

BRIDGE POINT ONTARIO

ROADMAP TO SUCCESS

Presented to:

Greg Woolway

Bridge Development Partners
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Morgan Stanley Real Estate Investing



Presented by:

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Richard Lee, SIOR
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Justin Kuehn
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MARKETING STRATEGY *for*

BRIDGE POINT ONTARIO

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Exhibit A - About NAI Capital | NAI Global

Team Bio and Past Successful Projects

www.leechanggroup.com

With over 35 years of combined experience, the Lee Chang Group of NAI Capital's Ontario office has successfully completed over 500 transactions exceeding \$650 Million Dollars of Total Consideration. As a full service brokerage team of seasoned commercial real estate professionals, we are committed to providing our clients with the best possible service. We believe in putting our clients goals first, above all else and building long term relationships. We know that our success is based on client satisfaction, action-oriented results, and that our industry is built on great service. Our service platform of advisory services include Industrial, Office, and Commercial building acquisitions, dispositions, leasing, evaluations, cash flow analysis, and land development transactions.

A short list of our institutional landlord clients include: Bridge Development Partners, Alere Property Group, Rexford Industrial, Centerpoint Properties, Panattoni Development Company, ORO Capital Partners, MBK Companies, and DEXUS Property Group.

On the tenant representation side, a short list of our tenant clients include: Steelcase, Hyundai-Kia North America, JC Penney, Finish Master Automotive Paint & Supply, Praxair, Grimco, World Kitchen LLC, Drive Time Car Company, Toshiba Machine of America, Komatsu Forklift, and others.

Nicholas Chang, SIOR, CCIM Executive Vice President

Graduating with a Bachelor of Fine Arts from Washington University in St. Louis in 1997, Nicholas has consistently closed over 50 commercial / industrial transactions per year since entering the commercial real estate field in 2001 and has been a consistent top performing agent with NAI Capital, ranking in the top 5% of the firm's 250 agents every year since 2008.

Justin Kuehn Vice President

Justin graduated in 2010 with a Bachelor of Science in Commerce Degree (BSC) from Santa Clara University – Leavey School of Business and was drafted out of college by the White Sox organization and played professional baseball in South Africa and Germany, winning multiple European Baseball championships. Justin joined NAI Capital in March 2015 after finishing his professional baseball career. In his rookie year Justin closed twenty-two industrial/commercial real estate sales and lease transactions totaling 272,115 sq.ft.

Sione Fua Senior Associate

Sione graduated from Stanford University in 2011 with a degree in Science & Technology. While at Stanford University, Sione was a 4 year starter and full Athletic Scholarship recipient. Sione was then drafted by the Carolina Panthers Organization and played in the NFL for 5 years including an appearance in the 2014 Super Bowl while playing for the Denver Broncos. Sione's market focus is Industrial buildings, land, and development in the Western Inland Empire.

Michelle Boyer Marketing Coordinator

Michelle has been with NAI Capital for 23 years and plays a critical role as the Team's marketing coordinator, administrator, and heads the team's market research and weekly client reporting efforts.

Richard Lee, SIOR Executive Vice President

Richard graduated in 1997 with a degree in MIS / Finance from The University of Illinois – Champaign Urbana. Prior to joining NAI Capital, Richard Lee was a technology consultant for a large international consulting firm and cofounder of an internet marketing company. Along with Nicholas, Richard is a co-founder of the Lee Chang Group. Richard has been a top performing agent with NAI Capital, ranking in the top 5% of the firm's 250 agents every year since 2008. In 2017 Richard ranked in the top 2% of NAI Capital and was a multi-award recipient, receiving awards for Largest Deal; Largest Commission; Most Completed Transactions.



