

## ERES BUYER & TENANT REPRESENTATION SERVICES

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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 to analyze their choices on both a quantitative and qualitative basis, allowing them to choose the best locations under the best market terms. **There is typically no charge to you for this service. ERES will exclusively represent you and your interests. We split the previously negotiated landlord's fee with the listing agent.**



### 1. No Expense to You

When we lease or sell a building, the building owner pays the commission. A commission is paid on every new lease and lease renewal or building purchase. In the case of a tenant or buyer who is not being aided by an exclusive broker, the entire commission is paid to the owner's listing agent and/or property manager, whose responsibility it is to work for the building owner's best interest, not that of the tenants.

ERES will exclusively represent you and your interests. Splitting the pre-negotiated Landlord's fee with the listing agent compensates us. Usually, there is no cost to you.

### 2. Valuable Time Savings

Most active business schedules do not allow for the large amount of time necessary to accurately evaluate numerous lease or purchase proposals and marketing literature. *ERES will act as your leasing focal point by setting all of your appointments, gathering and organizing all of the building information, and preparing an Executive Overview on a computerized spreadsheet which compares individual leases on an "apples to apples" basis.*

3. Confidence &  
Peace of Mind

ERES, as your real estate representative, will explore every leasing or purchase opportunity that meets your needs. Our tenant or buyer representation system creates an environment in which landlords and sellers will compete to earn your business. *This competition insures that you will be receiving the lowest lease rates and the best terms the local market has to offer!*

4. Experience

I have leased approximately *4 million* RSF of office space and negotiated on behalf of over 350 companies. **In the Tampa Bay area, I have leased more than 1.7 million RSF of space.**

5. Market Familiarity

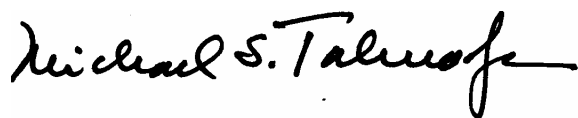
ERES currently tracks over 8 million square feet of office space inventory. We update this information monthly and have precise knowledge of space availability and effective lease rates. We also track individual tenant lease transactions. This information allows you to have complete insight on space availability and, most importantly, current market lease rates and terms.

There is over 1.5 million square feet of office space that has recently become available in the Tampa Bay market area. This newly available space has created some tremendous leasing opportunities. If you're interested in buying or selling, we have the lowest interest rates in 30 years which makes owning commercial real estate very affordable.

If your lease expires in the next 18 to 24 months or you desire to buy or sell commercial real estate, please call me. My representation system creates an environment in which landlords/buyers/sellers will compete to earn your business. This competition ensures that you will be receiving the best terms and the most overall value that the local market has to offer. There is typically no charge to you for my services.

**I will make a significant difference with your commercial real estate negotiations and save you and your company a substantial amount of money.**

