

Real Estate solutions

VOLUME 17

200 Franklin Center | 29100 Northwestern Hwy. | Southfield, Michigan 48034 | TEL 248•358•0800 | FAX 248•358•2180 | www.etkinllc.com



From left to right: Josh A. Suardini, Curtis B. Burstein, Donna Kinsey, Douglas M. Etkin, Tom Pavelich and Joel Bartram.

New Leadership Team Announced

Implementing A Strategic Plan For Sustained Growth

Etkin's new leadership team is committed to enhancing company-wide performance by providing the creative leadership structure needed to deliver measurable results.

Formed in 1982, Etkin has developed more than 60 high-profile properties consisting of over 9.5 million square feet of commercial space in Michigan. The company is also involved in fee-based property management and development services on behalf of third-party owners.

The management restructuring involved the promotion of three long-term employees:

- Curtis Burstein as President
- Josh Suardini as Vice President, Leasing and Development
- Joel Bartram as Vice President, Mechanical Operations

Two new employees have joined Etkin:

- Donna Kinsey as Vice President, Human Resources
- Tom Pavelich as Controller

Douglas Etkin will continue to lead the company along with Curtis Burstein.

101 BEST AND BRIGHTEST COMPANIES TO WORK FOR

2011 marks the fourth year that the Michigan Business & Professional Association has named Etkin among Detroit's 101 Best and Brightest companies to work for – a testament to the company's dedication to excellence.

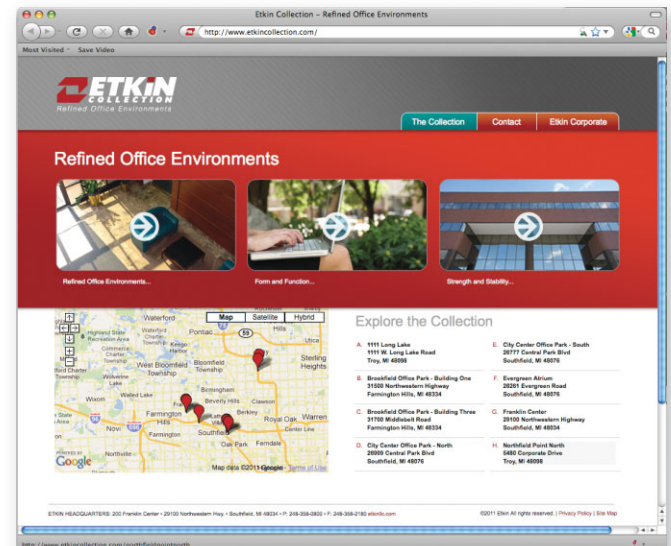
"We are honored to have been selected again for this recognition," said Etkin President, Curtis Burstein. "We know that the unmatched tenant satisfaction we've delivered over the years, and the consistent growth our company has experienced would not be possible without our talented and skilled team members."

The 101 Best and Brightest award is an honor given to companies that recognize employees as their greatest asset. Recipients are selected based on their performance in categories such as community initiatives, diversity and multiculturalism, education and work-life balance.



Recognized for the ownership and operation of high-quality suburban office properties, Etkin also integrates extensive, hands-on management experience to deliver the finest services and value to its tenants. Now eight of the company's most exceptional office properties have risen to the next level of distinction as part of the Etkin Collection.

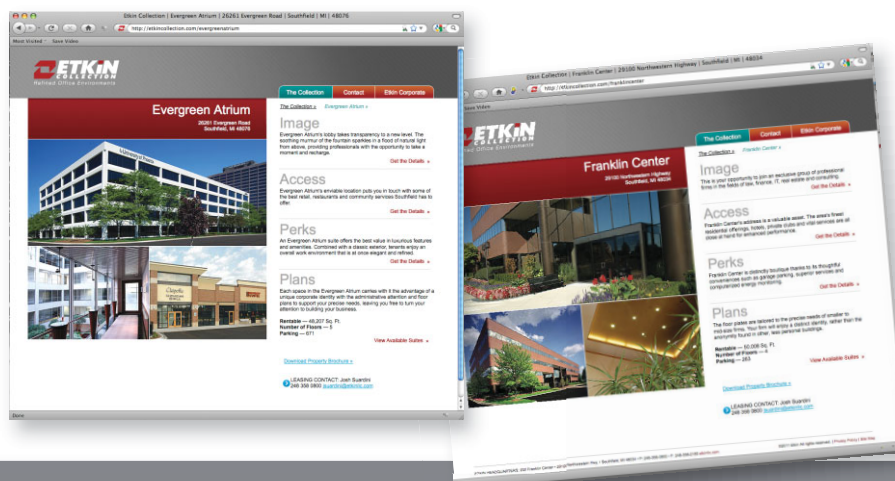
The advantages offered by the Etkin Collection are second to none. The company's strong financial position, refined office environments and award-winning property management elevate the



