



Beacon Celebrates 13th Annual Tenant Appreciation Lunch

In September, Beacon Partners hosted our 13th annual tenant appreciation luncheon, but this year we added a twist – we offered our tenants the opportunity to promote their business at the “stimulus” themed event. Since it seems as though almost all businesses have somehow been affected by the poor economy, we wanted to provide our tenants with another outlet to help market their business - and according to the attendees, the new format was a resounding success! The 26 tenants who participated in the networking forum were able to showcase their products and services to over 600 people.

“Most businesses have a ‘no solicitation’ sign posted, so this was an excellent way to connect with companies that may be in need of our services,” said Carol Ashby, Director of Sales & Marketing for *Debbie’s Staffing*, a tenant at Harris Corners.

Ruth Young with *Home Team Pest Defense*, located in NorthRidge, commented, “We had a great time! We found it very beneficial and would gladly participate in future events.”

Originally planned as an outdoor event, Mother Nature forced us to relocate the luncheon indoors to a vacant space in One Harris Corners, and it turned out to be the perfect venue. Something Classic Catering served up a tasty menu of organic wraps, pasta and their famous (to us anyway) cookies for a sixth year in a row, while Beacon’s own, “DJ D” (Dana Sweat), mixed tunes from her iPod.



To help “stimulate” the economy, the two hour event was topped off with several drawings for cash and prizes – congrats to the winners! Our tenants graciously donated school supplies and over \$640 to our community partner, Statesville Road Elementary School – thank you.

Beacon Partners is very excited about the possibility of providing our tenants more opportunities to network during future events. It was a great way for us to show our tenants and their employees how much we appreciate their business and to see our tenants get to know each other. We look forward to seeing you next year. If you have any suggestions on what you would like to see at future events, please contact Dana Sweat at dana@beacondevelopment.com.

Beacon Welcomes Our New Tenants

Biotage, LLC	Charlotte Observer Publishing Co.	Delta Apparel, Inc.	Packaging Corporation of America
Broadway Lights, LLC	Classroom Central	Diamond Distributors, Inc.	R.J. Yeller Distribution, Inc.
Bulkmatic Transport Company	Competition Accessories	Interactive Media Group	SWS, LLC
Cabro Logistical Solutions, LLC	The Dance Studio, Inc.	Komet USA, LLC	

Tenant Spotlight: Diagnostic Devices



Diagnostic Devices, Inc.

Diagnostic Devices, Inc. and its affiliate company, Prodigy Diabetes Care, LLC, has grown by 800 percent during the past three years and is on pace to do much bigger things in the very near future. The maker of the award-winning Prodigy[®] blood glucose monitoring systems, the globally operating Prodigy Diabetes Care is growing by leaps and bounds during the worst recession since the Great Depression. Prodigy[®] had 45 employees at the start of 2009. It now has 200 through its various companies under Prodigy Diabetes Care.

Prodigy[®] initially began operations in Miami four years ago, but hurricane-induced work stoppages proved problematic, since Prodigy[®] customers needed them each and every day. So ownership began looking for a new home for Prodigy[®] blood glucose monitoring systems. Ownership soon fell in love with Charlotte, with its highways, airport, trained

workforce and quality of life. Headquartered at 9300 Harris Corners Parkway, Prodigy Diabetes Care just inked a deal with the State of North Carolina making Prodigy[®] the only diabetes testing supplies covered by North Carolina Medicaid, a \$30-million contract for Prodigy[®] expected to save taxpayers as much as \$7 million over the course of the two-year agreement. With products in research and development under Prodigy’s Engineering Division, the family-owned company is set to rapidly expand and increase revenues that already exceed \$30 million annually.

Owned by two brothers, DDI President Ramzi Abulhaj and Chief Operating Officer Rick Admani Abulhaj, DDI is embarking on a plan to create jobs here in Charlotte by “backshoring” manufacturing operations from China and Taiwan back home to Charlotte. The Abulhaj brothers, both engineers, are committed to creating as many as 200 jobs in Charlotte in the coming year by establishing a state-of-the-art, automated manufacturing system here using robotics. Prodigy[®] is looking for

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Survey Says!

