

March 2010

STREAMLINES

A Look Back: One Year Anniversary of Stream Atlanta and Orange County Offices

Stream Atlanta



It seems like it was March 1, 2009 just yesterday, Kyle Luby and I were locked out of our first office (we were squatters at a local brokerage firm, and they don't get in the office until 9AM). It has been an amazing ride, and I am pleased to report that Stream Atlanta will be over 1,800,000 square feet in leasing and management contracts by the time you read this.

Kyle and I like to joke that Stream sent us here with a ham sandwich and a map, but, in actuality, we are huge beneficiaries of the Stream name. For example, we were able to get a meeting with an institutional owner, which led to us picking up two high-profile assets in downtown Atlanta. Our thanks go to Ray Mackey who got us in the door through

his BOMA connections. Another example: the Houston team developed a great relationship with a guy named Ronnie Miranda when he was with DBSI. Because of Houston's efforts, Ronnie trusted us and gave us a project in Kennesaw, GA. Then, Hudson Smythe turned around and made a 5,000 square foot lease in the first 60 days, leading to more product with Ronnie. This also provides a track record we can tout.

A man named Tim Keller once said, "When things go right, look outward; when things go wrong, look inward." Fortunately, a lot of things have gone right for us, and I am overly grateful for the team we have assembled here. Kyle, Carol, Hudson, Curtis, Jill and Candice are the reason for our success and continue to be amazing ambassadors for Stream.

- Ben Haultt, Managing Partner, Stream Atlanta

Stream Orange County



To say the past twelve months have been a blur would be the understatement of the year, personally and professionally! Blaine got married ten days before moving to Orange County and Colby had his third baby boy only four months into the madness. Couple that with parachuting into the market from out of nowhere to start a commercial real estate company during the "great recession", four different office moves, two phone systems, and you're in for a wild ride!

In all honesty, we wouldn't trade anything for the journey we have been on. Twelve months later and we have just over 1,100,000 square feet of project leasing, a handful of tenant rep assignments and we are shaking this market up. Everyone at the "Big Three", CBRE, Cushman & Wakefield and Grubb & Ellis, tell us we are crazy every time we run into them (a few have asked us to stop calling on their customers), but they are starting to take notice as they lose market share. It's challenging and a bit stressful – but a lot of fun. Owners have laughed us out of their office (we're coming after your tenants Kilroy) and tenant's have chosen another firm even after we offered to donate half our commission to their charity (thanks to South Coast Children's Society).

We hired our first employee, Mike Adams, in November and he is already adding tremendous value to Stream Orange County. 2010 will be a big year for Stream Orange County. We are continuing to stay on the offense and look forward to building our team as the year goes on. We just picked up a fridge for the office from a tenant next door for \$100! Things are looking up!!

**- Colby Annett and Blaine Annett, Co-Managing Partners,
Stream Orange County**

WEST OAK BUSINESS PARK – ATLANTA



BARTON OAKS PLAZA – AUSTIN



Atlanta

- Stream Atlanta was awarded the leasing and management of Park Creek in Duluth, Georgia. Jill Bomar and Hudson Smythe will lease the 253,870 SF four-building project on behalf of Tansley Acquisitions.
- Stream Atlanta was also awarded the leasing of Northmont Business Center in Duluth, Georgia. Jill Bomar and Hudson Smythe will lease the 224,548 SF three-building project on behalf of Thompson National Properties.
- Hudson Smythe represented Thompson National Properties in a 5,230 SF office lease with Shaw Flooring at Barrett Office Center. Hudson also represented Panattoni Development Company in a 4,700 SF office lease with ATG Transport at West Oak Business Park, bringing the property to 100% leased.

Austin

Industrial

- Daniel Farrar and Will Nichols represented PS Business Park's McKalla 3 in an 8,274 SF lease with TALHO. Daniel and Will also represented Steam's Raceway Crossing in a 12,800 SF lease with Used Equipment Sales in North Austin.
- Daniel Farrar represented Brockton 3 in a 20,082 SF lease with Foxconn.

Office Leasing & Management

- Kevin Granger and Steve Blight represented Barton Oaks I in a 4,309 SF lease with TIG in Southwest Austin.

Retail

- Bryan Dabbs represented Regency Center's North Hills in a 4,000 SF retail lease with Lone Star Tan and a 1,105 square foot retail lease with Hart Capital Enterprises.
- Ryan Ridgeway represented WW Webber in a 4,000 SF retail lease at Cameron Crossing.

