

Property Management Proposal



Adam Rabeda Personal Real Estate Corporation empowers owner/investors to maximize the value of their commercial real estate assets by providing cutting-edge asset management, account software, market data, innovative marketing and property management techniques as well as superior negotiation strategies.

As a boutique firm, we are able to provide clear and consistent communication to our landlords. We strongly believe in remaining transparent as it is of the utmost importance in the maintenance of a successful working relationship.

For more information, please contact:
Professionally managed by

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ADAM RABEDA
PERSONAL REAL ESTATE
CORPORATION

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1 Our Philosophy



MISSION:

We take pride of ownership with every asset we manage. Accurate and focused budgeting, timely communication and earned trust, provides for concise, integrated and effective management.

Our mission is to create more than an advisor/client relationship; we combine our expertise, regional market knowledge and thorough understanding of both owner & tenant needs as well as seamlessly integrated accounting and reporting systems provide for a flawless symbiosis.

We'll make sure you're increasing your profits and property values while decreasing your workload and involvement. We cater to our client's specific needs by:

CUSTOMIZED MANAGEMENT TRANSFER

The successful management of a property begins with a successful transition of control. A customized plan of transition in accordance to the property type and your needs will be prepared. We work closely with all parties involved to ensure a smooth and efficient start-up.

CONTROLLING COSTS

We deliver to our clients innovative strategies to reduce the ongoing costs of managing real estate assets. Our philosophy is based on driving real estate returns from the top down, revenue, and from the top up, reduction in operating expense... which is a direct and meaningful addition to bottom line.

DRIVING ASSET RETURNS

Controlling operating expenses is essential in creating double-positive asset value leverage as well as ensuring that your property operative expenses are at par if not lower than other comparable properties on the market to insure maximum interest in the leasing market.

PORTFOLIO DUE DILIGENCE

- The buildings Operations Manager and Project Manager, Trevor Ermer, ensures that maintenance and landlord improvements are completed to industry's highest quality standards, on time and on budget
- Ongoing property visits by both property manager and building operations manager
- Acting as a liaison between tenants, investors, and 3rd party contractors
- Facilitation of lease transactions and lease renewals
- Recommendations on how to increase the NOI simultaneously increasing the value of your property by maximizing upside potential
- Thorough routine inspections
- Maintain physical appearance
- Collection of rents and common area expenses
- Payment of all maintenance expenses, including common area costs
- The opening and maintenance of contingency funds accounts, as needed
- The opening and maintaining of "trust accounts" for all transactions in relation to the building

- Payment of goods and sales tax (GST) adjustments every three (3) months to revenue Canada
- Obtaining building service contracts as required

PORTFOLIO BUDGETING

- Preparation of corporate year-end financial statement
- Preparation of corporate tax returns - upon request
- Preparation of operating expenses reconciliation
- Preparation of annual operating expenses budget
- Monthly review of operating expenses vs. actual costs • Semi-annual and annual property evaluation
- Face to face reviews

PROPERTY MANAGEMENT SOFTWARE



- The Genesis2 online software platform by Yardi is widely considered to be the industry leader, thanks to its innovative technology which streamlines all essential information regarding your property into a user-friendly and mobile platform.
- Each of our staff members has been trained by dedicated Yardi account managers and are updated on any new features that Yardi introduces.
- Synchronizing accounting, maintenance, construction and leasing with one software ensures that all critical information is updated correctly and allows us to monitor all aspects of your property simultaneously.

2 Portfolio



We are a boutique property management firm, managing over \$100,000,000 One Hundred Million Dollars in commercial real estate assets that consist of 100 national & local tenants in 5 commercial buildings spread throughout the Lower Mainland.

Current Portfolio

All buildings in this portfolio have been sold by Adam Rabeda Personal Real Estate Corporation.



