

COMMERCIAL DEVELOPMENT CONSULTING SERVICES

ABOUT THE COMPANY

Commercials Development Consulting Services was formed to assist independent businesses successfully develop and construct their own commercial properties. **Commercial Development Consulting Services** has a proven objective in mind for its clients. This objective is to keep development cost low while not sacrificing quality.

We base our business philosophy on three basic concepts, blending *creative ideas* and *accurate information*, with *practical alternatives*. The completion of new construction or renovation within the constraints of each client's needs is our goal. **Commercial Development Consulting Services** provides valuable development experiences without adding excessive developer profit and overhead.

Commercial Development Consulting Services can assist independent companies with all aspects of development, and looks forward to serving your business needs.

SERVICES PROVIDED

SITE SEARCH:

- Research possible site locations for new building
- Examine possible sites for development potential
- Research zoning and local code issues related to sites
- Review City or County expectations regarding site specific development
- Assist negotiation concerning sites selected by providing recent market comparables and current market information

FINANCING:

- Research all possible financing avenues
- Investigate Small Business Association financing
- Review conventional loan packages
- Prepare loan packages
- Arrange for construction financing and permit financing

PROPERTY ACQUISITION:

- Perform total due diligence ranging from research and negotiation of easement, flood, toxic, wetlands, assessment, zoning and fee issues, to drafting and reviewing related title documents, escrow statements and escrow instructions
- Prepare financial analysis and related proformas
- Research I.R.C. §1031 trade issues
- Participate in purchase negotiations
- Discuss development plans and goals with principals
- Negotiation at staff, planning, and City/County Council levels
- Define marketing objectives

LAND DEVELOPMENT:

- Assist in preparation and review of CC&R's, cross maintenance, and easement agreements, etc.
- Monitor annexation, zoning, easement and parcelization issues
- Process parcelization and negotiate and review subdivision and development agreements
- Project master planning of land and building site layouts

CONSTRUCTION:

- Critique building plans
- Assist in preparation of construction budget
- Close financing and monitor funding
- Maintain partnership relations
- Push marketing and leasing

LEASING:

- Monitor performance of listing agents
- Provide quotes
- Prepare leases, addendums, and amendments
- Negotiate and document extras
- Maintain tenant relations/coordinate with property management department

FINISHED PRODUCT:

- Push ongoing leasing
- Research long term financing possibilities
- Partnership communication

PROPERTY SALE:

- Set objective
- List sale property if necessary
- Prepare sales analysis and package
- Establish marketing plan
- Monitor due diligence and handle contract issues
- Verify property is in saleable form (i.e. title matters, etc.)
- Oversee escrow, related statements and instructions, deposits, non-refundability and closing

On the following pages you will find a list of our most recently completed real estate transactions. Please feel free to contact any of these people for further information about Commercial Development Consulting Services, Inc., and what it can do for you and your Company.

<u>USER/OWNER</u>	<u>TOTAL VALUE</u>	<u>TOTAL SQ.FT.</u>
Mr. Ray Cobb, President T.M. COBB CORPORATION Irvine, California	\$ 1,987,900 2-28-94 (Sale)	51,000 sq. ft. 30,500 sq. ft.
Mr. Ron Elvidge, President INCOME PROPERTY SERVICES 4950 & 4900 Fulton Dr. Fulton Dr. Cordelia, California	\$ 1,987,900 4-04-94 (Purchase)	81,500 sq. ft.
Mr. Harry Marquez, President DEPENDABLE PLASTICS CO. 4900 Fulton Dr. Fulton Dr. Fairfield Cordelia, California	\$ 1,646,500 6-15-95 (Purchase)	51,000 sq. ft.
Mr. Gerald Cunningham, President ESSEX CORPORATION 870 "B" Napa Valley Corporate Way Napa, California	\$ 1,563,000 3-17-95 (Build-to-Suit)	15,000 sq. ft.
Mr. Henry Taylor, President Taylor Laundry Systems Inc. 4950 Fulton Dr. Fulton Dr., Fairfield, CA Cordelia, California	\$ 800,000 1-15-98 (Condo Sale)	10,000 sq. ft.
Mr. Gene Muzzio, President Total Vending Systems, Inc 4950 Fulton Dr. Fulton Drive Cordelia, California	\$ 850,000 7-18-98 (Purchase Id Condo)	10,000 sq. ft.
Mr. Clifford Green, Owner RISING STAR GLASS DESIGN Cordelia, California	\$ 750,000 12-31-99 (Condo Sale)	12,800 sq. ft.
Ms. Jan Jones, President SHAMROCK EQUIPMENT COMPANY Redding, California	\$ 1,100,000 6-23-01 (Build-to-Suit)	16,500 sq. ft.
Mr. John Schweigert Senior V.P. Mechanics Bank (Retired) 5190 Fulton Drive Cordelia, California	\$1,250,000 2003 (Purchase Investment)	12,000 sq. ft.
Mr. John Schweigert Senior V.P. Mechanics Bank (Retired) 393 Watt Ave, Ste. C & D Cordelia, California	\$2,550,000 (Rehab Investment) 2004	8,900 sq. ft.
WWL Investors 167 Camino Dorado Napa, California	2005 \$6,457,000 (Rehab Investment Sale)	38,500 sq. ft.

