ZAREMBA GROUP

COMPANY PROFILE

2017
Zaremba has evolved over the years, but some things never change...

Zaremba Group has evolved from a home remodeling business in Cleveland, Ohio to a full-service national real estate company. Since 1920, when the Zaremba name first appeared on a home remodeling sign, three generations of Zarembas have earned a national reputation in all aspects of real estate development, construction and management.

The unprecedented demand for new housing created by returning veterans and their families following WW II presented Zaremba with its first opportunity for substantial growth: we expanded our home building activities into multi-family housing, both conventional and subsidized rentals as well as luxury condominiums. This new housing promptly generated another need: new shopping facilities for young and growing suburban families. Consequently, beginning in the early 1950’s, Zaremba entered the retail development business, first in northern Ohio, and then, over time, to the mid-Atlantic, south Florida and Pacific Northwest. The company’s success in shopping center development led to Zaremba’s next strategic move: becoming an outsourced development partner to a number of high-profile national retailers, generating quality store locations at attractive occupancy costs.

Today, the chairman of Zaremba Group, LLC is Walter Zaremba, oldest member of the third Zaremba generation. From our Cleveland headquarters, a senior management team oversees and carefully monitors the development, construction and asset management facets of our diversified national program. As a result, every Zaremba development benefits from the active involvement of a dedicated project team assembled from our real estate professionals.
Retail Program Development

Providing a full real estate delivery system

Zaremba Group provides comprehensive fee-for-service and build-to-suit programatic development services to aggressively expanding companies all across the country. Each project is assigned to a dedicated in-house team tailored to the client’s specific needs. A menu of in-house services includes:

- Site Selection and Market Analysis
- Entitlement Coordination
- Site Planning and Preliminary Engineering
- Site Acquisition
- Construction Management
- Leasing
- Property Management
- Re-Development and Rightsizing
Retail Program Development Highlights

**CVS Pharmacy**
- Current 20-year-relationship with CVS as a “Preferred Developer”
- Assisted CVS with initial roll-out of store expansion program
- Developed over 240 stores on a “Fee for Service” basis
- Assisted CVS in new market entry (i.e. Chicago and Inland Empire, CA)

**Dollar General**
- Current 15-year-relationship with Dollar General
- Developed over 230 stores for Dollar General both as “Fee for Service” and “BTS” Developer
- Assisted Dollar General with entry into some of the most difficult markets in the country (i.e. Vermont, California, Oregon & the Mid-Atlantic region)

**Progressive Insurance**
- 15-year-relationship with Progressive Insurance
- Developed 60 concierge centers on a “Fee for Service” arrangement
- Assisted with expansion into difficult markets (i.e. New Jersey, Long Island, NY, DC Metro & California)

Additional clients include: AT&T, McDonald’s, O’Reilly Auto Parts, Sterling Autobody & Pantry
Retailer services include: Site Selection Assistance, Entitlements & Construction Management
A thorough understanding of the client’s goals is the first step in every Zaremba market research project. Careful planning, the second step, is the one that produces new and valuable information that can be relied on.

**Zaremba market research tasks include:**

- Identification and study of emerging markets
- Ongoing assessment of the strengths and weaknesses of existing markets
- Graphic display (digital photographs) and visual cataloging of competitors’ locations
- Market analysis of targeted markets including:
  - Competition maps and assessments
  - Demographic profiles and interpretation
  - Traffic counts and access analysis
  - Identification and targeted sub-markets
- Concise interpretation and presentation of findings
- Strategic Planning for placement or repositioning
Finding solutions for difficult real estate problems

While buildings may be similar, each site is unique and each local approval process is a challenge. These challenges, if not known or anticipated, could delay a project or add to its cost. Each Zaremba development management team is experienced at quickly identifying these challenges and finding solutions.

Zaremba's dedicated in-house staff of planners and civil engineers coordinate all components of the development process which include:

- Preliminary site feasibility assessment
- Topographic surveys and grading plans
- Environmental assessment and remediation
- Geotechnical study and assessment
- Utility investigation and coordination
- Detailed traffic and access management studies
- Governmental permitting, entitlement and approvals
- Engineering and architectural design
- Title review and resolution
Drawing upon an extensive track record at the national level

A unique blend of construction experience and information technology keeps Zaremba-managed projects on target and every client well-informed. In-house construction managers and engineers use their knowledge to control the final cost and senior project managers utilize the latest information and construction methods to schedule and monitor each project.

