



NEW LANDMARK ROYAL OAK OFFICE BUILDING 100% PRE-LEASED

Based on Etkin's highly successful pre-leasing initiatives, development is moving forward as planned at 150 W. 2nd St. The 73,920 square foot luxury office building quickly attracted four prominent tenants who will occupy 100% of the building – a rarity in the development of any multi-tenant office property in the nation.

"We are delighted to not only announce that construction is progressing rapidly, but the fact that the building was 100% leased well in advance of occupancy. This reflects the premium quality of the building and its superb walkable location in Royal Oak," commented Etkin principal, Douglas Etkin. "We are very excited about creating this new urban asset. It establishes a strong presence for us in Royal Oak. We are also pleased to increase the city's daytime population by approximately 350 people."

The new building's tenant roster will include Stout, a premier global advisory firm that specializes in investment banking, valuation and financial opinions, as well as dispute advisory and forensic services. Stout will occupy the entire fourth floor of the building plus expansion space on the third floor. Gongos, a decision intelligence enterprise that supports Global 1000 companies, will move its headquarters from Auburn Hills to the third floor. Gongos offers its clients multiple levels of engagement to address their ongoing business challenges through primary research, data integration and insight curation. Etkin will relocate its corporate offices to the second floor. The balance of the second floor will be occupied by Fried Saperstein Abbatt, PC, a well-known Oakland County law firm.

"Our team loves Royal Oak's unique vibe and energy. The city's walkable urbanity and expanded parking options are very attractive to us," said Etkin CEO, Curtis Burstein.

Already known for its restaurants, bars and notable shops, along with upscale new residential developments, the city's long-term goal is "to significantly increase our daytime population with new office and retail development," said Royal Oak Mayor, Michael Fournier.

The site of the new office center was formerly a city-owned parking lot located at the corner of 11 Mile Road and Center Street just west of Main Street. Royal Oak's Downtown Development Authority sold the parcel to Etkin to develop high-quality offices to attract workers who in turn, will help keep the downtown vibrant in the daytime and after work. The building will include 54 on-site, grade level, covered parking spaces for tenants. Those spaces will be available for public parking in the evenings and weekends. Royal Oak is currently constructing an adjacent 550 space, 7-story parking deck that will be completed later this year.



The Etkin team believes many factors led to the unprecedented demand for its new Royal Oak office building. In addition to the ample parking and high visibility, the building offers many LEED design elements, including the building envelope, H.V.A.C. system and energy efficient lighting. The sophisticated exterior design includes sleek building entries, limestone, architectural metal panels and Low-E tinted glass. Each level includes an outdoor terrace where tenants can enjoy the benefits of collaboration and team building in a casual setting. ■

▲ **Douglas Etkin joined Royal Oak city officials at the groundbreaking earlier this year.**



Etkin Acting As Development Manager For A123 Systems' New Novi, MI Headquarters



“The new Novi headquarters will meet our future needs by becoming the epicenter of engineering for our industry...”

A123 Systems, LLC, a global developer and manufacturer of advanced lithium-ion batteries and systems, has partnered with Etkin by selecting our team as development manager for its new \$40 million headquarters facility in Novi, MI.

Located off I-96 near the Fountain Walk complex, the 32-acre site was assembled by Etkin for the 150,000 square foot facility, which will include corporate offices, an advanced engineering center, laboratory space and a manufacturing plant. The new headquarters is expected to significantly increase engineering jobs in the area and employ 400 team members upon its completion in 2018. The state-of-the-art engineering center will continue to lead the development of new low-voltage products for growing global markets.

“The new Novi headquarters will meet our future needs by becoming the epicenter of engineering for our industry. It will allow us to expand our engineering workforce and bring previously outsourced testing inside,” a company spokesperson stated. “In addition to our corporate staff and engineering group, we will also maintain manufacturing capability for systems assembly to meet the demands of the U.S. marketplace as it continues to evolve.”



The company expects that the net impact on the Michigan and U.S. economies through its payroll will surpass its current level by \$10 million annually by the end of 2019. The primary driver of this net payroll growth will be the company's expanding engineering staff and testing capabilities at the new Novi site.

The A123 Systems project requires close collaboration with Etkin, beginning with the intricate assembly of the 32-acre site. Etkin is responsible for all entitlements, development and construction through completion. *Etkin Vice President Josh Suardini shared his enthusiasm, “Etkin looks forward to our partnership as we develop a premier facility to best support A123 Systems' long-term goals and global growth.”* ■

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A123 Systems' new headquarters will include corporate offices, an advanced engineering center, laboratory space and a manufacturing plant.



