

SPOKANE REGION EXPERIENCE (CONTINUED)

<u>Client</u>	<u>Size</u>	<u>Type of Company</u>	<u>Location</u>	<u>Type of Project</u>
Getronics	302,000	Computer Services	Liberty Lake	Campus Sale/LBk
Getronics	95,000	Computer Services	Liberty Lake	Office Lease
Getronics/Safeco	95,000	Insurance	Liberty Lake	Office Lease
KeyTronic EMS	100,000	OEM Components	Spokane Valley	Sale/LeaseBack
KeyTronic EMS	50,000	OEM Components	Spokane Valley	Office/Mfg Lease
Cabletron Systems	12,500	Telecom Services	Liberty Lake	Office Lease
Olivetti N America	<u>123,500</u>	Computer Software	Spokane Valley	Warehouse Sale
Total SF Leased/Sold	<u>1,440,000</u>			

COOPER BRADY COMMERCIAL REAL ESTATE

SILICON VALLEY, CA EXPERIENCE

<u>Client</u>	<u>Size</u>	<u>Type of Company</u>	<u>Location</u>	<u>Type of Project</u>
IKOS Systems	107,000	Semicon Test Equip	San Jose	Office/R&D Lease
Radix Technologies	52,000	Defense Contractor	Mountain View	Office/R&D Lease
Therma-Wave	102,000	Semicon Test Equip	Fremont	Office/R&D Lease
Rational	95,000	Software	Santa Clara	Office/R&D Lease
Ingres	330,000	Software	Alameda	Campus Lease
ASK Computer	200,000	Software	Santa Clara	Campus Lease
McDonnell Douglas/ Computer	142,000	Software	Cupertino	Campus Lease
Canon U.S.A.	6 Acres	Semicon Equip	San Jose	Future Campus
Asante Technologies	90,000	File Server Tools	San Jose	Office/R&D Lease

SILICON VALLEY, CA EXPERIENCE (CONTINUED)

Client	Size	Type of Company	Location	Type of Project
NetFrame Systems	85,000	File Servers	Milpitas	Office/R&D Lease
Gasonics	60,000	Semicon Test Equip	Santa Clara	Office/R&D Lease
IKOS Systems	57,000	Software	Cupertino	Office/R&D Lease
Meta Software	40,000	Software	Campbell	Office/R&D Sale
Radix Technologies	37,000	Defense Contractor	Mountain View	Office/R&D Lease
Therma-Wave	36,000	Semicon Test Equip	Fremont	Office/R&D Lease
Amdahl Key Computer	36,000	Computers	Fremont	Office/R&D Lease
Radix Technologies	26,000	Defense Contractor	Sunnyvale	Office/R&D Lease
EG&G Geometrics	<u>25,000</u>	Geological Engineering	Sunnyvale	Office/R&D Lease
Total SF Leased/Sold	<u>1,520,000</u>			
Total SF Leased/Sold	In Excess of 3,000,000 SF			

PRIOR EXPERIENCE TO COMMERCIAL REAL ESTATE

Raychem Corporation
Division of Chemelex
Menlo Park, CA

Applications and Sales Engineer for Chemelex Heat Shrink Products Division