



Partnering for a *GREENer* Future

In the summer of 2009, Beacon Partners completed the build-out of 77 Overlook, a four building, 250,000 square foot, office/warehouse park that sits on the east side of I-77, approximately one mile south of W. WT Harris Boulevard. In designing and building this complex, Beacon made its first foray into constructing environmentally sustainable “shell” buildings (meaning there is no office or warehouse build-out included).

We collaborated closely with our contractor, InterCon Building Corp., civil engineer, The John R. McAdams Co., project architect, WHN Architects and landscaper North American Lawn & Landscape. The result was an attractive, efficient “LEED-ready” building that, compared to similar competitive buildings: irrigated 50% less, created cleaner storm water, employed recycled/local construction materials, managed its “heat-island” effect by minimizing asphalt and minimized emissions by eliminating mowing.

What Beacon Partners was missing was a tenant with a strong commitment to environmental stewardship.

WESCO filled that final, critical void when it executed a lease in early 2010. As a Fortune 500 company and distributor of electrical products, WESCO was the perfect partner. Simply put, they “got it.” On our first conference call, they engaged an internal LEED accredited employee to share with the team WESCO’s goals for a sustainable, efficient workplace. WESCO has a representative at each construction meeting and are integrated into the certification process via warehouse and office light fixtures, occupancy light sensors, environmentally-friendly green cleaning products and system furniture and Energy Star equipment and appliances. They worked as a team with InterCon and Beacon’s Construction Manager,

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Beacon is partnering with WESCO for Beacon's first LEED certified building

Beacon Welcomes Our New Tenants

Beacon Partners is pleased to announce that the following tenants have recently signed a lease with us ~ Welcome!

| | | |
|--|---|--|
| 11 Giraffes | Controlled Products Systems Group, Inc. | Husqvarna Professional Products, Inc. |
| 1-800-GOT-JUNK | Digirad Imaging Solutions, Inc. | Linnet Americas, Inc. |
| ABM Janitorial Services Southeast, LLC | Dosan Corp. | Roadrunner Transportation Services, Inc. |
| Akshar Distribution Company | Eastern Foundry & Fitting, LLC | Source Fleet Management, LLC |
| Associated Builders & Contractors of the Carolinas | Emerson | VMS, Inc. |
| Binders, Inc. | Gordon's Heating & Air Conditioning, Inc. | WESCO Distribution Inc |
| Capital City Mechanical Services of Carolina, Inc. | Heritage Printing and Graphics Inc. | |

Tenant Spotlight: ABC Carolinas



Last year, The ABC Gaylor Training Center moved into a single tenant facility off of North Graham Street at Atando Business Park. Named after Gaylor of North Carolina, Inc., an electrical contractor located in Mooresville, NC, ABC now has over 10,000 square feet of space, which includes five classrooms, laboratories, laydown work space, a conference room and a general office area. The Training Center is accredited through the National Center for Construction Education and Research (NCCER) as a certified training sponsor and is an NCCER accredited assessment center.

Craft training through registered apprenticeship has long been the standard for ABC chapters throughout the United States. Apprentices

representing ABC of the Carolinas have always fared well, with many first and second place winners in both state and national craft competitions. Sponsoring apprenticeship programs in Mecklenburg, Cumberland, Wake and Alamance counties, and serving over 120 apprentices representing 15 participating employers, ABC has become a leading provider of post-secondary related learning for registered construction apprenticeship programs in North Carolina.

After signing the lease in December 2009, renovation of the entire office/classroom/lab space began immediately. With member companies performing the renovation work, using recycled materials that ranged from carpet tile to plumbing and light fixtures, the center took shape with amazing speed and huge savings. ABC held their first classes on January 19, 2010, while their grand opening was held on

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Partnering for Success



Approximately five years ago, Beacon Partners began a partnership with Statesville Road, Elementary School (SRES), a Charlotte Mecklenburg elementary School. The partnership began with a few Beacon employees mentoring a hand-

ful of students, but since then has grown into a significant partnership, which ranges from Beacon employees coaching sports teams to teaching Junior Achievement. The relationship has been extremely beneficial to both Beacon and SRES, but most importantly it has benefited the 500 plus children who attend the school.

Beacon Partners has recently begun helping with a new collaboration between Communities In Schools, Social Venture Partners and Charlotte Mecklenburg Schools to help foster additional partnerships between businesses in our community and high poverty elementary schools. The program is called Partners For Success, and its mission is to facilitate long-term partnerships between Charlotte area businesses and Title I (40% or more of the students come from low-income families) elementary schools. Partners for Success will help provide tutoring, mentoring, special programs, funding and resource assistance to help students (and the elementary schools serving those students) improve academic achievement and become more well rounded through interaction with positive adult role models.

