

REQUEST FOR QUALIFICATIONS



NewMark Merrill

C O M P A N I E S

**Development Opportunity
18.5 Acres – Riverside Ave., between
Valley Blvd. & San Bernardino Rd.
City of Rialto, CA**

SUBMITTED BY:

**NEWMARK MERRILL COMPANIES
5850 CANOGA AVENUE, SUITE 650
WOODLAND HILLS, CALIFORNIA 91367
818-710-6100 TEL**

&

**PACIFIC RETAIL PARTNERS
1949 ARROYO Dr.
RIVERSIDE, CA 92506
951-248-1100 TEL**

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January 30, 2017

Mr. Ken Hira
KOSMONT COMPANIES
Executive Vice President
1601 N. Sepulveda Blvd., #2
Manhattan Beach, CA 90266

**RE: REQUEST FOR QUALIFICATIONS
DEVELOPMENT OPPORTUNITY - 18.5 ACRES
RIVERSIDE AVENUE, BETWEEN VALLEY BOULEVARD & SAN
BERNARDINO ROAD, CITY OF RIALTO**

Dear Ken,

Thank for the opportunity to present our development qualifications for the 18.5 acre development site along Riverside Avenue. We are pleased to present this Letter of Introduction to you along with a more thorough RFQ package containing all the necessary information, such as qualifications, development experience, sample projects, site plans and project description in which to properly evaluate our proposal.

As you may know, our company, the NewMark Merrill Companies, along with our partner, Pacific Retail Partners, is currently developing the out-parcels to the adjacent 230,000 square foot Walmart Super Center anchored Rialto Marketplace. Our experience with that project dates back to 2004 when we first began working with the City of Rialto and various community leaders to create project that would address several voids in the retail market, maximize tax dollars and become the cornerstone of what we envisioned as a dominant, three-phase destination-quality shopping and entertainment center in south Rialto. Throughout those thirteen years of overcoming several unanticipated obstacles, we never once waived in our dedication to bring this project to fruition. Our commitment to the City of Rialto on this second phase is no less thorough and, as such, we sincerely believe we are the most deserving candidate to be awarded this Project and continue on with our vision.

In the event you are not familiar with us or our partner, please allow me to tell you about our history and experience. The NewMark Merrill Companies is a diversified commercial real estate firm specializing in the development of retail shopping centers throughout the Western United States. Formed in 1997, NewMark Merrill maintains a current portfolio of 75 shopping centers totaling over 9 million sf and was recently named the 3rd Largest Commercial Developer in Southern California by the Los Angeles Business Journal.



NewMark Merrill
C O M P A N I E S

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Los Angeles
San Diego
Orange County
Ventura County
Sacramento
Chicago
Colorado

Development

Repositioning

Leasing

Property
Management

Construction

Our partner on this Project will once again be Pacific Retail Partners, a Riverside-based development company which has been specializing in ground up retail projects in Riverside and San Bernardino since 1992.

Over the last ten years, NewMark Merrill and Pacific Retail Partners have developed and/or redeveloped – both individually and as partners – approximately 50 retail projects throughout California and Colorado totaling over 5 million square feet (please see the list of development projects attached at the conclusion of Section 4). Together, our team manages every aspect of the development process, including design, construction, leasing, marketing and property management. Consulting architects, engineers and other specialists are used as necessary to generate specific plans and secure tenants. We also act as our own general contractor and thereby solicit bids, award contracts and manage construction and tenant improvements. This total service concept is the hallmark of NewMark Merrill-Pacific Retail Partner's commitment to quality.

Our successful experience with the Rialto Marketplace tells us that this second phase of the project will also attract a high number of national credit tenants - for anchor positions, in-line spaces and pad users - with uses ranging from soft goods, home improvement, grocery, drug stores and entertainment to quality sit-down restaurants. Additionally, our experience with developing the Rialto Marketplace has also flattened out any learning curve that a new developer will most assuredly experience.

As the prospective development team, the NewMark Merrill Companies and Pacific Retail Partners pledge to dedicate ourselves to ensure that this Project is built for maximum value and benefit to the community.

We appreciate the opportunity to submit this RFQ package to you and look forward to the opportunity to once again work with the City of Rialto.

Very truly yours,

NEWMARK MERRILL COMPANIES



Sanford D. Sigal
President and Chief Executive Officer

2. Description of Potential Project

Our goal for every project we undertake is to develop a quality, high-end shopping center environment that 1) is embraced by the community, 2) addresses retail voids within the City, 3) increases tax revenue and 4) will service the wants and needs of the residents.

Our vision for this 18.5 acre development is to create a unique shopping center "village" environment that not only acts as a community gathering place but also synergistically linking together the adjacent projects to the north, which Applicant is developing, and south.

As the attached site plans demonstrate, we will explore two options for this development which are consistent with the Gateway Specific Plan. Option one features four traditional junior anchor boxes, ranging in size from 20,000 – 30,000 square feet, along with six retail pads lining the single driveway into the project. You will find a 6,000 square foot sit-down restaurant pad nestled behind a 12,000 square foot multi-tenant pad building along Riverside Avenue. The fire station will be housed in the rear of the Project with access out to Willow Avenue.

Option two features a 52,000 square foot, 2,300 seat state-of-the-art movie theater in lieu of the junior anchor buildings, along with approximately 14,000 square feet of adjacent shop tenants. We've retained the six pads leading into the Project, the restaurant pad and multi-tenant pad building along Riverside Avenue, as well as the fire station in back.

Potential tenants for our two options include:

- sit-down family restaurant
- soft goods junior anchors
- movie theater and entertainment related uses
- high-end retail shops
- service providers
- local operators
- hospitality uses
- private/governmental office

Aesthetically, our Project will be designed to generate high street level activity through eye catching color palates, unique architectural articulation, tall building parapets for maximum street exposure, wall sconces for subtle walkway lighting, shade elements such as canopies and trellises, green screens with lush landscaping up against buildings, patio spaces with outdoor seating, glass walls and stone tower elements accentuating the entrance.

