



Guthrie Development Company has extensive industry experience covering a diverse array of areas including development, rehabilitation, entitlement, construction management, asset management, property and association management, sales, leasing and finance.



COMPANY INFORMATION PACKAGE

The Company

Guthrie Development Company (“GDC”), based in Newport Beach, CA, is a privately held, fully-integrated real estate company specializing in the acquisition, development and/or rehab, management and disposition of commercial/industrial properties, primarily in the Southern California region. GDC principals and associates have extensive industry experience representing a diverse array of services including development, rehabilitation, entitlement, construction management, asset management, property and association management, sales, and finance and accounting.

GDC was founded in March 2000 by Robert Guthrie, who has over 30 years of experience in the field of commercial real estate and is responsible for the strategic vision and goals of the company. Between 2000 and 2015, GDC developed and/or acquired and sold over 3 million square feet of industrial property. GDC has an excellent reputation in its market segment, including its performance on behalf of the company’s capital partners during the last market downturn.

GDC also has an affiliated asset and property management company, Guthrie Asset Management Company (“GAM”), which manages all of the related GDC projects and commercial owners associations.

For additional company information, please visit our website at www.guthriedevelopment.com

The Principal

The principal of Guthrie Development Company is Robert Guthrie. He has over 30 years of experience in real estate development, management, acquisition, and brokerage and has developed and/or acquired over 600 buildings totaling over seven million square feet of industrial and commercial property. As CEO, Mr. Guthrie is responsible for the strategic vision and goals of the company, as well as establishing and maintaining relationships with capital partners and the real estate brokerage community to ensure a steady pipeline of capital and deals. Since founding GDC in March 2000, the company has consistently been ranked as one of the top industrial developers in Orange County.



Prior to founding the company in 2000, Mr. Guthrie was a partner with Burke Real Estate Group for 16 years, where he was instrumental in the firm’s rapid growth and success. He earned a Bachelor of Science degree in Finance (Real Estate emphasis) from the University of Southern California as well as a Certificate in Real Property Development & Management.

Business Strategy

GDC has very strong, long-standing relationships with some of the top industrial sale and leasing brokerage teams in the Southern California region. As a result, the company sees a majority of the most attractive industrial deals being marketed in our (middle market) segment. Also, due to its successful performance of closing difficult deals in a timely manner, GDC is often offered off-market deals on an exclusive basis or are brought into a deal where a previous prospective buyer could not close escrow. On several occasions, GDC was not the highest bidder on a widely-marketed deal, but won the deal due to its past successful performance and surety of close. It is the goal of GDC to maintain our good reputation in the brokerage community by continually performing on acquired deals; all the while providing transparent updates and reporting to our capital partners.

Recent Acquisitions:

- 24,535 SF, 6 retail showroom/office buildings in Laguna Niguel, CA – business plan is to market and sell the individual buildings to owner/users or investors.
- 64,250 SF, single industrial R&D building in Fullerton, CA – business plan is to reposition the building to manufacturing/warehouse through demo and CapEx improvements and market for lease or sale.
- 45,000 SF, 22 unit light industrial project in Irwindale, CA – business plan is to complete a capital improvement program to upgrade the property and market the sale of the individual units to owner/users or investors.
- 84,000 SF, 13 unit light industrial project in Brea, CA – business plan is to process entitlements to offer the individual units for sale to owner/users or investors.
- 221,000 SF, 30 unit warehouse distribution project in Ontario, CA – business plan is to complete renovation program and finalize entitlements to offer the individual units for sale to owner/users or investors.
- 60,000 SF, 25 unit industrial/flex project in Lake Forest, CA – business plan is to process entitlements to offer the individual units for sale to owner/users or investors.

GDC is looking to build off its recently closed deals by leveraging its extensive background and experience with small to mid-size industrial buildings for sale and targeting the acquisition of developable land and/or value-add industrial properties (which may involve redevelopment, renovation, entitlement, management or leasing, etc.), preferably in strong in-fill markets within major MSAs primarily in the Southern California region. GDC endeavors to position the end sale building prices to allow most prospective owner/users to utilize SBA financing, which is an attractive vehicle for a small business owner due to the reliability of the program and favorable leverage and rates.

Testimonials

“Guthrie Development Company was a partner in a proposed 120 acre master-planned business park which was purchased by Prologis/AMB Property Corporation. We were so impressed with their vision for the future development of the asset and their integrity in our acquisition of the property we engaged them as the development manager for the vertical development, built-to-suit and land sale program after closing the sale. The project will contain approximately 1.5 million square feet of office, R&D and industrial product.”



Kim Snyder
AMB Property Corp (ProLogis)

“As brokers, we take great comfort in knowing with certainty that Guthrie can perform on the most complicated of deals which is why we continue to actively pursue new opportunities for them.”



Louis Tomaselli
Jones Lang LaSalle
Sale / Leasing Broker

“Our relationship with Guthrie goes back to the very first transaction for the company in 2000. We have since done eight more deals with them with total commitments exceeding \$100 million. We definitely value their vast experience and expertise which is demonstrated in their impressive track record through several real estate cycles.”



