

# Atlanta Commercial Property Services

## Team Information



**Chandler Spratlin**  
Principal Leasing & Sales

*Leasing,  
Investment Sales  
& Acquisition services  
platform*



**Dara Nicholson, RPA**  
Principal Property Mgt.

*Manages  
Property Management  
&  
Corporate Services  
platform*

**ACPS** Atlanta Commercial Property Services



**Trey Swalm, CPA, MSRE**  
Director of Accounting Services

*Accounting*



**Jack Rector, LEED AP**  
Principal Construction Mgt.,  
Development & Sustainability

*Manages  
Construction Mgt.,  
Development &  
Sustainability services  
platform*

# OVERVIEW

**Atlanta Commercial Property Services** is a privately held, commercial real estate, agency brokerage and management firm focused on creating value for our clients.

We have a business model that combines fully integrated services with investment opportunities and operates through four functional lines of business:

- Agency Leasing
- Agency Property & Facility Management
- Investment and Acquisition Services
- Construction Management, Development and Sustainability Services

ACPS is growing as we strengthen our existing operations and seek opportunities to expand in our market. Our mission is to provide extraordinary service, to exceed expectations and to maximize value for our clients.

ACPS will continue to grow by making strategic hires of the local real estate community's top talent.

## Capabilities

ACPS is able to provide clients with a comprehensive mix of experience and expertise. Our capabilities include:

- Agency leasing and property marketing
- Property and facilities management
- Construction Management and project management services
- Development services
- Energy and sustainability services (Energy Star and LEED implementation and certification)
- Investment sales and acquisition services



# PROJECT TEAM

The following pages highlight the professional experience, productivity and roles of each team member:

## CHANDLER SPRTLIN

*Principal - Leasing & Sales*

### ATLANTA COMMERCIAL ROLE

Chandler Spratlin leases and sells office, medical office and industrial properties on behalf of institutional investors and entrepreneurial owners. Chandler is responsible for leading Atlanta Commercial's agency leasing business in the Southeast. Known as one of Atlanta's top leasing professionals and a consistent top producer, Chandler has over 25 years of experience in the industry. Chandler has completed more than 1,200 lease and sale transactions and has successfully represented ownerships of more than 60 office, industrial and retail buildings totaling more than 12 million square feet of space. He has also sold office buildings and land in all major north Atlanta submarkets.



The following transactions are representative of his office leasing experience:

AIG	(59,015 SF)	KnowledgeStorm, Inc.	(25,762 SF)
Andritz USA	(38,845 SF)	Leica Geosystems GIS & Mapping	(83,353 SF)
Andritz-Ahlstrom	(58,093 SF)	MarketSource, Inc.	(63,209 SF)
Bennett, Kuhn, Varner, Inc.	(25,935 SF)	Merck & Co., Inc.	(25,598 SF)
CES Office Centers	(27,313 SF)	National Christian Charitable Foundation	(28,327 SF)
Datalex Communications USA	(42,955 SF)	National Union Fire Insurance Co	(25,765 SF)
Echostar Technologies Corporation	(27,882 SF)	Pulte Home Corporation	(33,605 SF)
Erdas, Inc.	(33,743 SF)	Safeco Insurance Co. Of America	(156,954 SF)
Jackson Healthcare Solutions	(165,000 SF)	Select Management Resources, LLC	(26,285 SF)
Jordan Jones Goulding Inc.	(100,074 SF)	Visiprise, Inc.	(25,700 SF)

### CAREER HIGHLIGHTS

Before joining Atlanta Commercial, Chandler was Senior Director at ACPS, managing its southeast region Agency Leasing and Property Management platform. Prior to this, he held leadership positions with Colliers International, Duke Realty Corporation and Taylor & Mathis.

During the course of his career, Chandler has represented ownership clients such as CB Richard Ellis Investors, Crow Holdings, Du Rhone Group, Duke Realty Corporation, Dutch Institutional Holding Co., ELV Associates, GE Capital, Georgia-Pacific Corporation, Grove Street Partners, iStar Financial, Laing Properties, Lauth Property Group, Met Life, Nationwide Insurance, Opus South Corporation, Piedmont Office Realty Trust, Prudential Insurance Company of America, Sealy & Company, and Taylor & Mathis.