We will also endeavor to meet today's highest environmental standards through the use efficient building systems, such as cool roof technology, recycled building material, grey

water preservation systems and water efficient drought tolerant landscaping. Additionally, we will seek to hire local work first and use local suppliers where we can.

Something that is unique to our proposal is that the easement between the adjacent projects, which we control through our ownership of the center to the north, will enable us to create a thoroughfare for pedestrians and bicycles, thereby limiting vehicle traffic. This pedestrian friendly connection will allow customers to circulate freely from the Walmart to the north, through this new Project, to the proposed anchor to the south all without having to venture back out on Riverside Avenue or even start a car.

In addition to all of our other planned amenities and attractive architectural articulation, we believe this development will be further enhanced by freeway reader board signage capturing potential shoppers on the 10 Freeway.

We believe a Project of this caliber will continue our efforts to energize the south Rialto retail corridor and further enable community and regional shopping which will help to recapture lost tax dollars.



RIALTO - MASTER PLAN
SWC SAN BERNARDINO AVENUE AND RIVERSIDE AVENUE
RIALTO, CALIFORNIA



NEWMARK MERRILL COMPANIES
5850 CANOGA AVENUE, SUITE 650
WOODLAND HILLS, CALIFORNIA 91367

01/25/17

16177MMA

SP-4b



McKenty
Malak
ARCHITECTS

PROPOSED MASTER PLAN



RIALTO - MASTER PLAN
 SWC SAN BERNARDINO AVENUE AND RIVERSIDE AVENUE
 RIALTO, CALIFORNIA



NEWMARK MERRILL COMPANIES
 5850 CANOGA AVENUE, SUITE 650
 WOODLAND HILLS, CALIFORNIA 91367

01/25/17
 16177MMA

SP-4a

PROPOSED MASTER PLAN



3. Team Members

As with the adjacent Rialto Marketplace, our development team includes the founders of both NewMark Merrill and Pacific Retail Partners, Sandy Sigal and Joe Meyer. These respected industry veterans possess over thirty years of experience developing large, well-anchored retail projects throughout Southern California. Our dedicated, highly skilled team is able to perform all aspects of the development process, from initial site planning and community outreach to lease negotiation and construction oversight.

The following are the key personnel that will be involved in this Project. A more thorough profile of each member has also been included for you:

- **Sanford D. Sigal** – President & Chief Executive Officer, NewMark Merrill Companies
- **Joseph D. Meyer** – President and Co-Founder, Pacific Retail Partners
- **Brad Pearl** – Vice President of Development and Co-Founder, NewMark Merrill Companies
- **Joseph J. Marconi** – Vice President, Pacific Retail Partners
- **Luca Giovanardi** – Director of Construction, NewMark Merrill Companies
- **Sandra Kist** – Chief Financial Officer, NewMark Merrill Companies
- **Susan Rorison** – Chief Operating Officer, NewMark Merrill Companies
- **Jim Patton** – Director of Leasing and Acquisitions, NewMark Merrill Companies
- **Darren Bovard** – Director of Leasing, NewMark Merrill Companies

Team Member Profiles

Sanford D. Sigal, President, NewMark Merrill Companies - Sandy Sigal is a graduate of the University of California at Los Angeles and has been an entrepreneur in the real estate industry for close to 40 years. In 1997, Mr. Sigal founded and serves as Chief Executive Officer and President of NewMark Merrill Companies, which has grown to be one of the fast growing privately held developer and owner of shopping centers in Southern California, Colorado, and Illinois. He was also Chairman of LandMark Retail Group, a preferred developer of CVS pharmacies in San Bernardino and Los Angeles through the Bay Area.

Mr. Sigal started his career in real estate at the age of 20 by joining West Venture Companies, a Southern California-based homebuilder. While there he founded West Venture Commercial, the commercial retail division, where he built

or redeveloped over 25 shopping centers as well as oversaw their management. In 1993, Mr. Sigal was promoted to President and CEO of the parent company giving him responsibility for the land acquisition, development and sale of over 700 homes, and oversight of the commercial and mortgage divisions. In 1997, Mr. Sigal left West Venture and co-founded NewMark Merrill Companies at which time he purchased the West Venture retail assets, including 15 retail centers and 4 development projects.

Since NewMark Merrill's inception in 1997, Mr. Sigal has acquired and/or developed an additional 58 retail centers totaling over 10,000,000 square feet and in over 60 cities. The Company has been ranked one of Los Angeles' Fastest Growing Private Companies by the LABJ for the last 9 years, Top 10 Property Management Firms & Top 10 Development Firms by the LABJ since 2008 and currently owns and/or manages 75 shopping centers throughout Southern California, Colorado and Illinois, representing almost 9,500,000 square feet with a collective value in excess of \$1 billion dollars. It credits among its tenants Wal-Mart, Ralph's, Whole Foods, Regal Theaters, Toys R Us, 99c Only Stores, Sprouts, Smart & Final, Ross Dress for Less, CVS Pharmacy, Walgreen's and other local and national retailers. The company has offices in Thousand Oaks, Norwalk, Anaheim, Oceanside, Sacramento, Chicago and Colorado and a corporate office in Woodland Hills.

