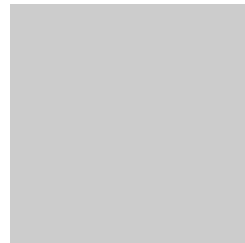




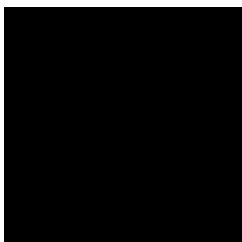
# LANDBRIDGE COMMERCIAL PROPERTIES

*Specializing in Commercial & Investment Real Estate*



## Brian W. Burks, SIOR, CCIM

1406 Rice Rd., Suite 300 Tyler, TX 75703  
903 561-9527 fax 903 561-8325





# INTRODUCTION



## WELCOME TO LANDBRIDGE COMMERCIAL PROPERTIES

OUR AGENTS HAVE SERVED EAST TEXAS FOR OVER 23 YEARS. WE ARE ACTIVE IN THE INDUSTRIAL, OFFICE, RETAIL AND MULTI-FAMILY DISCIPLINES.

THE FIRM PROVIDES A FULL RANGE OF COMMERCIAL REAL ESTATE SERVICES AND INVITES YOU TO CONSIDER US FOR YOUR COMMERCIAL REAL ESTATE NEEDS THROUGHOUT TYLER, LONGVIEW AND NORTH EAST TEXAS.

LANDBRIDGE COMMERCIAL PROPERTIES. IS COMMITTED TO THE HIGHEST ETHICAL AND PROFESSIONAL STANDARDS. WE HAVE DEVELOPED A REPUTATION OF EXCELLENCE EMPHASIZING QUALITY, CREATIVITY, EXPERIENCE AND HARD WORK.


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# OUR COMPANY



PROFESSIONALISM AND ETHICAL BUSINESS PRACTICES HAVE ALWAYS BEEN A GUIDING FORCE IN THE SUCCESS OF LANDBRIDGE COMMERCIAL PROPERTIES. AS A RESULT, OUR PROFESSIONALS HOLD MEMBERSHIPS WITH THE FOLLOWING ASSOCIATIONS:

- ◆ INTERNATIONAL COUNCIL OF SHOPPING CENTERS
- ◆ THE TEXAS ASSOCIATION OF REALTORS ®
- ◆ THE NORTH TEXAS COMMERCIAL ASSOCIATION OF REALTORS ®
- ◆ SOCIETY OF INDUSTRIAL AND OFFICE REALTORS ®
- ◆ THE GREATER TYLER ASSOCIATION OF REALTORS ®
- ◆ TYLER AREA CHAMBER OF COMMERCE
- ◆ TYLER ECONOMIC DEVELOPMENT COUNCIL
- ◆ CCIM INSTITUTE

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# OUR COMPANY

## WHY HIRE US?

### HOW YOU BENEFIT

WE OFFER OUR CLIENTS 3 DISTINCT ADVANTAGES:

1. WE DELIVER LOCAL SOLUTIONS
2. WE DELIVER SUPERIOR SERVICE—THROUGH TEAM WORK
3. WE DELIVER RESULTS TO YOUR BOTTOM LINE

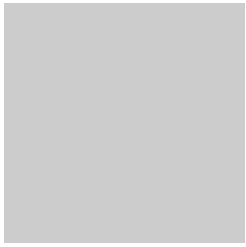
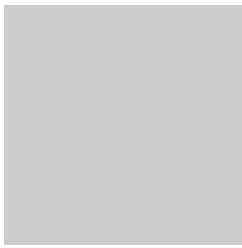
## WE DELIVER RESULTS —

### THROUGH STANDARDIZATION AND CONSISTENCY

- ◆ STRATEGIC PLANNING
- ◆ PORTFOLIO EVALUATION
- ◆ ESTABLISH PROCEDURES AND POLICY
- ◆ ESTABLISH REAL ESTATE GUIDELINES
- ◆ CREATE STANDARD FORMS AND CHECKLISTS
- ◆ CREATE STANDARD DOCUMENTATION AND REPORT FORMATS
- ◆ ESTABLISH PRIORITIES AND PROCESS
- ◆ CREATE WEEKLY/MONTHLY STATUS REPORTS/FORMATS
- ◆ CREATE LEASE BRIEF PACKAGE
- ◆ ESTABLISH POST PROJECT REVIEW OF BENEFITS
- ◆ ESTABLISH BROKER PERFORMANCE REVIEW
- ◆ ESTABLISH BENCHMARKS FOR REAL ESTATE

