



BRICKMAN ASSOCIATES

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A WORLD OF CREATIVITY...

WITH THE LONG TERM IN FOCUS.

*I*n the competitive world of real estate investment, Brickman Associates is a world apart. Fresh, entrepreneurial, and New York-focused, we are known for our extraordinary ability to identify prime commercial opportunities in which value may be added or unlocked for investors. Brickman Associates' reputation for recognizing value-added situations is matched only by the elegance and speed with which we meet our goals. A full-service real estate firm, we currently own, lease and manage over 3,000,000 square feet of space.



A UNIQUE APPROACH TO

150 EAST 52ND STREET New York

East 52nd Street is a perfect example of a "Brickman Building." A 252,000 square foot office building in midtown Manhattan, it was suffering from poor management and leasing. We acquired it with an institutional partner, and immediately raised leasing rates substantially. As space becomes vacant, tenant services will be enhanced, and leasing prices will be adjusted upward accordingly.



1412 BROADWAY New York

A highly visible building in the Fashion District, 1412 Broadway was in trouble. Brickman Associates noted that the property had serious, unresolved credit issues with major tenants — problems that had to be alleviated quickly. We seized the opportunity, purchased the building using our own equity, and immediately initiated a thorough capital improvement program. We worked out problem leases, leased 50,000 additional square feet, and sold the property for a 70% return — all in under one year.

712 FIFTH AVENUE New York

Situated in the heart of Manhattan's coveted Plaza District, 712 Fifth Avenue is the high-end, 550,000 square foot office building that Brickman Associates has chosen as our headquarters. With a partner, we took over and completed the building's construction, leasing and management — and the property was sold for the highest per square foot price ever paid in New York City.



LEASING AND MANAGEMENT

*O*ur long-term goal is to amass a spectacular portfolio

of New York office buildings. To realize this goal properly,

Brickman Associates places high value on innovative

leasing and management techniques. As exemplified in case

studies, our capabilities in this area are quite simply

unparalleled in the industry. Just as we see value where

others do not, we also see leasing and management

solutions that others cannot.

A COMMITMENT TO



150 WEST JEFFERSON STREET DETROIT

Brickman Associates recognized opportunity in Detroit, as General Motors moved into downtown, the business climate improved immensely, and gambling drove wealth back into the city. We purchased 150 Jefferson Street, a 506,000 square foot, Class "A" Financial District office tower with an institutional partner. The building is architecturally arresting, with spectacular views, a central location, a rich, impressive series of lobbies, and large landscaped outdoor terrace.



3HQ MELVILLE, LI

With its excellent Melville location and compelling architecture, we saw huge potential in Three Huntington Quadrangle from the start. "3HQ" is a 400,000 square feet of office property which we purchased in concert with an institutional investor. At the time of sale, it was completely vacant. We initiated a full-scale capital improvement plan, enhanced on-site management, and added first-class service. This level of commitment led us, in just 9 months, to lease 300,000 square feet of space.

At Brickman Associates we buy office SOUND FINANCIAL STRATEGY

buildings differently. We purchase with a plan -

not just to have them, hold them, or boast about

them, but to realize ultimate value from every

single one. Meticulous financial planning,

scrutiny and strategy are paramount to us. Our

acquisitions have to make sense and create

wealth for everyone involved.

A FIRM GRASP

NORTHLAKE OFFICE PARK ATLANTA

In selecting Northlake Office Park in Atlanta, Brickman Associates identified an enormous opportunity. Purchased with an institutional partner, the property is a huge commercial enclave with 906,000 square feet of office space in 14 buildings spanning 80 acres. The location is excellent, with Northlake Mall, fine restaurants, business-class hotels, brand new upscale housing, transportation, and a wealth of conveniences all nearby. We bought the property with below market vacancies. Our job? To lease vacant space, improve property operations and maximize value.



900 KING STREET RYE BROOK, NEW YORK

Here is an example of the "Brickman Building." 900 King Street is a vacant, 235,000 square foot property in a good location and rebounding submarket. There are \$10 million in renovations scheduled for the building, including a conference center, health club, plus a refurbished lobby, new elevator cabs and cutting edge communications technologies. These value-added amenities are expected to turn 900 King Street into a successful, fully leased, high-profile office building.

ON THE FUTURE

No matter where we seek current value, we evaluate

future potential with equal fervor. While Brickman

Associates thinks entrepreneurially and acts decisively,

we also look at the long-term carefully. From one

investment to the next, we consistently present ourselves

solidly, insightfully and fairly. In this way, we take very

good care of our buildings, our partners, our customers

and ourselves.

*A powerful partnership
of skills and trust.*

Brickman Associates was founded with Bruce Brickman at the

helm, and Roderick O'Connor as primary partner. Mr. Brickman's

steadfast leadership coupled with Mr. O'Connor's tutored

entrepreneurship have proven to be an unbeatable combination.



