

## GENERAL COMPANY INFORMATION

Name	The Beck Group
Headquarters	1700 Pacific Avenue, Suite 3800, Dallas, Texas 75201-4619 214-965-1100
Architecture Office	7001 Preston Road, Suite 450, Dallas, Texas 75202 214-522-8494
Web Page	<a href="http://www.beckgroup.com">www.beckgroup.com</a>
Years in Business	89
Year 2000 Volume	\$980,000,000
Number of Employees	710
Other Offices	Atlanta, Austin, Denver, Houston, Los Angeles, Mexico City, Orlando, Phoenix, San Antonio, San Francisco and Tampa



## Company Commitment

The following principles describe the foundation of our culture. They are statements that lead and motivate us to be the best we can be, and thereby ensure our customers receive the best value in cost, schedule and quality.

## Mission

*Revolutionize our industry . . . create the future!*

## Vision

*An environment where extraordinary demand for Beck's superior products, services and innovative solutions will result in unique and rewarding experiences for our customers and our people.*

## Managing Directors

Henry C. Beck III C.  
Jerry D. Cooper  
Rick del Monte  
Charles S. Ellison  
Paul A. Johnson  
Pat P. Priest  
Frank N. Spears

Ronald Capps  
Kip E. Daniel  
Chuck F. Scallorn  
James A. Gettman  
Arthur P. Perkins  
Charles P. Shelby  
Lawrence A. Wilson

## Philosophy

Many companies seek projects. Beck's objective is to seek long-term relationships with our customers. This impacts the way we think, the way we are organized and the way we work.

Kimberly Ennett  
Project Manager



"I would like to recommend your company for the outstanding work performed by your team at the Austin-Bergstrom International Airport. The project was completed on time and after value engineering, within the budget."

Foremost, it means that we take on the customer's perspective -- *we share your concerns and objectives*. We assume ownership and accountability for our work, with success measured against stated goals and objectives. This accounts for our high repeat customer list (almost 90% of our volume last year).


We strive to overcome industry inefficiencies in order to develop a faster building process, as demanded by our customer's time to market needs. In doing so, we continue to look at the way we do business and look for opportunities to provide new services. Beck offers one complete real estate solution – from site location and financing to design and construction.



## Services Provided

Design/Architecture  
Project Management  
Pre-construction Services  
Design/Build  
Real Estate Development/Financing  
Site Selection  
Out-Sourcing of Facilities Construction  
General Contracting  
Construction Management  
Interior Construction  
General Renovation

## Summary of Services



**Southwestern Bell**  
Nancy Lowrance  
Director – Local Service Center

"Your expertise, professionalism, and commitment to meeting your customer's needs was paramount."

**By redefining and re-bundling traditional services, Beck delivers a service or an entire project - acquisition, financing and approvals, planning, programming, design, construction, procurement and commissioning.** You gain confidence knowing we are one team, integrating our services and our decisions to add value for your project. On any project, a team can be created to exactly meet the needs of the client and the project conditions.

The advantages of a fully integrated team include:

- A **better understanding** of the client's major concerns, all the way through the project.
- A **single point of contact** for all issues.
- **Accurate pricing** information sooner in the process.
- **Improved coordination and communication** between the design and construction teams.
- Maximum **ability to solve delays and cost problems**, such as long-lead items.
- A **reduction in time** of the entire design/construction process.
- A **higher quality product**, delivering more value to the client.

The totally integrated approach offers the ultimate coordination of skills and information to provide maximum efficiency of project delivery to the client.

## Financial Structuring/Consulting

Beck will focus on structuring issues designed to benefit corporate clients in their decisions to own, lease, and/or finance. We utilize our broad financial expertise and in-depth knowledge of capital markets to determine the most favorable financial options to our customer. This service has two primary functions – (i) to find debt and equity sources for specific projects that Beck builds and (ii) to provide real estate services (underwriting, lease review, etc.) that have traditionally been provided by developers and brokers. This approach adds value by delivering flexibility, by considering tax and accounting implications, and by structuring the control and ownership of each asset consistent with acceptable practices for the customer.

## Real Estate Development Services

Beck offers complete real estate development services providing a broad range of creative solutions for our clientele. Historically, these services have been focused on providing site acquisition and development management for build-to-suit office and industrial properties, and financing and refinancing for client operating leases. Beck customizes the services to the client's specific needs; however, the following are typical services offered:

Robert Hayden  
Senior Vice President  
Facilities 

"We want to thank you for your responsiveness to our quest for implementing Total Quality Management on the project. Your enthusiasm will be contagious throughout the industry."

