



PERKINScoie  
COUNSEL TO GREAT COMPANIES

09.24.21

# LET'S GET TO WORK

*Presentation for Portfolio  
Real Estate Tenant  
Representation Services*

Presented to Perkins Coie



Perkins Coie + Savills



# *Today's* **AGENDA**

1

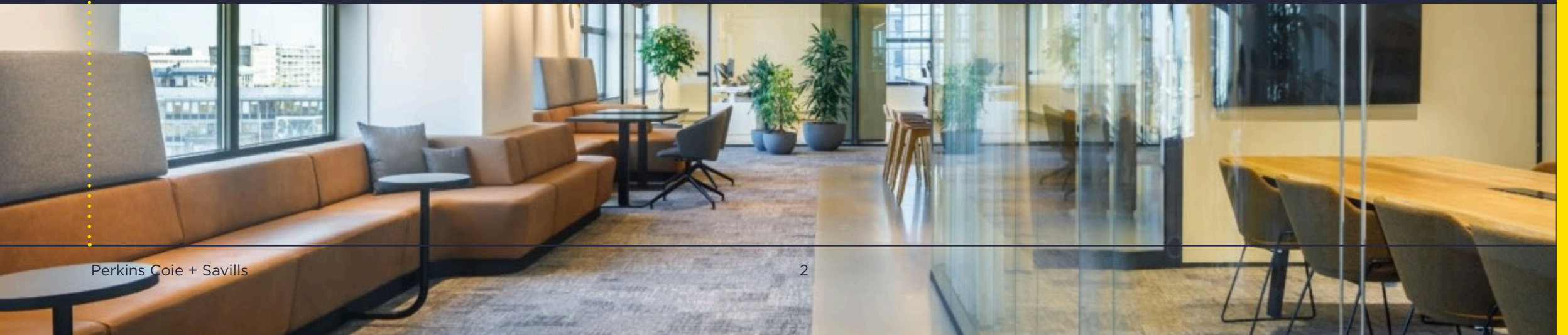
Setting Perkins Coie  
up for success

2

Developing a  
portfolio-wide real  
estate strategy

3

How does this  
play out in Seattle?





# Our TEAM



**Steve London**  
Co-Delivery Lead

Portfolio and Individual  
Transaction Strategy



**Julie Rayfield**  
Co-Delivery Lead

Account Management



**Mitch Rudin**  
Chairman and Chief  
Executive Officer, Savills  
Executive Sponsor, DEI

## TENANT REPRESENTATION SERVICES

### PACIFIC NW



**Eric Lonergan**  
Pacific NW Liaison

### RESEARCH AND GIS



**Sarah Dryer**  
Research Lead



**Cathi Balch**  
GIS Lead

### LABOR ANALYTICS



**Kevin Kelly**  
Lead

### FINANCIAL STRUCTURING AND ANALYSIS



**Bie Chu Lee**  
Lead



**Art Greenberg**  
Sr. Advisor

### TENANT BROKERAGE

See map on next slide for Market Leads

## TRANSITION SERVICES



**Michelle Turner**  
Transition Manager  
Prosci Certified

### CHANGE MANAGEMENT



**Marty Festenstein**  
Lead



**Surabhi Raman**  
Strategist

## LEASE ADMINISTRATION



**Kim Esposito**  
Lead



**Bryan Ezell**  
Lead



**David Morrison**  
Technology Manager

## WORKPLACE STRATEGY



**Marty Festenstein**  
Lead



**Johanna Rodriguez**  
Strategist

### TRANSITION AND IMPLEMENTATION



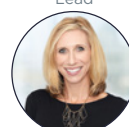
**Melissa Mason**  
Delivery Lead



**Monica Rogers**  
Quality Control Lead



**Carina Chen**  
Ongoing  
technical support



**Dawn Dalson**  
Strategist



**Ann Linstrom**  
Strategist

### LEASE ADMINISTRATION



**Lease Administrator**  
Seattle/Portland

### LEASE AUDIT



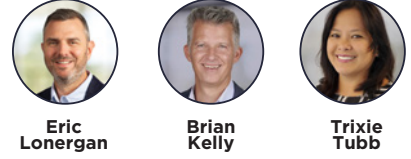
**Jasmine Mibus**  
Manager



**Al Greguoli**  
Sr. Auditor



**Seattle, Bellevue, Portland, Boise, Anchorage**



**San Francisco, Palo Alto**



Steve Barker

**Los Angeles**



Mike Catalano Shay Bolton

Portland

Boise

San Francisco  
San Jose  
Palo Alto

West LA  
Downtown LA  
Orange County

San Diego



Steve Card

Phoenix



Dina Zavislak



Mike White

Chicago, Madison



Joe Learner

Denver



Rick Shuham



Peyton Johnson

Dallas

Austin



Burke Kennedy



Alecia Burdick

Minneapolis

Madison  
Chicago

Detroit

Columbus

Nashville

Houston



Charles Daggett



Dina Zavislak

Toronto

Rutherford

Pittsburgh

Suburban Washington, DC

Washington, DC

Raleigh/Durham

Charlotte

Atlanta

Charleston

Tampa

Tampa OS

**New York**



David Goldstein

Boston  
Connecticut

New York (HQ)

Philadelphia

Baltimore

**Pittsburgh**



Todd Valentine



Steve London

**Washington, DC**



Steve London



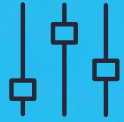
Bailey Williams

◆ Perkins Coie locations  
● Savills locations  
(With color-coded dots showing alignment of Perkins Coie and Savills locations)

# Our TEAM



*Let's*  
**GET TO WORK**



**Align with Perkins Coie**



**Discovery**



**Process Refinement**



**Communication**

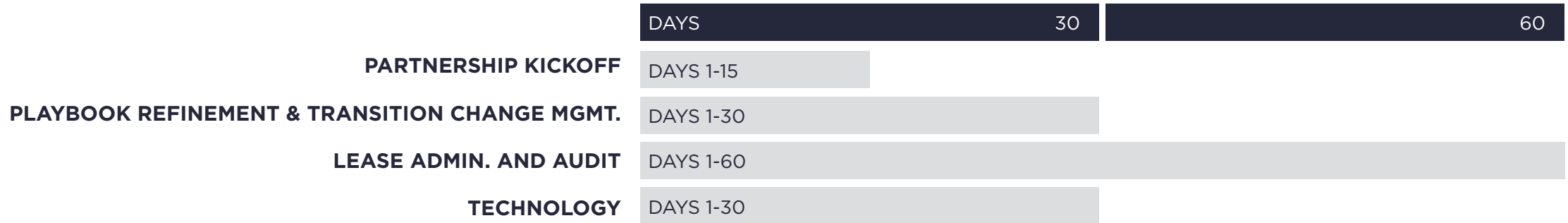


**Reporting & KPI**



**Workplace**

# The First 30-60 DAYS



## PARTNERSHIP KICKOFF

- Data Request
- Discovery
- Playbook
- Roles/Responsibilities
- Communication Protocols
- Reporting Protocols and Cadence
- In-flight Projects
- Agenda / Schedule for Strategy Meeting

## PLAYBOOK REFINEMENT

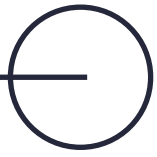
- High-level Process Overview
- Stakeholder Discussions
- Refined Key Tools & Templates
- Outline of Approval Processes
- High-Level Change Management
- Plan for Account Transition

## LEASE ADMIN & AUDIT

- Software Set-up/Implementation
- Document Collection, Inventory & Exception Reporting and Resolution
- Lease Abstraction and Multi-tiered
- Quality Review
- Landlord Notices
- Expense Category, Account Code & Rent File Set-up
- Ongoing Database Maintenance, Invoice Review/Entry, Monthly Reporting

## TECHNOLOGY

- Data Workshop
- Confirm License / Access
- Beta Database Population, Site Creation & Review
- Beta Usage & Training
- Data Update & Integrity Protocols
- Final Implementation



*Business as Usual*

# IS A THING OF THE PAST



The legal industry  
has been adapting to  
a changing **workplace**  
**and workforce.**

- Hybrid accommodation is key within the workplace
- The physical presence in or out of the office is collapsing
- Lessons have been learned about working from home
- Workplace must evolve like ecosystems
- Employee expectations are changing

**AFTER COVID-19, WORK LIFE  
WILL CONTINUE TO BE DISRUPTED.**



# *What employees are saying about* **CHANGING WORK ENVIRONMENT**

**40%**

**Felt less productive at home**

**51%**

**Felt anxious about  
returning to the workplace**

**53%**

**Are looking forward to  
returning to the workplace**

**59%**

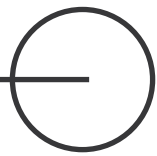
**Attribute satisfaction to overall ability  
to easily move throughout the day**

**61%**

**Want to continue with a flexible  
work schedule post Covid-19**







# A Perkins Coie EXPERIENCE

## KNOWLEDGE CUBED

Data management, visualization and analytics platform. Powered by Savills Digital Services.



Gain transparency



Increase efficiency



Control costs



Make data-driven decisions

**Portfolio Map & Summary**

**Portfolio Overview**

- 1 Property
- 296.8K RSF
- \$15.7M Annual Cost
- \$52.95 Avg Cost/RSF
- 957 People
- 1,260\* Seats

**Efficiency KPIs**

- 76%\* Occupancy
- \$3.8M\* Vacancy Cost
- \$16,424 Avg Cost/Person
- \$12,474\* Avg Cost/Seat

**Map View** (WA)

Expiration Date: 12/31/2021 | RSF filter: 6/30/2036 | 1,000 | 296,843

The 1201 Third Ave, Seattle, WA US location occupies 296,843 SF with a lease expiring 12/31/2026 and a net expense of \$15,717,837 (\$52.95 Avg Cost/RSF).

81% Occupancy%  
3,138 People  
3,887 Seats

Address	Subtype	Record Type	Expiration	Annual Cost	SF
1201 Third Ave, Seattle, US	Office	Leased	12/31/2026	\$15,717,837	296,843 SF
700 12th St NW, Washington, US	Office	Leased	1/31/2030	\$9,167,698	126,871 SF
131 Dearborn St, Chicago, US	Office	Leased	12/31/2021	\$5,876,932	116,122 SF
110 N Wacker Dr., Chicago, US	Office	Leased	6/30/2036	\$4,004,363	104,025 SF
2901 N Central Ave, Phoenix, US	Office	Leased	4/30/2034	\$2,620,918	65,356 SF
1155 Avenue of the Americas, New York, US	Office	Leased	12/31/2034	\$5,479,020	67,252 SF
Brewery Block 2 - 1120 NW Couch St, Portland, ...	Office	Leased	5/30/2025	\$2,856,307	62,545 SF
505 Howard St, San Francisco, US	Office	Leased	8/31/2025	\$5,166,825	55,695 SF
1888 Century Park East, Los Angeles, US	Office	Leased	6/30/2026	\$3,028,257	39,835 SF
11452 El Camino Real, San Diego, US	Office	Leased	12/31/2028	\$1,891,724	36,980 SF
500 N Akard, Dallas, US	Office	Leased	2/29/2024	\$894,553	36,602 SF
3150 Purser Dr., Palo Alto, US	Office	Leased	11/30/2031	\$4,116,400	30,000 SF
1900 Sixteenth St, Denver, US	Office	Leased	11/30/2033	\$1,334,879	31,729 SF
10885 NE 4th St, Bellevue, US	Office	Leased	11/30/2033	\$1,334,879	31,729 SF

**Welcome to Knowledge Cubed**

Sign in to your account

OR

Please enter your email address

Remember me

Forgot Password

Don't have an account? Let's schedule a demo meeting

**Portfolio**

Portfolio Map & Summary

Rollover & Expirations

APP INTRODUCTION: Streamline portfolio planning by showing expiring leases to identify and prioritize upcoming actions.

