EXAMPLES OF VALUE-ADDED STRATEGIES
(VAST)
SELECTED

Timeframe: 12 months ending October 2001.

October 2001 - $ 1.65MM offer is under consideration by owner of R.E.O. property with existing cash flow which had $ 2.9MM debt against it prior to a recent Trustee's Sale.

August 2001 - $ 210,000 additional capital allocated to client's N.T.I. SUPERSTATION project in order to increase proforma cash flow by $ 86,000 annually for at least 15 years.

July 2001 - Completed casework on a 50,000 sq. ft., $ 5.455MM raze/add land/rebuild SUPERSTATION project requiring only $ 1,485,000 equity funds (including $ 877,000 from supplier and one tenant; and $ 608,000 from developer/landlord) which is projected to cash flow at an EBITDA of $ 1.695MM year #1 Growing steadily to $ 2.133MM in year #4.

April 2001 - Initiated I.P.O. process for a 2nd Development Stage Company at an expected cost of $ 80,000 +/- that could yield $ 400,000 +/- if its corporate entity is transferred in +/- 12 months.

March 2001 - Completed casework on a 45 acre $ 18.7MM N.T.I. SUPER FUEL STOP (Truck Stop/ Travel Center) to be funded with $ 10.3MM equity capital ($ 8.2MM paid in from investors; $ 2.1MM from suppliers & tenants) and $ 8.4MM debt financing which is projected to cash flow at an EBITDA of $6.471MM year #1, $ 10.2MM year #2 and 5 years cumulative of $ 53.904MM.

February 2001 - $10,000 was spent by a client to analyze a targeted 4-parcel assemblage that, as the result, was not acquired & developed.

November 2000 - Initiated I.P.O. process for 1st Development Stage Company at a projected cost of $ 100,000 +/- that could yield $ 400,000+/- if its corporate entity is transferred in 12- 15 months**.**

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