



Kessinger Hunter

Commercial Real Estate Services Since 1879



An independently owned and operated member of the

CUSHMAN & WAKEFIELD

ALLIANCE

Kessinger/Hunter is a full-service, commercial real estate firm.

By full service, we mean management, brokerage, development and consulting services throughout the United States. Each group responds to our clients' needs, and they work together to utilize the resources that come with more than 130 years of experience and over 200 employees. Together, we manage over 23 million square feet of property and we've developed in excess of nine million square feet of projects in every corner of the nation. _____



Our roots go back to 1879.

Our achievements are well known.

We are dedicated to growth

and service to our clients.

Our future has never looked brighter.

Two Hallbrook Place - 110,400 square feet





Our Office Leasing Group has in-depth market experience and strong negotiation skills. Our office broker specialists possess extensive research capabilities, information support systems, and experience in financial

leasing



analyses, construction, building operations and evaluation. These resources help formulate and implement the strategic objectives of both landlords and tenants and work toward meeting each individual's expectations.

The Falls at Crackerneck Creek - 490,805 square feet





Our Retail Group offers a wide range of retail options, including neighborhood, community, enclosed malls and big box power centers. We have successfully represented both small and large clients, because we know

retail



and understand the needs and economics of the retail world from every perspective: The users, the owners and the investors.

Two Pershing Square - 514,270 square feet





Our Property Management Group works to increase bottom line financial results while balancing the short and long-term objectives of each property. Our asset and property managers interact with our leasing agents, accounting staff and Construction Management Group to provide the most cost-efficient way to improve the performance of

property management



a particular property. We manage over 23 million square feet of property throughout the nation, and we specialize in value creation in property through strategic planning, cooperation between leasing and management teams, reporting and communication with the owners.

LabOne - 240,00 square foot





Our Build-to-Suit Group offers tenants national development capabilities while combining state-of-the-art construction with very aggressive terms and is structured to provide timely and reliable proposals. We have developed in excess of nine million square feet with projects ranging from

build-to-suit



10,000 square foot freestanding facilities to a 400,000 square foot distribution building. We understand the needs and objectives of the user and can offer a lease package that can include conventional terms or feature residual participation in the property for the tenant.

One Hallbrook Place - 75,000 square feet





construction services



Our Construction Services Group is coordinated to address the concerns of everyone involved in a construction process: the investor, tenant, leasing agent and the property manager. Our estimates and construction schedules are timely and accurate, enabling each owner to make

informed leasing decisions relying on cost projections developed with a minimum turnaround time. We provide flexibility, on-time performance and cost savings. The scope of our services ranges from small remodeling jobs to tenant finish requirements exceeding 150,000 square feet.

Crown Center Office & Retail - 1,850,000 square feet





Our Facility Management Group tailors its approach to the specifics of each company and utilizes a three-step method of research, solution implementation and revaluation. We take a hands-on approach inside the facilities to explore the individual characteristics of each location. We establish systems of tracking properties and

facilities management



measuring outcomes. With every project, we focus on information management, problem solving and preventive maintenance. Our services include: computerized maintenance management systems; security audits; internal relocations; evaluating cafeteria operations; managing parking facilities; and negotiating leases for satellite operations.

Kauffman Foundation - 138,000 square feet





The Development Group provides strategic planning, site acquisition, construction management, sale-leaseback and turn-key ownership programs. We specialize in

development



serving institutional owners, such as major insurance companies, pension funds and advisors, individuals and corporate build-to-suit clients.

22101 West 167th Street - 601,829 square feet





The Industrial Group's capabilities include: an available properties database; national affiliations; strong market knowledge; disposition/acquisition programs; build-to-suit processes; spreadsheet analyses; access to capital and entrepreneurial evaluation. We represent owners, users and investors on local and national real estate

industrial



Coleman - 1,107,000 square feet



requirements. Whether it's 2,000 square feet of warehouse, a 600,000 square foot distribution facility, multiple requirements in different geographical regions, or even a land site on which to create a 500,000 square foot corporate campus, our group is equipped to efficiently handle the process.



100 Offices Nationwide
215 Offices in 56 Countries



Investment

The Investment Group specializes in the acquisition and disposition of office, industrial, retail and multi-family residential property types. We offer investment sales and advisory services to our clients while encompassing the full range of properties and ownership structures.