Guildford Place Mall
 10310-10340 152nd Street, Surrey
 Ideal mix of office/medical/retail tenants
 Strategically located - 3 mins from Hwy 1

Anchored Tenants

- Tim Hortons
- Anytime Fitness
- Edward Jones
- H & R Block
- Lasik MD

With our innovative property management technics, we have successfully increased the NOI by 33% within the past three years. This has significantly increased the property value and current owner's rate of investment return. Our main objective was to introduce more National A Class tenants to the complex as well as cut operating expenses by preventive maintenance, energy efficiency upgrades and renegotiating majority of service contact.



Office Building
 4126 Norland Avenue, Burnaby
 Strategically located - easy access to Hwy 1 & Canada Way

Property Highlights

- A class National/Local tenants
- High security (CCTV & access control)
- Secured underground parking
- High end finishes

This property was purchased based on its upside potential. For some investors, upcoming expiry Lease terms are a red flag especially when it comes to anchor Tenants. We, on the other hand, saw great upside potential and after doing our due diligence, we were quite confident that Lease renewals can be successfully negotiated. Thanks to our calculated risk, the property's Net Operating Income, as well as market value has significantly increased with a relatively short period of time.

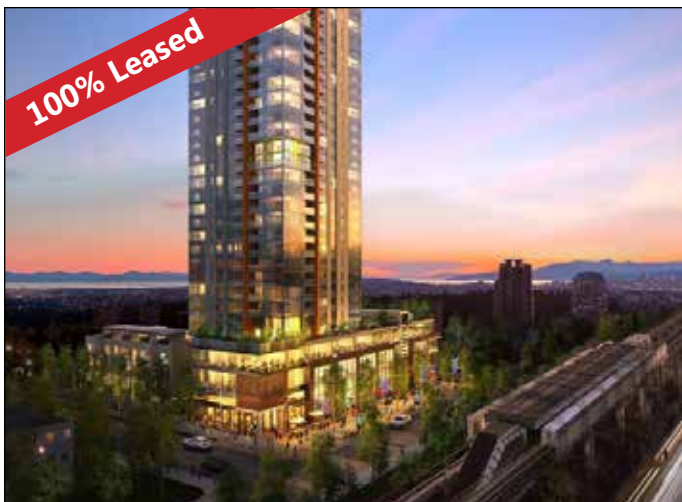


850 Powell Street, Vancouver

Strategically located in close proximity to Port of Vancouver

- Anchored by Starbucks Coffee & Subway
- Provides drive-thru capability for tenants
- Strategically located in close proximity to Vancouver Port

10+ years of experience in commercial leasing allowed us to negotiate early renewals with escalating rents simultaneously providing investment stability for the owner, in turn, better mortgage terms and most importantly significantly increasing the property value.



Metro Place

4460 Beresford Street, Burnaby

- Highly sought-after location
- Directly across from Metrotown Skytrain Station
- Architecture designed by Busby, Perkins + Will Architects Co.
- Underground parking

Purchasing directly from developer Intracorp before completion allowed us to secure an attractive purchase price. Currently, all leased to medical tenants, generating above market investment returns.



1963 Lougheed Hwy, Coquitlam

- Fortune 500 company as tenant
- Excellent exposure on to Hwy 1
- Long term lease
- High end building improvements

Purchased two years ago at above market rate of investment return. This property is a low maintenance cost site with an extremely high financial covenant provided by a fortune 500 company that specializes in medical software. Thanks to it's exposure to Hwy 1; this property has the potential for a 20% increase in NOI, that may be generated via 20 x 16 feet LED electronic message center.



152A Street Investment Assembly, Surrey

- Four commercial buildings and one lot under construction
- Improved with 2-3 storey multi-tenant
- Over 360' frontage along 152A Street
- Mix of Government and Medical tenants
- Excellent development potential

Starting with one property located in the middle of the block, the goal was to acquire neighboring properties over time in order to accumulate a significant amount of frontage and lot size for future development potential.

This decade-long investment plan is now paying dividends. Thanks to the close proximity of all properties we are able to lower maintenance costs by merging all service contracts under one account. We can also relocate Tenants within this portfolio that wish to expand or downgrade in size but want to stay near of their current location.

