The First Stamford Place Difference: First in Convenience, Amenities & Worker Productivity

First Stamford Place, Malkin Properties’ three-building Trophy office complex in Stamford, Connecticut, is a veritable campus environment in an urban setting – a vital, transit-oriented center offering top-tier amenities, hands-on management and unparalleled tenant satisfaction. With convenient proximity to transportation, turnkey services, state economic incentives, competitive pricing, and space with outstanding flexibility, First Stamford Place consistently delivers outstanding productivity for employers and workers alike in a best-in-class tenant experience which is unsurpassed in the market; and we’re constantly at work to enhance the breadth of our on-site offerings and the quality of that positive tenant experience.

Our self-contained campus environment allows all tenants to fulfill each and every one of their busy-day requirements with minimal interruptions, translating into enhanced worker productivity. Also, having such an easily accessible location provides a terrific tool for employee recruitment and retention.

Then, there is our long list of on-site amenities. We realize that a healthy tenant is a happy tenant, our tenants-only fitness center now offers – during lunchtime and evening hours – yoga, zumba, spin and body sculpting classes, which are the types of focused, communal work-out programs usually exclusive to high-end, members-only gyms.

“The outstanding on-site management services offered by Malkin Properties are the major draws that brought us to First Stamford Place,” says Eric Gonzales, branch manager of Randstad US, which moved into the building in March of this year. “Having all of our needs – a fitness center, café and sundry shop – at our fingertips greatly enhances the productivity of our entire workforce. No one even needs to leave the campus! Everything is brilliantly streamlined.”

If a tenant’s conference room requirements exceed capacity at our tenants-only conference center, our tenants have discounted, on-campus access to the Hilton Stamford Hotel, which

Walk the Talk: First Stamford Place Just Steps From the Train

Malkin Properties’ strong reputation, top-tier amenities package and best-in-class Trophy properties tend to attract companies looking for Manhattan quality and ambience at offices which are close and conveniently accessible to mass transit hubs. A case in point is First Stamford Place, Malkin Properties’ three-building office complex located just a short distance from the Stamford Transportation Center.

In fact, its proximity – only 1/6 mile - to the transportation center is one vital factor that motivates tenants to locate their businesses at First Stamford Place. With the exception of Metro Center, other competing properties, even those located within the submarket, simply cannot be accessed as conveniently.

A New Generation of Pre-Builts Unveiled

Construction has begun on a program of newly designed “next generation” pre-built units within the Malkin Properties Trophy portfolio; with the first upgraded pre-built to be located on the eighth floor of Ten Bank Street in White Plains, NY. These units are modeled after top-of-the-line, high-energy-efficiency, LEED-standard, pre-built suites at the Empire State Building, the flagship of Malkin Holdings’ W&H Properties portfolio of nine Manhattan Pre-War Trophy office buildings.

“We sourced brokers and tenants at the Empire State Building in order to gauge which features they most value in ESB’s top-tier pre-builts,” says Joseph Buffardi, director of pre-construction services at Malkin Properties. “We then incorporated all of the relevant feedback into new standards being adopted and implemented throughout our suburban portfolio. Our pre-built units have always garnered positive comments, and we are certain that these new and improved units will be even better received by the brokerage and tenant communities.”

These cutting-edge pre-built units will include full glass office fronts, raised ceilings and pendant lighting in the perimeter offices, and pantries featuring:

• energy-efficient stainless steel appliances;
Meet Your Neighbors

Fairfield County

Metro Center
International investment firm Aspect Capital, Inc. has relocated from Greenwich and taken occupancy of 2,000 square feet on the first floor.

First Stamford Place
Aircastle Advisor LLC, a global aviation advisor, has inked a long-term early renewal lease for 19,214 square feet at 300 First Stamford Place.

Private real estate investment manager Barrow Street Capital LLC has relocated its headquarters from Metro Center to a 2,579-square-foot space at 300 First Stamford Place.

Consumer diamond brand Forevermark US Inc. has taken occupancy of 6,000 square feet at 300 First Stamford Place.

Private investment firm Merrimac Corp. has renewed its 2,896-square-foot lease for its fourth-floor office at 100 First Stamford Place.

M JLF & Associates, Inc., a full-service maritime brokerage firm, has leased 10,717 square feet at 300 First Stamford Place.

