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2004 GREATER COLUMBIA COMMERCIAL REAL ESTATE MARKET FORECAST

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Wednesday, October 13th, 2004

Embassy Suites

Columbia, South Carolina

Today's Speakers

Keynote Speaker



Mark Vitner - Wachovia Corporation

*Mark Vitner joined Wachovia in 1993 and is responsible for tracking U.S. and regional economic trends. He also writes their economic newsletter, **Regional Economic Review**, and also contributes to their **Weekly Economic & Financial Commentary**. Prior to joining First Union, Mark was economist for Barnett Banks in Jacksonville, Florida for approximately nine years. Mark's work has been featured in **The New York Times**, **The Wall Street Journal**, **BusinessWeek**, **USA Today** and many other publications.*

He is also a frequent guest on CNBC, CNN and the NewsHour with Jim Lehrer. He is a native of Atlanta and holds a BBA in Economics from the University of Georgia, a MBA from the University of North Florida and has completed further graduate work in economics at the University of Florida. Mark also completed the NABE Advanced Training in Economics Program at Carnegie-Mellon University. He is a member of the American Economic Association, American Real Estate and Urban Economics Association, National Association of Business Economics and Charlotte Economics Club, which he co-founded. Mark also serves as the chief economist for the North Carolina CCIM. In addition, Mark is a Distinguished Lecturer/Practitioner at the Terry College of Business at the University of Georgia and is a member of the Governor's Advisory Board of Economists for the Commonwealth of Virginia.

Moderator



Richard C. Stanland, Jr., CCIM, SIOR

Dick was a technical sales representative for Hercules, Inc. and later became a stock broker with the Robinson Humphrey Company in Atlanta, Georgia. He began his real estate career in Columbia, South Carolina in 1973 with the Keenan Company where he served as a sales and leasing associate, Vice President/Office Leasing, and Senior Vice President/Lease Management. He joined Edens & Avant in 1992 as Vice President -Office and Industrial Leasing. Dick holds both the CCIM and SIOR professional designations and is a

27 year member of the Greater Columbia Association of Realtors where he is a past president and a life member of their million-dollar club. He is the recipient of the 1998 Transaction of the Year awarded by the Commercial Division of the Columbia Board. He is also a past president of the Carolinas Chapter - SIOR and was the national Society president in 2000. He currently serves on the Executive Committee and Board of Directors of the National Association of Realtors. He is a life member of the Realtors Political Action Committee (RPAC) and was given the 2000 Meritorious Service Award by the Greater Columbia Association of Realtors for his long and distinguished service to that organization. Dick Stanland is a 1959 graduate of the University of South Carolina with a B.S. Degree in Chemical Engineering.

Panelists



Gene Green - Edens & Avant Real Estate Services

Gene Green is Vice President of Brokerage Services and Broker-in-Charge of Columbia, SC-based Edens & Avant Real Estate Services. He has over 33 years of commercial real estate experience, and has been with Edens & Avant since 1989. Prior to heading up the company's Brokerage Division, he served as its Vice President of Operations. In addition to his 15 years with Edens & Avant, Mr. Green's experience also includes 13 years of private-sector real estate research and consultation and five years in the marketing and analysis of major commercial and resort developments. Mr. Green is Chairman of the Richland County Planning Commission and is active in numerous other business and civic organizations throughout the Midlands region. He has a B.A. degree in Geography, Economics, and Business Administration from George Washington University in Washington and holds a Master's degree from the University of South Carolina.



Paul Hartley, Jr., SIOR - Edens & Avant Real Estate Services

Paul Hartley, SIOR is a Senior Broker and Office Leasing Specialist with Edens & Avant Real Estate Services. Mr. Hartley began his commercial real estate career in the early 1980s and has been Edens & Avant's Top Office Leasing Producer for the past 21 consecutive years. He has been the SC Midland's leading Producer-Office Leasing broker on numerous occasions. Mr. Hartley's SIOR-related activities include serving as the Admissions Chair for the Carolinas Chapter and as Committee Member for Membership Development and Retention for SIOR National. Mr. Hartley attended Wofford College and has a BA in English / Business.