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## EXPERIENCE/BIOS

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**BRIAN W. BURKS, SIOR, CCIM  
COMMERCIAL REAL ESTATE BROKERAGE  
LANDBRIDGE COMMERCIAL PROPERTIES**

1406 Rice Rd., Suite 300  
Tyler, TX 75703  
903-561-9527 · 903-561-8325 fax  
brian@landbridgecommercial.com  
www.landbridgecommercial.com

Areas of Expertise:	Acquisition Due Diligence Acquisition Counseling Acquisitions/Dispositions Appraisal Review/Critique Asset Management Business Valuation Commercial/Industrial RE Brokerage Development Consulting Deposition Strategy Evaluations Expert Witness Feasibility Analysis and Studies General Analysis General Commercial RE Practices General RE Analysis	Highest and Best Use Studies Investment Analysis Investment RE Brokerage Landlord/Tenant Disputes Lease Analysis Market Analysis Market Rent Studies Market Trend Studies Mediation Operating Expense Analysis Portfolio Evaluation Site Analysis Tax Assessment Review and Advice Valuations Zoning
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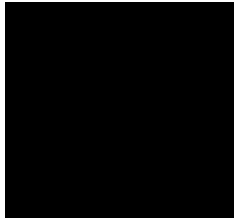
**Professional Experience:** As a Principal / Partner in Landbridge Commercial Properties; Brian has over 25 years of extensive real estate experience. In areas of commercial development, client counseling, site selections, brokerage, investments, leasing, and consulting. Prior to 1999, he was a Partner in Westar Commercial Realty, Inc., One of the largest Commercial firms in West Texas. Brian has several distinguished professional affiliations including memberships with Society of Industrial & Office Realtors® (SIOR), International Council of Shopping Centers (ICSC), and the Certified Commercial Investment Member (CCIM). Through these affiliations Brian provides an expanded range of services from local to national Businesses, brokerage firms and Fortune 500 Companies.

**Present:** Principal / Partner, Landbridge Commercial Properties

1999 – 2008: Vice President PBH Company, Inc.  
1994 – 1999: Vice President/Partner Westar Commercial Realty, Inc.  
1992 – 1994: Coldwell Banker Commercial Realty  
1990 – 1992: Westar Commercial Realty, Inc.

**Certifications/ Licenses:** Society of Office and Industrial Realtors (SIOR)  
Certified Commercial Investment Member/Real Estate Institute (CCIM)  
Texas Real Estate Broker License

**Professional Affiliations:** International Council of Shopping Centers (ICSC)  
National Association of Realtors (NAR)  
Texas Association of Realtors (TAR)  
North Texas Commercial Association of Realtors (NTCAR)  
Commercial Members of North Texas (CIB)  
Christian Real Estate Brokers Association



To Whom It May Concern:

During the past couple of years, HighMark has had the opportunity and privilege to work with Brian Burks on projects in Tyler, Longview and North Tyler, TX. HighMark School development is in the business of building charter schools nationally and Brian has been our go to guy in Texas and surrounding states.

In Tyler, Brian helped us source a perfect piece of land right in perfect proximity to the schools current location. The school had been looking for a suitable site for quit some time and Brian was able to identify a 10 acre parcel of land that worked perfectly for the school. This piece of land was actually owned by the catholic diocese and Brian was able to negotiate with them a price that was fair and affordable to the charter school.

Additionally, Brian has been helping to source two additional pieces of land for an expansion to this charter school in North Tyler and Longview. Brian has always demonstrated excellent communication skills to keep us in the loop and is aware of every detail of the transaction. Brian has supplied detailed demographical data to help the school know the optimal location for their buildings. This data has been invaluable and has led to the success of the school.

HighMark continues to work with Brian on real estate needs and would highly recommend Brian's services to others because of his professionalism, knowledge, and commitment to customer satisfaction.

Sincerely,  
Jeff Skousen

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Jeff Skousen  
Director – Marketing and School Development  
6900 South 900 East, Suite 200  
Midvale, UT 84047  
Cell: (801) 750-2222  
Office: (801) 256-9550 ext. 104  
Fax: (801) 304-3551  
[jeff@highmarkschools.com](mailto:jeff@highmarkschools.com)

[www.highmarkschools.com](http://www.highmarkschools.com)

April 21, 2009

Re: Brian Burks Recommendation

To Whom It May Concern:

During the past couple of years, we have had the opportunity to work with Brian Burks as we served a client who is headquartered in Northern Indiana. The client needed assistance with the disposition of one of their plants in East Texas and we engaged Brian to sell this property.

