

FOR URBAN



Granite

2020 | VOL 3



Flour·ish

verb

1. (of a person, animal, or other living organism) grow or develop in a healthy or vigorous way, especially as the result of a particularly favorable environment.

4

Michael Dardick:
Experience First

6

A Perfect Union:
Midtown Union, Atlanta

8

Strategic Planned Developments
and Recent Acquisitions

10

Sheryl Troiani Joins
Granite Executive Team

12

The New Granite
Brand Experience

14

evolve
Flexible Workspaces

20

Reliving 20 Years
At Granite Park

24

Greg Fuller: A Culture Based
on Collaboration and Trust

28

Great Progress
at Gulch Union

29

Survey Says

30

Leading the Way

32

Ready, Set, Innovate

"We're here because we are in the people business. Real estate just happens to be the platform we use to impact people." –Michael Dardick, Founding Partner and CEO Granite Properties

Granite

Inspiring people to flourish through the places we create.

2020 | VOL 3
graniteflourish.com

Cover Image: Midtown Union, Atlanta



Experience First

THIS YEAR, we continued to work towards our vision of putting our customers and their experiences front and center. With unemployment at low single digits and technology making it very easy to work from almost anywhere, employers must create a compelling workplace experience.

People no longer need to come to the office JUST to work. They now come to the office to collaborate, be productive, and enjoy a sense of community. Granite has prioritized this customer-centric approach by putting humanity back in the day and creating conveniences that improve daily life. Our service teams view every experience from the lens of the customer - design, services, space, amenities and location. Our investment strategy focuses on markets and submarkets that are highly amenitized, walkable, convenient and accessible to the skilled workforce.

TRANSACTIONS

Acquired an 824,632 SF, Class A three-building office complex in the heart of the Energy Corridor in West Houston.

Acquired a 319,000 SF, Class A, LEED Gold Certified office building in the Denver Tech Center of the Southeast suburban market.

Acquired a Phase II site for a 270,000 SF office building in the Fiddlers Green market of suburban Denver adjacent to an existing building we own.

Sold a 254,435 SF, Class A two-building office complex in Atlanta.

DEVELOPMENTS

Together with MetLife Investment Management, Granite began construction of a 28-story, 610,000 SF, Class AA office building in Midtown Atlanta. Full article on page 6.

Secured final entitlements for a 460,000 SF mixed-use project in Cambridge, MA including a 410,000 sf Class AA office building and 48 apartments with ground floor retail.

Secured final entitlements for a 660,000 SF, Class AA office tower in Uptown Dallas including a ½ acre park and 3-4 restaurants.

Continued development of a 20-story, 329,000 SF, Class AA mixed-use office project in The Gulch in Nashville, TN, with Endeavor.

BEST WORKPLACE

Great Place to Work and Fortune Magazine recognized Granite as one of the Best Workplaces in the country for the 8th year in a row.

To this end, in 2019, we made surveying our customers a regular feedback loop using mobile technology AND included everyone in the building, not just customer contacts. This has created a real-time, rich source of information and ideas to enhance our customers' experience.

Our TogetherWeConnect™ program was originally conceived to create connected communities at work through two major community involvement events at each property. Last year, we transformed the program into an all-encompassing platform utilizing programs and events to enable our customers to create meaningful connections in the workplace, give back to the community and improve their overall wellness.

We are introducing **evolve** to offer flexibility and options to leasing space in our buildings. **evolve** is a collection of on-demand, cost effective and flexible workspaces available for short-term leases. **evolve** is specifically designed for those looking for private offices with less monthly overhead for services. It includes furnished offices, common space, WiFi, and a community manager. See the full article on page 14.

In line with our customer-centric vision, we are working on several large mixed-use developments located in popular, highly-amenitized, and walkable neighborhoods in Boston, Nashville, Dallas, Atlanta and Houston. Our view is that our customers prefer mixed-use environments providing conveniences, broad amenity offerings, and rich pedestrian experiences.

Several of these people-centric projects are being developed through collaborations with other office, retail, residential and hotel developers, as well as with partners, who are an important part of our vision.

Team Granite is very excited about the "roaring '20's" and the evolution of moving office toward a more human-centered place, helping people to flourish in their daily lives. We couldn't be who we are or accomplish our goals without all of you. We look forward to serving and/or partnering with you in the new decade!



MICHAEL DARDICK

Founding Partner and CEO Granite Properties



MIDTOWN UNION TEAM

Owners: MetLife Investment Management and Granite Properties, *Office and Master Development Partner:* Granite Properties, *Hotel Developer:* Stormont Hospitality Group and The Allen Morris Company, *Residential Developer:* StreetLights Residential, *Architect:* Cooper Carry, *Contractor:* Brasfield & Gorrie, *Office Anchor Customer:* Invesco, *Office and Retail Leasing:* JLL

A Perfect Union

GRANITE and partner MetLife Investment Management are developing Midtown Union, a major mixed-use development in Midtown Atlanta, which will also serve as Invesco's future global headquarters. Invesco will occupy 50 percent of the office tower and add 500 jobs to the Atlanta economy. Midtown Union will be a standout in the Midtown skyline utilizing the highest quality in every respect – design, construction and amenities based on customer feedback across our markets.

Midtown Union offers access to four different major roadways, including two which have direct access to I-75/85. The project is in the most walkable and amenity-laden submarket in Atlanta, steps away from Whole Foods Market, numerous restaurants and high-end retail shopping. The Midtown submarket also enjoys a highly educated workforce and proximity to Georgia Tech, Emory University Hospital Midtown and Savannah College of Art and Design (SCAD).