Randstad General Partner (US) LLC, a wholly owned subsidiary of Randstad Holding NV, the world’s second largest staffing organization, has leased 1,615 square feet at 100 First Stamford Place.

Solar panel developer and financier REgeneration Finance Development LLC has relocated its headquarters from Harrison, N.Y. to a 4,136-square-foot space at 300 First Stamford Place.

Tod’s Point Capital, LLC, a broker/dealer, has inked an early renewal for its 4,114-square-foot space on the third floor of 100 First Stamford Place.

Investment company TrexQuant Management LLC has leased a third-floor, 3,122-square-foot space at 300 First Stamford Place.

Vesta Partners, LLC, an international business consultancy focused on enterprise asset management, has signed a lease to relocate its headquarters to 3,604 square feet on the fifth floor of 300 First Stamford Place.

MerrittView
Paramount Transportation Systems, a world leader in managing relocations for corporate employees, signed an early five-year renewal for its 5,351-square-foot sixth-floor space.

The not-for-profit Multiple Myeloma Research Foundation has renewed through 2020 and expanded by nearly 50 percent — to 9,500 square feet — on the fifth floor.

Metro Grille Gets a Makeover
Metro Grille, Metro Center’s onsite café and eatery, is a premier amenity offered at our Stamford, Connecticut flagship Trophy property. It provides a convenient venue for taking a break, stretching one’s legs, grabbing a quick snack or a meal, holding a breakfast or lunch meeting, or even socializing with fellow workers — all without the hassle of leaving the premises.

Now we’re making the Metro Grille experience better, with renovations that will give the café a new look and add additional items to its food offerings. The entire dining and serving areas will receive brand-new finishes, including stone flooring, carpeting and wall covering. We’ll be installing a new ceiling with state-of-the-art lighting to brighten up the room and make our tenants’ dining experiences that much more enjoyable. We’ll also be rolling out new dining tables, chairs and banquet seating with tufted fabric backs.

What’s more, the changes will go beyond cosmetic. Our popular deli and sandwich area will be expanded, giving diners more room to peruse all of the delicious options during the lunchtime rush. Finally, for those busy tenants who need to get back to work posthaste, we will be installing new equipment designed to provide an increased variety of hot and cold “grab and go” food items.

The new-and-improved Metro Grille is sure to enhance the dining experience for all of our tenants, and is just one of many examples of how we are always striving to offer the best to our tenants in our suburban flagship office property.

Malkin Properties Gives Back
For the 16th consecutive year, Malkin Properties brought spring cheer to the neighborhood surrounding the Lathon Wider Community Center, planting flowering annuals. Landscaping company Eastern Land Management provided the plants and cleaned up the property prior to the event. Volunteers from the Malkin Properties team — along with their families and friends — then worked to plant seasonal flowers in barrel planters and entrance gardens along Henry Street and Woodland Avenue. In addition, Metro Grille, the restaurant and catering service located at Malkin Properties’ Metro Center, provided a complimentary breakfast for the volunteers.

Continued on page 5
### Heard in the Hallways

“After evaluating everything that Malkin Properties provides to its tenants, 500 Mamaroneck was the obvious choice for relocation of our business. With hands-on management similar to our own business philosophy and its convenience to transportation, 500 Mamaroneck’s amenities and services cannot be surpassed.”

— Rich Timme, director of leasing at Gateside Corporation

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### Tenant Retention: A Referendum on Our Performance

At Malkin Properties, we strive to provide our tenants with best-in-class amenities, unsurpassed convenience to transportation and accessible, hands-on management. One important measure of our success lies in tenant retention. The high percentage of our tenants that choose to renew their leases, even in today’s highly competitive office space market, is a consistent indication that we’re providing the quality service desired by prestigious, credit-worthy tenants.

“Since early 2011, we renewed leases with more than 20 of our existing tenants, many of whom chose to expand the size of their occupancy, and many of whose leases were not due to expire during the next succeeding 12 to 24 months,” says Jeffrey H. Newman, executive vice president of Malkin Properties. “That is a fairly remarkable achievement, and a clear signal that tenants like our proactive approach to accommodating their needs. Companies with evolving space utilization requirements often want to modify the size of their space or reconfigure their build-out, and they appreciate a landlord that can anticipate changes in their optimal occupancy parameters and respond with proactive solutions.

