The background of the entire page is a photograph of an American flag waving on a tall silver pole. The flag is positioned diagonally from the top left towards the middle right. Behind the flag is a modern building with a facade of horizontal, light-colored slats. A thick green rectangular frame is superimposed over the image, enclosing the main title and subtitle. The title text is white, bold, and sans-serif, while the subtitle is black and sans-serif.

FEDERAL LESSOR ADVISORY GROUP

2021 Team Qualifications

**OUR SPECIALIZED TEAM
IS PART OF THE WORLD'S
LARGEST COMMERCIAL
REAL ESTATE SERVICES AND
INVESTMENT FIRM, WITH
155 OFFICES ACROSS 42
STATES IN THE U.S.**

ABOUT CBRE FLAG

CBRE, the world's largest commercial real estate services firm, established its Federal Lessor Advisory Group (CBRE FLAG) to provide brokerage and lease consulting services to building owners, developers, and investors for Federal Government leases. FLAG has leveraged CBRE's expansive real estate services platform and local brokerage resources to negotiate more than 1,000 government leases throughout the United States on behalf of our clients.

WHAT WE DO



MAINTAIN RELATIONSHIPS

with federal real estate
decision-makers



FOLLOW GOVERNMENT ETIQUETTE

and prescribed processes



POSITION ASSETS

to attract Government Leasing



ACT AS A TRANSLATOR

between real estate
landlords and government
commercial personnel



RESPOND

to advertised federal
leasing opportunities



COORDINATE FORMAL INTERACTION

with GSA and other agencies

OUR TEAM'S EXPERIENCE

In the past 24 months, FLAG leased over **6 million square feet in 68 federal leases** and provided consulting services for an additional 6 million square feet of federal real estate assignments.

OUR TEAM'S SELECT CLIENTS



Brookfield

bxp Boston
Properties



WHO WE ARE



TIM HUTCHENS

Executive Vice President

Tim is a CBRE Executive Vice President and the head of CBRE's Federal Lessor Advisory Group (CBRE FLAG). His Transaction experience includes lease and lease construction procurements, site acquisitions, project financings, and investment sales. Tim possesses a unique combination of legal, business and real estate skills which allows him to provide exceptional advice and strategic assistance to clients involved in federal real estate transactions nationwide.



MARCY OWENS TEST

Senior Vice President

As a Senior Vice President, Marcy is a Federal real estate subject matter expert with more than 30 years of experience. Her strength lies in managing large and complex projects on behalf of owners and investors. Having worked as a GSA Contracting Officer in three GSA Regional Offices, she has a national reach of relationships and unique insights into how federal real estate transactions are executed.



PAUL D. HOOD

Senior Vice President

Paul is a Senior Vice President and serves as a federal government procurement specialist as well as a government lease research and business development manager. Paul's continuously growing knowledge and familiarity of federal government lease procurement procedures and their complex processes has made him a valuable asset to CBRE FLAG and his clients.



EDWARD H. WELBOURN IV

First Vice President

Edward is a First Vice President and has distinguished himself as a market data expert, critical strategic contributor, and detailed executor. His responsibilities include competitive market analysis, financial analysis, proposal preparation, transaction execution, lease administration and lease negotiation. His ability to capture detailed Information is invaluable.

**MATT GOUBEAUX**

Associate

Matt Goubeaux is an Associate in CBRE's Downtown Washington, DC office and became a member of the Federal Lessor Advisory Group (FLAG) in 2021. Mr. Goubeaux is a detailed executor, specializing in federal lease transactions. His can-do attitude and willingness to attack the details of a deal contribute significantly to the success of the team.

**BRENT DAVIDSON**

Vice President

Brent Davidson is a Vice President and spearheads CBRE's Postal Property Solutions team, which specializes in the leasing, sale and acquisition of properties leased to the United States Postal Service. Brent provides investors and owners with critical insight to USPS operations and facilities, gleaned from his previous seven-year engagement advising the Postal Service. He has managed more than 2.5 million square feet of real estate transactions across all fifty states with a total value of over \$900 million.

