

First Quarter 2009



Executive Terrace, King of Prussia, PA

## Fiserv Expands and Extends at Executive Terrace

A n affiliate of BPG Properties, Ltd. (BPG) signed a long-term lease with Fiserv Automotive Solutions, Inc. (Fiserv) for 89,817 square feet at Executive Terrace, a 131,507 square foot Class A office building, in King of Prussia, Pennsylvania. This transaction represents a 44,056 square foot expansion of Fiserv's existing space at Executive Terrace, increasing the property's occupancy rate to 91%. Executive Terrace is part of BPG Investment Partnership VI, L.P. (Fund VI).

As part of the transaction, an affiliate of Fund VI will acquire 1250 Drummers Lane, a 58,000 square foot office building, currently owned and occupied by USERS, a unit of Fiserv, a Fortune 500 company that provides information management

and electronic commerce systems and services to the financial and insurance industries. USERS will be relocating to Executive Terrace and vacating 1250 Drummers Lane in the fourth quarter 2009.

The tenant was represented by Phil McCarthy and Kevin McShea of Transwestern. The landlord was represented by the property's exclusive leasing agent, John Perkins of Grubb & Ellis.

"We were pleased to assist Fiserv in implementing its real estate strategy of consolidating business units into one location while at the same time providing them a means of disposing of an unneeded asset at 1250 Drummer's Lane," commented Stephen M. Spaeder, senior vice president of BPG, who along with

#### Leasing Activity Remains Strong

Despite the current difficult economic climate, leasing in BPG's more than 20 million square foot commercial portfolio remained steady this quarter. Occupancy within the firm's portfolio of 102 multi-family communities, comprising 24,931 units, was a healthy 94 percent.

640,935 square feet of leasing was completed in 93 transactions throughout the firm's portfolio of industrial, office and retail properties. The first quarter 2009 leasing activity exceeded the prior quarter by more than 100,000 square feet. During the first quarter, 253,981 square feet was leased to new tenants, while 386,954 square feet was leased to renewing and/or expanding existing tenants.

See the table on page 4 for a listing of the individual leasing agents and their respective firms that helped us complete these transactions.

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# **Tallgrass Corporate Center Renovations Complete**



PG has completed a multi-Dmillion dollar improvement program at Tallgrass Corporate 548.000 Center. а square foot office facility located in Bolingbrook, a suburb of Chicago, Illinois. The improvements converted 130,000 square feet of previously functionally obsolete manufacturing space into Class A office space. The extensive project included a new dedicated lobby entrance with canopy, removal of 430 lineal feet of precast concrete wall panels and the installation of a new exterior wall with 275 lineal feet of glass windows extending 10 feet tall. In addition, a dramatic skylight system (450 feet long and six feet wide) was installed in the 30 foot high roof to provide an abundance of natural light to the interior spaces. Finishing the conversion were such features as new common area corridors and a 300 space parking lot expansion.

Due to strong leasing demand, BPG began these improvements in 2008 and quickly leased 73,000 square

New Lobby of Tallgrass Corporate Center, Bolingbrook, IL

feet of the new office space.

"Tallgrass has earned a reputation as the premier office location in the I-55 corridor," explained Joseph Neverauskas, senior vice president of BPG and head of the firm's Chicago regional office. "The location of Tallgrass has provided many of our current tenants the opportunity to consolidate and centralize multiple area locations and take advantage of the modern amenities of this Class A corporate campus."

Shortly after acquisition, BPG implemented an initial \$15 million improvement capital program to redevelop the former Tellabs, Inc. manufacturing and research building into a Class A office campus. These improvements included the addition of amenities such as conference facilities, a fitness center and a full service cafeteria. In 2007, Tallgrass garnered the Suburban Office Redevelopment of the Year from the National Association of Industrial and Office

Common Corridor

#### Properties (NAIOP).

"With the renovation of Tallgrass Corporate Center, BPG has been a welcome partner with the Village of Bolingbrook and our commitment to bringing back businesses that create jobs for our strong and fast-growing labor pool," said Bolingbrook Mayor Roger Claar. "BPG's quick leasing success has confirmed the continued attraction of businesses to Bolingbrook."