Portfolio Composition

Portfolio Detail

**My favorite apps**

- Market Alpha
- Portfolio Map & Summary
- Rollover & Expirations
- Portfolio Composition
- Data Validation Analysis

**Portfolio**

- Portfolio Map & Summary
- Rollover & Expirations
- Portfolio Composition
- Portfolio Efficiency
- Lease Options & Critical Dates
- Data Validation Analysis
- Portfolio Utilization
- Portfolio Detail

**Market Research**

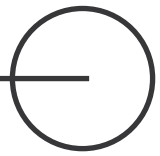
- Market Alpha
- Chart Builder
- Topology Builder
- Deal/Comp Summary

**App Collection**

- Market Alpha
- Portfolio Map & Summary
- Rollover & Expirations
- Portfolio Composition

**App Activity**

- Market Alpha
- Portfolio Map & Summary
- Rollover & Expirations
- Portfolio Composition



# Investing in **INNOVATION**



**Savills Knowledge Cubed,  
Recipient of CoreNet Global's**

***Global Innovator's Award***

Proprietary Business Intelligence Platform paired with A.I. Data Extraction Capability Heralded as Game Changer for Commercial Real Estate Occupiers.

**Expanded MRI partnership accelerates AI and machine learning capabilities for Knowledge Cubed**

**20%**

overall budget spend invested on R&D, innovation, and new client technologies

**100%**

focused on the occupier

**DATA**

**Knowledge Cubed and CompStak announce strategic data partnership**



**“CompStak is very excited to enter into this innovative partnership with Knowledge Cubed and Savills, which will introduce Savills clients and advisors to the power of CompStak data”**

**Michael Mandel**  
CO-FOUNDER AND CEO, COMPSTAK

**DESIGN**

**Knowledge Cubed launches the next generation occupier-focused client experience**



**TECH**

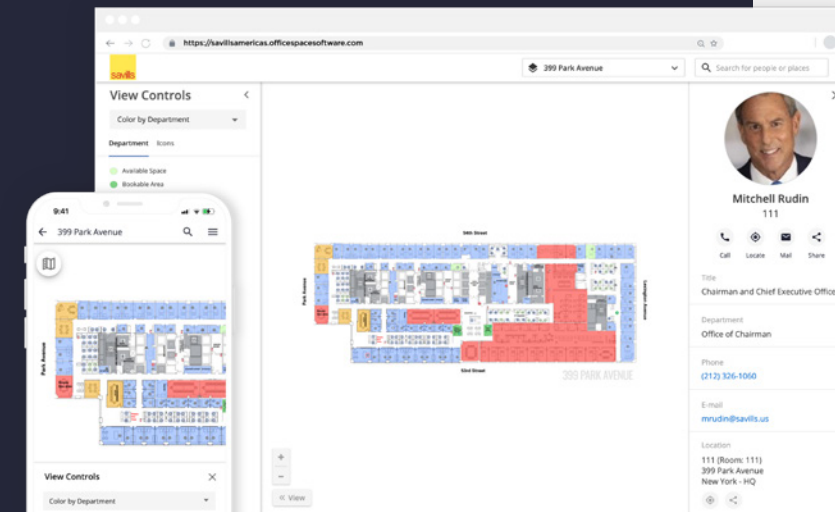
# Simplifying THE COMPLEX



## PARTNERSHIP SPOTLIGHT

### OFFICESPACE®

-  Connects to all of the tools your people already use to take your workplace to the next level.
-  Digital space plans with integrated seat management





KNOWLEDGE CUBED

## Welcome to Knowledge Cubed

Sign in to your account

USERNAME

PASSWORD

[I forgot my password](#)

Remember me

[Sign in with SSO](#)



Don't have an account?  
Let's schedule a demo meeting

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Savills.com POWERED BY savills

# Knowledge Cubed DEMO





### No standard offering

We design custom solutions based on your needs and requirements



### Seamless integration

Our services work together seamlessly so you can focus on your core business functions instead



### Dedicated Personnel

An extension of Perkins Coie team



### Proactive approach

Our streamlined approach delivers a consistent, complete and accurate work product



### Experienced support

Our team includes experts with over 10 years of experience each

**Industry Leading  
Technology Expertise**

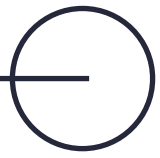


*Harnessed by  
Knowledge Cubed*

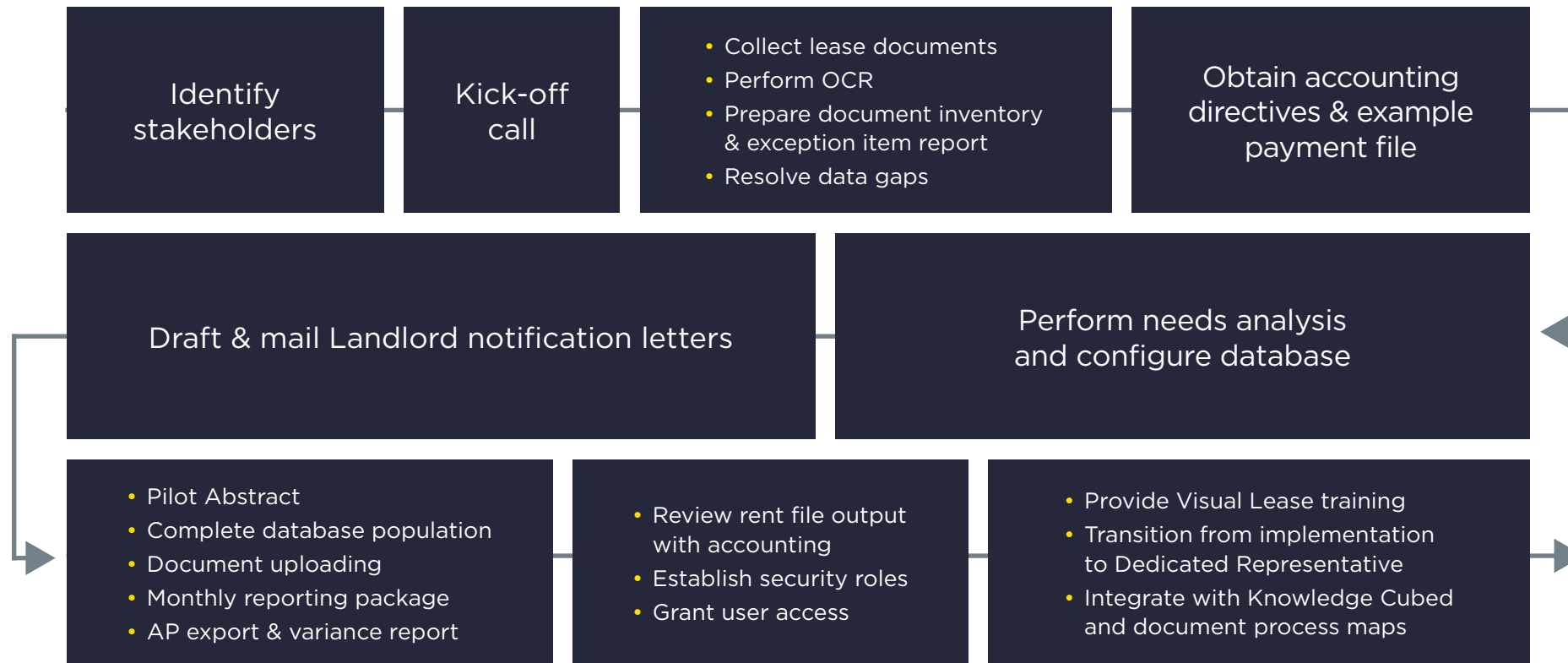
*Savills*

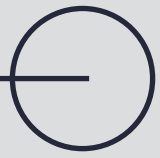
# LEASE ADMINISTRATION





# *Our Lease Administration* **PROCESS**





# *Quality* **CONTROL**

1

Lease  
Abstractor  
Review

2

Quality Control  
Management  
Review

3

Final  
Review





# *What does* **PERKINS COIE RECEIVE?**



Detailed process maps and standard monthly reporting packages



Ongoing lease administration support, document management, database maintenance and reporting



Configured, complete, and accurate Visual Lease database integrated in Knowledge Cubed





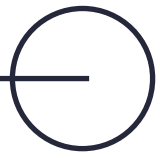
# Lease AUDIT

- **Conflict-free**, innovative, unique audit settlements
- **Measurable savings** — over \$300M confirmed client savings
- Hold Tenant-Landlord relationship at a **higher value**



*Now that we've assembled this data*  
**& HAVE A FIRM-WIDE GRASP  
ON YOUR REAL ESTATE...**





# Perkins PLAYBOOK

## Portfolio-Wide Considerations



### Location Considerations

Could any functions in one office be housed in another office?

How can we align expansion/contraction rights?



### Risk Mitigation

Rent Protection in Landlord-Favorable Markets

TI Expenses

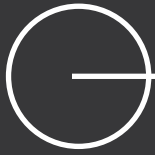


### Firm-Wide Standards

RFP, Market Surveys, LOI

Workplace

Tax Considerations



# Perkins PLAYBOOK

## Office-Specific Strategy

- Lease Leverage
- Building Leverage
- Landlord Leverage
- Market Overview
- Building Challenges
- Drive Time Analysis
- Stakeholders
- Headcount (Historical and Projections)
- Schedule
- Law Firm Competitors Benchmarking & Trends



# What We Look At: LANDLORD ANALYSIS

## For All Landlord's

- Land Records/Title Report
- CMBS Filings
- Review of landlord's other exposures
- General market knowledge

## REIT's

- SEC Filings
- Investor presentations
- Earnings call transcripts
- Analyst reports



## LANDLORD PRESSURE POINTS

### REIT

- Activist investor(s) circling
- Planned increase/decrease market presence
- Metrics (Companywide)

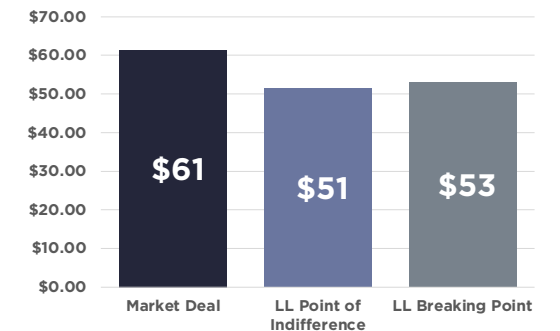
### Modest Leverage

- Debt maturity
- Need to fund transaction costs out of pocket (tenant improvements and lease commissions)
- Disagreement among the landlord's partners?
- Other problems in the landlord's portfolio

