

A low-angle, upward-looking photograph of several tall skyscrapers. The buildings are made of glass and steel, with many windows visible. The sky is a clear, pale blue. A semi-transparent blue rectangular box is overlaid on the left side of the image, containing white text. The overall composition is dynamic and emphasizes the height and scale of the urban environment.

Williamson County Request for Qualifications

November 30, 2010



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General Information

The General Information will include information regarding the structure of the firm including the history and year organized. Number of offices located in Texas including address, brief description of staff, and number of licensed representatives at each location.

UGL Services is a global real estate firm that has focused exclusively on the needs and requirements of the business space user since 1984. Within the combined companies of UGL Limited our employee base is more than 30,000 globally, with 21,500 dedicated solely to the delivery of Real Estate services. UGL currently has more than 100 worldwide offices with in-house employees.

We provide comprehensive real estate solutions through:

- ▶ Transaction Advisory
- ▶ Portfolio Management
- ▶ Project Services
- ▶ Data Management
- ▶ Facility Management
- ▶ Strategic Advisory
- ▶ Workplace Integration
- ▶ Corporate Finance
- ▶ Audit & Recovery
- ▶ Site Selection Advisory
- ▶ Technology Consulting
- ▶ International Service Center
- ▶ Sustainability Practice

Austin

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Currently we have approximately 40 licensed representatives in our Texas locations combined. We also employ another 20 or so people in administration, research, human resources, marketing and support.

Experience

The Experience will include information regarding the number of transactions brokered in Texas, projects with other government entities and size of project.

UGL Services has transacted well over 1,000 real estate transactions in the greater Texas marketplace. We are currently representing The State of Texas, Travis County, Central Health and Workforce Solutions Alamo. We have also represented The Texas Workforce Commission. What follows is a list of other government entities we are currently representing or have advised in the past:

Client	Location	Portfolio Size	Services Provided
	50 States, DC & Puerto Rico	166 Million SF (Multiple Projects)	Portfolio Management Transaction Advisory Project Services Audit & Recovery
State of California 	Entire State	40 Million SF	Strategic Planning Data Management
Commonwealth of Pennsylvania 	Entire State	8 Million SF	Strategic Planning Portfolio Management
State of Georgia 	Statewide (Multiple Projects)	17,000 Assets	Technology Consulting, Public Policy, Technology Solutions Consulting
Los Angeles Unified School District 	Los Angeles	210 Locations	Project Services Portfolio Management Transaction Advisory Data Management
	Partner Relationship throughout Singapore	--	Strategic Planning Transaction Advisory
	Entire County	1.1 Million SF	Strategic Planning

Client	Location	Portfolio Size	Services Provided
	Chicago, IL	808,500 SF	Strategic Planning Transaction Advisory Relocation
	Chicago, IL	300,000 SF	Transaction Advisory
	Maricopa County, AZ	285,000 SF	Strategic Planning
 District of Columbia Housing Authority	Washington, DC	150,000 SF	Workplace Integration Strategic Planning
	Santa Monica, CA	70,400 SF	Transaction Advisory
	Chicago, IL	40,000 SF	Strategic Planning Transaction Advisory

Project Approach

The Project Approach shall clearly describe the agent's/broker's understanding of the work required and the manner in which it will be undertaken by the agent/broker. It shall include a description of the anticipated level of effort during the marketing and sale of a typical targeted property.

UGL Services has a wide array of Disposition Methods available when it comes to property dispositions. Every property is unique whether it be land, office space, retail or industrial/service center space. We will tailor any particular disposition method depending on the type of asset being considered. We will put to work the necessary resources and time to achieve the best possible outcome for our clients.

The traditional method to dispose of excess assets involves signage, canvassing, correspondence with the brokerage community, brochures, flyers, correct pricing, Flash Emails, Open houses, targeted SIC industry specific mailings and contacts.

We will also utilize targeted Buyer/Tenant E-mail from our proprietary contact list.

Online Virtual Tours are also an effective tool for generating interest in a particular property.

Fee Schedule

The Fee Schedule shall indicate the commissions required by the agent/broker on all transactions. Responders should also provide their proposed fee for services not related to a sale transaction.

UGL Services receives a customary market commission typically paid for by the Seller or Landlord in any particular real estate transaction.

Our consulting and advisory fees are generally on an “Ala Carte” basis and tailored specifically to our clients needs on a case by case basis.

Resumes



REPRESENTATIVE

CLIENTS

- Abbott Laboratories
- Armstrong Cabinets
- Between Markets
- Cyrus One
- Dazel
- Decision One
- Deja.com
- Docent
- Ebay
- Encore Orthopedics
- Factory Motor Parts
- Farmers Insurance
- Gallerywatch.com
- Hanger Orthopedics
- Hewlett-Packard
- Imagistics
- Keyotee Software
- Lacks Furniture
- Milward Brown/Intelliquest
- Mirage Networks
- Novus Edge
- Omnicare
- Power Computing
- PPD
- SBC
- SEMI
- Texas Workforce Commission
- Vignette
- Vincera
- Zurich Insurance

Keith Zimmerman

Vice President

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Profile

Keith has over 20 years of experience in real estate brokerage, development and consulting and is the head of the UGL Equis Austin office. Responsible for serving local and national accounts, Keith has extensive experience in commercial tenant representation and development including build-to-suits, relocations, renewals, acquisitions and large land development. Keith specializes in office and industrial spaces.

