



Strategic  
Insights to  
Improve  
Asset  
Value

Flexible, tailored solutions that deliver optimal results.

# Property Management With a Focus on Your Goals, Objectives and Priorities

At Cassidy Turley, we are market leaders, industry leaders and community leaders. Nationwide, clients recognize us for the creative sophistication of our real estate advice as well as for the discipline and accuracy of our service delivery. We are a trusted partner and advocate, supporting our clients' overall business performance. In markets across the country, we are respected as a leading provider of commercial real estate services as well as for our community engagement. Our thorough understanding of local business practices and market dynamics, combined with our customer focus and service commitment, give our clients a distinct edge in commercial real estate across the globe.

## Addressing Your Needs and Helping You Achieve Results

You can rely on Cassidy Turley to help you manage your properties according to your individual financial goals, objectives and priorities. We address your asset's distinctions and market potential, as well as your requisite reporting needs and decision making path. Our property management team is highly trained in both the financial and physical characteristics of each asset and will proactively seek ways to enhance your property's value.

## Committed to Establishing Long-term Partnerships

When you work with Cassidy Turley, we become your knowledgeable adviser and trusted advocate. Our Property Management specialists combine their passion for producing exceptional results with the dedication to maintaining lasting relationships. You'll benefit from our strong ties and experience managing multiple national investment portfolios, individual building ownerships and 455 million square feet of commercial real estate. We leverage our extensive knowledge and industry understanding to ensure you every advantage and opportunity.

## A Wealth of Knowledge and World-Class Expertise

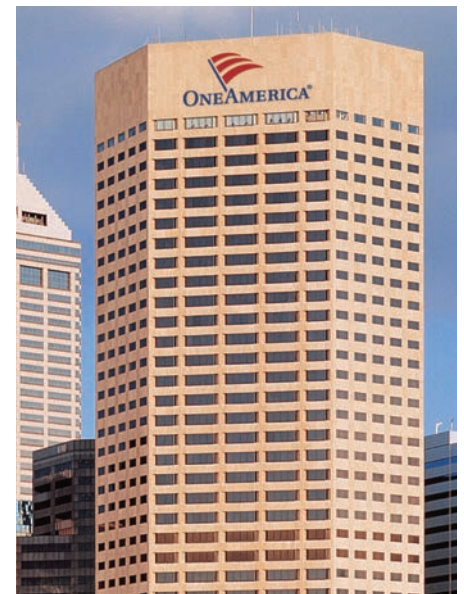
Cassidy Turley professionals have an intimate understanding of your business, with many of our experts having worked in their respective markets for decades. Our property management team possesses a detailed grasp of the local market that can only be achieved through years of experience. You also benefit from established, deep industry connections that provide you with leading insight into your asset's market position, so you can make informed, confident decisions.

## Turning Your Goals and Objectives into Superior Results

At Cassidy Turley, we always have your short- and long-term priorities in mind. We understand that it's just as important to have a strategic plan for today, as it is to have a plan to preserve and enhance your asset for the long run. We'll work to continually search for cost savings to reduce operational expenses without diluting tenant services. We'll provide insightful market data and analysis to assist with your decision-making. We'll deliver an unwavering passion and commitment to create solutions that fulfill your unique needs.

“It is crucial to maximize the value of each property in our portfolio to provide optimum returns to our investors. Cassidy Turley understands our strategic plans and consistently delivers solutions in support of our mission.”

– Joseph Neverauskas, Senior Vice President, BPG Properties, Ltd.



**Client:** American United Life Insurance Company

**Location:** Indianapolis

**Real Estate Type:** Office

**Portfolio Scale:** 700,000 square feet

**Services:** Engineering Management, Landlord Representation, Project and Development Services, Property Management, Sustainability Consulting

## Scope of Services

Our Property Management team can deliver integrated, tailored solutions to ensure maximum measurable outcomes for your real estate in the following areas:

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### Building Maintenance and Engineering

We hire only the most qualified, building engineers and recruit the sharpest entry-level people in the market. Our senior engineers have a minimum of 10 years experience in commercial building maintenance and are trained in safety, maintenance and customer service.

