



THE FACILITIES MANAGER'S GUIDE TO NEOCON® EAST



The Source for Facilities Decision-Makers

BUILDINGS

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WHO'S WHO 2006 IN THE BUILDINGS MARKET

PLUS:
SMARTER BUILDINGS®
BEST PRACTICES in SUSTAINABILITY
PROGRAM





THE A LIST
WHO'S WHO 2006

Buildings magazine's annual exclusive

Who's Who in the Buildings Market 2006

For the last quarter-century, *Buildings* magazine's Who's Who in the Buildings Market report has recognized the companies, organizations, and departments whose innovations, accomplishments, and entrepreneurial spirit have helped define the commercial and institutional buildings industry. Whether through projects, processes, or people, these visionaries have broken new ground in an ever-increasingly competitive real estate arena, differentiating themselves with confidence and know-how – yet generously providing the leadership and expertise for industry peers to follow. Talent? Aptitude? Luck? True greatness takes all those things and more. Most importantly, such success stories chronicle a common theme of steadfast flexibility: the ability to adapt to market demands – and succeed – through thoughtful analyses, calculated risk-taking, passion, and enthusiasm.

Once again, *Buildings* highlights this year's selection of industry players (handpicked by the editorial staff) who are offering something *more* within this shifting marketplace. This "A List" of facilities-related businesses and departments from development/ownership, management, corporate, institutional, and government entities is a roster that is intended to represent participant organizations from *each* industry segment that *Buildings* reaches. Although it's entirely subjective, The A List represents hours of research, discussion, and knowledge-seeking among industry professionals. The *Buildings* Census, which follows The A List, is delineated by industry segment and offers stats and facts (many of which have been provided directly by the organizations) from several of today's big names in the business.

Is your organization missing from either roster? Don't hesitate to contact the *Buildings* editorial staff at (319) 364-6167 about your company's activities and initiatives, this year and next. We'd love to include your information in the future.

The A List

The editorial team at *Buildings* magazine recognizes its annual "top 25 organizations to watch" – industry leaders in real estate ownership/development, management companies, corporate real estate departments, institutional owners, and government agencies. The A List distinguishes those professional teams that have embodied innovation and forward thinking while addressing critical issues in the marketplace with a single-minded, can-do spirit. Not surprisingly, many of these firms/departments are concentrating on some of the top concerns of *Buildings* readers: lowering operating costs; maximizing building performance; adopting best-practices programs in energy management, safety and security, routine care and maintenance; environmental initiatives; budgeting for the long term, employing both life-cycle costs and predictive/preventive maintenance analyses; attending to regulatory and code issues in a proactive, thoughtful manner; and making the best possible choices in their selection of available and emerging technologies and suppliers. The result? Clearly accomplishing bottom-line and building-occupant goals, and planning for an even more fruitful tomorrow. The business of buildings is never dull, but it *is* challenging. See how these leaders are guiding the industry with flair and – let's face it – a touch of genius.

THE A LIST

Ashley Capital
Bentall Capital
CB Richard Ellis
Cushman & Wakefield Inc.
CVS Corp.
Equity Office
Ford Motor Land Development Corp.

HCA
Hines
The Home Depot Inc.
Johnson Controls
Kimco Realty Corp.
Los Angeles Unified School District
The Opus Group
Parkway Properties Inc.

ProLogis
Public Works and Government
Services Canada
RREEF North America
Simon Property Group
Smithsonian Institution
Starwood Hotels & Resorts
Worldwide Inc.

Trammell Crow Co.
U.S. General Services
Administration's Public
Buildings Service
The University of Iowa Facilities
Management
Wal-Mart Stores Inc.

**U.S. General Services Administration's
Public Buildings Service
Washington, D.C.
(201) 501-1100 ■ www.gsa.gov/pbs**

The largest public real estate organization in the United States and a provider of workspace and workplace solutions to more than 100 federal departments and agencies (8,920 government buildings comprising 342.6 million square feet of space), the GSA's Public Buildings Service (PBS) is on a mission: to provide superior workplaces to federal agencies at good economies to the American taxpayer. All PBS resources are deployed in two fundamental activities. The first is space acquisition, either by leasing, construction, or purchase. Primarily a project management activity, this translates a customer agency's space needs into discrete requirements, marshals the resources necessary to fulfill the requirement, and manages the execution of the project for the resulting delivery of space. The second fundamental activity – asset management – includes whether (and how much) to invest in maintaining a property, as well as the physical supervision of the buildings in the portfolio, fulfillment of contractual objections to federal customer agencies, and when (and by what means) property disposal will occur at the end of its useful life.