Best regards,



Executive Vice President  
Echelon Real Estate Services, LLC

## Leases Completed By Michael S. Talmadge Echelon Real Estate Services, LLC

Tenant Name	RSF	Building & Mailing Address
AARP	8,674	450 Carillon Pkwy, Castille-Suite 110, St. Petersburg, FL
Accent Health	8,274	14255 N. 49th St., Airport Exec. Center, Clearwater, FL
Accenture	75,245	1st Ave. S, McNulty Station, St. Petersburg, FL
Accenture	32,607	300 2nd Ave., 3rd & 3rd Bldg.-Suite 123, St. Petersburg, FL
AG Edwards	9,124	700 Central Ave., 700 Central-Suite 100, St. Petersburg, FL
Allstate	6,626	One Progress Plaza, BoA Tower, St. Petersburg, FL
Amerisure	24,858	140 Fountain Pkwy, Franklin Templeton Center-Ste. 200, St. Pete, FL
AmSouth Bank	6,908	1st Ave. S, McNulty Station II-Suite 200, St. Petersburg, FL
Bailey & Eckert, P.A.	2,167	One Progress Plaza, BoA Tower-Suite 2200, St. Petersburg, FL
Bank of America	46,716	One Progress Plaza, BoA Tower, St. Petersburg, FL
Bayfront Enterprises	4,842	450 Carillon Pkwy, Castille-Suite 130, St. Petersburg, FL
BayView OB/GYN	7,178	700 Central Ave., 700 Central-Suite 700, St. Petersburg, FL
Bright House Networks	165,000	700 Carillon Parkway, Carillon Park, St. Petersburg, FL 33716
Carlton Fields	15,744	One Progress Plaza, BoA Tower, St. Petersburg, FL
Centrus LLP	7,500	100 2nd Ave. S, City Center, St. Petersburg, FL
Certegy	25,068	100 2nd Ave. S, City Center- Suite 1100, St. Petersburg, FL
Choice Point	33,674	9620 Executive Center Dr., Koger Center-Suite 202, St. Petersburg, FL
CIC-Hirecheck	30,226	805 Executive Center Dr., Pasco Bldg.-Suite 300, St. Petersburg, FL
Cisco Systems	14,075	450 Carillon Pkwy, Castille-Suite 220, St. Petersburg, FL
Clinique Services	2,465	450 Carillon Pkwy, Castille-Suite 140, St. Petersburg, FL
Coca-Cola	27,093	100 Tampa Oaks Blvd., Tampa Oaks One-Suite 350, Temple Terrace, FL
College Entrance Board	3,270	106 E. College St., Highpoint Center-Suite 1010, Tallahassee, FL
Corporate Interiors	5,859	4825 140th Ave., Sunplex Center-Suite C, Clearwater, FL
Credit Guard	4,908	One Progress Plaza, BoA Tower-Suite 800, St. Petersburg, FL
Criswell Blizzard & Blouin	12,343	One Progress Plaza, BoA Tower-Suite 700, St. Petersburg, FL
Dencor Management	2,852	450 Carillon Pkwy, Castille-Suite 120, St. Petersburg, FL
Digital Chainsaw	14,925	300 1st Ave. S, SunTrust Bldg., St. Petersburg, FL
Dr. Bryan Oeth	1,425	1st Ave. S, McNulty Station-Suite 100, St. Petersburg, FL
Dr. John Ferullo	1,673	One Progress Plaza, BoA Tower-Suite 830, St. Petersburg, FL
Edix Corporation	37,900	140 Fountain Pkwy, Franklin Templeton Center, St. Pete, FL
Envision	4,670	450 Carillon Pkwy, Castille-Suite 110, St. Petersburg, FL
Envision	3,704	One Progress Plaza, BoA Tower-Suite 2110, St. Petersburg, FL
Evaco, Inc.	4,744	450 Carillon Pkwy, Castille-Suite 170, St. Petersburg, FL
Executive Reporting Service	2,455	501 1st Ave. N, 501 Bldg.-Suite 619, St. Petersburg, FL
Executive Reporting Service	2,639	One Progress Plaza, BoA Tower-Suite 400, St. Petersburg, FL
First Advantage Corp.	20,846	One Progress Plaza, BoA Tower - Suite 2400, St. Petersburg, FL
Florida Power Corp	2,461	106 E. College Ave., Highpoint Center-Suite 770, Tallahassee, FL
Florida Power Corp	27,820	17757 US 19 N, Mangrove Bay-Suite 660, Clearwater, FL
Florida Progress	95,428	One Progress Plaza, BoA Tower, St. Petersburg, FL
Foley & Lardner	14,045	106 E. College St., Highpoint Center-Suite 900 & 1000, Tallahassee, FL
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Fuji Photo	2,761	450 Carillon Pkwy, Castille-Suite 120, St. Petersburg, FL

