

The Benefits of Malkin Properties: Safety, Security, and Certainty for Tenants

There has been speculation in the media lately about the future of the world economy. Numerous stories questioning what that means for the real estate market have circulated within the Fairfield/Westchester suburban markets. Headlines cite companies leaving, companies coming, and uncertainty as to the status of different properties.



Metro Center, the flagship of Malkin Properties' suburban portfolio

In the midst of and despite the uncertainty and differing perspectives regarding these matters, the following remains certain: choosing a landlord that removes all of those questions from the picture – providing financial security and top-quality office space, services, and amenities – enables the tenant and its principals to focus on the company's core business and not on its offices. Malkin Properties, with its suburban portfolio of Trophy office buildings, is precisely that kind of landlord.

Since 2010, over 30 Malkin Properties portfolio tenants in Fairfield and Westchester Counties (occupying some 328,255 square feet of space) either expanded their offices or renewed their

leases on a long-term basis. Malkin Properties' fiscal strength, and its four-generation track record of dependability and success in commercial real estate, lend credibility to the Malkin brand. The brokerage and business communities recognize and respect our well-earned reputation for "saying what we mean, and

doing what we say." This high level of transparency, consistency and dependability in management and services – together with the fact that we offer superior quality of management services and amenities at properties conveniently located close to highways and mass transportation – certainly helps us to attract and retain quality tenants.

Our success in the market, and the successes of our tenants and their choices to renew and expand, are affirmations that location and sponsorship really do matter. During the past decade, we consciously pruned our suburban office portfolio down to those properties that best meet our tenants' needs. Our "quality for value" proposition is simple, straightforward,

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Malkin Properties: Leading in Sustainability And Green Practices

Malkin Properties' proactive innovation, sustainability initiatives, and energy-efficiency efforts continue to produce results and recognition, as



First Stamford Place completes the Corporate Sustainability Challenge

reflected by the company's garnering of energy efficiency and environmental awards during the past year.

Last spring, Ten Bank Street, Malkin Properties' Trophy office building in White Plains, NY, won the Building Owners and Managers Association (BOMA) Award for "Best Green Initiative Building," an honor that recognized the value and benefit to our tenants of the portfolio-wide measures implemented at our suburban properties, including single-stream recycling, green cleaning and pest control, water conservation

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Malkin Properties: Commitment and Quality For Tenant Satisfaction



Jeffrey H. Newman,
executive vice president
of Malkin Properties

Commitment and quality are extremely important at Malkin Properties.

Our portfolio is guided by the third and fourth generations of the Malkin family. Our company's spirit, pride in ownership and commitment to service is reflected in

every aspect of business operations. Our mission statement mandates that we deliver quality with honesty. We embed these values in our efforts with all of our employees and service providers to create a seamless, attentive, and respectful service experience for the brokers and current and prospective tenants with whom we do business.

The result is that Malkin Properties creates and sustains a vibrant, inviting workplace which promotes employee retention. Our own employees have average tenure of 11½ years, which is extraordinary considering the Department of Labor's report that the average person stays at his or her job for only three-to-five years.

"We make it our business to take a hands-on approach not just to tenant satisfaction, but also to the satisfaction of our tenants' employees," says Jeffrey H. Newman, executive vice president of Malkin Properties.

"Throughout our organization, we understand our roles. Our organization is built around performance and accountability. Our team is enabled to exchange information more fully and efficiently, fostering a collaborative approach and enhancing the productivity and satisfaction that our product provides."

Over and over again, through comments volunteered and through our annual surveys, we find that our tenants appreciate the consistency and quality of service from

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Meet Your Neighbors

Fairfield County

Metro Center

Institutional investment equity company **Columbus Circle Investors** has increased its occupancy within the building to 23,981 square feet, having leased an additional 7,456 square feet for the next 12 years.

First Stamford Place

Global real estate firm **Jones Lang LaSalle Americas, Inc.** has inked a six-year expansion and renewal lease, and will now occupy 6,344 square feet at 100 First Stamford Place.

MerrittView

Antenna International™, the world-wide leader in providing audio and audio-visual interpretation to museums, exhibitions, historic sites, and visitor attractions, has renewed its lease through 2017 and expanded its occupancy to 5,913 square feet on the building's sixth floor.

Leading global staffing firm **Assignment Ready Inc.**, specializing in the fields of life science, technology and healthcare, has relocated from Westport to 5,986 square feet on the sixth floor.