**CHRISTINE GORBEA**

Sr. Administrative Assistant

As the Senior Administrative Assistant for CBRE FLAG, Christine is responsible for the operations of the team. With such a diverse and active team, she is the central hub that tracks and facilitates all administrative responsibilities. She also liaisons with CBRE Operations, Marketing, Research and Accounting departments to ensure that CBRE FLAG has the resources needed to produce the results expected of a high-functioning team.

**AUSTIN NORRIS**

Client Services Coordinator

As the dedicated Client Services Coordinator responsible for marketing and research for CBRE FLAG, Austin is responsible for creative production and data analysis for the group. He is the primary liaison between CBRE FLAG, Marketing and Research. His contributions are focused on federal real estate data compilation, market analysis, property marketing, FLAG marketing, proposals, and presentation materials.

WHY FLAG?



ADDITIONAL SERVICES

LEASE ADMINISTRATION

PURCHASE DUE DILIGENCE

SPECIALTY SERVICES

CBRE'S FLAG MEMBERS HAVE A PROVEN SUCCESS RECORD, AS DEMONSTRATED BY THEIR INCLUSION ON WASHINGTON BUSINESS JOURNAL'S LIST OF POWER BROKERS.

**TIM HUTCHENS,
RANKING #7**

**MARCY OWENS TEST,
RANKING #11**



WHY CBRE?

OUR PLATFORM

CBRE leverages global scale and hyper-local acumen to execute every type of leasing transaction. We provide proactive insights, cutting-edge marketing campaigns and executable strategies to unlock hidden value, drive returns and enhance outcomes for our clients' real estate investments.

PROPERTY MARKETING // CREATE AN IDENTITY

Working with our industry-leading resources, CBRE's property marketing creates compelling campaigns to captivate prospective tenants and brokers, and elevate the value of your asset to its full potential. These strategic campaigns combine innovative technology with traditional marketing tactics to achieve ownership's goals for each property. We offer a personalized approach, targeting the industries that are most suitable and emphasizing the strengths of each property - resulting in a faster lease-up to the most qualified tenants, and an increase in long-term asset value.

EXAMPLES OF OUR TEAM'S CURRENT
PROPERTY MARKETING



RESEARCH // LEVERAGE POWERFUL INSIGHTS

CBRE Research accelerates performance with executable insights into industries, economies, market sectors and occupiers. CBRE's professionals quickly extract and synthesize privileged data on market conditions worldwide, connecting the dots and providing thought-leading perspectives to accelerate leasing velocity.

With over 230 brokerage professionals and the largest market share in the Mid-Atlantic region, CBRE delivers access to an extensive array of real-time comps and local market information. Our local team of 15 researchers support and specialize in the Washington D.C., Bethesda, Tysons, Southern Virginia and Baltimore markets.

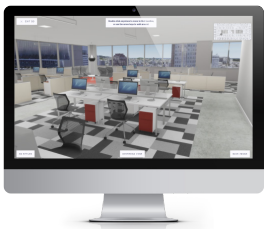
LOCATION INTELLIGENCE // UNDERSTAND THE LANDSCAPE

CBRE Location Analytics applies data science to improve location decisions, utilizing analytics and forecasting models to bring deep insight of current and future performance. By combining geo-spatial methods with CBRE's proprietary real estate knowledge, our clients gain a competitive advantage: better informed location strategies that are actionable.



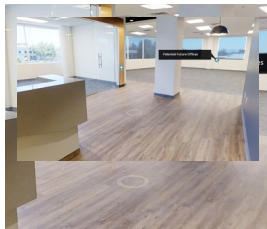
TECHNOLOGY // ACCELERATE RESULTS

Our best-in-class technology tools ensure consistent high-quality service across all assignments and include VTS - real-time visibility into leasing activity and automated reporting, Matterport - CBRE's interactive leasing tool for creating immersive 3D tours, and Liquid Galaxy - an immersive visualization tool that allows for 3D geospatial flight in a large-format viewing environment. Keeping in step with the changing environment, our tools also enable us to effectively market and lease properties virtually - including virtual tours and open houses and fully digital marketing campaigns.