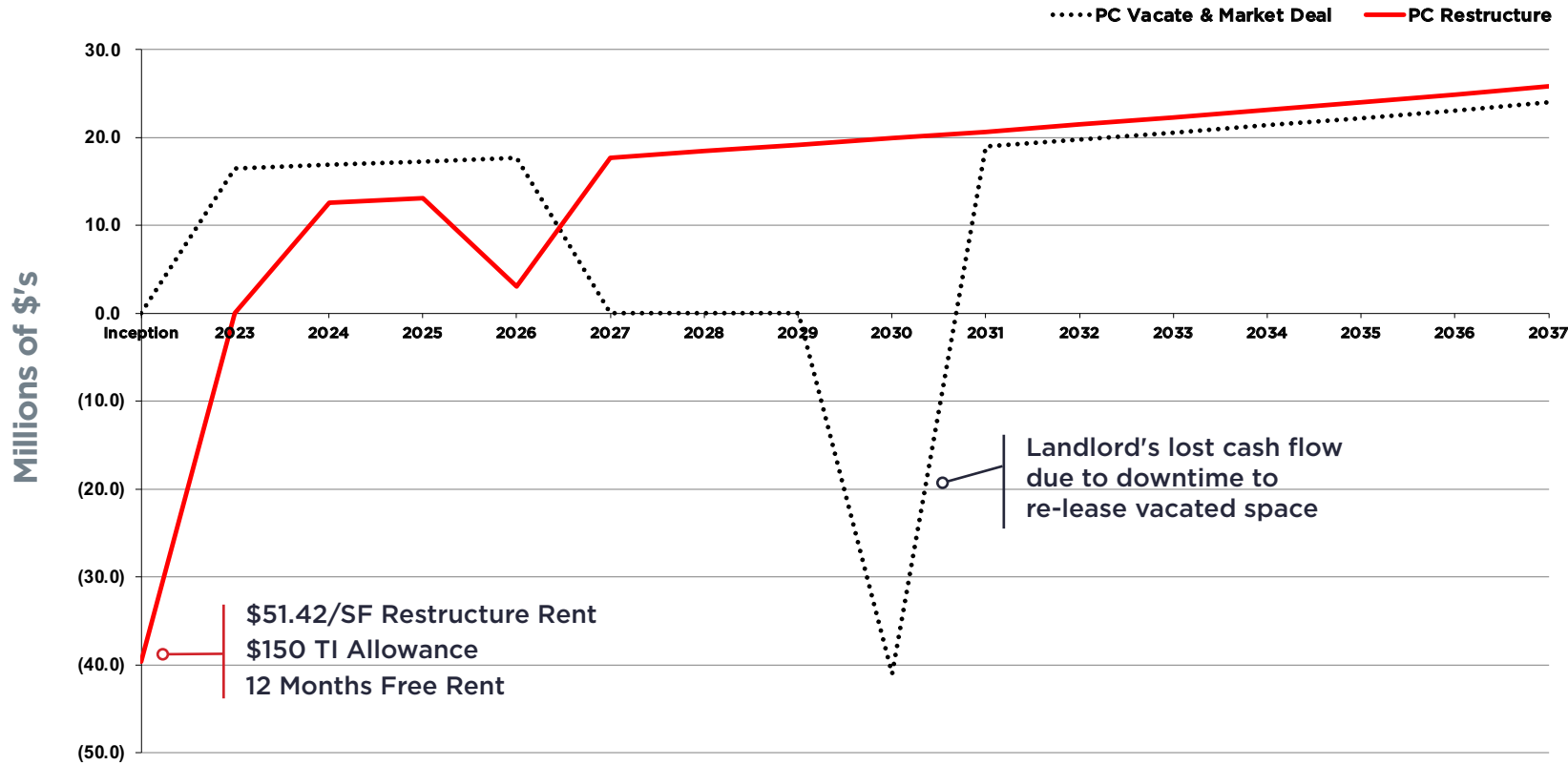
### Heavy Leverage/Zombie Landlord

- In addition to the modest leverage pressure points
- Mezz lender foreclosure
- Private equity partners not willing to wait around for a recovery

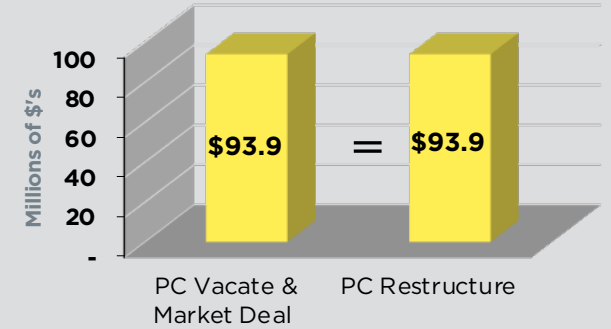
### Rent Per Square Foot



**Landlord's Perspective - Annual Cash Flow**  
Assuming Perkins Coie "Step" Scenario



**Landlord's Perspective of NPVs**



**QUANTIFY IMPACT ON LANDLORD**

- Better refinance terms with Perkins Coie lease extension (loan matures in November 2022, lease expires in December 2026)
- Costs and downtime to re-lease vacant space (est. 3 years)

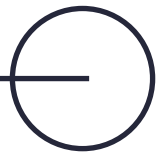
**DETERMINE "BREAKEVEN" POINT TO:**

- Restructure early
- Re-lease to another tenant(s)
- Negotiate terms reflecting leverage
- Structure new lease with new terms



*1201 Third Avenue*

**LANDLORD BREAKEVEN ANALYSIS**



# A Demonstrated DIFFERENCE IN DC

Tenant	Address	Floors	Renewal or Relocation	Full Service Rent	Improvement Allowance <sup>1</sup>	Free Rent <sup>1</sup>	Lease Term	Effective Rent
Perkins Coie	700 13th Street	Middle	Relocation	\$58.00	(\$83.57)	(\$29.00)	12.08 Years	\$43.13
IBM	600 14th Street	Lower	Relocation	\$64.00	(\$90.00)	(\$37.33)	10 Years	\$45.02
Davis Polk & Wardwell	901 15th Street	Upper	Relocation	\$69.00	(\$90.00)	(\$34.50)	11 Years	\$51.56
Baker Donelson	901 K Street	Upper	Relocation	\$78.00	(\$100.00)	(\$97.50)	12 Years	\$51.79
Locke Lord	701 8th Street	Upper	Relocation	\$59.00	(\$12.50)	(\$29.50)	10 Years	\$52.74
XYZ	CBD	Middle	Relocation	\$66.00	(\$65.00)	(\$16.50)	10 Years	\$53.85
CSC	655 15th Street	Middle	Renewal	\$59.50	(\$10.00)	\$0.00	5 Years	\$57.00
Womble Carlyle	1401 Eye Street	Middle	Renewal	\$66.00	(\$60.00)	\$0.00	10 Years	\$57.06
NFIB	1201 F Street	Lower	Renewal	\$67.00	(\$30.00)	(\$33.50)	10 Years	\$57.54
Wiley Rein & Fielding	1776 & 1750 K Street	All	Renewal	\$64.00	(\$20.00)	\$0.00	10 Years	\$61.02
PRTM	800 Connecticut Ave.	Lower	Relocation	\$73.00	(\$70.00)	\$0.00	10 Years	\$62.57
Clifford Chance	2001 K Street	Upper	Renewal	\$71.00	(\$50.00)	\$0.00	15 Years	\$65.16
Vinson & Elkins	800 17th Street	Lower	Relocation	\$82.50	(\$92.00)	\$0.00	15 Years	\$71.75

1. Amortized Allowance / Concessions is the Tenant Allowance and Concessions amortized over each lease term at a 10% interest rate (each landlord's estimated, required return on capital). This amount is subtracted from the Full Service Rent to derive the Effective Rent.

