

## ALL SEASONS BIRMINGHAM GRAND OPENING



**Vice President Josh Suardini,  
Principal Douglas Etkin and  
President Curtis Burstein**

Etkin's successful partnership with Beztak Properties continued with the grand opening of All Seasons Birmingham in July. The luxury senior living community is comprised of 131 stylish one and two bedroom independent living apartments, and is conveniently located within walking distance of Birmingham's bustling shops, restaurants, galleries and cafés.

All Seasons is a standout among senior living communities, focused on creating a well-rounded experience for all residents. The community is committed to ensuring a vibrant, active, sophisticated, educational and cultural lifestyle, emphasizing independence and convenience.

The VIP Grand Opening event in August included a ribbon-cutting ceremony, and numerous distinguished guests shared their enthusiasm for All Seasons Birmingham, the first community of its kind in the area. Oakland County Executive L. Brooks Patterson

praised Etkin and Beztak for adding to the quality of life for seniors and their families, noting that All Seasons will be an innovative, engaging and enlivening addition to Birmingham.

Etkin Vice President Josh Suardini expressed his thanks to Beztak, "This type of project really requires a strong partnership from the start and throughout the process. I would like to thank our partners in the Etkin office and our partners at Beztak in bringing this new community to Birmingham."

Etkin Principal Douglas Etkin added, "We are delighted with the results of our partnership with Beztak Properties, and we look forward to watching All Seasons Birmingham thrive."



## ETKIN SLATED TO ACHIEVE \$85 MILLION IN REFINANCING PROJECTS

Etkin has continued its successful track record of asset refinancing: in 2015, eight different assets underwent refinancing for a total of \$35 million. Within the next two quarters, Etkin predicts it will refinance six additional assets for close to \$50 million, making it a total of \$85 million this year.

A 2015 highlight includes Etkin leading the refinancing process for a Beaumont Medical Center building in Rochester Hills, allowing the ownership group to secure needed funds for tenant improvements as well as capital improvements to enhance the long-term value of the property. Etkin President Curtis Burstein stated, *"The Beaumont refinancing demonstrates Etkin's range of capabilities as a third party property management company. We are proud of this successful partnership with building ownership, and that the asset will continue to thrive as a result of this refinancing."*



College Park, Livonia



Beaumont Medical Center, Rochester Hills



College Park, Livonia

The office building at 975 Opdyke, a maturing loan with two medium-term leases in place, was also successfully refinanced. At the College Park mixed-use campus, retail and restaurant assets were refinanced. These successful assignments foster stabilization within Etkin's portfolio, supporting the long-term value of the company's properties while also creating increased cash flow.

Additional refinancing initiatives are underway, which will support the continued success of Etkin's assets. The company is also focused on supporting its partners during the refinancing process and looks forward to these upcoming projects.

Burstein expressed enthusiasm for these initiatives, *"These transactions are an important part of our building ownership strategy. Interest rates are favorable right now, which will help support long-term cash flow across our portfolio."*

Evergreen Atrium Marketplace, Southfield



## 2015 LEASING IS AT 95 / 95

Etkin's commitment to broker and tenant relationships has paid off: leasing is now at 95/95. Translation? 95% of Etkin's properties are at 95% (or more) occupancy!

This success is also a result of Etkin's market-savvy approach to leasing. Vice President Josh Suardini explained, *"We are continually adjusting deal points to ensure our buildings remain competitive and attractive to new and retained tenants. We've also prioritized reinvesting in many of our buildings, both cosmetically and in building systems, to give them a fresh look and ensure they stand out among other competing buildings in the area. This has resulted in many tenants extending their leases."*

Etkin also continuously builds their broker and tenant relationship through regular teambuilding and tenant appreciation events. An updated, user-friendly website and contemporary marketing materials have also contributed to Etkin's success.

Josh Suardini added, *"Over the years, Etkin has built a foundation for efficient leasing, and this has culminated in great numbers for 2015. Our in-house leasing department is a one-stop shop for prospective tenants. Proposals are turned around quickly, leases are negotiated promptly and we manage the whole design/construction process to ensure all of our new tenants' needs are met before move-in."* Etkin is proud to have raised the bar to meet this 95/95 milestone.



