

This is the second issue of Colliers International's REMS Report, a quarterly newsletter dedicated to reporting new deals, new business relationships and competitor information for the Colliers property management community. To submit information and articles, please call Peg Carlson, Colliers USA Headquarters, 617-722-0221.

Colliers USA firms picked up 28 million square feet in new business in 2002, for a total of 205 million square feet under management. Property management professionals enjoyed a good first quarter this year as well.

Peg Carlson has arranged special pricing for Colliers International firms with Ondeo-Nalco, an international water treatment and processing firm. There are no special requirements on the part of Colliers, and all current Ondeo customers will receive a two percent savings on their bills to start. We will realize greater savings as more of Ondeo's services are used.

### Southeast Region

BOMA South Florida chapter selected **Judith R. Pratt** of Colliers' Ft. Lauderdale office as 2003 BOMA Outstanding Member of the Year. Ms. Pratt serves as a member of the Board of Directors and Chair of the Education Committee.

Colliers Pinkard won a full service management and leasing assignment for a 900,000 square foot **INVESCO** industrial portfolio. The Charlotte office was the incumbent manager for the prior owner, and competed against CB and Trammell Crow for the business. **Pete Stanford** of Baltimore attributed this win to his firm's experienced multi-discipline team, market-leading industrial brokerage, expertise with Yardi accounting software, and demonstrated property knowledge. CB is a preferred vendor for INVESCO, yet Colliers Pinkard was able to overcome that obstacle with their team and presentation.



### Eastern Region

**Peter DeLuca** in the Boston office had secured three significant new assignments by early March. Spaulding & Slye Colliers competed successfully against CB and Trammell Crow for the facility management contract on a 230,000 square foot life sciences building in Cambridge, MA. Peter's team has experience managing the special needs of life sciences operations.

Brokers from Spaulding & Slye Colliers brought a 120,000 square foot office deal in Cambridge to **Rockwood**, and Peter's team secured the management, as well.

Finally, the Boston team now manages a 375,000 square foot office park in Westboro, MA, owned by **Windsor Fund Realty IV**, a joint venture between **General Investment & Development Co.** and the \$31B pension fund.

**Michael Amenabar**, Director of Property Management for Colliers Dow & Condon in Hartford, won a property management assignment in January for a four-building portfolio totaling 116,400 square feet. The opportunity to bid on the assignment came from a referral by **Nicholas Morizio**, president of Colliers Dow & Condon, and agent for the owner.



**The Weinberg Foundation** chose Colliers Pinkard to manage a 200,000 square foot downtown office building, which is part of Baltimore's \$350M West Side redevelopment plan. The Weinberg Foundation, one of the nation's largest charitable foundations, selected Colliers Pinkard over Transwestern due to Colliers' long-standing downtown Baltimore office expertise and a detailed management plan.



### Central Region

From January to April, Colliers Towle Turley Martin Tucker has landed management and leasing assignments from three different owners for seven properties totaling 1.1 million square feet. **BGK Equities** hired CTTMT on two downtown St. Paul multi-tenant office buildings totaling 468,000 square feet. CTTMT landed the business as a result of a long-term relationship cultivated by **Dawn Grant**.



Pennsylvania-based **Urdang and Associates** acquired One Corporate Center I & III in Bloomington and selected CTTMT to manage and lease office properties



totaling 222,000 square feet. This assignment was also the result of a long-term relationship that **Mark Reiling** has with the asset manager.

Yet another long relationship with Minneapolis-based **Stielow Properties** that began with Mark Reiling's father, **Bill Reiling**, resulted in CTTMT being selected to manage and lease a portfolio of warehouse district properties totaling 250,000 square feet.

Colliers REMS and CTMT also secured significant management business this past quarter. New assignments include the 377,500 square foot Messenger Industrial Portfolio in Chicago for **MLRP, LLC**, an



812,000 square foot industrial portfolio for **AMB Property, LP** in Cincinnati, a 1.2 million square foot office complex in Indianapolis for **ING**, and a half million square foot industrial portfolio in Indianapolis for **GE Capital**. GE Capital also awarded CTMT the management of **Harding Mall**, a 278,500 square foot shopping center in Nashville, TN.

Other notable new CTMT assignments include the management of a 925,800 square foot John Deere Distribution Center in Indianapolis for **CB/Richard Ellis Advisors** and a 650,000 square foot class A office building in Kansas City for **Archon Group**.



## Western Region

Colliers International in San Diego has gained several management assignments through referrals from brokers. **Steve Willmore** reports that his team is expanding into residential management services and has had success in this arena. **Peter Scepanovic** was the referring broker on assignments for 252 apartment units in three properties owned by **United Development Group** and 470 units for **Prosper Management**.

Brokers **Jim Spain**, **Brian Strange** and **Josh McFadyen** referred the management of 50,000 square foot Santa Fe Business Park and 70,000 square foot Darwin Court Technology Center owned by TriQuest Development.

**Tony Albin** referred a 105,000 square foot industrial center owned by **Levin Menzies & Associates** to the San Diego management team.

CTMT won the management of Edward Jones Southwest Regional Headquarters facilities in Tempe,



AZ. The assignment includes management of both high touch (workplace services - office environment) and high tech. In addition to its relationship with Edward Jones, CTMT provides a platform to consolidate facility management, operations and maintenance in a scalable, cost efficient manner that appealed to **Edward Jones**.