PLANS

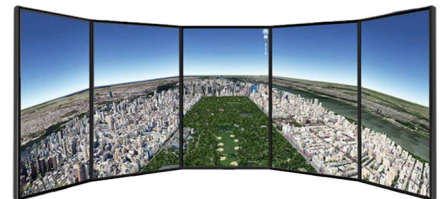
2D & 3D
FLOOR PLANS



3D LEASING
TOURS



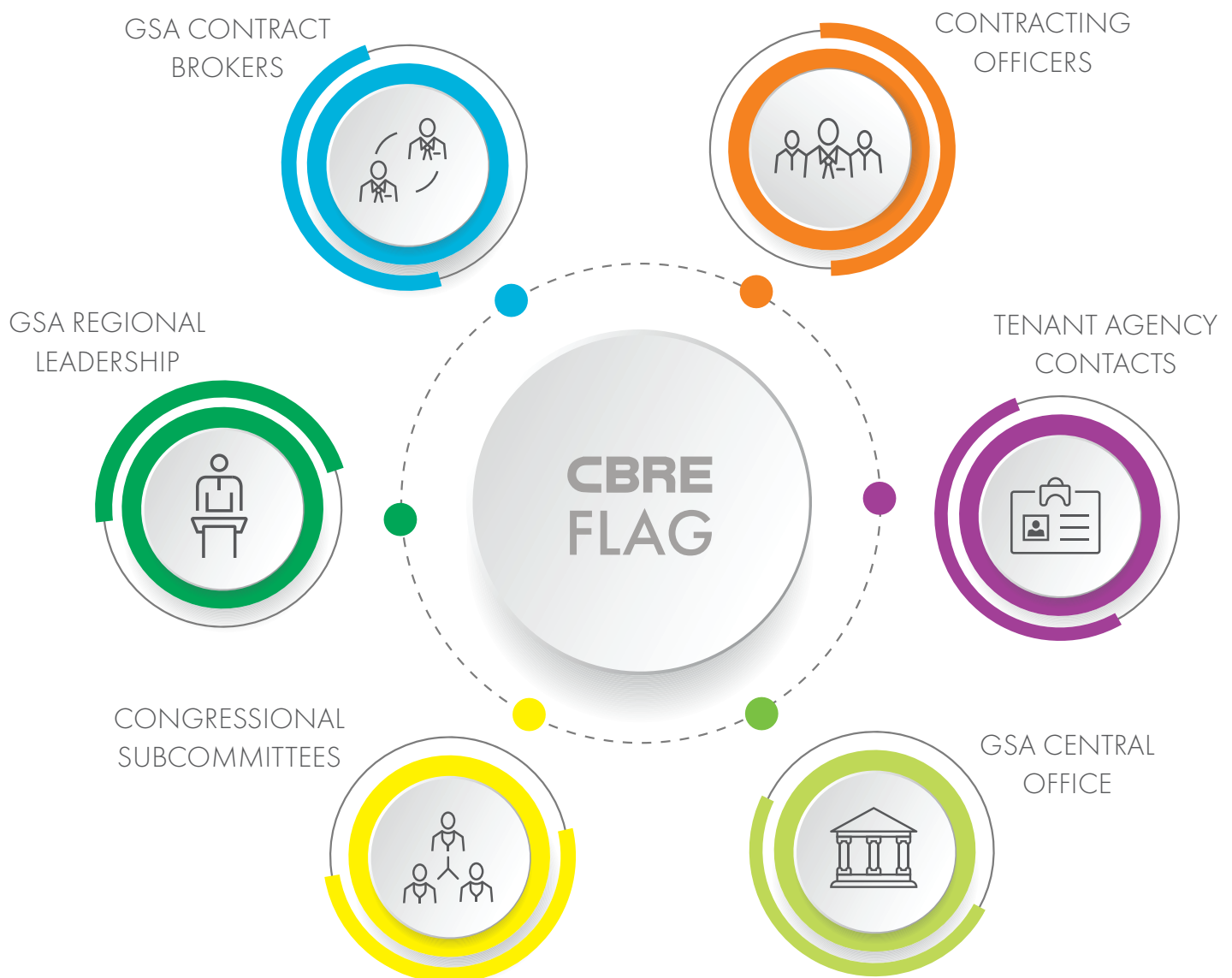
TRANSPARENT
REPORTING



LIQUID
GALAXY

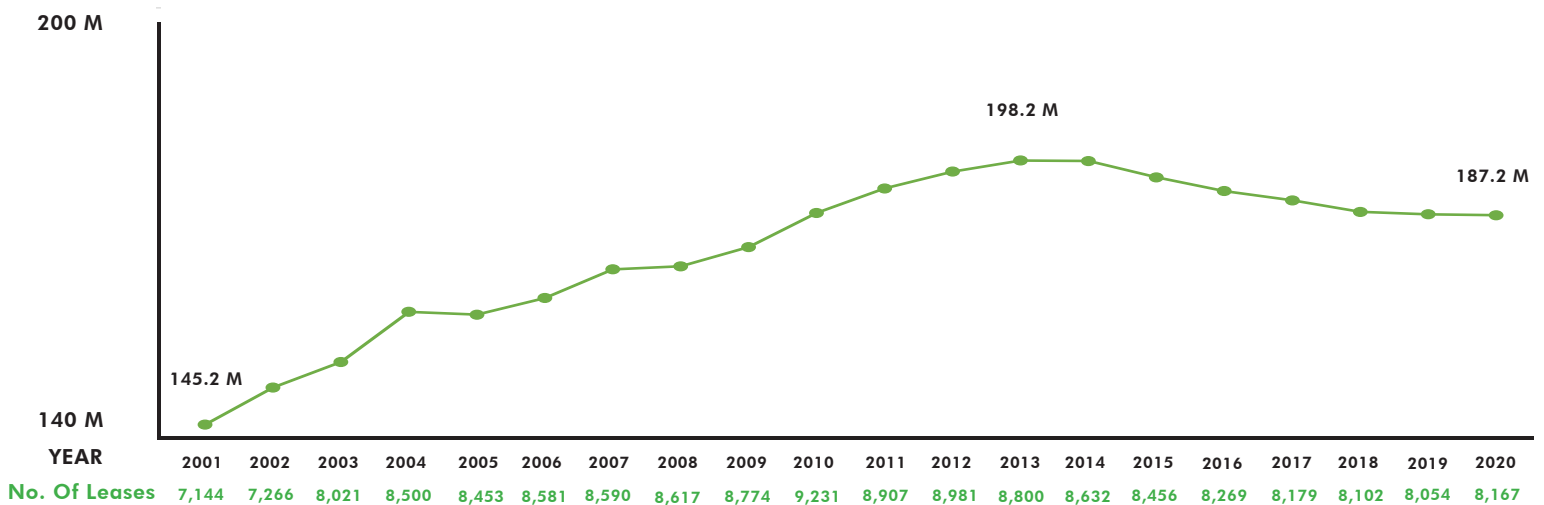
NETWORK OF RELATIONSHIPS

CBRE FLAG has a breadth and depth of relationships unmatched in the federal real estate space. The team's