CLASS AA OFFICE BUILDING

610,000 SF, 28 Stories



MODERN RESIDENTIAL TOWER

18 Stories, 354 Units



BOUTIQUE LIFESTYLE HOTEL

12 Stories, 200 Key



RETAIL

30,000 SF Extending Arts Center Way



PARKING DECK

635,000 SF, 1,900 Spaces, 8 Levels

With the extension of Arts Center Way through the development, Midtown Union will contribute to the local community by providing a new, pedestrian-friendly retail destination with shops, restaurants and green space for all to enjoy.

“Our vision is to create a project that is people-centric and provides an innovative, energetic and productive environment for people to work, live, shop, dine and relax. Midtown Union will also be a place for people to connect – whether it’s within the mix of uses and amenities provided on-site, with the Arts, considering our close proximity to the Woodruff Arts Center, or with Marta located across the street,” said John Robbins, Senior Managing Director, Atlanta, Granite Properties. “We’re also excited to be partnering with MetLife Investment Management again. We’ve enjoyed a very successful partnership with MetLife over the years and this will be our sixth project together encompassing three cities,” he added.

“The Midtown Union development is a fantastic endorsement of Georgia’s pro-business environment and Atlanta’s continued commitment to attracting private sector investment to grow our local and state economies. Invesco, MetLife Investment Management and Granite Properties have formed a formidable partnership that will benefit the local Midtown community and the entire state of Georgia,” said Governor Brian P. Kemp.

The official groundbreaking ceremony of Midtown Union was held on December 9, 2019, and the project is slated for completion in summer 2022.

Strategic Planned Developments



Granite Park Six

PLANO, TEXAS

420,000 RSF, 18 Stories

- Class AA office building
- Located in Granite Park featuring numerous shops and restaurants including "The Boardwalk"
- Designed by BOKA Powell, interiors by HKS Architects



Two-story
Lobby



Market
Café



Fitness
Center



Customer Lounge
with Golf Simulator



Three
Conference
Rooms



Lecture Hall
with Stadium
Seating



Attached
Covered Parking
Garage



Fifth Floor
Amenity Deck
w/ Outdoor Spaces



23Springs

DALLAS, TEXAS

625,000 RSF, 26 Stories

- Class AA office building
- Redevelopment of Cedar Maple Plaza
- Located in the heart of Uptown
- Designed by GFF



Modern
Lobby



High End
Fitness Center



Customer Lounge
with Balcony



Half Acre
Street Level Park



Corner of Cedar
Springs and
Maple Ave.



17,000 SF
of Restaurants
On-site



6 Level
Underground
Parking



Indoor/ Outdoor
Conference
Center

Recent Acquisitions



Eldridge

HOUSTON, TEXAS

824,632 RSF, 3 Buildings

- Class A office complex
- Extensive capital improvements for fitness center, café and conference center
- New first floor Amenity Center



New Lobby



New Fitness Center



Mechanical Upgrades



New Café



New Conference Center



Direct Access to Interstate-10



New Outdoor Courtyard Space



@ Memorial Drive and North Eldridge Parkway



Regency Plaza

DENVER, COLORADO

319,000 RSF, 15 Stories

- Class A office building, LEED Gold Certified
- All new fitness center, locker rooms and café with extensive renovations to lobby, outdoor plaza, conference room and multi-tenant corridors.



Undergoing Upgrades



Easy Access to I-25 & I-225



New Café



New Outdoor Plaza



New Fitness Center with Locker Rooms



New Conference Room



360° Views of Mountains & Downtown



Adjacent to Hyatt Regency Hotel

Sheryl Troiani Joins Granite Executive Team

GRANITE'S SENIOR DIRECTOR OF ACCOUNTING Sheryl Troiani, CPA, was promoted to the newly created role of Chief Administrative Officer effective January 1, 2020. She is now a member of Granite's Executive Committee. This change in the organizational structure positions Granite for continued growth and evolution as a thriving, adapting real estate firm.

Sheryl joined Granite as the Controller in 1993. As Granite grew, she started several departments at the company including the accounting, human resources, and IT departments. She also led large-scale projects, including a multi-year, cross-company assignment to upgrade building safety and security for Granite's entire portfolio. Sheryl will continue to oversee all aspects of accounting, treasury and risk management. In addition, she will add new cross-group responsibilities to ensure processes, procedures and inter- and intra-departmental coordination are in place. She will initially focus on the Construction Management, HR, IT, Leasing, Marketing and Property Experience Groups.

"I've been fortunate to work at a company that included me in the development and business side from the start, which makes me not your typical accountant. On a personal note, I go to work every day with really great people who are great at their jobs and you can't ask for more."

SHERYL TROIANI

Chief Administrative Officer

"Sheryl has been with Granite for over 27 years and has contributed greatly to our success. She formed several departments at our firm and is a respected and sought-out leader in the organization. As we continue to evolve and grow our existing markets, enter new markets, and increase the number of projects we're working on, Sheryl will direct the appropriate resources and structure to help us succeed in the long term." Michael Dardick, Founding Partner & CEO

"There's nobody at Granite that understands our company better from an internal perspective than Sheryl. She has deep knowledge of what each group does and how they are related and she will help us streamline our work. I'm looking forward to working together with Sheryl to improve our business and elevate our customers' experience." Greg Fuller, President & COO

Sheryl is a certified public accountant and received her BBA in Accounting from Baylor University – Hankamer School of Business. She lives with her husband, Lane, in Dallas and has two sons. Her oldest son, Brooks, has a master's degree from the University of Texas at Austin and is a Business Development Manager at Ballast Research in Washington, DC. Her youngest son, Blake, graduated from Gordon College and is a Market Analyst at Holt Lunsford Commercial in Dallas. Sheryl has loved being involved in both of her son's educations, and she and her husband served as board members of the Westmont College Parents Council from 2009 to 2013. They continue to support all of their son's schools, including Trinity Christian Academy in Addison and Gordon College in Boston.

