



PROPERTY BANC
Commercial Real Estate

2012 Corporate Profile

www.propertybanc.com

PROPERTYBANC - TEAM

PropertyBanc Commercial Real Estate & Development strongly believes in offering quality and confidential service to meet the diverse needs of our regional, national, and international clients in their quest to maximize asset recapitalization across all property type. PropertyBanc implements the tools listed below and by combining the team's overall years of experience, we are able to service our clients in concert with their particular real estate needs via one-on-one private and personalized service.

Our team has strategic partners with intimate familiarity in local markets allowing us to screen projects and ultimately arrive at those properties most likely to appreciate over a projected time span.



Bid Taylor, Ray Trimble, Jeff Konen, Mike Donovan, Dave Grosz, &Christy Huss



*Interior of PropertyBanc's Headquarters
4383 Nicholas Street, Omaha, NE 68131*

We draw upon these relationships with other real estate professionals locally and throughout the nation. Our market knowledge and transaction expertise enables us to achieve measurable returns that often exceed client expectations.

Our team is composed of seven individuals with an average twenty five years in the commercial real estate profession. Specializing, in real estate investment analysis; land planning; design; construction management; owner representation; financing; business development; joint ventures; sales; leasing; management and acquisitions. Our services are always absolutely confidential in nature. We have performed numerous sales, acquisitions and leases silently, protecting both the buyer/seller in Trust.



TEAM QUALIFICATIONS

The PropertyBanc team possess an array of qualifications to meet your commercial real estate needs.

The president of PropertyBanc has over 30 years experience in the real estate industry. From the inception of PropertyBanc in 1997, the company's goal has been to exceed our client's expectations, and today our business depends upon, to a great extent, the long standing relationships we have established over the years.

Within our team, members possess years of comprehensive experience in development, construction, financing, management (property, asset, & leadership), sales, and leasing for all property types of real estate investments. PropertyBanc is committed to ensuring the right questions are asked, good procedure and attention to detail are in place, relevant and comprehensive information are part of the comparative analysis, and due diligence performance is completed.

In a unique approach, we can offer comprehensive research of the U.S. real estate and capital markets and choose to maintain close alliances with local entrepreneurs throughout these markets. Today's capital markets have a direct impact on the valuation of each transaction. These global capital markets impact the entire commercial real estate industry; therefore, it is imperative for a service provider in this industry to fully understand the dynamics of today's investment climate. The depth of resources available to PropertyBanc Commercial Real Estate & Development enable its professionals to efficiently and effectively implement clients' investment strategies. PropertyBanc's team of professionals have the expertise, talent, and key relationships promoting:

- Track record in multifamily, retail, office, industrial, and hotel sales
- Strong pricing capabilities
- Strategic investment sales partnerships located throughout the country
- Expansive access to credible buyers
- Single asset and portfolio capabilities from \$2 million to hundreds of millions

Our aim is to provide our clients with appropriate capital solutions for each assignment via our contacts with specialists in debt placement, equity placement and joint ventures, structured finance, and loan servicing. We have developed synergistic resources enabling our clients to maximize the most advantageous options for their capital needs.

PropertyBanc Commercial Real Estate & Development is committed to structuring a successful transaction that exceeds the client's expectations whenever possible.



VISION

To have a picture today of what we will look like in the long view, is to envision balance in all facets of investing: (a) having the investment, goals, and expectations of the investor be in concert with performance (b) having the main five services we provide functioning with the same commitment to excellence that we have today (c) having the reporting mechanism on property performance delivered in a timely manner with the same personal touch and close contact we have today (d) having an office and team environment that is open and positive—one that expresses an open door and an open book philosophy. It is not uncommon for a Client or Tenant to make an unscheduled stop by the office with a question. We take these opportunities to build trust. At PropertyBanc, we especially enjoy the fact that our partners/clients feel a sense of ownership in what we do and express appreciation for how we do it. This is the culture and temperament of PropertyBanc today. It is a big part of what makes our work fun and why we are committed to maintaining our vision into the future.

OBJECTIVE

Creating wealth for our clients is a daily practice. Whether through the undiscovered or underutilized property, the acquisition of an over-looked, in-fill site, land acquired early in the path of growth, or development of new designs and buildings. Our Tenant or Buyer finding the right fit and achieving results complete our passion and objective. We enjoy watching a client's business thrive and grow or estate equities build as a result of our efforts. We work hard to keep our focus clear and our overhead in balance. Additionally, we stay informed about the market, new developments, new trends, and any other news or improvement that will affect value and future growth.

PATH

Our real estate journey of over 30 years has taken us to where we are today, and the lessons along the way are etched into the PropertyBanc culture and daily practice. The past three decades have experienced numerous different climates and shifting markets, cycles in real estate investing, and banking and tax laws. In the business of commercial real estate investments, where rules apply less than creative freedom and sheer business acumen, there are as many styles and methods of doing business as there are companies. We at PropertyBanc have taken a direction that inherently demands limiting our focus or narrowing the markets we play in. As to our clients, we have been very fortunate in attracting the kind of people that are trusting and can be trusted to keep their side of the bargain. Ultimately, it's all about the people we align ourselves with that keep the path level and straight.