The most significant upside comes from the 360 feet of frontage that will allow for a major development in the near future.

Combining these properties resulted in a higher market value from both an income/investment approach as well as a development approach.



Atria

7511 120th Street, Delta

- Strategically located
- Great exposure
- Owner user investment

Purchased directly from the developer prior to completion this site provides the perfect mix of residential and commercial strata units. These units are located in between a highly populated residential area and a busy shopping complex with anchor Tenants such as Shoppers Drug Mart, HSBC, and Safeway.

The goal was to provide the owner/ user with a high traffic location that does not require a Shopping Complex Lease at high rates but instead allows him to be his own Landlord and still benefit from the adjacent Shopping Centre and residential area.

TENANTS



3 Team & Testimonials



Adam Rabeda

Personal Real Estate Corporation

President / CEO

604.376.5121

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Adam recently partnered with Magsen Realty Inc. after ten years with three tenured Real Estate firms in the Metro Vancouver area. Before establishing his career in real estate, Adam was involved in the high paced Petrol & Bio-Diesel Industry in Europe where he worked as an account manager, dealing with international enterprise clients.

He completed his real estate trading and property management licensing courses at UBC's Sauder School of Business and holds a Bachelor's degree in Sociology from the University of Computer Science and Economics WSiE TWP in Olsztyn.

Throughout Adam's Real Estate career in Vancouver, he has successfully negotiated commercial real estate transactions ranging in all asset classes of the industry from industrial facilities to retail and office locations as well as businesses for sale. However, his main focus and area of expertise are commercial real estate investment properties. Thanks to his in-depth knowledge, proven track record and most importantly his unique and innovative perspective on commercial real estate investments and property management. Adam goes beyond the typical real estate broker business model. In addition to sales, he specializes in providing an all-inclusive service for his portfolio of local and international investors by seeking out primarily unsolicited properties with upside potential and managing, the day-to-day operations of those investments on behalf of his clients.

With a strong leasing base, Adam has represented both sides of the table, landlord, and tenant, developing a good understanding of both needs. Deal-savvy and experienced in leasing, Adam maximizes the value of real estate investment assets by consistently seeking a higher quality A-Class tenant, using innovative property management techniques and providing complete exposure to the market.

Napinder Pandher CPA, CGA

Chief Financial Officer

604.807.2541

accounting@rabadacre.com

Napinder Pandher's financial expertise track record speaks volumes for her credibility, reputation, and passion for her work in the industry.

Due to this credibility amongst her peers as well as her superiors, as a tax auditor for the Ministry of Small Business and Revenue, Napinder quickly moved up through the ranks to become Acting Senior Tax Auditor for the Ministry of Small Business and Revenue.

With an accumulated 20 years of accounting experience in both private and government sector, Napinder is an essential part of the effective and efficient functioning of this organization. From full cycle accounting, cash flow budget and bank reconciliations, internal audit to establishing internal control procedures are but a few of her skilled attributes of strength. Her advanced level of communication skills, excellent attention to detail and organization effectiveness and productivity make Napinder is an essential part of this organization.

Trevor Ermer

Building Operations Manager / Project Management

778.686.6260

maintenance@rabedacre.com

Trevor joined this organization three years ago as a maintenance employee for a specific property in our portfolio.

He quickly established sound relationships with tenants and has consistently demonstrated his unique maintenance skills as well as a "take-charge" attitude and ability to work independently with minimal direction.

He gained most of his earlier experience from assisting with the management and care of various commercial properties that his family operated successfully throughout North America.

As Building Operations Manager, Trevor is able to critically think, assess, and quickly resolve issues in a very organized and timely manner. He has been commended for his attention to detail, completing projects quickly, all while maintaining high standards for product quality, building code, with minimal disturbance to other tenants. With his sharp eye and broader awareness of current and potential building issues, he is often able to spot and remedy issues before they manifest into larger problems.

His knowledge and expertise in various trades make Trevor an excellent addition to our team, as he can diagnose and execute decisions to minimize time and monetary costs to tenants and property owners.