SHERYL TROIANI'S MEMBERSHIPS & AWARDS

Member of Commercial Real Estate Women of Dallas (CREW Dallas)

Board member and past president of National Association of Real Estate Companies (NAREC)

Recipient of the inaugural Great Place to Work For All Leadership Award in 2018

2018 Recipient of Granite's Living the Purpose Award

GRANITE'S EXECUTIVE COMMITTEE

Bill Brown, Chief Investment Officer

Michael Dardick, Founding Partner & CEO

Greg Fuller, President & COO

Scott Martin, Executive Managing Director

Sheryl Troiani, Chief Administrative Officer



Sheryl Troiani,
Chief Administrative Officer

The New Granite Brand Experience

TO HEIGHTEN the customer experience, Granite has branded the touchpoint amenities across our portfolio. The names speak to the heart of each amenity and better communicate the quality of services Granite provides at each of its properties.

The branded amenities are a continuation of Granite's thoughtful approach to providing customer-centric workspaces and furthering community in all of our markets.

THE LOUNGE

Lounge Spaces

THE YARD

Outdoor Areas

M→VE

Fitness Centers

M⇨ET

Conference Centers

E↱ATS

Food Offerings



The Lounge at 500 Brand, Southern California



The Yard at 3333 Lee Parkway, Dallas



Meet at 100 City View, Atlanta

evolve

connected by **Granite**

AS THE coworking trend and an increasing need for office flexibility continues, Granite is planning the launch of **evolve** to offer flexible lease options for workspace in Granite's buildings.

evolve offers innovative workspace solutions designed for a wide variety of customers, ranging from small start-ups looking to hit the ground running to mid-size businesses and Fortune 500 companies in the market for temporary space as they determine their changing office and project needs.

evolve is specifically designed for those looking for private offices with less monthly overhead for services. **evolve** will allow our customers to move quickly into modern, furnished and customizable spaces. Shared functions such as conference room space and equipment, coffee and refreshments, kitchen areas, and lounges will be managed by a Granite community manager. **evolve** customers will also be able to enjoy the customer-centric amenities, programs and services offered for our office customers.

We will first roll out **evolve** in Houston and Southern California and plan to expand it across our portfolio.



