

# Grubb & Ellis|The Winbury Group // overview

Grubb & Ellis|The Winbury Group is a full service commercial real estate firm serving the Kansas City and Lawrence metropolitan areas, as well as Eastern Kansas and Western Missouri. The firm was founded in 1989 and currently has a total of 95 employees and real estate advisors. The primary services offered by Grubb & Ellis|The Winbury Group include the following:

**Investment Sales** - In 2007, sales transactions totaling over \$106 million in property value were closed by advisors affiliated with Grubb & Ellis|The Winbury Group.

**Project Leasing** - In 2007, 293 leases totaling over 3.1 million square feet were completed in commercial properties listed by Grubb & Ellis|The Winbury Group.

**Tenant Finish Construction** - In 2007, Grubb & Ellis|The Winbury Group completed over \$4.4 million worth of tenant finish construction.

**Property Management** - Presently, Grubb & Ellis|The Winbury Group provides management services for over 6 million square feet of commercial space in the Kansas City and St. Louis markets.

**Development** - Grubb & Ellis|The Winbury Group has developed over 1.8 million square feet of commercial property in the Kansas City area since 1986.

The Winbury Group consists of four separate companies including: The Winbury Group of K.C., Inc., Winbury Realty of K.C., Inc., WG Construction, Inc. and Winbury Property Investments, Inc.

Principals and senior real estate professionals of The Winbury Group include:

Ted A. Murray	CEO
Bryan W. Johnson	President
Ed Elder	Managing Director
Mike Conn	CFO
Tom Haverty	Executive Vice President - Industrial
Sven Sykes	Executive Vice President – Office/Tenant Representation
Tom Volini	Executive Vice President – Office/Tenant Representation
Doug Weltner	Executive Vice President - Office/Investment
Marilyn Bittenbender	Senior Vice President – Industrial/Investment
Dan Bourk	Senior Vice President – Retail
Pat Coppinger	Senior Vice President – Office
Rollie Fors	Senior Vice President - Office
Kelvin Heck	Senior Vice President – Office/Investment
Doug Hedrick	Senior Vice President - Industrial
Phil James	Senior Vice President - Office
Rod Jones	Senior Vice President – Investment
Drew Quinn	Senior Vice President – Investment
Jim Unruh	Senior Vice President - Property Management

Gary Eckert	Vice President – Office
Tom Garvey	Vice President – Property Management
Wayne Greenlee	Vice President – Construction
Ann Hauser	Vice President – Property Management
Allison Moore	Vice President – Office/Retail
Patrick Ryan	Vice President – Office
Matt Stover	Vice President – Office
Evan Warwick	Vice President – Office
Stephanie Dennis	Controller
Judy Peery	Vice President - Administration

Grubb & Ellis|The Winbury Group employs 95 people, including 26 active real estate advisors, 12 property managers, 5 construction managers, 7 accounting personnel, 4 research and marketing personnel, 1 IT manager, and an administrative staff of 12. There are an additional 28 individuals working in various maintenance and engineering roles outside of the office.

## GRUBB & ELLIS|THE WINBURY GROUP HISTORY

The Winbury Group was formed in 1984 with a strong foundation based on two decades of knowledge and experience gained from past affiliations with companies such as Trammell Crow, Lincoln Property Company, CB Commercial Real Estate Services, and Property Company of America.

Our principals came together to form The Winbury Group knowing we could satisfy our clients' needs with three underlying characteristics that make us stand out in a market crowded with commercial real estate firms: unmatched dedication, a unique point of view, and an appreciation for quality.

In 1997, The Winbury Group affiliated with Grubb & Ellis Company and is now known as Grubb & Ellis|The Winbury Group. Through this affiliation, The Winbury Group utilizes Grubb & Ellis' extensive global marketing network and resources to serve our clients.

## GRUBB & ELLIS COMPANY OVERVIEW

Grubb & Ellis Company began as a single office in San Francisco in 1958. Today, the company has grown to become one of the largest diversified real estate services companies in the world. With more than 130 owned and affiliate offices worldwide, Grubb & Ellis' 6,000 professionals offer owners, corporate occupants and investors comprehensive integrated real estate solutions, including transaction, property and facilities management and consulting services, and investment management expertise through a broad range of real estate investment vehicles, including tax-deferred 1031 tenant-in-common exchanges, public non-traded real estate investment trusts and real estate investment funds.

Since its start, Grubb & Ellis established itself as an innovative, growth-oriented company with a penchant for providing best-in-class client service. Throughout the 1960s and 1970s the company focused on better serving its clients by adding businesses, such as property and asset management, real estate development and insurance brokerage services, and opening and acquiring offices in select regional markets.

The company's 1981 merger with Jacksonville, Florida-based GMR Properties sparked an eastward expansion, and resulted in Grubb & Ellis becoming the first commercial real estate services firm to be publicly traded and listed on the New York Stock Exchange. Throughout the 1980s, Grubb & Ellis grew rapidly and established a nationwide presence through the acquisition of well-established real estate firms in the Pacific Northwest, Northeast, Southeast, Midwest and Texas.

The 1990s marked a period of consolidation and streamlining for Grubb & Ellis as the company divested non-core businesses, including its residential business, and focused on its core Transaction Services and Management Services businesses. As part of this strategy, in 1996 the company acquired sole ownership of Axiom Real Estate Management, Inc., its property and facilities management subsidiary that originated in 1992 as an independently operated joint venture with IBM Corp. Axiom was renamed Grubb & Ellis Management Services, Inc.

Today, Grubb & Ellis has one of the largest domestic brokerage sales forces in the industry. With more than 1,800 brokerage professionals in its owned and affiliate offices, the company has the capability to serve its clients' real estate needs in virtually every primary market as well as key secondary and tertiary markets throughout the United States.

With a growing property and facility management portfolio totaling more than 200 million square feet representing a diverse roster of corporate, institutional, government and private clients, Grubb & Ellis Management Services has grown to become one of the largest management services providers in the real estate industry. Much of this growth can be attributed to the company's commitment to innovation and best-in-class service, which was exemplified by Grubb & Ellis Management Services being named Vendor of the Year by Microsoft Corporation in 2007, from among 15,000 vendors of all types.

The company's biggest transformation to date came in December 2007, when Grubb & Ellis merged with NNN Realty Advisors, Inc., one of the most innovative and successful sponsors of real estate investment programs. The merger combined two complementary firms, providing Grubb & Ellis an established investment management business and the financial capacity to continue as a leader in the commercial real estate services industry.

As a result of the merger, Grubb & Ellis is now a leading sponsor of real estate investment programs that provide individuals and institutions with the opportunity to invest in tax-deferred 1031 tenant-in-common exchanges, public non-traded real estate investment trusts and real estate investment funds. Through its registered broker-dealer, NNN Capital Corp., Grubb & Ellis utilizes a nationwide network of broker-dealers and financial representatives to offer its investment products to individual and institutional investors.