Brian was cooperative and responsive throughout the process which included negotiating the listing agreement terms, providing market research data and related recommendations, marketing the property for both sale, lease and sale leaseback to investors and end users, generating multiple prospective buyers and competitive offers, and assisting with the negotiation and closing of the transaction. Brian's work also included adjusting his approach as the client's needs changed during the process, and facilitating other activities as the client remotely managed this vacant property upon its closure. Through Brian's efforts, we successfully sold the client's property. Brian's expertise and assistance were instrumental to the success of this project.

We enjoyed our work with Brian and appreciate all of his effort on this project. We would definitely choose to work with Brian again should the need arise, and would recommend Brian Burks to others who have commercial real estate brokerage needs in East Texas.

Sincerely,

Dan Skodras

Dan Skodras | Managing Director, Corporate Consulting  
CB Richard Ellis | Bradley  
202 S. Michigan St., Suite 200 | South Bend, IN 46601  
T 574-237-6017 | F 574-237-6001 | C 574-298-5443  
[dan.skodras@cbre.com](mailto:dan.skodras@cbre.com) | [www.cbre/southbend](http://www.cbre/southbend)

**THE PERRY B. HALL COMPANY, INC.**

*Is Proud to Welcome*



**North America's Largest Food Service Marketer and Distributor**

*and Congratulate Brian Burks on a Job Well Done.*



**Brian Burks, SIOR, CCIM**  
*Vice President*

Sysco Corporation has recently announced plans to construct a broad line foodservice facility in the East Texas market. Sysco Foods, A Fortune 500 Company with sales over \$30 Billion, chose Brian Burks and the Perry B. Hall Company, Inc. to represent their market search, site selection, and negotiations for their new East Texas site. The site will

consist of a state of the art facility of approximately 900,000 square feet including refrigerated, frozen, and dry warehouse space, as well as general offices. With a potential impact of about 300 new jobs to the area, we join Sysco Corporation and the city of Longview in this exciting new venture and are honored for the opportunity to represent them and our fellow East Texas communities.

***"Mr. Burks' quality communications during the process of site selection contributed significantly to the success of the project."***

***John M. Stroud, CCE***  
*Executive Director*

*Longview Economic Development Corporation*

Whether you are a Fortune 500 company, or a local East Texas Business, be represented by the best. In areas of buying, selling, site selection, lease negotiations, investment decisions, 1031 exchanges and counseling, contact the Perry B. Hall Company, Inc. at 903-561-9527 phone, or [www.perrybhall.com](http://www.perrybhall.com) website.

Individual  
Memberships



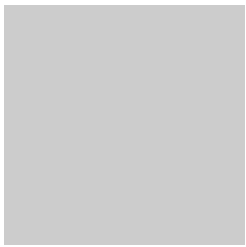
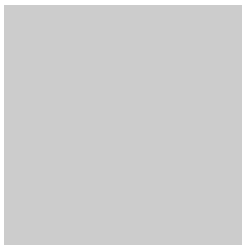
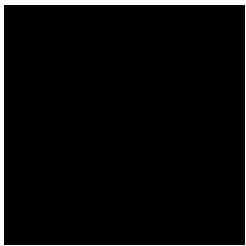
CPM

**PERRY B. HALL**

C O M P A N Y, I N C.