Mr. Sigal is also active in community organizations serving on the Board of the Camp Max Straus Foundation, a camp for underserved children which Mr. Sigal attended when he was a child. He is currently serving as Vice Chairman of the Board and dinner chair since 2004 and was recipient of the William Shatner Humanitarian Award in 2007 for his work for the Foundation and the Camp. Sandy was recently recognized as one of the *500 Most Influential People in Los Angeles* by the Los Angeles Business Journal, and one of the *200 Most Influential People in the the San Fernando Valley* by the San Fernando Business Journal. He was also awarded the prestigious EY Entrepreneur of the Year by Ernst & Young in 2016. Mr. Sigal is also an active member of the Young Presidents Organization of Santa Monica Bay (YPOSMB) currently serving as Chairman of the Membership Committee. Mr. Sigal is a graduate of the University of California at Los Angeles, and has lived in Calabasas for the last 25 years with his four children.

Joseph D. Meyer, President and Co-Founder, Pacific Retail Partners - Joe graduated from Cal State University at Fullerton in 1982 with a Bachelor of Arts degree in Business Administration, with an emphasis in Economics. Joe had a successful career as a financial analyst for Hughes Aircraft prior to joining CB Commercial in 1985. He worked at the CB Commercial Riverside office from 1985 through 1993 specializing in major retailer representation and the development of neighborhood and community shopping centers.

During his first year at CB Commercial, Joe achieved the "Rookie of the Year" award for being the top, first year broker for all specialties at the Riverside office. In 1992, Joe was CB Commercial's #1 retail specialist nationwide and a member of the Colbert Coldwell Circle (#14), which consists of CB Commercial's top 60 brokers nationwide.

Joe continues to work with Walmart in Southern California markets, which he has done for over 25 years. Walmart is the nation's largest retailer, currently operating 5,300 stores and clubs in the United States. Joe's aggressive, thorough, and visionary approach to real estate brokerage and development continue to result in him being an integral team member to every transaction.

Joe lives in Riverside with his wife Maggie in the house where they raised their four children.

Brad Pearl, Vice President of Development and Co-Founder - Brad Pearl leads the retail leasing division and performs a direct role in the acquisition of properties and site selection for NewMark Merrill projects. Mr. Pearl has accumulated over 33 successful years in the commercial retail industry.

Mr. Pearl graduated in Business Economics from the University of California at Los Angeles. He began his career in commercial investment real estate with Marcus & Millichap in Encino, California, and furthered his career at the San Fernando office of Capital Commercial Real Estate where he specialized in commercial land development and retail leasing. Mr. Pearl has specialized in Retail Tenant Representation and has maintained exclusive relationships with major retail tenants.

Mr. Pearl has negotiated lease agreements for over 6,000,000 square feet of retail space since joining the company. Additionally, he has overseen the acquisition of 35 shopping centers and 18 development projects with a combined total value in excess of \$400,000,000.

In 1997, Mr. Pearl assisted in the formation of the NewMark Merrill Companies as well as guided the formation of the leasing and acquisition team.

Joseph J. Marconi, Vice President, Pacific Retail Partners - Joseph joined MPJR, Inc. in September 2002. His duties include assisting Mr. Meyer in most aspects of the business. He has been involved with Walmart for over 17 years.

Previously, he was employed by Hall & Foreman, where as Project Manager he was responsible for the Walmart account. His extensive educational and real world experience in civil engineering design and project oversight give him a unique perspective to the development cycle.

Prior to working at Hall & Foreman, Joseph was Vice President at Robert Fiscus and Associates, a design engineering firm, overseeing all aspects of the project and managing 35 people.

Joseph has a proven track record of efficiently implementing company and project goals.

Luca Giovanardi, Director of Construction - Mr. Giovanardi was former Vice President and Director of Project Manager for Evergreen Devco, Inc., where he directed the development team for the strategic rollout of Fresh & Easy Neighborhood Market stores in California for Tesco, the third-largest retailer in the world. During his 10 years at Evergreen, Giovanardi managed over 45 ground-up and remodel retail developments for Walgreens, Fresh & Easy Neighborhood Market, JPMorgan Chase, Sport Chalet, Mervyn's, Toys "R" Us, BevMo, Circuit City, and the Darden Group. He completed 500,000+ square feet of retail space and has worked with over 50 municipalities in California, Arizona and Nevada.

Among Giovandari's more prominent development management assignments was a 32 acre, \$50-million regional shopping center in Goodyear, Arizona for Evergreen Devco, Inc. from conception through completion. Among Giovanardi first roles at NewMark Merrill Companies will be the overseeing of a 50-acre retail development project in Longmont, Colorado, and the redevelopment of a 150,000 square foot shopping center in Baldwin Park, California.

Mr. Giovanardi graduated Summa Cum Laude with a Bachelor of Science in Business Management from Arizona State University. He is an active member of the International Council of Shopping Centers, the Urban Land Institute and is a strong supporter of Habitat for Humanity.

Sandra Kist, Chief Financial Officer - As Chief Financial Officer for NewMark Merrill Companies, Ms. Kist is responsible for all financial operations, including cash management, financial analysis of properties, feasibility studies and the due diligence for acquisitions. Ms. Kist has over 30 years of experience in Real Estate Accounting, Finance and Operations.

Ms. Kist received her Bachelor of Business Administration from the University of San Diego. After working at the accounting firm, Kenneth Leventhal, she held positions as Assistant Regional Controller, Property Manager and Director of Financial Reporting at CB Commercial. She is also licensed as a CPA in the state of California.

Ms. Kist joined NewMark Merrill Companies in 1999 as its Controller and then was promoted to Chief Financial Officer. Ms. Kist plays an active role in overseeing the financial aspects, as well as guiding the strategic direction of the company.

Susan Rorison, Chief Operating Officer - Susan Rorison oversees all NewMark Merrill Companies' operations which include the management, acquisition and development of their retail portfolio, throughout California, Colorado and Illinois.

Susan has over 30 years of institutional asset management and investment advisory experience with a strong track record of building and managing teams. She has development and redevelopment experience in the regional mall, shopping center and multi-family sectors, having overseen portfolios of over 500 properties for both private and public companies.