Tenant Representation

- Derek Lewis completed the following transactions: Foxconn in a 20,082 SF lease at Brockton 3, Rogge Capital in a 4,818 SF office lease at Frost Tower in Downtown Austin and uControl in a 3,916 SF office lease at Bridgepoint Plaza in Northwest Austin.
- Alan Peters represented Mebane Enterprises in a 1,500 SF office lease at 3600 Bee Caves in Southwest Austin.

Dallas

Industrial

- Blake Kendrick and Seth Koschak represented Custom Assembly, Inc. in their 46,251 SF lease renewal at 8101 Tristar Drive near DFW Airport.
- Chris Jackson, Blake Kendrick and Bob Hagewood represented Jackson Shaw in negotiating a 10-year, 28,417 SF build-to-suit at PARC 114 in Irving, Texas.
- Blake Kendrick and Bob Hagewood represented E-Distribution on their 6,939 SF lease renewal at 1362 Exchange Drive in Richardson, Texas.
- Blake Kendrick and Seth Koschak represented Forester Properties on a 6,496 SF direct flex renewal at Valley View Tech Center in Farmers Branch, Texas.
- Jason Moser leased 1615 Dragon Street, a 5,000 SF building in the Design District, to Laura Lee Clark Design, an interior designer. Jason also sold 30,000 SF of land at 1840 Mockingbird to a local investor.
- Jason Moser and David Duwe leased 20,000 SF at 8400 Ambassador Row to Mickey Redmond and Company.

Investment Sales

- Patrick Blasdell and Keith Fisher were awarded the investment sale listing for 16300 Addison Road, a 22,359 SF office building in Addison, from Berkadia Commercial Mortgage LLC.

Office Leasing & Management

- Ramsey March and Ryan Collier successfully negotiated a 3,011 SF lease renewal for Balfour Beatty Construction, LLC at Citymark in Uptown Dallas, bringing the tenant's total occupancy of the building to 73,800 SF.
- Patrick Blasdell and Tony Roach have completed the following two deals on behalf of their landlord at Parkway Plaza I & II and Stream Realty: The Ryan Group, Inc. signed an 801 SF lease at Parkway Plaza I and Tom Donohue & Associates, Inc. signed a 1,013 SF lease at Parkway Plaza II.
- Tommy Nelson and Tony Roach have inked a 5,720 SF lease for Rummer Medical Distributors, Inc. at 1130 East Arapaho, increasing the building occupancy to 81.0%.

Tenant Representation

- Russ Webb represented Ascension Services on a three-year renewal at 1550 Norwood in Hurst, Texas, and Woodvale Limited on a 3,700 SF transaction at 424 MidCities Boulevard in Hurst, Texas.
- Matt Flory and Keith Fisher represented GDCADA in a 7,868 SF, 96-month transaction in Woodview Tower.
- John H. Pope and Chad Hennings represented Med-Trans in an 8,363 SF transaction at 2871 Lake Vista Boulevard in Lewisville, Texas.
- John H. Pope, Chad Hennings and Kyle Jacobs represented Total Sleep in a 2,334 SF transaction at Preston Sherry Plaza in Dallas, Texas.
- Stephen Johnston was hired by GALOSI, Compliance Depot and ESPI Video.
- Parker Handlin, Stephen Johnston and Chad Hennings were hired by NCTTRAC to evaluate their 8,000 SF office relocation. The team was also hired by

TIMBERWAY ONE – HOUSTON



ONE CASTLE HILLS – SAN ANTONIO



Piper Jaffray Companies to evaluate their offices in Dallas and Houston for a total of 7,000 SF.

- Parker Handlin and Tim O. Terrell closed an 11,822 SF short-term extension for ReoStar Energy Corporation, and they were hired by New Tech Engineering to evaluate their Fort Worth, Texas and Denver, Colorado office needs.
- Matt Flory and David Cooke completed a four-year, 2,500 SF renewal for Digital Copy in Lincoln Center in Dallas, Texas.

Houston

Industrial

- Justin Robinson and Matt DiLeo represented the landlord, Agellan Capital Partners in the following lease negotiations:
 - Funsorce Partners expanded their 52,524 SF lease at Minimax Drive
 - Golden Age Services expanded their 17,134 SF lease at Minimax Drive
 - Johnstone Supply renewed their 14,268 SF lease at Southport Business Park
 - IT Remarketing, Inc. signed a new 20,700 SF lease at Long Point Business Center
 - Titan Technologies renewed their 10,267 SF lease at West by Northwest Business Park – Jameel
 - Argo Power Services renewed their 15,994 SF lease at Pineforest Business Center
 - Charras signed a new 3,300 SF lease at West by Northwest Business Park – Jameel
- Justin Robinson and Matt DiLeo represented the landlord, Cabot Properties, in the following lease negotiations:
 - Kingsa Industries renewed their 3,263 SF lease at Village Green Service Center
 - Hillary Machinery renewed their 1,738 SF lease at Village Green Service Center
- Transaction Packing expanded and renewed their 76,300 SF lease at AMB IAH Airfreight Center. Justin Robinson represented the landlord, AMB Property Corporation, in lease negotiations.