Award-Winning Office Building Sold To Long-Term Tenant

Designed by internationally renowned architects, Minoru Yamasaki Associates, Northfield Point North Office Center won BOMA International's regional Office Building of the Year Under 100,000 Square Feet in 2003. The building's prominent location at the Crooks Road intersection of I-75 provides unparalleled accessibility and corporate visibility. The signature design of Yamasaki permeates the building's timeless design. A property of this quality, with an adjoining retail convenience center, is a rare find for companies seeking a distinctive corporate headquarters.

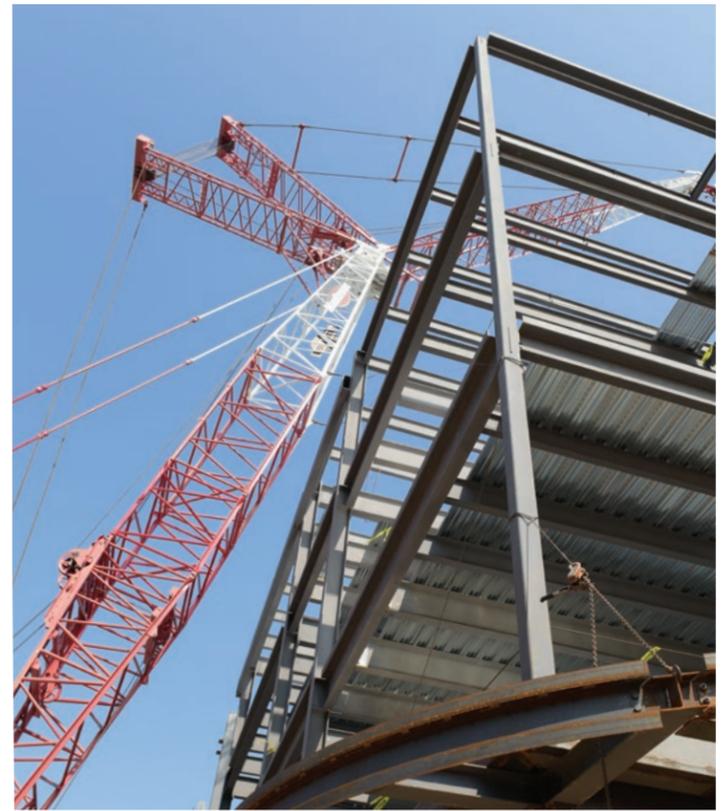
Recognizing this unique opportunity, Crestmark Bank, one of the building's long-term tenants, worked closely with Etkin to acquire Northfield Point North to serve as its national headquarters. Recently, Crestmark Bank was named to the 2017 list of Fastest-Growing U.S. Companies by Inc. Magazine. Crestmark ranked 47 among the fastest-growing companies in Metro Detroit and 83 in Michigan. Etkin applauds Crestmark's success and is pleased to accommodate its growth plans in one of Troy, Michigan's finest quality headquarters buildings. ■

CONSTRUCTION ON FAST TRACK

Accelerated construction of the 150 W. 2nd St. building in Royal Oak, MI required a successful collaboration among project team members to meet tight occupancy requirements.

The project necessitated careful pre-planning and rapid ordering of equipment and specialty materials to avoid any delays.

Etkin Vice President Josh Suardini commented, "Thanks to Royal Oak's highly responsive community development department under the direction of Timothy Thwing, and our professional resources, which includes Faudie Architecture, Professional Engineering Associates (PEA) and The Alan Group as general contractors, we will be able to "fast-track" the completion of this complex project for occupancy by Spring 2018." ■

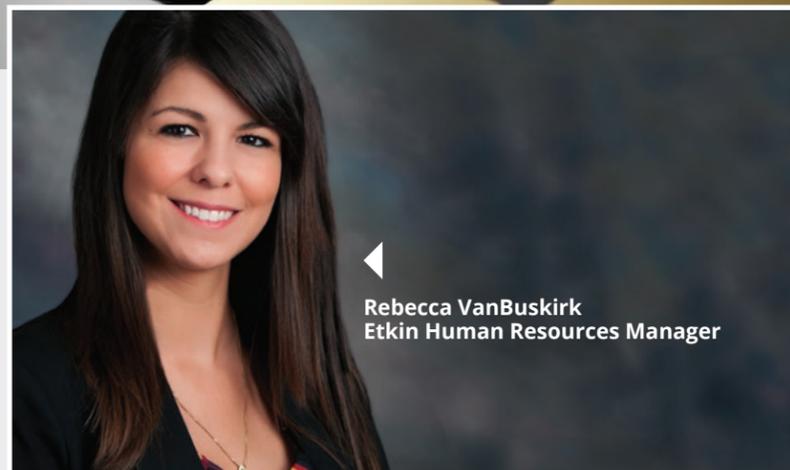


What Sets Etkin's Culture Apart?