Susan began her career as vice president of Prudential Real Estate Investors responsible for the overall development, redevelopment, and management of its regional malls and mixed-use shopping centers. She later joined Burnham Pacific Properties, a public REIT, as national director of asset management where she supervised the development, leasing, and management of over 10 million square feet of shopping centers, overseeing a team of 20 asset/property managers.

In 2001, Susan joined MacFarlane Partners, a pension fund advisor for CalPERS, as an investment manager responsible for completing the development, leasing, and management of selected CalPERS shopping center and multi-family assets. In 2004, Ms. Rorison joined Centro-Watt, a private REIT, as senior vice president and national director. During her tenure there, Ms. Rorison grew the portfolio to over \$7 billion in assets spanning 39 states.

Immediately prior to joining NewMark Merrill, Ms. Rorison headed up the commercial portfolio for multifamily, shopping center and raw land assets for Shapell Industries. Ms. Rorison responsibilities there included managing joint venture relationships, creating strategic plans to unlock value, sourcing and nurturing new business opportunities, and supervising asset management and integrated disciplines.

Ms. Rorison holds an M.B.A from the University of Southern California and a B.A. in Mathematics from Southern Illinois University. She is a member of the International Council of Shopping Centers, and is a past council member of the Urban Land Institute.

Jim Patton, Director of Leasing and Acquisitions - Jim Patton graduated from the University of Southern California in 1991 and later received his Masters in Business Administration from Pennsylvania State University in 1994. As NewMark Merrill's Director of Leasing and Acquisitions, Mr. Patton is responsible for acquiring existing shopping centers for the company, as well as securing management contracts, and sourcing raw land for development. Additionally, Mr. Patton directs small to- mid-size tenant leasing for NewMark Merrill's Southern California properties.

Mr. Patton has over 25 years of experience in the commercial real estate industry, beginning his career under the direction of Mr. Sigal at West Venture Companies in 1991. As Director of Business Development for West Venture's commercial division, Mr. Patton added over 1 million square feet of retail space to the company portfolio.

In 1997 Mr. Patton left West Venture to assist in the formation of the NewMark Merrill Companies. Since that time, Mr. Patton has been responsible for the acquisition of numerous assets in California, Colorado, Nevada and Illinois, totaling over 4 million square feet. Mr. Patton has also sourced several development and management opportunities for the company.

Mr. Patton has spoken on several panels for the International Council of Shopping Centers, and recently served as the Co-Chairman for the 2010 Long Beach Convention. He has also been a guest speaker at the University of Southern California's Marshall School of Business.

Darren Bovard, Director of Leasing - Darren Bovard is the Director of Leasing at NewMark Merrill and is responsible for managing and overseeing the implementation of all aspects of the leasing department for the existing NewMark Merrill shopping centers and new developments in California, Colorado and Illinois. Since joining the NewMark Merrill leasing team in 2002, Mr. Bovard has successfully completed over one thousand retail leasing and management transactions throughout the portfolio consisting of millions of square feet in over fifty shopping centers.

Mr. Bovard graduated from the University of Colorado, with a Bachelor of Science in Business Administration. He began his career in the management program at Enterprise Rent-a-Car before joining NewMark Merrill. Since joining NewMark Merrill, Mr. Bovard has formed long lasting relationships with owners, tenants and brokers which have been integral in leasing and increasing value for both existing and ground-up developments.

4. Relevant Project Experience

Since 2004, NewMark Merrill and Pacific Retail Partners have, individually or in partnership together, developed and/or redeveloped over 50 retail projects accounting for over 5 million square feet. Several of these developments, including the adjacent Rialto Marketplace, have Walmart as its anchor tenant, with another Walmart anchored center planned for completion in the City of Redlands in 2018. A complete list of these development/redevelopment projects are included in this section.

In addition to our various Walmart projects, we have worked closely with and developed for other big box and junior anchor tenants such as Lowes, Home Depot, Sam's Club, Ralphs, Whole Foods, Regal Cinemas, CVS, Walgreens and BevMo just to name a few.

Though a more thorough list of projects developed since 2004 has been included at the conclusion of this section, we believe the following developments are the most relevant to this Rialto Project in both size, use and/or location:

- 1) Rialto Marketplace, Rialto, CA – 239,552 sf**
- 2) Village at Twin Peaks, Longmont, CO – 492,000 sf**
- 3) Thousand Oaks Marketplace, Thousand Oaks, CA – 110,000 sf**
- 4) Shoppes at the Lakes, Menifee, CA – 119,818 sf**
- 5) Moreno Beach Plaza, Moreno Valley, CA – 171,483 sf**
- 6) Shoppes at Corona Vista, Corona, CA – 57,985 sf**
- 7) Marketplace on Grove, Ontario, CA – 207,000 sf**
- 8) Corona Town & Country, Corona, CA – 58,129 sf**
- 9) Crenshaw Imperial Plaza, Inglewood, CA – 304,261 sf**
- 10) Arlington Square, Riverside, CA - 98,701 sf**

For each of the projects listed above, we have included a more thorough project description, photos/site plans, land use, approximate dates completed and duration of the development process, developer role, cost/value, financing sources, existing status of ownership and current percentage lease.