experience recognizes that relationships matter and understanding the stakeholders' needs and expectations can enhance the strategy for a successful outcome. Federal transactions are not simply a broker-to-broker connection – it's a layered and complex process.

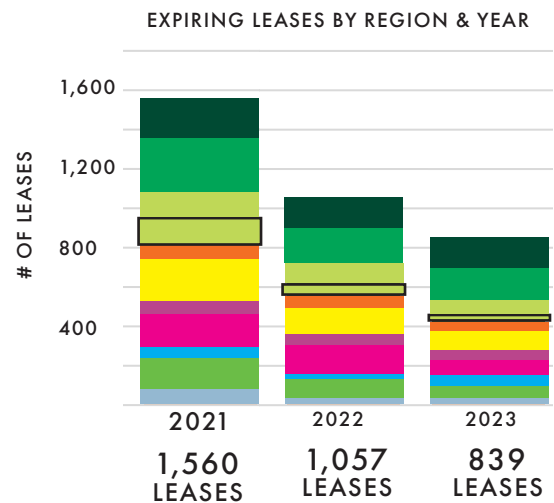
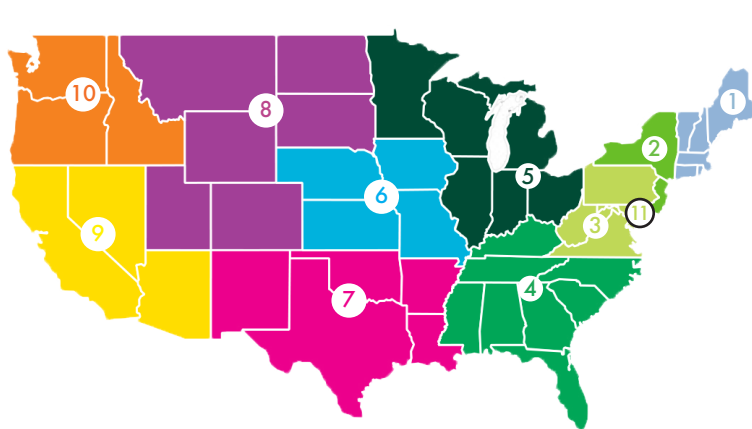


