

WILLIAM D. GUMP

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CURRENT FOCUS

Bill represents users and property owners to assist them with their real estate needs. His role is that of a **strategic advisor**, spending the time necessary to understand their needs. As an **experienced professional**, he brings over 32 years of Austin real estate experience to the table. Bill offers highly **personalized service**, with the capacity to focus on client's needs in ways that are not possible with larger firms.

Bill is **passionate** about representing his clients well - large and small. Large real estate firms put tremendous pressure on their brokers to meet quotas, and as a result, their focus is on larger, national clients. Bill serves his clients well because of his experience and knowledge of the market which enables him to offer **creative solutions** for his clients. **Integrity** is priority number one.

EXPERIENCE

Bill spent over 20 years in Austin representing major landlords such as Southland Financial Corporation, Equity Office Properties Trust, and Crescent Real Estate Equities, Ltd. He has negotiated a substantial number & variety of real estate transactions, including property sales, office & industrial leases, expansions, lease renewals, buyouts, subleases, and relocations. In 2007, he transitioned to The Staubach Company, which became Jones Lang LaSalle. He established his own commercial real estate firm in 2010 to enable him to serve the local community better, and in accordance with his business principles.

EDUCATION & AFFILIATIONS

1976 – BBA Finance, with Honors UT Austin
1994 – Top Achiever, Equity Office Properties
2001 – Top Producer, Crescent Real Estate Equities
2006 – President, Commercial Leasing Brokers Association
2008 – Top Achiever, The Staubach Company
Member, Real Estate Council of Austin
Member, Commercial Brokers Association
Member, Central Texas Commercial Association of Realtors
Member, Austin Ridge Bible Church

REFERENCES

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TESTIMONIALS

"Our firm currently occupies about 10,000 square feet in the Chase Tower. Bill recently helped us negotiate an expansion of our footprint and extension of our lease under very favorable terms. We use Bill and his group as they are extremely knowledgeable, responsive to our needs and, most importantly, effective in negotiating very fair lease terms and conditions for us. Since our lease renewal was completed, I have referred Bill to a couple of close friends for tenant representation services, and both of those friends have been impressed with Bill's services as well."

James Flieller | Flieller, Kruger, Skelton & Plyler, PLLC

"Bill has represented our law firm over the last 8 years, as we moved from 800 SF in 919 Congress to 18,000 SF in 816 Congress. Since that time we changed our business plan, and Bill successfully subleased our space, and found us new space in southwest Austin. Bill's experience and expertise has helped us tremendously. I highly recommend Bill; he gave us expert advice, and great service."

Patrick Hotze, Managing Partner | Hotze Runkle, PLLC

"Bill knocked it out of the park for The Nature Conservancy. Everyone loves the space, and it conveys the mission and spirit of the organization perfectly. We highly recommend him."

Laura Huffman, CEO Texas and Kristen Vassallo, COO Texas | The Nature Conservancy

"Relocating to a new office space is an exciting, challenging time requiring careful strategic planning and execution. Fisoc, Inc. was fortunate to retain the professional real estate services of Bill Gump to help us through this process. Bill's expert knowledge of the Austin, TX real estate market, combined with his integrity, enthusiasm and professionalism made the search easy and painless. It is my pleasure to wholeheartedly recommend Bill to anyone needing commercial real estate assistance in Central Texas markets."

David H. Fruhling, II, COO/CFO | Fisoc, Inc.

"I want to express my appreciation for your faithful support in the successful completion of our new corporate facility. Your professional assistance proved very valuable as you provided timely market data and lease negotiations for our new office space. I would gladly welcome the opportunity to work with you again on a future projects."

W. Mark Perkins, CEO | Kimbia

"We occupy almost 3,000 SF in One Congress Plaza, and have always negotiated our renewals directly with the landlord. We decided to hire Bill this year to negotiate our renewal, and through his efforts, we were able to realize a savings of \$50,250 through free rent, tenant finish allowance & lowered base rent. Bill was great to work with – he followed through with us throughout the entire process and did what he said he would do. Bill delivered real value to our firm, and we will utilize him next time."

Tom Brorby | Brorby, Crozier & Dobie, P.C.

"Bill Gump did an excellent job in listing and selling property for our church. He has extensive experience and knowledge in the real estate field. In addition, Bill understood the process of working with a nonprofit, explained information clearly, and was highly responsive to our needs. We were very pleased with both the value we received for our property and our experience with Bill."

Aimee Estep | St. James' Episcopal Church

"Bill represented Sweetish Hill Bakery in acquiring a large commercial property off Burleson Road and then 7 years later helping me to sell the property. With Bill's years of experience in the commercial real estate market, he was able to negotiate a great price on the purchase and to set a new market price for our sale. When I was approached to sell our bakery and the land underneath it, I immediately contacted Bill. Using his advice and contacts in the Austin real estate world, we were able to set a record price for our land."

Jim Murphy | Former owner of Sweetish Hill Bakery

DIFFERENTIATORS

Thank you for taking time to meet with me about your corporate real estate needs. I would very much like the opportunity to be of service to your company, and encourage you to have someone on your team with deep market knowledge representing your interests. Having representation adds credibility to the fact that you are approaching your corporate facilities needs in a serious, objective manner.

Some differentiators we offer:

Strategic Advisor The real issue is not real estate. The real issue is the continued growth and profitability of your company while providing the right environment for your employees. I will spend the time necessary to understand your business so that we can design a real estate plan that supports your goals and objectives.

Process Driven My commitment to a thorough, systematic and effective process means I will evaluate every possible real estate solution, resulting in the lowest cost, lowest risk, best outcome for you. I understand process documentation as file support for your various constituencies.

No Conflict of Interest I represent YOU only. The top ten commercial real estate firms in Austin represent both landlords and tenants. By hiring one of these firms, you will not be adequately represented; they have far greater revenue representing landlords, and your interests will be sacrificed. I represent users only, and fight hard to be your advocate. How can one firm represent you and the landlord? They can't.

Experience I offer 32 years of experience in the Austin market. For over 22 years, I represented several sophisticated landlords, having completed many types of transactions. The strategic nature of your requirement and the financial obligation involved warrants a thorough and thoughtful review of your alternatives from an experienced professional.

Personalized Service Larger firms focus on larger, multi-city/state clients. I offer highly personalized service, with the capacity to focus on your needs in ways not possible at larger firms. Brokers at larger firms are forced by their business model to focus on larger clients.

Renewal Considerations My job will be to drive leverage. The presence of a third party in the transaction increases the landlord's belief that you might actually move; as an outside third party, I have no emotional ties to the building, and the landlord might suspect I prefer another building. If the tenant negotiates directly with the landlord, the landlord believes that a renewal is the preferred alternative. The best way to bring an existing landlord to focus on the transaction at market rates is to actively explore other options. Leasing fees are already built into the transaction, and therefore my compensation costs are not incremental.

Thanks again for your time. I hope to be able to work with you!

