

## TESTIMONIALS



### COMPANY PROFILE:

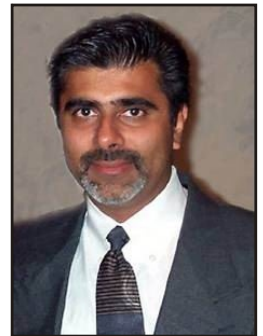
Encotech is a full service engineering firm specializing in Structural Design, Mechanical, Electrical and Plumbing Design, Project Management, Cost Estimating and construction Phase Services. Encotech is fully geared up to provide complete and detailed services for Commercial, Institutional, Infrastructure, Health Care, Educational and Recreational Buildings. Encotech offers professional consulting services in Texas, Arkansas and Florida.

### PREVIOUS LEASE SPACE:

I leased a number of small suites over the past few years. Most recently, I leased a 1,200 SF suite in a Class "B" building.

### NOW OWNS:

2,600 SF of Class "A" space that is uniquely designed to showcase the Engineering elements of classical building construction.



Ali R. Khataw, P.E.

### GENERAL COST BENEFITS YOU SEE IN OWNERSHIP VS. LEASING:

With each monthly payment, I am building up equity. I turned one of my largest expense items into an investment for myself.

### WHICH ASPECTS OF LEASING YOUR BUSINESS REAL ESTATE WERE MOST PROBLEMATIC IN THE PAST?

I hated looking for new space and the hassles of moving the most. I also did not like rent escalations and worrying if I am leasing in an "up" or "down" market.

### WHY DID YOU DECIDE TO OWN?

There are two main reasons. I wanted an investment, and I wanted a permanent address.

### WHAT IS THE GREATEST BENEFIT THAT YOU (AS A BUSINESS PRINCIPAL) HAVE EXPERIENCED FROM OWNERSHIP?

I have better financial control. As I have mentioned, the investment benefit is great. But, now I have stabilized my rent expense into perpetuity.

### WHAT BENEFITS TO YOUR CLIENTS, EMPLOYEES AND/OR OVERALL BUSINESS OPERATIONS DO YOU SEE FROM OWNING YOUR NEW OFFICE?

Because I own the space, I was free to spend more on my interior improvements. I created an engineered-style marketing atmosphere that reinforces the sophistication of our designs.

### WHAT IS YOUR FAVORITE THING ABOUT YOUR NEW SUITE?

I love the raw construction materials that are highlighted throughout the space. The design defines who we are as a customer walks into our office. In fact, our office was featured in Construction News magazine and News 8 Austin.