THE LIST

COMMERCIAL REAL ESTATE DEVELOPERS

Ranked by square footage developed in L.A. County since Jan. 1, 2005

► NEXT WEEK

The Largest Architecture and Interior Design Firms in L.A. County

	Company • name • address • website	L.A. County Projects Developed Since 2005 • square feet • number of projects	Total L.A. County Projects • developed • owned (sq. ft.)	Current L.A. County Projects • under construction • entitled only (sq. ft.)	Other L.A. County Projects • renovations • fee work (sq. ft.)	Profile • headquarters • year founded • offices (L.A./total)	Top Local Executive • name • title • phone
1	Watson Land Co. 22010 Wilmington Ave. Carson 90745 watsonlandcompany.com	11,000,000 50	22,100,000 18,660,000	0 3,800,000	1,100,000 0	Carson 1912 1/2	Bruce A. Choate CEO (310) 952-6400
2	M. David Paul Ventures 100 Wilshire Blvd., Suite 1600 Santa Monica 90401 mdpa.com	7,555,799 1,274	6,614,314 9,362,369	0 3,012,911	345,999 0	Santa Monica 1967 11/11	Jeffrey M. Worthe/ M. David Paul President/General Partner (310) 393-9653
3	NewMark Merrill Cos. 5850 Canoga Ave., Suite 650 Woodland Hills 91367 newmarkmerrill.com	7,487,537 108	7,115,135 1,139,444	238,380 34,500	0 0	Woodland Hills 1997 3/8	Sandy Sigal CEO, President (818) 710-6100
4	Lincoln Property Co. 915 Wilshire Blvd., Suite 2050 Los Angeles 90017 lpcocal.com	6,800,000 23	9,800,000 12,000,000	250,000 2,100,000	1,330,000 3,750,000	Dallas 1965 1/3	David S. Binswanger Sr. Executive Vice President, Southern California (213) 538-0900
5	Trammell Crow Co. 2221 Rosecrans Ave., Suite 200 El Segundo 90245 trammellcrow.com	6,617,463 30	37,825,604 0	0 373,510	0 2,470,000	Dallas 1948 1/16	Bradley T. Cox Senior Managing Director (310) 363-4700
6	Ratkovich Co. 700 S. Flower St., Suite 2600 Los Angeles 90017 ratkovich.com	5,004,000 7	8,950,000 3,226,260	NA NA	NA NA	Los Angeles 1972 4/4	Wayne Ratkovich CEO, President (213) 486-6500
7	Chalmers Equity Group 7901 Crossway Drive Pico Rivera 90660 chalmers equity.com	4,944,578 57	5,001,578 1,648,203	NA NA	NA NA	Pico Rivera 1996 1/1	Trace Chalmers President (562) 948-4850
8	J.H. Snyder Co. 5757 Wilshire Blvd., Penthouse 30 Los Angeles 90036 jhsnyder.net	4,850,000 14	8,475,000 1,400,000	NA NA	NA NA	Los Angeles 1949 1/1	Jerome Snyder/Michael Wise/ Lewis Geyser Partners (323) 857-5546
9	Tishman Speyer 400 S. Hope St., Suite 200 Los Angeles 90071 tishmanspeyer.com	4,770,000 13	5,700,000 2,200,000	425,000 630,000	0 0	New York 1978 1/30	Mark R. Laderman Regional Managing Director (213) 443-5040
10	Majestic Realty Co. 13191 Crossroads Parkway, Sixth Floor City of Industry 91746 majesticrealty.com	4,644,540 18	48,231,831 38,719,698	0 2,222,243	53,040 0	City of Industry 1948 1/7	Edward P. Roski Jr. Chairman, President (562) 692-9581
11	Prologis 17777 Center Court Drive N., Suite 100 Cerritos 90703 prologis.com	4,084,100 11	11,301,790 25,236,873	0 0	0 0	San Francisco 1983 1/33	Kim Snyder/Scott Irwin President/V.P., Investment Officer (562) 345-9200
12	AEG 800 W. Olympic Blvd., Suite 305 Los Angeles 90015 aegworldwide.com	4,000,000 7	6,300,000 6,300,000	NA NA	NA NA	Los Angeles 1999 NA/NA	Dan Beckerman CEO, President, AEG (213) 763-7700
13	Meta Housing Corp. 1640 S. Sepulveda Blvd., Suite 425 Los Angeles 90025 metahousing.com	3,928,260 38	3,928,260 3,928,260	NA NA	NA NA	Los Angeles 1993 1/1	Kasey Burke President (310) 575-3543
14	Festival Cos. 9841 Airport Blvd., Suite 700 Los Angeles 90045 festivalcos.com	3,310,000 25	12,980,000 488,618	NA NA	NA NA	Los Angeles 1980 2/3	Mark A. Schurgin/ Rosallind J. Schurgin President/CEO (310) 665-9600
15	Overton Moore Properties 19300 S. Hamilton Ave., Suite 200 Gardena 90248 omprop.com	3,200,000 12	29,100,000 285,000	200,000 232,000	0 0	Gardena 1972 1/1	Timur Tecimer CEO (310) 323-9100
16	Sares-Regis Group 18802 Bardeen Ave. Irvine 92612 sares-regis.com	3,100,000 6	9,000,000 1,700,000	490,000 475,000	0 0	Irvine 1993 1/7	Peter Rooney President, Commercial Development (949) 756-5959
17	Carson Estate Trust 100 Bayview Circle Newport Beach 92660 carsoncompanies.com	3,060,000 20	16,031,000 9,716,000	50,000 0	513,000 0	Newport Beach 1914 1/3	James D. Flynn President (949) 725-6500
18	MJW Investments 1640 Fifth St., Suite 112 Santa Monica 90401 mjwinvestments.com	3,015,000 16	4,375,000 2,340,000	NA NA	NA NA	Santa Monica 1980 2/4	Mark Weinstein President (310) 395-3430
19	Primestor Development Inc. 201 S. Figueroa St. Los Angeles 90013 primestor.com	3,000,000 15	5,000,000 2,482,119	NA NA	NA NA	Los Angeles 1999 1/1	Arturo Snelder CEO (310) 652-1177
20	Watt Cos. 2716 Ocean Park Blvd., Suite 2025 Santa Monica 90405 wattcompanies.com	2,894,123 6	10,000,000 2,894,123	NA NA	NA NA	Santa Monica 1947 2/2	Nadine Watt President (310) 314-2430

NA - Not Available Note: The information on this list was provided by representatives of the companies themselves. Several developers may have qualified for this list, but declined to provide information. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and

typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 5700 Wilshire Blvd., Suite 170, Los Angeles 90036. ©2016 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from the YGS Group, (800) 290-5460 ext. 100.