Westchester County

500 Mamaroneck Avenue

Barrington Nutritionals, a pharmaceutical company specializing in vitamins and other nutritional products, has renewed its lease for 3,207 square feet for another eight years.

Medical software manufacturer **Medicsight PLC** has leased and already taken occupancy of 2,791 square feet on the second floor.

Lornamead, Inc., a leading global marketer of personal care brands, has relocated from High Ridge Park in Stamford to 3,883 square feet on the building's first floor.

Ten Bank Street

TwoFour Holdings, Inc., a provider of 24/7 global technology and consultancy solutions for treasury and capital markets, has relocated its headquarters from 445 Hamilton Avenue in White Plains to a 12,274-square-foot space on the eighth floor.

International chemical logistics company **NRS Logistics Inc.** has renewed its lease through 2017 and has expanded to 3,098 square feet of space.

Spaces in the Spotlight Large, Contiguous Block Available on Sixth-Floor at Ten Bank Street

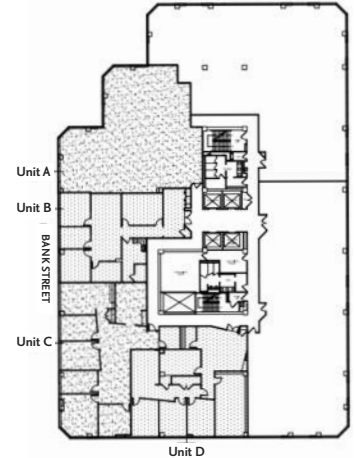
We are excited to announce a significant new availability within our suburban Trophy portfolio.

At **Ten Bank Street** in White Plains, New York, we can now offer up to 13,148 square feet of contiguous space on the sixth floor. This availability consists of the following four spaces:

- Unit A – a 3,813-square-foot unit spanning two corners of the building with floor-to-ceiling glass, recently demolished and now ready to be designed and built-to-suit to meet a tenant's specific requirements.
- Unit B – a 2,676-square-foot unit with a high-end installation, double-glass-door entryway off the elevator lobby, formal reception area, interior conference room with a full wall of glass, three windowed offices (of which two are executive size), one interior standard-size office, an open area for workstations, a copy/pantry room, and an IT room;
- Unit C – a 3,380-square-foot unit with four windowed offices, a corner conference room with floor-to-ceiling windows, a pantry with seating area, a copy/IT room, and an open area for workstations; and
- Unit D – a 3,279-square-foot unit with a formal reception area, an interior conference room, a large windowed training/conference room, three windowed offices, one interior office, a pantry, and an IT/storage room;

These spaces can be leased together or separately, and subdivide efficiently for small and mid-size users.

For additional information on this block or other available spaces in our suburban portfolio, please visit malkinproperties.com or call 203-353-5200 or 914-328-4800.



Sixth-floor availabilities A-D

Malkin Properties: Leading in Sustainability... Continued from page 1

(with auto flush-o-meters and metered faucets), lamp and electronics recycling, energy-efficient lighting, and variable frequency drives on fans and pumps driven by electric motors.

And this summer, First Stamford Place completed the Corporate Sustainability Challenge, a pilot program led by Sustainable Stamford, the city's environmental task force, and the Southern Connecticut chapter of BOMA. Among the initiatives either already in place or adopted and implemented by Malkin Properties at First Stamford Place consistent with the program's objectives are the following: re-placement of low-efficiency electric motors, installation of premium-efficiency drive belts for HVAC motors and fans, installation of variable frequency drives on the property's chiller plants, occupancy sensors in all new tenant spaces, replacement of lighting within the complex's common areas, mechanical rooms, and garages; installation of low-flow fixtures within all

restrooms, and retrofitting of drip irrigation throughout the property.

Malkin Properties anticipates saving up to 15% on energy costs and up to 45% on water usage by effecting these measures. And in 2012, we will be replicating the groundbreaking energy-efficiency retrofit analysis and investment currently nearing completion at our New York City "sister" property, The Empire State Building, another Malkin investment.

"Our goal is to create a package of energy-efficiency measures that not only saves energy and reduces water usage, but creates a healthier, more productive work environment and lowers operating costs," says Gerrit Blauvelt, head of property operations at Malkin Properties. "We pride ourselves on being the premier sustainability leader in Fairfield and Westchester counties, benefiting our tenants and setting examples for other owners and municipalities to follow."



