

SEVELL REALTY PARTNERS

COMMERCIAL REAL ESTATE SERVICES

Company Profile

Contact Arnold Sevell

561-995-0100 x 229

561-866-9200 (cell)

arnoldsevell@sevellrealty.com

2295 Corporate Blvd NW - Suite 131

Boca Raton, FL 33431

www.sevellrealty.com

COMPANY PROFILE

Sevell Realty Partners, Inc., a Florida-based regional commercial real estate organization, was initially established over twenty years ago to provide the essential elements and services within today's ever-changing commercial real estate industry. Today, Sevell Realty Partners, Inc., headquartered in Boca Raton, Florida is a recognized force throughout Florida. Arnold Sevell, President of the firm, is recognized within the industry for his many years of marketing and management expertise as well as development experience.

Sevell Realty Partners, Inc. today provides a spectrum of services - from market analysis, site selection, development management, leasing, brokerage, property management, mortgage brokerage and consulting services. Using a team approach, Sevell Realty Partners, Inc. utilizes the experience of talented and licensed professionals to successfully achieve the specific goals and objectives for each assignment.

Sevell Realty Partners, Inc. uses the latest technologies available to provide services to our clients. Our website is updated daily to allow the public to view our most current inventory and we consistently assure that our site is easy to find and navigate.

We engage high profile search engines to secure the best placement when common key real estate related words are searched via the internet.

In addition all of our listings are on Loopnet and Costar.

The portfolio of Sevell Realty Partners, Inc. services includes most facets of the commercial real estate industry:

- **ASSET MANAGEMENT**

The industry has changed and so has the approach to property management. Property management has always been the foundation for the long-term value of a property.

Sevell Realty Partners, Inc. provides state of the art accounting and fiscal management services through its Timberline accounting management software, providing a unique flexibility for each project assignment.

From maintenance and contract negotiations to interfacing with lenders and investors, Sevell Realty Partners, Inc. provides an overall asset management framework tailor-made for the specific asset and the objectives of the Owner.

SEVELL REALTY PARTNERS

COMMERCIAL REAL ESTATE SERVICES

- **LEASING AND BROKERAGE SERVICES**

Marketing is critical to the success of every project. With its team of trained and experienced brokers, Sevell Realty Partners, Inc. searches the market for the appropriate user and/or investor. Our database of investors and users is first rate. All aspects of marketing services are incorporated into a package to reach the projects objective. Every prospective user is given great attention and focus.

- **DISPOSITION SERVICES**

Sevell Realty Partners, Inc. maintains an entire department dedicated to the disposition of surplus properties of major national and regional retail firms. The aggregate disposition square footage included in our portfolio is currently among the largest of any Florida-based real estate brokerage firm. Retailers in this portfolio include AMC Theaters, Eckerd Corporation, Office Depot, PayLess ShoeSource, Staples, Winn Dixie Supermarkets, Advance Auto, Burlington Coat Factory, Home Depot, Jiffy Lube, Sports Authority, Staples, Wild Oats, Discount Auto Parts, Kmart, Borders Books, Panera Bread Co., Jamba Juice, Outback Steakhouse, Bonefish Grill and Walgreen's.

- **LEASE ADMINISTRATION SERVICES**

Whether you need us to provide lease abstracts or full lease administration services at Sevell Realty Partners, Inc. our lease abstracting and experience will save your organization both time and money.

Lease Abstracting

Our lease abstracts provide a comprehensive overview of the lease, a concise description of key and special lease clauses, quantify monetary and non-monetary obligations and contain complete contact information. The abstract is an effective management tool for the lease portfolio.

Lease Administration Management

Our one point contact in-house lease administration experts allow your organization to commit your resources, time and personnel elsewhere. We will provide a lease abstract for each property; various lease reports, standard estoppels and the ability to view your portfolio from your computer, i-pod or i-phone. Additionally, if requested your lease documents will be scanned into the document section of our lease administration system. Our lease administration software is maintained and continually updated with automatic off site backups.

SEVELL REALTY PARTNERS

COMMERCIAL REAL ESTATE SERVICES

ARNOLD SEVELL **President**

Mr. Sevell, President of SEVELL REALTY PARTNERS, INC., has over 25 years of experience in the Florida real estate industry. Among his other duties, he is currently supervising the company's statewide network of brokers specializing in the acquisition and disposition of retail properties for national and regional "household name" companies as well as directing the company's management portfolio.

Mr. Sevell has negotiated commercial leases valued in excess of a half billion dollars.

During his professional career, he has successfully consummated joint venture agreements and completed projects with several national and international organizations.