Researched by David Nusbaum

**Development/
Redevelopment****City****Size****Completed By**

Anaheim Town Square	Anaheim	372,185 sf	2003
Arlington Square	Riverside	98,701 sf	2011
Corona Town & Country	Corona	58,129 sf	2004
Crenshaw Imperial Plaza	Inglewood	304,261 sf	2017
El Cajon Town and Country	El Cajon	53,233 sf	2012
Janss Marketplace	Thousand Oaks	455,346 sf	2007
Marketplace on Grove	Ontario	207,000 sf	2005
Mission Marketplace	Oceanside	378,320 sf	2010
Moreno Beach Plaza	Moreno Valley	171,483 sf	2005
Park Plaza on Maine	Baldwin Park	94,093 sf	2015
Redlands Crossing	Redlands	242,754 sf	Expected 2018
Rialto Marketplace	Rialto	239,552 sf	Expected 2017
Shoppes at Corona Vista	Corona	57,985 sf	Expected 2017
Shoppes at the Lakes	Menifee	119,818 sf	Expected 2017
Southgate Plaza	Sacramento	344,826 sf	2015
Stratford Crossing	Bloomington	357,466 sf	2016
Thousand Oaks Marketplace	Thousand Oaks	110,000 sf	2014
Village at Twin Peaks	Longmont	492,512 sf	2016
Vista Village- BevMo	Vista	8,500 sf	2015
Winston Plaza	Melrose Park	407,797 sf	2010
CVS	Bakersfield	12,900 sf	07/12/2009
CVS	Bakersfield	13,281 sf	09/27/2009
CVS	Bakersfield	14,680 sf	10/18/2009
CVS	Bakersfield	14,713 sf	09/05/2010

**Development/
Redevelopment****City****Size****Completed By**

CVS	Bakersfield	14,680 sf	01/29/2012
CVS	Baldwin Park	13,013 sf	04/22/2007
CVS	Berkeley	26,455 sf	05/26/2013
CVS	Burbank	18,065 sf	10/29/2007
CVS	Covina	14,655 sf	05/15/2011
CVS	Daly City	12,380 sf	05/01/2011
CVS	Encino	26,709 sf	08/14/2011
CVS	Hermosa Beach	17,097 sf	09/05/2010
CVS	Highland	15,921 sf	08/10/2008
CVS	Huntington Beach	14,366 sf	02/22/2006
CVS	La Quinta	13,013 sf	08/09/2009
CVS	Los Angeles	6,518 sf	03/21/2010
CVS	Los Angeles	11,591 sf	08/19/2012
CVS	Los Angeles	10,729 sf	01/27/2013
CVS	Los Angeles	14,091 sf	01/23/2011
CVS	Los Angeles	16,556 sf	10/24/2013
CVS	Morgan Hill	16,556 sf	08/12/2012
CVS	Newbury Park	15,831 sf	07/29/2007
CVS	North Hollywood	14,500 sf	08/07/2011
CVS	Oakland	13,821 sf	04/15/2012
CVS	Oxnard	14,872 sf	04/25/2010
CVS	Palmdale	16,556 sf	02/26/2012
CVS	Panorama City	22,000 sf	05/22/2011
CVS	San Francisco	14,271 sf	07/10/2011

**Development/
Redevelopment****City****Size****Completed By**

CVS	San Francisco	12,267 sf	01/23/2011
CVS	San Francisco	10,656 sf	10/21/2012
CVS	San Francisco	15,312 sf	04/08/2012
CVS	San Francisco	9,009 sf	04/29/2012
CVS	San Francisco	12,317 sf	06/16/2013
CVS	San Francisco	8,010 sf	08/26/2012
CVS	San Francisco	10,048 sf	02/16/2014
CVS	San Francisco	10,956 sf	03/17/2013
CVS	San Jose	16,556 sf	09/23/2012
CVS	Sherman Oaks	14,710 sf	11/18/2012
CVS	Simi Valley	16,269 sf	09/30/2012
CVS	Venice	7,003 sf	11/01/2007
CVS	Victorville	14,675 sf	10/31/2010
CVS	Whittier	14,655 sf	05/24/2009
CVS	Winnetka	14,900 sf	01/23/2011

Total: 5,191,124 Square Feet

Relevant Project #1

Project Name: Rialto Marketplace

Project Location: SE Corner of West San Bernardino Ave. & S Riverside Ave., Rialto, CA 92376

Project Size: 239,552 sf

Tenants: WalMart (NAP), Starbucks, Chipotle, Sprint, 7-Eleven, Carl's Jr. T-Mobile. Jersey Mike's, Pieology, Juice it Up, Wingstop, Sally's Beauty Supply, GNC

Photos/Site Plans: Please see attached leasing flyer

Land Use(s): Commercial

Approximate Date Completed: Expected 2017

Approximate Duration of Development: Thirteen years

Developer Role: Acquisition/Design/Planning/Leasing/Financing/Equity/Construction Management/Property Management/Community Marketing

Cost/Value: Approximately \$16,000,000.00

Financing Source(s): The Project was financed privately with Applicant providing the required equity and Pacific Western Bank providing the loan.

Existing Status of Ownership: Project still owned by Applicant

Current Percentage Leased: 96% pre-leased.