Ten Bank Street, recent recipient of BOMA award.

Heard in the Hallways

“Malkin Properties was extremely accommodating in servicing our evolving space needs at First Stamford Place, and we are delighted to grow our business at such a premier property.”

— says Milan Radonich, partner and chief financial officer with TigerRisk

Employee Profile: Tara Long, Leasing Associate



Tara Long

Tara Long joined Malkin Properties in early 2011 as a leasing associate for the firm’s Trophy office portfolio in Fairfield and Westchester counties. In this capacity, Tara’s primary responsibilities include space showings and

follow-up, broker outreach and networking, preparation of leasing proposals, and support for Malkin Properties’ suburban leasing program.

After having cultivated her commercial real estate skills during a four-year stint at Newmark Knight Frank’s Greenwich-based offices, Mrs. Long is excited to have begun this next phase of her career.

“During my tenure at Newmark, I gained an appreciation and respect for Malkin Properties’ reputation for top-quality services and amenities and hands-on management, based largely on my colleagues’ positive accounts of their interactions with the entire Malkin team in Fairfield and Westchester,” says Mrs. Long. “It’s a privilege to have the opportunity to work directly for such a

distinguished organization and to market such a well-regarded product and brand.”

Mrs. Long holds a Bachelor of Arts degree in English with a minor in psychology from the State University of New York at Albany. She resides in Yonkers, NY.

Mrs. Long already is receiving accolades from brokers and tenants with whom she has dealt, as well as from her supervisors, Jeffrey H. Newman, executive vice president, and Kimberly A. Zaccagnino, senior leasing associate.

“Tara is intelligent, articulate and professional, with a pleasant and personable disposition, all of which qualities are critical in the marketing and leasing of space,” says Mr. Newman

“Tara brings an innate skill to the role that is only surpassed by her willingness to learn,” adds Ms. Zaccagnino. “She’s already proving herself to be a true asset to the company.”

“At Malkin Properties, I have the opportunity to work with and learn from a team of consummate professionals who execute their jobs with passion for a top-quality brand and product,” adds Mrs. Long. “I can’t imagine a better platform and venue for marketing and leasing office space.”

Please join us in welcoming Mrs. Long to the team!

The Benefits... Continued from page 1

and made good daily: all tenants at Malkin Properties’ buildings are entitled to receive the absolute best in service, quality and convenience, and each and every tenant that moves into one of our properties is issuing a vote of confidence in us which gives rise to a duty and obligation on our part to deliver excellence.

“Tenants and brokers have long counted on Malkin Properties’ ability to fund tenant work-letters, to pay brokers in full on lease signing, and to provide the highest level of services, amenities, maintenance, cleaning and on-site management at every one of our buildings, whether in Stamford, Norwalk, Harrison, or White Plains,” says Jeffrey H. Newman, executive vice president of Malkin Properties. “Our ability to compete effectively by meeting all of our obligations to tenants and brokers on a day-in, day-out basis is absolute and uncompromised.”

The next step for Malkin Properties is Metro Tower, the office component and final phase of Metro Green, a new transit-oriented, mixed-use development. Located at the Stamford Transportation Center, the 17-story, 350,000-square-foot tower will feature column-free tenant spaces with 9’6” finished ceiling heights, and floor-to-ceiling windows.

“Metro Tower takes the successful model we’ve been following at all of our Trophy properties to the next level,” says Mr. Newman.

“The building will have the energy efficiency that the Malkins retrofitted into the Empire State Building from the start, and will offer 100% redundant power – via shared or

tenant-dedicated emergency generators pre-engineered and ready for installation – in addition to our regular offerings of top-notch amenities. These include on-site dining, sundry shop, fitness and conference centers, parking in a structured garage, and 24/7 security. Metro Tower is another leap into the future for Malkin Properties.”



Metro Tower Rendering

Stamford Hertz at Metro Center Offers Hourly Rental Car Services

The Hertz Rent-A-Car located at Malkin Properties’ Metro Center (directly across from the Stamford Transportation Center) now offers hourly car rental services.

“This is the perfect solution for those who travel to Stamford via mass transit, but may have an occasional need for a vehicle for business meetings, to run errands, or for other reasons,” notes Jeffrey H. Newman, executive vice president of Malkin

Properties. “The service is also beneficial for our Metro Center and First Stamford Place tenants and their visitors by providing convenient access to low-cost hourly car rental.”