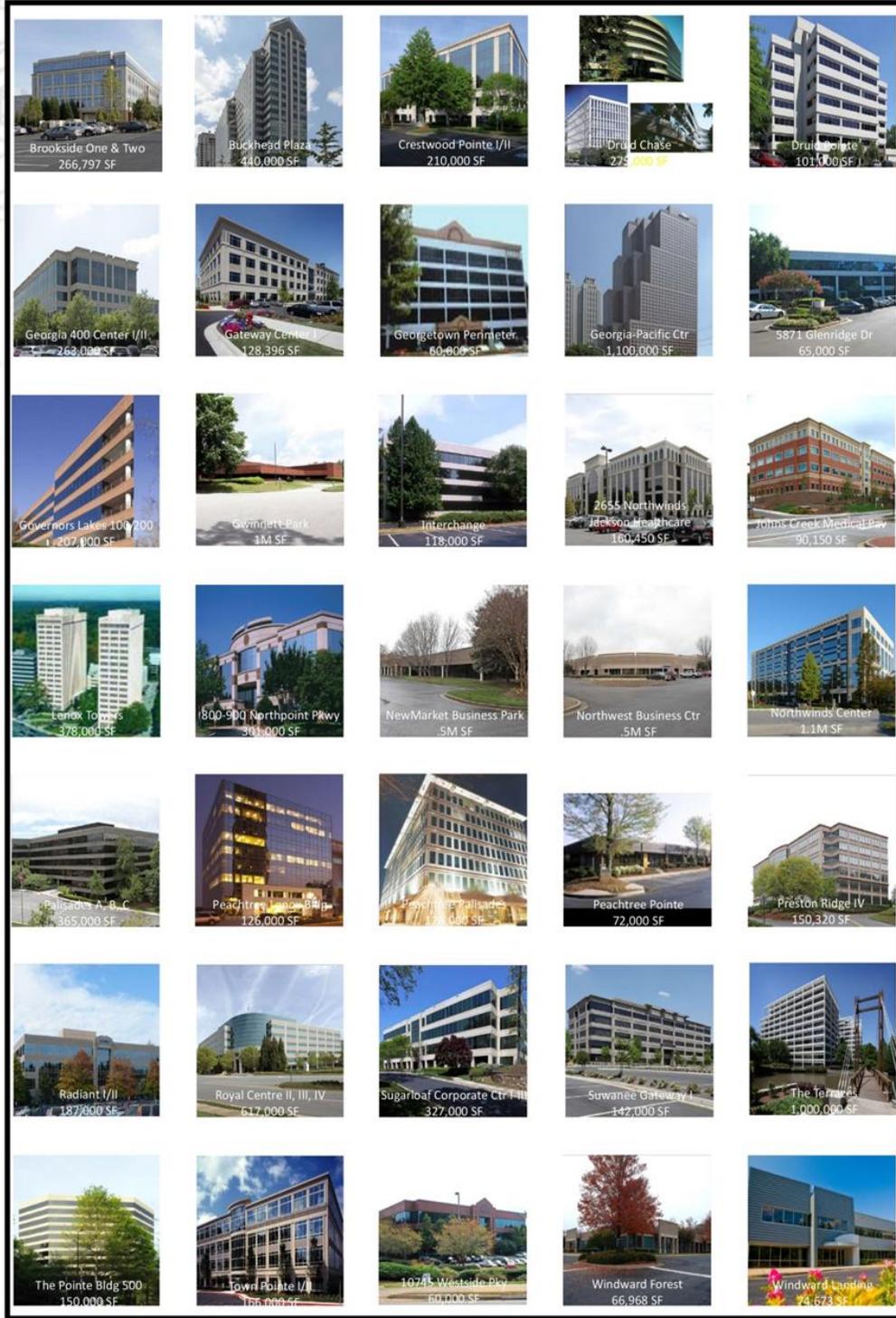
### INDUSTRY ACHIEVEMENTS/MEMBERSHIPS

- Licensed Real Estate Broker in Georgia
- Member of NAIOP, and served on Board of Directors for three years
- NAIOP Award – 15 Consecutive Years Landlord-Rep Million Dollar Club Recipient
- Chairman of NAIOP Logistics Committee for Fight Nights Seven and Eight
- Chairman of NAIOP Fight Night Nine
- Feeding the Homeless Project Board Member
- “Meet At” Board Member
- Chairman of NAIOP Million Dollar Club Banquet Committee
- GA 400 Task Force
- Member of the Council for Quality Growth
- Member of North Fulton Chamber of Commerce
- Cabinet member of North Fulton United Way, two yrs
- Leadership North Fulton
- Member of Atlanta Commercial Board of Realtors

### EDUCATION

University of Georgia, Bachelor of Business Administration, Marketing, 1980  
University of Virginia, DuPont Scholar, 1976-1978

**REPRESENTATIVE PROPERTIES LEASED:**



## DARA J. NICHOLSON, RPA

*Principal - Property Management and Corporate Services*

### ATLANTA COMMERCIAL ROLE

Dara Nicholson oversees property management for the ACPS portfolio, including tenant services, emergency planning, and execution of the company's policies for energy conservation and sustainability.

With more than 27 years as one of Atlanta's leading property management executives, Dara earned a reputation for developing disciplined teams committed to the highest standards of service delivery and for elevating the performance of poorly performing operations.