Project Description: Originally acquired by NewMark Merrill and Pacific Retail Partners in 2004, we in turn sold the land to Walmart to accommodate the relocation and expansion of their existing smaller format store to the south. NewMark and PRP maintained an option to acquire and develop the out-parcels from Walmart once the project was fully entitled and approved. Due to opposition and unforeseen environmental issues, the Project was only recently approved in 2015. We are now 96% pre-leased on our out-parcels and the Project should open to the public in 2017.



NewMark Merrill COMPANIES

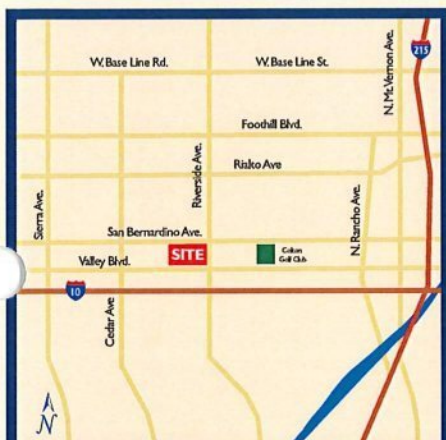
When you love shopping centers it shows.

Rialto Marketplace

LOCATED AT THE SOUTHWEST CORNER OF SAN BERNARDINO AVENUE & RIVERSIDE AVENUE, RIALTO, CALIFORNIA

**New Development
Anchored By:**

Walmart 



Project Size Approximately 239,552 Sq. Ft. of Retail
Demographics



Population *

1 Mile19,222
3 Miles146,877



Traffic Count *

35,414 Cars Daily



Household Income *

1 Mile . . . \$59,262
3 Miles . . \$56,623



For Lease • Restaurant, Shop and Pad Spaces Available!

- Anchored by Walmart, which is relocating and expanding from its current smaller location a block to the South.
- Just off the 10 freeway, located on the intersection of two major thoroughfares.
- Limited retail competition in an underserved market.

*Estimates are based on 2012 demographics for population and average income per household. Traffic count is based upon owner's Calculations. The information contained herein is not guaranteed and should be independently verified.

For additional information,
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www.newmarkmerrill.com



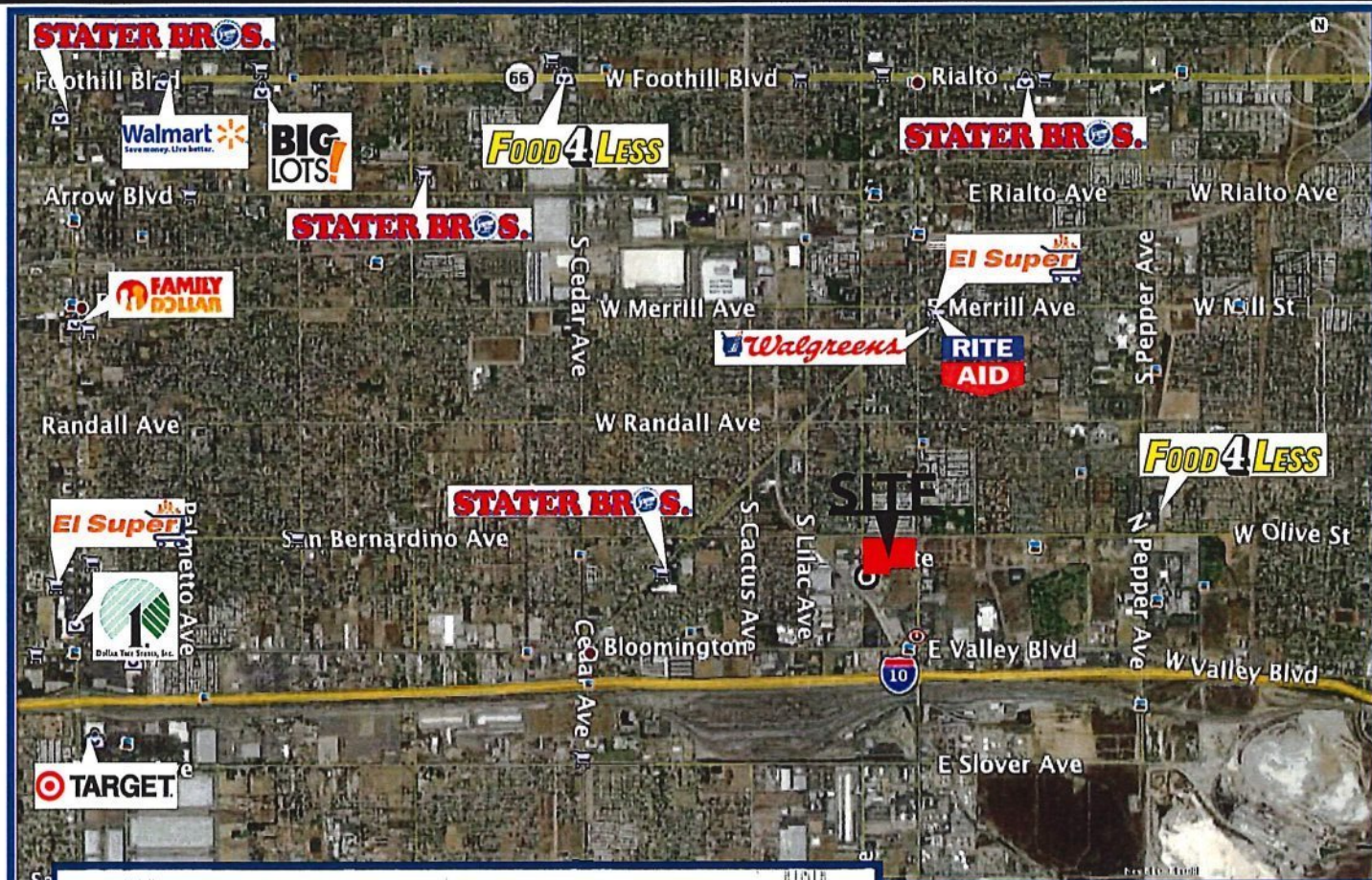
NewMark Merrill

COMPANIES

When you love shopping centers it shows.