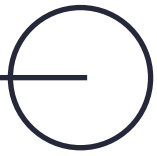


# MOVING THE NEEDLE

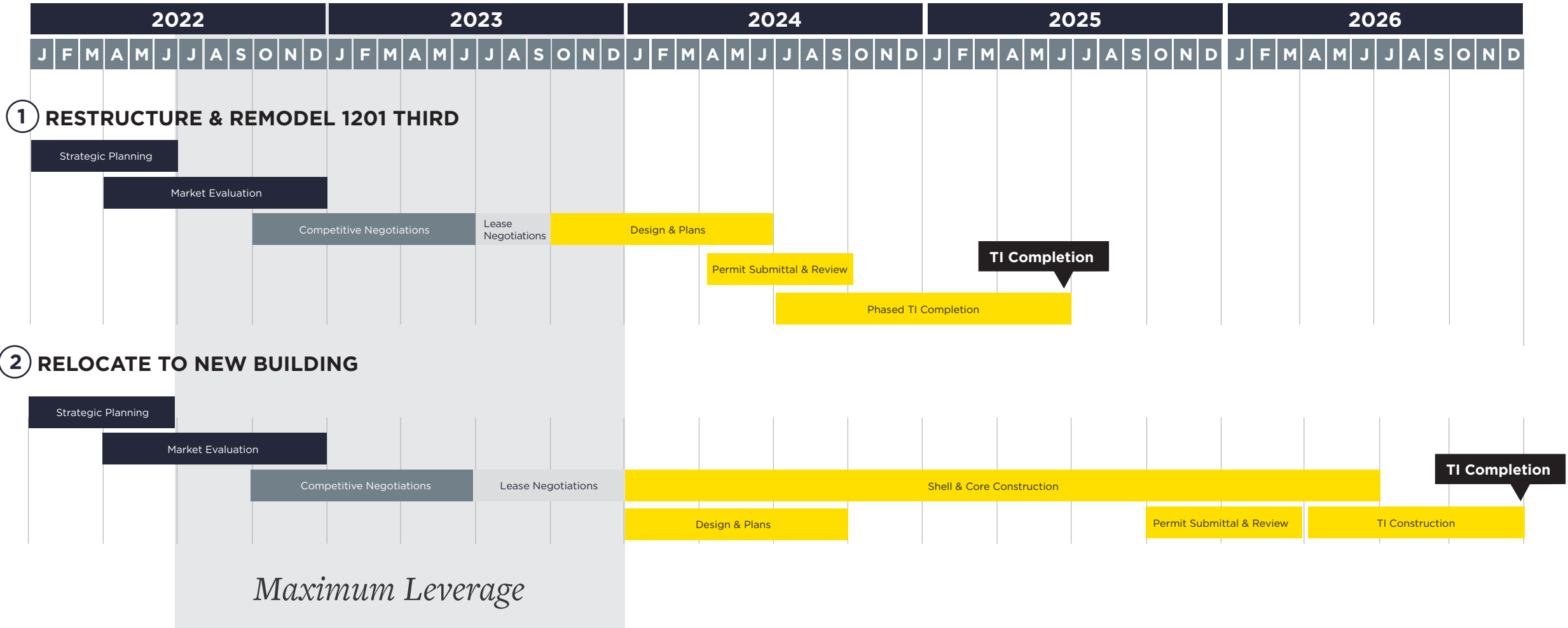
*in Seattle*







# Engaging the Market AT THE RIGHT TIME



*Maximum Leverage*

# Important CONSIDERATIONS

How Zoning May Affect Views

## Seattle CBD

Traditional Law Firm Locations  
& New Developments



Attorney Seat Count : **54**

- External Attorney Office : **40**
- Internal Attorney Office : **14**

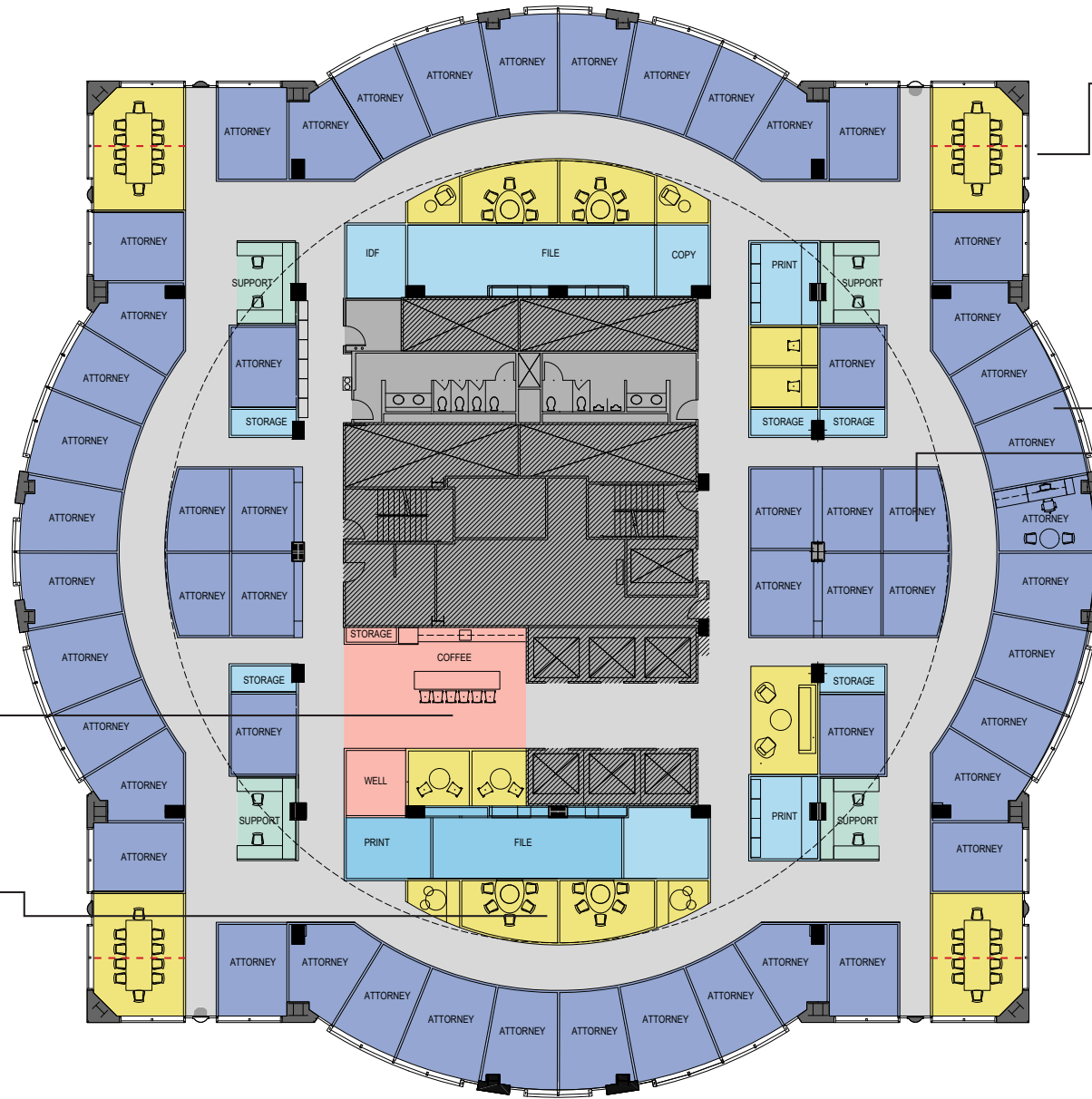
Attorney Head Count : **70**

Sharing Ratio : **0.77**

Square Footage per Attorney : **413**

Collab Seat per Attorney : **1.4**

- Enclosed Offices
- Workstations
- Meeting
- Amenity
- Support
- Circulation



Large corner conference rooms  
• 10ppl conference rooms that can be converted to 2 additional internal attorney offices

Universal external attorney offices @ 160sf

Universal internal attorney offices @ 130sf

Centralized cafe space

Small conference rooms along the north & south sides

1201 Third  
**STEP**

Attorney Seat Count : **56**

- External Attorney Office : **36**
- Internal Attorney Office : **10**
- Open Attorney Flex Space : **10**

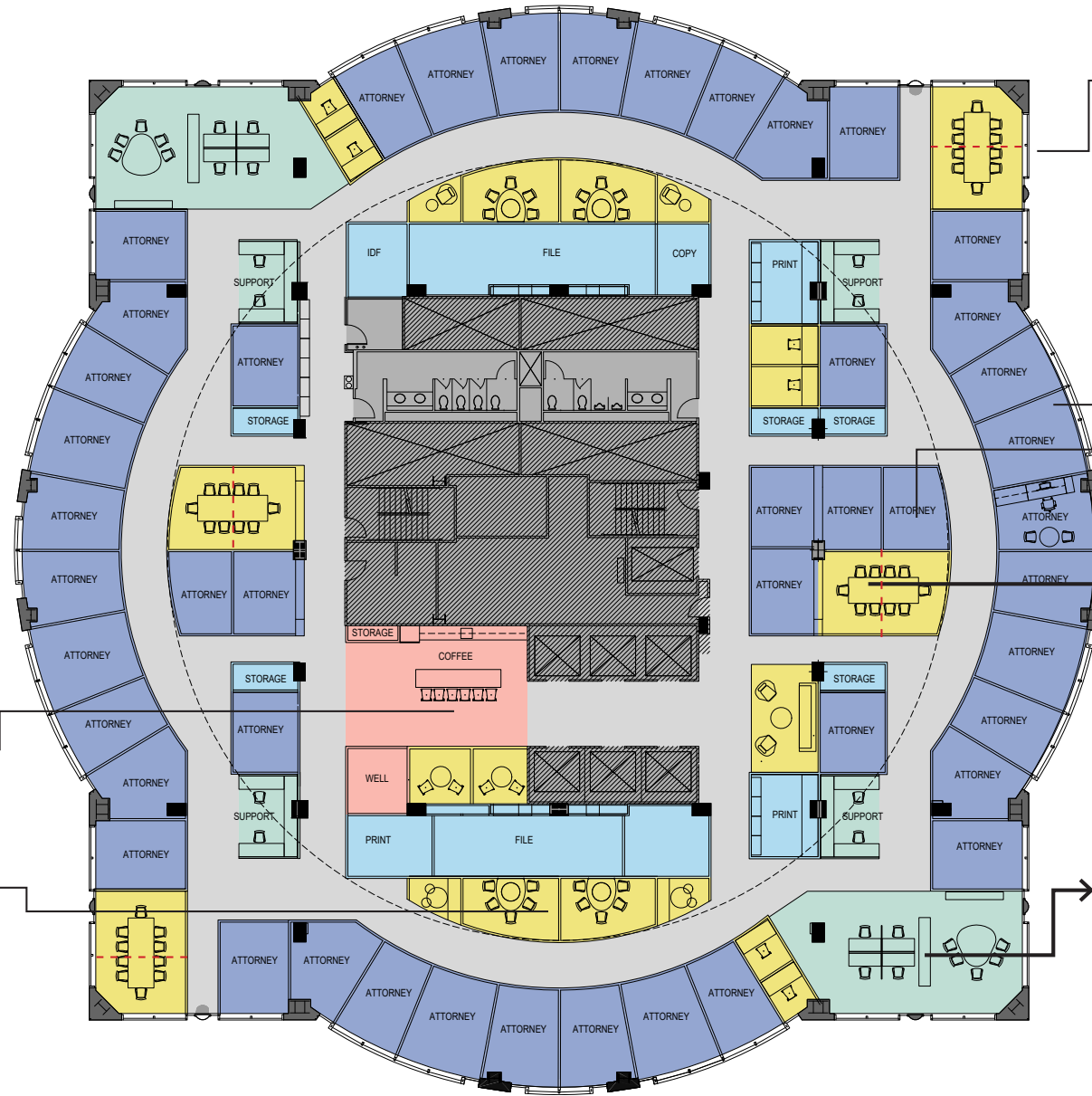
Attorney Head Count : **73**

Sharing Ratio : **0.77**

Square Footage per Attorney : **398**

Collab Seat per Attorney : **1.5**

- Enclosed Offices
- Workstations
- Meeting
- Amenity
- Support
- Circulation



Large corner conference rooms  
• 10ppl conference rooms that can be converted to 2 additional internal attorney offices

Universal external attorney offices @ 160sf

Universal internal attorney offices @ 130sf

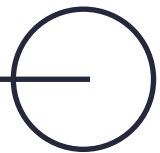
**Flex Conference Space**  
• 10ppl conference rooms that can be converted to 2 additional internal attorney offices

Centralized cafe space

Small conference rooms along the north & south sides

**Attorney Flex Space**  
• Space for 4-5 attorneys  
• Open meeting flex space  
• 2 adjacent phone rooms for focus space

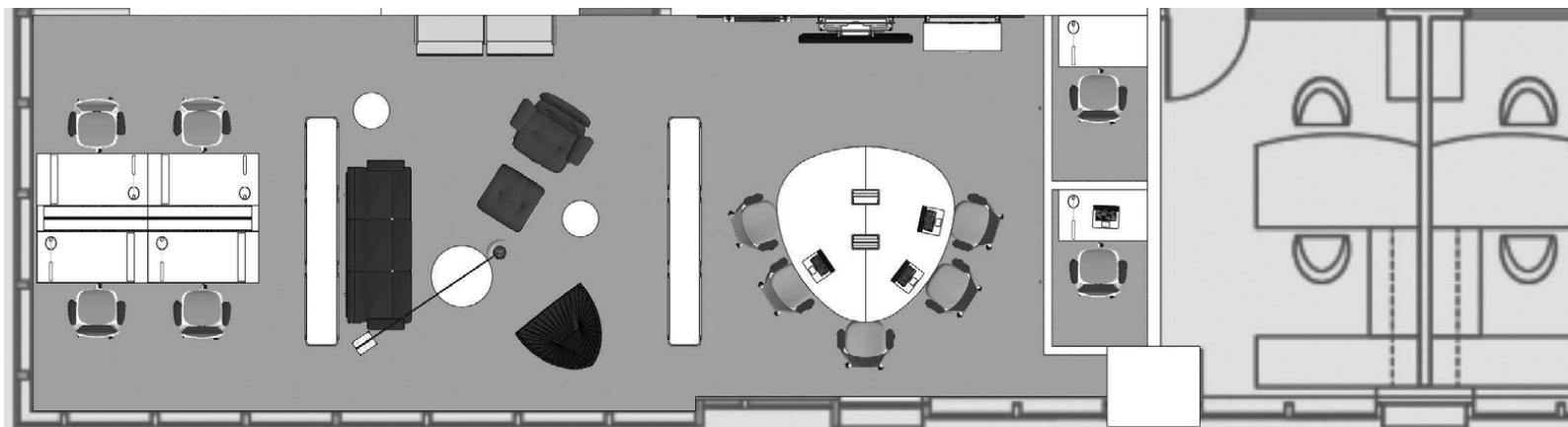




# Attorney **FLEX SPACE**

- Space for 6 - 8 attorneys
- Open meeting flex space
- 2 adjacent phone rooms for focus space

Prepared for an Am Law 50  
U.S. Firm



Attorney Seat Count : **62**

- External Attorney Office : **28**
- Internal Attorney Office : **6**
- Open Attorney Flex Space : **20**
- Open Attorney Workstation: **8**