FLEXIBLE



ON-DEMAND



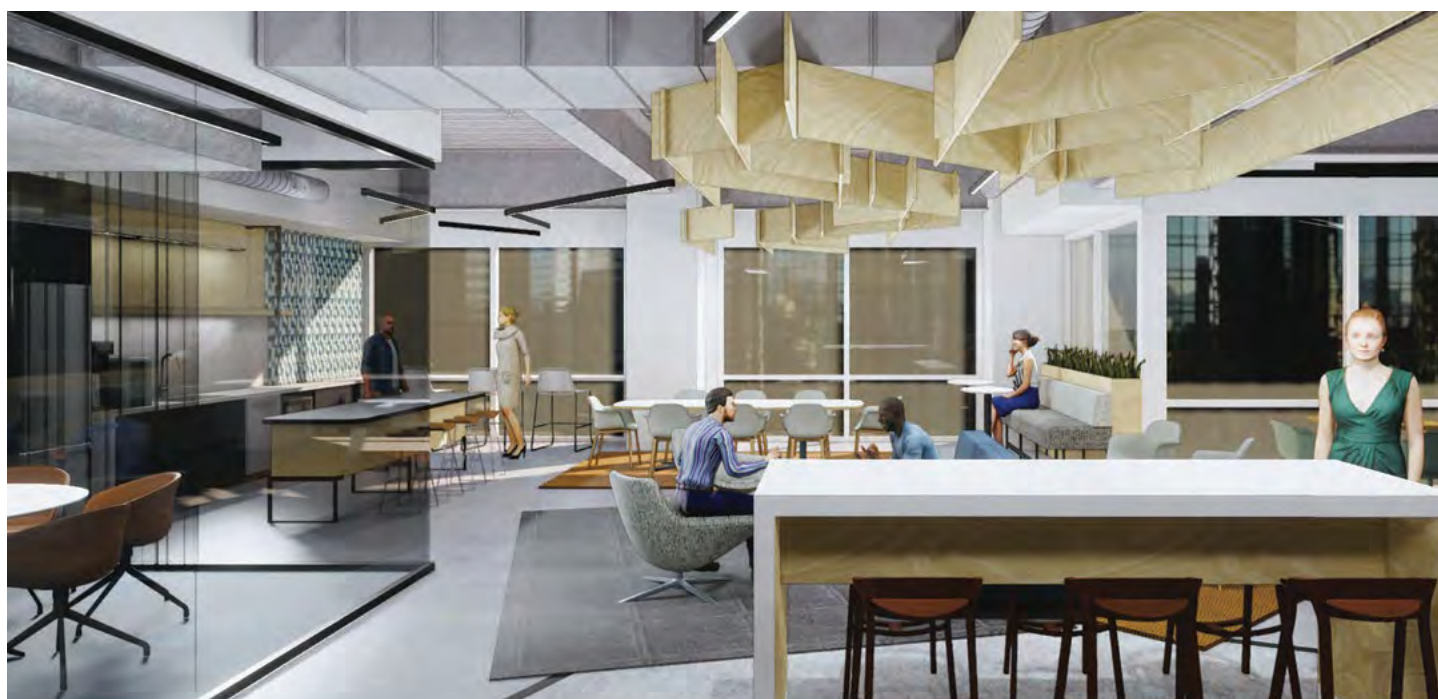
PLUG-AND-PLAY



SHARED AMENITIES

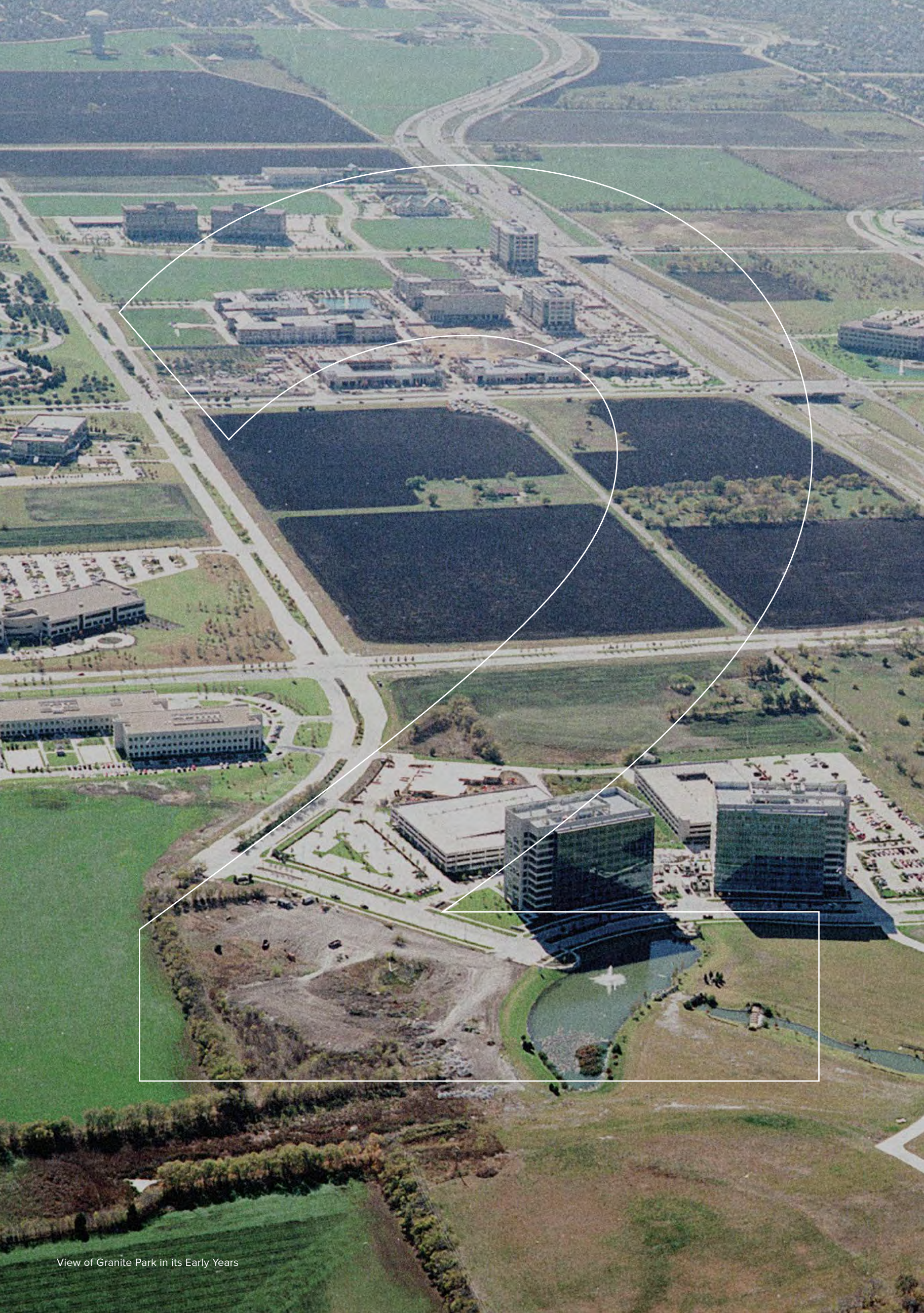


EFFICIENT



Rendering of **evolve** Shared Amenity Space in Southern California





View of Granite Park in its Early Years



20 YEA

2017

Granite Park Seven

2006

Granite Park Three

2006

The Shops at Granite Park Three

2017

The Boardwalk at Granite Park

SAM RAYBURN TOLLWAY

ARS at Granite Park

2001

Granite Park Two

1999

Granite Park One

2016

Granite Park Five

2014

Granite Park Four

2014

Hilton Hotel

2002

The Shops at Granite Park

DALLAS NORTH TOLLWAY



THEN



NOW

Reliving Twenty Years at Granite Park

GRANITE PARK, our 90-acre mixed-use campus and headquarters in Plano, Texas is 20 years old! To take us back to how it all began and how it has evolved, we sat down with Granite's Michael Dardick, Kevin Howard, Jim Kirchhoff, Tessie Nolan and James Thibodeaux. The five friends and colleagues were there from day one and talked about Granite Park from an investment, leasing, property management and engineering perspective.

THE EARLY YEARS

What was your vision in buying land near the intersection of State Highway 121 and the Dallas North Tollway when it felt like the middle of nowhere?

Michael: Our vision from day one was to be the preeminent multi-tenant office park in North Texas. All of the nearby office buildings were corporate campuses without multi-tenant options. This was before any Shops at Legacy product existed. At the time we purchased the land, the closest 10-story office building was over 5 miles south of us.

Jim: At the time there was nothing but trees, a farm and a pond. We set up a construction trailer in a pasture surrounded by horses and longhorn cattle to meet with prospective customers.

Tessie: It felt as if we were in the middle of nowhere. JC Penney and Frito Lay were here, but you couldn't see their buildings from Granite Park.

Jim: To start the project we made a commitment to preserve wetlands, wildlife and the pond. We turned the natural pond into a larger lake that now faces The Boardwalk.

