

Why Applicant Should Consider Hiring Jack Muellerleile As Its Property Location / Acquisition & EXPRESS Exterior Tunnel Carwash (ECW) Development Team Consultant

#1 Critical Step

The most critical step in developing a high washed car volume ECW is locating the "A" site desired and qualifying as the buyer or long term lessee for the correct ECW location. Jack is expert at locating these hard to find properties and he is able to teach his client how to do it on his own. Further, he is able to provide valuable advice concerning the client's 'qualifying plans'.

#2 Critical Step

Next, the client must qualify as the successful Buyer or Lessee. "A" sites are aggressively sought by big companies usually referred to as National Credit Tenants (even if it is a purchase transaction) because the escrow is usually long enough to allow the Buyer to get its needed jurisdictional approvals or at least the belief that they will be attainable. Sellers feel secure that big companies will succeed in getting those permissions which may take 6-12 months time and are willing to wait that long to close the escrow.

Lone wolf Buyers are more suspect in this regard even if their cash position enables them to close the escrow without the use of debt capital. The absence of one or two existing, profitable, high washed car volume ECWs controlled by the Buyer causes many Sellers to keep the property on the market accepting 'back up' offers while such a Buyer pursues the entitlements, especially if a Conditional Use Permit (C.U.P.) is required by zoning...during which time the Buyer is required to keep adding non-refundable cash deposits into the escrow.

Jack is experienced at "Packaging the Client" so it appears to be a good risk to the Seller.

If the acquisition is by way of a long term ground lease (i.e. 20 years firm term plus two 10 year extensions), the Lessor is even more leery of dealing with the Lone Wolf Lessee no matter how much cash it has to fund the project's capital requirements. If the Lessee candidate lacks experience with the intended ECW development use and needs Dept Capital to fully fund it, most Lessors at "A" sites

will reject its Letter of Interest since many other Lessee candidates in today's marketplace do not have these obstacles to overcome.

As mentioned above, Jack is experienced at "Packaging the Client" so it appears to be a good risk to the Lessor. Thus the client's chances of actually gaining control of an "A" site capable of generating high washed car volume are greatly increased.

#3 Critical Step

The last critical step is assembling the Development Team whose job it is to create the site plan, design the improvements, acquire the needed entitlements from the jurisdictional authorities, draw up the actual construction plans and get them approved, locate an experienced, bondable (financial & performance) general contractor, decide upon the type needed and purchase the car wash equipment / computer system / water reclamation & recycling system / vacuum system / order entry system, build the improvements, install the equipment and systems, test everything to assure all of it works as designed, etc, etc. And, if debt capital is required, hiring an expert "loan application packager" who works for the client not the bank or other funding entity, is experienced in 'mothering' the client's application through the process and around the 'drop dead obstacles' which are known to exist especially if the funding is by way of an SBA loan.

Jack knows and is respected by all of these folks.

Important Item To Understand: Jack allows no new inexperienced ECW client candidate to enter into a Buyer-Broker Agreement thereby gaining access to his inventory of pre-qualified "A" type ECW sites unless the candidate has also signed a Consulting Services Contract with significant pre-paid retainer fees thereby gaining access to all the aforementioned mission critical advice and counsel. Jack no longer provides clients such valuable project shortcut-loaded knowledge at no charge and has not done so for several years.

Jack Muellerleile may be contacted at:

714.220.1806 or

jrm@4VQP.com

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