Attorney Head Count : **81**

Sharing Ratio : **0.77**

Square Footage per Attorney : **338**

Collab Seat per Attorney : **1.3**

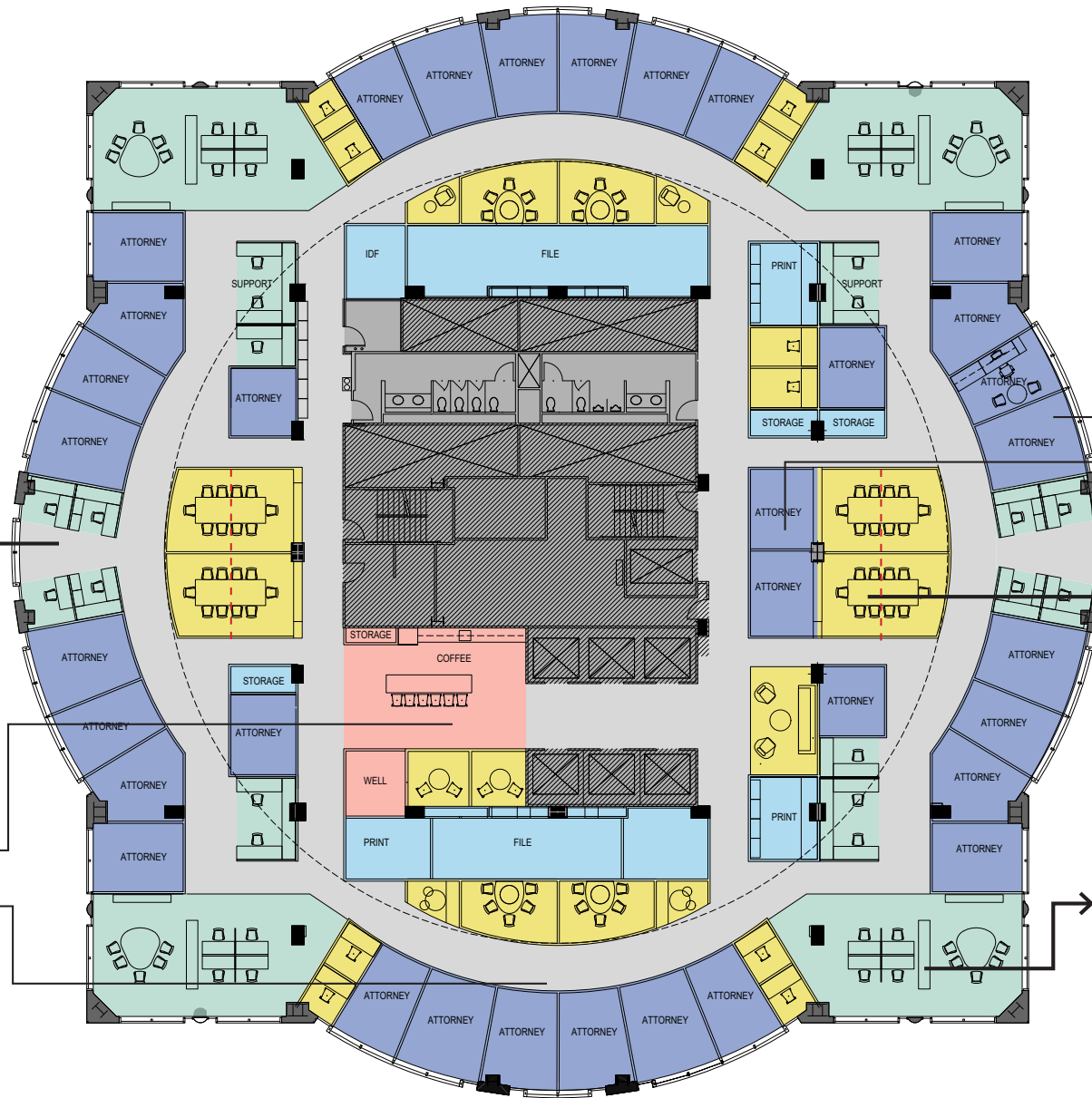
- Enclosed Offices
- Workstations
- Meeting
- Amenity
- Support
- Circulation

**Open Attorney Workspace**

- 4 attorney workstation pods that can be converted to 2 additional external attorney offices

Centralized cafe space

Small conference rooms along the north & south sides



→ Universal external attorney offices @ 160sf

→ Universal internal attorney offices @ 130sf

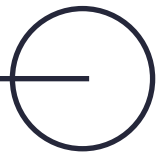
**Additional Flex Conference Space**

- 10ppl conference rooms that can be converted to 2 additional internal attorney offices

**Attorney Flex Space**

- Space for 4-5 attorneys
- Open meeting flex space
- 2 adjacent phone rooms for focus space





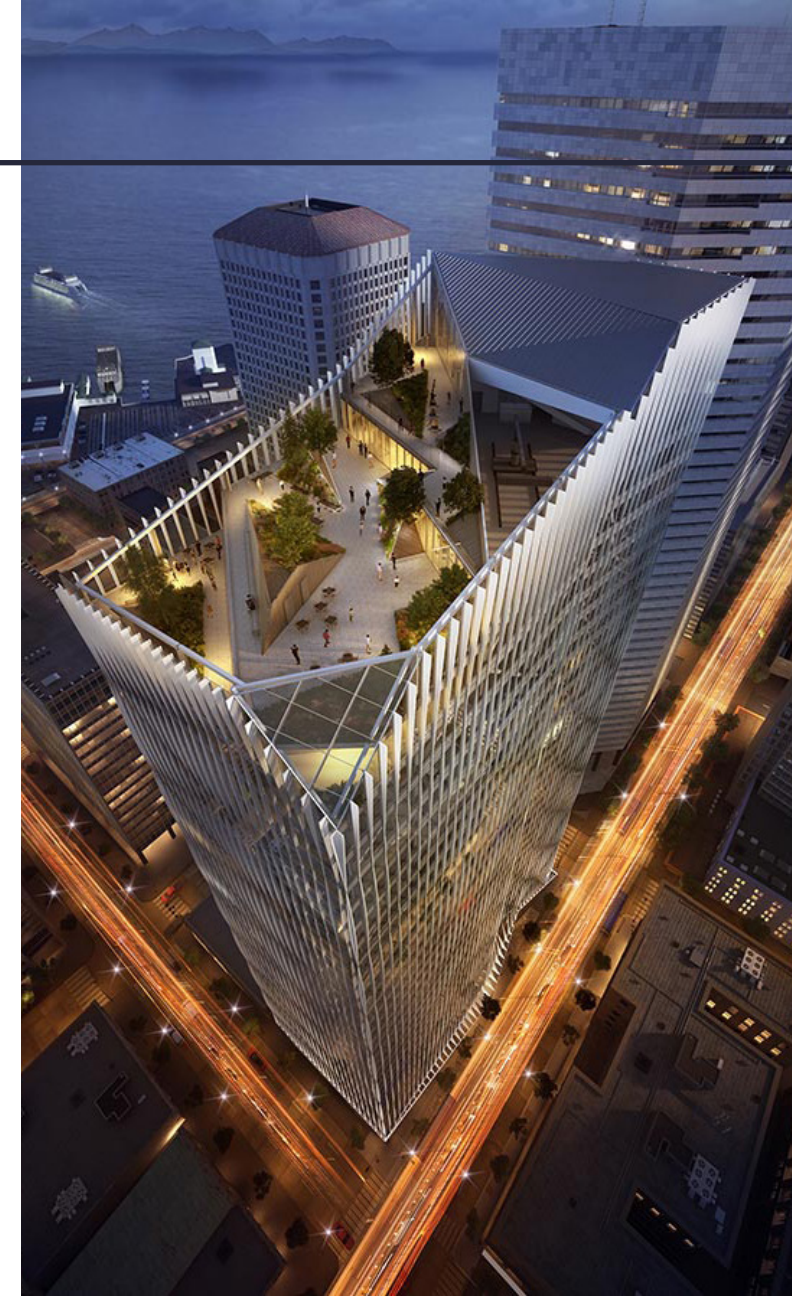
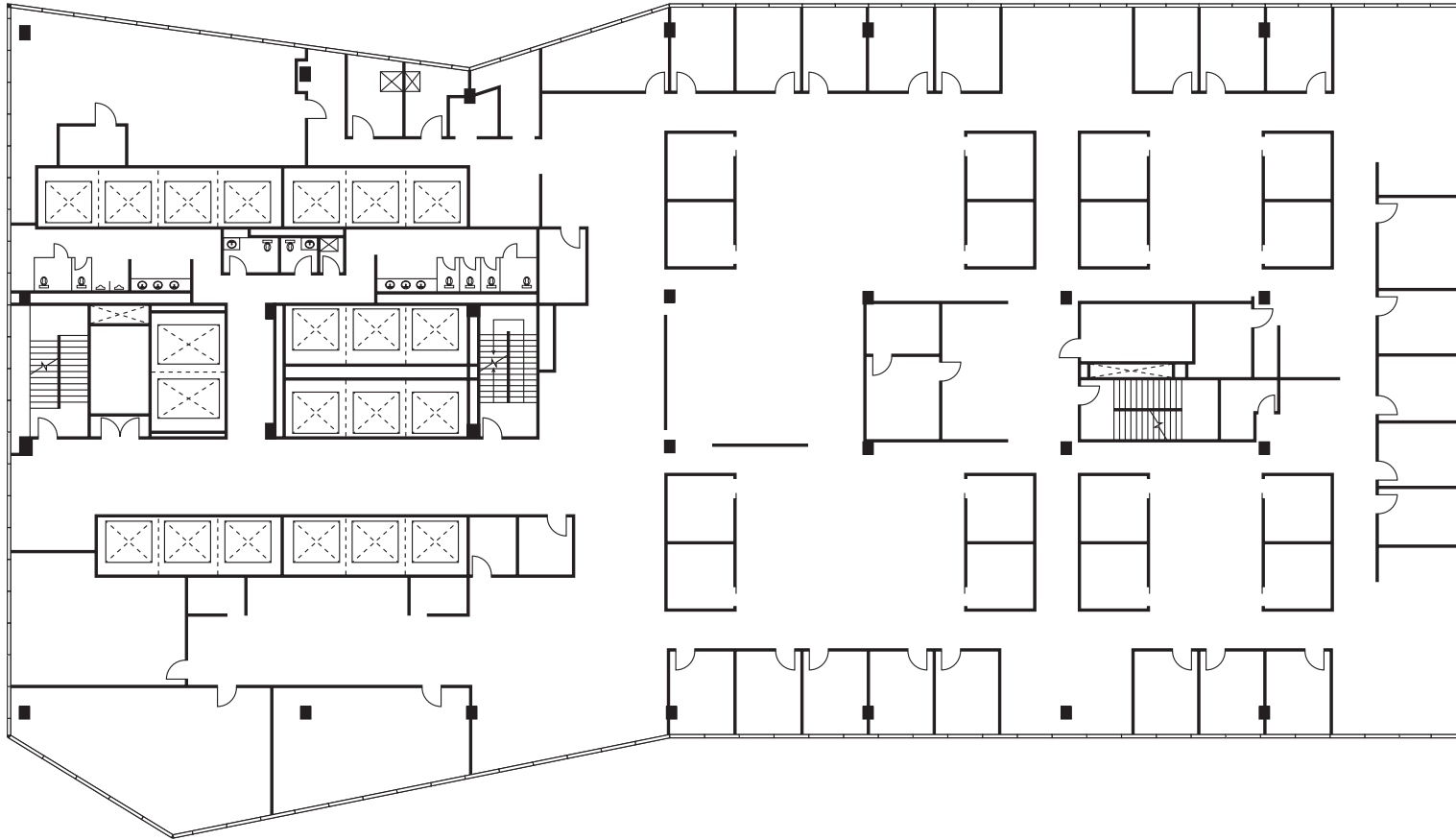
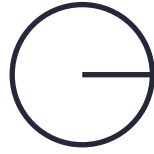
# 1201 Third STACK PROJECTIONS

	EXISTING PLAN 300,000 SF	STEP 210,000 SF	JUMP 187,000 SF	LEAP 165,000 SF
49th FL	Attorney	Attorney	Attorney	Attorney
48th FL	Attorney	Attorney	Attorney	Attorney
47th FL	Attorney	Attorney	Attorney	Attorney
46th FL	Attorney	Attorney	Attorney	Attorney
45th FL	Attorney	Attorney	Attorney	Attorney
44th FL	Attorney	Attorney	Attorney	Attorney
43rd FL	Attorney	Attorney	Attorney	Attorney
42nd FL	Attorney	Attorney	Attorney	
41st FL	Attorney	Attorney		
40th FL	Attorney	\$25M IN SAVINGS	\$37.5M IN SAVINGS	\$50M IN SAVINGS
39th FL	Attorney			
14th FL				
12th FL	HQ Functions	HQ/Service	HQ/Service	HQ/Service
11th FL	Service			
10th FL	Service			