Currently, there is 75,500 square feet available to lease at the property. 53,000 square feet of this space is within the newly converted area and features a flexible floor plate, data center capabilities, 12 foot finished ceiling heights and a private entrance.

In conjunction with BPG's portfolio wide sustainability initiatives, Tallgrass has minimized its impact on both the indoor and outdoor environment by incorporating environmentally friendly, Green Seal-certified cleaning products and service, increased recycling and other specialized procedures. Currently, the firm is in the process of upgrading the building automation system and installing variable frequency drives to all rooftop HVAC units to maximize energy efficiency.



#### **BPG's Midwest Portfolio Earning Energy Star Ratings**

Seven office buildings within BPG's 5.6 million square foot Midwest commercial portfolio have recently earned the U.S. Environmental Protection Agency (EPA) prestigious Energy Star rating. Energy Star is the national symbol for superior energy efficiency and environmental protection. By earning this designation, these select buildings join the ranks of the top 25 percent of commercial and industrial facilities in the country for energy performance.



"We are pleased that these buildings have achieved the EPA's Energy Star rating," commented

Nancy S. Cleveland, JD, LEED AP, senior vice president and director of sustainability for BPG. "Earning this rating furthers BPG's sustainability initiatives both locally in the Midwest and nationally throughout our commercial portfolio."

BPG worked closely with the property management firms at each building to execute multiple improvement projects and to implement policies and procedures all aimed at increasing energy performance and efficiency.

The Energy Star label can be found on more than 50 different kinds of products. new homes as well as commercial and industrial buildings. Products and buildings that have earned the Energy Star designation generate lower greenhouse gas emissions by meeting strict energyefficiency specifications set by the government. Commercial buildings that earn the Energy Star use an average of 40 percent less energy than typical buildings and also release 35 percent less carbon dioxide into the atmosphere.

PROPERTY	BLDG. SIZE	PROPERTY MANAGER
200 South Michigan Avenue Chicago, IL	357,777 SF	US Equities Asset Management
3 Corporate Drive Kemper Lakes Business Park Long Grove, IL	243,573 SF	Cushman & Wakefield
The 580 Building Cincinnati, OH	529,528 SF	Colliers Turley Martin Tucker
600 Metropoint Minneapolis, MN	365,385 SF	Cushman & Wakefield
400 Metropoint Minneapolis, MN	171,318 SF	Cushman & Wakefield
Pierre LaClede St Louis, MO	578,612 SF	Colliers Turley Martin Tucker
8500 Keystone Keystone at the Crossing Indianapolis, IN	100,000 SF	Colliers Turley Martin Tucker

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## **BPG Management's Rogan Earns CPM Designation**

Rogan, New England aura regional portfolio manager of BPG Management Company, L.P., earned her Certified Property Manager (CPM) designation from the Institute of Real Estate Management (IREM) in March 2009. IREM is an international organization that provides education, resources, information and membership for real estate management professionals. It is the only professional real estate management association serving both multi-family and commercial real estate sectors with over 80 U.S. chapters and eight international chapters.

In her role as regional portfolio manager, Laura oversees BPG's Boston area property management staff and is responsible for the operations of the firm's 1.2 million square foot office portfolio located in downtown Boston and the surrounding suburbs.

# **New Hires**

MADISON APARTMENT GROUP L.P.