“Tenants also like the comfort of knowing that their landlord is in very sound fiscal condition, conservatively leveraged, and capable of fulfilling all of its obligations for the full term of the lease,” Mr. Newman adds. “That, of course, is another important factor in our success at tenant retention.”

“We originally chose MerrittView in 2010 because of its location, amenities and reputation for superior tenant service,” says Carl Fazio, chief financial and operating officer of Antenna International, which renewed and nearly doubled in size at MerrittView in the summer of 2011 – bringing its total occupancy to nearly 6,000 square feet. “As evidenced by our early expansion and renewal, MerrittView turned out to be the perfect home for our company. More importantly, Malkin Properties was a very good partner, and was extremely accommodating and flexible when we approached them about expanding.”

And this expansion and renewal trend has continued into 2012. Out of 27 leases signed for 136,000 square feet since last spring, eleven have been tenant renewals (for a total of 60,478 square feet) and five have been tenant expansions (for a total of 15,820 square feet), with these leases having been secured with a varied selection of companies at the top of their respective fields.

Pharmaceutical and nutritional manufacturer Barrington Nutritional renewed at 500 Mamaroneck Ave., corporate relocation manager Paramount Transportation Systems renewed and not-for-profit Multiple Myeloma Research Foundation, Inc. (MMRF) renewed and expanded at MerrittView, international chemical logistics company NRS Logistics renewed and expanded at Ten Bank Street and, at First Stamford Place, Aircastle Advisor, a global aviation advisement company, effected an early renewal agreement pursuant to which it will retain its 19,214-square-foot space through year-end 2022.

“Since taking occupancy at First Stamford Place in 2005, we’ve watched management proactively take measures to ensure tenant satisfaction,” says Jonathan Lang, chief information officer with Aircastle. “The building management worked closely with us in 2007 as we expanded by over 6,000 square feet to fill out our current space. Acknowledging that our lease would expire at the end of 2012, we did not hesitate to sign a long-term renewal a year in advance. Given our satisfaction with the tenant-friendly management and convenient location, right next to the Stamford Transportation Center, the decision was an easy one.”

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Walk the Talk...

Continued from page 1

from the Stamford Transportation Center, as they are not only located further from the concourse and platforms, but require that pedestrians cross at least two highly trafficked intersections.

“People want their commutes to be as brisk and hassle-free as possible,” says Jeffrey H. Newman, executive vice president of Malkin Properties. “Some of our major competitors are more than twice as far from the Stamford Transportation Center, and even those whose distances in linear feet are not dramatically further from the Stamford Transportation Center require much longer travel times due to the need to negotiate traffic signals at multiple busy highway intersections. For our hard-working tenants who want to get into work and back home to their families quickly and efficiently, our competitive locational advantage is part of what we deem the “First Stamford Place Difference.”

First Stamford Place’s prime location is a major draw for those tenants with large populations of reverse-commuting employees, including multinational beauty company Elizabeth Arden and global accounting and consulting firm Ernst & Young. For these best-in-class tenants, convenient access to mass transportation into and out of Manhattan is a necessity.

“A large company like ours appreciates the ample space and comparative lower rents available at suburban locations,” says James Cantela, vice president of design and construction with Elizabeth Arden. “However, we also want quality and convenience that is similar to what top Manhattan office space provides. First Stamford Place is the best of both worlds. It has absolutely first-rate services and amenities, and its access to public transportation is unsurpassed – it’s less than 45 minutes from Grand Central Terminal via express train. Our employees and clients that need to shuttle back and forth can do so seamlessly. This accessibility is imperative to our operation, as I imagine it is for many of the other First Stamford Place tenants.”
Proactive and Timely: Malkin Properties’ Website Updates

Malkin Properties takes great care to keep brokers, tenants and prospective tenants informed of the latest space availabilities and property-related information via its website, www.malkinproperties.com. We monitor and update the site on a real-time basis in order to ensure that the information provided is 100% accurate and current – surpassing in reliability even that of CoStar Group, real estate’s leading provider of information and analytic services – and we’re always looking for new ways to perfect the site’s format and achieve maximum accessibility.