Fuji Photo	2,761	450 Carillon Pkwy, Castille-Suite 2-120, St. Petersburg, FL
Tenant Name	RSF	Building & Mailing Address
General American	2,352	450 Carillon Pkwy, Castille-Suite 210, St. Petersburg, FL
General American	2,352	450 Carillon Pkwy, Castille-Suite 210, St. Petersburg, FL
Gulf Atlantic Ins.	21,611	450 Carillon, Castille-Suite 300, St. Petersburg, FL
Holland & Knight	25,030	One Progress Plaza, BoA Tower, St. Petersburg, FL
Hyatt Vacation Ownership Intermediaries & Consultants	11,263	450 Carillon Pkwy, Castille-Suite 210, St. Petersburg, FL
InVision	1,134	One Progress Plaza, BoA Tower-Suite 270, St. Petersburg, FL
JoJo's	13,310	150 2nd Ave. N, Southtrust-Suite 500, St. Petersburg, FL
Katz, Kutter, & Yon	3,063	One Progress Plaza, BoA Tower-Suite 100, St. Petersburg, FL
KFS Financial	40,161	106 E. College St., Highpoint Center, Tallahassee, FL
Koly International	5,710	405 N Reo St., Zurn Bldg.-Suite 320, Tampa, FL
KPMG	1,327	One Progress Plaza, BoA Tower-Suite 640, St. Petersburg, FL
KPMG	16,300	One Progress Plaza, BoA Tower, St. Petersburg, FL
Mediacentric Group	20,880	2000 Ulmerton Rd., The Tides-Suite 500, St. Petersburg, FL
Mercantile Bank	3,436	1st Ave. S, McNulty Station-Suite 240, St. Petersburg, FL
Merrill Lynch	35,361	One Progress Plaza, BoA Tower, St. Petersburg, FL
Merrill Lynch	22,882	One Progress Plaza, BoA Tower - Suite 1300, 1340, 1400, St. Petersburg, FL
Midtown Sundries Mort. Invest./ Republic Bank	8,814	1st Ave. S, McNulty Station-Garage, St. Petersburg, FL
N. A. Underwriters, Inc.	50,000	Republic Bank
National Dist. Center	3,692	Duhme Rd., Duhme Prof. Center-Suite 305, Seminole, FL
Nature's Therapy	119,780	7th Ave., Crown Warehouse-Suite 100, Tampa, FL
Oasis Stores	10,000	6316 Anderson Rd., Tampa, FL
Olsten Staffing Services	1,980	One Progress Plaza, BoA Tower-Suite 135, St. Petersburg, FL
Omega Insurance	2,164	450 Carillon Pkwy, Castille-Suite 110, St. Petersburg, FL
Open Network Tech.	2,636	501 1st Ave. N, 501 Bldg.-Suite 501, St. Petersburg, FL
Panini's	3,089	13577 Feather Sound Dr., Feather Sound-Suite 500, Clearwater, FL
Peter R. Giroux P.A.	1,249	106 E. College St., Highpoint Center, Tallahassee, FL
Powell, Carney, & Ramsay	1,683	300 1st Ave. S, SunTrust Bank, St. Petersburg, FL
Powell, Carney, Hayes	5,628	One Progress Plaza, BoA Tower-Suite 1200, St. Petersburg, FL
Progress Telecom	8,509	One Progress Plaza, BoA Tower Suite-1210, St. Petersburg, FL
Quizno's	28,500	100 2nd Ave. S, City Center- Suite 400S & 500S, St. Petersburg, FL
R. R. Donnelley	1,493	One Progress Plaza, BoA Tower-Suite 150, St. Petersburg, FL
Raymond James Financial	4,744	450 Carillon Pkwy, Castille-Suite 200, St. Petersburg, FL
Raymond James Financial	78,990	100 Carillon Pkwy, 100 Carillon, St. Petersburg
Raymond James Financial	20,707	One Progress Plaza, BoA Tower, St. Petersburg, FL
Reingruber & Company	15,009	One Progress Plaza, BoA Tower - Suite 165 & 210, St. Petersburg, FL
Riscorp	7,331	2nd Ave. S, City Center-Suite 200, St. Petersburg, FL
RKM Development	parking	1390 Main St., Sarasota, FL
S.P. Richards Company	1,716	100 Second Ave. S, City Center-Suite 204-N, St. Petersburg, FL
Sabal Holdings	63,000	4701 E. 7th Ave., Crown Warehouse-Suite 200, Tampa, FL
Senior Health	8,878	One Progress Plaza, BoA Tower - Suite 200, St. Petersburg, FL
Sentry Insurance	4,683	2nd Ave. S, City Center, St. Petersburg, FL
Spiller Research	2,538	Centres @ Feathersound-3001 Executive Center Dr., Clearwater, FL
SPJC/John Pickford Trust	3,573	475 Central Ave, Suite 400 Kress Building-St. Pete, FL 33701
	10,075	14044 Rubin Icot, Clearwater, FL