NATIONAL GSA TRENDS

NATIONAL LEASED INVENTORY



REGIONAL BREAKDOWN BY EXPIRATION YEAR



GSA'S NEW NORMAL

DENSIFICATIONS,
CONSOLIDATIONS,
SPACE REDUCTION

REMOTE WORK
IMPROVING URs

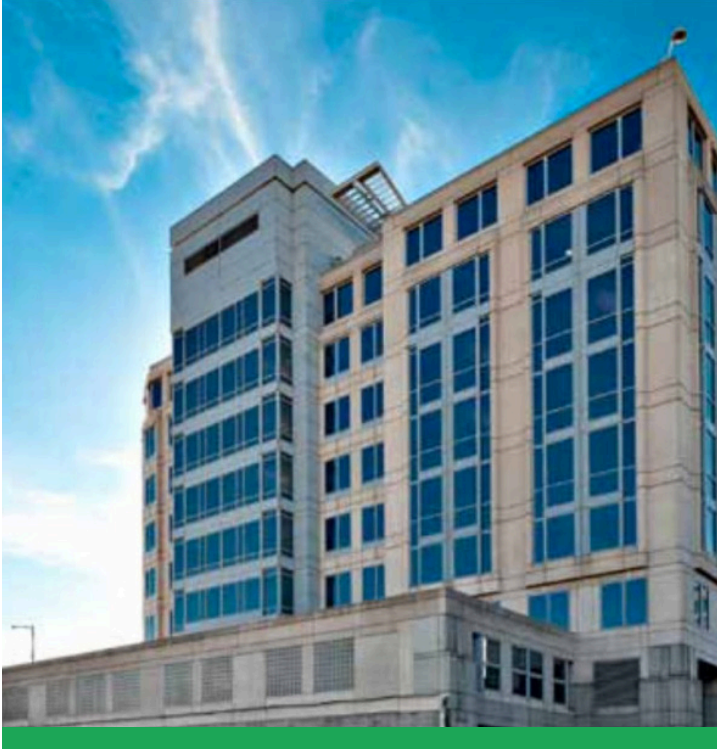
ENHANCED
COMPETITION FOR
LONG-TERM LEASES

INCREASING
T.I. PACKAGES

MAXIMIZING
LEASE SAVINGS

SUCCESS STORIES - NEW LEASES

250 E STREET, SW | WASHINGTON, D.C. | MULTIPLE NEW LEASES



CHALLENGE

The Office of the Comptroller of the Currency (OCC) was forced to consolidate into a large block of space in Southwest D.C., which the GSA desperately needed to backfill. This left the building owner with a completely vacant 330,000 square foot, 20-year old building. Piedmont then hired CBRE to re-tenant the building and FLAG partnered with a private sector leasing team to “introduce” the building to the market. The timing of this assignment presented the additional challenge of occurring at the same time as the Federal Government instituted its mandate in which most federal agencies were required to execute short-term, in-place extensions instead of allowing the market to compete for expiring leases.

SOLUTION AND RESULTS

The CBRE team worked with Piedmont to develop a renovation and leasing plan that put money towards base building updates for a multi-tenant occupancy. The plan was inclusive of a complete lobby renovation, the conversion of a small gym into a large, Class-A fitness facility and the creation of a modern roof top terrace. Additionally, a leasing center was established and a floor was “white boxed” to aid in the visualization of what improvements could look like.