We realize that because brokers are constantly on the move, their ability to select appropriate spaces for inspection and their effectiveness during space tours is enhanced significantly if they have requisite availability info right at their fingertips. Accordingly, we have optimized our website to make it accessible via Blackberry mobile devices, and we’ve also provided brokers with more specific search and filtering options to better cater to their clients’ needs. For example, brokers can now limit the scope of their search by scanning for available pre-built units, or, if a significantly larger space is the order of the day, they can select a contiguous square footage option for information on available blocks measuring within the specified size range. We have also been adding photos of existing conditions and views to assist brokers in visualizing spaces and in streamlining their searches.

Additionally, we have launched a “proposed layout” feature for our floor plans that provides suggestions on how tenants can utilize their respective spaces for optimal functionality.

The future is indeed bright for www.malkinproperties.com!

The First Stamford Place Difference... Continued from page 1

boasts the largest conference facility in Fairfield County. Other special on-site amenities provided by the hotel for our tenants and their business guests include the discounted room rates and discounted food and beverage packages at the delicious Senses Restaurant and Lounge (ideal for both business meetings and grabbing a drink or bite with a coworker after office hours). First Stamford Place tenants also have complimentary use of the hotel’s on-site tennis court, pool, sauna and jacuzzi. And, with its “Enterprise Zone” location, First Stamford Place is the only Class A transportation submarket office park where qualified tenants can receive, on a direct pass-through basis, credit from the Enterprise Zone program’s 80% abatement of real and personal property taxes on newly leased space and expansion space. This pass-through of tax savings generates a minimum annual savings of $4.00 per square foot off face rental rates in each of the first five lease years!

The floor plates at each of our three First Stamford Place buildings are designed for maximum flexibility. While they are sized to offer more efficient layouts for larger tenants – with multiple corner offices – they’re also easily subdivided for mid-size and smaller-sized tenants. The office suites make great use of the natural light they receive from both the exterior perimeter and interior atrium exposure, ensuring a pleasant workspace while limiting the amount of artificial light needed, thereby reducing energy consumption. Additionally, our new state-of-the-art building management system allows greater control of the indoor environment than ever before. Our high-performance base building ventilation systems and our use of only low-VOC (volatile organic compounds) paints and finishes in all construction projects, also help to ensure the healthiest air quality.

“The Malkin Properties name is associated with a high level of financial strength and security of ownership.”

— Bob Ageloff, managing director at Jones Lang LaSalle

Complex is one of the best incubators for growing businesses in the area.”

Finally, we’re only 1/6 of a mile from the Stamford Transportation Center, with a tenant-dedicated shuttle that gives commuters the option of a pleasant five-minute walk or a comfortable short ride, in any type of weather. And reverse commuters from New York City, as well as those seeking easy access to Manhattan for business meetings, can take comfort in the fact that our location is just a 42-minute train ride from Grand Central Terminal. The complex is efficiently accessible via I-95 (it is located directly at the Exit 7 northbound off-ramp of I-95), and offers plentiful, safe and secured free parking in our covered garage, with direct elevator access to each building’s attended lobby!

We currently have several space availabilities, from high-quality pre-built suites ready for immediate occupancy to build-to-suit offices for small, mid-sized and large users (see related story on page 1). With units ranging from 1,800 to 53,000 sq. ft., there’s never been a better time to come see First Stamford Place.

Visit www.malkinproperties.com and schedule your tour today!

Pre-Builts... Continued from page 1

- stone countertops;
- glass tile backsplashes; and
- high-tech polished concrete floors (in certain units).

These upgraded pre-built units will also include energy saving features beyond those immediately visible upon first inspection. For instance, our fluorescent lighting is tied to occupancy and day-lighting sensors with wireless communication with the light fixtures. As in all of our tenant build-outs, we use recycled content in finish materials and low-VOC paints and adhesives.

Scheduled layout for an upgraded pre-built unit and dispose of all construction debris in a recycling yard.