Hertz’s rental rate starts at \$12 an hour, which includes insurance coverage and fuel. Fuel-efficient hybrid vehicles are available.



Malkin Construction: Just Turn the Key

For most tenants, building new office space is something that occurs only infrequently, perhaps once in a decade in connection with relocation of their leased space; therefore, it would be impractical for small and mid-size tenants to retain an in-house project management team able to coordinate the design and construction of a major office installation project. That's why Malkin Construction is on hand to perform all of the requisite tasks for these companies, without them suffering undue distraction from their own primary business operations.

"Malkin Construction offers a full catalog of services to coordinate an entire comprehensive construction project for any tenant that requires one," says Tim Yahn, president of Malkin Construction. "We'll perform test layouts to determine a tenant's space requirements, develop a construction

budget through several stages, offer suggestions for reducing costs through value engineering or pricing alternatives, secure all required permits, hold weekly progress briefings, conduct safety inspections and obtain all required municipal sign-offs; everything a client needs, Malkin Construction provides."

With the coordinated efforts of its pre-construction planning, estimating, project management and field construction departments, Malkin Construction's in-house capabilities offer its clients an efficient and customer-friendly process for building class-A office space. All the client need do is just turn the key and move in. Malkin Construction is there from beginning to end, overseeing every detail and ensuring a hassle-free experience throughout the installation.

In 2010, Malkin Construction served as general contractor on two major projects that showcase the scope of its services. In the third quarter, the team performed a 15,000-square-foot new tenant installation for equity trading and research firm MKM Partners at Malkin Properties' First Stamford Place, including several features that would generally be considered above building standard.

"Malkin Construction really pulled out all the stops when performing our installation," says Steve

Messina, president of MKM Partners. "They upgraded the electrical requirements of the office in order to accommodate our considerable trading floor space, installed glass office fronts that provide

outstanding views of Fairfield County's financial corridor, added a supplemental air conditioning unit, and put in an emergency generator to serve the large data center."

Shortly after the MKM installation, Malkin Construction was tasked with a massive expansion for national accounting firm O'Connor, Davies, Munns, & Dobbins, LLP at Malkin Properties' 500 Ma-

maroneck Avenue in Harrison, NY. Because of the firm's success there over the last decade, ODMD made the decision to consolidate its regional offices at that location for the next 12 years. However, its existing space on the building's first floor was of insufficient size to house its expanded workforce, so the firm

relocated to a 32,500-square-foot space on the building's third floor, tripling its occupancy.

"Both Malkin Properties and Malkin Construction were extremely accommodating when our firm's growth plans resulted in additional space requirements," says Kevin J. Keane, managing partner at ODMD. "The expansion of our Harrison office was a major undertaking and Malkin Construction



assisted us with all aspects of the project. It was a true collaborative effort, and we managed to maintain our business operations throughout the endeavor."

ODMD's new offices feature specialty wood millwork walls and moldings in the reception area, board rooms, and executive offices; glass office fronts, upgraded wall-covering and finishes, and two supplemental air conditioning units.

"Architects were brought in very early in the process to provide numerous test-fit iterations – with the full input of the tenant taken into account. We also attended design and scope review meetings and provided numerous budget estimates with detailed add-alternate pricing and extremely detailed work letter guidance. We then guaranteed the price and delivery of a complete project with a guaranteed maximum price," continues Mr. Yahn. "We make it our mission to keep our clients fully apprised and actively engaged for the duration of their construction projects, right through the day doors officially open to their new, finished spaces."

Malkin Properties – We Want to Hear From You

One of the ways in which Malkin Properties demonstrates its commitment to our portfolio is through open and regular communication with the tenant and brokerage communities. Through our semi-annual Malkin Talk newsletters, we strive to keep you updated on happenings throughout our Trophy portfolio. But our goal is more than simply to keep you informed; we also want to know what you, our readers, think regarding how well Malkin Properties serves both tenants and brokers. Your comments and suggestions are more than welcome. Please send them to comments@malkinproperties.com. We'd love to hear from you.



Malkin Construction hard at work

MKM PARTNERS

Malkin Properties: Commitment and Quality...

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interactions with the same members of a property management team over time. The same friendly faces greet them day in and day out, and tenants know to whom they can go with questions and concerns. And given our low turnover, there is no "learning curve" required for delivery of superb tenant service – tenants enjoy and benefit from ongoing, productive working relationships with an open, accessible managerial team.

