

## MICHAEL S. TALMADGE - PROFESSIONAL PROFILE

**Michael Talmadge is Executive Vice President of Echelon Real Estate Services, LLC.**

I provide property sales & tenant representation services for clients who are looking to buy a building or lease space as well as listing services for Institutional and Private Trust landlords. With over 26 years of commercial real estate experience, I have leased over 6 million RSF of space, and have completed over \$190 million in building sales.

I have been in the Tampa Bay area since 1991 and am, year after year, one of the top producing brokers in this area.



**I have completed the following major Leasing & Sales transactions:**

• Bright House Networks	165,000 RSF
• Bankers Insurance Group	109,024 RSF
• First Advantage Corporation	74,065 RSF
• Veterans Administration	70,185 RSF
• Trenam, Kemker, Scharf, Barkin, Frye, O'Neill & Mullis, P.A.	56,022 RSF
• Paychex	50,515 RSF
• Amerisure Insurance	50,000 RSF
• Smith & Nephew	44,000 RSF
• eMASON, Inc	40,647 RSF
• Accenture, LLC	36,250 RSF
• American Strategic Insurance	32,476 RSF
• Progress Telecom, Inc.	28,500 RSF
• McKinsey & Company	27,509 RSF
• Clarity Services, Inc.	26,443 RSF
• Certegy	25,068 RSF
• Student Resources/The MEGA Life & Health Insurance	24,951 RSF
• Raymond James and Associates	15,009 RSF
• Hyatt Vacation Ownership, Inc.	13,598 RSF
• Sale of Blue Heron Building	\$6.9 Million
• Sale of 100 Carillon Building	\$16.5 Million
• Sale of Avaya Building	\$16.5 Million
• Sale of Watermark 5 & 7 Buildings	\$7.0 Million

ERES consistently helps companies optimize their office space, location and cost choices. Our long term experience brings valuable insight to help our clients by organizing and simplifying the vast array of real estate choices in the marketplace.

Our standardized processes help our clients analyze their choices on both a quantitative and qualitative basis, allowing them to choose the best product in top locations under the best market terms.

Thank you,

Executive Vice President  
Echelon Real Estate Services, LLC

## Leases Completed By Michael S. Talmadge

### Echelon Real Estate Services, LLC

Tenant Name	RSF
AARP	8,674
Accent Health	8,274
Accenture	75,245
Accenture	37,256
Accenture	32,607
Accenture	17,475
Accredited Home Lenders	24,480
Accredited Home Lenders	12,000
Advanced Research Corp.	4,878
AG Edwards	9,124
Allikriste, LLC	4,662
Allstate	6,626
Allweiss & Allweiss, P.A.	3,050
Allweiss & Allweiss, P.A.	2,240
American Liquor Alliance	13,042
American Strategic Insurance	30,226
American Strategic Insurance	2,250
Amerisure	24,858
Amerisure	50,000
AmSouth Bank	6,908
ARCO Multi-Family Group	3,560
Aspen Marketing Services	5,051
Aurora	4,157
Bailey & Eckert, P.A.	2,167
Bank of America	46,716
Bankers Insurance Group	109,024
Baskin & Fleece, P.A.	5,092
Bayfront Enterprises	4,842
BayView OB/GYN	7,178
BigGross, Inc.	7,688
Bright House Networks	165,000
Byrd Corporation	5,595
Carlton Fields	15,744
Centrus LLP	7,500
Certegy	25,068
Choice Point	33,674
CIC-Hirecheck	30,226
Cincinnati Insurance	2,183
Cisco Systems	14,075
Cisco Systems	10,691
Clarity Services, Inc.	26,443
Clinique Services	2,465
Coca-Cola	27,093
College Entrance Board	3,270
College Loans Direct	6,600
Community Health Center Alliance	4,956

