



Clockwise: 25 West Watkins, 35 West Watkins, 1201 Clopper Road, Gaithersburg, MD

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Acquisitions

**Office/Lab Portfolio
Gaithersburg, MD**
382,523 SF | \$41,400,000

Dispositions

**Tower Point at the Highlands
Sparks, MD**
Office | 162,646 SF | \$23,700,000

**Totten Pond Office Park
Waltham, MA**
Office | 297,603 SF | \$47,000,000

**Highview at Providence Corporate Center
Collegeville, PA**
Office | 183,363 SF | \$33,000,000

Development

**Madison New Britain
Chalfont, PA**
Multifamily | 232 Units

New Hires

**BPG Management Company, L.P.
Washington, DC**
Sarah Liput – Administrative Assistant

**Madison Apartment Group, L.P.
Philadelphia, PA**
Gina Siclari – Human Resource Assistant

Equus Acquires 4-Building Office & Lab Portfolio in Maryland for \$41,400,000

In February 2013, an affiliate of Equus Capital Partners, Ltd. (Equus), formerly BPG Properties, Ltd., one of the nation's leading private equity real estate fund managers, acquired a four-building, 282,523 square foot office and lab portfolio in Gaithersburg, Maryland, for \$41,400,000. The acquisition also included a 4.9-acre parcel of land that can accommodate the development of 125,000 square feet of office/lab space. At the time of the acquisition, the buildings were 95 percent leased to major life science tenants including Medimmune, Qiagen and Amplimmune, Inc.

"The transaction provided us with the opportunity to acquire a well-located office and lab portfolio in the heart of suburban Maryland's DNA Alley," commented

George Haines, vice president of Equus who handled the acquisition for the firm. "With this portfolio, Equus will enjoy stable cash flow for the next few years from brand-name life science tenants while providing us the opportunity to add value over the long-term through re-leasing and potential development of the land parcel." Equus' senior vice president, Roy Perry, and director of investments, Kyle Turner, also assisted in the transaction.

The seller was represented by Jim Meisel, Dek Potts, and Matt Nicholson of HFF as well as Robert Scheer and Matt Brady of Scheer Partners.

The acquisition of the four building portfolio was made on behalf of BPG Investment Partnership IX, L.P., a discretionary fund managed by Equus, which commenced

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making acquisitions in February 2012. The portfolio includes three one-story office/flex/lab buildings, located at 25, 35, and 45 West Watkins Mill Road that are leased to Medimmune, Amplimmune, Inc. and Montgomery County. The fourth building in the portfolio is located at 1201 Clopper Road, which totals 143,585 square feet of office/lab/distribution space and was developed in 2000 as a build-to-suit for Digene, prior to its merging with Qiagen in 2007. A high percentage of the four building complex was designed with a high-quality lab infrastructure which is very attractive to the needs of today's life science tenants.

The portfolio is located in close proximity to I-270, near the southern entrance to the Watkins Mill Town Center, a 200-acre, mixed-use development which will include 4.5 million square feet of Class A office, hotel, restaurants, retail, and residential product. Additionally, a new full clover leaf interchange has been approved at the intersection of I-270 and West Watkins Mill Road. This major highway improvement will provide immediate access for the portfolio. ■

Sensors Unlimited Leases 82,000 SF at 330 Carter Road In Princeton, NJ

Sensors Unlimited- Goodrich ISR has executed an 82,200 square foot long-term lease at 330 Carter Road, which is located within the Princeton Technology Center, a 300,000 square foot office and lab park in Princeton, New Jersey.

Sensors Unlimited-Goodrich ISR, which is part of United Technologies, supplies a full line of arrays and cameras that gives users the ability to see what the naked eye cannot through image sensing in the short wave infrared portion of the light spectrum.

"We are pleased that a market leader like Sensors Unlimited-Goodrich ISR has chosen to relocate to 330 Carter Road, which offers an ideal campus setting located within five miles of both downtown Princeton and Interstate 95/295," commented Kevin Flannery, vice president of Equus, who assisted Joseph Felici, in the lease negotiations and asset management of the property.

The landlord was represented in the transaction by Charles Hatfield of Cushman & Wakefield of New Jersey. Sensors Unlimited-Goodrich ISR was represented by Milt Charbonneau of Cassidy Turley and William West and Jack Drescher of Ostendorf-Morris.

330 Carter Road has undergone a complete building renovation including an entirely new curtain wall system, common areas and building systems. The Princeton Technology Center which is owned by an affiliate of Equus is a three-building corporate campus spanning 300,000 square feet and situated on approximately 190 acres. The property provides an idyllic setting complete with a pond, open space, and jogging trails. Corporate neighbors include ETS, Bristol Meyers, Janssen Pharmaceuticals and Johnson & Johnson. ■



Keystone at the Crossing Awarded TOBY Awards by BOMA Indianapolis

Keystone at the Crossing (KATC) in Indianapolis, Indiana has been awarded The Office Building of the Year (TOBY) by The Building Owners and Managers Association of Indianapolis (BOMA Indianapolis) in both the 100,000-249,999 SF Category for 9100 Keystone Crossing and the Renovated Building Category for 8900 Keystone Crossing. The awards were given to the two buildings, which are part of Equus' one million square foot KATC campus consisting of five Class A office buildings, during the BOMA Indianapolis awards luncheon on January 31, 2013.

