



# Successor Agency Oversight Board Special Meeting

(Dissolution of the City of Shasta Lake Redevelopment Agency)

## NOTICE AND AGENDA

Shasta Lake City Council Chambers  
(located in Shasta Lake Law Enforcement Center)  
4488 Red Bluff Street  
Shasta Lake, CA 96019

Monday, December 12, 2016 at 2:00 PM

Agenda packets are available for public review at City Hall, 1650 Stanton Drive, Shasta Lake, CA during normal business hours of 7:00 a.m. to 4:00 p.m. weekdays, excluding holidays.

In Compliance with the Americans with Disabilities Act, if you need special assistance to participate in this meeting, please call (530) 275-7407. Notification 48 hours prior to the meeting is requested to enable the City to make reasonable arrangements to ensure accessibility to this meeting (28 CFR 35.102-35.104 ADA Title II).

---

*The City of Shasta Lake is the Successor Agency to the Shasta Lake Redevelopment Agency*

### 1.0 CALL TO ORDER 2:00 PM

Call to order (please place cell phones and pagers on silent)

While it is not required, we request that members of the public fill out a speaker request form on the table at the back of the room and hand it to the Secretary.

Statement for the record of Board members present

### 2.0 COMMUNICATIONS

#### **Public Comment Period:**

- 2.1 This time is set aside for citizens to address the Board on matters listed on the Consent Agenda as well as other items not included on the Regular Agenda. If your comments concern an item noted on the regular agenda, please address the Board after that item is open for public comment. Each speaker is allocated three (3) minutes to speak. Speakers may not cede their time. Comments should be limited to matters within the jurisdiction of the Board. While it is not required, persons wishing to address the Board should fill out a Speaker Request Form prior to the beginning of the meeting and submit it to the City Clerk. Forms are available from the City Clerk, 1650 Stanton Drive, Shasta Lake, on the City's website, or at the back of the meeting hall. If you have documents to present to members of the Board to review, please provide a minimum of seven copies.

### **3.0 REGULAR AGENDA (Business Session)**

- 3.1 Acceptance of the special meeting minutes of June 29, 2016.
- 3.2 Discussion and possible action on a Resolution accepting a letter of intent and eventually approving a Purchase and Sale Agreement with Halferty Development Company, LLC for the sale of properties 1, 2, 3,& 4 of the Successor Agency's Long Range Property Management Plan (APNs) 007-380-037, 007-380-051, 007-380-052, and 007-380-053.

### **4.0 REPORTS AND INFORMATIONAL ITEMS**

- 4.1 Staff Comments/Reports
- 4.2 Board Comments/Reports

### **5.0 ADJOURNMENT**

This meeting is open to the public.



Report & Recommendation  
Reviewed and Approved

3.2

City Manager/Executive Director

**AGENDA ITEM**  
**Oversight Board**  
**to the Shasta Lake Successor Agency**

---

**TO:** Oversight Board to the Shasta Lake Successor Agency

**FROM:** Jessaca Lugo, Community and Economic Development Manager

**DATE:** November 16, 2016

**SUBJECT:** Consideration of a Resolution of the Oversight Board to the Successor Agency to the Former Shasta Lake Redevelopment Agency Approving a Purchase and Sale Agreement with Halferty Development Company, LLC for the sale of Properties 1, 2, 3, & 4 of the Successor Agency's Long Range Property Management Plan (APNS 007-380-037-000, 007-380-051-000, 007-380-052-000, 007-380-053-000).

**FILE:**

---

**SUMMARY:**

The Oversight Board will consider a resolution approving a Letter of Intent and eventually purchase and sale agreement with Halferty Development Company, LLC for the sale of the four commercial properties in the Long Range Property Management Plan for \$1,130,000, contingent upon Oversight Board and Department of Finance (DOF) approval and other buyer contingencies as outlined in the agreement. The sale is consistent with the approved Long Range Property Management Plan approved by the Oversight Board and DOF, in that the property is being sold together to a single buyer by the Successor Agency in order to maximize value.

If approved and consummated, the net proceeds from the sale would be available for enforceable obligations and residual distributions to affected taxing agencies in accordance with the Dissolution Act after closing.