Administration & Financial

We have a team of certified public and professional accountants who specialize in financial reporting and real estate accounting. For management clients, our Accounting Group handles the day-to-day billing, rent collection, invoice payment and reporting functions for each commercial project. We also assist in preparing the annual business plan, capital budget, monthly variance analyses and any other financial reports needed in monitoring the performance of the property and developing long-term strategic plans.

Cushman & Wakefield Alliance

Kessinger/Hunter & Company, LC is an independently owned and operated member of the Cushman & Wakefield Alliance (C&W). Through the Alliance, our clients benefit from seamless access to global services platform, technologies and value-added partners via C&W, the world's largest privately owned real estate services firm.

Founded in 1917, C&W has a powerful global presence with 215 offices and 11,000 employees in 56 countries. C&W's clients include Fortune 500 companies, financial institutions, pension funds, small and mid-sized firms, entrepreneurs, real estate investment trusts and government agencies. The firm represents its clients in every stage of the real estate process - buying, selling, financing, leasing, managing and valuing assets. In addition, it provides strategic planning and research, portfolio analysis, site selection and space location services and global supply chain solutions.

The Alliance expands CW's service distribution channel for clients in strategic markets. Each member of the Alliance is a best-of-class, preeminent real estate provider in its respective market. An Alliance member is carefully selected based on rigorous qualifications, operating requirements and ongoing performance measures in order to provide the same high quality and consistent service with the C&W name.

Clients: (partial listing)

Aetna Insurance Company
AMB Institutional Advisors
AMLI Residential
American Golf
Anheuser-Busch
Apollo Real Estate Advisors
Appleton Papers Coated
Appleton Papers, Inc.
Ashland Oil
Baird Kurtz & Dobson
Bank of America
Bank of Blue Valley
Bedford Property Investors
BetaWest
Black & Decker
Blue Beacon International
Blue Cross Blue Shield of Florida
BMA
Brinker International
Cerner Corporation
Commerce Bancshares
Commercial Federal Bank
Country Club Bank
Federal Deposit Insurance Corporation
Ford Motor Credit
Glimcher Realty Trust
Gold Bank
Golub & Company\
Great Point Investors
Hallbrook Office Center
Hallmark Cards
Heritage Realty Management
(formerly Bradley Real Estate)
Highwoods Properties
Hillcrest Bank
Iron Mountain Records Storage
K.C. Venture Group
Kansas Public Employees Retirement System
Kauffman Foundation
LabOne, Inc.
LeMone-Smith Development
Lend Lease Real Estate Investments

Lincare, Inc.
Lincoln National Life Insurance Company
McGregor Interests
Merin Hunter Codman
Mission Bank
Morgan Stanley & Company
Nationwide Life Insurance Company
Northwestern Mutual Life Insurance Company
Ohio National Life Insurance Company
PaineWebber Properties
Pepsico, Inc.
Phoenix Home Life Mutual Insurance Company
Principal Capital Management
Prudential Life Insurance Company of America
Public Service Electric & Gas
Puritan Medical Products
Quik Trip Corporation
Sheraton Suites on the Plaza
Simmons Companies
Simon Property Group
Simplex Grinnell
St. Paul Properties
Sun Life Assurance Company of Canada
TA Realty Associates
THF Realty
TIAA - CREF
Travelers Insurance Company
Universal Underwriters Insurance
US Oncology
USLIFE Realty Corporation
Valley View Bank
Westin Harbour Castle - Toronto-Ontario
Winn-Dixie Stores, Inc.
Woodmen of the World

Professional Affiliations:

Building Owners and Management Association
Certified Commercial Investment Member
Chamber of Commerce - Kansas City
Cushman & Wakefield
Institute of Real Estate Management
International Council of Shopping Centers
Kansas City Area Development Council
Kansas Regional Association of Realtors
Society of Industrial and Office Realtors



To Our Friends & Customers:

We created this brochure to illustrate and explain our approach to operating, leasing and developing real estate. I would like to address what I feel is the most vital and enduring component of our success and achievements. What we do involves much more than brick and mortar and numbers. The culture and dedication of our Associates and how they approach their jobs on a day-to-day basis are what I am most proud of. While it's often said that people should treat others the way they would like to be treated themselves, we actually believe it, and our Associates practice it as an integral part of our culture. We stress an open-door policy within our Company. All our Associates are accessible to one another, and we all know the only hierarchy comes down to each of us working towards a common objective. So I thank our Associates for contributing to our past, present and future success.

- Chuck Hunter



Established 1879
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