SALVADOR COLLADO Account Payable Specialist BPG WOULD LIKE TO THANK THE FOLLOWING BROKERS AND THEIR FIRMS FOR HELPING US LEASE 640,935 SQUARE FEET IN THE 1ST QUARTER 2009:

US LEASE 640,935 SQUARE FEET IN THE 1ST QUARTER 2009:			
Aegis Property Group (PA)	Kim Harris and Jim Kinzig		
Boston Realty Advisors (MA)	Wil Caitlin		
Carter & Associates (FL)	Juan Vega		
Cassidy & Pinkard (MD)	Rocky Kern		
Cassidy & Pinkard (VA)	Todd Brinkman and Spencer Stouffer		
CM Realty, Inc. (CA)	Matthew Currie		
CB Richard Ellis (FL)	Joe Ayers and Ashley Way		
CB Richard Ellis (GA)	Kevin Best		
CB Richard Ellis (IN)	John Crisp		
CB Richard Ellis (MA)	Andy Majewski, Matt Siciliano and Rob Walles		
CB Richard Ellis (MD)	John Hamburger		
CB Richard Ellis (MO)	John Pennington and Dave Randolph		
CB Richard Ellis (NC)	J. Daly		
CB Richard Ellis (PA)	Mike Bronstein and Len Redeyoff		
CB Richard Ellis (VA)	Michael Pepper and Jeffrey Roman		
Colliers International (CA)	Dion Campisi, Susan Gregory and John Kovaleski		
Colliers Turley Martin & Tucker (IN)	David Moore		
Colliers Turley Martin & Tucker (MN)	Mark Stevens		
Collier Turley Martin & Tucker (MO)	Jane Hollo, Piers Pritchard and Jay Holland		
Cresa (MA)	Brandon Leitner and James Topper		
Cresa Partners (PA)	Matt Feeney		
Cushman & Wakefield (AZ) Cushman & Wakefield (CA)	Jerry Jacobs		
Cushman & Wakefield (MN)	Charlie Allen and Ryan Hattersley Jason Butterfield		
Grubb & Ellis (AZ)	Jeffrey Hartland, Laurel Lewis and Brent Mallonee		
Grubb & Ellis (PA)	Bob Clements, Tim Brogan and John Perkins		
GVA Advantis (GA)	Ann Cameron		
GVA Advantis (NC)	Scott Stankavage		
GVA Kidder Matthews (CA)	John Olenchalk		
GVA Smith Mack (PA)	Jeff Mack, John Susanin and Doug Newbert		
Harr & Associates (FL)	Vicky Harr		
Jackson & Cooksey, Inc. (GA)	Kathy Bellinger		
Jones Lang LaSalle (MA)	Ben Heller, Brad McGill and Patrick Nugent		
Lavista Associates (GA)	Heather Lamb		
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The Lewis Group (NC)	Elwood Munz		
McShea & Company, Inc. (MD)	Richard Dickman and Richard Wrightson		
Meridian Real Estate (IN)	Rodney Brugger		
NAI Brannen Goddard (GA)	David Beak and Stephen Pond		
NAI Geis Realty Group, Inc. (PA)	Tom Bond, Jim Easton, David Morris and Charles Tarloski		
Northmarq (MN)	Bob Revoir and Avery Ticer		
Partners Atlanta, Inc. (GA)	Abbe Waller		
Remax North Atlanta (GA)	Renee Song		
Rich Real Estate Services (GA)	Kirk Rich		
Ryan Cone & Associates (GA)	Ryan Cone and Ryan Hanson		
Sansone Group (MO)	Brandon Wappelhorst		
Skyline (PA)	Brad Spiegle		
The Stevens Group (MA)	Deb Stevens		
Transwestern (PA)	Phil McCarthy and Kevin McShea		
William Leonard & Company (GA)	Bill Leonard		
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## **Madison Completes Renovations in Seattle**

Madison Apartment Group, L.P. (Madison), BPG's multi-family operating arm, has completed \$3.5 million in renovations at four multi-family communities, totaling 802 units, located in and around Seattle, Washington. The four communities include Madison at Alderwood Park, a 188 unit community in Lynwood, Madison at Ridgegate, a 153 unit community in Kent and Madison at Ridgetop and Madison at The Wellington, consisting of 221 and 240 units respectively, in Silverdale, Washington.