**DISCUSSION:**

On December 18, 2013, the Oversight Board approved an amended Long Range Property Management Plan for the disposition of 9 parcels of real property transferred from the former Redevelopment Agency to the Successor Agency following the February 1, 2014 dissolution of redevelopment. A copy of the Long Range Property Management Plan is enclosed herewith.

As required by law, the Long Range Property Management Plan was prepared to delineate the proposed manner in which these properties would be disposed. Under the Dissolution Act, the

Successor Agency has the option of: 1) selling the properties, 2) allowing the City to retain for future economic development purposes, or 3) transferring to the City as a governmental asset. After an extensive review, the DOF issued their approval of the Long Range Property Management Plan on May 2, 2014.

Comprising a total of approximately 11.3 acres of commercially-zoned undeveloped land, Properties 1, 2, 3 and 4 are located northwest of the intersection of Shasta Dam Boulevard and Cascade Boulevard and are intended to be sold as a consolidated group in the Long Range Property Management Plan, with the goal of finding a buyer who would not only close on the purchase, but develop the site in a manner consistent with the Zoning code. The preliminary estimate of value for these properties in the Long Range Property Management Plan was \$900,000, as of April 2013. See pages 5-8 of the Long Range Property Management Plan for more information on these four parcels, also known as the "Commercial Property".

A site map of the subject properties is presented below:



The properties may be sold by any legal means following DOF approval of the Long Range Property Management Plan. To facilitate the solicitation of purchase offers and maximize value to the taxing agencies, the Successor Agency retained a commercial broker (Terra Properties & Redding Realty) to be the listing agent for the Successor Agency property sales on July 15, 2014. Soon thereafter, the Successor Agency's broker was able to procure a purchase offer from a Roseville-based shopping center developer, Katz Kirkpatrick Properties, dba KKP-Kim Properties, LLC, who presented an offer to purchase the four commercial properties, however after two years of Katz deemed the project infeasible, and cancelled escrow. Mr. Chris Peto from Halferty Development discussed his interest in the property, on November 15<sup>th</sup>, a letter of intent was forwarded to the City of Shasta Lake by the based on the following terms:

<b>Summary of Deal Terms Successor Agency Purchase and Sale of Properties 1, 2, 3, &amp; 4</b>	
<b>Total Consideration</b>	\$1,130,000
<b>Due Diligence Period</b>	180 days following opening of escrow
<b>Closing</b>	10 Days After Due Diligence Period Closing and escrow fees shall be split 50/50
<b>Deposit</b>	\$5,000, Nonrefundable After 180 days
<b>Extension Payments</b>	N/A
<b>Costs Paid by Seller Per Agreement</b>	Bond and assessment liens (none known) Broker commission (\$80,000) Escrow fees (1/2 of total cost) Document transfer taxes, if applicable Real property taxes (should be zero as publically owned)
<b>Seller Contingencies</b>	Oversight Board & DOF Approvals of Purchase and Sale Agreement Buyer Submitting Timely Applications for Entitlements as delineated in Agreement
<b>Buyer Contingencies</b>	Site Investigation -- Buyer shall have 180 days following the opening of escrow to enter upon the property to investigate whether the property is suitable for buyers intended purpose. Entitlement Period – Buyer shall have 180 days following the site investigation period to obtain all municipal and jurisdictional approvals for a commercial development

Halferty Development Company, LLC has extensive retail commercial development experience, as indicated on the attached corporate qualifications, and Successor Agency staff is confident that they are qualified to consummate the closing and development of the site in accordance with the Long Range Property Management Plan.