3805 Timms Street, Suite 500 • Tyler, TX 75701

[www.perrybhall.com](http://www.perrybhall.com) • 903-561-9527



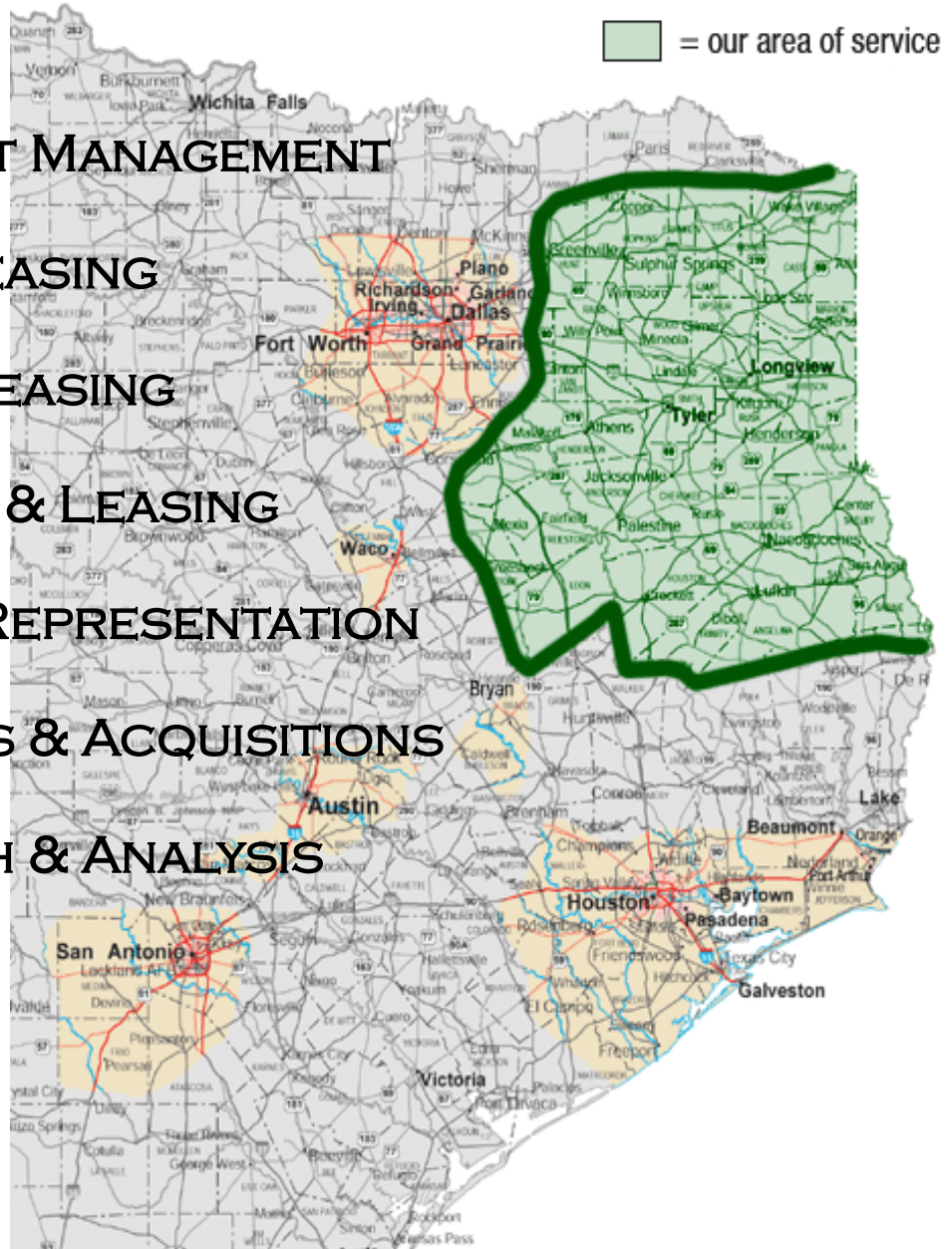
## SERVICES OFFERED

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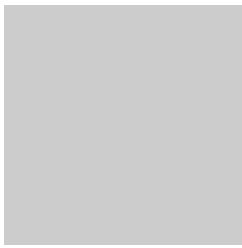
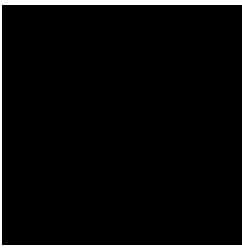
# SERVICES OFFERED

- ◆ **PROPERTY & ASSET MANAGEMENT**
- ◆ **RETAIL SALES & LEASING**
- ◆ **OFFICE SALES & LEASING**
- ◆ **INDUSTRIAL SALES & LEASING**
- ◆ **BUYER & TENANT REPRESENTATION**
- ◆ **INVESTMENT SALES & ACQUISITIONS**
- ◆ **MARKET RESEARCH & ANALYSIS**
- ◆ **SITE SELECTION**
- ◆ **COUNSELING**



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**IN-DEPTH MARKETING  
CAMPAIGN**

**LANDBRIDGE COMMERCIAL PROPERTIES**

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## In-depth Marketing Campaign

