

Vision. Integrity. Action. It's the way we do things.

If necessity is the mother of invention, ingenuity is most certainly the father. No one knows this better than Marvin Pomerantz, Chairman and CEO of Mid-America Group. With his unique brand of visionary pioneer spirit, he created a multi-dimensional company that has become the region's premier authority for commercial, residential and industrial real estate development and property management.

In 1961, Pomerantz founded the Great Plains Bag Corporation. When other businesses showed interest in Great Plains' newly developed storage space, the group leased its warehouse to a long-term tenant and built another. This cycle continued, and its premise—to construct a building suitable for a variety of uses, fill it, then lease it and build again—led to the formation of Mid-America Development Company in 1972.

In the mid-1970s, Mid-America Development Company expanded its role, undertaking joint ventures on build-to-suit projects. In addition to the industrial development of warehouse and production space, the group became a regional authority on commercial office space development. Pomerantz refused to think small; he was constantly determined to remain on the leading edge of technological and economic advances.

The hallmark of Marvin's business philosophy is evident in Regency West, West Des Moines' first integrated office park. Erected in the 1980s when the surrounding area was fallow field, Regency West was, and continues to be, a bellwether for commercial development. Still locally owned, the office park was the first of its kind in many ways, from its dynamic, friendly architecture and second-to-none property management to its state-of-the-art integrated telephone technology.

Leading by Example

As Pomerantz continued to expand Mid-America Group's capabilities, he also made a point of strengthening local ties. Firm believers in the importance of family, education and community, Marvin and his group have partnered with local community members and organizations in a variety of philanthropic endeavors. In 2001, Pomerantz was presented the Horatio Alger Award, a national honor reserved for a handful of outstanding Americans who demonstrate a strong commitment to assisting those less fortunate than themselves and a loyalty and devotion to American ideals and the free enterprise system.

Future Forward

Consistent greatness demands innovation; innovation demands change. Through the years, Marvin Pomerantz has kept Mid-America Group at the front of the pack through foresight, adaptation and good old-fashioned elbow grease. In February of this year, he made yet another move to ensure that his company will continue charting the course for years to come. He hired Teresa Wahlert as President and Chief Operating Officer of Mid-America Group. Wahlert, formerly President and CEO of the Greater Des Moines Partnership, oversees the entire Mid-America Group management staff and has already proven herself an enormous asset to the team. "I look forward to positioning the company for future growth and opportunity," says Wahlert. "Marvin has done nothing short of an astounding job establishing Mid-America as the leader—in the real estate business and in the community. He is now challenging my team and me to go farther, run faster and fly higher. We welcome that challenge."

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Coldwell Banker Mid-America Group, REALTORS

Now in its second century in real estate, Coldwell Banker has become the premier residential real estate organization in North America. With more than 3,500 residential and commercial offices and over 105,000 sales associates worldwide, Coldwell Banker was founded on a commitment to professionalism and customer service—attributes that align perfectly with our Mid-America Group philosophy.

As the Des Moines metro's second largest real estate company, we at Coldwell Banker Mid-America Group, REALTORS are constantly exploring new and innovative ways to serve you beyond your expectations. We listen to your needs from start to finish and provide the best service, support and resources in the industry. Our ConciergeSM program goes above and beyond the traditional real estate experience, attending to big-picture details like utility hookups, moving van rental and plumber recommendations before, during and after the sale. This personalized approach to customer satisfaction sets us apart in the real estate market and helps build long-lasting relationships with our customers.

Coldwell Banker Mid-America Group, REALTORS is a local company with national connections—the quintessential best of both worlds. Because we're an Iowa-owned and operated affiliate, the economic impact of our business stays local. As a member of the Coldwell Banker family, our four full-service offices with over 225 full-time sales associates are globally connected to the number one real estate company in the country. As a group, we have been repeatedly recognized nationally, having been named 13 times to the prestigious Coldwell Banker Chairman's Circle.

Inset: Coldwell Banker Mid-America Group, REALTORS

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- Coldwell Banker Mid-America Group, REALTORS is the area's principal broker for cendant mobility, the largest provider of corporate relocation services in the nation. Cendant Mobility assists over one hundred and thirty thousand transferring employees annually, represented by cross-border activity in over one hundred and forty countries.
- Coldwell Banker is the number one real estate company in the U.S based on volume and number of transactions.
- Coldwell Banker is the world leader in the luxury home sale market with more than 50 percent of the market share nation wide.
- J.D. Power and Associates has just ranked Coldwell Banker as having both the "Highest Overall Satisfaction for First Time Home Buyers and Sellers Among National Full Service Real Estate Firms."

Grubb & Ellis | Mid-America Pacific

In 1999, the Des Moines office of Grubb & Ellis | Pacific Realty merged with Mid-America Commercial Real Estate, part of Mid-America Group. This new partnership quickly became one of the region's most active full-service commercial real estate organizations.

Through the global strategic alliances of Grubb & Ellis, our select local team of real estate professionals has access to the collective resources of more than 8,000 colleagues in 200 offices and 31 countries, making us a partner in one of the world's leading providers of integrated real estate services.

These extraordinary connections allow us to provide unparalleled market coverage. From retail spaces to office parks, we offer an extensive portfolio of property solutions in combination with custom-tailored strategies, which maximize our clients' real estate opportunities.

Looking ahead, next year's commercial real estate market is expected to be dynamic. Many premier retailers and restaurants are demonstrating unprecedented interest in our local market, while the financial service industry continues to expand its Des Moines area presence. We at Grubb & Ellis | Mid-America Pacific look forward to helping our clients position themselves to take advantage of what the future has in store.

Inset: Grubb & Ellis | Mid-America Pacific

- Our full-service team approach includes brokerage services, leasing, property acquisition, property disposition, real estate tax consulting, mortgage services, market research, tenant representation, property and facilities management services and site searches covering every property type including office, industrial, retail, multi-family and investments.
- Collective resources of more than 8,000 colleagues in 200 offices and 31 countries, making Grubb & Ellis | Mid-America Pacific a partner in one of the world's leading providers of integrated real estate services.
- Our development management services team provides architectural, engineering, master planning, construction management and financing services
- Management Services delivers integrated property, facility, and asset management, project/construction management, and lease administration services
- Our select local team of real estate professionals lead the market with a superior mix of experience, expertise and ambition. No matter what your need—office, industrial, retail, multiple family, or investment—we have the people to handle it for you.

We Set the Standard.

When I recently joined Mid-America Group as President and Chief Operating Officer, it was with great pleasure and anticipation to join a team that has truly set the standard for expecting the best. Over the last three decades, Marvin Pomerantz has created a company that has achieved excellence in many arenas—distinctive properties, solid management teams, productive partnerships and a legacy of outstanding service.

Because of Marvin's vision, Mid-America Group has consistently been on the leading edge of innovation, boasting firsts in the areas of residential and commercial development, property management and industrial space development.

As important as these advances are, the significance of Mid-America Group is not expressed solely by its financial strength or its technological prowess. The true measure of the Group's legacy is its extraordinary relationship with the community. As a firm believer in Marvin's philosophy that strong local involvement is the cornerstone of a healthy business, I will continue to foster our current partnerships and break ground on future alliances.

As my management team and I look forward to continuing Mid-America Group's role as leaders in vision, integrity and action, we invite you to get to know us. We're excited about the future and about more great things to come.

| (Signature)

Teresa A. Wahlert