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### Accounting and Financial Reporting

You benefit from the expertise of our professionals, including management team members who are CPAs and have earned advanced accounting degrees. Our systems ensure safeguards over your property's financial data and we review and test annually to meet national Accounting Standards.

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### Contract and Vendor Management

We leverage the 455 million square feet of commercial real estate we manage to negotiate contracts that drive down costs and ensure quality. We treat our vendors as valued members of our team, tapping their skills and knowledge to guarantee your property gets the best possible service.

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### Tenant Retention

Cassidy Turley's property management team does whatever it takes to prevent problems whenever possible. We respond quickly to tenant concerns, and communicate clearly, consistently and professionally.

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### Lease Compliance and Administration

Our property managers receive extensive training in lease language and administration to make sure that provisions of each lease are followed carefully, that notices are served promptly and that costs are allocated correctly.

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### Leasing Services

We devise leasing plans that are creative and informed, create marketing that is targeted and intelligent, and most importantly, achieve the best results possible for your asset.

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### Project and Development Services

Our team of project managers, architects, designers, engineers, and construction managers develops flexible, affordable solutions for top owners and occupiers. From site selection, alternatives analysis, planning, design, and construction, our comprehensive approach ensures your success.

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### Sustainability Consulting

For many years, Cassidy Turley has incorporated sustainable practices throughout our clients' properties. We use the triple bottom line as our guiding principle — the impact of the facility on people, the environment, and company profitability — to define our sustainability offerings.



**Client:** Panattoni Development Company  
**Location:** National Assignment  
**Real Estate Type:** Office, Land, Industrial  
**Portfolio Scale:** 21 million square feet  
**Services:** Landlord Representation, Property Management



**Client:** Beacon Capital Partners LLC  
**Locations:** Washington DC and Northern Virginia  
**Real Estate Type:** Office  
**Portfolio Scale:** 5.3 million square feet  
**Services:** Landlord Representation, Project and Development Services, Property Management

With more than 455 million square feet of managed space, our professionals combine a passion for producing exceptional results with expertise across a full range of property management services. We look forward to discussing how we can help you manage your properties according to your individual financial goals, objectives and priorities.

### **Marla Maloney**

Executive Managing Director, Principal

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Visit [www.cassidyturley.com](http://www.cassidyturley.com) for more information on the full range of Cassidy Turley commercial real estate services.

### **Core Services**

- Capital Markets
  - Debt Placement
  - Investment Sales
  - Note Sales
  - Structured Finance
- Corporate Services
  - Facilities Management
  - Portfolio Administration
  - Project Management
  - Strategic Consulting
  - Transaction Management
- Project Leasing
- Project and Development Services
- Property Management
- Tenant Representation

### **Practices and Specialties**

- Auction Services
- Distressed Assets
- Financial Advisory
- Food and Beverage
- Golf and Resort Properties
- Government Contracting
- Government Services
- Healthcare
- Higher Education
- Hospitality
- Law Firm
- Life Sciences
- Location Advisory and Incentives
- Mission Critical
- Net Lease
- Not-for-profit
- Private Client
- Supply Chain
- Sustainability Services

### **Real Estate Types**

- Industrial
- Land
- Multi-family
- Office
- Retail

**Cassidy  
Turley** / Commercial  
Real Estate Services

### **About Cassidy Turley**

Cassidy Turley is a leading commercial real estate services provider with more than 3,500 professionals in more than 60 offices nationwide. The company represents a wide range of clients—from small businesses to Fortune 500 companies, from local non-profits to major institutions. The firm completed transactions valued at \$22 billion in 2011, manages 455 million square feet on behalf of institutional, corporate and private clients and supports more than 28,000 domestic corporate services locations. Cassidy Turley serves owners, investors and tenants with a full spectrum of integrated commercial real estate services—including capital markets, tenant representation, corporate services, project leasing, property management, project and development services, and research and consulting. Cassidy Turley enhances its global service delivery outside of North America through a partnership with GVA, giving clients access to commercial real estate professionals across the globe. Please visit [www.cassidyturley.com](http://www.cassidyturley.com) for more information about Cassidy Turley.