Since America first watched “The Family Feud” and listened to Richard Dawson shout that anticipation-filled phrase, our social, academic and business fascination with surveys has grown. Are they necessary? Do I agree with their results? What do they say about me/my business/ society?

In 2001, Beacon Partners tip-toed into the world of surveys by asking 123 customers throughout 15 buildings, “How does your building look?” and “Rate our effectiveness as a property management company.” Forty tenants (just over 32%) responded to our mailing. The results were surprising (in both good ways and bad) and insightful. Thus, we have worked hard to improve the process by using an electronic survey and partnering with Kingsley Associates, a national consultant that focuses on real estate. We increased the breadth of our questions and now are able to benchmark current and prior year results against other real estate companies on a national basis.

But most importantly, we get to learn – real time and verbatim – what our customers are thinking. We take your comments very seriously. Your feedback is vital to improving your business’ home and our service delivery. Our goals are to 1) quickly respond to that feedback, and 2) incorporate the aggregated feedback into our training, capital and maintenance budgets for the coming year.

So a hearty “THANK YOU!” to the 45 office tenants (59.2% response rate) and 117 industrial tenants (53.4% response rate) that took the 10 minutes to rate your building and its Property Management, Leasing and Interior Construction teams. Though we only make the formal ask once a year, we invite your creative ideas, candor and viewpoint on any of the other 364 days .



Giving Back to the Community



Several years ago, Beacon Partners formed a community service committee with a goal to establish partnerships and set up volunteer opportunities within our region. This year, the Beacon employees had the privilege of collectively sharing time, talent and treasure with several organiza-

tions in the Charlotte community. The experiences proved to be both eye-opening and rewarding for everyone involved.

Camp Harrison Project: Over the summer, an anonymous donor paid to send 41 students from Statesville Road Elementary School to YMCA Camp Harrison, a week long summer camp located in the North Carolina mountains. These scholarship campers, who were incoming 3rd - 5th graders, did not have the financial means to otherwise attend.

Children were selected based upon their behavior during the school year along with their ability to benefit and grow from the camp experience. The employees of Beacon Partners were awarded the task of handling all of the logistics for the campers, which included everything from collecting camping supply donations through our friends, tenants and vendors to sending encouraging letters and emails to the campers

throughout their week stay.

The campers participated in a wide variety of activities, from canoeing to horseback riding to pottery making. While all of the programs are designed to provide fun and teach life skills, the end goal was to challenge the children spiritually, mentally and physically. To learn more, please visit www.campharrison.org.

The Harvest Center: This fall, a team from Beacon Partners was able to participate in preparing, cooking and serving a hearty, fried chicken lunch to approximately 300 of our homeless in Charlotte.

The Harvest Center has served Charlotte’s homeless, needy, and neighborhood children since 1992. Its core activities involve serving hot breakfast and lunch three times a week to hundreds of homeless individuals – serving tens of thousands of meals throughout the year. The Harvest Center also operates a food pantry program, which serves bagged groceries to over 1,000 families per month. To learn more, please visit www.harvestcenter.org.

How Can You Help? For more information on how you or your company can get involved with any of these worthy, local organizations, please contact Amy Waller with Beacon Partners at 704.597.7757.



Thanks for Partnering with Us

Beacon Partners is pleased to announce that the following tenants have recently renewed their lease or expanded their business with us.

