

The World Group Leader



WORLD GROUP

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Forbes Includes Omaha in Top 10!

In its May 26th issue, *Forbes* magazine included Omaha in its Top 10 Places for Business and Careers. The business magazine cited Omaha's high income growth and cost of doing business, which was 19% below the national average.

Here's how Omaha compares:

1. Austin, Texas
2. Boise, Idaho
3. Raleigh, North Carolina
4. Atlanta, Georgia
5. Madison, Wisconsin
6. Provo, Utah
7. **Omaha, Nebraska**
8. Des Moines, Iowa
9. Dallas, Texas
10. Washington, D.C.

Omaha Convention Center & Arena Near Completion

Omaha's \$291 million Convention Center & Arena is on target for completion this summer, said Kathy Schultheiss, Director of Convention & Marketing for MECA. "On September 1st, we get the keys to the building," Schultheiss said. Staff will move in during August.

The building will provide 250,000 sq. ft. of meeting and exhibition space. A 30,000 sq. ft. ballroom is on the second floor. The arena will seat 17,000. A 450-room hotel will be connected by skywalk.

On Sept. 12th, MECA will host a concert by Grand Funk Railroad, designed to "test" the new arena. The event will be open to invited guests only. The first public event will be Rivercity Round Up in September. UNO hockey begins the second week of October.

While she has booked several conventions already, Schultheiss encourages Omahans to promote the new center.



The goal is to book as many large, "city-wide" conventions (defined as at least 1,500 room nights) as possible. The center can handle small and large groups. The ideal size for professional associations is up to 5,000 attendees. For "hobby" groups, Omaha could host up to 15,000.

Omaha offers great value for convention groups because of its services, attractions, accessibility and close prox-

imity to the airport. Construction on the west elevation of the new convention center & arena nears completion.

imity to the airport.

The interior will feature a "brushed silver" design with attractive wall treatments, carpeting and furniture. "People will be blown away by the appearance and quality of this center," Schultheiss said. "Our ballroom will be comparable to anything you see in the most upscale hotels."

Magid Plays Role in Keeping Local History Safe & Sound



Employees of Wings Transfer struggle to position the 4,000-pound safe in Magid's office.

Trenton B. Magid, President of CBCWG, attended a public auction on May 30th at

Ak-Sar-Ben and came away with a big piece of Omaha history: a 4,000-pound, 100-year-old safe. For decades, the antique vault stored cash from Ak-Sar-Ben's world-famous race track (up to \$4 million in one day). In 1992, an Ak-Sar-Ben employee was held at knife-point, and forced to open the safe in darkness. Criminals stole \$300,000 and fired shots from their get-away car as they fled. After Trenton bought the safe, he had to



Crews used a forklift to move the safe to the office door.

figure out how to move it. Five men with a forklift and other heavy equipment took three hours moving the safe from Ak-Sar-Ben to its new home — Trenton's office!

News Briefs: CBCWG Continues to Add Property Management Accounts!

Coldwell Banker Commercial World Group's outstanding property management department continues to attract new clients:

Boardwalk Square Shopping Center is a 76,013 sq. ft. retail development near 119th & Pacific. Tenants include Brother Sebastians, Nancy Bounds, Omne Grill, Midlands Business Journal and Daily Grille.

370 Square Plaza is a 12,000 sq. ft., two-story building near 36th St. and Hwy. 370 in Bellevue.



3030 W. Broadway in Council Bluffs is a 4,032 sq. ft. strip center with four tenants including a tanning salon and drive-through coffee shop.

Hail to the Chief

Jim Vokal was elected president of the Omaha City Council on June 10th. Vokal is beginning his third year in office. He represents District 3, which includes downtown.

Driving Mr. Bush

During President George W. Bush's

visit to Omaha on May 12th, Trenton Magid and Jeff Beals had the honor of driving vehicles in the presidential



Beals poses in front of twin presidential limos in the Omaha Airport Fire Department's garage.

motorcade. The motorcade picked up the President and his entourage from Air Force One and whisked them to the Airlite Plastics plant, where thousands were waiting to see the Commander-in-Chief. Beals drove former Press Secretary Ari Fleisher. Bush was in town promoting his tax-cut plan.

At Home Under the Media Glare

CBCWG representatives are keeping a public profile. Trenton Magid was the guest on an hour-long KKAR 1290 AM radio show in April, and in June, was interviewed by local television station, WOWT, during the prime-time news cast. Because he was a recipient of the inaugural "40-Under-40" awards, the *Midlands Business Journal* ran a full-page feature on him.

Jeff Beals wrote the Omaha overview for the May edition of *Heartland Real Estate Business*, and was a source in a similar article in *Midwest Real Estate News'* May edition. He was quoted in the July issue of *B2B* magazine

Jim Vokal hosted two, three-hour radio shows on KKAR's Talk of the Town, while the regular host was on vacation. He was also the subject of a full-page, feature article in *Omaha Magazine*.