The process for selling properties under the Dissolution Act is as follows:

1. The Successor Agency considers approval of a purchase and sale agreement, and forwards their recommendation to the Oversight Board,

2. The Oversight Board convenes a public meeting, noticed at least 10 days in advance, to consider the purchase and sale agreement by resolution,
3. The Oversight Board resolution and any attachments are then transmitted by staff to the DOF for their review (if applicable), see note below:
  - a. Per an email received by Department of Finance on 3/28/2016.....Pursuant to Health and Safety Code section 34179 (h), the Department of Finance (Finance) may request a review of Oversight Board actions submitted to Finance. This email serves as notice that Finance is not initiating a review of OB Resolution No. SAOB-16-03. The Agency's Long-Range Property Management Plan (LRPMP) was approved by Finance on May 2, 2014. Pursuant to HSC section 34191.5 (f), actions to implement the disposition of property pursuant to an approved LRPMP are no longer subject to Finance's review.
4. Upon the close of escrow, the net proceeds are collected by the Successor Agency for payment of enforceable obligations and dissemination to the taxing agency based on their proportionate shares of the tax levy by the County Auditor-Controller.

In the event that Halferty Development Company, LLC unable to close on the purchase, the property would be remarketed by the Successor Agency to other prospective buyers. Any nonrefundable deposits would be available for payment of enforceable obligations or residual remittances to the taxing agencies pursuant to the dissolution process.

**FISCAL IMPACTS:**

The Successor Agency's real property assets to be sold are in the Agency's Community Redevelopment Property Trust Fund. The total purchase price of \$1,130,000 is gross of costs to be paid by the Successor Agency pursuant to the Purchase and Sales Agreement, as enumerated herein. The net proceeds would be collected at closing from escrow, and deposited into the Successor Agency's Redevelopment Obligation Retirement Fund. From there, the Successor Agency would report these proceeds on the next period's Redevelopment Obligation Payment Schedule (ROPS), and then be used to offset future RPTTF distributions for enforceable obligations and additional taxing agency residual payments, based on each agency's share of the tax levy. It is anticipated that these proceeds could be distributed sometime in the next 12 months, unless the due diligence period is extended pursuant to the Purchase and Sale Agreement.

While the taxing agency shares do change from year to year, the following represents the 2013-14 breakdown of each taxing agency's percentage of the residual distribution (and ultimately, net proceeds from a property sale) for illustrative purposes:

<b>Taxing Agency</b>	<b>2013-14 Share<sup>1</sup></b>
<b>County General Fund</b>	0.000%
<b>County Superintendent of Schools</b>	0.025%
<b>ST&amp;T Community College District</b>	0.058%
<b>Gateway USD</b>	0.400%
<b>County Water Agency</b>	0.001%

---

<sup>1</sup> Totals may not equal due to rounding.

<b>Shasta Lake Fire Protection District</b>	0.169%
<b>City of Shasta Lake</b>	0.346%
<b>Total</b>	1.000%

**ATTACHMENTS:**

Resolution

Letter of Intent – Halferty Development Company, LLC

[Long Range Property Management Plan \(December 2013\)](#)

Halferty Development Company, LLC Corporate Qualifications

## RESOLUTION CC-SAOB-16-XX

---

**A RESOLUTION OF THE OVERSIGHT BOARD TO THE SUCCESSOR AGENCY OF THE FORMER SHASTA LAKE REDEVELOPMENT AGENCY ACCEPTING A LETTER OF INTENT AND EVENTUALLY APPROVING A PURCHASE AND SALE AGREEMENT WITH HALFERTY DEVELOPMENT COMPANY, LLC FOR THE SALE OF PROPERTIES 1, 2, 3, & 4 OF THE SUCCESSOR AGENCY'S LONG RANGE PROPERTY MANAGEMENT PLAN (APNS 007-380-037-000, 007-380-051-000, 007-380-052-000, 007-380-053-000)**

---

**WHEREAS**, on January 9, 2012, the City Council of the City of Shasta Lake adopted Resolution No. 12-02 electing to serve as the successor agency ("Successor Agency") to the former Redevelopment Agency of the City of Shasta Lake ("Redevelopment Agency") for the purposes of administering the dissolution of the Redevelopment Agency pursuant to Health and Safety Code Section 34173, and

**WHEREAS**, on March 20, 2013, the Successor Agency received from the California Department of Finance ("DOF") approval of the other funds and accounts due diligence review which enumerated certain real property transferred from the former Redevelopment Agency to the Successor Agency pursuant to Section 34179.5(c)(5)(C) of the Health and Safety Code, and

