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## **T. Stacy & Associates, Inc., Continues to Grow with Additions to Leasing Division**

AUSTIN—Austin-based commercial real estate development, management and leasing company T. Stacy & Associates, Inc., announced today the recent additions of leasing associates Kathy Carr and Brett Carr to the company's leasing division. There is no relation between the two employees.

Kathy Carr will be concentrating on the company's latest acquisition, Bank of America Center at 6<sup>th</sup> and Congress, while working in conjunction with Brett Carr on Park 22, Perry Brooks and 823 Congress.

Kathy Carr joins T. Stacy & Associates from Commercial Texas, where she served as associate vice president. In 2003 and 2004, the Austin Business Journal ranked her as one of the Commercial Real Estate Top 25 Heavy Hitters. She currently serves on the board of the Commercial Leasing Brokers Association and was nominated as one of the top leasing brokers for 2002. As a founding member of CREW Austin, Inc. (Commercial Real Estate Women), she served on the Board of Directors in 2003. She also sat on the Advisory Board for the Great Austin Chamber of Commerce Commercial Real Estate Guide for 2003. She earned her degree in Business with honors from the University of Texas at Austin.

Prior to joining T. Stacy & Associates, Brett Carr worked in the political arena as a policy analyst in the State Affairs Committee for Senator Ratliff. In just the short time with T. Stacy & Associates, he has been involved in more than 60,000 square feet of leasing. Born in Houston and raised in Hallettsville, he received his degree in Political Science from the University of Texas at Arlington.

Austin-based T. Stacy & Associates, Inc., is a commercial real estate development, management and leasing company focusing on the acquisition and redevelopment of properties throughout Texas. Since 1993, T. Stacy & Associates has been at the forefront of the major resurgence and growth of downtown Austin, including the most recent purchase of the Bank of America property, in which the company will be responsible for redeveloping the site to include 100,000 square feet of retail space at street level, a chic luxury hotel, elegant high-rise condominiums *and* loft-style apartments. For more information on T. Stacy & Associates, please visit [www.tstacy.com](http://www.tstacy.com).

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## **Bank of America Center Unveiled as Austin's "Smartest" Building, Offering Most Advanced, Integrated Business Solutions in Town**

***Cisco-Connected Offices Expected to Increase Business Efficiency,  
Create New Value for Commercial Property Owners and  
Help Further Solidify Austin's Power to Attract New Business***

AUSTIN—Mayor Will Wynn, Greater Austin Chamber Chairman and former Mayor Kirk Watson and Downtown Austin Alliance Board of Directors Chair Jeff Trigger all turned out at a press conference on June 28 as Cisco Systems and T. Stacy & Associates dubbed 515 Congress Avenue at Bank of America Center as the "smartest" building in town. Mayor Wynn showed his support by pronouncing this day in Austin, "Cisco-Connected 'Smart' Building Day."

Thanks to a partnership announced today between T. Stacy and Cisco Systems, 515 Congress is in the process of a complete technology overhaul that will make it the most advanced office tower in Central Texas. This partnership marks the first such effort nationwide for Cisco, which used today's press conference to announce its "Cisco Connected Real Estate" program. *[EDITORS: NO HYPHEN IN OFFICIAL NAME OF CISCO PROGRAM.]*

"515 Congress is the first commercial office building of its kind in Austin to offer a unique, fully integrated technology package aimed at increasing businesses' efficiency," Bob Cooper, director of Gulf Coast commercial operations for Cisco Systems, said. "It's as if this landmark building just went back to college and got its Ph.D. This is the new office concept that Cisco will now begin rolling out nationwide."

The package, which is offered through Tenant Solutions, a professional service company providing real estate and technology expertise, allows Cisco-connected offices to access telephony and Internet as easy as they do electricity and water, making it the "fourth utility."

"Tenants experience enhanced reliability and cost-effective deployments," Tom Stacy, president of T. Stacy & Associates and Tenant Solutions, said. "By utilizing Cisco's latest tools, Tenant Solutions is able to offer tenants advanced, integrated technology so that they can consolidate all communication services

onto a single platform for video, voice and data. This allows them to realize cost, productivity and efficiency advantages never before possible.”

In addition to increased productivity and efficiency, 515 Congress tenants can expect a system with integrated communication and unique, enhanced security features. Services include high-speed Internet access with exceptional up time; wireless and mobile solutions; IP telephony and unified communications, including Internet connectivity, e-mail and phone-based videoconferencing; network security to provide fully protected access to vital corporate assets; and building security, from video surveillance accessible from anywhere on the Internet to broadcast pre-recorded messages over the phone to alert in case of fire or other emergency.

Tenants can also catch up with the local and national news on the way out to a meeting from live News 8 Austin newscasts showing on the LCD screens in the elevators and on the 46” LCD screen in the lobby.

Hands-on demonstrations were given today in a “smart” suite—a Cisco-connected office—constructed in the lobby of the building to allow visitors to visualize the 21<sup>st</sup> Century work environment. They also learned about more emerging technology by touring Cisco’s Network on Wheels Van (NOW Van), which travels all over the country to showcase the latest in technology solutions for businesses.

For the first time, property owners have a long-term solution for increasing their property values and protecting their business investments from fluctuations from the real estate market. With the Cisco Connected Commercial Office Building Solution, owners can deliver an expanding suite of innovative tenant amenities and building services that truly differentiate their properties, enhance operational efficiency and increase property value.

Keeping in tune with the goals of Opportunity Austin, the Greater Austin Chamber’s economic development initiative, and the Downtown Austin Alliance, buildings powered by Cisco, like 515 Congress, will strengthen Austin’s place on the map for business and create a better environment for downtown workers.

“Austin is already known as a high-tech city,” Stacy, said. “We’re taking it to the next level, and in turn, furthering our efforts to attract more business to our great city and increasing the quality of life of people who work, live and play downtown.”

**ABOUT CISCO CONNECTED REAL ESTATE**

Cisco Connected Real Estate offers businesses smart solutions that deliver immediate and measurable results. By converging IT and core building systems into a single IP network for voice, video and data communications, businesses realize cost, productivity and efficiency advantages never before possible. For more information, Texas businesses can contact Storm Garcia at [stgarcia@cisco.com](mailto:stgarcia@cisco.com) or (512) 378-6051.

**ABOUT TENANT SOLUTIONS:**

A subsidiary of T. Stacy and Associates, Tenant Solutions is a professional service company that combines real estate and technology expertise to apply skill sets to clients that rely heavily on data and telecommunication services for the success of their business. For more information, contact Steve Judge at (512) 536-1107 or [sjudge@tenantsolutions.com](mailto:sjudge@tenantsolutions.com).

**ABOUT T. STACY & ASSOCIATES:**

Austin-based T. Stacy & Associates, Inc., is a commercial real estate development, management and leasing company focusing on the acquisition and redevelopment of properties throughout Texas. Since 1993, T. Stacy & Associates has been at the forefront of the major resurgence and growth of downtown Austin. T. Stacy & Associates is currently working on a plan to build Austin's tallest building, a multi-use project, in place of the annex connected to 515 Congress. For more information, please visit [www.tstacy.com](http://www.tstacy.com)

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