



CONCOURSE CHRONICLE

JULY/AUGUST 2015

“**Building Land and Technology** is excited to own this trophy asset in the fastest growing submarket in Atlanta. Concourse presents a unique opportunity for BLT to increase the value proposition to a currently terrific roster of tenants and attract new tenants in the market. We are attracted by the supply-demand dynamics of the submarket, as well as the opportunity for a new development with uses that complement Class A office space. We plan to invest in further enhancements at Concourse to reinforce and solidify Concourse’s reputation as the premier office project in the Perimeter submarket. We hope that you are as happy to be at Concourse as we are to have you. We are dedicated in keeping Concourse as one of Atlanta’s most coveted working environments.”

Carl R. Kuehner, III
CEO, Building Land and Technology



BLT ACQUIRES CONCOURSE CORPORATE CENTER

Building and Land Technology (BLT) based in Stamford, Connecticut recently acquired Concourse Corporate Center and a prime parcel of developable land at Concourse, which is zoned to accommodate retail, office and residential uses. The undeveloped land and close proximity to several MARTA rail stations offer significant opportunities to create value and continue to improve Concourse's offering as urbanization continues in the Perimeter submarket. It is the first major investment for Building and Land Technology in Atlanta. Initiatives will include enhancements to lobbies and public spaces, restrooms and other common areas.

ABOUT BUILDING AND LAND TECHNOLOGY

The firm was founded in 1982 by brothers Carl and Paul Kuehner. BLT is a privately held, real estate private equity, development and property management firm that is vertically integrated and has invested in, developed, owned and managed over five million square feet of commercial space and over 10,000 residential units as well as ownership in over 50 hotels across the country. They are considered one of the largest office landlords in Connecticut.

BLT developed Harbor Point, a transformative mixed use development in Stamford, CT; one of the largest redevelopments on the Eastern seaboard. Included are over 6 million square feet of residential, office, hotel and retail development with restaurants, cafes, shopping and acres of parklands on a full mile of renewed waterfront. The residential component at Harbor Point includes from loft style to high-rise apartment living with best-in-class finishes and amenities. An environment was created where workers, visitors and residents alike are encouraged to linger and shop and enjoy the many amenities the development has to offer.

BLT's holdings also include more than 100 active real estate companies, a majority interest in William Pitt Sotheby's residential brokerage firm with 28 offices and 1,100 agents, a mortgage insurance company as well as numerous private equity investments.

Their financial solutions divisions provide full real estate services to the financial services sector with the goal of maximizing liquidity and value of troubled real estate assets and loans of all type and all stages of developments. BLT solutions makes recommendations from a host of options that include build-out, lease and hold, traditional sale, bulk

sale or auction. Assets can range from single and multi-family homes, to subdivisions, raw land, office buildings, retail centers, industrial parks, and mixed use projects throughout the New York metropolitan area.

David Allman, Chairman of Regent Partners, said: "We are delighted to be working with BLT in our continuing efforts to further boost the prestige of the iconic King and Queen towers. BLT brings both capital and operating expertise to the table, and we bring outstanding leasing and management services in the local market. These are best-in-class properties in an amenity-rich office park, and our plans will further enhance them." Regent Partners will continue as leasing and managing agent on behalf of BLT.

ELEVATOR UPGRADES

Schindler Elevator has begun upgrading the elevator technology and equipment in Buildings Two and Six. One of the upgrades will be the installation of Destination Dispatch which is an optimization program for elevators systems which groups passengers for the same destinations into the same elevators thereby reducing waiting and travel times. The waiting time reductions; however, will not occur until the work is complete on all elevators. PORTs will be installed in the place of the existing call buttons on all elevator lobbies. The call buttons inside each elevator and in the elevator lobbies will no longer be accessible when the Destination Dispatch technology goes live. Instead of using call buttons, you will be choosing your floor by pushing the floor number designation on the PORT installed outside the cab or by scanning your fob or card near the bottom of the PORT for floor access. Destination Dispatch is not part of the internal modernization work so once the PORTs go in, it does not mean the elevators are modernized. The anticipated go live date for Destination Dispatch is the end of the third quarter 2015 for Building Two and in the fourth quarter for Building Six.

Property management will be scheduling a time to work with each tenant contact in both Buildings Two and Six to set up specific dates so that new scanning stickers can be attached to each employee's card or fob, (this should be the device you currently use on the existing access reader inside each elevator cab). These stickers will allow your existing device to work exactly as they are programmed now on the new PORTs.

As the modernization progresses, one elevator in each elevator bank will be taken out of service for

approximately three months at a time. The entire modernization (all elevators) process will take approximately one and a half years to complete. This will begin after the Destination Dispatch portion of the upgrades are completed. The completion of the modernization process for Building Two and Six is anticipated in the third quarter of 2016.

We appreciate your patience as we upgrade the technology and mechanics of the elevators in order for them to better handle new technology and have better performance.

WELCOME TO CONCOURSE

Amtrak recently opened the doors to its Information Technology (IT) Service Delivery Center in Concourse Four, Suite 350. The new center will support Amtrak IT operations nationwide, and as many as 200 jobs may be created in the Atlanta metro area during the next two to five years as a result. Amtrak has been recognized as one of America's Best Employers of 2015 by Forbes, a top 25 STEM Jobs™ 2015 Approved Employer, and one of the top 100 2015 Military Friendly Employers by G.I. Jobs®.

Amtrak currently employs nearly 70 people in Georgia and spent more than \$78 million on goods and services in the state during the most recent fiscal year. Amtrak's Crescent service travels twice daily between New York City and New Orleans, and serves Atlanta's Peachtree Station. "We are excited to come to Georgia. The opening of this service delivery center strengthens our IT operations and allows us to deliver more effectively and efficiently for our business and customers," said Jason Molfetas, Amtrak Chief Information Officer and Executive Vice President. "Our employees must continue to have the best technology capabilities that provide quick access to information, link to critical processes and connect with customers in a rapidly evolving marketplace."