Tenant Name	RSF
CompServ	2,795
Corporate Interiors	12,225
Corporate Interiors	5,859
Credit Guard	4,908
Criswell Blizzard & Blouin	12,343
Decision PEO	7,376
Dencor Management	2,852
Digital Chainsaw	14,925
Diversified Mortgage	7,898
Diversified Mortgage	1,500
Dr. Bryan Oeth	1,425
Dr. John Ferullo	1,673
Dream Vacations International	4,908
Dwight Watkins	2,943
Ed Fund	1,346
Ed Fund	1,657
Ed Parenteau	3,200
Edix Corporation	37,900
Electronic Data	4,129
Elite Air	2,065
eMASON, Inc	40,647
Envision	4,670
Envision	3,704
Evaco, Inc.	4,744
Executive Reporting Service	2,639
Executive Reporting Service	2,455
Fairfield Building Company	1,230
Fannie Mae	3,062
First Advantage Corp.	74,065
First Advantage Corp.	20,846
First American Commercial Real Estate	902
First American Title	24,475
Florida Institute of Family Medicine	5,448
Florida Power Corp	27,820
Florida Power Corp	2,461
Florida Progress	95,428
Foley & Lardner	14,045
Franklin Templeton - Sarasota	3,619
Fry, Hammond, Barr	2,183
Fry, Hammond, Barr	4,362
Fuji Photo	2,761
General American	2,352
GMAC Mortgage	1,715
GSA - Judge Roney	2,399
Gulf Atlantic Ins.	21,611
Health Furnishing Solutions	3,660
Heflin & Company	2,889
Holland & Knight	25,030
Hyatt Vacation Ownership	16,645



Tenant Name	RSF
Hyatt Vacation Ownership	13,598
Intellect Technical Solutions	5,511
Intermediaries & Consultants	1,134
InVision	13,310
InVision (renewal)	13,310
Ithikon Enterprises	995
IT Authorities	8,339
ITT	13,159
JoJo's	3,063
K-1 Technologies	1,831
Katz, Kutter, & Yon	40,161
KFS Financial	5,710
Kirkland, Russ, Murphy & Tapp	13,576
Kobie Marketing	8,606
Koly International	1,327
KPMG	16,300
Kravitz Law Group	1,940
Larry Ladelfa, Architect	1,270
Lawson Financial	2,352
LBS Capital Management	2,459
Lifestyle Family Fitness	20,315
Lifestyle Family Fitness	20,425
Mahaffey Apartments	3,660
Main St. Mortgage	7,170
Main St. Mortgage (renewal)	7,170
Matthews Benefit Group	8,558
McKinsey & Company	27,509
Mediacentric Group	20,880
Mercantile Bank	3,436
Merrill Lynch	35,361
Merrill Lynch	22,882
Midtown Sundries	8,814
Millennium Health Solutions	4,557
Modern Business Associates	16,439
Modern Business Associates	3,475
Mort. Invest. / Republic Bank	50,000
N. A. Underwriters, Inc.	3,692
National Dist. Center	119,780
Nature's Therapy	10,000
Oasis Stores	1,980
Olsten Staffing Services	2,164
Omega Insurance	2,636
Open Network Tech.	3,089
Ownit Mortgage	11,146
Panini's	1,249
Paychex	50,515
PC HowTo	5,619
Peter R. Giroux P.A.	1,683
Phillip Taylor, Esquire	2,551

Tenant Name	RSF
Powell, Carney, & Ramsay	5,628
Powell, Carney, Hayes	8,509
Practice Management, Inc	9,705
Practice Management, Inc (expansion)	1,415
Premise, Inc.	5,500
Presidion Solutions	25,447
Professional Bayway Management	3,531
Progress Telecom	28,500
Progressive Insurance	13,100
Quark	6,378
Quizno's	1,493
R. R. Donnelley	4,744
Raymond James Financial	78,990
Raymond James Financial	20,707
Raymond James Financial	15,009
RBC Dain Rauscher	23,784
Reflectx Staffing	1,287
Reingruber & Company	7,331
Reingruber & Company	5,513
Riscorp	parking
RKM Development	1,716
Russo & Russo	2,706
S.P. Richards Company	63,000
Sabal Holdings	8,878
Sealund & Associates	1,699
Sealund & Associates	2,380
Seashellbooks.com	42,500
Senior Health	3,608
Senior Health	4,683
Sentry Insurance	2,538
Sheila Turner, Esq	769
Smith & Nephew, Inc.	40,000
Smith & Nephew, Inc.	44,000
Smith TV	1,849
Socius Marketing	2,052
Sonitor Technologies	1,509
Spiller Research	3,573
SPJC/John Pickford Trust	10,075
St. Petersburg Kennel Club	819
State of Florida Attorney General	18,795
Sterling Holdings	2,240
Student Loan Resource Center	18,000
Student Resources	24,951
Suncoast Medical Clinic	6,540
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Sterling Holdings	2,240
Student Loan Resource Center	18,000
Student Resources	24,951
Student Resources	13,327
Suncare Health	17,016
Suncoast Medical Clinic	5,893
SunCoast Net Solutions, LLC	1,570
SunTrust Bank	15,191
SunTrust Bank	8,513
Superior Bank	7,920
Superior Bank	4,599
Tarpon Scurry	4,601
Taylor White	1,662
Tenet Health	24,480
The Able Trust	3,564
The College Board	3,270
The Tampa Bay Cooking Acad.	3,606








