

NASHVILLE AREA PROFILE



ACCOLADES & AWARDS

2010

- No. 2 "Top Ten States, Executive Business Climate Survey," Site Selection Magazine
- No. 2 "Best Metro for Quality of Life," Business Facilities Magazine
- "One of Top Cities for Entrepreneurs," Entrepreneur Magazine

2009

- No. 5 "Top Ten States, Executive Business Climate Survey," Site Selection Magazine
- No. 5 "Metropolitan Area's of Economic Strength," POLICOM Corporation
- No. 5 "Top States for Jobs and Business Growth," Chief Executive Magazine

2008

- "One of America's Five Most Friendliest Cities", The Today Show
- "2007 Competitiveness Award", Site Selection Magazine

2007

- No. 9 "Best Places for Business and Careers", Forbes Magazine
- No. 9 "Top 10 Metro Areas in the US", Site Selection

POPULATIONS

Nashville MSA	1,701,015
Davidson	626,144
Rutherford	249,270
Williamson	171,452
Sumner	155,474
Montgomery	154,756
Wilson	109,803
Maury	81,938
Robertson	64,898
Dickson	47,884
Cheatham	39,396

COLLEGES & UNIVERSITIES

- Aquinas College
- Austin Perry State University
- Belmont University
- Cumberland University
- Fisk University
- Lipscomb University
- Middle Tennessee State University
- Tennessee State University
- Tennessee Technological University
- Trevecca Nazarene University
- University of the South
- Vanderbilt University

MAJOR EMPLOYERS

AT&T	Ingram Industries
Bridgestone Americas Holdings Inc.	Nissan North America Inc.
CBRL Group Inc.	Saint Thomas Health Services
Cracker Barrel Old Country Stores Inc.	Shoney's Inc.
Dell Corporation	State of Tennessee
Gaylord Entertainment	The Kroger Company
HCA, Inc.	Vanderbilt University
	Verizon Wireless
	Wal-Mart Stores Inc.

RECENT CORPORATE RELOCATIONS/EXPANSIONS

	NEW JOBS
Kroll, Inc.	360
Simplex Healthcare	300
Thomas and Betts	202
PromiseCare Pharmacy	200
Biomimetic Therapeutics	180
Cigna Government Services	150
Schrader Electronics Limited	138
Bostwick Laboratories	100
Client Logic	100
Shoals Technologies	100

MAJOR RETAIL CENTERS (Greater than 300,000 sf)

	STORES
Opry Mills	<200
Cool Springs Galleria	160
RiverGate Mall	154
The Mall at Green Hills	102
Bellevue Center	<100
Stones River Mall	55
Madison Square	52
South Plaza Shopping Center	41
Cool Springs Festival	26
Broad Street Centre	23
Cool Springs Crossings	18
The Marketplace	14

HOSPITALS

Nashville	Baptist Hospital
	Centennial Medical Center
	Vanderbilt University Medical Center
	St. Thomas Hospital
	Nashville Metro Bordeaux Hospital
	Skyline Medical Center
Madison	Tennessee Christian Medical Center
Murfreesboro	Middle Tennessee Medical Center



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HIGHWOODS PROPERTIES NASHVILLE DIVISION



BRIAN REAMES

Brian is senior vice president and regional manager for Highwoods Properties where he oversees the Nashville division and the Company's Greenville operations. In total, he manages a portfolio of 4 million square feet. Before joining Highwoods, Brian was a partner and owner at Eakin & Smith, Inc., a Nashville-based office real estate firm, until its merger with Highwoods in 1996. Brian is the past president of the Nashville chapter of the National Association of Industrial and Office Properties (NAIOP). He is currently serving on the board of directors of H.G. Hill Realty. Brian received a Bachelor of Arts degree from Vanderbilt University.

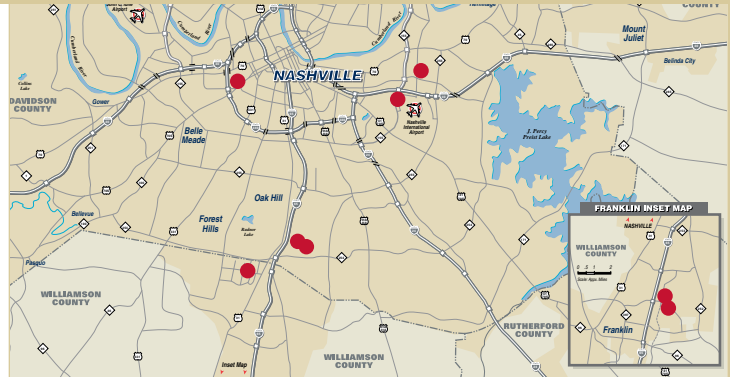
PORTFOLIO

NASHVILLE DIVISION

- 24 Office Properties
- 3.1M RSF
- 4 Submarkets

LAND AVAILABLE FOR DEVELOPMENT

- Seven Springs - 16 Acres Core Land



FEATURED OFFICE PARK

HIGHWOODS OFFICE PARK

Cool Springs I

154,069 SF
Year Built: 1999

Cool Springs II

209,250 SF
Year Built: 2001

Cool Springs III

154,364 SF
Year Built: 2006

Cool Springs V -

Healthways
263,598 SF
Year Built: 2008



FEATURED DEVELOPMENT

SEVEN SPRINGS MIXED-USE DEVELOPMENT



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%