**WHEREAS**, on March 29, 2013, the Successor Agency received from the DOF a finding of completion pursuant to Section 34179.7 of the Health and Safety Code, and

**WHEREAS**, following the receipt of the finding of completion, in accordance with the provisions of Section 34191.5(b) of the Health and Safety Code, the Successor Agency prepared and submitted to the Oversight Board to the Successor Agency and the DOF a long range property management plan ("PMP") consisting of nine (9) separate parcels of property, and

**WHEREAS**, after review by the DOF, the Oversight Board approved an amended PMP on December 18, 2013 by Resolution No. 13-07, which was subsequently approved by the DOF on May 2, 2014, and

**WHEREAS**, in accordance with the approved PMP, the Successor Agency marketed the properties to qualified buyers and obtained an acceptable offer from Halferty Development Company, LLC ("Prospective Buyer") to purchase the four commercial properties generally located northwest of the intersection of Cascade and Shasta Dam Boulevards: PMP Property 1 (APN 007-380-037-000), PMP Property 2 (APN 007-380-051-000), PMP Property 3 (APN 007-380-052-000), and PMP Property 4 (APN 007-380-053-000) ("Commercial Properties"), and

**WHEREAS**, the Prospective Buyer has prepared the attached letter of intent for the acquisition of the Commercial Properties in the form attached herewith as Exhibit "A", ("Purchase and Sale Agreement"), which stipulates that the Prospective Buyer would purchase the Commercial Properties for \$1,130,000, which is more than the 2014 \$900,000 estimated aggregate value in the approved PMP for the subject Commercial Properties, and

**WHEREAS**, the parties obligation to sell and purchase the Commercial Properties is conditioned upon certain contingencies held by the Successor Agency and the Prospective Buyer, including but not limited to approval of the Purchase and Sale Agreement by the Oversight Board and DOF, and

**WHEREAS**, in order to execute the Letter of Intent and eventually a full Purchase and Sale Agreement with the Prospective Buyer, the Successor Agency and Oversight Board shall approve and submit such the Purchase and Sale Agreement to the DOF for their discretionary review pursuant to Section 34181(a) of the Health and Safety Code.

**NOW, THEREFORE, BE IT RESOLVED** by the Successor Agency of the City of Shasta Lake, California, as follows:

**SECTION 1.** The above recitals are true and correct and are adopted as the findings of the Successor Agency.

**SECTION 2.** The Oversight Board of the Successor Agency hereby authorizes the Letter of Intent and when received will delegate the authority (to Executive Director) to sign the Purchase and Sale Agreement with Halferty Development Company, LLC for the sale of the Commercial Properties (PMP Properties 1-4).

**SECTION 3.** The Executive Director is hereby authorized and directed to execute the Letter of Intent and when received the Purchase and Sale Agreement on behalf of the Successor Agency, and to make such changes or additions thereto with the concurrence of the Agency Attorney as are necessary or appropriate and which do not substantially alter the rights and obligations of the Successor Agency and Oversight Board thereunder. The Executive Director is further authorized and directed to execute such other documents and to take such other actions as necessary to carry out and implement the obligations of the Successor Agency under the Purchase and Sale Agreement.

**PASSED, APPROVED AND ADOPTED** at a regular meeting of the Oversight Board to the Successor Agency of the City of Shasta Lake held on this 12th day of December 2016, by the following vote:

**AYES:**

**NOES:**

**ABSENT:**

**ABSTAIN:**

---

Larry Farr, Chair  
City of Shasta Lake Successor Agency

**ATTEST:**

---

TONI M. COATES, Secretary  
City of Shasta Lake Successor Agency

**EXHIBIT "A"**

PROPOSED LETTER OF INTENT  
BETWEEN THE  
SUCCESSOR AGENCY OF THE CITY OF SHASTA LAKE  
AND  
HALFERTY DEVELOPMENT COMPANY, LLC

PMP Property 1 (APN 007-380-037-000)  
PMP Property 2 (APN 007-380-051-000)  
PMP Property 3 (APN 007-380-052-000)  
PMP Property 4 (APN 007-380-053-000)

