

GREENWAY PLAZA

N E W S L E T T E R



AIM Management still growing with Greenway Plaza

AIM Management Group Inc. is experiencing dramatic growth under the guidance of its founders, (from left to right) Ted Bauer, chairman and chief executive officer; Bob Graham, president and chief operating officer; and Gary Crum, president of AIM Capital Management.

investment products and the concentration on a single business," said Ted Bauer, chairman and chief executive officer.

As of December 31, 1991, the Houston-based investment firm ranked among the nation's Top 25 mutual fund managers and is the largest in the state, managing approximately \$19 billion in assets.

"AIM Management is a leader in the financial services arena and their lease expansion is testament that Greenway Plaza is an ideal location for Houston's most prestigious companies," said Neil H. Tofsky, executive vice president of marketing for Senterra Development, the firm that markets and manages Greenway Plaza.

"We are pleased to be the corporate headquarters for such a prestigious firm now and in the future."

"The move to Greenway Plaza was obviously the right decision for us," said Gary Crum, president of AIM Capital Management, Inc. "Greenway Plaza's amenities such as the Houston City Club and convenient location to other business sectors in the city

have been a true asset to our operations and employees."

AIM Management was formed in 1976 by Bauer, Crum and Bob Graham, president and chief operating officer. The three started with a small high-yield bond fund, a convertible bond fund and a money market fund. The first fund grew from about \$300 million in 1980 to \$1.8 billion in 1981 and is \$8.1 billion today.

In addition, AIM manages approximately \$7 billion in retail mutual funds that are distributed by major brokerage firms.

AIM recently agreed to an alliance with the Cigna Funds Group in which it would take over investment management and distribution of Cigna's 14 mutual funds.

Cigna is a major insurance company with nearly \$58 billion in assets under management. Shareholders will vote on the proposed agreement in June.

Throughout their remarkable growth curve, AIM's founders have held true to the two basic requirements in investment management: clearly conceived strategies and a disciplined investment process.

Execution of this strategy has resulted in tremendous success. The company moved to Greenway Plaza from downtown in 1980 with a lease of 5,000 square feet and has since expanded numerous times. Barbara Richey, vice president of marketing, represented Senterra in lease negotiations.

AIM currently leases all of the 18th and 19th floors in the Summit Tower and a portion of the Concourse. The new addition will include all of the 13th floor and part of the 12th floor. The expansion will be completed by the middle of June. ■

AIM Management Group Inc. has had tremendous growth since its founding in 1976, weathering dramatic shifts in Houston's economy and emerging as one of the nation's largest investment firms.

AIM Management's explosive growth was highlighted recently when the company increased its lease by about 35,000 square feet bringing its total to 85,000 square feet in the Summit Tower.

"The successful growth of AIM Management can be attributed to the hiring of capable people, a focus on high quality



PYRAMID POWER Senterra Development's \$40 million redevelopment of Greenway Plaza is nearly complete, and tenants can look forward to enjoying a new Food Court and retail area to be called the Shops at Greenway. Highlighting the redeveloped Concourse Level will be a glass pyramid that rises 20 feet above the existing plaza, new flooring, new signage and a redesigned palm court. New restaurants for the Food Court are part of the new look, and Senterra will announce them in the summer issue of The Greenway Plaza Newsletter.

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SHOPS
AT GREENWAY