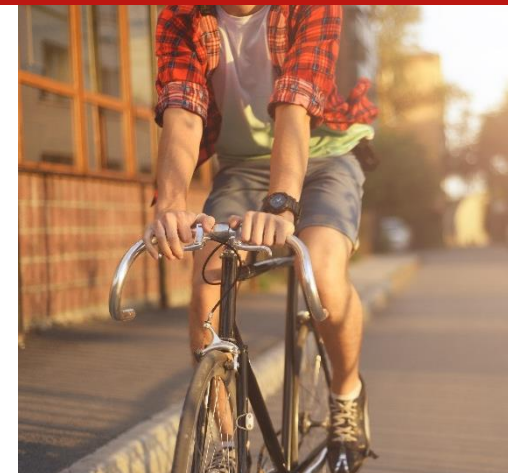







Introduction – Diverse Perspectives on Mobility



Business Trends and Perspectives on Transportation and Mobility



Company	Est. # of Employees	Location Decision	Transportation Comments
	3,300 in the State of Colorado	Mile High Stadium	<ul style="list-style-type: none">• Labor, efficiency and aging building were primary decision drivers• Revenue for unused parking at Mile High factored into the decision• New parking structure will be built• Parking to accommodate up to 500 spaces
	600+ in Colorado	Village Center Station 6340 S. Fiddlers Green	<ul style="list-style-type: none">• Formulaic approach to parking decisions<ul style="list-style-type: none">• 3.5: 1,000 Built (917 spaces)• 4.5: 1,000 parking required• 6% of current employees are Millennials• 20% of parking is slack• Financing variability with reduced parking• Proximity to Arapahoe at Village Center Station• Premium land pricing offset by transit alternatives
	1,500 total employees, approximately 300 in Denver	Z Block (1800 Wazee) in Lower Downtown	<ul style="list-style-type: none">• Millennial recruitment and retention• Access to public transportation, amenities and central location was a prime decision driver



Business Trends and Perspectives on Transportation and Mobility



Company	Est. # of Employees	Location Decision	Transportation Comments
Undisclosed Technology Company	Several hundred local employees	Multiple: I-25 & Dry Creek and Lower Downtown locations	<ul style="list-style-type: none">• A large number of customer contact employees necessitated higher density occupancy• Back-office locations off-transportation sites, 7:1,000 parking ratio• Younger generation workforce all own automobiles• Second location with executive presence required covered parking at much lower ratios• Third location downtown are engineers who all commute via Light Rail, RTD Mall Shuttle, and transportation systems, no need for parking.
BARTLIT BECK		Union Station	<ul style="list-style-type: none">• Relocation in Lower Downtown to the Union Station development meant immediate access to transportation hub and amenities• Recruitment of Millennial generation attorneys necessitates a cool and hip new environment• Client list includes Blue Chip companies and emerging firms and technology companies, therefore a cool environment was important ease of transportation

Business Trends and Perspectives on Transportation and Mobility



Company	Est. # of Employees	Location Decision	Transportation Comments
	400+ across Colorado, 1000+ in Denver	Downtown Denver 1225 17th Street	<ul style="list-style-type: none">• Potential Local HQ relocation in 2017/2018• Central location to serve all metro area employees• Modernizing the workspace for work-life balance and technological enhancements• Transportation decisions were formerly mostly automobile-driven alternatives, now embarking on commuting alternatives and downtown residents• Satellite office brewing in the Southeast
	1,400+	Downtown Denver 1670 Broadway	<ul style="list-style-type: none">• Renovation of the building and the regional HQ offices• Considered relocation to Gates at Broadway

Business Trends and Perspectives on Transportation and Mobility



Other Examples

Transamerica

Liberty Global

Oppenheimer

ViaWest

Zayo

Rally Software

KPMG

Deloitte

PWC

Bartlit Beck

Hogan Lovells

Husch Blackwell

1801 California

Molson Coors

Towers Watson

Factors that drive location decisions

- Age of workforce
- Commute times
- Urban vs. Suburban location(s)
- Satellite Office necessity
- Work-at home influences
- Densification and utilization of space
- Labor availability
 - Denver vs. Boulder
 - Southeast suburban vs. Denver