Was it a risky decision for Granite to purchase the land and develop Granite Park?

Michael: Most people thought we were crazy to buy a 90 - acre property "in the middle of a field" which actually still had people hunting birds on the land when we closed on it! However, we knew that it had some incredible attributes:

- adjacent to one of the most successful corporate campus developments in the country with 30,000 daytime jobs already,
- directly in the 30 - year path of growth up the Tollway, at the intersection of two major freeways providing great access to DFW airport,
- very accessible to a deep labor pool, great public schools and high end, country club housing where executives live.

Jim: Granite Park was a risk, but a calculated one. At the time, Granite was also building two large spec buildings, Granite Tower at the Centre at LBJ Freeway and Granite Plaza in Las Colinas. These were established submarkets with proven track records.

Tessie: We felt that the Plano market was very strong - great schools, high growth and planned expansion of the Tollway coming soon.

Jim: Michael Dardick and Stacy Schusterman had a strong vision of what it would become.

What was the initial master plan and how close is that to what Granite Park is today?

Jim: It's pretty close to it. The master plan involved 2.5 million square feet of high-rise office buildings with a hotel at the center and supporting retail.

James: I saw the master plan in 1998, and it was really something. Michael had a hell of a vision. To have seen it come to life, I'm proud to be part of that.

THE EVOLUTION

How has Granite Park impacted Plano and Frisco?

Tessie: I think Granite Park has had a dramatic impact on Plano and Frisco. We have witnessed so much growth: the Legacy area of Plano, Stonebriar Mall, IKEA, the Shops of Legacy, and most of the corporate headquarters now calling this area home were not yet built.

James: Granite was one of the first developers to build in this area. After we started on Granite Park, other developers followed.

How did The Boardwalk come about?

Jim: Greg Fuller and our Leasing & Development teams envisioned connecting the lake to a boardwalk with restaurants as an amenity for Granite Park.

Tessie: We wanted to make the Park walkable and provide great eating options for our customers. It's awesome – exactly what we imagined!

Continued...



"We all just grew together like a big family." – James Thibodeaux, Senior Chief Engineer. Interview conducted by Renate Geerlings.

Michael: We wanted to meet our customer's desires for walkability, amenities, options for work/leisure, and productivity. I am super proud of our team for recognizing the demand and marrying it with an incredible natural asset we had in existing water features. Though more costly and challenging, it was bold on their part to keep the existing terrain. It proved to be a better way to utilize the natural resources in creating The Boardwalk.

How have the buildings evolved over the years?

Jim: When we built Granite Park One it had a small lobby, a deli and a conference center on the eighth floor. Granite Park Two was a little nicer and had a fitness center and a larger lobby and a conference center. But the conference centers weren't on the ground floor.

Tessie: Years ago the conference rooms were tucked up in the buildings, in the least leasable areas. Now conferencing is such a huge need for our customers, we make it a central part of our lobby and amenity center designs so that all our customers have easy access.

Jim: Granite Park Three was taller, nicer and had a more luxurious entry. It had a larger lobby, with retail and attached parking.

Tessie: You can see the transition from Granite Park One to Granite Park Five. When Granite Park One was built 20 years ago, it had a smaller, more traditional lobby. Now, we are designing and building these fabulous customer lounges for our customers to meet, work and hang out.

James: And that's why we renovated the lobbies at Granite Park One and Two in 2019 and added a large customer lounge and conference center.

Tessie: We turned lease space on the first floor into lounge areas and conference centers for everyone to enjoy. We also created two entries so that you can pass through the buildings, making them more accessible and walkable. The renovations really elevated Granite Park One and Two.

Michael: As our customer base desired greater density and amenities, we have continued to evolve to meet their desires.

How has the property management evolved over the years?

Tessie: When Kevin and I first started taking care of Granite Park One, we were making sure that the space was comfortable for everyone. Granite has always been really focused on building relationships with our customers and understanding who they are, so customer care has always been a priority. The biggest changes are the built amenities, the community creation and thinking of our customers a little differently. Years ago, our primary contact was the decision maker and daily contact person. Today, we view our customer as every person walking into our building. We're making this a wonderful place for everyone so that we can help the decision makers attract talent and hire awesome employees who enjoy hanging out here. We also organize cool community events, like our TogetherWeConnect™ charity events, and help make people's work days easier with services like car washes, wellness offerings, and shopping opportunities. We're focusing on offering an 'exceptional experience' to each of our customers.

James: Our property management team has transformed into the property experience team.

Tessie: Our Engineers are the heart and soul of our buildings. They make sure the space is comfortable, safe and well cared

for. Kevin specifically is amazing in watching our energy costs and making sure our buildings are operating extremely efficiently and well below the market average. Energy savings is also great for the environment and helps our customers' bottom line.

Kevin: All of our buildings are Energy Star rated and Granite Park One, Two, Three and Four are LEED Certified. The energy costs are below market averages and that trickles down as savings to the customer. It's due to the design and the way we operate the buildings.

James: Our construction development team engages the engineering team prior to development to talk about lessons learned and Kevin has brought a wealth of knowledge to the table because he's been here from day one. It's another reason why our properties run in a very economical and cost-efficient manner. We're always focused on improving our operations.

What has changed on the engineering front?

Kevin: Technology has changed regarding lighting, elevators and mechanical equipment. One of our newer buildings has destination dispatch for elevators - where our customers choose their floor prior to getting on the elevator to reduce wait time.

Tessie: We've changed from a security standpoint as well. We still have onsite and manned security but we also have plenty of cameras to keep a better eye on the park, parking garages and all entrances and exits. Granite Park is in a pretty secure part in the world, but security is always a high priority for us.