Viva Las Vegas!

Trenton Magid, Dale Novacek and Dan Goaley attended the International Council of Shopping Centers conference in Las Vegas in May. More than 30,000 real estate professionals attended from around the world.

Team Member Profile: Robert D. Pollard, CPM®

Robert "Bob" D. Pollard, CPM®, RPA, joined **Coldwell Banker Commercial World Group** in 2001. During his long and successful career, he has worked extensively in both property management and brokerage for five local real estate companies.

As Associate Broker, Bob does sales and leasing, consulting, tenant/buyer representation and landlord/seller representation.

Before joining CBCWG, Bob ran his own consulting firm, advising real estate investors on their financial objectives, current operations, property disposition options as well as operat-



Pollard

ing and capital budgets in order to optimize asset values.

From 1987 to 1990, Bob was Corporate Real Estate Manager for First Data Resources, Inc., handling real estate needs nationwide.

A Vietnam Veteran, Bob served in the U.S. Navy from 1967 to 1972. He received a Bachelor of Science degree in Real Estate and Land Use Economics in 1975 from the University of Nebraska at Omaha.

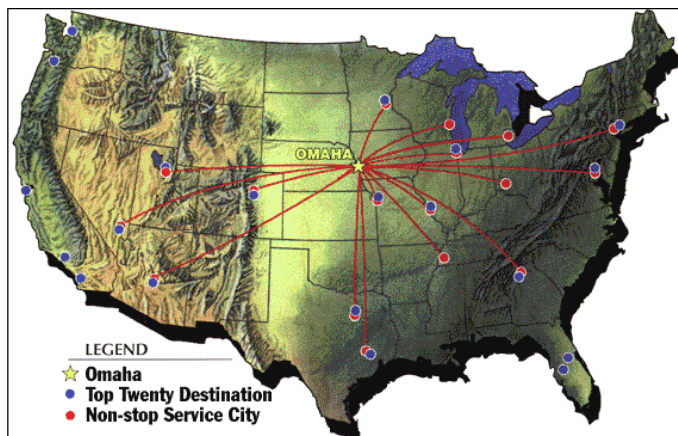
New Retailers and Restaurants in Omaha Market

Here are some of the new businesses that have opened or soon will open locations in the Omaha market:

- ◆ Ann Taylor Loft (Regency)
- ◆ Bed, Bath & Beyond (Village Pointe at 168th & West Dodge)
- ◆ Build-A-Bear Workshop (Oakview)
- ◆ Cheesburger in Paradise (Village Pointe)
- ◆ Chipotle (Regency)
- ◆ Cold Stone Creamery (Village Pointe)
- ◆ Cost Plus (Village Pointe)

- ◆ Fareway Store (168th & Harrison)
- ◆ Honda Dealership (144th & F)
- ◆ Mahogany Steakhouse (140th & West Dodge)
- ◆ Mr. Goodcents (Papillion)
- ◆ Omaha Steaks (173rd & Center)
- ◆ Pacific Kitchen (One Pacific Place)
- ◆ Panera Bread (Bellevue)
- ◆ Starbuck's (156th & West Dodge)
- ◆ Upstream (170th & West Center)
- ◆ U.S. Cellular (Multiple Locations)
- ◆ Wild Oats Market (Village Pointe)

Omaha Airport Plans for Expansion While Maintaining Current Excellence



Omahans who travel a great deal have come to appreciate the convenience, amenities, cost and cleanliness of Omaha's Eppley Airfield.

Consistently one of the nation's fastest growing airports, Eppley's traffic is up 1.5% in 2003, while the national average has declined 5%, said Don Smithey, Executive Director of the Omaha Airport Authority. The number of passengers is approaching 4 million per year.

The Airport Authority is a non-taxing entity, and therefore, totally self-supporting. Despite its lack of subsidies, Eppley excels. The Authority continues to make massive investments in airport infrastructure, including a runway expansion, which is nearing completion.

The current terminal is designed to

handle 5 million passengers per year. When the number reaches 4.5 million, the Authority will start working on a terminal expansion, Smithey said. That expansion will at least double the current number of gates.

At current rates, expansion would begin in 7 years. It could be sooner if traffic increases

because of the new convention center and Gallup. "We're ready for growth when it comes," Smithey said.

Since Southwest Airlines came to Omaha in 1995, Eppley has grown into a "regional" airport, Smithey said, drawing passengers from a 5-state "catchment area." Almost 40% of Eppley passengers come from outside the metro area. Passengers are drawn by Eppley's low fares, easy access and

impressive mix of major and discount carriers. Airlines include America West, American, Continental, Delta, Frontier, Midwest, Northwest, Southwest, United and US Airways.

