"> • MULTIPLE MARKET SITE SEARCH • NEGOTIATED LEASE • NEGOTIATED STATE AND LOCAL INCENTIVES
	<p>BREA, CALIFORNIA 36,000 SF</p>	<ul style="list-style-type: none"> • NEGOTIATED EARLY LEASE RENEWAL SAVING MORE THAN \$600,000 IN IMMEDIATELY REDUCED RENT AND FURTHER LANDLORD LEASE CONCESSIONS
	<p>PITTSBURGH, PENNSYLVANIA 55,000 SF</p>	<ul style="list-style-type: none"> • NEGOTIATED TWO REGIONAL HEADQUARTERS RELOCATIONS AND AN EXPANSION LEASE • NEGOTIATED REGIONAL OPERATIONS CENTER LEASE

	<p>AUSTIN, TEXAS</p> <p>57,000 SF LAW FIRM</p>	<ul style="list-style-type: none"> • FORMERLY GRAY CARY NATIONWIDE LEGAL SERVICES, THIS IS THE ANCHOR TENANT WHICH RESULTED IN THE CONSTRUCTION OF A NEW 180,000 SF BUILDING • SOLVED PARKING PROBLEM • NEGOTIATED SIGNAGE ON TWO SIDES OF BUILDING
	<p>PITTSBURGH, PENNSYLVANIA</p> <p>NORTH AMERICAN HQ</p>	<ul style="list-style-type: none"> • RESTRUCTURED & EXTENDED HQ LEASE AT CURRENT BUILDING • RATE REDUCED \$450,000 IN FIRST YEAR • SECURED LONG TERM RATE REDUCTION • RECONFIGURED LAYOUT TO REDUCE SF PER PERSON RATIO
<p>EISENMANN</p>	<p>DEKALB, ILLINOIS</p> <p>NEW 165,000 SF PAINT & LOGISTICS FACILITY</p>	<ul style="list-style-type: none"> • CONDUCTED SITE SEARCH AND NEGOTIATIONS FOR ACQUISITION • NEGOTIATIONS FOR STATE AND LOCAL INCENTIVES
	<p>PITTSBURGH, PENNSYLVANIA</p> <p>REGIONAL HEADQUARTERS</p>	<ul style="list-style-type: none"> • REDUCED HQ LEASING COSTS 20% • ASSESSED SUBSEQUENT EXPANSION OPPORTUNITIES

 <p>EXECUTONE Systems Business Communications & Healthcare Systems Since 1947</p>	<p>MILFORD, CONNECTICUT</p> <p>RELOCATED 155,000 SF CORPORATE HQ</p>	<ul style="list-style-type: none"> • SITE SELECTION, FINANCIAL ANALYSIS AND LEASE NEGOTIATIONS • NEGOTIATE STATE AND LOCAL INCENTIVES
 <p>GENTEX CORPORATION A Smarter Vision®</p>	<p>ZEELAND, MICHIGAN</p> <p>EXPANSION OF 225,000 SF PRODUCTION FACILITY</p>	<ul style="list-style-type: none"> • SITE SELECTION • STATE AND LOCAL INCENTIVE NEGOTIATION PROCESS
 <p>GRAINGER FOR THE ONES WHO GET IT DONE</p>	<p>JACKSONVILLE, FLORIDA</p> <p>RELOCATION OF REGIONAL DISTRIBUTION FACILITY TO A DIFFERENT STATE</p>	<ul style="list-style-type: none"> • STATE AND LOCAL INCENTIVE NEGOTIATION FOR RELOCATION FROM ATLANTA TO JACKSONVILLE
 <p>HDH GROUP An owner in Assurex Global</p>	<p>PITTSBURGH, PENNSYLVANIA</p> <p>18,000 SF</p> <p>HARRISBURG, PENNSYLVANIA</p> <p>11,000 SF</p>	<ul style="list-style-type: none"> • NEGOTIATED MULTIPLE LEASES INCLUDING HEADQUARTERS AND SATELLITE OFFICES. • SAVED TENANT \$1.5 MILLION, IN A TIGHT MARKET WHILE OTHERS DESIRED THE SAME SPACE
 <p>travel IOWA™</p>	<p>DAVENPORT, IOWA</p> <p>\$140,000,000 SALE LEASEBACK</p>	<ul style="list-style-type: none"> • WITHIN 3 WEEKS, SECURED \$120,000,000 AND \$140,000,000 OFFERS TO FINANCE OVER 100% OF A MUNICIPAL PROJECT UTILIZING A SALE LEASEBACK