Jason Choulochas
Wrightwood Capital (Ares Capital)
Lender

“As a purchaser of one of our projects, Guthrie was able to step up when a previous buyer was not able to close. By using their extensive entitlement experience and financing relationships, they were able to put together the deal and close within our truncated time frame.”



Jon Muller
The Muller Company
Seller

“Miller Contracting has been privileged to have been associated with Rob Guthrie for over 15 years. We have worked with Guthrie Development on ten projects since the company’s inception in 2000, building and/or rehabbing about one million square feet of product. They have proven to be astute developers with the utmost of integrity which is why we continue to pursue new business with them.”



Dan Miller
Miller Contracting
General Contractor

List of GDC Projects – Development



Guthrie Lambert Business Center

Brea, CA (2006)
253-674 N. Berry
28 industrial buildings
Unit sizes from 3,302 s.f. to 6,696 s.f.
132,642 total sf of buildings



Guthrie Meats Avenue

Orange, CA (2005)
416-496 W. Meats Avenue
15 industrial buildings
Unit sizes from 4,420 s.f. to 7,650 s.f.
86,372 total s.f. of buildings



Guthrie Shepard Street

Anaheim, CA (2005)
325-1055 N. Shepard Street
22 industrial buildings some with freeway frontage
Unit sizes from 4,365 s.f. to 10,200 s.f.
137,757 total s.f. of buildings



Guthrie Firestone Business Center

La Mirada, CA (2002)
14701 & 14765 Firestone Blvd.
2 Industrial buildings with freeway frontage
27,175 s.f. to 44,520 s.f.
71,695 total square feet

List of GDC Projects – Development (continued)



Mariner Commerce Park
Brea, CA (2004)
903-939 Mariner St
13 Industrial Buildings
5,330 s.f. to 10,960 s.f.
85,659 total s.f. of buildings



Los Nietos Business Park
Santa Fe Springs, CA (2004)
12983-13009 Los Nietos Rd
14 Industrial Buildings
4,391 s.f. to 7,650 s.f.
91,202 total s.f.



Lakeview Business Center
Anaheim, CA (2000)
1500-1590 Lakeview
6 Industrial/R&D bldgs.
17,571 s.f. to 39,051 s.f.
165,068 total s.f.



Arroyo Vista Business Center
Rancho Santa Margarita, CA (2001)
23122-23150 Arroyo Vista
6 Industrial/R&D bldgs.
5,670 s.f. to 12,600 s.f.
57,685 total s.f.

List of GDC Projects – Development (continued)



Capitol Avenue

Industry, CA (2003)
3700 Capitol Avenue
Single-tenant Industrial
44,600 square feet



Camino Nuevo Middle School Phase II

Construction management
Los Angeles, CA
1800 Wilshire Boulevard
Middle School
6,076 square feet



Foothill Ranch Library













Construction management
Foothill Ranch, CA
27002 Cabriole
Public Library
12,914 square feet



Pacific Coast Business Center

Construction management
1332-1361 Rocky Point, Oceanside, CA
14 Industrial warehouse/light mfg buildings
4,817 to 28,308 square feet
175,090 total square feet

List of GDC Projects – Acquisitions

-  **Fullerton Industrial**
Fullerton, CA
4200 Bonita Place
1 industrial R&D building
64,250 square feet
-  **Brea Central Business Center**
Brea, CA
950-1150 W. Central Ave.
13 unit industrial condo project
84,000 square feet
-  **Foothill Business Park**
Lake Forest, CA
26429-26439 Rancho Pkwy S.
25 unit ind/R&D condo project
59,478 square feet
-  **Somerset Business Park**
Paramount, CA
Somerset and Paramount
34 unit industrial condo project
157,736 total sf of buildings
-  **Alameda Commerce Center**
Rancho Dominguez, CA
19500 -19520 Rancho Way
Multi-tenant industrial park
28 unit/2 building condo project
52,825 square feet
-  **Alton Business Center**
Irvine, CA
2152 Alton
Warehouse distribution building
122,000 total square feet
-  **La Paz Business Center**
Laguna Niguel, CA
27781-27841 La Paz
6 showroom/office buildings
24,535 square feet
-  **Arrow Hwy Industrial Park**
Irwindale, CA
15554-15562 Arrow Highway
22 unit light industrial project
45,000 square feet
-  **Airport Distribution Center**
Ontario, CA
1500-1590 Milliken Ave.
30 unit ind WH/distr condo project
221,000 square feet
-  **Lambert Industrial Center**
Brea, CA
1295 W. Lambert Road
2 industrial buildings
60,000 square feet
-  **Cedarwoods Business Park**
Fullerton, CA
2461 – 2495 E. Orangethorpe
Multi-Tenant Office/Industrial Park
3 buildings
80,288 total square feet
-  **Tustin Freeway Commerce Ctr**
Tustin, CA
620-694B Street/320-432 6th Street
Multi-Tenant Industrial Park
3 Buildings
184,032 square feet

List of GDC Projects – Acquisitions (continued)