1111 Long Lake, Troy

## BEST AND BRIGHTEST 6 YEARS IN A ROW!

For the sixth consecutive year, the Michigan Business and Professional Association recognized Etkin as one of the 101 Best and Brightest Companies to Work For in Metro Detroit. Etkin, among other companies, was recognized at a symposium at the Detroit Marriott at the Renaissance Center, where ROSSETTI Principal and Director of Creative Design, Kelly Deines, IIDA, LEED AP, served as keynote speaker. Often referred to as “the Academy Awards of Human Resources,” the Best and Brightest awards are presented to companies who demonstrate success in the areas of employee communication, work-life balance, employee education, diversity, retention and more.

Etkin’s Human Resource Manager, Rebecca Lorenzetti, said, “It is such an honor to be recognized as a Best and Brightest company. Etkin’s employees are at the heart of our operations, and we will continue to champion a people-centered culture.”



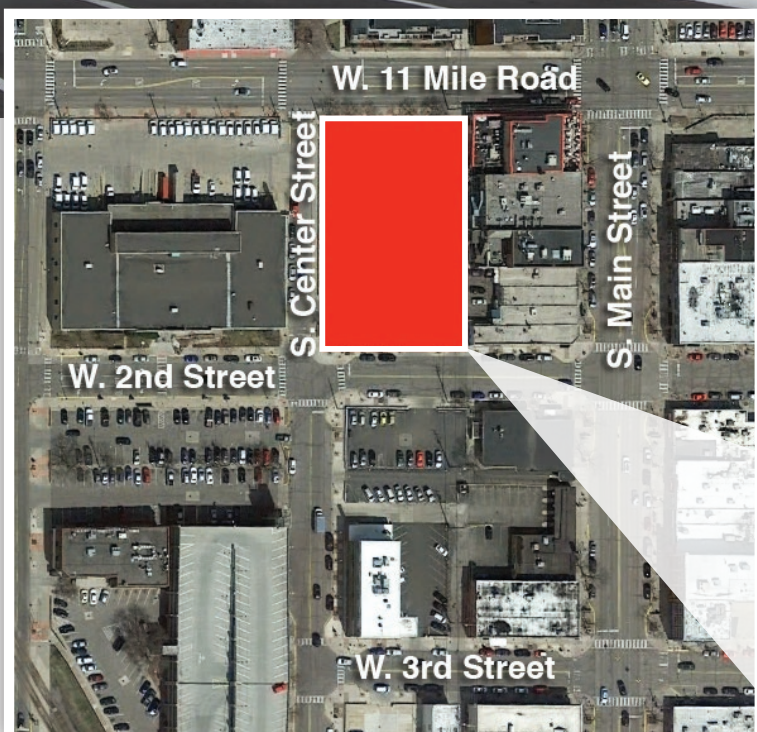
## ROYAL OAK DEVELOPMENT PLANS UNVEILED



Etkin is excited to kick off the development of a new class A office building in the heart of downtown Royal Oak! The Royal Oak community is one of metro Detroit’s hottest walkable urban neighborhoods, and it also offers convenient expressway access in the center of Metropolitan Detroit travel patterns, making it ideal for creative and professional team members. Downtown Detroit is just 15 minutes away, and the North, East and West bedroom communities are all within a 30-minute drive. The building is currently designed at 74,000 sf, and will feature

25,000 sf floor plates, generous build-out packages and secure, on-site, covered parking. It is located at the southwest quadrant of 11 Mile Road and Main Street, in the midst of one-of-a-kind retailers, restaurants and exciting nightlife.

Etkin Principal Douglas Etkin stated, “We are excited to begin this new development in Royal Oak, where there is a definite need for more office space. Companies are continually looking to move there and Etkin is right on target to meet market demand.”





Mendelson Kornblum Medical Building, Livonia



31500 Telegraph, Bingham Farms

# GROWING PORTFOLIO

2015 has been a successful year for Etkin's growing healthcare management portfolio, which includes 15 medical office buildings, with potential to add more properties before year's end. This year, Etkin added three Bingham Farms properties owned by RBK Investments, as well as one property owned by Mendelson Kornblum Orthopedic & Spine Specialists in Livonia.