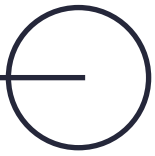
Projected savings on a 10-year lease assuming current gross rent



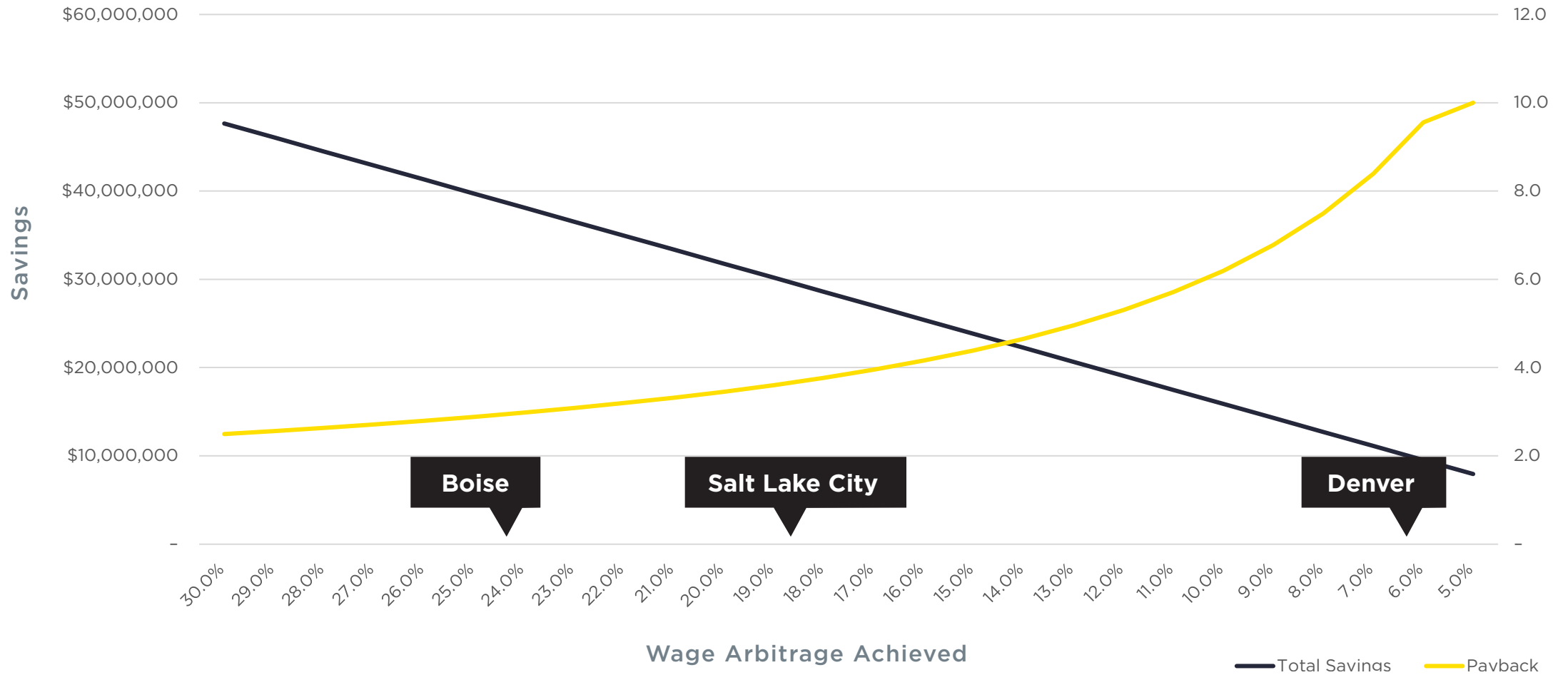
# THE NET







# Savings Potential & Payback by **WAGE ARBITRAGE ACHIEVED**





*What Does the Future Look Like*  
**WHEN PARTNERING  
WITH SAVILLS?**

1

A firm-wide grasp  
on a cohesive real  
estate strategy.

2

Destination  
workplaces that  
further enhance  
culture.

3

Efficient real estate  
solutions to reduce  
overall firm costs.



September 24, 2024

## Perkins Coie breaks new ground in partnership with Savills

### Attorneys and staff flocking back to the office

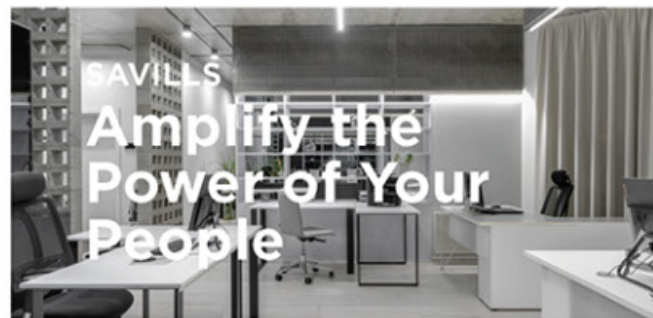
“I can’t imagine why anyone would work at home,” says new lateral recruit from competing firm.

### Innovative deal structures focus on flexibility

“Flexible design and flexible leases—who knew it could be so good?” exalts Perkins COO

### Partner comp up as real estate costs plummet

Partners share that they are loving their new Teslas—“just another way we are saving the planet!”





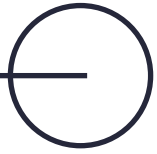
PERKINScoie  
COUNSEL TO GREAT COMPANIES

*Now,*

**LET'S GET  
TO WORK!**

*Questions?*





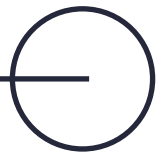
# FEE STRUCTURE

Services	Cost to Perkins Coie	Annualized Value to Perkins Coie
Strategic Relationship, Account Management	No Cost	N/A
Lease Administration Services / Knowledge Cubed	No Cost	\$67,500/year + \$35,100 One-Time Set-Up Cost
Transaction Management and Brokerage Representation	No Cost	N/A
Real Estate Management Technology and Infrastructure	No Cost	Included in Cost Outlined Above
Transition Services	No Cost	\$50,000 One-Time Cost
Workplace Strategy (Seattle & HQ)	No Cost	\$1.00 - \$1.50 per SF, depending upon exact scope
Advanced Labor Analytics and Consulting (HQ)	Additional Cost	To be determined once scope is further defined

Fee Sharing to Perkins Coie is provided on a per transaction basis with the incremental sharing range increasing as the fees increase. The proposed revenue-sharing schedule is as follows:

Commission Range	Percentage Rebated to Perkins Coie
\$250,000 and below	0%
For every commission dollar between \$250,000 and \$500,000	15%
For every commission dollar at \$500,000 and above	25%



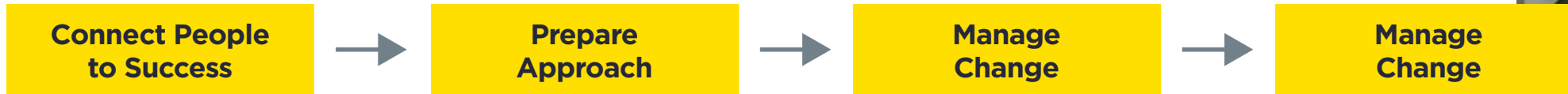


# Change Management APPROACH

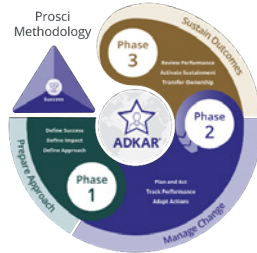
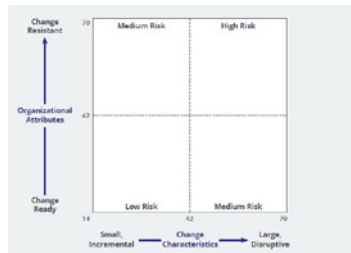
## Guiding Principles

- Organizational change requires individual change
- Ongoing leadership and sponsorship is critical
- Transition from current to future state varies for impacted groups
- Stakeholder engagement, communication and training is critical for go live
- Change management is the enabling framework for people side of change

## Process



## Process



Sponsor Assessment

Item	Rating	Notes
1. Sponsor's role is clearly defined		
2. Sponsor has the authority to lead the change		
3. Sponsor is visible and vocal		
4. Sponsor has the resources to lead the change		
5. Sponsor is committed to the change		
6. Sponsor is willing to be held accountable for the change		
7. Sponsor is willing to be held accountable for the change		
8. Sponsor is willing to be held accountable for the change		
9. Sponsor is willing to be held accountable for the change		
10. Sponsor is willing to be held accountable for the change		

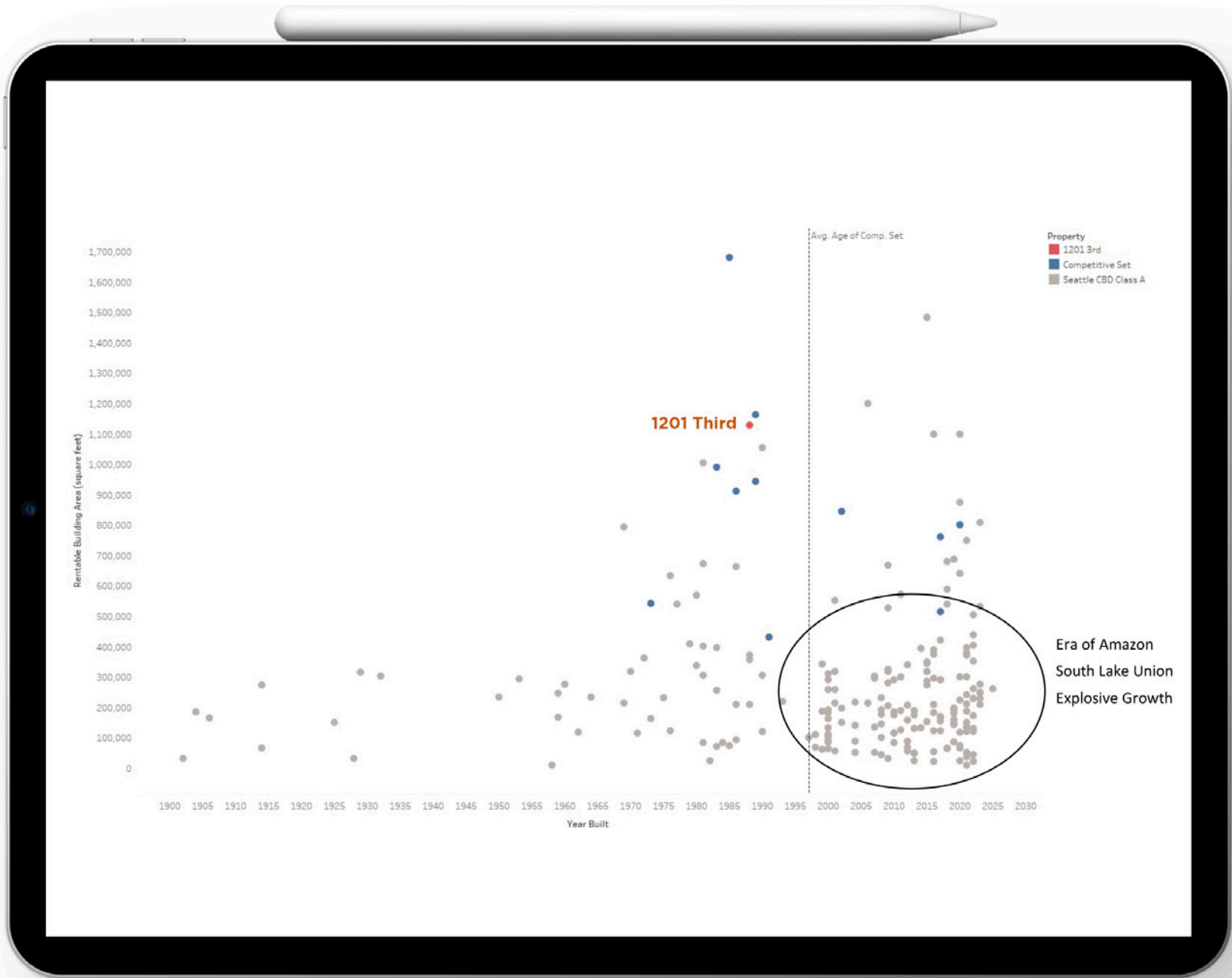
ADKAR Progress Tracker

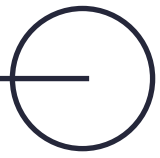
Agents impacted	Progress of Agents	Awareness	Desire	Knowledge	Ability	Reinforcement
5	50					
5	75					
5	100					