Keith focuses on a number of key industries and organizations. Locally, he has worked with a large number of start-up venture-backed or mid-size high-tech firms and has been on the executive council of the Austin Technology Council. He has also worked in the Call Center Industry and has been the only real estate member on the board of the Austin Call Center Alliance. He has written several articles that have been published nationally on site selection and capitalizing on economic opportunities in business climates.

Prior to his work in commercial real estate, Keith was Vice President of the Greater Austin Chamber of Commerce, receiving an award for top Chamber program in the country. Keith also was the Chair of the Dell Jewish Community Campus and the President of the Jewish Community Center, helping raise over \$25 million for the organization.

Education

BA, Finance and Real Estate, University of Texas

Associations

Austin Technology Council, Austin Call Center Alliance, CoreNet Global

Projects

Farmers Insurance / Zurich Insurance

- Negotiated a creative 190,000 sf transaction at below market rates, including a substantial TI allowance and fixed price purchase option. The inclusion of the fixed price purchase option allowed Farmers complete a sale leaseback a year after the lease was signed, netting Farmers \$5.5 million in profit, 7 acres of land for expansion and a much more favorable long term lease.
- Sold a 100,000 SF building in Austin, Texas. for \$21.7 million, nearly doubling the budgeted sales projection of \$11 million.
- Sold for \$8 million a high profile 100,000 SF property in Portland, Ore that was being vacated.
- Sale leaseback of a 175,000 sf office/distribution center for \$16 million in Chino, Ca.

Hewlett Packard

- Represented HP on 11 leases totaling over 300,000 SF throughout the country including their national emergency data center, reducing costs by over 25%.

PPD

- Negotiated a 225,000 SF lease in Austin, the largest brokered transaction completed in 2005. The transaction required consolidating offices that were in seven separate buildings. Negotiated below market terms, as well as a \$5.5 million fee from the landlord to offset subleasing risk.

Texas Workforce Commission

- Represented the Texas Workforce Commission in over 100,000 SF of call center and administrative space. Negotiated for an existing 300 seat call center saving the company over \$2 million in capital improvements.

Encore Orthopedics

- Saved Encore over 25% on their 68,000 SF manufacturing facility and headquarters. Added 33% more space with very minimal additional cost by incorporating new mezzanine into negotiations.

Cyrus One

- Negotiated below average long term 50,000 sf lease for a data center in Austin



Lawrence J. Meldman

Vice President

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Profile

Larry Meldman is Vice President in UGL Equis' Austin office. Larry has over 25 years of experience in corporate real estate services, primarily in tenant representation and development including build-to-suites, lease renewals, lease restructuring, acquisitions and national account representation. Larry has performed nearly 1,000 real estate transactions in excess of one billion dollars.

Larry has been recognized as a "Top Sender" of national account business in addition to being nominated twice for the Chicago Sun Times Broker of the Year Award.

Prior to joining UGL Equis, Larry was Director of Sales for a high-end residential golf development in Austin, Texas. From 2000-2005, Larry was Senior Vice President with Colliers Bennett & Kahnweiler and from 1985-2000 he was Senior Managing Director with CBRE based in Chicago, Illinois.

Education

BA, Philosophy; Occidental College

Associations

CLBA- Commercial Leasing Brokerage Association of Austin

AIREB - Association of Industrial Office Brokers

Texas Real Estate Commission - TREC

Austin Board of Realtors - ABOR

Projects

Dematic Corporation- 500,000+ square feet of office and industrial leases and purchases in multiple cities.

Durable Packaging- 450,000 square feet of office and industrial leases and purchases.

Siemens- 320,000 square foot service center lease in Dallas, Texas.

Motorola- 200,000+ square feet of office leases.

HFC- 200,000 square feet of office leases.

Bear Stearns- 200,000 square feet of office leases.

Nexus Distribution- 200,000 square foot industrial lease.

The Alter Group- 162,000 square foot industrial lease.

Santa Fe Pacific Corporation- 125,000 square foot office lease.

Allstate- 110,000 square foot office lease.

Awana Clubs International- 105,000 square foot office build-to-suit for lease.

GE Medical Systems- 100,000+ square feet of office/ service center leases

Hospital Corporation of America- 100,000 square foot office sale.

J.C Penny Telaction Group- 95,000 square foot office lease.

REPRESENTATIVE CLIENTS

- Dematic Corporation
- GE Medical Systems
- Digital Equipment Corporation
- HFC
- Bear Stearns
- The Marmon Group
- Santa Fe Pacific Corporation
- AWT Corporation
- McDonalds
- Awana Clubs International
- Mercedes Benz
- Fireman's Fund Insurance
- Unocal Chemical Corporation
- Allstate Enterprises
- Motorola
- Brightstar Corporation
- Emerson Electric
- Coca Cola USA
- Kraft General Foods
- Brown-Foreman
- IDES
- Pitney Bowes
- Diebold
- HCAA Omron

References

The References should include:

- Name of agency/firm, contact person, phone number and email address
- Year service was provided
- Type and scope of services provided
- Contract value

Financial Condition

Provide a copy of the firm's most recent audited financial statement, if available. This item would be included as an attachment or appendix and will not be considered part of the page limitation of qualifications.

See Appendix A



Appendix A