**PITTSBURGH,
PENNSYLVANIA**

NORTH AMERICAN
HEADQUARTERS

- BELOW MARKET RATE
- IDENTIFIED CONSTRUCTION COST SAVINGS
- FLEXIBLE TERMS LONG TERM HQ PROTECTION



TIGARD, OREGON

51,307 SF
WAREHOUSE
LEASE



- CONDUCTED STRATEGIC PLANNING, SITE SEARCH & LEASE NEGOTIATIONS FOR FREE STANDING BLDG WITH AMPLE PARKING & ADDN'L LAND FOR EXPANSION
- NEGOTIATED AGGRESSIVE FINANCIAL TERMS, CONCESSION & FLEXIBILITY







BEAVERTON, OREGON

10,482 SF OFFICE
LEASE

- IDENTIFIED NEW OFFICE LOCATION NEAR KEY CUSTOMER CHIP FABRICATION FACILITY
- ASSESSED NEEDS, DETERMINED BEST AVAILABLE OPTIONS, NEGOTIATED TERMS, REFINED LEASE DOCUMENTATION WITH TENANT COUNSEL AND PROVIDED OVERSIGHT THROUGHOUT THE T.I. / MOVE IN PROCESS
- LONG TERM FREE RENT
- STATE INCENTIVE PACKAGE

	<p>PITTSBURGH, PENNSYLVANIA</p> <p>100,000 SF HEADQUARTERS</p>	<ul style="list-style-type: none"> • CONSOLIDATION OF DIVISIONS INTO NEW HEADQUARTERS WHEN SPUN OFF FROM BAYER CORPORATION • BELOW MARKET RATE • LONG TERM FREE RENT • STATE INCENTIVE PACKAGE
	<p>NASHVILLE, TENNESSEE</p> <p>6 ACQUISITION & DISPOSITION TRANSACTIONS TOTALLING 222,000 SF</p>	<ul style="list-style-type: none"> • SATISFIED THE NEED FOR A 120,000 SF OFFICE EXPANSION & RELOCATION OF MARS PETCARE WITHIN A 10 MONTH TIME FRAME • NEGOTIATED INCREASED INCENTIVES, REDUCED RENTAL RATE, INCREASED BUILD-OUT ALLOWANCE, AND A PET FRIENDLY ENVIRONMENT IN THE FASTEST GROWING AREA OF NASHVILLE
	<p>30 + TRANSACTIONS</p> <p>INCLUDING 80,000 SF BUILD TO SUIT</p>	<ul style="list-style-type: none"> • 80,000 SF BTS & OTHERS • REDUCED REAL ESTATE COSTS • PROVIDED FLEXIBILITY FOR RAPIDLY GROWING COMPANY
	<p>IRVINE, CALIFORNIA</p> <p>36,000 SF</p>	<ul style="list-style-type: none"> • GUIDED TENANT THROUGH THE REAL ESTATE RELOCATION AND EXPANSION PROCESS WHICH WAS A PHENOMENAL SUCCESS

	<p>TORONTO, ONTARIO ORLANDO, FLORIDA</p> <p>MULTIPLE LEASES TOTALING 91,000 SF</p>	<ul style="list-style-type: none"> • RESTRUCTURED HQ LEASE & ACHIEVED SIGNIFICANT COST REDUCTION & INDUCEMENT PACKAGE • NEGOTIATED RELOCATION & EXPANSION OF DISTRIBUTION CTR WITHIN LANDLORD'S PORTFOLIO • NEGOTIATED DOUBLING OF SIZE FOR DIST CTR, INCLUDING COMPLETE RETROFIT TO BLDG SITE SELECTION PROCESS FOR FLORIDA DISTRIBUTION CENTER
	<p>LOUISVILLE, COLORADO</p> <p>8.02 ACRES FOR 56,400 SF CORPORATE HQ OFFICE</p>	<ul style="list-style-type: none"> • NEGOTIATED ECONOMIC DEVELOPMENT INCENTIVES, INCLUDING FREE SITE • SECURED LAND PURCHASE AT 51% BELOW MARKET PRICE • RECOMMENDED & INTERVIEWED PROJECT MANAGERS TO CONSTRUCT HQ WITHOUT DEVELOPER
	<p>ALEXANDRIA, VIRGINIA</p> <p>EXPANSION OF FACILITY & SALE LEASEBACK</p>	<ul style="list-style-type: none"> • STATE AND LOCAL INCENTIVE NEGOTIATION PROCESS FOR EXPANSION OF R&D AND MANUFACTURING FACILITY • SALE-LEASEBACK OF THE COMPLETED BUILDING