Mr. Sevell has an extensive financial background and has negotiated and closed loan transactions with major banks, insurance companies and other financial institutions.

He previously held the position of Executive Vice President and Chief Operating Officer of a developer who rated in the top ten of Florida Trend Magazine. During his seven-year tenure, Mr. Sevell was responsible for the development, management and leasing of over one million square feet of commercial space.

Earlier in his career, while working in the accounting profession Mr. Sevell developed a construction information and accounting system for FPA Corporation, then one of Florida's leading residential development companies.

He acted as developer and has been responsible for the turnkey development of numerous branch banking facilities, including site selection and acquisition, design and construction.

Mr. Sevell is a member of the International Council of Shopping Centers. Previous affiliations include membership in the Florida Industrial Development Council, National Association of Corporate Real Estate Executives (NACORE), Urban Land Institute, and the National Association of Office and Industrial Parks (NAIOP) where Mr. Sevell served as a Director.

He has extensive experience in the presentation of various issues to County Commissions, Planning and Zoning Boards, City Councils and various other municipal bodies and has served as a court-appointed Receiver for several South Florida properties, both residential and commercial.

Mr. Sevell holds a Florida Real Estate Broker's License.

Mr. Sevell is a member of the Planning and Zoning board of the City of Boca Raton, Florida.

Mr. Sevell also serves on the Board of Directors of Bluegreen Corporation (listed on the New York stock exchange under the symbol BXG), is Lead Independent Director, serves on its Audit Committee and chairs its Compensation Committee.

SEVELL REALTY PARTNERS

COMMERCIAL REAL ESTATE SERVICES

Mark McCorkle **Vice President**

Mark McCorkle is Vice President of Sevell Realty Partners, Inc., overseeing the Lease Administration Division. Lease Administration is a vital component in the all-inclusive commercial real estate services Sevell Realty is committed to providing its clients.

Mark brings a unique perspective and track record of success as an Executive Level Manager and Bank Officer with extensive experience in both the banking and commercial real estate industries.

Prior to joining Sevell Realty Partners, Inc., Mark was a partner and President of Palm Beach Realty Partners, Inc. a full service commercial real estate company providing asset management of investor owned office buildings, retail shops and apartment buildings, including construction coordination of Landlord and Tenant improvements and major renovations. He also dealt in negotiation of construction contracts and meeting with various governmental agencies with respect to special exceptions, variances and zoning. Additionally, they specialized in providing both financial and administrative lease administration for Bernie's Coffee and Tea Company, Gold's Gym, Lydian Bank & Trust, Total Woman & Spa, Virtual Bank, Brockway Moran & Partners and Gerald Stevens Flowers.

Mark was the Director of Real Estate Administration for Office Depot for several years, during which Office Depot operated over 1,200 locations including retail, office and business service units. He completed and improved the implementation of the computer based lease administration system. He personally handled the termination, assignment, or subleases of surplus property. His accomplishments include renewal of eight existing retail locations resulting in over four million dollars of cash or realized savings to the bottom line for Office Depot during a one year period of negotiations.

Mark was also the Director of Real Estate Administration for Blockbuster Entertainment Corporation, during that time period Blockbuster operated or managed over 3,800 stores for Blockbuster Video, Blockbuster Music and Discovery Zone. There he led the lease administration program, he implemented a computer based lease administration system, handled integration of a lease document system and achieved an annual seven figure savings for Blockbuster's bottom line with the lease administration team. He served on the due diligence team for all major acquisitions.

In addition to heading the Lease Administration Division, Mark also deals in Landlord Leasing and Tenant Representation for Sevell Realty Partners, Inc.

GREGORY D. DERBY
Vice President of Development & Construction

Greg Derby specializes in construction-related services within the commercial real estate industry. With 25 years of experience in the industry, he has expertise in site selection, development feasibility, design consultation, construction management, marketing, lease-up, and disposition of investment-grade properties. Mr. Derby's talent in repositioning economically troubled properties within their given market is well established. He is very skilled in coordinating planners, architects, engineers and contractors and creating effective and cohesive teams for his assignments. His ability to communicate effectively with his contractors and clients has created immeasurable value for his customers.