Ronald O. Swinson - Peach Properties Inc., CB Richard Ellis

Ron Swinson has 23 years in the commercial real estate business and 18 years in commercial property development, ownership, and management. He is owner of Peach Properties, Inc., a Principal in H R Developers, LLC and CB Richard Ellis / Columbia. Mr. Swinson has been involved in the development of grocery anchored neighborhood shopping centers for tenants including Piggly Wiggly, Bi-Lo, and Food Lion and single tenant retail properties for CVS and Auto-Zone. Other projects include the redevelopment of two major CBD office projects in Columbia, several mixed use, commercial/retail developments and the redevelopment of a defunct manufacturing plant and surrounding property (which had been designated a brownfield) into a commerce park. Prior to establishing his development company, he was general counsel for US Capital Corporation, a publicly traded real estate development company, and for the Braniger Organization, Inc., a subsidiary of Union Camp in Savannah, Georgia; developers of The Landings on Skidaway Island. Mr. Swinson earned a BA at Furman University and a Juris Doctorate from Emory University.



Tom Milliken, Edens & Avant Real Estate Services

Tom Milliken is a Senior Broker with Edens & Avant Real Estate Services in Columbia, SC. He specializes in Investment, Recreational, Timberland, Industrial and Development Sites. He is widely recognized as one of the Southeast's leading commercial brokers. Mr. Milliken has been recognized as Edens & Avant's Top Producer in Brokerage Sales on eight separate occasions. He has also been honored as the Midland's-area Top Producer-Brokerage Sales by the Greater Columbia Association of Realtors numerous times, most recently for the 2003 production year. On 27 occasions, he has been recognized as a Circle of Excellence award recipient. Mr. Milliken attended the University of South Carolina and began his commercial real estate career in 1974. He has brokered more than 350,000 acres of land over the past 30 years.



Charles W. Salley, SIOR - Colliers Keenan

Mr. Salley is a native of Columbia, South Carolina and has been active in commercial real estate through his association with Colliers Keenan since 1982. He is experienced in the sale and leasing of all types of commercial and industrial property, as well as built-to-suits and fee development transactions. Mr. Salley has completed in excess of 500 transactions over his career. Mr. Salley holds the Active Industrial designation in the Society of Industrial and Office Realtors®.

He is a Lifetime member of the Greater Columbia Association of Realtors® Circle of Excellence and recipient of the GCAR 1997 and 2002 Commercial Transaction of the Year. Mr. Salley is a partner and principal in Colliers Keenan Inc. Mr. Salley earned a B.A. from the University of South Carolina in 1979.



Billy Way, CCIM - Grubb & Ellis | Wilson/Kibler

Billy Way joined Grubb & Ellis | Wilson/Kibler in 1991 after a successful career in the financial services industry. He is a senior member of Grubb & Ellis | Wilson Kibler's Investment Brokerage Team. Within this specialty, he provides investment clients and customers with brokerage services and helps coordinate the company's team of investment brokers. In addition to his responsibilities with the Investment Team, Billy has also been active in the brokerage and leasing of industrial properties. He serves on the Management Committee of Grubb & Ellis |

Wilson Kibler and is a shareholder of the company. Billy is a 1978 graduate of the University of South Carolina with a Bachelor of Science degree in Business Administration. He earned his CCIM designation in 1999 and currently serves on the City of Columbia Planning Commission.



Rox W. Pollard - Colliers Keenan

Mr. Pollard has been in the commercial real estate profession since 1987 and specializes in the sales, leasing and redevelopment of retail properties. He serves as the Manager of Retail Leasing for Colliers Keenan. Mr. Pollard's expertise is in the area of leasing neighborhood shopping centers, big box retail uses, redevelopment of unanchored centers and tenant representation of retail clients. Mr. Pollard is actively involved in the Greater Columbia Association of Realtors Commercial Division, serving as the Division Chairman in 1999 & 2000. He is also a

member of the Colliers International Retail Steering Committee and Chairman of the Colliers Southeast Retail Services Group. Mr. Pollard was awarded the Clearly Colliers Award in 2003 and the 2004 Colliers "Chairman's Choice Award" for his leadership in the Retail Services Group of Colliers International

**Thank you for attending the 2004 Greater Columbia
Commercial Real Estate Market Forecast**