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## **STRATEGIC ALLIANCE**

### **Partners of the Alliance**

**Delta Associates**, founded in 1980 by Gregory H. Leisch, serves its public, private and institutional commercial real estate clients with cutting edge consulting, subscription data, and valuation services. The firm's knowledge of the commercial real estate markets runs so deep that it is often quoted in the popular press, as well as commercial real estate publications. Delta is the research affiliate of Transwestern – one of the largest privately owned commercial real estate service companies in the US, with offices in 23 metropolitan areas and a staff of 1,450 serving the property management, leasing, brokerage, finance, research, and development needs of its clients nationwide.

**Professor Stephen S. Fuller** is head of the Center for Regional Analysis at George Mason University where he has served on the faculty since 1994. As such, he provides a range of research services to government and industry in the Washington region and beyond in matters of fiscal and economic performance and impacts, economic forecasting, public policy analysis, and survey research. Dr. Fuller is the region's leading authority on area economics and is routinely quoted in the *Washington Post* and elsewhere on matters of economic and fiscal affairs. Dr. Fuller publishes monthly economic indices in Washington, DC and Lisbon, Portugal. Prior to his tenure with GMU, Dr. Fuller served for nine years as Chair of the Department of Urban Planning and Real Estate Development at George Washington University.

### **Services of the Alliance**

These two powerhouses of regional economics and real estate market knowledge have joined forces to provide clients several outstanding services:

- **Board Room Advisory Services** – a quarterly overview of national and regional economic conditions and real estate market trends, designed for boards of real estate companies, lenders, and other strategic decision makers. Personal presentation by Gregory H. Leisch, CRE and Dr. Stephen S. Fuller at periodic meetings of your decision making group. This is a research resource for your board, answering tough questions with targeted research. Issues recently researched include the impact of tech company market cap problems on real estate markets in the Washington region, or how to cope with transportation problems and labor shortages.
- **Economic and Fiscal Impact Analyses** – an analysis of the impact of a real estate project (planned or existing) on the economy and fiscal accounts of a local and/or state jurisdiction.

(OVER FOR ADDITIONAL SERVICES AND REFERENCES)

- ***Introduction to the Washington Area*** – a presentation designed to inform your out-of-town guests about the economy and real estate markets of the Greater Washington Area. Coverage incorporates an understanding of the major industries in the region, including hi-tech and the Federal Government, past trends and future prospects for each major commercial property type, and projection of regional economic performance over the next 5 years.
- ***Corporate Retreat Facilitation*** – a presentation and discussion designed to stimulate your senior executives about the strategic direction of your company, by an informed discussion of growth opportunities in the regional economy and real estate sectors.
- ***Strategic Economic Plan Development for EDA's.***
- ***Corporate Relocation/Consolidation Planning.***

#### References and Recently Served Clients for These Services

- Mr. William Hard  
LCOR, Inc.  
6550 Rock Spring Drive, Suite 280  
Bethesda, MD 20817  
301/581-1200
- Mr. James A. Evans  
Tishman Speyer Properties  
1875 Eye Street, NW, Suite 300  
Washington, DC 20006  
202/628-5800
- Mr. George McKenzie  
Washington Real Estate Investment Trust  
6110 Executive Boulevard, Suite 800  
Rockville, MD 20852  
301/984-9400
- Mr. Oliver Carr III  
Columbia Equity Trust  
1750 H Street, N.W., Suite 500  
Washington, DC 20006  
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- Mr. John (Chip) Akridge  
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- Gerald Gordon, PhD, President  
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- Mr. Michael Rogers, Executive Director  
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- Mr. Aubrey Edwards, Executive Director  
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