

ADEVCO DEVELOPMENTS

VOLUME I
2007

PUBLISHED FOR PAST, PRESENT AND FUTURE CLIENTS, TEAM
MEMBERS AND FRIENDS OF ADEVCO CORPORATION.

quotables ”

*If a man does his best,
what else is there?*

- General
George S. Patton

*Not everything that can
be counted counts,
and not everything that
counts can be counted.*

- Albert Einstein

*I have never let my
schooling interfere with
my education.*

- Mark Twain

*Every day I get up and
look through the Forbes
list of the richest people
in America. If I'm not
there, I go to work.*

- Robert Orben

Spec Call Center Leased to Merck Subsidiary TeleRx



Kings Mountain, North Carolina

Attracted by a strong labor market and a premium site in Cleveland County Business Park, ADEVCO Corporation had high expectations for its most recent speculative call center project when breaking ground on the 60,000-square foot, single-story facility last October. And, those expectations were on target.

A month later, TeleRx, a subsidiary of Merck Pharmaceuticals, leased the entire building for its newest back-office service operation. TeleRx, a leading provider of third-party customer care and relationship management services, was immediately attracted to the available labor in the Kings Mountain, NC market. ADEVCO's prototype call center facility fit the company's needs with plenty of building capacity and a timely delivery.

Cleveland County Chamber of Commerce played a pivotal role in making this deal happen. Chamber President Stuart Gilbert explained, "Our entire public/private sector economic development team representing

Cleveland County is very thankful to ADEVCO for bringing a quality office to the Cleveland County Business Park. The entire ADEVCO team is made up of professionals. Their extensive network proved invaluable as they encouraged corporations, such as TeleRx, to consider Cleveland County as a preferential business location."

In 2005, ADEVCO worked with Merck Pharmaceuticals on a corporate office project in Lebanon, NJ, which served as a catalyst for our continued success with the TeleRx team.

The ADEVCO team on this project included Principal and Project Director Gay Tucker, along with base building contractor Integra Construction and base building architect Rule, Joy, Trammell + Rubio. Site Selection Group, based in Dallas, represented TeleRx on the lease transaction, while Mike Bell and Matt Garcia managed marketing and leasing for ADEVCO. ❖



New Company Offices

In May, ADEVCO opened its doors at a new company headquarters in Atlanta.

Along with a new home address, the company unveiled an updated logo that will be integrated into new marketing collateral. ❖



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ADEVCO ♦ Lobby Atlanta



Pueblo, Colorado

ADEVCO Delivers on Three AT&T Call Center Projects

ADEVCO Corporation recently turned over the keys to Cingular Wireless at the new customer operations center in Pueblo, CO. ADEVCO served as construction manager for the 67,000-square foot facility. With the completion of this center, ADEVCO has delivered seven call centers for the communications carrier.

In addition, ADEVCO is developing two customer service centers for AT&T (formerly Cingular Wireless) in Davenport, IA and Joplin, MO. The two 75,000-square foot call centers will bring 650 jobs to each market. Both build-to-suit developments are single-



story, site cast concrete facilities and are scheduled for completion in 3rd Quarter of 2007.

ADEVCO Executive Vice President Mike Bell explained, "We have completed over 1.5 million square feet of call centers in 17 states since we opened our doors. Cingular has certainly played a large role in our success, and we look forward to continuing this successful relationship with the new AT&T."

ADEVCO Principal Gay Tucker oversees project management with Integra Construction as general contractor for both projects. Rule, Joy, Trammell + Rubio provided design and architectural services. ❖

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- Mike Bell, ADEVCO Executive Vice President

Eau Claire Call Center Leased to GSI Commerce

In just 12 months, ADEVCO Corporation successfully acquired, marketed and leased a 50,000-square foot, "plug & play" call center in Eau Claire, WI. Situated in a prime, labor-advantaged market, the facility was acquired from Mattell in late 2005 and leased to GSI Commerce in 2006.

GSI is a leading provider for outsourced e-commerce solutions. The Eau Claire facility was an ideal choice for its operation:

- The furnished facility was ready for immediate occupancy.
- The Eau Claire market offers a dependable labor force.

Built in 1996, the facility is surrounded by a strong economic community supported by the University of Wisconsin – Eau Claire with a 10,000+ student enrollment. The facility was in move-in condition with existing work stations, redundant fiber optic service, a back-up generator and an available UPS power system.

Executive Director Brian Doudna, Eau Claire Economic Development Corporation, stated, "ADEVCO was a great community partner. In addition to driving activity and awareness of the building, they also enhanced the facility's appearance and worked with local officials to implement a joint marketing strategy that ultimately brought a quality company to Eau Claire." ❖



Eau Claire, Wisconsin

"ADEVCO was a great community partner. In addition to driving activity and awareness of the building, they also enhanced the facility appearance and worked with local officials to implement a joint marketing strategy that ultimately brought a quality company to Eau Claire."

- Brian Doudna,
Eau Claire Economic Development Corporation

Available Call Centers:

For Further Information on these facilities, contact Mike Bell or Matt Garcia at 877.461.4740



Las Cruces, New Mexico

Las Cruces, NM

- ♦ 45,000 SF Call Center
- ♦ Up to 10/1000 parking
- ♦ Young, Educated, Affordable Labor Force
- ♦ Close Proximity to New Mexico State University
- ♦ Available 4Q 2007

Tri-Cities, TN

- ♦ 49,000 SF Call Center
- ♦ 12/1000 parking
- ♦ Newly Refurbished
- ♦ Available Immediately

Hickory, NC

- ♦ 60,000 SF Spec Call Center
- ♦ 10/1000 parking
- ♦ Available 2Q 2008



Hickory, North Carolina

Call Center Deal Finalized in Cross Plains

ADEVCO Corporation leased a 35,000-square foot call center, located in Cross Plains, WI, to Allstate Insurance. ADEVCO purchased the vacant "plug & play" call center in December 2006, and, by January 2007, secured the insurance provider as a tenant. The former Land's End call center was ideally suited for Allstate's new small claims customer service operation, which brings approximately 250 new jobs to the Cross Plains market.

Senior Vice President John Griffin, State Bank of Cross Plains, stated, "The Village of Cross Plains was very fortunate to have the opportunity to work with a company like ADEVCO. Not only did the developer fill a huge



Cross Plains, Wisconsin

void by bringing a reputable employer such as Allstate to the market, but they did so with a polished, professional leadership that was upfront, friendly and easy to work with."

ADEVCO President Dave Kraxberger continued, "With the purchase of five existing call centers over the past few years, the acquisition of customer contact centers has become a significant part of our business model. The identification and acquisition of 'plug & play' call centers will enable us to better serve our clients across the country."

CB Richard Ellis represented Allstate on the site location and lease transaction. ❖