**Prosci**  
PEOPLE. CHANGE. RESULTS.



*Downtown Seattle*  
**OFFICE  
BUILDING  
DELIVERIES**





# New Development POTENTIAL OPTIONS

	<b>The Net</b> 875 Third Ave.	<b>9th &amp; Howell</b> 9th and Howell	<b>Washington 1000</b> 1000 Olive Way	<b>800 Alaskan</b> 800 Alaskan Way
				
<b>RBA</b>	807,570 SF	480,000 SF	546,000 SF	504,000
<b>Stories</b>	36	30	16	17
<b>Typical Floor Size</b>	24,000 SF	18,000 - 24,000 SF	36,500 SF	28,857 SF
<b>Developer</b>	UrbanVisions	RC Hedreen	Hudson Pacific Properties	Martin Selig
<b>Leasing Agent</b>	JLL	Newmark	Colliers	Martin Selig
<b>Projected Completion Date</b>	Q3 2025	Q2 2025	Q4 2024	TBD







# THE NET 875 THIRD AVE.

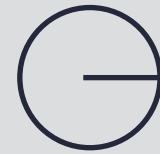
**RBA: 807,570 SF**    **TYPICAL FLOOR SIZE: 24,000 SF**    **FLOORS: 36**

- Delivers Q3 2025
- Certifications include LEED Gold, WELL Building Gold, WiredScore Platinum, Salmon-Safe
- Three level outdoor park on rooftop with panoramic views
- Smart building, with updates to ensure latest technology and capabilities
- Side-core design, allowing for increased capacity (5%), expansive full floor depth & increased lighting

**Developer:**  **UrbanVisions**  
SEATTLE REAL ESTATE

**Leasing Agent:**  **JLL**





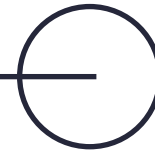
*Potential Option #2*

# 9TH & HOWELL

**RBA: 480,000 SF**    **TYPICAL FLOOR SIZE: 18,000 SF - 24,000 SF**  
**FLOORS: 30**

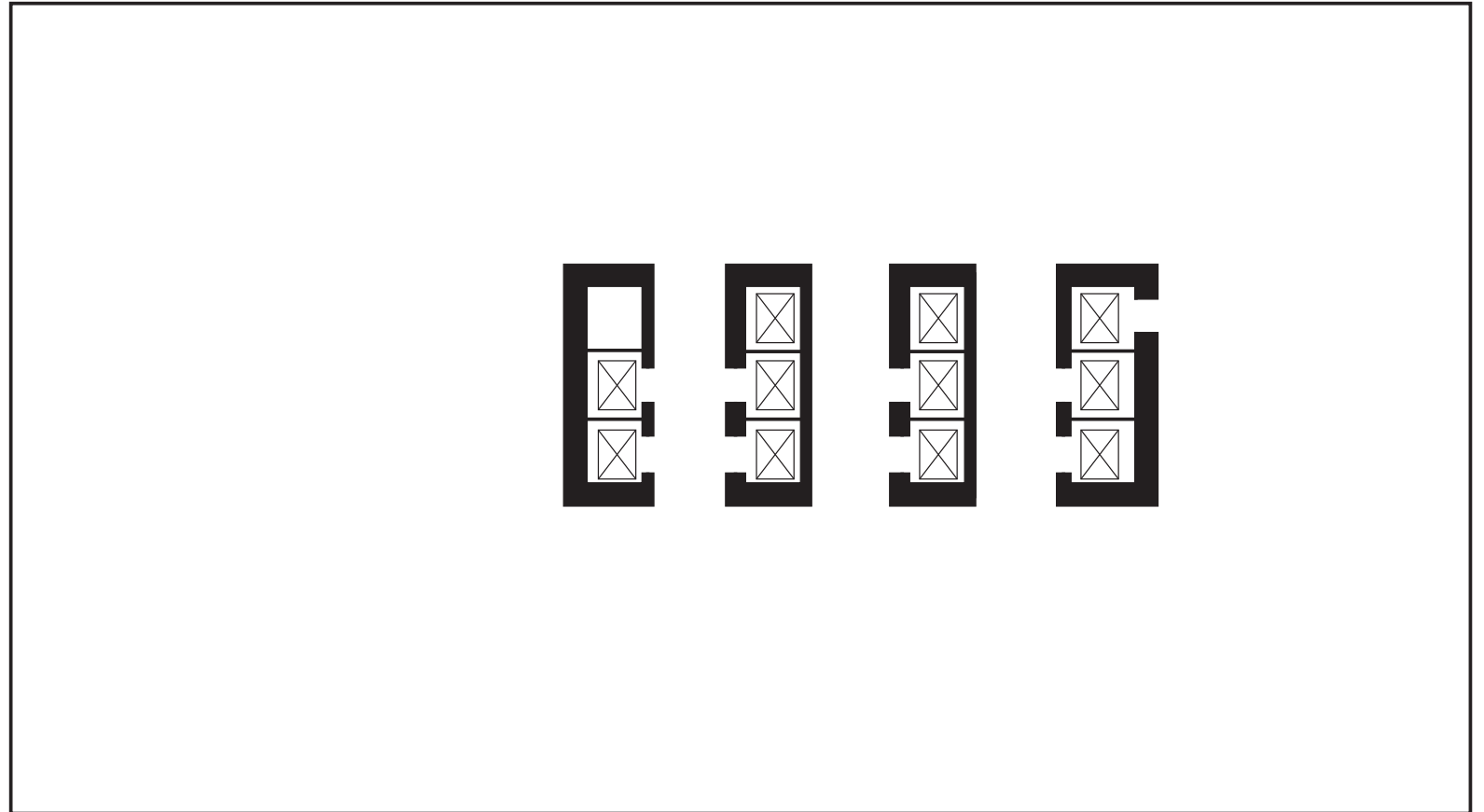
- Delivers Q2 2025
- Efficient center core floorplate
- 6 levels underground secure parking
- State of the art building amenities
- Connected to Hyatt Regency Seattle hotel

**Developer:** ■ R.C. HEDREEN CO.    **Leasing Agent:** NEWMARK



Potential Option #2

# 9TH & HOWELL





Potential Option #3

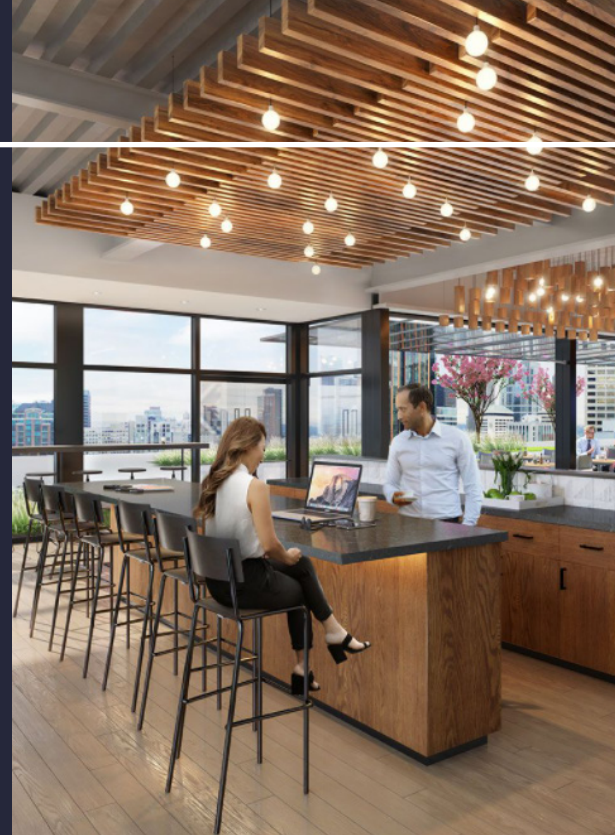
# WASHINGTON 1000 – 1000 OLIVE WAY

RBA: 546,000 SF    TYPICAL FLOOR SIZE: 36,500 SF    FLOORS: 16

- Delivers Q4 2022
- Certifications include LEED platinum
- Rooftop amenity deck
- Next door to the Washington State Convention Center Addition (“The Summit”)
- Street-level bike storage and service stations

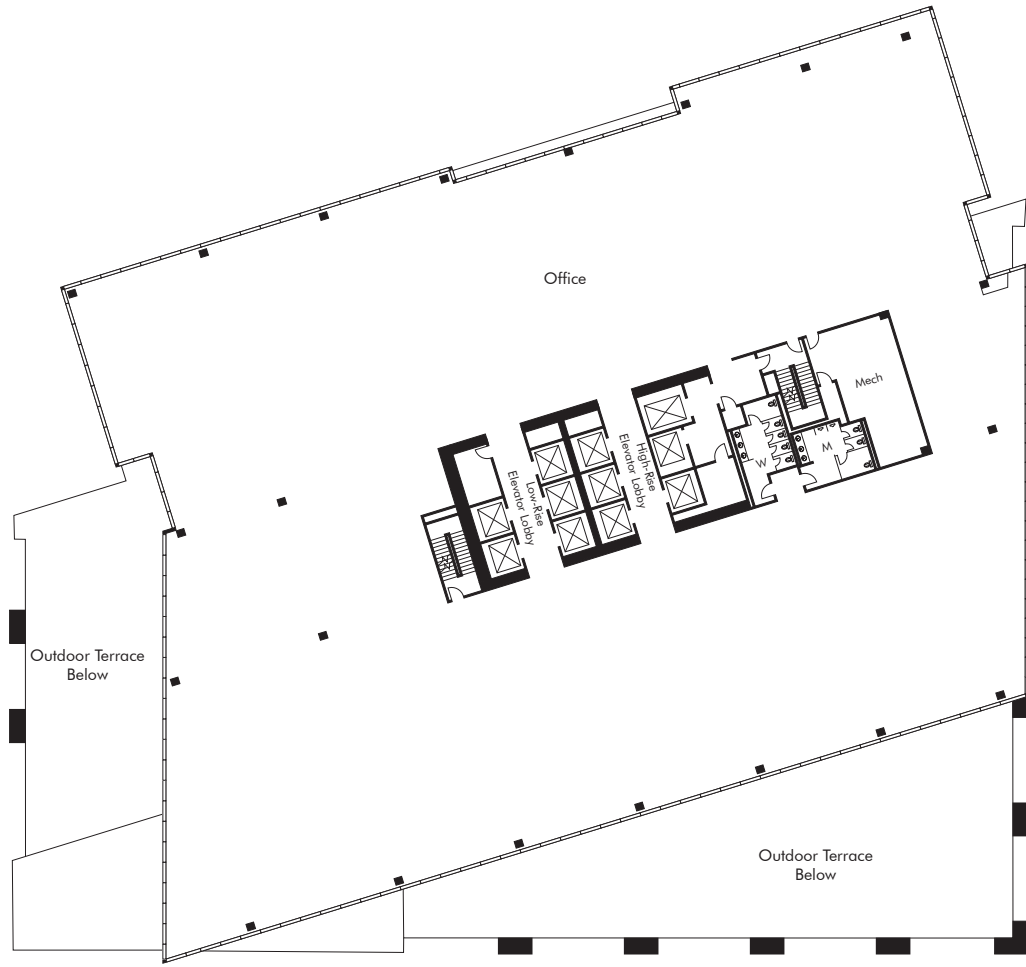
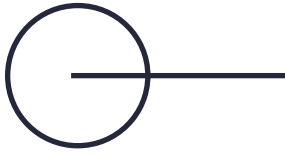
Developer:  HUDSON  
PACIFIC  
PROPERTIES