Dr. Aly Kanani
President
Hamptons Park Holdings Inc. and Related Companies

It is with great pleasure that I am writing to recommend the services of Adam Rabeda Personal Real Estate Corp. who has been providing commercial real estate services for my organization for close to a decade. Adam currently manages more than \$150M in real estate for our various entities under ownership.

Throughout that time Adam Rabeda has demonstrated not only great market knowledge combined with unique negotiation tactics and a rare ability to recognize short-term & long-term upside potential but most importantly he has routinely proven through his actions that he is a trustworthy individual that always has his client's best interest at hand.

Adam Rabeda has represented my interests in commercial real estate purchases, sales as well as leasing. For the past five years, he has been managing my commercial real estate portfolio. Thanks to his unmatched work ethic and hands-on approach to all aspects of commercial property management, he has consistently delivered higher than satisfactory results.

By negotiating new Head Leases and renewals with national and regional tenants and on many occasions not renewing B or C Class Tenants but instead replacing them with higher rated A-Class national tenants on terms more beneficial for both the Landlord and the property itself, Adam was able to increase the value of the majority of properties in my portfolio.

By constantly monitoring operating expenses he ensures that our properties' "op costs" stay competitive within the leasing market.

His in-house services such as leasing, accounting, maintenance and even construction project management for Landlord and Tenant improvements make this a truly unique full-service property management firm and that is why I highly recommend his services and will remain a client for many more years to come.



Herb Binning
Subway Franchisee

As a business owner with 12 Subway locations across the Lower Mainland, I deal with property managers and leasing agents on a daily basis. Adam Rabeda has been my property manager for 850 Powell Street, Vancouver location ever since he facilitated the purchase of the property to his client. I immediately notice settle but important changes to the property such as, installation of aesthetically pleasing garbage enclosures that prevent garbage from spreading all over the site to improved security, better and more consistent landscaping, and exterior cleaning. The property is challenging to manage due to its location on the Vancouver East Side Industrial District and close proximity to the Port of Vancouver.

However, Adam and his team have done an exceptionally great job from the very start. All of my inquiries have been addressed in a timely matter, and I can easily get a hold of Adam or anyone else from his organization if needed.

Most recent example was just a couple months ago when a water pipe broke and was rapidly causing a flood. Literally, within minutes of speaking with Adam, we had a plumber at the site to shut off the water. Shortly after Adam's maintenance crew showed up to contain the damage. The plumber was able to fix the pipe within a couple hours, and I was able to reopen for business with minimal disturbance to my clientele.

I highly and personally recommend Adam's property management services.

Should you require more information or would like to speak with me directly, please feel free to contact me at herb_binning@yahoo.ca.



Stephanie Gillespie
Anytime Fitness Guildford
Manager, Personal Trainer, Group Instructor
Office: 604-498-5005; Cell: 778-828-5072

My name is Stephanie Gillespie. I am the acting manager of Anytime Fitness, located in the Guildford Place in Surrey B.C. Adam Rabeda has been our property manager since I began my job here, and has always been easily reached - especially by the convenience of e-mail. This has worked well for me, as my schedule is often hectic, so to have someone so responsive and willing to come to my location to discuss any matters, is extremely helpful to ensure the smooth running of our business.

I would be happy to personally recommend Adam for any future property management opportunities, as I know your business/property will be in good hands. Feel free to reach me in the office or on my cell, should you need any more information about his management capabilities.



Michael Lam
Trifecta Rehab

Trevor has been an exceptional work with over the last month. During the times where we had issues arise in our unit, Trevor responded promptly and was able to diagnose, fix and/or provide a detailed timeline to remedy the issue(s). His ability to assess and provide a variety of cost-effective ways to address our concerns is a huge asset to the tenants and units he oversees. I cannot commend him enough on his professionalism and honesty with issues that concern our unit and his remarkable insight into potential issues that may arise. Trevor is punctual, timely, and responds in a timely manner.

Thank you for your dedication, professionalism, and quality of work you have displayed.

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