Approximately one in four elementary age school children need support and assistance beyond what is available in school on a daily basis, especially in light of the recent budgetary constraints at CMS. Many of these children are disadvantaged from an early age due to lack of individual attention and the tools necessary to succeed. The result is - a large segment of our elementary aged children are socially and academically immature when they enter school. With teacher time limited for individual students, these children often become discouraged and fall into a self perpetuating cycle of failure.

In many instances, these children simply need a little extra help aca-

demically, encouragement to succeed or perhaps just a positive adult role model to talk to on a regular basis. Businesses committed to improving the Charlotte community by helping its children can reverse this cycle by establishing a partnership with a local elementary school. By encouraging and supporting employees to mentor, tutor, teach special classes or merely serve as a lunch buddy once a week, local companies can make a significant impact in the lives of disadvantaged children. The areas that are in need include:

- **Tutoring:** assist with reading or math problems (1 hr/week)
- **Mentoring:** have lunch or just get together (1 hr/week)
- **Junior Achievement:** teach a six-week program (1 hr/week)
- **Increase awareness** of school needs in business community
- **Fundraising:** provide financial aid or assistance in fundraising events
- **School Supplies:** conduct supply drives to procure everyday supplies, such as pens, pencils, paper, soaps, paper towels, etc. Currently, teachers often fund these supplies personally
- **Special Activities:** reward excellence with quarterly accelerated reader parties, field trips and camp experiences
- **Special Project Support:** assist with labor needs, such as landscaping, painting or constructing a nature trail

Three years ago, there were 27 high poverty elementary schools in Charlotte. Today there are 38, and this trend is likely to continue in the future, further widening the gap between the "haves" and "have-nots" and continuing the cycle of generational poverty in our community unless businesses and faith organizations in our community decide to take a stand.



To learn more about how your company can become a Partner with one of the many Title I elementary schools in our community, please contact:

Mike Harrell at 704.926.1390 or mike@beacondevelopment.com

Reminder: Security Meeting at Atando Business Park



All Atando Business Park tenants are welcome to join Beacon Partners for a security luncheon on **Tuesday, June 8 at 3330 Service Street**. During this event, valuable information will be shared regarding safety and security at the park as well as updates from your property managers. CMPD and City of Charlotte officials will be participating in this event and will welcome comments and questions from attendees. We encourage each tenant to send a representative from your company. Kindly RSVP to Dana Sweat at

704.926.1382 or dana@beacondevelopment.com

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.

| | | | |
|----------------------------|---------------------------------|-----------------------------------|---------------------------------|
| A-1 Quality, Inc. | Cardiac Sports, Inc. | GCG Wealth Management Inc. | Paxton Van Lines, Inc. |
| Adams Electric Company | City of Charlotte | Huber Technology, Inc. | Premier Garage of Charlotte |
| Alpha Paper, LLC | Dewberry & Davis | INDS Holdings, Inc. | Sunbelt Rentals, Inc. |
| ASC Construction Equipment | Diagnostic Devices, Inc. | Interactive Safety Products, Inc. | Sunny Trading |
| Bank of America, N.A. | Elite Telecom Services, Inc. | K & J Trading, Inc. | TA Kaiser Heating and Air, Inc. |
| Bantra Corporation | Factory Mattress | Merch-A-Mart | Wachter Network Services Inc. |
| Bearing Distributors, Inc. | First Data Payment Services LLC | Navistar, Inc. | |

Beacon's Greatest Asset: Our People

Beacon Partners would like to highlight several of our employees recent accomplishments ~ Congratulations!



Charlie Swanson, one of Beacon Partners' leasing agents, **earned the Society of Industrial and Office Realtors SIOR® certification (SIOR)**. The Society of Industrial and Office Realtors is a leading professional commercial and industrial real estate association that represents today's most knowledgeable, experienced and successful commercial real estate brokerage specialists. SIOR has certified more than 2,700 of its members with the prestigious SIOR designation, a professional symbol of the highest level of knowledge, production and ethics in the real estate industry.

Jon Morris, partner-industrial development at Beacon Partners was **honored with an Award of Excellence** by NAIOP Charlotte, the leading organization for developers, owners and related professionals in office, industrial and mixed-use real estate. This award recognizes an individual who positively influences the community and industry. A long-time member, Jon is a past president of the NAIOP chapter and is currently serving as a national board member of NAIOP.



New Work Order System



For the past year, Beacon has diligently been researching a new work order system to better serve our customers.