Non-stops are currently available to 17 cities. The goal is to add non-stops to all of Eppley's top 25 destinations. Especially important are Portland, Seattle and Los Angeles, a route that was lost after 9/11. Smithey is actively recruiting Alaska and Jet Blue airlines to Omaha.

Eppley is known for its **convenience** (it is close to downtown and has 6,291 parking spaces on site plus thousands more nearby) and its **cleanliness** (a national magazine recently recognized it as one of the world's cleanest airports).

"We've always had the philosophy that Eppley is the front door to Omaha," Smithey said. "Our standards are extremely high in cleanliness and appearance. We get a lot of compliments."

As Omaha continues to grow, Eppley will play an important role. "We're a model for success," Smithey said.

World-Herald Tabs The Thomsen Mile

The Thomsen Mile, a 145-acre mixed-use development northwest of 168th & Maple, was the first property highlighted in the *Omaha World-Herald's* "New Digs," series, a periodic feature, highlighting commercial development in the metro area.

A color photograph of Trenton and Tucker Magid appeared on the front page of the Business section in the June 24th edition. **Coldwell Banker Commercial World Group** is working with Resource Property Group on this exciting, suburban project.

Deals Completed: CBCWG Sells 45 Acres at The Thomsen Mile on W. Maple!

Here are just a few of the deals CBCWG agents have closed in recent weeks:

The Thomsen Mile (174th & W. Maple Rd.) — We represented the seller in the \$1.25 million sale of 45 acres to Suncrest LLC.

U.S. Bank Building (5332 S. 138th St.) — We represented both the landlord and tenant, Fournier Law Office, in a full-service, three-year-plus lease of 1,405 sq. ft. of office space.



One Old Mill (101 S. 108th Ave.) — We represented Xerox, the tenant, in the 10-year, \$1,503,101 lease of 7,929 sq. ft.

Hwy 370 & 84th (1401 Washington St. in Papillion) — We handled both sides of a \$350,000 sale of a former bank building.

Camelot Building (85th & Frederick) — We worked with both the landlord and tenant in a three-year lease of 3,100 sq. ft.

Philadelphia Place (204 N. Galvin Rd.) — We handled both sides of a five-year lease of 3,900 sq. ft.

Blondo 120 (120th & Blondo) — We worked with both the landlord and tenant in a five-year, retail-space lease to Racquet Corner of Omaha.



Pioneer Plaza (5404 N. 99th St.) — We represented the landlord in the five-year lease of 5,370 sq. ft. in a former telecommunications building.

Bank Building (132nd & W. Dodge Rd.) — We represented the tenant, Boystown National Research Hospital, in a five-year, 5,000 sq. ft. office lease.

Omaha's commercial real estate news source!

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As the official newsletter of **Coldwell Banker Commercial World Group**, *The World Group Leader* is Omaha's commercial real estate news source. It is printed quarterly for clients and friends.

Coldwell Banker Commercial World Group is a full-service commercial real estate firm, specializing in office, retail and industrial properties.

Our services include commercial sales and leasing, property and asset management, financial and investment services, site selection, tenant representation, landlord representation, real estate consulting, asset disposition, development and construction management.

Coldwell Banker Commercial World Group was founded in 1997, and in 2001, affiliated with **Coldwell Banker Commercial**, one of the largest commercial real estate companies, with approximately 325 offices world-wide.

Our team of talented professionals has more than 100 years of combined real estate experience.

Coldwell Banker Commercial World Group has represented hundreds of sales and leasing clients and manages approximately 2 million square feet of commercial property.

For questions, comments or story ideas for future editions of *The World Group Leader*, please contact the editor, Jeff Beals, at (402) 697-8899 or (402) 510-7468.



WORLD GROUP

Each Office Is Independently Owned and Operated.

Coldwell Banker Commercial World Group Announces Several New Listings

Here are just a few of the listings **Coldwell Banker Commercial World Group** has recently added:

Warehouse/Flex Space (6950 S. 108th St.) — 5,400-18,690 sq. ft. for lease. Front office space with drive/dock doors in back.



6950 S. 108th St.

Ellison Plaza (5502 N. 103rd St.) — 1,080-4,800 sq. ft. retail space northeast of I-680 & Fort St.



1215-1219 S. 13th St.

Townview Plaza (1215-1219 S. 13th St.) — 750-2,942 sq. ft. storefront space for lease just south of the Old Market. Excellent visibility from historic 13th St.

370 Square Plaza (11513 S. 37th St.) — 3,000 sq. ft. of retail/office space for lease near 36th & Hwy 370, one of Bellevue's busiest intersections.

Land (5825 F St.) — 2.06 acres which can be combined with adjacent lots. Just off 60th & I-80.

Auto Service Building (6145 Military Ave) — 2,620 sq. ft. building for sale in Benson. Great signage!



1318 S. 119th Street

Boardwalk Square (1318 S. 119th St.) — Retail or office space for lease near 120th & Pacific in a prestigious, established area.