St. Petersburg Kennel Club	819	106 E. College St., Highpoint Center-Suite 650, Tallahassee, FL
Sterling Holdings	2,240	One Progress Plaza, BoA Tower-Suite 810, St. Petersburg, FL
Tenant Name	RSF	Building & Mailing Address
Student Resources	13,327	805 Executive Dr., Pasco Bldg.-Suite 220, St. Petersburg, FL
Suncare Health	17,016	106 E. College St., Highpoint Center, Tallahassee, FL
SunTrust Bank	15,191	300 1st Ave. S, SunTrust Bank, St. Petersburg, FL
Superior Bank	4,599	100 Carillon Pkwy, 100 Carillon-Suite 190, St. Petersburg, FL
Superior Bank	7,920	450 Carillon Pkwy, Castille-Suite 2-100, St. Petersburg, FL
Tarpon Scurry	4,601	501 1st Ave. N, 501 Bldg., St. Petersburg, FL
The Able Trust	3,564	106 E. College St., Highpoint Center-Suite 820, Tallahassee, FL
The College Board	3,270	106 E. College St., Highpoint Center-Suite 1010, Tallahassee, FL
Tim Jesatis	1,393	501 1st Ave. N, 501 Bldg.-Suite 803, St. Petersburg, FL
Torres & Nation	819	106 E. College St., Highpoint Center-Suite 650, Tallahassee, FL
Trenam Kemker	5,552	One Progress Plaza, BoA Tower, St. Petersburg, FL
Trenam Kemker, etal	56,022	400 N. Ashley, 400 N. Ashley - Suite 2200 , Tampa, FL
U.S. Government-GSA	2,399	One Progress Plaza, BoA Tower-Suite 1220, St. Petersburg, FL
Verizon	2,198	106 E. College St., Highpoint Center-Suite 800, Tallahassee, FL
Weber Shandwick		
Worldwide	1,818	106 E. College St., Highpoint Center-Suite 640, Tallahassee, FL
Weblink Communications	4,800	1360 58th St., Icot Center-Suite, 613, Clearwater, FL
Wedding & Assoc. Arch.	4,100	300 1st Ave. S, SunTrust Bank, St. Petersburg, FL
Westshore Ventures	1,291	260 1st Ave. S, McNulty Station-Suite 110, St. Petersburg, FL
William J Lynch	3,881	One Progress Plaza, BoA Tower-Suite 2210, St. Petersburg, FL
William Short Clothiers	2,387	One Progress Plaza, BoA Tower-Suite 170, St. Petersburg, FL
Women's Tennis Association	12,323	One Progress Plaza, BoA Tower - Suite 1500, St. Petersburg, FL
<b>TOTAL</b>	<b>1,702,672</b>	

Sales Completed By Michael S. Talmadge Echelon Real Estate Services, LLC		
Building Sold	RSF	Sales Price
CentreS at Feather Sound	63,500	\$5,000,000
SunTrust Bank Building	53,000	\$5,800,000
WWW Building	17,000	\$1,700,000
United Way	8,000	\$800,000
Duhme Professional Center	4,998	\$1,458,000
Wallace Welch Willingham Building	4,830	\$1,700,000
1607 9 <sup>th</sup> Street North (Updegraff Bldg)	17,094	\$580,000
<b>TOTAL</b>	<b>168,422</b>	<b>\$17,038,000</b>