We are happy to report that effective *Wednesday, June 2, 2010*, the Beacon Partners Service Desk will handle **all** work requests for **all** of our tenants. The new system will be more user friendly and **will be available 24 hours a day, 7 days a week, 365 days a year**. Below are the specifics:

- Tenants have two options to submit work orders: they can either call **1-866-947-5043** or email **BeaconPartnersServiceDesk@lesco.net** for work requests, which include, but are not limited to: *hot/cold HVAC calls, janitorial/cleaning requests, light fixture replacements, water leaks, after-hours HVAC requests; keys/fobs, etc.*
- If you prefer to call, your call will be answered by a live person who will obtain the necessary information to direct the request to the correct vendor or property manager for appropriate action
- If you prefer email, please be sure to provide the following information: **location** (include building name, address and suite number), **contact name**, **contact number** and **contact email address**

dress and detailed information on item(s) that need attention

- The Beacon Partners Service Desk will follow up with you to ensure satisfaction following notification that the work order has been completed
 - For urgent matters such as leaks, plumbing concerns, gas smells, etc., the Beacon Partners Service Desk will follow up with the vendor within an hour if they have not received the completion response
 - For non-urgent matters, the Beacon Partners Service Desk will follow up with the vendor within 24 hours if they have not received a completion response

Thank you in advance for using the new Beacon Partners Service Desk. We are confident you will be satisfied with the service, but please be assured that our Property Management team will remain actively involved and informed. Any new process or procedure takes time to settle in, so we ask for your cooperation and patience as we get the Beacon Partners Service Desk running efficiently. Please be sure to contact your property manager if you have any issues, concerns or questions.

Property managers will be distributing magnets with the new contact information!

Meet Beacon's Team Members



BRIAN RICHARDS - Finance Manager

Brian works closely with our asset management team to provide internal asset reporting, coordinate project financings and support oversight of our portfolio. He also provides operational and communication support to our investment partner relationships.

Neighborhood: Madison Park

Favorite part of job: Our work environment

Favorite vacation spot: Anywhere on the NC/SC Coast

Person(s) you would like to spend a day with: My grandfathers

Favorite possession: My grill

Favorite reality show: "This Old House"

Fantasy job: Antique boat restoration

Favorite website: doityourself.com

Hero(s): My parents

Biggest pet peeve: Slow drivers in the passing lane

Adjective that best describes you: Reserved



DAWN DESMOND - Property Manager

Dawn, who has served in various roles at Beacon since 1996, now manages our flex and office portfolio. She is also responsible for handling the budgeting, financial reporting, collections, maintenance contracts, tenant move-ins and move-outs.

Neighborhood: Davidson Farms

Hero(s): My Dad

Favorite vacation spot: Hawaii

Favorite reality show: I dislike reality shows

Favorite website: USAirways.com (because I would be planning a vacation)

Person you would like to spend a day with: My mom

What do you eat more of than anything else: Pasta & chicken

What is your biggest vice: Having to tell people about myself

On what do you spend too much money: My spoiled children

What is it that you most dislike: Public speaking

What I do when I'm home alone: Laundry, read & re-organize

Lunch on the Lawn

Thanks to all of the North Charlotte tenants who participated in our first two *Lunch on the Lawn* events! We hope this will become an annual summer tradition. Held in the courtyard of Harris Corners Corporate Park, *Lunch on the Lawn* is a great way to spend your lunch break outdoors - enjoy live music, support local vendors, grab a slice of pizza or hotdog, meet your neighbors and play some corn hole!

- * Please mark your calendar for future *Lunches on the Lawn*: **Thursday, June 24, Thursday, July 22 and Thursday, August 19**
- * Beacon's corn hole boards are always available for use during the day - just stop by our office and check them out
- * Don't forget to bring your blanket, umbrella and lawn chair



Partnering for a **GREENer** Future *(continued from page 1)*



Matt Lucarelli, and were able to elevate our original goal of “Certified” to “Silver.” The team was able to add several prospective points for exemplary design efforts to further improve water and energy efficiencies and other innovative strategies, such as educational signage for building occupants and visitors.

We will not know our final result until WESCO has occupied for several months, but regardless of the “official” designation, this project has been a success. The philosophy of partnership is being implemented under the spirit of teamwork. More importantly than any LEED designation, the facility WILL use LESS water and electricity than the same non-LEED facility would have in the past. The offices will have cleaner air that will create a more productive work environment. WESCO will have a facility that they can proudly tell both their employees and customers was built and operated in a manner that respects our environment.

Tenant Spotlight: **ABC Carolinas** *(continued from page 1)*

January 28, 2010. Only through the sponsorship of over 30 ABC Carolinas member organizations and other associations is it possible to open such a great resource for the industry. Certification, safety, continuing education and professional development courses and sessions are scheduled to meet the needs of all construction employees. *BIM, LEED, Lead Paint, Signaling, Rigging and Highway Signaling* are only a few of the many sessions offered at the ABC Gaylor Training Center. ABC members are encouraged to use our facility for all of their meeting and training needs.

ABC represents the interest of merit shop contractors and its employees in the: protection and enhancement of the free enterprise system within the construction industry policy making process of government provision of educational, marketing and informational programs.

ABC Carolinas is a tenant at 1722 Toal Street in Atando Business Park in Charlotte, NC

“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