Mr. John Schweigert Senior V.P. Mechanics Bank 393 Watt Ave A & B Cordelia, California	2007 \$1,320,000 (Purchase Investment)	10,000 sq. ft.
CDCS INC. 5170 Fulton Drive Fairfield, California	2009 (Build-to-Suit)	28,500 sq. ft.
Nustad Trust 4970 Fulton Drive Fairfield, California	2009 (Investment)	28,500 sq. ft.
Number 9 Framing Co. 490 Watt Avenue Fairfield, California	2010 1,500,000 (Sale User)	10,333 sq. ft.
CDCS INC. 100 Dodd Ct. American Canyon, California	2014 (Rehab Investment Sale)	16,500 sq. ft.
Michael Madden Investor 162 Camino Oruga Cordelia, California	2016 \$2,800,000 (BTS Investment Sale)	12,500 sq. ft.
Napa Partners Properties Investor 164 Camino Oruga Napa, California	2017 \$3,500,000 (BTS Investment Sale)	20,000 sq. ft.
Napa Terra Investor 1106 Hardman Napa, California	2021 \$3,500,000 (Investment Sale)	16,000 sq. ft.
Crossroads Self Storage Inc. 9321 West Cordelia Rd. Cordelia, California	2014 to Present (BTS Investment) TBD	240,500 sq. ft.

STEVEN M. SCHERNER

225 Crossroads Blvd., Suite 440
Carmel, CA 93923
(831) 656-9160

SUMMARY OF ACHIEVEMENTS

- Proven track record in commercial real estate industry for over 30 years.
- Entrepreneur: Formed Commercial Development Consulting Services in 1991.
- Please see list of completed projects.

PROFESSIONAL EXPERIENCE

President / Owner

Commercial Development Consulting Services, Inc.
255 Crossroads Blvd. Suite # 440, Carmel, CA
(August 1991 to present)

- Financial underwriter for all projects.
- Development director.
- Marketing and business development.
- Arbitrator for special projects and developments.

Sales & Leasing Consultant

Grubb & Ellis Commercial Real Estate, Walnut Creek, CA
(Feb. 1989 to August 1991)

- Marketing representative for developers and owners.
- Tenant representation.
- Project development consulting.

Leasing Agent

Cushman & Wakefield Commercial Real Estate, Napa, CA
(Nov. 1986 to Feb. 1989)

- Marketing representative for Bedford Properties for Napa Valley Corporate Park and Fairfield Corporate Commons.
- Worked with city officials of Napa and Fairfield to coordinate permit process, design review, building conformity, and compliance with CC&R's.

Research Coordinator

Cornish & Carry Commercial Real Estate, Napa, CA
(Feb. 1984 to March 1985)

- Property research for broker and agents including ownership.

EDUCATION & ORGANIZATIONS

California State University - Sacramento, California
Majored: Real Estate
Majored. Marketing

Organizations: Native Sons of the Golden West, Boy Scouts of America

Achievements: Boy Scouts of America, Eagle Scout

References and portfolio of completed projects available upon request.