For more information about Malkin Properties and our portfolio, please visit www.malkinproperties.com.

Tenant Profiles: Antenna International

Antenna International™, the world leader in handheld audio and multimedia tours in the global cultural arena – with particular focus in the museum, exhibition, historic site, and visitor-attraction sectors – is having an expansive year at Malkin Properties' MerrittView in Norwalk, CT. The company originally leased a 2,825-square-foot space on the fifth floor toward the end of 2010 as its base of U.S. operations. In late 2011, its business had grown so much that its original space was no longer of adequate size to house its growing operations, leading to its relocation to larger digs within the building.

“Even though Antenna International is an established and respected worldwide name, it's still very rewarding to see this kind of rapid expansion in the U.S. market,” says Carl Fazio, chief financial & operating officer for Antenna International. “Our space needs exceeded our existing space faster than we could have imagined when signing our original lease, but Malkin Properties was there immediately to accommodate our growth. We have been satisfied tenants since day one, but the responsiveness and attention we received during this move definitely reaffirmed that we'd made the right decision in choosing MerrittView.”

Antenna International now occupies nearly 6,000 square feet on the building's sixth floor – more than double its original space –



MerrittView, Norwalk, CT

platforms and in multiple languages. Founded in 1984, Antenna International is a global company with representation in 24 locations throughout North America, Europe, the Middle East and Asia.

“We're pleased that Antenna International's positive experience and success at MerrittView inspired its decision to remain and grow within our building,” says Jeffrey H. Newman, executive vice president of Malkin Properties. “We worked proactively to accommodate the company's evolving space needs, and we are delighted that the firm will be able to enjoy the benefits of our extensive top-tier amenities, hands-on building management, and convenient accessibility via highway and public transit for years to come.”



AVAILABLE SPACE

Please contact any member of our Malkin Properties Leasing and Marketing team for additional information on any of the following available units. To download floor plans, please go to our website, malkinproperties.com

Jeffrey H. Newman
Executive Vice President
jnewman@malkinproperties.com

Kimberly A. Zaccagnino
Senior Leasing Associate
kzaccagnino@malkinproperties.com

Tara L. Long
Leasing Associate
tlong@malkinproperties.com

Phone: 203-353-5200 or 914-328-4800 Fax: 203-353-5210

FAIRFIELD COUNTY PORTFOLIO



SQ. FT.	
39,026	5th Floor
4,954	4th Floor
3,067	Lobby
2,000	Lease Out Lobby
1,347	Lobby



350,000 SQ. FT.
Available for occupancy
in 2014



31,115	7th Floor
8,551	6th Floor
2,967	5th Floor
10,569	4th Floor



SQ. FT.	
100 FIRST STAMFORD PLACE	
53,028	7th Floor
3,620	6th Floor
6,987	4th Floor
12,914	4th Floor
12,672	3rd Floor
10,842	3rd Floor
16,025	2nd Floor
3,440	1st Floor
200 FIRST STAMFORD PLACE	
20,296	2nd Floor
3,636	1st Floor
300 FIRST STAMFORD PLACE	
26,184	5th Floor
2,047	4th Floor
4,136	Pre-Built 4th Floor
9,030	Lease Out 3rd Floor
3,060	Lease Out 3rd Floor
54,843	2nd Floor

WESTCHESTER COUNTY PORTFOLIO



SQ. FT.		
4,668	Lease Out	5th Floor
2,476		4th Floor
12,453		4th Floor
3,971		3rd Floor
1,505		2nd Floor
5,113		1st Floor
7,866		1st Floor



3,387	12th Floor
4,532	11th Floor
8,136	10th Floor
3,616	8th Floor
13,148	6th Floor
4,616	5th Floor
2,200	4th Floor

Malkin Properties' Diverse Availabilities Suit Tenants of All Sizes

Malkin Properties currently has availabilities throughout its portfolio that will satisfy the needs of potential tenants large and small.

First Stamford Place's three-building office campus, just one block from the Stamford Transportation Center, offers space ranging in size from 3,500 to 55,000 square feet. Large tenants can choose from two separate full-floor opportunities, and have the ability to install interior staircases to create vertically

contiguous spaces measuring up to 70,000 square feet. And several of these spaces provide excellent views – whether of Long Island Sound, the vibrant skyline of the Stamford Central Business District, or the beautifully landscaped lawn of the adjacent Hilton Hotel.