We at PropertyBanc are vigilant in our efforts to communicate who we are and how we do business. We make every effort to determine the prospective client's motivations, business temperament, and ability to invest in property or lease space. It is always our intent to serve the best interest of our clients and those who are just inquiring. If we are not the best fit for a potential client, we make the effort to share our knowledge of alternative solutions or make a referral to other brokers or real estate professionals. Along the way, we have learned to not only ask questions but ask for help. If something doesn't feel right, it's probably not. Working as a team keeps work fun and interesting and provides added safety in all its endeavors.

EXPERTISE & SERVICE

At PropertyBanc, we have a team of professionals with the experience and background to offer full Commercial Real Estate service.

Our major areas of focus are: Commercial Real Estate Brokerage - Real Estate Development – Construction Management Services – Property Management - Acquisition & Disposition Services - Products & Design. Within these areas, we promote the needs of our clients and the projects we partner in.

Commercial Real Estate Brokerage: Brokerage services are limited to clients who have needs within the market we serve, i.e., Office – Industrial – Flex Buildings – Special Purpose Buildings. Special purpose buildings are those originally designed for use by a very limited range of tenants. Flex building is a highbred between office and warehouse, usually with a storage component being the greater of the two with store front / office in the front and drive door in the rear.

Property Management: Within PropertyBanc, as with most full service real estate companies, we have primary functions (1) to sell and lease property through our Commercial Real Estate Brokerage, and (2)Property Management. In our property management division, we recently extended our services to properties owned by others outside of PropertyBanc. We intend to manage property that will have synergy with other properties we manage.

Another important feature and natural offshoot of how we function and market is our limited and close association with our clients/partners. The commercial real estate community at large sees our company as a resource for serving their clients. Through this collaborative mentality, we can be instrumental to their success as a cooperative partner. We have opportunity, experience, and resources that they can bring their contact to. Additionally, we can offer their properties to PropertyBanc and our clients.

The important function of maintaining a high performing real estate portfolio is often underrated and misunderstood, especially in the amount of influence it can have on the future values and day-to-day economic performance. The consistent commitment of attention to detail and overall awareness of the broader market is a critical component to maintaining a healthy and competitive portfolio. The Tenant base can be improved or maintained at a high quality level (of course relative to the facility and location) as can the performance by good accountability, e.g., systems and methods of reporting. The consequence of not maintaining consistent reporting, visitation, and relationship building can be one of the most costly oversights in a real estate investing program.

Real Estate Development: Beyond the traditional real estate brokerage and real estate property management, PropertyBanc also plays a role in the development of real estate, partnering with others to create buying power and sharing in both risk and profits.

New construction or land development can take many directions within the limitations of city government, local covenants, state and local easements and setbacks, market conditions, budgets, the needs of clients, and finally one's imagination. Development services function to expand the possibilities or range of properties available to select from by creating new products through the design-build, design-bid-build, design-construction management, and variations of the basic forms of agreement.

EXPERTISE & SERVICE

Construction Management Services (CMS) : PropertyBanc also provides Construction Management services. We can act as a Construction Management Consultant in the construction of new buildings and site work. We can also provide Contractor services in the build-out of interiors.

The highest volume of demand for CMS is for the interior build-out of space from those tenants leasing from PropertyBanc properties. Projects that are built from the ground up are less frequent, which tends to create a good balance for time and resources. We have been most effective in bringing projects below the competition or under budget. Being effective for our client is of course about the budget first. We are motivated from two positions (a) it's what we do and how we keep the lights on and (b) assisting the Tenant in making the space feasible and affordable also adds to our Tenant base and therefore to our bottom line. The fundamentals of staying competitive are multifaceted. Collectively, it keeps us focused, flexible, and effective in the bidding process. An often overlooked part of adding value or eliminating cost is through the design and in taking the time and energy to review and ask for multiple opinions on ways to improve the basic layout. For example, there are many ways to improve plumbing runs, concrete work, electrical distribution, HVAC loads and air distribution, and the architectural and engineering cost specifically. If you look at our internal structure, you will find us to be very lean and efficient in how we staff and manage overhead. We pay close attention to detail in-house and that same philosophy accrues to our client's project, project cost, and bottom line. Our fee structure is very low to moderate; again, it's in the balance of how we create a broad range of revenues, working as a team, and using that team experience with a high premium on attention to the detail.

Acquisition Services: PropertyBanc has the resources to provide analysis of client's financial goals and level of risk tolerance, and in turn determine appropriate investment properties, including: prime downtown and suburban office buildings shopping centers, apartment complexes, and industrial distribution centers.

We analyze current conditions and future trends, making predictions based upon present conditions and demographic projections. We have experienced professionals negotiate the offer and a due diligence team can be organized to assist purchaser in a full review of the proposed purchase. PropertyBanc monitors a contract throughout to assist the client in locating financing, obtaining inspections, and assuring all contract requirements are met to assure a smooth closing.