Leasing Agent:  Colliers  
INTERNATIONAL



Potential Option #3

# WASHINGTON 1000 – 1000 OLIVE WAY





*Potential Option #4*

# 800 ALASKAN

**RBA: 300,00 SF    TYPICAL FLOOR SIZE: 28,857 SF    FLOORS: 17**

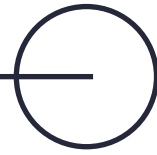
- Mixed use tower with office space, retail/restaurant and underground parking
- Facing waterfront and Colman Dock
- Private terraces from select floors



**Developer & Leasing Agent:**

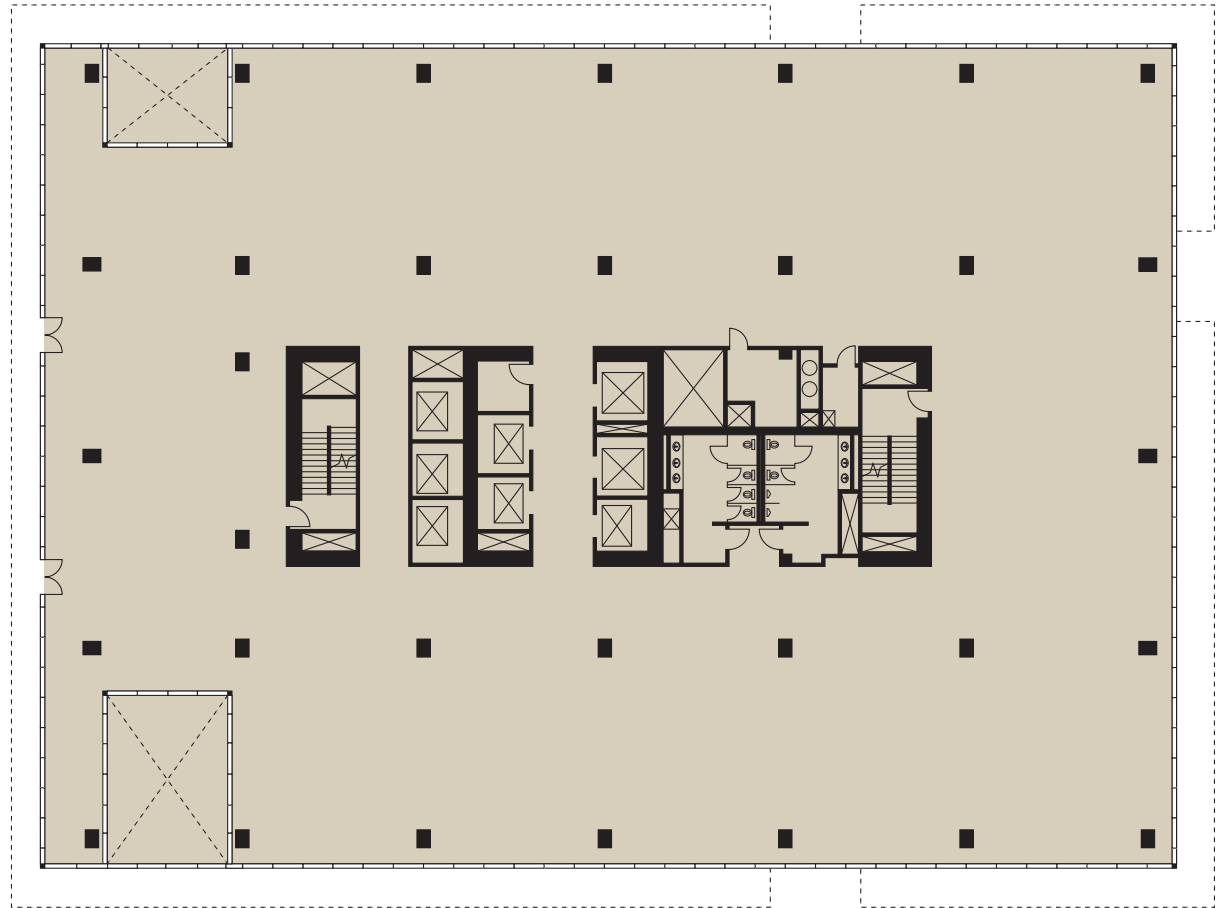


**MARTIN SELIG**  
REAL ESTATE



Potential Option #4

# 800 ALASKAN



# OPTION 1 DETAILS | STEP

## Programmatic Needs

Focus Space	Focus Space	Quantity	Seat Count	Size Per	Total SF
	External Attorney Office	40	40	161	6,439
	Internal Attorney Office	14	14	135	1,891
	Support Workstation	8	8	60	482
	<b>TOTAL</b>	<b>62</b>	<b>62</b>		<b>8,811</b>

Meeting Space	Meeting Space	Quantity	Meeting Seats	Size Per	Total SF
	Phone Room	2	2	70	139
	2ppl Meeting	2	4	81	163
	5ppl Meeting	4	20	139	557
	10ppl Meeting	4	40	264	1,055
	Soft Seating	5	12	72	362
<b>TOTAL</b>	<b>17</b>	<b>78</b>		<b>2,275</b>	

Amenity	Amenity Space	Quantity	Seats	Size Per	Total SF
	Pantry / Coffee Spots	1		522	522
	Wellness Room	1		102	102
	<b>TOTAL</b>	<b>2</b>	<b>0</b>		<b>624</b>

Support	Support Space	Quantity	Seats	Size Per	Total SF
	IDF	1		113	113
	Large File Room	2		450	899
	Print Room	3		128	383
	Server Room	1		152	152
	Storage	5		48	238
<b>TOTAL</b>	<b>12</b>	<b>0</b>		<b>1,785</b>	

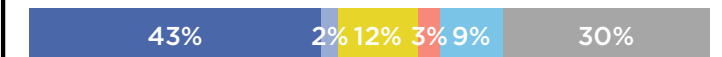
Circ	Circulation	5,883
	<b>Total Usable SF</b>	<b>19,377</b>

## Metric Summary

<b>Total Usable Square Footage :</b>	19,377
<b>Approximate Loss Factor :</b>	15%
<b>Average RSF :</b>	22,284
<b>Attorney Count :</b>	54
<b>Total Seat Count :</b>	62
<b>Density (rsf/attorney) :</b>	413
<b>Collab Seats :</b>	78
<b>Collab Ratio (per Attorney) :</b>	1.44

## Space Allocation

Offices	8,329	43%
Workstations	482	2%
Meeting	2,275	12%
Amenity	624	3%
Support	1,785	9%
Circulation	5,883	30%





# OPTION 2 DETAILS | JUMP

## Programmatic Needs

Focus Space	Focus Space	Quantity	Seat Count	Size Per	Total SF
	External Attorney Office	36	36	161	5,800
	Internal Attorney Office	10	10	136	1,358
	Open Attorney Workspace	2	10	653	1,305
	Support Workstation	8	8	60	482
	<b>TOTAL</b>	<b>56</b>	<b>64</b>		<b>8,945</b>

Meeting Space	Meeting Space	Quantity	Meeting Seats	Size Per	Total SF
	Phone Room	6	6	56	333
	2ppl Meeting	2	4	81	163
	5ppl Meeting	4	20	139	557
	10ppl Meeting	4	40	265	1,060
	Soft Seating	5	12	72	362
	<b>TOTAL</b>	<b>21</b>	<b>82</b>		<b>2,476</b>

Amenity	Amenity Space	Quantity	Seats	Size Per	Total SF
	Pantry / Coffee Spots	1		522	522
	Wellness Room	1		102	102
	<b>TOTAL</b>	<b>2</b>	<b>0</b>		<b>624</b>

Support	Support Space	Quantity	Seats	Size Per	Total SF
	IDF	1		113	113
	Large File Room	2		450	899
	Print Room	3		128	383
	Server Room	1		152	152
	Storage	5		48	238
<b>TOTAL</b>	<b>12</b>	<b>0</b>		<b>1,785</b>	

Circ	Circulation	5,549
	<b>Total Usable SF</b>	<b>19,377</b>

## Metric Summary

<b>Total Usable Square Footage :</b>	19,377
<b>Approximate Loss Factor :</b>	15%
<b>Average RSF :</b>	22,284

<b>Attorney Count :</b>	56
<b>Total Seat Count :</b>	64

<b>Density (rsf/attorney) :</b>	398
---------------------------------	-----

<b>Collab Seats:</b>	82
<b>Collab Ratio (per Attorney) :</b>	1.46

## Space Allocation

Offices	7,158	37%
Workstations	1,787	9%
Meeting	2,476	13%
Amenity	624	3%
Support	1,785	9%
Circulation	5,549	29%



# OPTION 3 DETAILS | LEAP

Programmatic Needs					
Focus Space	Focus Space	Quantity	Seat Count	Size Per	Total SF
	External Attorney Office	28	28	161	4,516
	Internal Attorney Office	6	6	134	803
	Open Attorney Workspace	4	20	652	2,609
	Attorney Workstation	13	13	56	728
	Support Workstation	5	5	60	302
	<b>TOTAL</b>	<b>56</b>	<b>72</b>		<b>8,958</b>
Meeting Space	Meeting Space	Quantity	Meeting Seats	Size Per	Total SF
	Phone Room	10	10	53	528
	2ppl Meeting	2	4	81	163
	5ppl Meeting	4	20	139	557
	10ppl Meeting	4	40	267	1,066
	Soft Seating	5	12	72	362
	<b>TOTAL</b>	<b>25</b>	<b>86</b>		<b>2,675</b>
Amenity	Amenity Space	Quantity	Seats	Size Per	Total SF
	Pantry / Coffee Spots	1		522	522
	Wellness Room	1		102	102
	<b>TOTAL</b>	<b>2</b>	<b>0</b>		<b>624</b>
Support	Support Space	Quantity	Seats	Size Per	Total SF
	IDF	1		113	113
	Large File Room	2		496	992
	Print Room	2		144	289
	Server Room	1		152	152
	Storage	3		48	143
	<b>TOTAL</b>	<b>9</b>	<b>0</b>		<b>1,688</b>
Circ	Circulation	5,432			
	Total Usable SF	19,378			

Metric Summary	
Total Usable Square Footage :	19,378
Approximate Loss Factor :	15%
Average RSF :	22,284
Attorney Count :	67
Total Seat Count :	72
Density (rsf/attorney) :	333
Collab Seats :	86
Collab Ratio (per Attorney) :	1.28

Space Allocation			
Offices	5,319	27%	
Workstations	3,639	19%	
Meeting	2,675	14%	
Amenity	624	3%	
Support	1,688	9%	
Circulation	5,432	28%	