**Construction management by Zaremba provides advantages to clients by:**

- Creating an environment that stimulates aggressive contractor bidding
- Providing in-house value engineering to achieve the best cost and construction results
- Continuously tracking progress and reporting through:
  - State-of-the-art project scheduling systems
  - Central monitoring and control
  - A sophisticated internal network to communicate with site managers
  - Project status reports, including digital photography, e-mailed to clients on a timely basis

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*2020 Foothill, Denver, CO - Typical Project Schedule*

<table>
<thead>
<tr>
<th>Task</th>
<th>Start</th>
<th>Finish</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. 2020 Foothill, Denver, CO</td>
<td>Tue 5/1/12</td>
<td>Tue 5/1/12</td>
</tr>
<tr>
<td>2. Phase 1 Design Review</td>
<td>Tue 5/1/12</td>
<td>Wed 6/27/12</td>
</tr>
<tr>
<td>3. Prepare drawings for design review</td>
<td>Tue 5/1/12</td>
<td>Fri 5/11/12</td>
</tr>
<tr>
<td>4. Client Review</td>
<td>Mon 5/14/12</td>
<td>Tue 5/15/12</td>
</tr>
<tr>
<td>5. Revise drawings per client's comments</td>
<td>Wed 5/16/12</td>
<td>Fri 5/18/12</td>
</tr>
<tr>
<td>6. Submit to City</td>
<td>Fri 5/18/12</td>
<td>Fri 5/18/12</td>
</tr>
<tr>
<td>7. City Review</td>
<td>Mon 5/21/12</td>
<td>Wed 6/13/12</td>
</tr>
<tr>
<td>8. Revise drawings per city comments</td>
<td>Thu 6/14/12</td>
<td>Wed 6/27/12</td>
</tr>
<tr>
<td>11. Phase 2 Prepare Construction Docs</td>
<td>Wed 6/27/12</td>
<td>Wed 11/12/12</td>
</tr>
<tr>
<td>12. Prepare construction docs</td>
<td>Wed 6/27/12</td>
<td>Wed 8/20/12</td>
</tr>
<tr>
<td>13. Submit to city for pre-construction</td>
<td>Wed 8/20/12</td>
<td>Wed 8/20/12</td>
</tr>
<tr>
<td>14. City Review</td>
<td>Tue 8/21/12</td>
<td>Mon 9/24/12</td>
</tr>
<tr>
<td>15. Revise drawings &amp; resubmit</td>
<td>Mon 9/24/12</td>
<td>Fri 10/5/12</td>
</tr>
<tr>
<td>16. City Review</td>
<td>Mon 10/8/12</td>
<td>Fri 10/26/12</td>
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<tr>
<td>17. Revise drawings &amp; resubmit</td>
<td>Mon 10/29/12</td>
<td>Fri 11/2/12</td>
</tr>
<tr>
<td>18. Obtain city approval</td>
<td>Mon 11/5/12</td>
<td>Mon 11/12/12</td>
</tr>
</tbody>
</table>

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*Project: 2020 Foothill, Denver, CO - Typical Project Schedule*

Date: Mon 4/23/12

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*External Tasks*

- External Milestone
- Deadline

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Leasing & Tenant Representation

Drawing upon an extensive track record at the national level

Zaremba in-house leasing and site location specialists develop and implement leasing and marketing plans. Plans are based on clients’ goals and specific location requirements, as well as analyses of existing marketplace comparables. National tenants are assisted through Zaremba’s national leasing representatives, working with the local brokerage community.

Leasing and tenant representative services include:

- Leasing shopping centers nationally
- Leasing or selling commercial space and sites
- Accessing multiple brokers in over 500 markets
- Utilizing national leasing strategies at the local level
Shopping Center Development

Drawing upon a track record of fulfilling shopping needs

Since the 1950's, Zaremba has designed and built grocery-anchored neighborhood and regional power shopping centers to serve the needs of the shopping public. Zaremba has developed over 70 shopping centers totaling over 14 million square feet of retail space in areas all across the country.

Zaremba’s success in shopping center development is marked by several basic tenets:

- Carefully researched market identification
- Sites that work well for our retailers
- Fresh, yet budget-conscious designs
- Value engineering to minimize occupancy costs to the retailer
- In-house oversight of the entire development

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Asset Management

Maximizing the value of real estate assets

Whether your objective is maximum revenue production, maximum utilization or preservation of value, a Zaremba asset management team can help you to achieve your goals. Through constant attention to detail and continuous reassessment, we eliminate the day-to-day concerns and responsibilities of real estate ownership.

Zaremba’s asset management services include:

- Assessment of the total real estate asset, including:
  - Market potential and comparables
  - Tenancy analysis
  - Engineering evaluation
  - Accounting review of income and expenses
- Planning and strategies to exploit opportunities
- Implementation and follow-up of:
  - Preventive maintenance scheduling, performance and tracking
  - Lease negotiations, marketing and advertising
  - Property redevelopment
- Customized financial reporting to accommodate clients’ internal systems

### Table: Detailed Cash Flow

<table>
<thead>
<tr>
<th>Category</th>
<th>Current Monthly</th>
<th>Variance</th>
<th>Year-to-date</th>
<th>Variance</th>
<th>Annual Budget</th>
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<tbody>
<tr>
<td>Maintenance &amp; Repairs - Building</td>
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<tr>
<td>Cash Painting/ Common Areas</td>
<td>$55</td>
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<td>Cash Electrical Repairs</td>
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<td>Cash Catering/Kitchen</td>
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<td>Cash Preventive Maintenance</td>
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<td>Cash Maintenance</td>
<td>290</td>
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<tr>
<td>Total and A Parking Lot</td>
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<td>3,415</td>
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</table>

### Image: Regal Cinemas II

Zaremba Group provides asset management services to ensure maximum revenue, utilization, and value preservation in real estate ownership.