Mr. Derby has overseen projects with major commercial clients not only in the State of Florida, but nationwide as well. As regional manager with a leading commercial contractor, Mr. Derby coordinated as many as 40 construction projects—with values ranging from \$10,000 to over \$6 million—at any given time. As vice president at a Tampa-based commercial real estate firm, he supervised development projects for corporate users. Mr. Derby was also a leasing representative for Koll-Rubloff, a national commercial real estate firm in Ft Lauderdale. He represented more than 500,000 square feet of tenant leasing assignments and exclusively handled more than 700,000 square feet of institutionally-owned properties. He also worked with ARVIDA/JMB Partners in Boca Raton where he managed a portfolio of more than 1,000,000 square feet of class "A" properties.

In addition to his commercial real estate experience, Mr. Derby is a partner in a glazing corporation. After implementing operating efficiency measures and expanding sales internationally, he increased the corporation's revenues more than 800% in one year. Mr. Derby is also undertaking the renovation of a small historic residential property in Orlando.

Mr. Derby is a Florida Licensed Real Estate Broker, State of Florida Certified General Contractor, and has a degree in Business/Management. He is certified in Construction Safety by the Occupation Safety and Health Association. He stays current on industry trends and current rules/regulations by regularly attending construction and real estate related courses and programs.

SEVELL REALTY PARTNERS

COMMERCIAL REAL ESTATE SERVICES

MARK DOBBINS
Director of Property Management

Mr. Dobbins serves as Director of Property Management for Sevell Realty Partners, Inc., and is responsible for the leasing, management, marketing and overall maintenance of the company's portfolio of retail and office space. Mr. Dobbins functions as the primary contact for tenants and vendors, supervises on-site Sevell Realty personnel, and coordinates the completion of all leasing-related projects and activity of our managed property portfolio.

Prior to joining Sevell Realty Partners, Inc., Mr. Dobbins served in Property Management with Grubb & Ellis Management Services at AT&T Wireless Services in North Palm Beach and Nortel Networks in Boca Raton, Florida. He has been involved with several building construction projects and facility/employee relocations, and has experience directing architectural/engineering firms in project designs ranging from single office renovations to state-of-the-art fiber-optic manufacturing facilities.

Active within the South Florida business community for several years, Mr. Dobbins is currently a member of the South Florida Chapter of the International Facilities Management Association (IFMA). Mr. Dobbins holds a Bachelor's Degree from the University of Oregon and is a licensed real estate associate in Florida.

SEVELL REALTY PARTNERS

COMMERCIAL REAL ESTATE SERVICES

GEORGE THURSTON **Chief Accounting Officer**

George Thurston serves as the company's Chief Accounting Officer. She is responsible for the management of accounting for several company owned entities, as well as the property management division. George is in charge of all accounting functions from cash management through financial statements, as well as budgeting, cash analysis and staff supervision. Prior to joining Sevell Realty Partners, Inc., Ms. Thurston served as an accounting manager for Signal Technology Inc where she was responsible for billing, purchasing, materials, accounts receivable and accounts payable.

Ms. Thurston holds a degree in Business Management, with specialization in Banking and Finance from Virginia Western Community College. She graduated Magna Cum Laude.

SEVELL REALTY PARTNERS

COMMERCIAL REAL ESTATE SERVICES

TAMMI POLINICE LIPP
Commercial Specialist – Southeast FL &
Executive Assistant to the President

Tammi has been with Sevell Realty Partners, Inc., since 2004. Starting out in an administrative capacity, Tammi quickly embraced the Commercial Real Estate industry. She has advanced to become a licensed Florida Real Estate Associate handling sales, leasing and disposition in the Southeastern, FL markets.

She continues in her support role for the President, Mr. Sevell and is responsible for the various administrative and marketing operations for the firm. Tammi performs property research, client reporting, maintaining the company portfolio, company website as well as creating all marketing materials and copy for the published listings on www.sevellrealty.com, loopnet and Costar. She is also an integral part of the daily operations within the company. Tammi is often the first point of contact at Sevell Realty Partners, Inc., and she offers a wide array of expertise to the entire Sevell Realty team. Producing results while providing stellar customer service and maintaining an organized, efficient office are of the utmost importance to Tammi.

Tammi has had extensive managerial and administrative experience in property management, commercial landscape contracting, as well as marketing and brokerage houses. Before joining Sevell Realty Partners, Inc. she was the Information Manager for one of the largest natural products brokers in the southeast United States, representing companies such as *Atkins Nutritionals*, *Cento Fine Foods*, *Celentano Foods*, and *Purell*, just to name a few. Many of the office policies, standards and practices that she initiated during her employment there are still in place today. It was during this time that Tammi decided she was interested in pursuing a career in the real estate industry.

Tammi has deep roots in the SE FL market, having lived here since 1978. She currently resides in Coral Springs with her husband, Matthew.