November 11, 2016

*Via Electronic Mail (kenm@shasta.com)*

Mr. Ken Murray  
Redding Realty Inc.  
1075 N. Court Street  
Redding, CA 96001

**Re: Proposed Purchase of 11.3 net Acres of Land  
NWQ of Cascade Blvd & Shasta Dam Blvd  
Shasta Lake, California**

To Whom It May Concern:

I am pleased to present the following proposal to purchase the referenced property in Shasta Lake, California. The following are the terms in which Halferty Development Company, LLC, a Delaware limited liability company ("Buyer") would be interested in drafting a Purchase and Sale Agreement with **Redevelopment Agency of the City of Shasta Lake** ("Seller").

**Buyer:** Halferty Development Company, LLC, a Delaware limited liability company.

**Premises:** APN 007-380-037, 51, 52 and 53. +/- 11.3 net acres of land ("Property").

**Purchase Price:** One Million One Hundred Thirty Thousand and No/100 Dollars (\$1,130,000.00) ("Purchase Price").

**Deposit:** Five Thousand and No/100 Dollars (\$5,000.00) ("Deposit"). This Deposit shall be applicable to the Purchase Price and shall remain refundable until the expiration of the Site Investigation Period.

**Site Investigation Period:** Buyer shall have one hundred eighty (180) days following Opening of Escrow ("Site Investigation Period") to enter upon the Property and investigate whether, in Buyer's sole discretion, the Property is suitable for Buyer's intended purpose. During this time, the Buyer may terminate the escrow for any reason and receive its full Deposit in return. If after the 180-day Site Investigation Period Buyer wishes to continue with the acquisition of the Property, the Deposit shall be deemed non-refundable and applied to the Purchase Price.

**Entitlement Period:** Buyer shall have one hundred eighty (180) days following the Site Investigation Period (“Entitlement Period”) to obtain all necessary municipal and jurisdictional approvals for a commercial development. This may include but is not limited to Site Plan, Elevation, CUP, Use, Sign, and all other approvals necessary for the development of a commercial project.

**Closing:** Escrow shall close on or before sixty (60) days after the expiration of the Entitlement Period (“Close of Escrow”).

**Fees:** Closing fees and escrow fees shall be split 50/50 between Buyer and Seller at the Close of Escrow. Transfer tax to be paid by Seller.

**Brokerage:** Ken Murray of Redding Realty Inc. represents the Buyer and Seller in this proposed transaction (“Broker”). Seller shall be responsible for a commission to Broker per a separate commission agreement.

The parties mutually intend that neither shall have any binding contractual obligations to the other with respect to the matters referred to herein unless and until a formal written Purchase and Sale Agreement has been prepared with adequate opportunity for review by legal counsel and has been fully executed and delivered by the parties.