After Disaster Metrolina	Custom Communications, Inc.	Irwin Industrial Tool Co., Inc.	Roberts Oxygen Company, Inc.
Air Charlotte Mechanical Services	Eastern Industrial Supplies, Inc.	Lynn Ladder Co., Inc.	Rollins HT, Inc.
Air Power, Inc.	Fairbanks Scales, Inc.	Macke Water Systems, Inc.	SGS Automotive Services, Inc.
Bayer Cropscience, LP	Fidelis Seniorcare, Inc.	Massamba Diantete, Inc.	Steel-Tech, Inc.
Brady Trane Services, Inc.	G.E. Richards Graphic Supplies	Merch-A-Mart	TEC Electric, LLC
Carolina Finance, LLC	Galaxy Electronics, Inc.	Metrolina Sign Supply, LLC	Trade Winds Furniture, LLC
The Carolina Building Group, Inc	Grabants Team, LLC	MSP Rents Holdings, LLC	Unity Baptist Church
Carolina Passport Health, LLC	HMC Display	Norandex Building Materials Dist.	Veicare Corporation
Carolina Sleep Shoppe, LLC	Hoist & Crane Service Group, Inc.	Professional Service Industries	

Beacon is “Enthusiastically” Going Paperless



What comes to your mind when you hear the word “payables?” For the accounting team at Beacon Partners, there is only one word...Avid! Merriam Webster’s Dictionary defines avid as *characterized by enthusiasm and vigorous pursuit*. So you may wonder how someone might be enthusiastic about or vigorously pursuing payables?

Last spring, after years of paper cuts and time-consuming filing, Beacon stepped into the world of paperless invoices through AvidXchange, an accounts payable software program that has since infused a new sense of “enthusiasm” into our accounting department. Not only has this service allowed us to more efficiently process invoices, but we’ve also been able to leverage our time into other areas of cash management.

The program is quite simple – invoices are mailed to an Avid PO Box, where they are scanned and uploaded. Beacon employees, whether we are at the office, at home or on a plane, can then securely access invoices from any internet connection and process them more efficiently than the cumbersome paper invoices of yesterday. This software has also reduced the chance of an invoice getting lost in the mail or on someone’s desk – all the while helping us to become more environmentally green and streamlining our accounts payable process.

AvidXchange, which is headquartered in Charlotte, offers a wide variety of services, depending on the complexity of the organization and continually strives to stay ahead of the electronic data curve. Their phenomenal customer service, combined with their user-friendly software has created a platform of distinction for AvidXchange.

One of the 2010 goals for the accounting team is to encourage all of our vendors to go paperless by submitting their invoices via email to Avid. For more information on how your company can benefit from a web-based, paperless accounts payable solution, please visit www.avidxchange.com.

Development in South Carolina Gains Momentum



SouthCross Corporate Center, Beacon Partners’ new speculative office/flex development in Rock Hill, SC, has recently experienced robust leasing and sales activity. The 38-acre project, located at the cross-roads of I-77, Highway 21 and Highway 161, consists of four, high-end flex buildings, totaling 124,416 square feet, along with land outparcels for retail, office/flex, and light industrial development.

Two of SouthCross’ newest tenants, Competition Accessories and KOMET USA, each celebrated their grand opening in the park in October. A third group, Triplett-King & Associates, purchased a 17,470 square foot office building at the park and plans to begin construction of their interior office space before the end of the year. These companies join Winchester Electronics, who located to the park in 2008.

In addition to the quantity of these new tenants, Beacon is very excited about the quality of each company. The park’s convenient access to the Charlotte region, coupled with its attractive corporate environment, can accommodate even the most demanding user.

For more information on SouthCross Corporate Center, please visit www.beacondevelopment.com or call Scott Dumler at 704.597.7757

Meet Beacon’s Team Members



Robin Bookmiller - Marketing Director

Robin, who joined Beacon in 2000, is responsible for managing all of our marketing-related efforts for both corporate and property related needs, which includes event planning, developing collateral materials and communication strategies.

Hometown: Pittsburgh, PA

Alma Mater: Indiana University of Pennsylvania

First Job: Clerk at a Dry Cleaner

Last Book Read: *Common Sense* by Glenn Beck

Last Vacation Spot: Isle of Palms, SC

Person you would like to meet: Rob Dyrdek

Favorite Pastime: Traveling & finding new trails to hike with my dog

Favorite TV Show: “The Office”

Favorite Team: Pittsburgh Steelers

Favorite Game: Taboo

Favorite Lunch Spot: Koishi Sushi Bar



Pete Lash – Principal

Since founding Beacon in 1989, Pete has served as President and Managing Partner. He oversees the company’s development and acquisition activities as well as Beacon’s service offerings. He has developed or acquired over 8 million square feet of real estate.