- ✓ Marketing Agreements
- ✓ Arrange Marketing Materials
  - ✓ Prepare Brochures
- ✓ Send to Local Brokerage Firms
- ✓ Send to East Texas Economic Development Offices
  - ✓ Personal Sales Calls
  - ✓ Detailed Ongoing Client Reports
  - ✓ E-mail “NTCAR” Listing Service
- ✓ Market to Texas SIOR, CCIM Networks
- ✓ LoopNet and CoStar Marketing Services
- ✓ Landbridge Commercial Properties Website Listings
- ✓ Direct Mail Campaign to East Texas Prospects
- ✓ National SIOR, CCIM Marketing Campaign
  - ✓ Locate Tenants, Negotiate Lease Terms
  - ✓ Assist with Tenant Finish-out

Landbridge Commercial Properties is the right choice for results in East Texas. We utilize all local, regional and national contacts and affiliations to get results for our clients. Our proactive approach to marketing gets our clients the desired bottom line...RESULTS!!!

**LANDBRIDGE COMMERCIAL PROPERTIES**

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*Specializing in Commercial & Investment Real Estate*

# LANDBRIDGE COMMERCIAL PROPERTIES

*Specializing in Commercial & Investment Real Estate*

## What is a CCIM?

A Certified Commercial Investment Member (CCIM) is a recognized expert in the disciplines of commercial and investment real estate. A CCIM is an invaluable resource to the commercial real estate owner, investor, and user, and is among an elite corps of more than 9,000 professionals who hold the CCIM designation across North America and more than 30 countries. Nearly 10,000 additional professionals are pursuing the CCIM designation.

Recognized for its preeminence within the industry, the CCIM curriculum represents the core knowledge expected of commercial investment practitioners, regardless of the diversity of specializations within the industry. The CCIM curriculum consists of four core courses that incorporate the essential CCIM skill sets: financial analysis, market analysis, user decision analysis, and investment analysis for commercial investment real estate. Additional curriculum requirements may be completed through CCIM elective courses, transfer credit for graduate education or professional recognition, and qualifying non-CCIM education. Following the course work, candidates must submit a portfolio of closed transactions and/or consultations showing a depth of experience in the commercial investment field. After fulfilling these requirements, candidates must successfully complete a comprehensive examination to earn the CCIM designation. This designation process ensures that CCIMs are proficient not only in theory, but also in practice.

With such a wide range of subjects to be mastered and in a dynamic business such as real estate, the educational process doesn't end once the designation is earned; there is a strong commitment among CCIMs to continuing education.

Only 6 percent of the estimated 150,000 commercial real estate practitioners nationwide hold the CCIM designation, which reflects not only the caliber of the program, but also why it is one of the most coveted and respected designations in the industry. The CCIM membership network mirrors the increasingly changing nature of the industry and includes brokers, leasing professionals, investment counselors, asset managers, appraisers, corporate real estate executives, property managers, developers, institutional investors, commercial lenders, attorneys, bankers and other allied professionals. Through this business network, CCIM members successfully complete thousands of transactions annually, representing more than \$200 billion in value.

Certified Commercial Investment Members are in more marketplaces in North America -- 1,000 cities -- than all major real estate companies combined. Regions and chapters provide designees and candidates the opportunities to promote business and educational goals through local and regional forums and meetings.

Conferred by the CCIM Institute, the CCIM designation was established in 1969. Courses leading to the designation are now offered throughout the world.

# LANDBRIDGE COMMERCIAL PROPERTIES

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*Specializing in Commercial & Investment Real Estate*

## What is a SIOR?

The SOCIETY OF INDUSTRIAL AND OFFICE REALTORS® is the leading professional commercial and industrial real estate association. With more than 3,200 members in 562 cities in 22 countries, SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists.

SIOR has certified more than 2,500 of its members with the prestigious SIOR designation, a professional symbol of the highest level of knowledge, production, and ethics in the real estate industry. Real estate professionals who have earned the SIOR designation are recognized by corporate real estate executives, commercial real estate brokers, agents, lenders, and other real estate professionals as the most capable and experienced brokerage practitioners in any market. SIOR designees can hold the following specialty designations: industrial, office, sales manager, executive manager, or advisory service.

ONLY two percent of all commercial brokers have met the rigorous standards required to earn the Society's designation of "Specialist, Industrial and Office Real Estate" (SIOR).

A professional affiliate of the NATIONAL ASSOCIATION OF REALTORS®, SIOR is dedicated to the practice and maintenance of the highest professional and ethical standards. SIOR maintains a commitment to business and industry by providing outstanding professional services, publications, and educational programs.