Kevin: With The Boardwalk bringing a lot of people late in the evening, the environment changed from a daytime office park to a night-time and weekend destination.

James: Yes, there's so much more activity, we had to expand our engineering roles to evenings to support customers at all hours.

Tessie: Granite Park has become so vibrant. People are out and about, everywhere, all the time. They're walking their dogs, working out, or they come here with kids or with friends. There's a lot of movement.

James: We have so many amenities and activity now, we added traffic walk signals and cross walks.

THE FUTURE

What is the future of Granite Park?

Michael: We have sites for two more buildings and in the future, we believe the market will support us in replacing lower density uses with larger, mixed-use offerings.

Tessie: The future of Granite Park is incredibly strong. We are about to break ground on Granite Park Six, which will be the largest building in the park at 420,000 sf. We are elevating the design and amenity offerings which include a customer lounge and amenity deck on the 5th floor.

Michael: Entering the 20 year anniversary of Granite Park, our teams continue to look towards the future. We knew there was a lot of additional value to add to the park and the existing buildings would remain very competitive in the marketplace. As a team, we agreed we wanted to be part of this special property for years to come. As such, we brought in Northwestern Mutual as a long term partner to go through the next chapter of Granite Park side by side with us.

What would you say Granite Park stands for?

Jim: Great quality, management, accessibility, amenities and ownership.

James: A solid foundation that will continue to grow. It lives up to its name, Granite.

Tessie: Granite Park is a statement about the future! It speaks to having a vision. It's about bringing a dream to fruition, flexing and adapting as the world changes, and creating a special place for people to enjoy their workday. A place to flourish.

What do you love about Granite Park?

Kevin: The people.

Jim: The quality.

James: People and the quality of the development that gives you that feeling of success. I'm here with my team members, whom I've worked with since day one. I always feel like I'm going to be with my family when I go to work.

Tessie: I agree! I can't imagine any better team than our Granite Team.

James: We have a great team, that's what makes it feel so good. Flourish is exactly what we're all about. We want to help our customers be at the top of their game.

Jim: Granite Park would not have been where it is today if it wasn't for the team behind it. A team that's based on friendship and trust. It's just how Granite operates.

Michael: Our corporate headquarters is in Granite Park, so we are living "in the laboratory" with everyone else. All of the reasons we started Granite Park are what we love about being a customer here. It's a great place to recruit talent for our customers and ourselves due to the accessibility, as well as all of the fantastic amenities. The convenience of having 16 restaurant options, a hotel, natural beauty in green space and waterways, and oh yeah – the amazing Property Experience team that spoils us every day!



JIM KIRCHHOFF

Then: Director of Leasing
Now: Retired



TESSIE NOLAN

Then: Property Manager
Now: Senior Director, Property Experience Team



JAMES THIBODEAUX

Then: Chief Engineer, Dallas
Now: Senior Chief Engineer, Dallas & SoCal



KEVIN HOWARD

Then: Building Engineer
Now: Chief Engineer



MICHAEL DARDICK

Then: President
Now: CEO

A Culture Based on Collaboration and Trust



INTERVIEW WITH GREG FULLER
President and COO Granite Properties



Why is Granite focused on offering a more customer-centric and hospitality driven work environment?

The request for amenities and improved on-site experiences are greater than in the past as our customers have evolved. In the past, the needs of the decision maker were the focus. Today we focus on everyone who walks through our doors. Companies are also using workspace as a way to attract and retain best-in-class employees. It's part of the reason we are taking a hospitality approach and increasing our amenities.

"Years ago, we might have entertained purchasing an office building sitting on a corner by itself. That is not the case anymore. The modern workforce has different expectations when it comes to amenities and walkable experiences."



How has this focus impacted Granite and its employees working in property management, development or investments?

Our team members are more focused on creating an inviting work environment where everyone feels welcome to stay and return. Traditionally, property managers might have spent the majority of their day managing building issues. Now, our property experience teams focus on serving the people in our properties as much as handling building issues. Our Senior Director of the Property Experience Team, Tessie Nolan, has worked closely with her team over the past two years to transform Granite's traditional property management group into a hospitality-driven team.

We introduced TogetherWeConnect™, Granite's platform for creating connected communities at work, two years ago which has evolved into an all-encompassing program to elevate the customer experience in Granite buildings. We expanded our team to include community managers and customer coordinators. We still have a need for traditional property management but now have an equal need for public facing team members. Similarly, when our investment team considers purchasing a building, they evaluate the type of amenities offered or could be offered, and whether the location is surrounded by walkable conveniences. In addition, our development team spends more time creating common space for customers to collaborate and connect. They factor in food services, fitness centers, indoor and outdoor spaces for work or social time, and other amenities from which customers can benefit. Developments are designed with our customers' needs in mind and this design-direction is reflected in our investment and development approach.



With a number of employees new to Granite over the last few years, how has that growth impacted the firm?

We have a culture based on collaboration and trust, built over the last 28 years. We support innovation and celebrate the successes of our colleagues. We want to make sure that our culture is solid and resonates with people who've been here for 25 years or who have been with Granite only two days. The goal is to add the perspectives that our newest employees bring to our company while ensuring all of our employees connect with the culture we've built.



What does it mean to Granite to be named as one of the best workplaces in the country by Great Place to Work and Fortune Magazine for 8 years in a row?

I think about the many years of effort and teamwork it took to become one of the best workplaces in the country. We used the Great Place to Work survey as a guide to actually become a great place to work long before we ever applied to be on the list. Each year, we took our five lowest scores and made them the focus for improvement the next year. The learning we accomplished and approach we took over those years continues today. So, it means a lot to be awarded and we're very proud to be a Great Place to Work!





creating connected communities at work

Thank You Granite Customers! This year we packed 12,300 snack boxes for Boys and Girls Clubs of America and 3,000 care packages for seniors at 31 low-income assisted living facilities and nursing homes.