Disposition Services: PropertyBanc accesses and analyzes a database of investment properties to assist client in setting an appropriate listing price based on the client's expected sale timetable. Additionally, we analyze current conditions and future trend projections based upon present conditions and demographic data. A professionally prepared offering package is created to provide prospective purchasers with complete information, highlighting specific attributes of the property and the market. PropertyBanc exposes the property to a nationwide audience of investors and brokers using the Internet, mail, and facsimile. PropertyBanc prospects are pre-qualified to determine their ability to close while being handled by experienced professionals in negotiating the offer and monitoring due diligence.

"It's the difference that makes all the difference."



TESTIMONIALS OF DIFFERENCE

In the slogan “It’s the difference that makes all the difference” we believe our dedicated partners and clients are most qualified to explain what we mean by how they feel our participation together has made a difference in their financial and overall business position. Many of our clients over the years have grown with us and some have become partners. What an opportunity to hear what they think of our slogan and whether they think we have made a difference and did the difference manifest as added value.

To explain the difference is not an easy task, but what better way to communicate the essence of what is different about the PropertyBanc experience than to ask our partner-clients to tell their story.

The statements included in the in this Corporate Profile allow you to see our client’s perspective on how they feel we go beyond the norm in our commitment, dedication to service and advocacy for getting results. We feel it important to hear how they, our client/partners feel and how “the difference has made the difference.” Some of the comments that are included give expression to why we are a force for our clients, a force in the market share, and a force in leading our client/partners into creating and managing wealth through Real Estate Ownership.

“Having never previously gone through the process of renting space before opening my practice, I feel fortunate that Property Banc was who I had my first interaction with. During the rent negotiations, I found the company to be very fair with me especially since I was starting a new business. They worked with me on tenant improvement costs which helped tremendously in lowering my loan amount. Their construction management services eased the burden of finding the appropriate subcontractors and they really worked hard to get me fair subcontractor bids. One of the most unexpected experiences I have had with them is their desire to help my company network and market in some of their already established groups. They have let me know about events coming up as well as the best way to meet people at them. They have gone the extra mile for me since the beginning and I would not hesitate recommending them to anyone.”

Travis Manners
Owner, Athletes' Training Center Sports Performance and Physical Therapy

"Property Banc helped make my move into a new location a very smooth transition. They provided help with all phases of the project including planning, remodeling, sign requirements, and total construction."

John Deans
JD Drum Center

TESTIMONIALS OF DIFFERENCE

“We moved Architectural Lighting Resources to House and Home Improvement Center in the fall of 2008. To say that we have been pleased with the move would be an understatement. The increase in our business as a result of the location has more than exceeded our expectations. The customer traffic in the center seems to travel from one business to the next, as most of us are offering product in the building market. We have even had neighbors escort customers to our store. In this economy, what more could we ask for?”

Sandy Glenn
Architectural Lighting Resources, Inc.

“I recommend Michael Donovan to any person who wants to lease or purchase Commercial Real Estate. There is no one better to guide you through the process. Michael is kind, trustworthy, dependable, and accommodating. He will take care of you just like you were family.”

Donna Vaughn

“We’ve been a tenant of PropertyBanc for almost two years now and couldn’t be happier with our relationship so far! They are helpful, professional, understanding, and accommodating. When we first moved in to our current space, they allowed for a generous budget to remodel the bay and assisted with any problems that arose during the process. They stop by the studio periodically to make sure our business is running well and drop off ideas for more efficient public relations. When the landscapers accidentally kicked a rock into our window, they were here within 15 minutes to replace the glass and help clean up. The property and surrounding landscaping is always well-maintained and the parking lot is well-lit for businesses like me that stay open late. I would recommend anybody to PropertyBanc! “

Peggy Huff, Owner
Peg’s Portrait Studio

“The difference that makes all the difference.”



TESTIMONIALS OF DIFFERENCE

“It is my distinct pleasure to write a letter of recommendation on behalf of Mike Donovan.

It’s obvious that Mike has a thorough knowledge of construction techniques acquired through his extensive experience. I appreciate the product knowledge, but more importantly, he has a sense of integrity and a genuine commitment to “do the right thing.” He has excellent sales skills, but is also highly organized and possesses a superior ability to communicate. Consequently, he is one of those special individuals that can excel at sales and management.

Without any reservation, I highly recommend Mike as a businessperson in any capacity that requires management, sales, consulting, and communication abilities.”

Dan Witt
Director of Business Development
Dicon Construction

“When Ray Trimble with PropertyBanc first approached me with the idea of owning my own space I was a bit skeptical on how I would do that. Ray spent time with me, explaining how we could get it done. We found a building that fit perfectly and with Ray’s help and partnering with PropertyBanc on the management we accomplished our goal of ownership. Thanks Ray and team at Property Banc.”

Mike Miller, Owner
Micro Plumbing, Inc.

“I was very impressed with how Michael did his research before even meeting up to see the office I was interested in leasing. He visited my website and saw a great vision for my business with this new office space. I am now leasing that space and it has improved my overall business. The space, location and look is perfect for the direction my business is going. Michael also is helping me lease out my old space & attended my business open house at the new location, this is above and beyond what I expected. Thank You!”

Michele Shonka
LMT at On Spot Massage

“The difference that makes all the difference.”

