





JOHN SOBZAK

It is our privilege to introduce Bailey Schmidt LLC to you. Our Legacy of Experience Spanning Four Decades provides our clients with the highest level of commercial real estate services, delivered with uncompromised integrity. Herein we outline our Mission and detail our wide ranging Services. We thank you for your interest in Bailey Schmidt LLC and we hope to be of service to you regarding your commercial real estate needs.

Sincerely yours,
Bailey Schmidt LLC

Drew J. Schmidt
Drew J. Schmidt, CPA
President

Peter M. Noonan
Peter M. Noonan
Vice President

A Legacy of Experience Spanning Four Decades



Brown Street Center, Birmingham, Michigan

Bailey Schmidt provides its clients with over four decades of unsurpassed experience and unrivaled capabilities. Experience that ensures our clients' success. Experience which leads to value enhancement and value creation for our clients' assets. Experience in every facet of commercial and multi-family real estate. Experience in every category of commercial brokerage, property management and development. Experience of an institutional grade quality. Experience which sets a new standard.



Northville Green, Northville, Michigan



Walgreens, Eastpointe, Michigan

Our Mission

Our Mission is to deliver a wide range of professional real estate services designed and implemented to enhance and create value for our clients' commercial and multi-family property holdings.

Spanning four decades, Bailey Schmidt has consistently delivered services which have enhanced the value of its clients' and principals' real estate holdings. How? With experience focused on increasing and creating property value through "institutional grade" leasing, management, disposition, acquisition, debt & equity financing, debt restructuring, construction supervision and accounting and financial consulting services.



Grand Ridge Townhomes, Grand Rapids, Michigan



Novi Research, Novi, Michigan

Our Services

Bailey Schmidt and its principals have, for over four decades, provided professional “institutional grade” commercial and multi-family real estate services in the following areas:

- commercial leasing and brokerage
- property management
- development and acquisition services
- construction management and oversight
- fact finding property due diligence and financial review
- accounting and financial consulting services
- property repositioning
- development of exit strategies for troubled properties
- feasibility analysis at all stages of ownership
- debt analysis and debt restructuring consultation
- residential sales & management of fractured condominiums
- bulk sale of condominiums and subdivision lots
- luxury rentals



Sliver Lake Village, Fenton, Michigan



Greenleaf Trust, Birmingham, Michigan

Our Property Mix

Bailey Schmidt has applied the previously noted services to a diverse property mix as follows:

- office
- apartments
- medical
- retail
- high tech / light & heavy industrial
- data centers
- build-to-suit
- apartment & medical condominium conversions
- condominium associations
- high-end luxury property rentals



Talon Center, Detroit, Michigan

Commercial Leasing & Brokerage

Bailey Schmidt strives to increase asset value in all leasing and sales activities. We strive to negotiate all commercial leases with an eye on value enhancement. By attaining or exceeding market conditions, we increase asset valuations for ownership. Our goal is to keep properties fully occupied over the long term which enhances value and reduces tenant improvement and lease turnover costs. We are well respected by our peers in the commercial brokerage industry in the Detroit area & throughout Michigan.



West Hamptons, Westland, Michigan

MANCHESTER PROPERTIES INC.

Property Management

Bailey Schmidt, through our related party ownership affiliation with Manchester Properties, Inc., provides unsurpassed commercial and multi-family management services delivered at an institutional quality level. Our standard is to manage third party owners' properties as Owners. Our all encompassing services allow our clients to realize the maximum value of their assets by obtaining the highest possible lease rates, occupancy levels and apartment rents. Thereon the properties' expenses are balanced to an optimum level of being "well maintained" within "reasonable capital budgets and operating costs." These management skills are applied to all real estate asset classes, from office buildings to apartment communities to fractured condominiums.



Marionson Development Project, Birmingham, Michigan

Development & Acquisition Services

Bailey Schmidt has been on the front end of millions of dollars of developments and acquisitions on every property type. These services provide Owners with assurance that all physical, zoning, economic and financial, environmental, title and other due diligence matters are properly addressed such that our clients' will not have any surprises post closing from missed due diligence. These services provide confidence as our clients' move from acquisition to ownership without missing a beat.