Sincerely,

**HALFERTY DEVELOPMENT COMPANY, LLC**  
a Delaware limited liability company

  
James L. Halferty  
President

**AGREED & ACCEPTED - Seller**

By: \_\_\_\_\_  
Date: \_\_\_\_\_

## EXHIBIT PARCEL MAP

## Projects Developed

### SHOPPING CENTERS

**Atascadero, California**  
El Camino Real & Curbaril

**Aurora, Colorado**  
NEC Hampden & Chambers

**Bakersfield, California**  
NEC White & Hughes

**Big Bear Lake, California**  
Big Bear & Fox Farm

**Escondido, California**  
NWC Washington & Broadway

**Fresno, California**  
SEC Kings Canyon & Clovis

**Hawaiian Gardens, California**  
NWC Bloomfield & Carson

**Henderson, Nevada**  
SEC College & Horizon

**Highland Park, California**  
NWC Ave. 54 & Figueroa

**Lake Elsinore, California**  
Lakeshore Plaza

**Littleton, Colorado**  
NWC Kipling & Bowles

**Morro Bay, California**  
Quintana & Kennedy

**Nipomo, California**  
NWC Tefft & Hwy. 101

**North Las Vegas, Nevada**  
SWC Craig & Simmons

**Ontario, California**  
NEC 4th & Vineyard

**Pasadena, California**  
NEC Pasadena & California

**Paso Robles, California**  
NWC Niblick & South River

**Tehachapi, California**  
NWC Tucker & Valley

### DRUG STORE PROPERTIES

**Arroyo Grande, California**  
NEC Grand & Oak Park

**Bakersfield, California**  
SWC Brimhall & Calloway

**Bakersfield, California**  
NEC Mount Vernon & Bernard

**Bakersfield, California**  
NEC Olive & Jewetta

**Bakersfield, California**  
NWC Panama & Old River

**Baldwin Park, California**  
SWC Puente & Francisquito

**Burbank, California**  
SWC Hollywood & Magnolia

**California City, California**  
California & Hacienda

**Ceres, California**  
NEC Mitchell & Fowler

**Chowchilla, California**  
NWC Robertson & Front

**Corona, California**  
SWC Ontario & Buena Vista

**Delano, California**  
NEC Cecil & Randolph

**Dinuba, California**  
SWC Alta & Saginaw

**Eagle Rock, California**  
SWC Figueroa & Colorado

**Encinitas, California**  
SWC Encinitas & Manchester

**Farmersville, California**  
NEC Walnut & Farmersville

**Fresno, California**  
SEC Brawley & Shields

**Fresno, California**  
NWC Cedar & Nees

**Fresno, California**  
SEC Cedar & Shields

**Fresno, California**  
NEC Copper & Maple

*Continued on back*

## Projects Developed continued

### DRUG STORE PROPERTIES *continued*

**Tulare, California**  
SWC Tulare & Laspina

**Fresno, California**  
NEC Bullard & Palm

**Fresno, California**  
NWC Willow & Nees

**Kerman, California**  
NEC Madera & Kearney

**Lamont, California**  
NWC Panama & Weedpatch

**Lemoore, California**  
NEC Cinnamon & Lemoore

**McFarland, California**  
NWC Kern & Frontage

**Mariposa, California**  
SEC Joe Howard & Highway 49

**Montclair, California**  
SEC Holt & Ramona

**Nipomo, California**  
NWC Tefft & Mary

**Palmdale, California**  
SEC 47th & Avenue R

**Porterville, California**  
NEC Sunnyside & Morton

**Reedley, California**  
Reed & Manning

**Ridgecrest, California**  
NWC China Lake & Ridgecrest

**Rosamond, California**  
SEC Rosamond & 30th

**Selma, California**  
NEC Floral & Whitson

**Shafter, California**  
NEC Lerdo & Central

**Tracy, California**  
NWC Valpico & MacArthur

**Visalia, California**  
SEC Walnut & Ben Maddox

### GROCERY

**San Luis Obispo, California**  
*Fresh & Easy*  
South & Broad

**Fresno, California**  
*Fresh & Easy*  
SEC Cedar & Shields  
NEC Copper & Maple

### DOLLAR STORES

**Avenal, California**  
*Family Dollar*  
NWC Skyline & Seventh

**Copperopolis, California**  
*Family Dollar*  
3813 Obyrnes Ferry Road

**Merced, California**  
*Family Dollar*  
SWC MLK & 16th

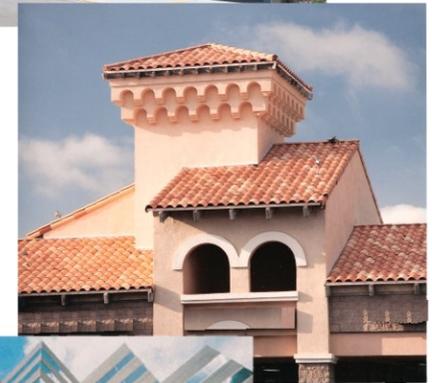
**Sanger, California**  
*Family Dollar*  
NEC Academy & 7th

**Stockton, California**  
*Dollar Tree*  
10408 Trinity Parkway

### OFFICE BUILDINGS

199 South Los Robles Building  
200 South Los Robles Building  
1145 Wilshire Building  
Gateway Corporate Center  
Riverside Metro Center  
South Bay Corporate Center

HALFERTY DEVELOPMENT COMPANY, LLC  
COMMERCIAL REAL ESTATE DEVELOPMENT



HALFERTY DEVELOPMENT COMPANY, LLC

199 S. Los Robles Avenue, Suite 840, Pasadena, CA 91101  
phone: 626.405.0956 fax: 626.405.0632  
www.halferty.com

TRANSFORMING IDEAS . . .  
INTO ASSETS

The Halferty Companies success story is the result of hard work from productive people. Each member of the management team is a talented and experienced specialist in development, finance, construction, property management or marketing. Working together, they comprise an organization large enough to take quick and efficient action on the day-to-day challenges of any development, yet small enough to control a standard of high quality.