Office Leasing & Management

- Ryan Bishop signed a 19,737 SF lease with Houston Offshore Engineering at Timberway One. The five-year lease takes the building to 95% leased.
- Adam Jackson and Ryan Bishop signed a 2,135 SF renewal with Government of Israel Economic Division at Two Riverway.
- The Greenway Team signed a five-year, 6,023 SF deal with Practice Insight at One Greenway Plaza.

Tenant Representation

- Jon Farris and Graham Horton were hired to represent Portable Products Services for their 65,000 SF industrial requirement.
- Graham Horton was hired to represent Capital Lumber for their 70,000 SF industrial requirement.

Orange County

- Blaine Annett and Colby Annett completed the following transactions: a 2,432 SF lease with GIT America, Inc., a 2,074 SF lease with Diaz & Associates, Inc., a 2,146 SF lease with Luffon Investment at Tustin Financial Plaza and a 2,500 SF lease with Edvantage Consulting at Summit Office Campus on behalf of landlord, RREEF.
- Mike Adams and Colby Annett represented the tenant, Premier Coaching, in leasing 2,500 SF lease at 13107 Ventura Boulevard.

San Antonio

- Jason Schnittger represented the tenant, Ranch Hand Equipment, in completing a new 28,242 SF lease at 2625 Broadway. Jason also completed a 1,220 SF lease with Burgess Construction at Shavano Center I.
- Jason Adkison and Jason Schnittger represented the tenant, Baptist Child and Family Services, in completing a 19,324 SF lease at 4415 W. Piedras Drive.
- Shannan Schnittger and Carolyn Hinchey renewed Dr. Roger Arredondo for a total of 1,610 SF at Woodlake Plaza.
- Carolyn Hinchey and Shannan Schnittger completed a 421 SF lease with Medical Solutions at Centre Plaza.
- Carolyn Hinchey represented the tenant, Patrick O'Connor & Associates, in completing a 1,190 SF lease at Galaxy Plaza II.
- Shannan Schnittger completed a 2,307 SF lease with Nationwide as well as a new 603 SF lease with Skyshade at One Castle Hills.



PARKWAY PLAZA I & II – DALLAS



SUMMIT OFFICE CAMPUS – ORANGE COUNTY



Stream Houston Annual Awards

Last month, Stream Houston held their quarterly meeting to recognize excellence among the leasing, marketing and management teams.



Team Falcon took home the Stream Cup for going above and beyond in 2009.



Regus Award presented to Jennifer Bachand, who embodies Stream's principles of Nice, Smart, Honest and Passionate.



Top Industrial Producer was awarded to Justin Robinson for completing the most deals in 2009.



Top Office Leasing and Management Producer was awarded to Ryan Bishop for completing the most deals in 2009.



Mayra Camarillo has been named the Accounting All-Star for the 2009 year. Congratulations, Mayra!



“I had a space planning meeting with Curt Fuller of Fuller Realty Group this morning, and I wanted to share a few things from our conversation with you. He recently did a deal with our very own, Ryan Evanich, and he couldn't stop singing praises. In describing Ryan and the way he conducted himself during negotiations, he used descriptions such as: "patient", "an absolute pleasure to work with" and my favorite, a "consummate professional".



Curt said he already greatly respected Stream, but dealing with Ryan really drove the point home. He represents a full-floor tenant that will be expiring in 2013, and according to him, he is taking them to every building Ryan and Stream lease, first.

Marty Martin has been named the Accounting All-Star for the fourth quarter of 2009. Congratulations, Marty!



– Patrick Blasdell, Investment Sales Senior Associate, Stream Dallas referring to Ryan Evanich, Associate in Stream Dallas Office



Congratulations to Candace and John Tower! Rebekah May Tower was born on February 18th in Dallas, Texas weighing in at seven pounds and eleven ounces.



Stream Dallas' Patrick Blasdell has been promoted to Senior Associate within the Investment Sales Group. Congratulations, Patrick!