Development Site, Perrysburg, Ohio

Construction Management & Oversight

Bailey Schmidt has been involved in every aspect of construction from building design and build-to-suits, re-zoning and site plan approval processes, tenant space design and build-out, commercial property rehabilitation, change of use facility construction, property repositioning, simple apartment turnover, condominium build-out to purchasers' specifications and exterior property renovations and landscaping. Over the years Bailey Schmidt has developed and retained strategic relationships with a myriad of construction managers and sub-contractor trades alike. All such that no amount of construction is beyond our supervisory capabilities while providing our clients with access to high quality contractors and trades.

Fact Finding Property Due Diligence and Financial Review

Bailey Schmidt is capable of performing every type of property due diligence and financial review for its clients. Whether a client is in the acquisition, pre-development, lease-up, disposition mode or a lender foreclosing an existing property, we can develop the appropriate plan for any type of asset in any type of situation. With the depth of our professional real estate experience and knowledge, there is no situation which is beyond our ability to accurately analyze and assess resulting in an appropriate actionable report which provides a thorough recommendation plan. Thereafter, we can implement said plan on behalf of our clients. These services are thoroughly performed with client involvement, yet provide timely and accurate findings and assessments all while reducing the time requirement of our clients' executives.



Model of the Year, Under \$250,000



Rivertown Place, Wyoming, Michigan

Accounting and Financial Consulting Services

Our financial reporting is CPA supervised and is based upon Generally Accepted Accounting Principles both under the cash or accrual basis of accounting. Further, our management reports provide our clients with the ability to oversee their assets with ease by providing accurate supporting cash disbursement and receipts journals, accounts payable and receivable trial balances, bank reconciliations and rent rolls, closing and HUD statements and financial reporting consolidation abilities. Further, Bailey Schmidt's consulting services include the preparation of stabilizing management and disposition plans for distressed properties with the goal of recovering as much value as is possible for our clients. When necessary we are able to quickly take over the management of distressed properties and implement said plans with the achievable goal of securing for our clients the greatest net value possible from a distressed situation.

Residential Sales & Management of Fractured Condominiums

Bailey Schmidt, along with its multi-family affiliate Manchester Properties, Inc., has sold over 450 individual condominiums and has managed over 13 condominium conversion developments from acquisition through sell-out including several fractured condominiums. We have managed the acquisition of apartment communities for conversion, undertaken and completed the conversion renovation programs, successfully staffed and marketed condominium communities for sale and provided construction management to improve the individual condominiums for sale. We have strived and attained an ideal balance between maximizing rental operations during the sales period with the maximization of each condominium conversions' sales pace. We have completely sold out over 13 condominium communities from start of conversion to sell-out. Bailey Schmidt also has the expertise to perform these services on single family subdivision lots, both individually or on bulk sales.



Luxury Rental, Birmingham, Michigan



The Residences at Greenleaf, Birmingham, Michigan

Luxury Residential Rentals

Bailey Schmidt has provided luxury residential leasing services for high end multi-million dollar luxury property owners. These services are tailored to the clients' desire to obtain the highest possible monthly rental rates while ensuring the creditworthiness of the tenants. Bailey Schmidt has obtained monthly rental rates for its clients which have exceeded \$4.00 per square foot per month.

