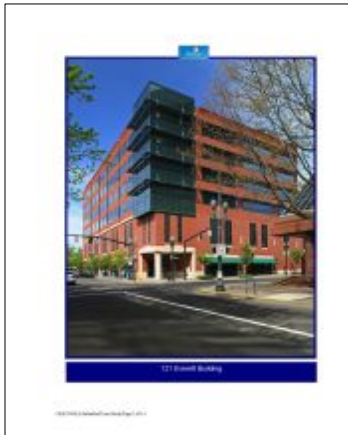


CASE STUDIES



Northwest Evaluation Association

Northwest Evaluation Association (a national non-profit assessment and services organization) decided to begin reviewing its real estate opportunities over three years prior to their lease expiration. The goal was to secure a location that would aid staff recruitment and enhance connectivity with related software firms and non-profit organizations. Exploration of lease, purchase and build-to-suit opportunities throughout the metropolitan area resulted in Portland's largest recorded relocation from the suburbs to the Central City.



OnPoint Community Credit Union

After many years of growth, Oregon's largest credit union, presently OnPoint Community Credit Union (but at the time of initial engagement Portland Teacher's Credit Union), made the decision to maximize service to its membership by selecting strategically determined branch office locations. The initial assignment was limited to six branch offices that would serve the Portland metropolitan area within predetermined drive times, while more recent assignments included the placement of new branch offices in Eugene and Bend.



Weyerhaeuser

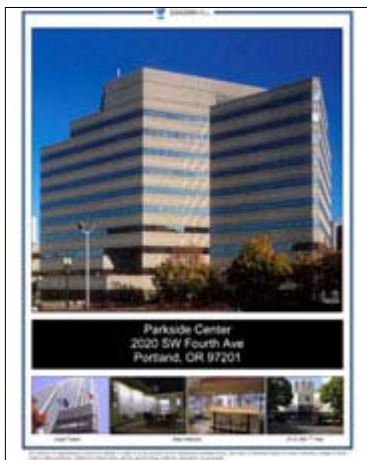
Weyerhaeuser asked our Corporate Services Team to explore relocating the engineering, legal and information technology divisions from downtown Portland to suburban Vancouver, Washington. Operational efficiencies created by Weyerhaeuser's previous acquisition of Willamette Industries eliminated all but two floors of leased office space in the Wells Fargo Tower. Nearly five years later, this Fortune 500 company determined that the remaining space exceeded their needs from both a size and image standpoint and determined that occupancy in business park space would be sufficient for all of their Oregon operations.

CASE STUDIES (continued)



City of Gresham

For two and a half years, Gordon King assisted the City of Gresham, Oregon's fourth largest municipality, in the purchase of over 96 acres of open space farmland for community recreational facilities. At the time of this assignment, the City of Gresham had just instituted the active purchase of open space and park facilities. Accordingly, the park staff team members were new to the acquisition process.



CH2M Hill

CH2M Hill (an international engineering firm originally founded in Corvallis) sought to relocate its Oregon headquarters and consolidate with its sister corporation Industrial Design Corporation, while simultaneously meeting new corporate space design standards that required a 70% open 30% enclosed floorplan, an average space utilization per employee of 200 square feet or less, as well as the integration of "green" construction and building management practices.



Kronos

Kronos (a global provider of human capital management solutions) requested to explore opportunities throughout Portland's Westside suburban marketplace to upgrade both its facilities and image after growing from 136 to 270 employees.



CASE STUDIES (continued)



Digital One/Mission Control

Two related businesses, Digital One and Mission Control, hired Colliers International to assist with a relocation because of the impending expiration of their sublease/lease agreements respectively. Digital One could not renew in the Parkside Center Building because of the upcoming placement of a major tenant, CH2M Hill Engineers (also a Colliers International client).



Girl Scouts

The Girl Scouts – Columbia River Council, held a competitive interview process, with a total of eight commercial real estate firms, to hire the most suitable firm to:

- (1) Facilitate the sale of current headquarters; and
- (2) Acquire a new headquarters building to meet its local expansion requirements.

The Corporate Services Team at Colliers International was chosen as the most capable service group to assist the Girl Scouts in this process.