Dara is acknowledged throughout the real estate industry to be a distinguished leader of high-performing organizations, as recognized by her incomparable record of tenant retention and individual and corporate accolades.



### PROFESSIONAL ACCOMPLISHMENTS

- As Senior Vice President of Property Management for Cousins Properties, Dara's nationwide portfolio ranged from 15 to 21 million square feet of Class A office properties, providing service to more than 1,500 tenants, and responsible for expense budgets totaling more than \$150 million.
- Dara developed, executed, and controlled a number of portfolio-wide, novel expense containment initiatives. In one recent year, her program cut operating expenses by 5 percent, a savings of \$4m in the aggregate, and more than \$500,000 at some larger properties, rendering many properties more attractive to lease prospects
- Dara created *The Cousins Way*, an admired 700-page electronic manual, covering topics from life safety, to fiscal controls, to human resource management, to emergency preparedness, and more. "Cuzway" dramatically shortened the learning curve and became an indispensable management tool for orientation, training, and best practices.
- Kingsley Associates, the nation's leading real estate benchmarking firm, ranked Dara's property management teams in the top two percentile for customer satisfaction, with scores that outperformed the tenant perception benchmark year after year. The firm's tenant retention rate averaged more than 80 percent, one of the highest in the industry.
- Dara produced and implemented award-winning emergency planning and disaster preparedness programs, including comprehensive business continuity plans and detailed guidance for every contingency from pandemic preparedness to active shooter response to terrorism and criminal activity.
- While at Cousins, Dara's properties received 74 TOBY (The Office Building of the Year) Awards, nine LEED certifications, numerous ENERGY STAR awards, and the 2011 NAREIT Leader in the Light Innovator Award.
- In response to Atlanta's water use crisis in one recent year, Dara's task force recruited tenants in a voluntary effort to curtail unneeded weekend water and electricity use, a practice that continues to this day, yielding substantial savings in utility expenses year after year.