Sample of Corporate Transactions

Over the decades, Bailey Schmidt and its principals have been involved in many successful real estate transactions with, among others, the following companies:

- Walgreens
- Comerica Bank
- Ford Motor Company
- Gander Mountain
- Munder Capital Management
- Fischer Automotive Group
- Prudential Life
- Ogletree Deakins et al
- Emery
- Rockford Construction Company
- Greenleaf Trust
- PPG Industries
- Textron
- Cardinal Capital Partners
- Superior Data
- Sears Hardware
- Bleznak Properties
- Outback Steakhouse
- Microsoft
- JoAnn Fabrics
- Merrill Lynch
- Wells Fargo Advisors
- Henry Ford Health Systems
- CVS Pharmacy
- Buffalo Wild Wings
- Radio Shack
- MichCon
- Principal Financial
- Tower Automotive Group
- Wachovia Securities
- Albert Kahn Companies
- Catalyst Development Co
- American Realty Capital
- Barnes & Noble
- Liberty Trust REIT
- Affiliated Computer Services
- Talon Development Group
- Hollywood Video
- Starbucks
- Dura Automotive
- Blockbuster
- Waste Management

Professional Profiles

Bailey Schmidt consists of two principals and ten employees through our various entities. Our high end services are performed by our experienced and well credentialed principals Drew J. Schmidt and Peter M. Noonan. In addition, James P. O'Malley provides commercial and multi-family management services through our affiliation with Manchester Properties, Inc. Our principals supervise a well trained professional staff of experienced property managers, sales associates, administrative and accounting staff and maintenance employees.

Drew J. Schmidt, Founder and President of Bailey Schmidt LLC, has attained the professional accreditation of Certified Public Accountant and is a licensed Associate Broker in the State of Michigan. Mr. Schmidt has been in the real estate development business in Michigan since 1985. He, along with Michael Bailey, founded Bailey Schmidt & Associates, Inc. in 1992. Mr. Schmidt has worked on commercial development and acquisition (office, residential, retail, high tech and land development) transactions having an aggregate value in excess of \$500 million. As a commercial broker since 1988, he was involved in leasing and sale brokerage transactions involving 2 million square feet and over \$350 million of transaction value. Mr. Schmidt is a graduate of Michigan State University.

Peter M. Noonan, Vice President of Bailey Schmidt LLC, is a licensed Real Estate Salesperson in the State of Michigan. Mr. Noonan has been active in the commercial and residential real estate business in Michigan since 1985. For the past 27 years he has been involved in commercial real estate sales, leasing, and residential development with closed transactions exceeding \$350 million. He joined Bailey Schmidt & Associates, Inc. in 1998 as Vice President of Brokerage operations and now focuses on leasing, disposition, marketing and the acquisition of commercial properties and residential communities. Prior to Bailey Schmidt, Mr. Noonan had extensive brokerage experience with both large private developers and boutique brokerage operations as well as serving as leasing manager for a large publicly traded REIT. Mr. Noonan is a graduate of Michigan State University.

James P. O'Malley, founder and president of Manchester Properties, Inc., has attained the professional accreditation of Certified Property Manager, is a licensed Associate Broker and a licensed Builder in the State of Michigan. With over 4 decades of property experience, Mr. O'Malley has been involved in a wide variety of commercial property transactions, developments,

acquisitions, dispositions and management of every property type. Most notably, Mr. O'Malley was Senior Vice President of MGI Properties, a publicly traded NYSE REIT. MGI Properties had assets valued in excess of \$800 million. During his time at the REIT, Mr. O'Malley was a member of a highly skilled and capable management team wherein MGI was recognized on Wall Street as a well managed company. Mr. O'Malley is a graduate of Hillsdale College.

Our professionals are supported by a well versed staff of property managers, sales associates, accounting and administrative personnel and maintenance professionals. Thereafter, Bailey Schmidt has every conceivable vendor type relationship with property support service providers for every type of property, development, acquisition and disposition.

Contact Information

Drew J. Schmidt
255 E. Brown Street, Suite 105
Birmingham, MI 48009
drews@baileyschmidt.com
248.594-4353 direct
248.594-8536 fax

Peter M. Noonan
255 E. Brown Street, Suite 105
Birmingham, MI 48009
peter@baileyschmidt.com
248.594-4335 direct
248.594-8536 fax

James P. O'Malley
255 E. Brown Street, Suite 110
Birmingham, MI 48009
JOmalley@ManchesterPropertiesInc.com
248.594-1800
248.594-5857 fax

Website

www.BaileySchmidt.com