

INTRODUCTION

Rebman Properties, Inc. was formed in 1985 to provide quality real estate services to the industrial segment of the real estate market. In 1995, Rebman Properties, Inc. expanded its real estate services portfolio by offering industrial real estate advisory services.

Because Rebman Properties, Inc. specializes exclusively in industrial and office real estate, we are able to provide an in-depth knowledge of the market. Our clients recognize that this knowledge translates to a valuable level of expertise and effectiveness that distinguishes Rebman Properties, Inc.

Based in Maitland, Fla., primarily serving the metro Orlando market area, Rebman Properties, Inc. is headed by Roger K. Rebman, one of the first Florida brokers admitted to both **the Society of Industrial and Office Realtors** as an **SIOR** and the **Commercial Investment Real Estate Institute** as a **CCIM**.

What does this mean for our clients? Membership in both SIOR and CCIM provides Rebman Properties, Inc. with a worldwide network of sophisticated brokers, consultants, and property advisors, and allows the broad exchange of information and expertise for the benefit of our clients. Rebman Properties, Inc. is able to locate a facility or site to meet a client's local, national or global specifications.

Rebman Properties has also joined **CORFAC International – Corporate Facilities Advisors, Inc.** – a worldwide alliance of real estate service companies with offices in 50 North American markets and 90 markets worldwide. CORFAC International is globally associated with London-based **King Sturge**, a leading provider of real estate services in Europe and Asia. Rebman Properties represents CORFAC member firms and their clients in industrial property leasing, sales, and property management. The CORFAC alliance enables Rebman Properties to provide seamless service across the country and around the world wherever a local client has a real estate requirement.

Rebman Properties, Inc. assists its clients in locating and acquiring viable investments. We are then able to maximize client income and investment value by providing expert leasing, property management, and consulting services.

In 1993 Rebman Properties negotiated the largest industrial lease transaction ever completed in metro Orlando: a 587,000 square foot, 13-year sublease for Super Food Services to Eckerd Drug Company.

PORTFOLIO OF SERVICES

Our clients choose Rebman Properties, Inc. because they want the services of a company that specializes exclusively in the industrial and land sectors of the real estate market. Indeed, our clients recognize that the highly focused nature of our practice grants us an in-depth, comprehensive knowledge of those markets and an unequalled effectiveness dealing in those areas.

As real estate strategists, the Rebman team is a diverse group of professionals specializing in brokerage, site selection, development, investment, property management, leasing, marketing, consulting, and market analysis, to name just a few skill sets.

Rebman Properties, Inc. provides a wide range of services to meet clients' demands including:

~ Building and Land Brokerage

The specialists at Rebman Properties, Inc. can serve as sales agents to market your industrial and office properties, either land or buildings. We can act as your expert negotiator to bring you the best price and terms for the sale of your property. The Rebman team has sold land and industrial and office properties ranging from one-acre sites to a 600,000 square foot warehouse complex situated on 37.5 acres.

~ Office and Warehouse Project Leasing

Our goal is to structure lease agreements to the maximum benefit of the client. We determine what provisions must be specified in a lease to meet client objectives including measuring and projecting necessary revenues, expenses, and capital expenditures and analyzing the financial impact of various lease provisions. The Rebman team has leased office and warehouse space ranging from 150 square-foot offices to a 587,000 square-foot warehouse complex situated on 26 acres.

~ Tenant and Buyer Representation

Representing the best interests of the tenant or buyer is our specialty. We have the market information, including accurate and current inventory of the available space and first hand knowledge of the terms of the transactions being made ... and we have the negotiating skills specifically attuned to tenant and buyer representation.

Even though we represent tenants and buyers, the commission is paid by the building owner. This is a cost which is budgeted into the building owner's pro forma.

The advantages of hiring the tenant reps at Rebman Properties include:

- SINGLE POINT OF CONTACT
- OBJECTIVITY
- COMPLETE CONFIDENTIALITY
- HIGH PROFESSIONAL STANDARDS

~ **Consulting and Counseling**

We can serve as consultants to find our client an existing facility, evaluate an investment, or help price a property for sale or lease by estimating the property values under various market conditions. We also can evaluate the daily management, operations and financial controls of properties, including warehouses and office buildings. The Rebman team can make recommendations to improve the productivity, marketing and financial results of your property.

~ **Other Services**

Rebman Properties, Inc. provides many additional services to its clients, including site selection, sale-leaseback, and market analysis. We also have expertise in investment opportunities.

BROKERAGE EXPERIENCE

Facilities Over 45,000 Square Feet

INDUSTRIAL PROPERTIES SIZE

President's III, IV, & V Warehouses, Orlando Central Park. 302,400 s.f.