After renovations, CBRE FLAG developed an aggressive GSA pursuit strategy and closely monitored competitive properties’ leasing activity to fully understand what rent strategies should be used on individual deals.

The building is now over 96% leased with a combination of four GSA leases, three leases with the District of Columbia Government and one private sector lease.

445 12TH STREET, SW | WASHINGTON, D.C. | NEW PBGC LEASE



CHALLENGE

This building had been the home of the Federal Communications Commission ("FCC") headquarters since its construction in the mid-1990's. At the end of their long-term lease, the FCC decided it needed to downsize by almost 30% and reconfigure its space, which would best be executed in another location.

The looming vacancy in the building created an opportunity to pursue other large tenants in the market. The complication was to determine when a new tenant could occupy the building because FCC was going to require at least 3 years to complete the design and construction of its new location, and a lease extension was required in the interim period. Given the limited availability of comparable relet space for large blocks of space, the ownership recognized that they were uniquely positioned to compete for other large federal tenants.

SOLUTION AND RESULTS

The short-term extension with no outlay of tenant improvements created a unique financial opportunity to aggressively pursue the Pension Benefit Guaranty Corporation ("PBGC") requirement for a 15-year lease term. PBGC occupancy was required for no later than January 2022, which allowed enough time to satisfy the FCC extension to complete their design and construction project across town and leave 12 months to totally demo and construct new space for PBGC. The combination of the short-term lease extension for a little more than 3 years and the 15-year PBGC lease created a unique refinance position scenario for the Landlord. The lease for PBGC was priced to win and this activity allowed the owner to structure a very favorable financial deal with more than 18 years of defined lease term.

Due to COVID-19, FCC's relocation was delayed a few months, but the schedule worked out because PBGC's design schedule was also delayed. Overall, there was enough time to complete the FCC relocation and start the demolition and construction to meet the PBGC occupancy date. Multiple construction teams were employed to buildout 431,000 RSF in under one year.

SUCCESS STORIES - NEW LEASES CONT.

3005 CHAMBLEE TUCKER ROAD | ATLANTA, GA | NEW FEMA LEASE



CHALLENGE

CBRE was hired by the owner of University Office Park to devise a new long term leasing strategy. The Rhodes Building had been vacant for several years and occupied by the Center for Disease Control (CDC). At the time CBRE was retained in 2013, the federal landscape was shrinking and the vacant asset was in need of significant renovation in order to meet federal leasing requirements. There was a need for a perfect balance of the right tenant and economic deal terms to justify the necessary improvements to the asset. Additionally, the adjacent building housed the Federal Emergency Management Agency (FEMA) and the security entrances to FEMA's building land-locked the Rhodes Building, which further complicated non-Government leasing and marketing efforts.

SOLUTION AND RESULTS

FLAG leveraged its relationships with the Government to track upcoming GSA space requirements and timing. The team began marketing a full, newly-renovated building to the Government as a proximate consolidation for FEMA. Adapting to the changing Federal leasing landscape, FLAG positioned its client to win a competitive replacement lease for FEMA at the Rhodes Building while retaining a tenant in the office park.

GSA consolidated seven leases, including two directly with FEMA, for approximately 114,000 square feet into the Rhodes Building. The team's strategy was successful in obtaining above-market rents, even as rates in this submarket were dropping and vacancy was increasing. Additionally, the new FEMA lease at the Rhodes Building improved the parking and site plan for the office park, thus enabling the CBRE team to market the neighboring building without its access being restricted by any federal security improvements.

1201 ELM STREET | DALLAS, TX | NEW EPA LEASE



CHALLENGE

The GSA, on behalf of the Environmental Protection Agency (EPA), was in the market soliciting a long term replacement lease to accommodate a relocation and downsizing of its regional headquarters. FLAG identified the best solution for the requirement and prepared a comprehensive offer in response to a best value Request for Lease Proposals (RLP).

SOLUTION AND RESULTS

In anticipation of the procurement, FLAG surveyed the market to identify blocks of available space that could potentially compete to win the lease for the EPA. Knowing that the CBRE Dallas Brokerage team represented Renaissance Tower, an iconic Dallas landmark, FLAG teamed with that existing brokerage team to pursue the opportunity on behalf of the building owner.