"Employing our value added strategy, we strove to improve the physical and operational quality of the communities while enhancing the living experience for the residents," explained Edward Hindman, senior director of technical operations who was responsible for overseeing the renovations for Madison. "The only challenge we encountered was the wet environment of the Pacific Northwest which prolonged the renovation program but our contractors prevailed and the outcome is being applauded by the residents and the local municipalities."

The renovations of these 20 to 25 year old communities included new roofs, exterior painting, new exterior lighting, pool refurbishments and upgrades to the leasing offices and clubhouses.

Consistent with our original acquisition and renovation plan, the balconies of each apartment at Madison at Ridgegate and Madison at Ridgetop were redesigned and reconstructed. New fitness centers were also added.

BPG acquired the communities in the first quarter 2008 as part of its \$260 million acquisition of Boston Capital Real Estate Investment Trust (BCRE), a publicly owned real estate investment trust. The transaction added 11

multi-family communities, totaling 3,098 units located in the markets of Seattle, Portland, Salt Lake City, Dallas and Jacksonville, to BPG's multi-family portfolio.

AFTER > BEFORE ∨





Madison at Ridgegate, Kent, WA





<sup>∧</sup> BEFORE < AFTER

Madison at Ridgetop, Silverdale, WA

#### FISERV EXPANDS AND EXTENDS CONTINUED FROM PAGE 1

Neil F. Gallagher and Robert Cook, vice presidents of BPG, negotiated the lease and purchase agreements.

Executive Terrace is located on South Gulph Road and offers extensive visibility along the Schuylkill Expressway (I-76) and easy access to Routes 202 and 422 and the Pennsylvania Turnpike (I-276). The four-story building has a four-story glass enclosed atrium lobby, a newly renovated café, award winning landscaping and complimentary concierge services.

1250 Drummers Lane is a three-story Class A office building, situated minutes from Route 202, in Wayne, Tredyffrin Township, Pennsylvania. It offers a private campus setting, overlooking the golf course at Glenhardie Country Club. The building has an on-site data center, café and a 500 KVA generator for full building electrical backup. The property is approved for a contiguous building expansion of up to 50,000 square feet. The property is being marketed for sale or lease by John Perkins of Grubb & Ellis.



1250 Drummers Lane, Wayne, PA



If you prefer to receive an electronic newsletter via email please email or call (215) 575-2387.

**BPG PROPERTIES, LTD.** is one of the nation's leading private equity real estate fund managers. BPG's portfolio consists of over 20 million square feet of office, retail, student housing, and industrial properties and more than 25,000 apartment units in more than 100 communities located throughout the United States.

PHILADELPHIA | YARDLEY | CHICAGO | WASHINGTON, DC | LOS ANGELES RALEIGH | ATLANTA | BOSTON

#### **Acquisition Contacts**

Λυγμιδιτιυπ	UUIILAGLƏ			
OFFICE/IND	USTRIAL			
New England				
George Haines	(215) 575-2493			
Roy Perry	(215) 575-2433			
Metro NYC				
John Brogan	(215) 575-2465			
Mid-Atlantic				
Steve Spaeder	(215) 575-2386			
Mid-Atlantic	c – Office			
Chris Locatell	(215) 575-2349			
Mid-Atlantic -	- Industrial			
Dan DiLella, Jr	(215) 575-2352			
Southeast (including Washington, D.C.)				
Roy Perry	(215) 575-2433			
Peter Derrico	(215) 575-2482			
Florid	da			
John Brogan	(215) 575-2465			
Midwest & Mou	untain States			
Joseph Neverauskas	(312) 427-8740			
Brant Glomb	(312) 673-3593			
Matthew Latimer	(312) 673-3390			
South	west			
Roy Perry	(215) 575-2433			
West C	Coast			
Andrew White	(310) 725-8431			
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CORPORATE F	REAL ESTATE			
John Brogan	(215) 575-2465			
MULTI-FAMILY	– NATIONAL			
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