The four new buildings feature ample parking to accommodate the daily influx of patients. Three of the four are solely dedicated to medical operations. The RBK buildings are conveniently located on Telegraph just north of I-696 and Telegraph; nearby hospitals include Beaumont Royal Oak, Providence Park in Novi and St. Joseph Mercy Oakland in Pontiac. The Mendelson Kornblum property is easily accessible from I-96 and I-275, and St. Mary Mercy Livonia hospital is located in close proximity to the building.

Business Development Manager Matt Fenster stated, "Etkin is proud to manage these buildings, which offer ambulatory surgical services, physical therapy, pediatrics, OB/GYN, oncology, an eye center and more. These successful assignments are founded on Etkin's deep understanding of the demands of healthcare buildings - expertise in janitorial services, backup generators and quick response times to building issues are a few of the 'must haves' in these complex settings." Etkin has built relationships with a number of area healthcare systems as well, and Fenster continued, "The company's commitment to quality and attentiveness has placed it at the forefront of the healthcare property management market."

## SPOTLIGHT ON CHARITIES

Over the last 25 years, Etkin has donated hundreds of thousands of dollars to local and national charities. At the end of each year, a major donation is made to Children's Hospital of Michigan on behalf of Etkin's valued clients and business associates.

In addition, Etkin has also served as a sponsor for other charities that include but are not limited to: the American Diabetes Association, the Alzheimer's Association, Child Safe Michigan, Judson Center and the Robert A. Schuele Scholarship Fund. Etkin recognizes the value of charitable giving through fundraising, sponsorship and participation at events - community involvement is at the heart of what we do.

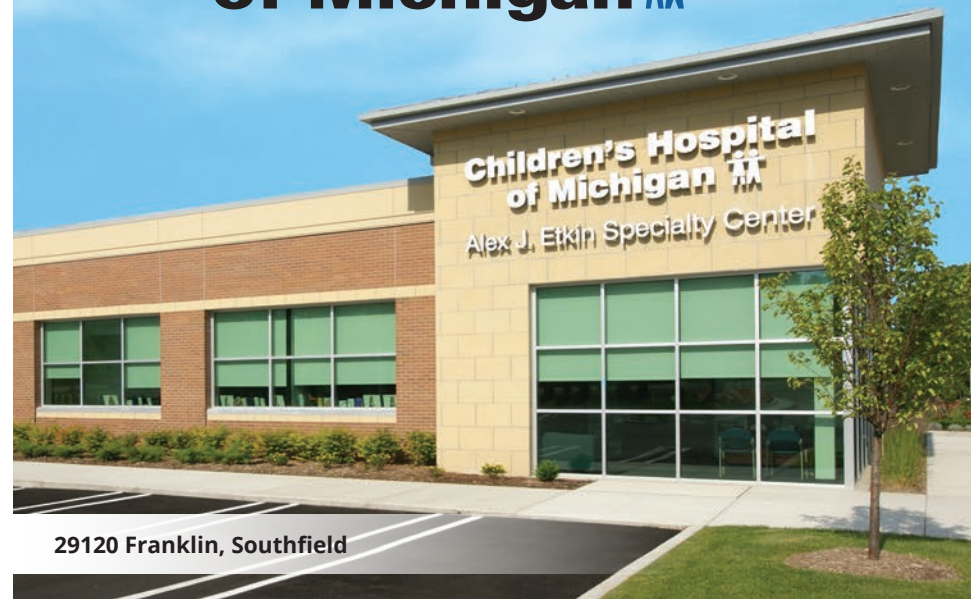
### Over \$2,000 Raised for the Intrepid Fallen Heroes Fund

This past year, employees at the Etkin office focused their efforts on raising money for the Intrepid Fallen Heroes Fund, which helps American veterans returning from military service, as well as the families of those lost while serving our nation. In addition to money raised from the Jean Fund, which allows employees the privilege of wearing jeans to work, other activities were organized to build support for this important cause, which was selected by one of our team members.



 American Diabetes Association®  
**Tour de Cure 2015**

**Children's Hospital of Michigan** 



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