With coordination and consultation with CBRE FLAG, the owner engaged a team of qualified consultants, architects and contractors to assist with preparation of offer materials including a full architectural test-fit of the space.

Once the lengthy process of programs requirements revisions finished, the procurement recommenced, allowing FLAG to submit its third "final proposal". This resulted in Renaissance Tower being selected as the best value (and not the lowest cost) for the Government and the language of the lease was heavily negotiated and then executed by both parties.

SUCCESS STORIES - LEASE RENEWALS

500 E STREET, SW | WASHINGTON, D.C. | ITC RENEWAL



CHALLENGE

The U.S. General Services Administration (GSA), on behalf of the U.S. International Trade Commission (ITC), was facing an upcoming lease expiration for 206,000 square feet. The ITC had been in 500 E St, SW since the building's development in 1987. The space was underutilized on a per square foot basis by modern GSA space standards and would likely require a significant reduction to the leased footprint for the new long-term procurement. CBRE FLAG had to shape the procurement to allow the incumbent lessor to compete at the existing leased footprint while pricing the deal to maximize value in an extremely competitive market.

SOLUTION AND RESULTS

CBRE FLAG was hired by the owner of 500 E St, SW to renew the ITC for 15 years at the existing footprint. FLAG worked in collaboration with the building owner and architect to identify and quantify special purpose, courtroom space within the ITC footprint that would be extremely costly to the tenant to replicate in the event moved to a new location. FLAG provided the GSA and its broker with the information needed to evaluate this space including dimensions, special features and estimates of replication costs to re-create the space at another property. Concurrently, after conducting a detailed market analysis, FLAG created an offer structure that positioned 500 E St. as one of the most competitively priced buildings in the ITC competitive set. This would allow the GSA to obtain authorization to keep ITC in its existing square footage, if it remained in place.

The GSA recognized the value of the existing special courthouse space at 500 E St, SW and ran a procurement that allowed the incumbent lessor to bid the existing leased footprint, while competing properties offers were based on a reduced square footage. When the cost to replicate the courtroom space was added to competing buildings' offer terms, the GSA was able to justify negotiating a succeeding lease with the incumbent lessor. Due to the successful negotiation of the ITC renewal, the building owner elected to sell the building at a significant return to its shareholders.

801 BRICKELL AVENUE | MIAMI, FL | SEC RENEWAL



CHALLENGE

Located in Miami's financial center, the U.S. General Services Administration (GSA), on behalf of the Securities and Exchange Commission (SEC), was facing an upcoming lease expiration at its incumbent location in the submarket's major thoroughfare: Brickell Avenue. Since the execution of the last lease, the submarket had seen rents skyrocket and the building had recently undergone significant renovations. Given the tenancy and market, ownership also needed to determine if it would be in its best interest to reposition the building for a private sector tenant or seek a long-term lease with the Government, especially given the fact that SEC was also reducing its footprint in the building by approximately 15%. CBRE FLAG was faced with the task of convincing the Government of the benefits associated with staying at the incumbent location while also yielding maximum value for the client in a

SOLUTION AND RESULTS

GSA was able to recognize the value that the existing location and space offered to SEC. FLAG, working in collaboration with ownership, presented an offer to GSA approximate to current market rents and met all of the Government's goals for the newly programmed space. The objective of negotiations was to provide the Government with a comprehensive and responsive market offer that would be a win-win for both the Government and ownership. The solution yielded a new 15-year succeeding lease term.

CBRE FLAG was able to achieve a rent increase of approximately 40% over the full term of the new lease. The space reduction was negotiated and accommodated in a manner that minimally disrupted the agency while yielding the most marketable resultant space for ownership to lease to the private sector on the highest floor. The lease resulted in no downtime or gap in income and increased the overall capital value of the building.

SUCCESS STORIES - LEASE RENEWALS CONT.