Mrs. Lipp is an active Member of the ICSC and a licensed Florida Notary Public.

SEVELL REALTY PARTNERS

COMMERCIAL REAL ESTATE SERVICES

ROBERT LAUTER **Senior Commercial Specialist—Northeast Region**

Mr. Lauter joined Sevell Realty Partners, Inc. in 2009. During his 32-year career, Mr. Lauter has worked extensively in the Landlord Leasing and Tenant Representation area. He represented Federal Realty Investment in Virginia and North Carolina from 1998 – 2000. From 1996 to 1998, he worked for the Richard E. Jacobs Group located in Cleveland, Ohio, leasing regional malls in Jackson, Tennessee, Beaumont, Texas, Columbia, South Carolina and Charleston, South Carolina. He worked for Faison Company in Florida handling the MetLife Retail Portfolio. From 1986 to 1988, he was Vice President, Director of Leasing for the Krupp companies in Boston, Massachusetts. He established the leasing division of Krupp's Asset Management, which was responsible for 32 regional strip centers, two regional malls and 5 outlet malls nationwide. From 1984 to 1986, he was a Leasing Consultant to Enterprise Development Company out of Columbia, Maryland. From 1971 to 1984, he was a Vice President with Goodman Segar Hogan, Inc. of Norfolk, Virginia where he was involved with the development and leasing of regional malls and strip shopping centers in the Southeast United States.

COMPANIES REPRESENTED

- Federal Realty Investments
- MetLife Realty
- Tuesday Morning
- Mattress Giant

PROFESSIONAL AFFILIATIONS / ACCREDITATIONS

- Member of International Council of Shopping Centers
- Director of Public Relations and Community Services for South Virginia from 1998-2002.
- United States Navy

EDUCATION

The College of William and Mary, Williamsburg, Virginia

SEVELL REALTY PARTNERS

COMMERCIAL REAL ESTATE SERVICES

ALICE M. DIPRIMA **Vice President**

Alice M. DiPrima serves Sevell Realty Partners, Inc. as Vice President and is responsible for the firm's portfolio in Southeastern and Southwestern Florida counties. Her vast experience provides her with the ability to facilitate all aspects of Real Estate.

Ms. DiPrima joined Sevell Realty Partners, Inc. in 1993, serving as Controller and Manager of all financial and accounting services for the firm. In this position, she was the conduit between all property and asset management functions and the property marketing team. She brought a 25-year history of corporate, business and financial management to the overall team.

In 1997 she served Sevell Realty Partners, Inc. as Vice President and Director of Property Management and was responsible for both the fiscal and physical management functions within the Sevell Realty Partners, Inc. Real Estate portfolio. Ms. DiPrima oversaw the on-site management and marketing professionals as well as the leasing activity and had direct responsibility to the clients throughout the Sevell Realty Partners, Inc. portfolio.

Prior to joining Sevell Realty Partners, Inc., Ms. DiPrima was Vice President - Finance of Knight Enterprises, Inc., a Boca Raton-based regional development firm, with a real estate portfolio of \$100 million. While serving in this position, she managed all the accounting departments of the real estate/construction energy division of the firm and coordinated a staff of 12 professionals.

A Boca Raton resident, Ms. DiPrima attended Mary Immaculate High School in Ossining, New York, and holds a State of Florida Real Estate Broker's License. She is active in her local community.

SEVELL REALTY PARTNERS

COMMERCIAL REAL ESTATE SERVICES

LINDA BURNS **Commercial Specialist**

Linda Burns serves SEVELL REALTY PARTNERS, INC. as a Commercial Specialist and is responsible for sales and leasing of commercial properties throughout the Gulf Coast of Florida.

In addition to handling the firm's listings in the Tampa Bay region, Ms. Burns is responsible for developing new business relationships and opportunities.

Ms. Burns graduated with a BA in Political Science from Baldwin Wallace College in Berea, Ohio.

Linda is a twenty-five year veteran of the industry and has extensive experience in all facets of commercial real estate. Having been involved in both landlord and tenant representation she is well versed in negotiating skills and product knowledge.

She has represented some of the top restaurants in the Southeast market which includes Bacchanalia and Roadhouse Grill, as well as national retailers such as Sports Authority, CVS, Hancock Fabrics, Advance Auto and Borders to name a few.

Linda is very active in the real estate industry, utilizing her contacts throughout the Southeast as well as the International Council of Shopping Centers (ICSC) in Atlanta and Las Vegas each year.

SEVELL REALTY PARTNERS

Won't you join us?

COMMERCIAL REAL ESTATE SERVICES