## OUR PEOPLE

**James L. Halferty**  
President and  
Chief Executive Officer  
jhalferty@halferty.com

**Christopher E. Peto**  
Chief Operating Officer  
cpeto@halferty.com

**Kevin Evans**  
Director of Construction  
kevans@halferty.com

**Sarah G. Villegas**  
Director of Shopping  
Center Management  
svillegas@halferty.com

**Kelly Davis**  
Receptionist /  
Administrative Assistant  
kdavis@halferty.com

**Dmika Greco**  
Assistant to the President  
dgreco@halferty.com

**Cassie Yee**  
Project Manager  
cyee@halferty.com

**Nathalie Theiller**  
Accounting Manager  
ntheiller@halferty.com

**Katie-Lynn Komlos**  
Bookkeeper  
kkomlos@halferty.com

## OUR STORY

For over 35 years, The Halferty Company has been in the business of creating and enhancing the economic value of commercial real estate properties. The Company accomplishes this by evaluating high-growth communities throughout Southern California for the purpose of identifying local and regional needs for commercial retail shopping centers; and developing facilities and services that meet the demands of these markets. To date, Halferty Development Company has developed 650,000 square feet of class "A" office space and over 3,000,000 square feet of retail commercial space.

The Halferty Company stands for reliability from concept to completion. The cornerstone of every project is quality, integrity and attention to detail.

## MISSION STATEMENT

The Halferty Company is an organization of skilled and experienced real estate specialists who develop and manage premium-quality shopping centers that are retained for long-term investment. Our purpose is profitability; however, the Company emphasizes humanitarian concerns throughout its business dealings. This emphasis is reflected in the integrity of its professional relationships; by a recognition that commercial real estate development and management is a service industry; by production standards that create quality workplaces; and, by internal policies that treat employees with respect and require superior performances that can only be accomplished through teamwork and dedication to detail.



WOODLAND PLAZA II SHOPPING CENTER Paso Robles, California

## BUSINESS PHILOSOPHY

The major elements of the business philosophy that guide the operations of the Company are as follows:

**Long-Term Investment Builder:** Time and patience are required to accomplish the maximum realization of profit from investment properties. Therefore, to achieve maximum return on Company investments, every operating decision is based on long-term goals. This philosophy allows the Company to manage the development process through the short-term business cycles of project acquisition, entitlement, construction and lease-up, and into the stabilization and asset management of the final product.

**Integrity:** Ethics and honesty form the cornerstone of the Company. Every aspect of its business relationships — both inside and outside the organization — is based on an inflexible standard of reliability and integrity.

**Reliable Service:** Real estate development and management is a service business. Satisfied customers create economically viable investment properties, and optimum service, in well-maintained, premium-quality work places, is the way in which the Company serves its customers.

**Product and Operational Standards:** Quality simply outperforms the marketplace. It is what long-term investment partners seek, tenants expect, government agencies support, and the general public demands. The operations of all Company properties are conducted at a level of quality consistent with the highest standards in the industry — at the same time surpassing the competition in revenue generation and profitability whenever possible.

## QUALITY

From first schematic drawings to final tenant move in, the Company's project teams create and coordinate aesthetically pleasing and economically viable investment properties. The beneficiaries of this process are a growing list of clients, tenants, lenders, joint venture partners and investors.

Clearly defined goals and objectives, backed by an efficient management system, have given the company a standard of corporate excellence. Persistent attention to detail has produced award-winning developments. A unique ability to identify the fine points that others may miss has maximized value for tenants and clients as well as the owner.