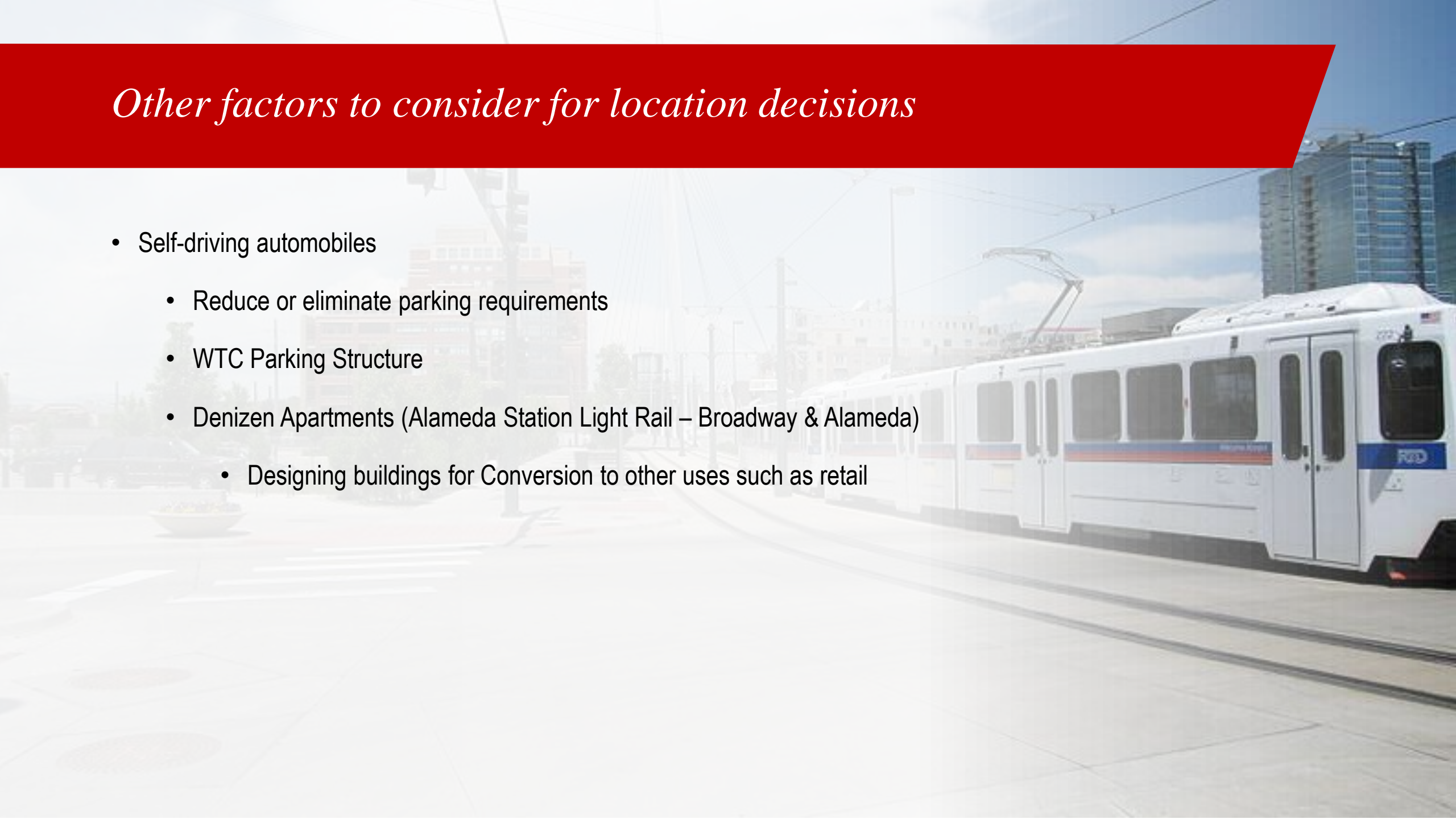
Risk factors affecting Denver growth

- Cost of Housing
- Transportation suffocation
- Alienation of suburbs



Other factors to consider for location decisions

- Self-driving automobiles
 - Reduce or eliminate parking requirements
 - WTC Parking Structure
 - Denizen Apartments (Alameda Station Light Rail – Broadway & Alameda)
 - Designing buildings for Conversion to other uses such as retail



Thank you!



Patrick Bolick

Senior Vice President, Tenant Representation

Current responsibilities

Patrick Bolick focuses on strategic real estate planning and implementation for corporate and public entities, providing site selection, financial analysis and lease negotiations for his clients.

Experience

Patrick has 17 years of experience in commercial real estate, including 10 with The Staubach Company, prior to joining JLL in the 2008 merger.

Education and affiliations

Patrick received his Bachelor of Science degree in Business Administration from James Madison University in Harrisonburg, Virginia. He is a member of the Denver Metro Commercial Association of REALTORS® and the Downtown Denver Partnership. He is actively involved with the Cystic Fibrosis Foundation, Brokers Benefiting Kids, the Colorado Uplift and the Rocky Mountain Children's Law Center.



Eric Carlbom

Senior Vice President, Tenant Representation

Current responsibilities

Eric Carlbom's responsibility is providing public and private sector users of real estate with expert tenant leasing representation, disposition, acquisition and real estate consulting services.

Experience

Eric has 14 years of experience in commercial real estate, including six with The Staubach Company, prior to joining JLL in the 2008 merger. Eric has led numerous high profile transactions locally and around the country but places equal importance on smaller assignments.

Education and affiliations

Eric is a graduate of the Leeds School of Business at the University of Colorado at Boulder. He received his Bachelor of Science in Business Administration with an emphasis in Finance and completed the real estate certificate program. He is a member of the Denver Metro Commercial Association of REALTORS® and NAIOP. He has been actively involved in various charitable organizations including Sweat Equity, I Have a Dream Foundation of Boulder County and Brokers Benefiting Kids.



Kurt Liss

Vice President, Tenant Representation

Current responsibilities

Kurt Liss' expertise and focus is transaction management and strategic portfolio optimization for national and global corporate accounts.

Experience

Kurt has 14 years of experience in commercial real estate, specializing in corporate account representation.

Education and affiliations

Kurt received a Bachelor of Science degree from the University of Colorado. He actively participates in CoreNet Global events and is working towards his MCR professional designation. Kurt supports the Children's Diabetes Foundation and JDRF.