1110 3RD AVENUE | SEATTLE, WA | FBI RENEWAL



CHALLENGE

The U.S. General Services Administration (GSA), on behalf of the Federal Bureau of Investigation (FBI), was facing an upcoming lease expiration for 130,876 square feet. FBI was approaching the end of a 20 year lease term as sole occupant in 1110 3rd Avenue, a well-located building in downtown Seattle that faced programmatic and useful life challenges. In addition to this challenge and given the strength of the private sector market in Seattle and strong demand for the product type offered by the building, ownership also needed to determine if it would be in its best interest to reposition the building for a private sector tenant or seek a long-term lease with the Government. FLAG had to get out in front of the procurement and encourage an open dialogue with GSA to be able to best inform both its client and the Government of the benefits of staying at the incumbent location while also yielding maximum value in an extremely competitive market.

SOLUTION AND RESULTS

FLAG, working in collaboration with the building owner, presented several options in an unsolicited offer to the Government that defined various key aspects of the building and lease that were critical to reaching an agreement with GSA and preserving value. The analysis and subsequent offers presented to GSA were all at or near then-current market rents, which required GSA to seek Prospectus approval from Congress but fit within the desired transactions timeline of the client. FLAG's goal was to motivate the Government with an appropriately priced market offer that led to a "sole-sourced", directly negotiated 15-year succeeding lease.

The resultant lease negotiated by FLAG produced the four major goals defined at the onset of the assignment: 1) reduced near-term capital costs significantly; 2) the lease resulted in no downtime and no significant gap in income while the building went through a re-tenanting process; 3) the deal yielded an increase in net operating income at the time the new lease went into effect; and 4) the lease significantly increased the overall capital value of the building. The GSA and FBI alike recognized the value of many of the building's in-place improvements and re-leased the entirety of the building while recalibrating to appropriately take responsibility for some of the security and supplemental items in the lease. The deal was celebrated by ownership and the Government as a win-win for both sides.

7220 NW 101ST TERRACE | KANSAS CITY, MO | NWS RENEWAL



CHALLENGE

Over 20 years ago, CBRE FLAG worked with the ownership team to seek and win the lease award calling for the construction of this key National Weather Service (NWS) facility. The facility houses NWS's Midwest Regional Office, the National Weather Service Training Center (NWSTC) and the Aviation Weather Center (AWC). While this mission critical facility has remained in excellent shape, this 20-year old building was showing signs of age in terms of fit and finish and building technology. The Lessor needed to come up with a plan to modernize the building, upgrade its systems and renovate the interior without interrupting the on-going operations of the key NWS functions taking place at the building. CBRE FLAG had to encourage an open dialogue between GSA and its tenant agencies to be able to best inform them of the benefits of staying at the incumbent location, even knowing that GSA was expecting to engage in a competitive lease procurement.

SOLUTION AND RESULTS

CBRE FLAG working with building ownership commissioned a building evaluation report that reviewed and analyzed the current condition of all building systems and features, and considered issues such as remaining useful life, disruption of breakdowns, and cost saving offered by incorporation of new building technologies into the facility. By sharing key parts of this study and the ownership's commitment to carry out base building renovations such as roof replacement and all rooftop HVAC units, rezoning the mechanical system to reflect the changes which had taken place over the prior 20-years, installation of a new Building Automation System, replacing all interior and exterior lighting with LED lights, and repaving the 400 car parking lot, GSA was convinced to run a lease procurement that allowed the current building to compete and evaluate many of the benefits in the existing building.

GSA conducted a competitive procurement that resulted in the Kansas City AWC Joint Venture being awarded a new 15-year firm term lease. This result achieved the Lessor's four major goals: 1) retain GSA as a long term tenant for 100% of the building, 2) work cooperatively with GSA and NWS to carry out an interior and exterior renovation that resulted in a like-new building, 3) the leasing process resulted in zero downtime for either ownership or NWS due to careful coordination and planning, and 4) positioning the asset for either long-term refinancing or a sale, putting building ownership in a position to realize the value created with the lease renewal.

**PROVIDING OWNERS &
INVESTORS WITH PROVEN,
WINNING MARKETING & LEASING
STRATEGIES TO APPLY TO FEDERAL
GOVERNMENT REAL ESTATE AND
DELIVER EXCEPTIONAL OUTCOMES
ALIGNED WITH INVESTMENT**

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