Congratulations to LaKeisha Johnson! Austin Rider Johnson was born on February 14th in Dallas, Texas weighing in at seven pounds and six ounces.

Getting to Know Lisa Hoffman (Senior Property Manager – Dallas)



Q. What is the best advice you have ever received?

A. Everything happens for a reason. Every action has a reaction. Always remember that what's meant to be will always find a way to come about. Also, the only thing you can control is you.

Q. While interviewing, what interested you most about Stream?

A. I was interviewed by Ray, Mike, Lee, Carl and Liz – individually. There was an energy about each one of them; and I knew I wanted to be a part of their team. Stream is an amazing company made up of smart, honest, hard-working and passionate people. I felt that on day one, and I believe it and talk about it in year ten.

Q. How did you get connected with Stream?

A. Stream acquired the management and leasing of a portfolio I managed with another company in the Mid Cities. I thought I was having a transition meeting with Ray Mackey and didn't realize until later that I was actually being interviewed.

Q. What's your goal for 2010, personally and professionally?

A. 2010 is going to be my "pink" year. I am very excited about being on the team that will transition Chateau Plaza into a premier, Class A pink building in uptown. I would love to walk the Susan G. Komen three-day event in November.

Q. What are some of your favorite restaurants in Dallas?

A. Houston's, Del Frisco, Fireside Pies and Anamia's.

Q. What book/books are you currently reading?

A. I am reading Dale Carnegie's How to Win Friends and Influence People and Parenting with Love and Logic: One Day at a Time by Danielle Steele.

Q. What motivates you to do the best on your job?

A. Failure.

Q. Where do you hope to be in 10 years from now?

A. I hope to be spending my weekends watching my boys play college ball.

Q. If someone had to use one word to describe you, what would it be?

A. Observant.

New Hires

Name	Title	Hire Date	Location
James Hereford	Staff Accountant	02/01/2010	Dallas
Jeremy Hunt	Associate	02/01/2010	Houston
Kristina Powell	Property Assistant	02/01/2010	Houston

Hire Anniversaries

Name	Position	Hire Date	Years
Ray Mackey	Partner	03/15/1999	11
Charlie Otte	Senior Associate	03/22/2004	6
Derek Land	Partner	03/20/2006	4
Jeff Brown	Senior Vice President	03/1/2007	3
Tee Sepulveda	Property Manager	03/5/2007	3
Rolando Romero	Building Operations Supervisor	03/7/2007	3
Christine Kotzur	Property Manager	03/19/2007	3
Shirley Shuler	Property Administrator	03/19/2007	3
Logan Hawkins	Building Technician I	03/22/2007	3
Renee Matthews	Senior Property Manager	03/26/2007	3
Marty Martin	Staff Accountant	03/30/2007	3
April Martinez	Assistant Property Manager	03/30/2007	3
Mario Marroquin	Building Technician II	03/1/2008	2
Susan Nash	General Manager	03/1/2008	2
Andy Peay	Building Technician II	03/10/2008	2
Nathan Branson	Project Manager	03/17/2008	2
Michael Kent	Property Manager	03/17/2008	2
Vicky Pendlum	Property Administrator	03/17/2008	2
Cannon Green	Vice President	03/18/2009	1
Jeff Jackson	Vice President	03/30/2009	1

March Birthdays

Location	Name	Date
Dallas	Lacey Walker	March 1
Dallas	Bob Jilka	March 2
Dallas	Candace Tower	March 4
Houston	Sheri Skarpa	March 5
Orange County	Colby Annett	March 7
Houston	Scott Ferguson	March 8
Dallas	Ryan Evanich	March 9
Houston	Matt Hamilton	March 9
Dallas	Damian Rivera	March 10
Dallas	Joe Valles	March 10
Dallas	Russ Webb	March 10
Houston	Jennifer Bachand	March 13
Dallas	Gary Grigsby	March 13
Dallas	Randy Hart	March 13
Dallas	Sintelle Ross	March 15
Dallas	Terry Dyson	March 16
Dallas	Jennifer Glowacz	March 16
Houston	Paul Conrod	March 17
Houston	Corinna Sadler	March 18
Austin	Bryan Dabbs	March 19
Houston	Lainey Behrend	March 20
Houston	Kyle Roberson	March 20
Dallas	David Cooke	March 25
Dallas	Kathy Broll	March 26
Dallas	Lisa Hoffman	March 28
Houston	Chris Money	March 28
Dallas	William Cuadrado	March 29

Do you have a submission you would like to see in Streamlines?
E-mail Meredith Hubble at mhubble@streamrealty.com.