tenant experience to new heights. With the Etkin Collection, you get more than just a space for your business. You have direct access to the finest team of professionals, dedicated to delivering unequalled advantages to your company.

There are high-quality office buildings, and then there is the Etkin Collection. Come and experience the difference for yourself.

www.etkincollection.com





Real Estate solutions

FRANKLIN CENTER

TIMELESS

CLASSIC

ELEGANT



Etkin unveils a new sophisticated style, designed by Farmington Hills interior design firm, Davis & Davis, for the Franklin Center's remodel.

Franklin Center is getting a sophisticated new look, designed by Davis & Davis - an award-winning firm that has specialized in creating functional, charismatic corporate spaces for over 15 years.

"This transformation will create an impressive, boutique-style business environment unlike any other in the market," Etkin's VP of Leasing and Development, Josh Suardini, confirmed.

The main lobby will be fitted with walnut panels framed by limestone with insets of stacked stone. Modern lighting fixtures, two-story ceiling details and custom seating will round out the space. The elevator lobbies will be enhanced with custom limestone

inserts, wall coverings, accent lighting and rich carpeting. Corridors will be finished in new carpeting and wall coverings to complement the full-height suite entry doors.

"Davis & Davis was the clear choice to oversee the task of enhancing the look and feel of this landmark property," Suardini added. "Their collective expertise in custom corporate design makes them unique, and their fresh, clean approach mirrors Etkin's commitment to continue to invest heavily in our properties to keep them best in class."



Volkswagen Signs 10-Year Lease... Major Building Upgrades Underway

Etkin announced that VW has renewed its lease on office space for 1,100 employees in its Auburn Hills' regional headquarters and is spending \$10 million to update the building. The company's 338,000 square foot Auburn Hills office was developed by Etkin in 1990.

"This is a community that is rich in automotive talent," said Sheriece Matias, manager of corporate communications for Volkswagen. "As we grow our operations in the United States, Auburn Hills is a focus area and we're happy to move all of our area employees under one roof."

In addition to Volkswagen, Etkin has successfully assisted a wide range of other leading corporations with their build-to-suit needs, including General Motors, TCF Bank, PricewaterhouseCoopers, BorgWarner, Compuware, Market Strategies International, Merrill Lynch and Great Lakes Gas.

IT PAYS TO BE RESPONSIVE

• 24/7 EMERGENCY SERVICE •

As a part of the Etkin group of companies, Responsive Mechanical Services, "RMS" understands the role of building owners and managers. The mutual goal is to provide cost efficient solutions to ensure tenant satisfaction, comfort and retention.



RMS specializes in challenging and complex buildings as well as multi-tenant facilities that require leading edge, effective energy management. The company provides turn-key installation, service and maintenance of HVAC equipment along with building automation control systems. The Responsive Mechanical services team has over twenty-five years of experience in providing excellent service to Commercial and Industrial properties.

- After hiring RMS, many customers have experienced a 50% reduction in emergency service calls and an energy savings of over 20% from their prior year.
- Guaranteed two hour "Emergency Service Response" or 50% off the labor to complete the initial service call.

— WE FIX PROBLEM BUILDINGS —

**rms RESPONSIVE
MECHANICAL SERVICES**

For more information or a detailed quote, call RMS, an Etkin company, at 248-263-0160.

www.responsivehvac.com



Alcoa Automotive Center Relocates to Halsted Point

Alcoa Automotive has relocated 39 staff members from the group's sales, design and engineering team to Etkin's 60,000 square foot office/flex building, located at 37000 Twelve Mile Road in Farmington Hills.

Alcoa Automotive is utilizing its new facility to work with its customers from concept development, to design and prototyping, to testing and production. The demand for aluminum is growing in today's automotive market, thanks in part to its light weight. For example, every 10% reduction in vehicle weight is a 5%–7% fuel savings!