



***It's a new year and everybody is asking us about how they can get their real estate to start contributing to the bottom line instead of just being an expense item on the income statement.***

2008 was a very busy year. We helped more people than ever before use their real estate leases and equities to enhance business results. We met with a long term client last week who told a group assembled for a meeting, "if it had not been for the changes suggested by Carpenter/Robbins five years ago we would not be in business today".

Our biggest challenge is to convince CEO's that taking pro-active steps to involve commercial real estate in strategic planning decisions for their companies will drive dollars to their bottom line. Two years ago we recommended selling assets and writing short term leases. Today we see this as a good time to buy land, write long term low rate leases, prepare for building acquisitions, reduce office space and get out of burdensome leases. There are proactive steps to be taken during every step of the business cycle and we are able to assist with each of them.

A brief thank you to all who have supported us this year; it can be lonely being a David in a Goliath world of commercial real estate.

We are pleased to report we were honored by the Society of Industrial and Office Realtors for helping a client complete the largest office transaction in the western United States, and once again we were named among the top twenty five fastest growing companies in the East Bay. We have been in the upper quartile of that list three of the last five years.

During the year we have helped many companies including Charles Schwab, Frito Lay, Media Net Link , Veterans Administration and the General Services Administration to name a few. We are assisting companies meet their real estate challenges in Texas, Ohio, Colorado, Washington, Nevada, Arizona and, of course, throughout California. If you are located here in the greater Bay Area we can be your advocate to make sure the firm is making the most of every real estate dollar it will plan or spend in 2009.

Please feel comfortable in contacting either John Robbins or me for a no nonsense discussion about what a tenant representation focused company like ours can do for your firm. The call is free; we'll make the time worth while for you.

We look forward to hearing from you and Happy New Year.