For more than three decades, Etkin has placed a priority on taking care of both its employees and its clients. The company excels in staffing supportive managers, improving colleague relationships and promoting a stress-free work environment. Etkin also believes strongly in promoting philanthropy and engaging in community outreach activities.

Based on this strong foundation, Etkin has been honored with dozens of awards, many over consecutive years, including 100 Best and Brightest Companies to Work for in Metro Detroit by the Michigan Business and Professional Association. Other accolades include Crain's Cool Places to Work and 100 Top Workplaces in Michigan by the Detroit Free Press.

"Culture is no longer just a buzzword, it's something that drives elite companies. If you want to compete for top talent, you must have an enjoyable, supportive and worthy company culture. We want our team members to enjoy their jobs and feel that their work has a greater purpose," said Etkin Human Resources Manager Rebecca VanBuskirk. ■



Rebecca VanBuskirk
Etkin Human Resources Manager



TWO LEADING COMPANIES RELOCATING THEIR HEADQUARTERS TO CENTERPOINT BUSINESS CAMPUS 2.0



CENTERPOINT BUSINESS CAMPUS 2.0

Centerpoint is on a roll — Etkin's 350-acre master-planned business park is attracting a new wave of excitement with announcements by Williams International and United Shore that they are moving their headquarters to Centerpoint. Williams International is the world leader in small gas turbine engines and United Shore is the nation's #1 wholesale mortgage lender. The well-established Centerpoint campus already boasts three Marriott branded hotels, more than a dozen restaurants, a wide variety of engineering and manufacturing companies including Challenge Manufacturing, Irvin Automotive, Fanuc American Co., Posco Daewoo Peninsula and other national and global companies.

The move by United Shore to a 600,000 square foot building located at 585 South Blvd. will relocate all 2,100 of its employees to Centerpoint by summer 2018. United Shore's new headquarters will include a doctor's

office, Starbucks café, massage rooms, full-length basketball court and other exceptional amenities to improve the work-life balance for its team members.

Williams International is also moving its headquarters from Commerce Township to Centerpoint. The company produces small gas turbine engines for the military and the aviation industry. Williams acquired the former motion picture studio located at 1999 Centerpoint Parkway, along with the 2001 Centerpoint Parkway building and two adjacent vacant parcels totaling 120 acres for future expansion.

The increased population at Centerpoint is anticipated to add 3,300 workers to the campus and expected to drive demand for the handful of remaining build-to-suit sites, ranging from 1-5 acres, which are all shovel-ready for immediate development by Etkin. ■

Third Party Property Management And Leasing Portfolio Continues To Flourish



Etkin's healthcare property management account saw another boost this year with the addition of four new high-profile properties. Etkin's team of real estate experts have extensive knowledge of local medical real estate markets and clearly understands the complex relationships that exist between physicians, hospitals, patients and medical building owners. Etkin's unique expertise and long track record builds confidence and trust among its clients and brings value-added results to the bottom line of their healthcare real estate investments.

"Etkin offers a wide array of real estate solutions for the healthcare industry, customized to meet their requirements within a track record of assuring and enhancing physician tenant satisfaction," said Etkin Business Development Manager Matt Fenster. ■



Keystone Medical Center

46325 W. Twelve Mile Road
Novi, MI

- 56,000 SF high-quality Class A medical office building
- Located close to Providence Park, Beaumont Farmington Hills, Henry Ford West Bloomfield and DMC Huron Valley



West Oaks Medical Center

33200 W. Fourteen Mile Road
West Bloomfield, MI

- 36,000 SF high-quality Class A medical office building
- Located close to Beaumont Farmington Hills and Henry Ford West Bloomfield



Bald Mountain Regional Medical Complex

1375 S. Lapeer Road
Lake Orion, MI

- 58,000 SF state-of-the-art medical building
- Ambulatory surgical center, urgent care and physical therapy services



Maple & Drake Medical Center

6525 W. Maple Road
West Bloomfield, MI

- 17,050 SF single-story medical office building
- Located a short walk from Henry Ford West Bloomfield



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