What makes PBS so unique, however, is that, although it is a government agency, it operates much like a private-sector real estate organization. For instance, in FY05, PBS was 10.5-percent below private-sector benchmarks for operating

office buildings and reduced the vacancy rate of its inventory to a record low of 4.1 percent. Moreover, a 2005 tenant survey designed to measure tenant satisfaction gave PBS an overall satisfaction rating of 77.5 percent from tenants working in government-owned and leased buildings. In fact, PBS operates as a customer-driven organization that can rapidly accommodate the changing space needs of its customers by delivering a complete array of acquisition and disposal services for vendor management services, special support operations, and consulting services. This allows PBS customers to concentrate their efforts on their own core missions.

Other standout qualities include PBS' recognized green initiatives, energy-reduction measures, and its Design and Construction Excellence programs. With GSA as the first agency to be recognized by the Bush Administration for achieving green status on the Presidential Management Agenda scorecard in Federal Real Property Asset Management, PBS was able to maintain operating costs at 12-percent below market costs. PBS was also the first federal agency member of the U.S. Green Building Council (USGBC). Sustainability is vital to PBS' mission, and the agency advocates high-performance design strategies that can produce efficient buildings that operate with increased asset value and higher occupant productivity. As such, certification through the USGBC's LEED Green Building Rating System® is now required for all new GSA building projects. Need proof? Since 2002, 11 GSA projects have earned such certification, and over 60 projects are registered and currently working toward LEED certification.



BUILDINGS

GOVERNMENT AGENCIES

Facilities/support departments in federal government agencies

Company (Square Feet/Millions)

**General Services
Administration's Public
Buildings Service***

Washington, D.C.
(202) 501-1100
www.gsa.gov/pbs



Statistics/Pertinent Data

The U.S. General Services Administration's (GSA) Public Buildings Service (PBS) is the largest public real estate organization in the nation and provider of workspace and workplace solutions to more than 100 federal departments and agencies. This customer-driven organization can rapidly accommodate the changing space needs of its customers by delivering a complete array of acquisition and disposal services for vendor management, special support operations, and consulting services. Eleven regional PBS offices in major metropolitan centers across the country deliver comprehensive real estate services. In FY05, PBS was 10.5-percent below private-sector benchmarks for operating office buildings, reduced the vacancy rate of its inventory to 4.1 percent (a record low), and awarded leases at 9.2-percent below market comparable. GSA is the first agency to be recognized by the Bush Administration for achieving "green" status on the Presidential Management Agenda scorecard in Federal Real Property Asset Management. PBS achieved the green status by improving utilization by 3.4 percent over the past 5 years, maintaining operating costs at 12-percent below market, and disposing of 85 assets in its inventory since 2002. Additionally, 75 percent of the agency's inventory exceeds Federal Real Property Council standards for facility condition. 8,920 Government Buildings*: 342.6 million square feet. Dollar Volume of Spending in 2006 Devoted/Estimated Toward Facilities*: Capital, \$2.5 billion; Operational, \$2 billion. Projects in New Construction and/or Modernization (Completed in 2006)*: New Construction, 146,750 square feet (two projects); Modernization, 2.8 million square feet (five projects). Projects in New Construction and/or Modernization (Completed Beyond 2006)*: New Construction, 33.8 million square feet (72 projects); Modernization, 55.3 million square feet (98 projects). Number of Professionals Involved Full Time in Facilities*: 5,945.

* Indicates statistics received from company, based on *Buildings' Who's Who* questionnaire. In cases where information was not supplied in response to *Buildings' Who's Who* questionnaire, information was derived from public information: 10K reports, company websites, industry-related reports, Hoover's Online, and other published and electronic materials.