It’s an exciting time for Malkin Properties, our broker partners, and, most importantly for our tenants. We look forward to the debut of a higher level of service associated with our next generation pre-builts!
Tenant Profile: Gateside Corporation

As a commercial and residential real estate development and investment company that has thrived in the New York suburban market for over 20 years, Gateside Corporation appreciates even more than most tenants the value of a quality office property and strong, proactive management. Recently, the firm sold its offices in Rye, N.Y., and relocated to nearby 500 Mamaroneck Avenue, Malkin Properties’ Trophy office center in Harrison, N.Y., taking occupancy of a 2,182-square-foot office space on the building’s third floor for a five-year lease term.

“As property owners ourselves, we know what to look for and what to value in a property and in its management team,” explains Rich Timme, director of leasing at Gateside. “After reviewing the extensive amenities and services that Malkin Properties provides, 500 Mamaroneck emerged as a compelling choice. And the experience has been great, with the hands-on management team meeting all of our high standards.”

Mr. Timme notes that Gateside had been officed within one of its own properties for nearly two decades. “But upon receiving a very healthy offer for that building, we acknowledged that it was time for a change. We conducted an exhaustive search throughout the suburban market, seeking the region’s leading tenant management services and the best locations. That’s what led us to 500 Mamaroneck Avenue. Its convenience to transportation is unsurpassed, including its proximity to I-95 and the Hutchinson River Parkway, and the easy access it affords to the Westchester County airport, as well as to LaGuardia and JFK. This enables us to conveniently visit our office in the greater Miami area, where we are active participants in the property market.”

“When a company with a keen eye for a unique value proposition chooses to lease office space in one of our Trophy properties, it’s a referendum on the quality management, services and amenities that we provide for all of our tenants,” says Jeffrey H. Newman, executive vice president of Malkin Properties. “Gateside has joined a distinguished roster that includes portfolio tenants Jones Lang LaSalle and Rockwood Capital and Property Resources at Ten Bank Street, firms well-versed in local real estate that have chosen our properties over our competitors based on the high quality of service that they provide. We hope to continue this fruitful relationship with Gateside for many years to come.”

Neighbors... Continued from page 2

Westchester County
500 Mamaroneck Avenue

Globally recognized leader of in-flight entertainment software CoKinetic Systems Corp. has relocated its headquarters to a 4,668-square-foot space on the fifth floor.

Gateside Corporation, a commercial and residential real estate development and investment company, has taken occupancy of 2,182 square feet on the third floor, in a relocation from Rye, N.Y.

Ten Bank Street
Vertu, a regional affiliate of Finnish communications giant Nokia, has taken occupancy of a 2,200-square-foot space.
Malkin Construction Honored by Associated Builders and Contractors

On January 26th, Malkin Construction was honored with an Excellence in Construction Award for an Institutional Project at the Connecticut chapter of the Associated Builders and Contractors, Inc. (ABC) annual ceremony. The award cited Malkin Construction’s work on the Stratfield Elementary School in Fairfield, CT. The judging panel, which included state representatives, engineers, and academics, highlighted eight projects from an impressive stable of eligible contenders.

The ceremony, held at the Aqua Turf club in Plantsville, CT, and attended by more than 600 ABC members and guests, honored construction companies and subcontractors who performed work on outstanding construction projects completed by October 2011.

The $17.3-million, ten-phase Stratfield School project began in the summer of 2009. By the start of the 2010 school year, Malkin Construction had completed eight new classrooms, renovated all of the eastern classrooms and built another addition to house the school’s administrators.

“Malkin Construction’s award for the Stratfield School reflects excellence in all aspects of construction,” says Lelah Campo, president of ABC’s Connecticut chapter. “The judging committee represented many facets of the industry, including the design, safety, environmental, material supplier, and contractor perspectives. Malkin Construction excelled in all of these areas, showing the attention to detail and teamwork necessary to pull off a state-wide, award-caliber construction project.”

With school in session, the team renovated all of the southern classrooms between November 2010 and July 2011. Finally, in accordance with its initially projected completion date of September 2011, Malkin Construction spent that summer renovating the gym, cafeteria, kitchen, media center and the older administrative area; installing a bus canopy and courtyard; and finalizing all remaining site work.

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“The distinction conveyed by this award is truly an honor for our entire organization,” says Timothy Yahn, president of Malkin Construction. “The Stratfield School project, with its tight deadlines, rigid project parameters and numerous complexities, served as an excellent showcase for our range of abilities. And we thank ABC for its generous recognition of this accomplishment.”

Stratfield School, Fairfield, CT