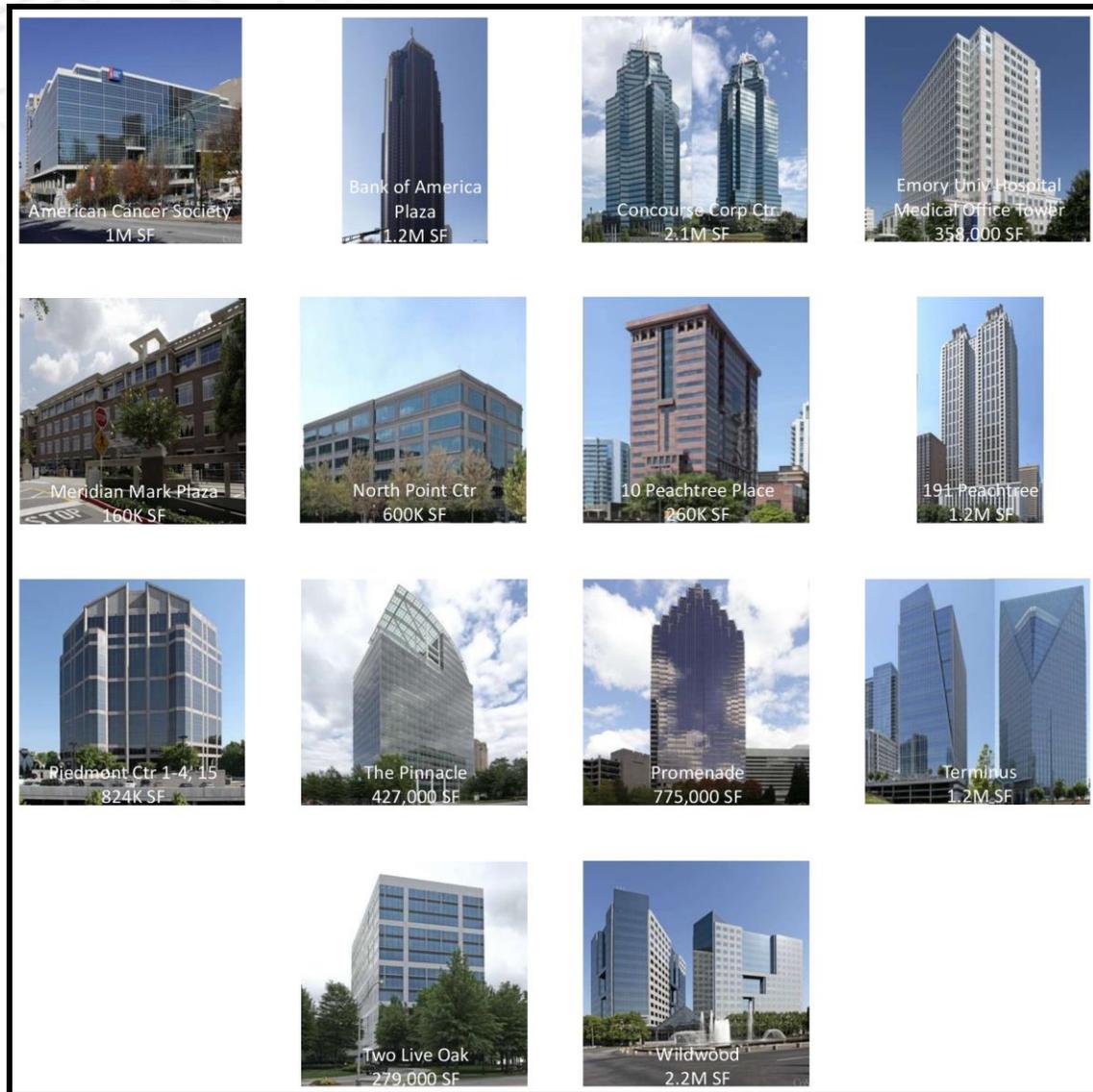
### PROFESSIONAL HONORS AND AWARDS

- BOMA George F. Richardson Award
- BOMA Clontz Award
- BOMA Membership Chair of the Year
- *The Cousins Way* Award

## MEMBERSHIPS AND APPOINTMENTS

- Past President and Board member of Building Owners & Managers Association
- Vice President, BOMA Regional Conference
- Presidential appointment: BOMA International Strategic Long-Range Planning Committee for two years
- Committee member, Spruill Art Center Preservation
- Committee member, Angel Flight

## REPRESENTATIVE PROPERTIES MANAGED



## **JACK RECTOR**

*Principal - Construction Mgt, Development and Sustainability Services*

### **ATLANTA COMMERCIAL ROLE**

Jack Rector manages Atlanta Commercial's construction management, project management, development services and sustainability platforms.

With over 35 years experience Jack has seen tremendous change in the Commercial Real Estate industry. His experience in the development and construction arenas has forged an individual with a diverse background which enables him to fill many roles. This tenure, as well as the companies for which he has worked for, all have contributed to Jack being respected for his technical and managerial skills and, just as importantly, the honesty and integrity with which he conducts business.



Jack is recognized for being an experienced and accurate construction estimator for both ground up and tenant construction. He has successfully managed all types of commercial real estate development, re-development, and construction types, including commercial office, medical, industrial, retail, mixed-used, hospitality, high-rise residential, and interiors. Jack utilizes a web-based project management system that provides clients with 24/7 access to their project information.

### **PROFESSIONAL ACCOMPLISHMENTS**

- In his career, Jack has managed over 4,000,000 SF of commercial ground up developments. He has overseen individual construction budgets that aggregate over \$45 million. His commercial interiors experience encompasses over 40 million square feet. He has managed projects all over the southeastern and mid-Atlantic states. Jack has established, developed, and successfully managed construction management divisions for companies three times in his career.
- As Vice President, Construction and Development for Colonial Properties, Inc. Commercial Office Division, Jack built the department to the point at which it managed over \$80 million per year in new development work and \$35 million in commercial interior work.
- Jack developed a LEED program for Colonial which produced two SILVER and one GOLD Certified LEED projects. He has since been involved with a number of projects pursuing LEED programs.
- Jack managed the development of a four-story, 110,000 SF project for Northrop Grumman in Huntsville, AL, which received the American Building Council's Excellence in Construction Award for the State of Alabama.
- From 2001 to 2006 and 2011 to 2012, Jack successfully founded and ran his own private consulting business focused on providing construction and program management services for a variety of private clients.

### **EDUCATION AND CERTIFICATIONS**

Kennesaw State University, B.B.A  
Georgia Military College, A.B.A  
LEED® Accredited Professional  
NASCLA Accredited  
General Contractor

### **AFFILIATIONS**

U.S. Green Building Council, Atlanta, GA  
Construction Management Association of America  
National Association of Industrial and Office Properties



REPRESENTATIVE CONSTRUCTION PROJECTS:



## WHY ACPS?

We deliver results that other real estate firms cannot, and the foundation of that difference lies in both our corporate structure and in our methods:

- Our senior staff is close to the ground and close to the client. We can communicate and pursue the owner's objectives without filtering them through a multi-layered chain of command.
- With a leadership team that averages more than 25 years' experience in leasing, managing, building, and selling Atlanta's commercial properties, we have seen nearly every ownership pitfall and problem, and we know how to resolve them.
- Nobody knows the Atlanta markets and their key players better than we do. Our relationships with brokers, tenants and vendors run deep and long.
- The client's line of communication is with a principal of our firm, and that is the person who runs with the project at hand until it is executed.

Please take a look at our record. It reflects our passion for the business and our determination to deliver.