

SEVELL REALTY PARTNERS

COMMERCIAL REAL ESTATE SERVICES

Company Profile

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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.

- **WORK-OUT PROPERTIES**

Sevell Realty Partners, Inc. specializes in assisting financial institutions and government agencies in the management and disposition of troubled properties and those properties held in the real estate owned portfolio. The firm incorporates its spectrum of services to efficiently and cost-effectively reposition these properties in the local market and improve their value for ultimate disposition.

- **CONSTRUCTION MANAGEMENT**

The President of Sevell Realty Partners, Inc. has built well over 1,000,000 square feet and it is this experience that is utilized in all construction management assignments. From 1,500 square foot office interiors to branch bank facilities, to the renovating of major office buildings, Sevell Realty Partners, Inc. offers management of all types of construction projects and is intimately involved with all phases of the construction process.

SEVELL REALTY PARTNERS

COMMERCIAL REAL ESTATE SERVICES

- **BUILD-TO-SUIT/DEVELOPMENT MANAGEMENT**

Arnold Sevell started his real estate career in the development business, while the markets and the processes have changed considerably, the commitment to high quality and development remains steady. Sevell Realty Partners, Inc. continues to stay on the cutting edge of the process and encourages all professionals to attend any and all educational seminars on the subject.

Sevell Realty Partners, Inc. serves as project manager for build-to-suits and provides management services for the many facets of new development and renovation.

Sevell Realty Partners, Inc. continues to be successful because of its ability to integrate its many talents and experiences into the various services of the organization for the ultimate benefit of the client. All types of properties including; retail, office, industrial and "special use" are considered for Sevell Realty Partners, Inc. representation. Sevell Realty Partners, Inc. services conform to current market conditions and requirements and are designed to meet the needs of clients now and in the future.

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 both a Florida Real Estate Broker's and Mortgage 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), serves on its Audit Committee and chairs its Corporate Governance 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.

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

COLLEEN GALLARDI **Chief Accounting Officer**

Colleen Gallardi 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. Colleen 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. Gallardi served as an accounting supervisor for United Parcel Service where she was responsible for billing, payroll, accounts receivable and accounts payable.

To assist in her accounting duties Ms. Gallardi has received professional training in people relations management theory, employee and customer relations, investigation techniques and corporate security and loss prevention.

Ms. Gallardi holds a degree in Accounting, which is enhanced by over 25 years of hands-on experience in the field.

TAMMI POLINICE **Executive Administrator**

Ms. Polinice has extensive managerial and administrative experience in property management, commercial landscape contracting, as well as marketing and brokerage houses. Before joining Sevell Realty Partners, Inc. in 2004, 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, Purell, Barbara's Bakery just to name a few. She was responsible for coordinating trade show events, implementing new and exciting technology for the office and field reps, overseeing the office staff and assisting the corporate officers for the company. Many of the office policies, standards and practices that Tammi initiated during her employment there are still in practice today.

Prior to that project, Tammi served as Branch Administrator for The Brickman Group, Ltd. She coordinated and carried out all administrative functions for the Boca Raton & Orlando branches, with combined revenue totaling over 2 million dollars. She handled human resources and payroll for over 100 employees, controlled all daily purchasing, work authorizations, accounts receivable, payables and collections. She was involved in reconciliation of the monthly financials for both branches and served as right hand support for both Branch Managers. It was during this time that Ms. Polinice decided she was interested in further pursuing a career in the commercial real estate industry.

Ms. Polinice is responsible for the various administrative operations for the firm. She is an integral part of the daily functions within the company. Tammi is the first point of contact at Sevell Realty Partners, Inc., and she offers a wide array of expertise to the entire Sevell Realty team. Some of her responsibilities include maintaining the company's inventory portfolio with the most current information, maintaining the company website and listings on the website, weekly reporting to our clients regarding the disposition of those spaces, as well as creating marketing materials to promote the company's numerous services. Providing stellar customer service, maintaining an organized, efficient office and supporting her team members are of the utmost importance to Tammi.

Ms. Polinice is a licensed Florida Real Estate Associate.

BURNETT "BEE" DONOHO **Vice President & Director of North Florida Region**

Bee is an accomplished professional with more than nineteen years of experience in sales, marketing, and management emphasizing the design, promotion, and implementation of marketing strategies which have been beneficial to corporate success.

He began his real estate career in 2002 with King Commercial Real Estate in Jacksonville, FL. His responsibilities included the development and implementation of marketing strategies for the sale and lease of commercial properties as well as creating new business proposals for third parties, facility management, tenant representation and market research.

In 2003, Bee attained his broker's license and a year later opened Donoho Commercial Real Estate Brokerage Inc. In early 2006 the company experienced tremendous growth after forming a partnership with Sevell Realty Partners, Inc. Over Bee's career, he has conducted acquisition, disposition, lease negotiations and market analysis for more than one million square feet of commercial property in Central and Northeast FL. Currently, Bee is a CCIM candidate and has successfully completed CI101, CI103 and CI104. He plans on finishing his course work in 2008 and obtaining the designation next year.

Prior to a career in real estate, Bee was an account executive with Sarcom, Inc. where he consulted on technical solutions for various companies in the southeast such as Blue Cross Blue Shield, CSX, PGA Tour, and Scientific Atlanta.

After graduating from the University of Richmond in 1988 with a Bachelor of Science in Business Administration, Bee started his career in retail on Woodworth & Lothrop's executive training program in Washington DC.

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?

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