Great Progress at Gulch Union

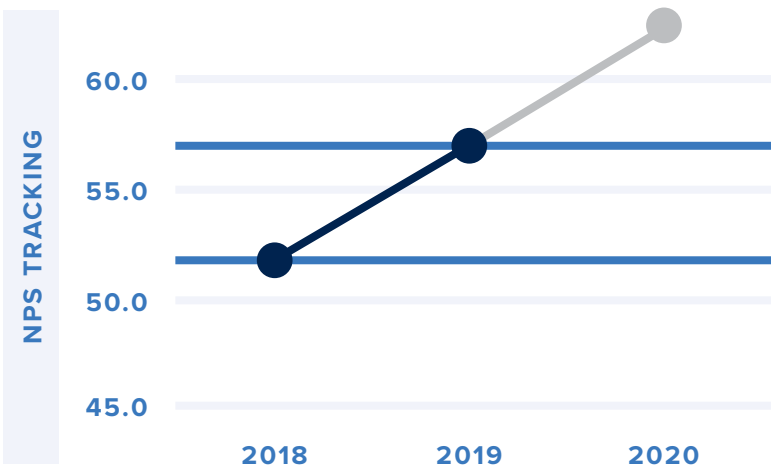
GRANITE PROPERTIES, in partnership with Endeavor Real Estate Group, is making great progress at Gulch Union's 1222 Demonbreun in Nashville.

The 330,000 square foot Class AA office tower, including 6,000 square foot of retail, is part of a major mixed-use development located in The Gulch. The parking structure has been completed and we're moving fast on finishing the office building slated for a summer 2020 opening. The 20-story office tower, designed by HKS, Inc., will offer a modern work environment with customer-centric amenities and walkable city conveniences, all located in one of the most popular neighborhoods in Nashville.

Partnering with a company like Endeavor has enhanced the project tremendously. The great communication and enthusiasm for this project has made hard work seamless and fun. Thank you, Endeavor, for being a great partner with Granite!

Survey Says...

OUR PROPERTY EXPERIENCE TEAM has been utilizing survey feedback from all of our building customers since 2018 to determine the Granite Net Promoter Score.



Net Promoter Score (NPS) is a management tool used to gauge the loyalty of a firm's commitment to customer relationships. It measures customer experience and predicts business growth. NPS scores can range from -100 to +100, with +50 indicating excellence and +70 being world-class.

Granite is very pleased to have a method of measuring our customer satisfaction. In 2018, Granite received an NPS of 51.8. We then used the data collected from our surveys to identify areas of improvement for customer experience, determine what IS working and whether or not our customers would personally refer Granite to a friend.

Our changes made as a result of the customer feedback culminated in an increased NPS score to 56.8 in 2019 and we have our sights set even higher for 2020.

Customers, please keep sharing your ideas, thoughts and suggestions. We are listening!



Leading The Way

BOMA

Maurilio Salgado

Operating Engineer, Houston
BOMA - SMT

Fernando Valdez

Operating Engineer, Dallas
BOMA Dallas Lone Star Award for
Building Engineer of the Year

CCIM INSTITUTE LEADERSHIP

Sandy Benak, CCIM

Senior Director
of Corporate Marketing
2020 CCIM Institute
Executive Committee
2020 CCIM Board of Directors

BOMA LEADERSHIP

Kinsey Hinkson, RPA, BOMI-HP

General Manager, Atlanta
2019 BOMA Georgia President
BOMA Southern Region
Board of Directors

Natali Juarbe

Property Manager, Houston
2019 & 2020 Chair of Houston BOMA
Programs Committee

LEED

Tanya Bouthillier

Property Manager, Denver
LEED Designation

IREM LEADERSHIP

Carol Borchardt

Property Manager, Dallas
North Texas Vice President
of Education and Programs

Chase Crawford

General Manager, Houston
2020 International Chair IREM

Stephanie Meier

General Manager, Southern California
Strategic Advisor IREM Orange County
Chapter

Jennifer Plunkett

General Manager, Denver
2019 IREM Chapter President

Jessica Warrior

Director of Property Management
2020 Regional VP Region 7



Selected by Real Estate Forum & GlobeSt.com

TESSIE NOLAN

Senior Director of the Property Experience Team

Real Estate Forum and GlobeSt.com selected Tessie Nolan as a Woman of Influence, recognizing her achievements in commercial real estate and her accomplishments at Granite. Tessie Nolan has worked at Granite Properties for 27 of the 28 years Granite has been in existence. She started at Granite as an assistant property manager and now serves as Senior Director of the Property Experience Team. Tessie leads a team of more than 90 property management and engineering professionals across our five markets. Tessie is the visionary and leader of a major transformation at Granite; the shift from traditional property management to a hospitality-driven work environment. Her team is focused on providing unique and memorable experiences and fostering community in each building. Tessie's initiatives support Granite customers in attracting and retaining top talent to create places where our customers feel welcomed to stay and return.