### Development

- Site Selection/Acquisition
- Obtain Zoning, Annexation, Etc.
- Negotiate Tax Incentives
- Engage/Coordinate Consultants
- Obtain Permits
- Control All Due Diligence
- Control and Monitor Costs
- Project Management

### Financing

- Structure Transaction
- Consult with Accountants, Auditors
- Provide Lender(s)
- Provide Required Equity
- Coordinate Lender Due Diligence
- Provide Documentation Expertise

## Design Services

Working with a focus on design excellence, Beck Architecture has created award winning and highly recognized designs for project types ranging from retail and office to civic and institutional work. Through the use of technology, including project-specific web pages, we have successfully completed projects in diverse locations nationally. Beck Architecture is registered to provide services as architect-of-record in 37 states and currently has over 60 architects on staff. We offer a full range of design services including:

- Programming
- Master Planning
- Schematic Design
- Design/Development
- Design/Build Team Approach
- Construction Administration
- Interior Design Services
- Computer Modeling and Animation

## Construction Management and Construction Services

Roger Scott  
Manager of Design  
& Construction Southwest



"Making it happen took a great deal of teamwork and a contractor who didn't know the meaning of the word "no." What impressed me the most was the on-going flexibility to address the many changes generated by IBM's numerous realignments."

Beck's reputation for quality construction projects is unsurpassed, as a Construction Manager or a General Contractor. We know the construction process can only be successful if the process is a well-orchestrated series of events. During the construction phase, we will direct all of the construction activities by first planning, and then executing the plan. Our 89-year history also allows us to take advantage of our great subcontractor relationships.

Our job doesn't end after construction. We provide a wide range of post-construction services from facilities training to our unique 11-month walk-through.

Beck performs an 11-month walk-through on every construction project completed. The Beck project manager comes back to your facility 11 months after construction is completed. He will walk the site with you to go over anything you are concerned about or any warranty items that need to be addressed before they expire. Should any items need attention, the project manager will coordinate the work before the warranties expire. We are dedicated to exceeding your expectations.



## Clients

The following is a list of Beck's repeat customers. The clients with \*\* indicate five or more projects for that client.

- Allstate Insurance
- American Airlines \*\*
- Ameritech
- Aon Risk Services
- AT&T \*\*
- Baylor Health System \*\*
- BELO
- Bristol Hotels
- Capitol Chevrolet
- Central & Southwest Services
- ChoiceCom
- Cigna Healthcare
- Cinemark USA \*\*
- City of Dallas Parks and Recreation
- City of Keller
- Coca Cola \*\*
- Computer Sciences Corporation \*\*
- Cooper & Stebbins \*\*
- Corporate Property Investors
- Crate & Barrel \*\*
- Crescent Resources
- Criswell Development Co.
- D/FW Airport \*\*
- Dallas County Community College District
- Dallas County Hospitals
- Dallas Zoological Society
- Delta Airlines
- Equifax Insurance
- Farmers Insurance Group
- Federated Department Stores \*\*
- Fellowship Church
- Fidelity Investments \*\*
- Frito-Lay
- Fujitsu \*\*
- Georgia Power \*\*
- GTE \*\*
- Gulf States Theaters \*\*
- Harris Methodist Health System \*\*
- Harwood Pacific \*\*
- Hillsborough County Schools
- Homart Development
- Horizon Healthcare Corp. \*\*
- Hospital Authority of Houston \*\*
- Hughes & Luce
- Hyatt Hotel Corp. \*\*

- IBM Corporation \*\*
- ICG Telecom
- Interlocken, Ltd.
- JCPenney Company \*\*
- Kaiser Permanente
- Lenox Park Development \*\*
- Lockheed Martin \*\*
- Macon-Bibb County \*\*
- Maguire Thomas Partners \*\*
- Malibu Entertainment
- MBNA
- MCI \*\*
- Merrill Lynch
- Mida Group, The
- Mills Corporation, The
- Neiman Marcus
- Nextel Communications
- North Star Mall
- Northpark Mall / Nasher Corp. \*\*
- Pacific Design Center
- Piedmont Associates
- Prentiss Properties \*\*
- Progressive
- Ritz Carlton \*\*
- Rosewood Properties
- Rouse
- Southland Corporation
- Southwestern Bell \*\*
- Tech Data Corporation \*\*
- TeleTech Teleservices \*\*
- Texas Instruments
- Texas Scottish Rite Hospital \*\*
- Trammell Crow \*\*
- TU Electric
- University Community Hospital
- USAA \*\*
- USF&G
- Vantage Companies
- Warner Center Properties
- Zale Lipshy \*\*