



Partial List of Transaction Clients for Susan McClure

Acordia Insurance	Gates, McDonald	Procter & Gamble Distributing
Agilent Technologies	General Electric	Prodel Automation
Ampex Corporation	Geosource-Geophysical, Inc	Quest Capital Management
AMRESO	Gillette Safety Razor Division	Rauscher Pierce Refsnes
Aperture Credentialing	Grant Petroleum Corporation	Raychen Corporation
Appleton Papers	GTSI	Rees Associates
Armco Steel	Halliburton Resource Management	Republic Mailing
Assisted Living Concepts	Harwood Homes	Resource Solutions
BancTec, Inc.	HBO	Rexene Corporation
Batteries Unlimited	Healthtech	REZsolutions, Inc.
Beaird Hanes & Co.	Hewlett-Packard	Seiko Time Center
Bekart Steel & Wire	Hogg-Robinson, Inc.	Sensormatic Electronics (Division of Tyco Electronics)
Bell Atlantic	Intertech Engineers, Inc.	SERCO
Bull Corporation of America	Jostens Learning Corporation	Sheldon Pollock Corporation
Catellus Development Company	Kessler & Collins	Simmons Mattress
Celanese Chemical Company	Kimball Furniture	Smart Protection Security, Inc.
Ceridian Corporation	Life of Georgia, Inc.	Software Alternatives, Inc.
Ciba Pharmaceutical Company	Logic, Inc.	Solid Systems
Compass Insurance Company	Lotus Development Corporation	Southwest Land Title
Consulting Engineers	Luber-Finer	Specialty Underwriters of Texas, Inc.
Contemporary Staffing	Marine Midland Consumer Credit Corp.	Spector Red Ball Motor Freight
Convex Computer Corporation	Maxicenters USA	Spectra Physics
Corning Clinical Laboratories	Medallion Holidays	St. Regis Paper Company
Crawford & Company	Merck-Medco	Stewart Title Dallas, Inc.
Critical Care America	Meredith Publishing	T-Mobile
Dallas Systems, Inc.	Metaphor, Inc.	Taylor Winfield
Danbrook & Associates	Metcalf-Eddy	Terrell & Terrell
Dassault Systems of America	Mitsubishi Electric Sales America, Inc.	Texas Automotive Sprinklers
Dresser Industries	Morris Engineering	Texas Institute
DWC Commercial	National Data Corporation	The Greene Corporation
Eagle Marketing Company	National Intergroup	The Shams Group
Eclipse Networks	Nestle USA	Title Resource Guaranty
Edelman Worldwide	New England Mutual Life	Title USA
Eli Lilly & Company	Omni Hearing Systems	Transamerica Insurance
Elizabeth Arden	Otis Engineering (Div of Halliburton)	Uni-Bell Plastic Pipe
Entertainment Data, Inc.	Overhead Door Corporation	United Research
ESP Executive Suites	Paradyne Corporation	Unum Provident Insurance Co.
Fogo De Chao	Penn General Services	US O'Siris
Ford Motor Credit Company	Perot Systems	Vibration & Noise Engineering
Foremost Insurance Company	PF Collier, Inc.	Washington Inventory Services
FoxMeyer Drug Corporation	Pharmacia	Western Digital Corporation
Frito-Lay, Inc.	Pinkerton's, Inc.	Westinghouse Security Systems
GDA & Associates	Pitney Bowes	WMC Mortgage
Gale/Triangle		



T-MOBILE | 29,211 Square Feet | Office and Data Center Space

When T-Mobile's wireless division decided to consolidate its office personnel and critical data center into one location, timing was critical. The new data center had to be operational in time for a year-end corporate-wide promotional event that had been set in motion. In addition to completing the transaction – from start to finish – in 72 days, negotiating a right to terminate and a right to renew and expand, our value-adds included:

Results

Total Value of Concessions: \$860,495

- Rental rate that is 31% lower than the primary lease rate
- Furniture valued at \$572,000.00
- Data Center Equipment
 - 3 cabinets @ \$4,500.00
 - 20 cables @ \$6,000.00
 - Two 8-ton HVAC units @ \$64,000.00
 - UPS, 40KVA system @ \$34,000.00
 - 1,400 square feet of raised flooring @ \$14,545.00
- Communications cabling for 145 cubes (2 data and 1 voice to each cube) @ \$50,750.00
- Demo Room and AV Equipment
 - Ceiling-mounted projector and mechanical screen @ \$30,000.00
 - 2 televisions @ \$1,800.00
 - 1 VCR @ \$200.00
 - 1 DVD @ \$300.00
 - Sound board, light panel, character general, speakers @ \$80,000.00
 - 6 Polycom telephones @ \$1,500.00
 - HP LaserJet 3200 fax machine @ \$900.00

BANCTEC, INC. | More than 400 Locations | National Representation

Represented BancTec, whose real estate requirements would classify it as a corporate services account. We provided real estate services for BancTec's national portfolio for 14 years. Our goal was to secure the proper type of real estate at the lowest cost of occupancy to maximize BancTec's strategic growth plans.

Responsibilities

- Develop and implement strategic plan to control and maintain real estate expenses
- Maintain a computerized lease tracking system
- Manage multiple lease transactions simultaneously
- Conduct financial analyses
- Negotiate lease buy-outs
- Negotiate purchase / sale contracts



- Sublease space
- Perform annual review of operating expenses at each location
- Authorizing rent checks through the accounting department

GAYLE TRIANGLE, INC.

375,000 Square Feet | Warehouse Distribution

Gayle Triangle is a third-party logistics firm. For this assignment, the in-coming product came from a foreign country, thereby qualifying Gayle for a tremendous inventory tax savings, which the firm was unaware of prior to engaging us.

Results

Total Value of Concessions: \$16.84 million

- 3 months free rent, value of \$271,875.00
- Office area refurbishment allowance, value of \$20,750.00
- Eight inch black vinyl-coated fence with 2 gates, value of \$34,000.00
- Construction management fee waived, value of \$2,738.00
- C&W cash contribution, value of \$5,000.00
- Eliminated 90% of Inventory Tax, based upon a total inventory of \$200,000,000.00
 - City Tax elimination, annual value of \$1,695,400.00
 - School Tax elimination, annual value of \$3,596,228.00
 - County Tax elimination, annual value of \$221,495.00
 - Total 40-month lease term value of \$16.54 million
- Annual right to audit operating expenses
- 7% cap on controllable expenses
- Limitation on pass-through of capital items
- Right to reduce the LOC
- Renewal option

WESTINGHOUSE SECURITY SYSTEMS (WSS)

53,750 Square Feet | Home Security Monitoring Center Build-to-Suit

When Westinghouse had a home security, it hired us to evaluate and compare the benefits and costs of renegotiating an early lease renewal/expansion or securing an alternate location. Our evaluation and analysis concluded WSS would benefit by designing/building its facility.

We orchestrated competition for the design of WSS state-of-the-art security monitoring center. This build-to-suit assignment included developing a written set of interior specifications, site selection, developer selection, lease negotiation and penalties for non-timely construction completion.



Results

- For a term equal to a 10-year renewal, we saved \$4.3 million (“out-of-pocket” dollars) at a present value of savings of \$2.4 million



CORNING CLINICAL LABORATORY

80,000 Square Feet | Blood Testing Laboratory Build-to-Suit

Corning hired us to negotiate the BTS assignment for a state-of-the-art blood testing laboratory that included unique features such as negative air pressure from the offices into the main lab area and a flexible trench grid system for sink drainage.

Responsibilities

- Site selection
- Developing a written set of laboratory specifications
- Negotiating an existing lease buyout

Results

- Created a \$300,000 cash allowance for CCL's use
- Obtained a cancellation option with a predetermined termination penalty and a fixed formula for expansion

WMC MORTGAGE CORPORATION

24,851 Square Feet | Loan Processing Center

WMC, a mortgage loan processing company headquartered in California, had no presence in Texas at the time of the assignment. From the initial telephone call of engagement, we had 60 days to identify locations, negotiate a lease, perform construction and ready the space. Timing was especially critical because WMC could not afford to miss the home loan re-finance market.