 **Western Lampson Business Ctr**

Garden Grove, CA
7465 Lampson Avenue
Industrial/R&D building
46,836 square feet

 **Cornet Street**

Santa Fe Springs, CA
15605 Cornet Street
2 industrial buildings
38,275 square feet

 **1681 & 1691 Kettering Avenue**

Irvine, CA
1681 & 1691 Kettering
R&D building subdivision
21,454 total square feet

 **Orange Industrial Park**

Orange, CA
604-648 N. Eckhoff St.
23 unit/8 building condo project
140,604 total square feet

 **Ficus Street Pomona**

Pomona, CA
2840 Ficus Street
1 building with excess land
28,950 square feet

 **Kaiser Avenue**

Irvine, CA
1702 Kaiser Avenue
Industrial building
14,000 square feet

List of Developments by Robert W. Guthrie

- **Wright Circle II Business Park**
Foothill Ranch, CA (2000)
Total of 107,086 square feet
1 bldg. industrial center
- **Western Avenue Business Ctr.**
Garden Grove, CA (2000)
Total of 115,000 square feet
2 bldg. industrial center
- **Desman Road Business Center**
La Mirada, CA (2000)
Total of 54,000 square feet
1 bldg. industrial bldg.
- **Santa Ana Business Center**
Santa Ana, CA (2000)
Total of 175,000 square feet
7 bldg. industrial center
- **Wright Circle I Business Park**
Foothill Ranch, CA (1999)
Total of 109,426 square feet
3 bldg. industrial center
- **Valley View Farms**
La Mirada, CA (1999)
Total of 135,196 square feet
5 bldg. industrial center
- **Alec Street Business Center**
Anaheim, CA (1989)
Total of 84,266 square feet
19 building industrial center
- **Airport Commerce Ctr So. Ph. I**
Ontario, CA (1989)
Total of 404,039 square feet
9 building industrial center
- **Lewis Street Business Center**
Anaheim, CA (1988)
Total of 105,500 square feet
17 building industrial center
- **Fairbanks Business Park**
Irvine, CA (1988)
Total of 130,000 square feet
19 building industrial center
- **Von Karman Business Center**
Irvine, CA (1988)
Total of 104,000 square feet
14 building industrial center
- **Batavia/Taft Business Center**
Orange, CA (1987)
Total of 103,000 square feet
18 building industrial center

List of Developments by Robert W. Guthrie (continued)

- **Grande Vista Business Park**
Thousand Oaks, CA (1998)
Total of 144,690 square feet
22 bldg. industrial center
- **City Business Center**
Garden Grove, CA (1998)
Total of 102,800 square feet
12 bldg. Industrial center
- **Descartes Business Center**
Foothill Ranch, CA (1998)
Total of 62,391 square feet
10 bldg. industrial center
- **Fullerton Valley Ind. Ctr.**
Industry, CA (1998)
Total of 183,820 square feet
9 bldg. industrial center
- **Burke Camarillo Corp. Ctr.**
Camarillo, CA (1998)
Total of 119,092 square feet
18 bldg. Industrial center
- **Burke-Melrose Industrial Ctr.**
Placentia, CA (1998)
Total 72,000 square feet
1 industrial/flex bldg.
- **Los Alamitos Business Center**
Los Alamitos, CA (1986)
Total of 81,850 square feet
14 unit, 8 bldg planned industrial ctr.
- **Euclid Business Center**
Garden Grove, CA (1986)
Total of 202,000 square feet
16 industrial buildings
- **St. Gertrude Business Center**
Santa Ana, CA (1986)
Total of 40,128 square feet
4 building, 8 unit industrial center
- **Orange/Batavia Business Center**
Orange, CA (1986)
Total of 30,510 square feet
6 freestanding R&D/industrial bldgs
- **Freeway Business Center**
Riverside, CA (1986)
Total of 77,900 square feet
2 bldg, MT retail & industrial center
- **The Terraces Office Building**
Pleasant Hills, CA (1986)
Total of 134,000 square feet
Six story office building

List of Developments by Robert W. Guthrie (continued)

- **Foothill/Burke R & D I**
Foothill Ranch, CA (1996)
Total of 53,397 square feet
10 small industrial/mid-tech bldgs.
- **Foothill/Burke R & D II**
Foothill Ranch, CA (1997)
Total of 80,075 square feet
12 small industrial/mid-tech bldgs.
- **Serrano/Burke Yards**
Foothill Ranch, CA (1997)
Total of 84,366 square feet
8 small industrial bldgs. w/ yards
- **Burke/Trademark Industrial Ctr**
Ontario, CA (1991)
Total of 150,037 square feet
28 building industrial center
- **Burke/Valley Business Center**
Unincorporated L. A. County (1990)
Total of 77,400 square feet
12 building industrial center
- **Corporate Office Building**
Irvine, CA (1986)
Total of 19,500 square feet
Two story 1st class office hdqtrs.
- **Westminster Business Ctr., Ph. I**
Westminster, CA (1985)
Total of 65,000 square feet
10 freestanding ind./R&D buildings
- **Westminster Business Ctr., Ph. II**
Westminster, CA (1985)
Total of 80,000 square feet
2 multi-tenant ind. bldgs., 67 units