At Metro Center, located directly across from the Stamford Transportation Center, we can make available for immediate occupancy spaces located on the lobby, fourth and fifth floors, ranging in size from 1,400 to 7,500 square feet. And recently we have begun marketing a 40,000-square-foot block of space for prospective tenants seeking a 2013 occupancy date.

At MerrittView in Norwalk, we can provide spaces on the fourth through sixth floors of the building, ranging in size from 3,000 to 10,000 square feet. In addition, on the top floor of the building we can make available a 31,000-square-foot block of space (which can be enlarged to 40,000 square feet with the installation of an interior stairwell to vertically contiguous sixth floor space), with an accompanying exterior building signage opportunity. Several of these spaces sit along the curvature of the building, which offers floor-to-ceiling glass, and a number of these spaces provide breathtaking views of the Norwalk River and surrounding woodlands.

Our Westchester properties also offer ample opportunities for top-of-the-line office space. At 500 Mamaroneck Avenue in Harrison we can currently make available spaces ranging from 1,500 to 13,000 rentable square feet. Several of these units offer spectacular views of the property's landscaped waterfall and pond and of nearby Saxon Woods, and a number of them are high-end installations, including glass walls and granite and the opportunity to retain existing furniture systems. Finally, at Ten Bank Street, located just 1 1/2 blocks from the White Plains Transportation

Center in downtown White Plains, we can make available units ranging in size from 2,200 to 13,000 square feet. Several of these units provide high-end installations, and showcase marvelous eastern views of the White Plains central business district skyline or the western tree-lined landscape.

Each and every one of these availabilities will provide a tenant with the convenience to transportation, premier amenities, and

responsive on-site building management for which we are so well known and respected throughout the suburbs. For additional information about any of the spaces mentioned above,

please visit www.malkinproperties.com or call or email any one of the members of our leasing department at the phone numbers and email addresses listed on this page.



500 Mamaroneck Avenue, Harrison, NY

Partnering For Success

We would like to thank our friends in the brokerage community who negotiated leases with us since the publication of our Spring 2011 newsletter.

CB Richard Ellis

Amanda Bokman, First Vice President
Stephen Greenbush, Senior Vice President

Colliers International

Michael McCarthy, Senior Vice President

CresaPartners

Jeff Gage, Managing Principal
Rick Pearson, Principal

Cushman & Wakefield

Paul Kauffman, Executive Director
Matthew Lisk, Associate Director
Torey Walsh, Associate

Goldstein & Associates Realty, Inc.

Richard Goldstein, President

Jones Lang LaSalle

Robert Ageloff, International Director

Rakow Commercial Realty Group

Paul Haight-Moulins, Associate

talk

MALKIN
PROPERTIES
Performance. Perspective.

Jeffrey H. Newman, Executive Vice President
jnewman@malkinproperties.com

MARKETING/LEASING

Phone: 203-353-5200 or 914-328-4800 Fax: 203-353-5210 Website: malkinproperties.com
Kimberly A. Zaccagnino, Senior Leasing Associate, kzaccagnino@malkinproperties.com
Tara L. Long, Leasing Associate, tlong@malkinproperties.com
Joseph Buffardi III, AIA, LEED® AP, Director of Pre-Construction Services,
jbuffardi@malkinproperties.com

PROPERTY MANAGEMENT

Phone: 203-964-1111 or 914-328-4800 Fax: 203-353-4010
Gerrit T. Blauvelt, Managing Director, Property Operations, gblauvelt@malkinproperties.com
Patrick G. Philbin, Property Manager, Metro Center and Westchester County,
pphilbin@malkinproperties.com
Timothy Densky, Property Manager, First Stamford Place and MerrittView,
tdensky@malkinproperties.com

MALKIN CONSTRUCTION

Phone: 203-353-5220 Fax: 203-406-5403
Timothy W. Yahn, President, tyahn@malkinconstruction.com

MALKIN CLEANING

Fairfield County: 203-353-4019 Fax: 203-353-4010
Westchester County: 914-698-5848 Fax: 914-698-5878
James T. Walsh, Cleaning Operations Manager, jwalsh@malkinproperties.com
Joseph Pena, Cleaning Field Manager, jpena@malkinproperties.com