Tenant Name	RSF
Thompson Goodis Thompson	15,169
Tim Jesatis	1,393
Todd Burg, CPA	3,006
Torres & Nation	819
Travel Holdings	4,129
Travel Services, USA	13,536
Trenam Kemker	5,552
Trenam Kemker, etal	56,022
Trenam Kemker	25,030
TruGreen ChemLawn	4,094
TruGreen ChemLawn	500
Tucker & Ludin, PA	3,789
U.S. Government-GSA	2,399
United Insurance	5,076
Veterans Administration	12,613
Veterans Administration	57,572
Verizon	2,198
Weber Shandwick Worldwide	1,818
Weblink Communications	4,800
Wedding & Assoc. Arch.	4,100
Westshore Ventures	1,291
William J Lynch	3,881
William Short Clothiers	2,387
Women's Tennis Association	12,323
Wrenthead	2,310
Yale Capital	1,889
<b>TOTAL:</b>	<b>3,076,203</b>

# Michael S. Talmadge - Sold Transactions

	Building Sold	SF	Sales Price
	<b>Bank of America Tower</b> One Progress Plaza St. Petersburg, FL	295,000	\$42,000,000
	<b>Central Station</b> 100 Central Avenue St. Petersburg, FL	133,000	\$16,800,000
	<b>100 Carillon</b> 100 Carillon Parkway St. Petersburg, FL	79,660	\$16,500,000
	<b>Avaya Building</b> 11399 16th Court N St. Petersburg, FL	106,000	\$16,500,000
	<b>Harborage Marina</b> 1500 Second Street S St. Petersburg, FL		\$11,600,000
	<b>Highpoint Center</b> 106 E. College Avenue Tallahassee, FL	79,880	\$11,000,000
	<b>McNulty Station</b> 200 First Avenue S St. Petersburg, FL	95,842	\$11,000,000
	<b>Bayboro Station</b> 1200 Bayboro Station St. Petersburg, FL	81,000	\$10,000,000
	<b>Progress Center</b> 13709 Progress Blvd Alachua, FL	102,286	\$8,000,000
	<b>Watermark 5</b> (purchased with Watermark 7) 5415 Mariner Street Tampa, FL	24,735	\$7,714,000
	<b>Watermark 7</b> (purchased with Watermark 5) 5420 Bay Center Dr Tampa, FL	29,132	\$7,714,000
	<b>Blue Heron Building</b> 11208 Danka Blvd N St. Petersburg, FL	51,200	\$6,900,000
	<b>SunTrust Bank Building</b> 300 First Avenue S St. Petersburg, FL	53,450	\$5,800,000



# Michael S. Talmadge - Sold Transactions

	Building Sold	SF	Sales Price
	<b>Centres at Feather Sound</b> 3001 Executive Drive St. Petersburg, FL	63,500	\$5,000,000
	<b>501 Building</b> 501 First Avenue N St. Petersburg, FL	97,441	\$5,000,000
	<b>10901 Danka Way North</b> St. Petersburg, FL	9,764	\$1,855,000
	<b>Wallace, Welch, &amp; Willingham Building</b> 3810 16th Street N. St. Petersburg, FL	17,094	\$1,700,000
	<b>Castille at Carillon</b> 400-450 Carillon Parkway St. Petersburg, FL	103,000	\$10,081,400
	<b>Orange Park Center</b> 696 First Avenue N St. Petersburg, FL	27,252	\$1,600,000
	<b>Duhme Professional Center</b> 4300 Duhme Road Madeira Beach, FL	14,998	\$1,458,000
		<b>Total SF Sold</b>	<b>Total Property Value Sold</b>
		1,464,234	\$190,508,400