

## **2003 CID Trends Office Segment**

**Moderator: Brad Way - Peek/Howe Real Estate, Inc.**

**Panelists:**

**Ben Johnson – Latter & Blum**

**Tom Cook – Tom Cook Appraisers**

**George Kurz – Kurz & Hebert**

**Edward Rotenberg – Sealy Falgoust**

1. The LSU Office Market Study (Class “A”) for fall of 2002, indicates that occupancy is down 4% overall from Fall, 2001. Panel will explore possible reasons.

**NOTES:**

2. During the 2001 CID Trends, rates were on the rise and occupancy was dropping. Panelist will revisit past predictions and discuss future rates.

**NOTES:**

3. Howell Place – Panel will discuss office development in Howell Place. Will it be speculative or build-to-suit?

**NOTES:**

4. With downtown Baton Rouge outperforming most other market segments, the panelists will discuss why and what continued affect downtown will have on suburban markets. What will pop its “bubble”?

**NOTES:**

5. “Build ‘em (roads) and they will develop” – “Field of Deals” - The panel will discuss transportation and its affect on real estate development.

**NOTES:**

6. In this political year, what initiative would you like to see the new governor adopt that will help real estate and/or assist in attracting new businesses?

**NOTES:**

7. Baton Rouge seems to be avoiding rough economic waters. The panel will discuss why and how we can avoid future drops.

**NOTES:**

8. Will build-to-suit and/or owner-built projects slow? Why or why not?

**NOTES:**

9. What types of concessions are being offered in order to do deals without giving up rents? If any? Panel will discuss actual examples.

**NOTES:**

10. Are United Plaza and Corporate Boulevard absorbing excess space as planned?

**NOTES:**