

MEMPHIS AREA PROFILE



ACCOLADES & AWARDS

2010

#2 Top Ten States, Executive Business Climate Survey, Site Selection Magazine

2009

#9 Top Ten Metro Areas, Communities with the Most New and Expanded Corporate Facilities, Site Selection Magazine

2008

#5 Top Ten States, Executive Business Climate Survey, Site Selection Magazine

2007

#1 Cargo Airport in the World for the 16th Consecutive Year, Airport Council International

Top 100 Best Places to Live, Money Magazine

One of the Top Cities with the Lowest Rents Among Large Metro Areas, Business Week

POPULATIONS

Memphis MSA	1,289,623
Shelby.	911,303
DeSoto	158,748
Tipton	58,706
Crittenden.	52,554
Fayette	38,173
Marshall	37,102
Tate.	27,176
Tunica.	10,448

COLLEGES & UNIVERSITIES

Memphis	Christian Brothers University
	LeMoyné Owen College
	Mid-South Community
	NW Mississippi Community College
	Rhodes College
	Rust College
	SW TN Community College
	Tennessee Tech. Center at Memphis
	University of Memphis
	Univ. of Tennessee Health Science Ctr.

MAJOR EMPLOYERS

*AutoZone, Inc	Naval Support Activity
Baptist Memorial Healthcare	Regions Financial Corp.
City of Memphis	Service Master Corp.
DeSoto County School District	Shelby County Government
*FedEx Corporation	Shelby County Schools
First Horizon National Corp.	Tennessee State Government
Harrah's Entertainment, Inc.	The Kroger Co.
*International Paper	Univ. of Tenn. Health Science Ctr.
Memphis City Schools	US Government
Methodist Healthcare	Wal-Mart Stores, Inc.
Mueller Industries, Inc	

*Denotes World Headquarter & Fortune 500

RECENT CORPORATE RELOCATIONS/EXPANSIONS

	NEW JOBS
Sitel.	880
Medtronic Sofamor Danek	600
Smith & Nephew Orthopedics	600
Jabil Global.	376
Jabil Circuit.	308
FedEx Supply Chain Services	233
ThyssenKrupp	226
Johnson & Johnson Healthcare	205

MAJOR RETAIL CENTERS (Greater than 300,000 sf)

	STORES
Wolfchase Galleria	130
Oak Court Mall	75
Raleigh Springs Mall	70
Peabody Place Entertainment & Retail Center	34

HOSPITALS

Memphis, TN	Baptist Memorial Hospital-Memphis
	St. Francis
	Methodist University Hospital
	Regional Medical Center at Memphis
	Veterans Medical Center
	LeBonheur Children's Medical Center
	St. Jude Children's Research Hospital
Crittenden, AR	Crittenden Memorial
DeSoto, MS	Baptist-DeSoto


 6410 Poplar Avenue, Suite 140
 Memphis, Tennessee 38119
 (901)683-2444 fax (901) 638-9743
 NYSE: HIW
 www.highwoods.com

HIGHWOODS PROPERTIES MEMPHIS DIVISION



STEVE GUINN

Steve Guinn is vice president and manager of the Memphis division of Highwoods Properties, responsible for the management and operation of the Company's 1.9 million square foot portfolio in Memphis, Tennessee. Prior to joining Highwoods in 2004, Steve enjoyed a successful 20-year career with the Trammell Crow Company in Dallas and Memphis. He joined Trammell Crow in Dallas, Texas, as its regional controller for the Midwest Division from 1978-1986. In 1987, Steve moved to Memphis where he was named regional financial manager and was in charge of all property sales, construction financing and permanent loan placements for the Southeast region. In 1990, as the commercial real estate markets entered difficult times, debts workouts and restructuring were added to Steves's long list of duties. For the past 10 years, Steve has been involved principally in investment sales, and since 1997, he has successfully completed in excess of \$300 million in investment sales transactions, principally office, industrial and retail properties. Prior to joining Highwoods, Steve was senior vice president, brokerage service and was responsible for Trammell Crow's office leasing and management division in Memphis.

In 1998, he was named one of Trammell Crow's top brokers nationally, and in 2003, Steve won the Memphis Area Association of Realtors (MAAR) Pinnacle Award for Top Office Sales Broker. Steve is a member of the Society of Industrial and Office Realtors (SIOR), a Certified Commercial Investment Member of the American Real Estate Institute (CCIM), a licensed broker in Tennessee and a Certified Public Accountant (retired status - state of Texas).

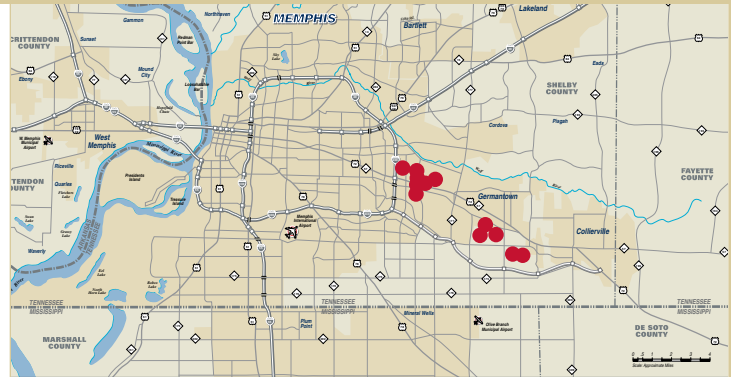
PORTFOLIO

MEMPHIS DIVISION

- 19 Office Properties
- 1.9M RSF
- 2 Submarkets

DEVELOPMENT DELIVERIES 2005-2009

- 288,000 SF Class "A" Office Space
- \$52.7M Investment
- 10 Acres Core Land



FEATURED OFFICE PARK

SOUTHWIND OFFICE CENTER

Southwind D
64,129 SF
Year Built: 1999



3400 Players Club Parkway
69,023 SF
Year Built: 1997



FEATURED PROPERTY

TRIAD CENTER III - 147,982 SF



HIGHWOODS OVERVIEW

COMPANY OVERVIEW

- Founded 1978
- IPO 1994
- Full Service REIT
- \$4.1B Total Market Cap
- Suburban Office
- 329 Properties
- 32.3M SF
- NAIOP Developer of the Year (2009)



TOP 5 MARKETS

Market	% OF ANNUAL REVENUE
Raleigh	15.7%
Atlanta	15.2%
Tampa	13.7%
Nashville	12.5%
Kansas City	10.2%

TOP 5 CUSTOMERS

Customer	% OF ANNUAL REVENUE
Government - Federal & State	11.6%
AT&T	3.5%
PricewaterhouseCoopers	2.0%
Healthways	1.6%
Metropolitan Life Insurance	1.5%