Represented the buyer, Cabot, Cabot & Forbes, in the purchase and subsequent lease of these three properties for Cabot Partners.

Exel Logistics Warehouses, Orlando Central Park. 201,600 s.f.

Represented the buyer, Cambridge-Hanover, L.P., et al in the purchase of this distribution center.

Brinkman Building (Distribution Center), Orlando Central Park. 198,856 s.f.

Represented the buyer, Walgreen Co., in the purchase of this distribution center to be used to service its stores in Florida and Puerto Rico.

Eckerd Pre-Print Building (Distribution Center), Orlando Central Park. 163,000 s.f.

Listed and brokered this sale for Eckerd Drug Company. Also secured a buyer, Cambridge-Hanover, and simultaneously leased the 163,000 square foot building to AmeriSource Corporation for an 11 year term.

Mclane Foodservice, Inc. Orlando Central Park. 149,400 s.f.

Listed and brokered the sale of this property at 1090 Gills Drive, Orlando, Florida. The purchaser was Liberty Property Trust.

Eckerd Rac-Rite Building (Distribution Center), Orlando Central Park. 140,400 s.f.

Listed and brokered the sale of this property for Eckerd Drug Company. This building was purchased as a speculative distribution center by Security Capital Corporation.

Gran Park 500, Orlando Central Park. 133,231 s.f.

Represented the buyer, Walgreen's Healthcare Plus, Inc. in the purchase of this office building from Flagler Development Company.

7551 President's Drive Warehouse, Orlando Central Park. 130,000 s.f.

Represented the buyer, Cabot, Cabot & Forbes, in the purchase and subsequent lease of this warehouse for Cabot Partners.

General Elevator Building (Manufacturing Facility) 127,095 s.f.

2801 Professional Parkway, Ocoee, Fla.

Brokered this sale for the Aid Association for Lutherans (AAL) and its mortgage broker, Edward T. Byrd & Company. Central Florida Investment Systems purchased this building and converted it into a telemarketing center for their timeshare business.

Cain & Bultman Building (Distribution Center), Orlando Central Park. 118,500 s.f.
Listed and brokered this sale for Barnett Bank, Inc. of Central Florida. ITCO Tire, the purchaser, uses this facility for their regional sales and administrative offices.

7600 Kingspointe Parkway Building, Crownpointe Commerce Park. 101,870 s.f.
Represented the Seller, Collier Enterprises, in the sale to Cabot Partners, subsequently managing and leasing this warehouse for Cabot Partners.

Lake Fairview Commerce Center, Orlando 94,000 s.f.
Represented the Seller, Provident Mutual Life, in the sale of this industrial facility.

Lyphomed Building (Manufacturing Facility),
Lakehurst Drive in Orlando, Fla. 85,000 s.f.
Listed and brokered this sale for Fujisawa USA. Coleman Research bought this building and utilizes it for engineering and manufacturing. This building was difficult to market because of outdated "clean rooms," low warehouse ceilings, heavy office and heavy orientation toward pharmaceutical manufacturing.

Tally Box Company Building, Lake Mary 79,111 s.f.
Represented the Buyer, Taylor Corporation, Minneapolis, MN in the purchase of an office/warehouse building in Lake Mary, FL.

Simplimatic Building (Manufacturing Facility),
Airport Road in Sanford, Fla. 75,000 s.f.
Listed and brokered this building for Simplimatic Corporation and its parent company, MetalBox, PLC. Conveyor Systems, Inc. bought this building and uses it for manufacturing and assembling conveyor systems.

American Excelsior (Manufacturing Facility),
State Road 405, Titusville, Fla. 65,000 s.f.
Represented the owner, American Excelsior Company, Arlington, Texas, in the sale of this facility.

Florida Stainless Fabricators (Manufacturing Facility),
Mercator Road, Orlando, Fla. 51,006 s.f.
Represented the seller, Amrhein Family Limited Partnership, in the sale of this facility. The building was sold within 45 days of listing.

S & H Fabricating Building
Sanford, Fla. 47,636 s.f.
Represented the buyer, Artcraft Industries, in the purchase of this industrial facility.

Day International Building (Manufacturing Facility),
Longwood, Fla. 45,000 s.f.
Represented the seller, Day International, in the sale of this manufacturing building on 11.2 acres. Purchased by Seminole County.

LEASING EXPERIENCE

Facilities Over 50,000 Square Feet

INDUSTRIAL PROPERTIES SIZE

Eckerd Drug Company 587,000 s.f.

Leased 587,000 square feet of warehouse/distribution space for thirteen years at Chancellor Drive in Orlando Central Park.