	<p>CHICAGO, ILLINOIS</p> <p>200,000 SF CORPORATE HEADQUARTERS</p>	<ul style="list-style-type: none"> • STRATEGIC PLANNING FOR CONSOLIDATING MULTIPLE OFFICES INTO A PHASED OCCUPANCY • STRUCTURING AND NEGOTIATING LEASE TERMS FOR JOINT VENTURE BETWEEN RUSH HOSPITAL AND PRUDENTIAL HEALTH PLANS
	<p>PORTLAND, OR WASHINGTON, DC LONDON, ENGLAND</p> <p>MULTIPLE REQUIREMENTS</p>	<ul style="list-style-type: none"> • RESOLVED MULTI-MARKET OFFICE LEASING NEEDS • REDUCED COST OF LONDON EMEA HQ LEASE \$14/SF
	<p>ATLANTA, GEORGIA</p> <p>21,224 SF LEASE</p>	<ul style="list-style-type: none"> • RENEWAL AND EXPANSION OF U.S. OFFICE HEADQUARTERS
	<p>ATLANTA, GEORGIA</p> <p>86,000 SF LEASE</p>	<ul style="list-style-type: none"> • NEW WAREHOUSE FOR SUMIKA POLYMERS NORTH AMERICA DIVISION
	<p>PITTSBURGH, PENNSYLVANIA</p> <p>DISPOSITION</p>	<ul style="list-style-type: none"> • SUBLET SPACE IN HQ BUILDING RESULTING IN \$840,000 COST RECOVERY

	<p>TAMPA, FLORIDA</p> <p>RELOCATION OF 500,000 SQ. FT. MAGAZINE DIVISION TO A DIFFERENT STATE & SALE LEASEBACK</p>	<ul style="list-style-type: none"> • STRATEGIC PLANNING FOR MULTI-LOCATION MOVE FROM CHICAGO TO TAMPA • CONDUCTED FULL LOCATION ANALYSIS • NEGOTIATED LEASES • CONDUCTED SALE/LEASEBACK • NEGOTIATED EQUITY PARTICIPATION
	<p>PITTSBURGH, PENNSYLVANIA</p> <p>120,000 SF</p>	<ul style="list-style-type: none"> • CONSULTING PROCESS ACHIEVED AGGRESSIVE RENEWAL RATE AND REFURBISHMENT PACKAGE AT CURRENT LOCATION
	<p>PITTSBURGH, PENNSYLVANIA</p> <p>60,000 SF REGIONAL OFFICE</p>	<ul style="list-style-type: none"> • RATE 35% BELOW OTHER LEASES FOR THE BUILDING • FLEXIBLE TERMS • NEW BUILDING LOBBY • ECONOMIC INCENTIVE PACKAGE
<p><i>U.S. GOVERNMENT AGENCY</i></p>	<p>WASHINGTON, DC</p> <p>120,000 SF OFFICE</p>	<ul style="list-style-type: none"> • DETERMINED NEEDS AND GROWTH PROJECTIONS • NEGOTIATED AGGRESSIVE FINANCIAL TERMS, CONCESSIONS, AND FLEXIBILITY • ACHIEVED EARLY MOVE OF EXISTING TENANT TO ALLOW FOR ADDITIONAL CONSOLIDATION OF CLIENT'S HIGH-PROFILE PROGRAM TEAMS

	<p>PITTSBURGH, PA LONDON, ENGLAND</p> <p>\$50,000,000 ACQUISITIONS & DISPOSITION</p> <p>\$2,000,000 DILAPIDATIONS COST SAVINGS</p>	<ul style="list-style-type: none"> • MULTIPLE CORPORATE REAL ESTATE PROJECTS IN PITTSBURGH RESULTING FROM ACQUISITIONS OF ADDITIONAL FINANCIAL SERVICES COMPANIES • MULTIPLE CORPORATE REAL ESTATE PROJECTS IN LONDON FOLLOWING OUR RESOLUTION OF A MULTI-MILLION DOLLAR ISSUE THAT OTHERS HAD TRIED BUT FAILED TO RESOLVE
	<p>PITTSBURGH, PA PENNSAUKEN, NJ</p> <p>77,000 SF LEASE ACQUISITIONS & DISPOSITIONS</p>	<ul style="list-style-type: none"> • REDUCED PITTSBURGH REGIONAL HQ COSTS \$1,600,000 • RELOCATED A COMPANY VEOLIA PURCHASED IN NEW JERSEY TO OFFICE SPACE REFLECTIVE OF THIS PRESTIGIOUS, GLOBAL CORPORATION ESTABLISHED 100 YEARS AGO
	<p>GRAND RAPIDS, MICHIGAN</p> <p>225,000 SF HEADQUARTERS & MANUFACTURING</p>	<ul style="list-style-type: none"> • ASSESSED MICHIGAN, SOUTH CAROLINA & NORTH CAROLINA TO IDENTIFY IDEAL RELOCATION OPPORTUNITY • NEGOTIATIONS RESULTED IN CLIENT RECEIVING 25% OF THEIR INVESTMENT BACK IN INCENTIVES, MOST WITHIN TWO YEARS

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