9100 Keystone Crossing is a 173,182 square foot, amenity rich building, featuring fully equipped executive conference and board room facilities as well as a 4,000 square foot, state-of-the-art fitness center. 8900 Keystone Crossing is a 239,610 square foot property featuring easy access to an attached parking garage. Both properties were part of Equus' extensive capital improvement program in the park including amenity development, refurbished lobbies, corridors, restrooms, new landscaping and enhanced energy efficiency. In the last year, Equus has completed more than 200,000 square feet of new and renewal leases and the park is over 90% leased to many of Indianapolis' leading companies.

Acquired in December 2005 by an affiliate of Equus, Keystone at the Crossing is conveniently located at the intersection of I-465 and Keystone Avenue and is Indianapolis' only fully integrated office, retail and residential development. It adjoins two full service hotels, Marriott and Sheraton, and the 600,000 square foot Fashion Mall, offering nearly 100 upscale and luxury stores and a variety of dining options. ■

Equus would like to thank the following brokers and their firms for helping us lease 703,967 SF in the 1st Quarter 2013:

▶ Aegis Property Group (PA)	Kim Harris and Jim Kinzig
▶ Avison Young (NC)	Matt Winters
▶ Avison Young (VA)	Peter Berk and David Millard
▶ Baseline, Inc. (IN)	Rob Lukemeyer
▶ Binswanger (PA)	Scott Williams
▶ Cassidy Turley (IN)	John Crisp
▶ Cassidy Turley (MA)	Kevin Hanna
▶ Cassidy Turley (MN)	Luke Allison and Mark Stevens
▶ Cassidy Turley (NJ)	Russell VanTil
▶ Cassidy Turley (VA)	Todd Brinkman
▶ CBRE (AZ)	Pat Devine, Greg Mayer and Jerry Noble
▶ CBRE (GA)	Bill Kilborn
▶ CBRE (MA)	Sam Crossan, Robert McGuire, Alison Powers and Chris Tosti
▶ CNL (FL)	Scott Henley
▶ Colliers International (CA)	Jim Beeger, Susan Gregory and Dion Campisi
▶ Colliers International (IL)	David Florent and Steve Kling
▶ Colliers International (PA)	Larry Bergen

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Equus would like to thank the following brokers and their firms for helping us lease 703,967 SF in the 1st Quarter 2013:

▶ Cushman & Wakefield (AZ)	Chris Walker
▶ Cushman & Wakefield/NorthMarq (MN)	Jason Butterfield and Gordie Hampson
▶ Dillon Commercial Real Estate Services (NC)	Leslie T. Pearce
▶ Donohoe (VA)	Chuck Matincheck
▶ DTZ (IN)	Colin Meadows
▶ Edge (VA)	Cory Hoffman
▶ J.F. Esselman, Inc. (IN)	Jack Esselman
▶ Fitzgerald Realty (GA)	David McGrale
▶ Grubb & Ellis (FL)	Dana Canto, Jim Sebesta and Bert Smith
▶ Grubb & Ellis (GA)	Justen Cimino and Tom Miller
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▶ Jones Lang LaSalle (NC)	Dan Reynolds
▶ Jones Lang LaSalle (TX)	Ed Soriano
▶ L&F/Fonville Morisey Real Estate LLC (NC)	Edward K. Brown
▶ Mahoney Realty Group (PA)	James Wilson
▶ McShea & Partners (MD)	Bob Wrightston
▶ MGA (VA)	Michael Goldman
▶ Metro Commercial (NJ)	Michael Gorman
▶ NA Brannen Goddard (GA)	David Beak and Stephen Pond
▶ NAI Keystone (PA)	John Buccino
▶ Newmark Grubb Knight and Frank (CA)	Kyle Jett, and Roger Oser
▶ Phoenix Realty Advisors (AZ)	James Robinson
▶ ReMax of Reading (PA)	Richard Henry
▶ Rothschild Real Estate Services (GA)	Steve Rothschild
▶ Scotland Wright & Associates (GA)	Scotland Wright
▶ Stream Realty Partners (GA)	Matt DiLeo, Ben Hautt, Nicolai Schwarzkopf and Wendy Tomich
▶ Summit Realty Group (IN)	Brian Askins
▶ Synergy Commercial Advisers, LLC (NC)	Doug Cook and Richard Harris
▶ Trademark Property Services LLC (NC)	Daniel McCloy
▶ Transwestern (MN)	Mike Salmen
▶ UGL Services (VA)	Ryan Harding
▶ Waldrop Properties, LLC (NC)	Michael Waldrop
▶ White Oak Commercial (NC)	William White

Equus Capital Partners, Ltd. is one of the nation's leading private equity real estate fund managers. Equus' portfolio consists of over 24 million square feet of office, retail, student housing, and industrial properties and nearly 18,000 apartment units in more than 70 communities located throughout the United States.

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