In addition to completing the transaction from start to finish in 59 days, our value adds included:

Results

Total Value of Concession: \$1.9 million

- Free rent valued at \$134,610.00
- A sublease rate \$9.00 lower than the direct building rate, resulting in rent savings of \$950,551.00
- No operating expense pass-throughs, resulting in rent savings of \$110,271.00
- Furniture valued at \$575,000.00
- Cabling system valued at \$42,750.00
- UPS system valued at \$5,000.00
- Liebert unit valued at \$18,000.00
- Audio/visual system valued at \$70,000.00



CONVEX COMPUTER

300,000 Square Feet | Building Ownership Restructure

When the computer industry experienced a major downturn in the early 1990s, Convex Computer proactively streamlined its organization. To focus on its core business, Convex retained C&W, on a global basis, to downsize, sublease or negotiate lease buy-outs for more than 30 leases worldwide.

In 1993, C&W implemented a financial restructure on Convex's 300,000-square-foot headquarters building. The building was sold, and the resulting joint venture included Convex. Financing was also restructured.

Results

- Our global lease restructuring efforts recovered more than \$1 million for Convex
- The result of the building ownership restructure was that for the same time period as the original lease
- We saved Convex \$11 million "out-of-pocket" at a present value of \$5.5 million

PROPERTY MANAGEMENT ASSIGNMENTS

88,493 SF of Property Under Management

Midway Market – 57,830 SF showroom/retail building

Highview Business Center – 40,454 industrial building

4004 Little Road – 10,863 SF retail strip center

413 Round Grove – 10,000 SF retail strip center

2154 S. Hwy 121 – 9,800 retail strip center



LANDLORD REPRESENTATION

Leased Over 3 Million Square Feet of Building Property

Exchange park – 700,000 SF mixed use project, including office & retail space

- Leased over 100,000 SF to Frito-Lay, Inc.
- Leased over 75,000 SF to University Computing Company
 - Landlord – Bankers Life & Casualty Company

The Zale Building – Hired to re-lease 100,000 SF vacated in this building by Blue Cross and Blue Shield

- Landlord – John Hancock Company

Life Insurance Company of the Southwest Bldg. – 140,000 SF office complex

- Landlord – Brown & Root

The Towers @ Williams Square – 1,700,000 SF office complex

- Headed up the national leasing team, overseeing 23 C&W team members across the country
- Leased 230,000 SF to IBM
 - Landlord – Southland Real Estate Resources, Inc.

Three Hillcrest Green – 69,000 SF garden office building

- Landlord – Purnell Co. N.V. d.b.a. One Metro Corporation

The Wang Building – 227,418 SF 10 story high rise building

- Landlord – Iris Properties Associates L.P.

The AT&T Building – 289,736 SF 12 story high rise building

- Landlord – Laurel Properties Associates, L.P.

121 Corporate Business Park – 167,130 SF single story office building

- Leased 56,784 SF to Verizon
- Leased 30,054 SF to The Shams Group
- Leased 17,834 SF to Care Now
- Leased 23,397 SF to Google
- Leased 10,000 SF to Prodel Automation
- Leased 11,467 SF to WRPS
- Leased 20,361 SF to Kings III
 - Landlord – 121 Canyon Office, L.P.

Midway Market – 57,830 SF showroom/retail building

- Leased 12,819 SF to Berkely Fabric & Upholstery
 - Landlord – HP-Midway Market L.P.

Highview Business Center – 40,454 SF multi-tenant industrial bldg.

- Leased 11,294 SF to Abbott Labs
- Renewed 4,757 SF to US Remodelers
- Renewed 5,270 SF to ACS Dataline
- Sold project in 2008
 - Landlord – Mansfield Debbie Lane, Ltd. & Keller Bear Creek 377, Ltd.



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