Constar Plastics 292,320 s.f.

Leased 292,320 square feet of warehouse/distribution space for eighteen months at Airport Industrial Park.

Eckerd Drug Company 241,436 s.f.

Leased 241,436 square feet of warehouse/distribution space for five years in the Toys R Us building at Regency Industrial Park.

SDE Logistics, Inc. 201,600 s.f.

Leased 201,600 square feet of warehouse space for a five-year term at 7575 Chancellor Drive, Orlando, Florida.

Universal Studios Florida 193,650 s.f.

Leased 193,650 square feet of air-conditioned warehouse space for thirty-three months at 7401 Dowden Road.

McKesson HBOC 187,416 s.f.

Leased 187,416 square feet of warehouse/distribution space for eleven years at Crossroads Distribution V.

Bergen Brunswig Drug Company 187,000 s.f.

Leased 187,000 square feet of air-conditioned distribution space in Orlando Central Park.

Office Depot, Inc. 185,505 s.f.

Leased 185,505 square feet of warehouse/distribution space for fifty-six months at Director's Row in Orlando Central Park.

Costco Wholesale 173,134 s.f.

Leased 173,134 square feet of warehouse/distribution space for six years at Britannia Business Center, Riviera Beach, Florida.

Constar Plastics 171,360 s.f.

Leased 171,360 square feet of warehouse/distribution space for fourteen months at Airport Industrial Park.

Menlo Logistics 167,264 s.f.

Leased 167,264 square feet for 3½ years at 2000 Landstreet Road.

Ameri-Source 163,630 s.f.

Leased 163,630 square feet of warehouse/distribution space for eleven years at Director's Row in Orlando Central Park.

KraftMaid Cabinetry 130,400 s.f.

Leased 130,400 square feet of warehouse/distribution space for sixty-three months in Airport Industrial Park.

National Freight Inc. 129,372 s.f.

Leased 129,372 square feet of warehouse/distribution space for five years at 7551 President's Drive in Orlando Central Park.

Piper Industries, Inc. 100,800 s.f.

Leased 100,800 square feet of warehouse/manufacturing space for ten years at President's V in Orlando Central Park.

Gale Group, Inc. 84,930 s.f.

Leased 84,930 square feet of warehouse/distribution space for eight months at Director's Row in Orlando Central Park.

Galaxy Foods 81,924 s.f.

Leased 81,924 square feet for five years at OCP VII in Orlando Central Park.

KEY EXECUTIVES

Roger K. Rebman, President, SIOR, CCIM, has long been active in the Florida industrial real estate market, locating to the Orlando area in 1983. An active participant and top producer in the industrial brokerage community, Mr. Rebman specializes in the sale and lease of warehouse and manufacturing properties, including freezer, air cargo, foreign trade, and distribution warehouses. He also has actively assisted pension fund and REIT clients in the acquisition of distribution warehouse properties.

Rebman has been awarded professional designations by the National Association of Realtors, including:

- ~ SIOR - Specialist in Industrial and Office Real Estate
- ~ CCIM - Certified Commercial Investment Member
- ~ CIPS - Certified International Property Specialist

Rebman earned Bachelor of Science and MBA degrees from the University of Nebraska-Lincoln and is President of Rebman Properties, Inc.

Greg Rebman, SIOR, CCIM, has 13 years of experience in industrial brokerage specializing in tenant representation and building sales. Greg received Hallmark Awards as the #3 industrial producer in Orlando in 1996 and again in 2003.

Greg attended the University of Michigan Graduate School of Business and Western Michigan University where he graduated Magna Cum Laude with a Bachelor of Business Administration degree.

Lyle N. Nelsen, Associate, joined Rebman Properties, Inc. in 1990. Nelsen's focus at Rebman Properties, Inc. is the sale of industrial parcels, build-to-suit development projects, and warehouse sale and leasing.

Prior to joining Rebman Properties, Nelsen spent 31 years with The Traveler's Insurance Company where his final position was as administrative manager of the Orlando field office which staffed more than 450 employees. The experience of working with a large, diversified company granted Nelsen the management expertise that has led him to prominent success in the real estate industry.

Linda R. Lay serves as Corporate Marketing Specialist. She is responsible for a variety of marketing and business development activities and assists in pursuing new build-to-suit opportunities for industrial and office owners.

Prior to joining Rebman Properties, Ms. Lay brings 15 years of marketing experience in the Construction, Architecture, and Engineering Industry. She is a graduate of the University of Central Florida with a Bachelor of Science in Business Administration - Major in Marketing and holds a Florida Real Estate License.