Rialto Marketplace

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NewMark Merrill
COMPANIES

Relevant Project #2

Project Name: Village at the Peaks

Project Location: 1250 South Hover Street, Longmont, CO 80501

Project Size: 492,512 sf

Tenants: Whole Food, Regal Cinemas, Sam's Club, Gold's Gym

Photos/Site Plans: Please see attached leasing flyer

Land Use(s): Former enclosed mall

Approximate Date Completed: July 2016

Approximate Duration of Development: Two years

Developer Role: Acquisition/Design/Planning/Leasing/Financing/Equity/Construction Management/Property Management/Community Marketing

Cost/Value: Approximately \$100,000,000.00

Financing Source(s): The Project was privately financed with Applicant providing the required equity in addition to the City of Longmont's \$27.5 million bond-issued subsidy. The Bank of the Ozarks provided the loan.

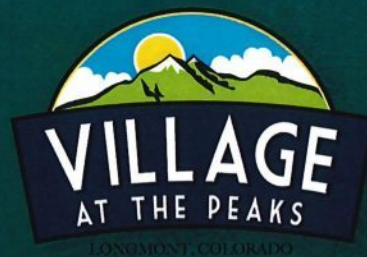
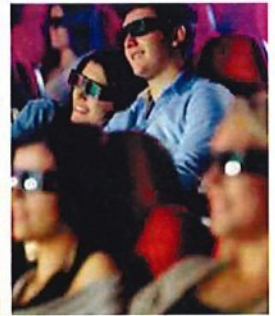
Existing Status of Ownership: The Project is still owned by Applicant

Current Percentage Leased: 80.87%

Project Description: NewMark Merrill acquired this 650,000 sf, 90% vacant indoor mall in 2013. In 2014, we completed our de-malling of the Project, developing a 305,642 square foot super-regional lifestyle center - anchored by a Whole Foods, Regal Cinemas, Sam's Club and several family sit down restaurants - in its place. The new Village at Twin Peaks, which cost \$85 million to develop, is highlighted by a charming, landscaped village square which allows the residents of Longmont to exercise, play soccer, picnic with family, listen to a local band as part of our on-going concert series, or simply relax in one of our comfortable lounge chairs.

A PEAK NEW RETAIL EXPERIENCE

for Colorado's Growing Longmont Region



Regional Draw, Local Heart

480,000 Square Feet OF HIGH-TRAFFIC, HIGH-VISIBILITY RETAIL SPACE



RIGHT MIX, RIGHT EXPERIENCE for the Region's Sophisticated Shoppers

NewMark Merrill Mountain States is transforming Village at the Peaks into a super-regional destination with great retail, great restaurants and state-of-the-art entertainment for Longmont—the center of a robust and growing set of communities in Northern Colorado. The property is undergoing a highly anticipated, \$85 million redevelopment with opening slated for 2015.

Already Signed

Whole Foods :: Regal Cinema 12 Plex with RPX :: Sam's Club
Gold's Gym :: Verizon Wireless :: Parry's Pizza :: Pacific Dental
Bad Daddy's Burger Grill :: Wyatt's Total Beverage

Available

5,000-12,000 SQUARE FEET SUB-ANCHOR POSITIONS
RESTAURANT PADS WITH MOUNTAIN VIEWS :: SHOP SPACE





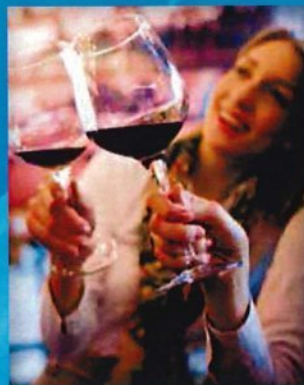
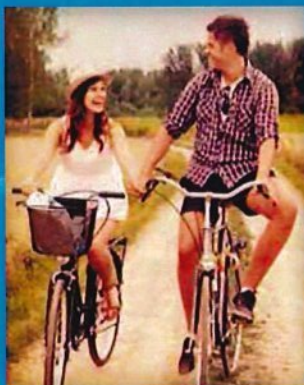
We Still have Space *for you.*

Reach Powerful Consumers

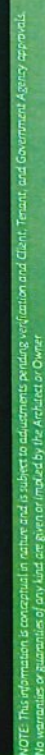
- ▶ 43% of households within a 5-minute drive have incomes over \$100,000.
- ▶ Less than 10-minutes to the region's high-tech employment corridor.
- ▶ Average primary wage in Longmont is more than \$96,000 per year.*

Exciting New Hybrid Setting

- ▶ Large-format stores surround a charming, landscaped Village filled with amenities.
 - ▶ Lush outdoor gathering spaces with magnificent mountain views.
- ▶ Already signed: State-of-the-art Regal Cinema, market's only Whole Foods, Gold's Gym, Wyatt's Total Beverage and Sam's Club.
- ▶ High visibility on S. Hover Road retail corridor with exceptional signage.
 - ▶ Projected 2015 opening.



*Source: 2011 Primary Wage Report compiled by Longmont Area Economic Council.





REGAL
ENTERTAINMENT
GROUP

Already Signed



**For Leasing Information
Please Contact:**

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Ross Carpenter

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NewMark Merrill
MOUNTAIN STATES

**Located on the Corner of Highway 119 and
South Hover Road in Longmont, Colorado**



www.VillageAtThePeaks.com

**WHOLE
FOODS**
MARKET

Already Signed



NOTE: This information is conceptual in nature and is subject to adjustments pending verification and Client, Tenant, and Government Agency approvals.
No warranties or guaranties of any kind are given, or implied by the Architect or Owner