Hometown: Army Brat

Alma Mater: West Point Academy

First Job: 2nd Lieutenant, US Army

Last Book Read: *Jesse James: Last Rebel of the Civil War* by T.J. Stiles

Last Vacation Spot: Ireland

Person you would like to meet: Billy Graham

Favorite Pastime: Being with my family

Favorite TV Show: “Wipe-Out”

Favorite Team: Any team our kids play on

Favorite Board Game: Bingo

Favorite Lunch Spot: Mac’s Speed Shop

Beacon's Greatest Asset: Our People

Beacon Partners attributes its success to its strong team of talented and motivated people who are committed to achieving great results in all aspects of our business and within the communities in which we operate. We value our people as our greatest asset, and we realize that all of our success starts with them. Beacon would like to congratulate our employees who recently hit milestone anniversaries.



5 Year Anniversary

Charlie Swanson - Leasing Agent

Start Date: October 5, 2004

Best thing about his job: Seeing a plan come together and knowing a client is happy.

Most memorable moment on the job: Occurs on daily basis when working with a group of people that you have a tremendous amount of respect for.



10 Year Anniversary

Meredith Swanzy - Leasing Coordinator

Start Date: October 11, 1999

Best thing about her job:

My co-workers

Most memorable moment on the job:
The opening of Northlake Mall - there are lots more restaurants to choose from for lunch!



Congratulations

We would also like to recognize **Dan Ward**, one of our property managers, who has recently earned the **Certified Property Manager CPM®** designation by the Institute of Real Estate Management (IREM), one of the leading commercial real estate associations in the world. The CPM® designation is awarded to real estate managers who have met the Institute's rigorous requirements in the areas of professional education, examination and experience.

Years in property management: 8 years

Favorite part of job: Finding creative solutions that keep the landlord and tenants happy

When Dan's not managing property, he likes to: Play softball, basketball and spend time with his wife and two sons

Diagnostic Devices *continued*

highly trained technical professionals to run their production lines and paying them family-sustaining wages to do so. By relocating manufacturing from China to an existing facility off Statesville Road, four miles from headquarters, Prodigy® expects to realize as much as 40 percent in savings while helping grow the Charlotte economy.

From its inception four years ago, Prodigy® has been a groundbreaking force in helping diabetics to live better and healthier lives with its line of high-tech products. It was Prodigy® that worked hand-in-hand with the National Federation of the Blind and the American Foundation for the Blind to create the market's first fully audible blood glucose meter. The Prodigy Voice™ was the first meter to talk blind or low-vision diabetics through the testing process, a meter that won awards from both the NFB and AFB for its ease of use and high quality. And they're not done working to help diabetics with blind and low vision, considering some of the products in research and development. Prodigy® is the only company to produce blood glucose testing meters for every demographic within the diabetic community, with its audible meters and the smaller, hipper, Prodigy Pocket™ meter, designed for young people to help boost their compliance and therefore overall health. And all of this is happening at Harris Corners.

Contributed by Diagnostic Devices, Inc., who has been a tenant at the 9300 building at Harris Corners Corporate Park since 2006.

"The Beacon" Mailing List

We would like to thank you for taking the time to read our newsletter. Please be sure to forward to your co-workers, and please let us know if there is anyone that would like to be added to our mailing list at newsletter@beacondevelopment.com.

* If you would like to be removed from this list, please respond to this email with "remove" in the subject.



9335 Harris Corners Parkway, Suite 250
Charlotte, NC 28269

704.597.7757 main
704.598.6335 fax

www.beacondevelopment.com

Email: newsletter@beacondevelopment.com