BRUCE S. BRICKMAN
PRESIDENT

Over the past 25 years, Bruce Brickman has achieved an esteemed position in the real estate industry both as a developer and attorney. Prior to founding Brickman Associates, he served as Chief Operating Officer and partner of Edward J. Minkoff Equities, Inc., where he built and developed two of New York's premier office towers, 1127 Avenue of the Americas and 100 Avenue of the Americas. Mr. Brickman was also instrumental in acquiring the 800,000 square foot Marriott Corporation's World Headquarters in Bethesda, MD. He established Brickman Associates in 1992, with the takeover, development, leasing and management of 712 Fifth Avenue. In addition to his honored reputation in New York real estate circles, for 13 years, Mr. Brickman has been celebrated as one of America's top-rated speech players.



RODERICK O'CONNOR
PARTNER, CHIEF OPERATING OFFICER

Roderick O'Connor began his career as a Wall Street investment banker at Dean Witter Reynolds. He then helped found the municipal bonds department at J.J. Lenczy, which merged into Mellon Nugent & Company. In 1987, he was named a special limited partner, and he established Mellon Nugent's Real Estate Development Banking Department. There, Mr. O'Connor spearheaded partnership investments including the 1988 purchase of Kiawah Island, South Carolina. In 1991, Mr. O'Connor formed the ROC Group, Inc., focusing on diversified real estate assets, which he merged into Brickman Associates in 1992. Mr. O'Connor's Wall Street background combined with his well-honed real estate knowledge give Brickman Associates a true competitive edge.

*An all-senior staff
culled from premier institutions.*

Some say there is strength in numbers. At Brickman Associates we say

there is strength in knowledge and expertise. From finances to leasing to

management and beyond, our team members are expert, decisive and

informed. All offer exceptional track records, having trained and proven their

mettle at premier real estate and financial corporations. Viewed separately

or all together, Brickman Associates' staff is unparalleled in the business.

KATHY CORTON
EVP, CHIEF FINANCIAL OFFICER

Kathy Corton brings a world of financial and real estate knowledge to Brickman Associates. She began her career with Mellon Securities, focusing on real estate finance, development and management. In 1985, she became a founding member of Nomura Asset Capital Corporation, and by 1990 she was responsible for all Nomura Capital's real estate originations, attaining the title of Executive Managing Director. During the early part of her career, she closed over \$2 billion in loans. Later, she launched Nomura's notable small loan program, which alone accounted for about \$3.5 billion. Ms. Corton's high level financial institutional experience is a major asset to Brickman Associates.



JEFFREY M. SUSSMAN
SENIOR VICE PRESIDENT

Jeffrey Sussman's extraordinary career path began with a stint at Olympia & York as Assistant Project Manager/Coordinator of the World Financial Center project. He managed virtually every aspect of this project, from construction all the way to relations. Mr. Sussman then joined Edward J. Minskoff Equities, Inc. as Senior VP of Development. There, he distinguished himself in leasing and management of 20 major office buildings around the country, including 1525 Avenue of the Americas, 712 Fifth Avenue, and 301 Avenue of the Americas. He subsequently left for Peter R. Friedman, Ltd. as Senior Managing Director/Director of Leasing. When Mr. Sussman came to Brickman Associates in 1996, he was the right choice to take a senior role in virtually every aspect of our business.



ROBERT T. LAPIDES
SENIOR VICE PRESIDENT

Robert T. Lapidus is an attorney with a specialty in real estate. He began his career with Kimmelman, Wolff & Samson, P.A., representing developers and lending institutions. He then joined Bellemore Development Corporation (Chubb), responsible for leasing, management, syndication and financing of a 12 million square foot portfolio of office space. In 1992, he was named a Vice President, and subsequently implemented the company's diversification into residential development. Mr. Lapidus later became President of Westminster Capital Associates, placing more than \$300 million in mortgage financing. With a background this strong, Mr. Lapidus is perfectly suited to manage acquisitions and financing for Brickman Associates.



PAUL KOTCHER
DIRECTOR OF LEASING

Leasing is a key element in any commercial real estate company, and we trust none to Paul Kotcher, a seasoned leasing expert. Mr. Kotcher began his career moving from Grubb & Ellis to Peter R. Friedman, where he served as an Associate in commercial real estate. In 1994 he moved to Brickman Associates, with primary responsibility for marketing and leasing the firm's entire portfolio of properties. His most noteworthy achievement was the leasing of 712 Fifth Avenue, which he took from a low 15% to 100% leased on behalf of the Tishman Company. He then assisted in this building's sale at the highest price ever paid for a major New York City.



MICHAEL ESQUENAZI
VICE PRESIDENT

Michael Esquenzi is a Certified Public Accountant with an extensive background in real estate. From the beginning, he worked with owners preparing offerings to investors in commercial and residential limited partnerships. In 1985 he joined Integrated Resources as Controller, with responsibilities including financial reporting for more than 2 million square feet of residences, and regulatory compliance. He was then hired by Sunbeam Corporation of America as a Manager in the Real Estate Development Department, and then promoted to Director. There, he oversaw all financial aspects of a 2 million square foot commercial property portfolio as well as 5,000 residential units.



THE PERFECT,

ROCK SOLID PARTNER.

*F*rom our distinguished portfolio to our erudite team; from our

exceptional insights to our ability to act decisively, Brickman

Associates is well-positioned to become the model for the real estate

investment company of the 21st century. We invite your inquiries

and interest, and look forward to investigating new opportunities

and institutional partnerships as they present themselves.