

DUKE REALTY

Setting the Standard

Phillip R. Duke, John Rosebrough, and John Wynne had limited capital and no reputation in development when they pooled their resources in 1972 and purchased Park 100, a struggling 324-acre industrial park in Indianapolis. The partners did, however, possess an indomitable belief in themselves and their ability to pioneer the

development of flex space, the concept of combining office, showroom, and warehouse space in one location. Their young firm, P.R. Duke and Associates, quickly set about transforming Park 100 into one of the country's largest industrial parks, eventually encompassing more than 1,500 acres.

Closely following on the heels of their success at Park 100, they accepted a similar challenge with the purchase of a founding retail center on the north side of Indianapolis. Duke and Associates developed that center into Keystone at the Crossing, a mixed-use development with shopping, office buildings, and lodging. Over the next four decades, the firm would build a reputation as a leading-edge developer focusing on innovation and quality in each industrial and office development that bore their signature. Duke Realty, as it is known today, would set the standard for

providing high-quality, innovative, and distinctive environments that meet the operating needs of businesses.

A RISING STAR

Capitalizing on its success in Indianapolis with industrial property development, Duke Realty began to expand into new markets and new product types in the late 1970s. Cincinnati, Ohio was the first market outside of its headquarters city that Duke Realty entered. In addition to opening its first satellite office, Duke Realty expanded its development portfolio to include office properties.

Continued growth and expansion into new markets led to the opening of additional offices in Nashville, Tennessee and Columbus, Ohio where Duke Realty became one of the largest developers and property owners in each of those markets. By the time Duke Realty became a publicly traded company on the New York Stock Exchange in 1993, the company had a ten million-square-foot portfolio.

Following its transition to a public company, Duke Realty continued its geographic expansion to include the ownership and management of industrial, office, and medical office properties in 18 major markets, including Indianapolis, Indiana; Atlanta and Savannah, Georgia; Columbus and Cincinnati, Ohio; Minneapolis, Minnesota; St. Louis, Missouri; Nashville, Tennessee; Dallas and Houston, Texas; Central and South Florida;

Washington, D.C.; Chicago, Illinois; Baltimore, Maryland; Phoenix, Arizona; and Raleigh, North Carolina.

Another major expansion of its product offering came in 2007 when Duke Realty acquired Brenner Healthcare. Duke Realty's healthcare team now focuses on the building, leasing, and management of healthcare facilities, ranging from small medical office buildings to facilities with diagnostics, oncology centers, or surgery centers.

Duke Realty is proud of its proven track record in providing built-to-suit development services meeting exact specifications for some of the largest, most recognized companies in the world.

A NATIONAL LEADER

Duke Realty is now one of the largest commercial real estate companies in the United States with approximately 141 million square feet of industrial, office, and medical office properties in 18 major U.S. cities. With nationwide construction capabilities and \$7.5 billion in assets, the company that began with three partners



Parkwood Crossing and Parkwood West are Duke Realty developed and owned office campuses located at I-465 and North Meridian Street. A total of 1.6 million square feet of Class A office space is available in the park.

Associates from Duke Realty's offices around the country often volunteer their time and skills in building Habitat for Humanity homes.



In 1972, Duke Realty began development of Park 100, its first commercial property endeavor. Today Park 100 remains one of the country's largest industrial parks, encompassing more than 1,500 acres.



Carmel: 'round about right

and a vision now employees more than 980 associates. The company's headquarters occupies more than 130,000 square feet of office space in the Parkwood Crossing development which includes nine Class A office buildings with nearly 1.5 million square feet.

Commercial Property Executive magazine ranked Duke Realty as the nation's eighth leading REIT in 2011. In addition, in the *Midwest Real Estate News* "Best of the Best" Property Owners, Duke Realty was rated Number One in the Midwest.

"Our success is built on our reputation for delivering what we promise - first-class industrial, office, and medical office properties focused on customer results," states Denny Oklak, the company's Chief Executive Officer. "We've been in business for 40 years and have the financial viability and ability to create value through development, acquisition, and management of land and commercial properties."

Oklak oversees a vertically integrated operation offering a variety of commercial real estate services, including site selection, development, financing, construction, leasing, and property management. Duke Realty maintains a full in-house construction team which is one of the largest contractors in the nation. These

professionals build all Duke Realty-owned buildings as well as provide construction services to third parties.

It is this flexibility in what the company can offer its customers that Oklak feels sets Duke Realty apart from similar firms. In addition to offering a full range of commercial property services, Duke Realty can meet the specific needs of customers from development and construction to leasing and property management.

"Since our founding in 1972, Duke Realty has had an ongoing commitment to the City of Indianapolis and the surrounding metropolitan area," Oklak states. "Throughout the years, we've completed numerous industrial, office, and healthcare projects that, through their appeal, have attracted strong, growing businesses to the area and, consequently, have positively impacted the area's economic vitality and the well-being of the local residents.

"And we remain very heavily involved on a personal level in the communities where we do business. As a corporation, we support the United Way, the American Red



To help welcome visitors to Indianapolis, Duke Realty associates participated in a city-wide project to beautify downtown interchanges by planting trees, shrubs and flowers.

Cross, and other organizations. In addition, our associates volunteer in numerous community-based programs ranging from shelters for the homeless and victims of domestic abuse to teaching classes on money management to young people. Duke Realty associates enjoy giving back to the community."

Duke Realty's headquarters are in Six Parkwood, one of a 10-building, Class A office complex the company developed and continues managing and leasing at I-465 and North Meridian Street.



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