In addition to the Sandy Springs facility at Concourse, Amtrak IT operations are also based in Washington, D.C., Philadelphia, PA and Wilmington, DE. Amtrak currently employs over 20,000 people across the United States. Amtrak connects America in safer, greener and healthier ways. With 21,000 route miles in 46 states, Washington, D.C. and three Canadian provinces, Amtrak operates more than 300 trains each day - at speeds up to 150 mph - to more than 500 destinations. Amtrak also is the operator of choice for state-supported corridor services in 15 states and for four commuter rail agencies.

For more information, visit www.Amtrak.com or call **800-USA-RAIL** for schedules, fares and more information.

TENANT ANNIVERSARIES

Thank you for your tenancy

CONCOURSE ONE

Datalex USA, Inc. - 8/12/2013

CONCOURSE TWO

U.S. Bank (Elavon) - 8/01/1996

CONCOURSE FOUR

T-Mobile South, LLC - 7/01/1997

Maid Brigade, Inc. - 8/12/1998

Metlife - 7/22/2013

CONCOURSE FIVE

Jiwani Made to Measure - 7/01/2011

Augme Technologies - 7/01/2012

Mutual of America Securities, LLC - 8/01/1999

Plum Creek Timber Company, Inc. - 8/01/2013

Willis Insurance Services of GA - 7/01/2013

Kineticom - 8/01/2012

Freud America Inc. - 8/01/2000

Artisan Partners Limited Partnership - 7/21/1997

Castro Law, P.C. - 8/01/2009

OCI Chemical Corporation - 7/23/2010

Randstad Professionals US, LP - 8/01/1996

Global Lending Services, LLC - 7/06/2012

CONCOURSE SIX

The Newsstand - 8/19/1992

David's Gourmet - 8/01/2002

Warren Averett, LLC - 7/01/2009

TowerPoint Capital, LLC - 8/01/2013

Primary Residential Mortgage, Inc. - 7/01/2012

Virtustream, Inc. - 7/01/2012

Quest Group Search, LLC - 8/18/2014

The Benefit Company, LLC - 7/01/2014

Global Management Technologies, LLC - 7/01/2010

McCalla Raymer, LLC - 7/01/2009



Photo credit: J.A. Inman

SANDY SPRINGS FIREWORKS

In honor of our nation's independence, Concourse will host the Sandy Springs fireworks celebration on **Sunday, July 5**, on the lawn in front of Concourse Four. Music from the band, Shiloh, will begin at **7:30 p.m.** with fireworks beginning at **9:45 p.m.** Pack a picnic, bring a blanket and enjoy an evening under the stars.

TENANT APPRECIATION ICE CREAM SOCIAL

Regent Partners and BLT hosted ice cream socials on **May 27** and **May 28** in honor of Tenant Appreciation Day. The event was catered by Corporate Events and included several flavors of ice cream along with an assortment of toppings, and juice bars. Live music and caricature artists were also on hand to make this a fun filled afternoon. We hope you were able to attend and enjoyed all of the festivities.



BLOOD DRIVE RESULTS

On **Tuesday, June 9** we held our quarterly American Red Cross Blood Drive. Thank you to all who participated as a record was broken at Concourse for units of blood collected...wow! Your time and generosity made a difference in someone's life.

21ST ANNUAL CHILDREN'S RESTORATION NETWORK'S BACK 2 SCHOOL CAMPAIGN



Help us meet our goal of 5,750 new book bags filled with school supplies. Each one will represent a child living in a homeless shelter or group home. Collection boxes will be in each Concourse building's lobby beginning **Wed. July 15 - Fri. July 24**. Please donate and help support this great organization.

AMENITIES AND SERVICES AVAILABLE FOR CONCOURSE TENANTS AND GUESTS.

- Atlanta Spine Doctors/Concourse Four - 770-396-9100
- Concourse Athletic Club - 770-698-2000
- Concourse Athletic Club Spa - 770-698-2076
- Concourse Coffee Station/Concourse Five - 678-443-0538
- Concourse Newsstand/Concourse Five - 770-394-9037
- Concierge Services of Atlanta - 770-698-2211 or 770-698-2245
- Courtside Grille/Athletic Club - 770-698-1650
- David's Gourmet/Concourse Six - 770-391-9410
- Gateway Newsstand/Concourse One - 404-452-9794
- Jiwani Custom Clothiers/Concourse Five - 770-394-0055
- KinderCare Learning Center - 770-551-9663
- Paris Bistro/Concourse Five - 770-256-0768
- Personal Touch Mobile Dry Cleaning - 678-725-4201
- Sandy's Café/Concourse Two - 770-522-8122
- Savor Bar & Kitchen/The Westin - 770-395-3900
- Shoe Shine/Concourse Five - 770-698-2099
- Shuttle Transportation - 770-677-0518
- Tenant Conference Centers - 770-677-0518
- Tower Newsstand/Concourse Six - 770-396-7315
- Travel South International/Concourse Five, Suite 140 - 770-390-9894
- Viking Car Wash - 770-522-7500
- Wellness Plus Clinic/Concourse Two - 678-691-8239
- The Westin Hotel - 770-395-3900

ELECTRONICS RECYCLING DAY



Our next Electronics Recycling Collection day will be **Wednesday, Aug. 12 from 8:30 a.m. - 4:30 p.m.** Collection boxes will be at each building's loading dock area. For a list of acceptable items please contact Remy Fulton, Corporate Concierge at rfulton@cscoa.com.