“Tessie uses empathy as her strength. She understands, acknowledges and gets the best out of people. For someone who has influence, that’s her secret weapon, to care, express love for your team and push them to be their best.”
Jessica Warrior, Director of Property Management

NAIOP LEADERSHIP

Paul Bennett, CPA

Senior Director of Investments
National Forum–Acquisitions

Bill Brown

Chief Investment Officer
National Forum–Capital Markets

David Cunningham

Senior Director,
Development & Construction
National Forum–Development

Jon Dutton

Leasing Manager, Houston
Houston Board and Fall Event Co-Chair

Greg Fuller

President & COO
2019 Chairman of NAIOP
2020 NAIOP Executive Committee
National Forum–Office Development I

Will Hendrickson

Senior Managing Director, Dallas
North Texas Board

John Robbins

Senior Managing Director, Atlanta
Advisory Board Member, Georgia
National Forum–Office Development II
2020 Co-Chair

ULI PRODUCT COUNCIL LEADERSHIP

Paul Bennett, CPA

District Council Vice Chair
Office and Development
Product Council

Michael Dardick

Founding Partner & CEO
Vice Chair Industrial and Office Park
Development Council (Gold Flight)

Will Hendrickson

Senior Managing Director, Dallas
Vice Chair Industrial and Office Park
Development Council (Blue Flight)

Stephanie Lawrence

Senior Managing Director, Denver
Office Development Council

Jason Purvis

Senior Managing Director,
Southern California
Industrial and Office Product Council
(Black Flight)

USGBC LEADERSHIP

Sylvia Golisano

Engineering & Sustainability Coordinator
2019 Regional Leader of The U.S. Green
Building Council Texas Chapter (USGBC
Texas – North Region)

REALCOMM

Clint Osteen

Senior Director, Information Technology
2019 Co-Chair & Advisory Council Member

NAIOP



TEXAS



Urban Land Institute



Recognized by Houston Business Journal

SANDY BENAK

Senior Director of Corporate Marketing

The Houston Business Journal recognized Sandy Benak as one of Houston's Women Who Mean Business in the category Outstanding Leaders in Real Estate. Sandy has worked at Granite for 20 years, starting as a leasing manager in Houston. Four years ago, she took on a dual role to create an in-house marketing department for Granite, elevating the importance of consistent branding at the corporate level and in every market Granite has a presence. Two years ago, Sandy led the development of a one-of-a-kind program called TogetherWeConnect™, creating connected communities at work. Initially, the program fostered connection and community among Granite's customers through hands-on professional development and philanthropic events. Recently, Sandy and her teammates transformed TogetherWeConnect™ into an all-encompassing program to elevate the customer experience in Granite buildings. Now, through specialized programs, amenities and activities, TogetherWeConnect™ allows customers to develop meaningful connections in the workplace, give back to the community, improve their overall wellness and enhance their daily lives.

"What sets Sandy apart is her tireless energy, commitment to excellence, and her caring nature, which results in excellent relationships and the accomplishment of individual and team goals. She pours herself into every endeavor and everyone. She always builds people up through encouragement while holding them accountable for their actions and achievements." *Scott Martin, Executive Managing Director*



Ready, Set, Innovate!

AS OUR INDUSTRY RAPIDLY CHANGES, Granite continues to stay on top of the latest technologies and innovations through partnerships, investments, experiments and implementation of solutions improving our business and our customers' experience.

R&D PROGRAM

We're continuing to encourage innovative thinking amongst our team members through our Innovation Committee and Research & Development fund, which we put in place in 2018. The fund enables our employees to apply for grants to experiment new technologies. Our 2019 pilots included a number of ideas, with digital signage displays, parking technology, and social media marketing at the top of the list.

FIFTH WALL PARTNERSHIP

Granite formed a partnership with Fifth Wall, a commercial real estate tech fund partnering with corporations to identify, collaborate with and invest in built world technology. Based on this partnership, we're investing in several initiatives and companies, including:

Industrious: This year we invested in Industrious, a premium coworking firm providing attractive and flexible workspace options. Industrious also offers coworking space at Granite's @TheBrand community at 500 North Brand Boulevard in Glendale, CA.

Enertiv: Granite is in the pilot phase to capture data on our building equipment through the use of sensors.

Proxy: Granite is experimenting with Proxy, a next generation access control system, which leverages a phone and Bluetooth technology as the access credential to the building, i.e., as long as you have your phone you don't need an access code. Proxy is user-friendly both for our customers and Property Experience Team.

Digital customer engagement app: Granite is exploring a digital customer engagement app to communicate directly with our customers and allowing them to schedule work tickets, book a conference room and more.

SPARK

In 2020, Granite will elevate our culture of innovation at all levels of the company with "Spark." The Spark team consists of a diverse group of cross-functional members selected from each market and department. Spark supports the development of innovative ideas, tracks the idea pipeline, manages idea implementation and monitors results. The Spark team will also bring back our company-wide brainstorming meetings under a new name, "Bonfire Sessions."

"We want everyone to be thinking about innovation, from our entry-level team members to our senior leaders. Whether it's big or small, we want them to ask themselves, 'How can we do something better to improve our business and the experience of our customers?'" *Jessica Warrior, Director of Property Management*

GRANITE TECHNOLOGY

Granite's IT team is implementing a number of software solutions to streamline our business:

Procore for Owners (Honest Buildings): Granite's Construction & Development team began piloting its first customer construction jobs on Procore for Owners (Honest Buildings), a capital project management tool. Procore provides a platform to support the entire capital process, including bidding, bid leveling, cost tracking and reporting. In 2020, we will expand it further for capital improvements led by the Development and Property Experience Teams. The tool gives everyone visibility into project progress and will help simplify reporting on the 600+ jobs completed every year.

Cyber Security: Granite continues to place cybersecurity as a top priority. We completed a cyber-audit and remediation project for all of our building systems and internal networks.

Open Box Automation Engine: Granite Technology implemented Open Box's real estate engine to automate repetitive tasks such as the data entry of utility bills and miscellaneous customer charges. Open Box saves hours of manually entering billable work orders freeing up time for interacting with our customers.

Granite

Inspiring people to flourish through the places we create.

ATLANTA • DALLAS • DENVER • HOUSTON • SOUTHERN CALIFORNIA

graniteprop.com

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