Team Bio and Past Successful Projects

Represented	SF	Property	Consideration
CenterPoint Properties (Buyer)	1,084,963	6800 Valley View Buena Park	The 6th largest existing building in Orange County, and the largest single tenant industrial building sale transaction in LA/OC over the last 20 years for over \$121 MM. *Generated 30 simultaneous offers representing \$4BB of Buying Capital.
JCPenney (Tenant)	624,627	5959 Palm Avenue San Bernardino	Represented JCPenney on a 15 year lease valued at over \$40MM.
WorldKitchen LLC (Tenant)	636,600	2325 Cottonwood Avenue Riverside	Represented the Chicago-based parent company of kitchenware brands such as CorningWare, Pyrex, and Corelle on a 10 year NNN lease.
Steelcase (Tenant)	620,000	12400 Arrow Route, Rancho Cucamonga	Exclusively represented this Fortune 500 Company for the expansion into a highly coveted state of the art 600K+ modern Class A Distribution Warehouse.
Guthrie-Pericles Development (Joint Venture)	350,000	750 Marlborough Avenue Riverside	Successfully negotiated a 22 Gross Acre Joint Venture agreement to develop then market a state of the art 350,000 SF bulk distribution building. Breaking ground January, 2018.
Landsberg Orora (Tenant)	290,920	6600 Valley View Buena Park	Completed a 7 year lease renewal on behalf of the Tenant.
Foland Group (Tenant)	225,000	1500 S. Hellman Avenue Ontario	Multiple 5 year lease w/ Options lease negotiation with hostile landlord.
Panattoni Development (Seller)	221,171	1500-1590 S. Milliken Ave. Ontario	30-unit multi tenant industrial park investment sale for over \$20MM, after shoring up the vacancy from 50% to 95% and creating massive value for the ownership.
Landsberg Orora (Tenant)	220,000	1640 S. Greenwood Montebello	5 year lease renewal.
Steelcase (Tenant)	180,600	740 S. Vintage Ontario	5 year lease renewal.
Master Development (Seller)	180,544	2022 W. 11th Street Upland	12-unit multi tenant industrial park sale after improving vacancy from 60% to 100% for \$13MM.
Toolots, Inc (Tenant)	115,520	16300 Shoemaker Cerritos	Represented Tenant on a 5 year lease.
WM Capital (Seller)	83,000	3600 Lime Street Riverside	Investment sale of a 7 building office campus in the heart of Downtown Riverside.
Hyundai-Kia Technical Center	72,000	14011 12th Street Chino	Multiple transactions representing the Hyundai America Technical Center, Inc. (HATCI) in Chino for the vehicle testing and R&D center.
DriveTime Car Sales Company (Tenant)	17 Ac.	9121 Cherry Avenue Fontana	Exclusively represented Drive Time Car Sales Company out of Phoenix AZ in the completion of a 7 year lease with 3x5 year options on a 17 acre site in Fontana.
Bridge Development Partners (Buyer & Seller)	12 Ac.	1155 S. Wanamaker, Ontario	Sold 12 Acres to Bridge Development Partners for the development of two state of the art buildings
Panattoni Development (Seller)	10.5 Ac.	SWC Yorba & Schaefer Chino	Finalizing negotiations with Penske Truck Sales on a \$22 PSF land sale basis. Multiple offers generated from both developers and the user created a bidding war to the benefit of the Seller.

Tenants in the Market



Tenants in the Market

Company	Broker	Agent	Size Requirement	Timing	Notes
Dean Warehouse	Lee Associates - Ontario	Ryan Lal	300K	ASAP	Dean Warehouse blew out of leases in Cajon SB area and looking to expand in current operations. Currently in negotiations to expand
El & El Wood Products	Lee & Associates	John Seoane	250K-300K	Q1 2020	Prefer to hug the 15 Freeway. Currently in the West. Lighting manufacturing & distribution.
Undisclosed 3PL	Voit - Ontario	Adam Geiger	200K-250K	Q3 2020	East IE location is the preference. User has a CTPAT designation.
Machinery Movers	NGKF	Steve Sprenger	200K-250K	Q1 2020	Based in Anaheim. Lease with an option and/or purchase only.
Undisclosed	Nationwide	Jim Siegal	200K-250K	Q1/2 2020	National credit client looking for 30' min clearance, ESFR, and excess paved land for outdoor storage in the IEW or IEE.
Challenged Manufacturing	Cushman & Wakefield - Ontario	Ty Newland	200K	Q1 2020	
Flambeau Air Mold Inc	NAI Capital - Ontario	Nick Chang / Rich Lee	200K	Q4 2019	Tentatively interested in space.
Prudential Recycling	NAI Capital - Ontario	Nick Chang / Rich Lee	200K	Q4 2019	Primary focus is to purchase or lease with option to purchase. Plastic recycling use and requires rail service
Undisclosed Prefab Housing Mfg	Cushman & Wakefield - Ontario	Milo Lipson	200K	Q4 2019	Prefab housing manufacturer from back east looking for rail served manufacturing building
Cubeworks	Kander Pacific	Jessica Chen	200K	Q3 2019	Warehouse of shared industrial space. Completed a short term sublease of 185,000 SF with SteelCase - in Prologis Owned Business Park
National Credit Tire Company	JLL - Ontario	Jeff Bellitti	200K	Q1 2020	National credit tire company looking for 200,000 SF. Ideally would occupy by January, needs 75 PSI ESFR system with K-25 Heads
Undisclosed Furniture Company	IRG Group - Industry	Jodi Hung / Daniel Lee	200K	Sep-19	Furniture User, touring now
Undisclosed Rail User	Colliers - Los Angeles	Chuck Littell	175K	TBD	Long term rail user, currently actively touring
Undisclosed Warehouser	Lee & Associates Ontario	Don Kazanjian	160K	TBD	Need rail access
TBD/ Fortune 500 Group	JLL - Ontario	Peter McWilliams	175K-200K	TBD	
Undisclosed	CBRE	Ryan Athens	150K-200K	TBD	Preliminary look at IE East vs. West for existing & BTS sites.
Undisclosed Manufacturer	DAUM Commercial - Ontario	Noah Samarin	150K-200K	TBD	Client is consolidating from multiple locations; need heavy power, cranes, and large yard. Prefer to purchase but are considering a lease.
Entekra, Inc.	JLL - Ontario	Mac Hewett & Jeff Bellitti	150K-200K	TBD	Manufacturing company looking to Lease or Purchase
Undisclosed 3PL	Lee Associates - Industry	Pat Bogan	150K-200K	Sept 2019	Looking to occupy by 9/1
Undisclosed - e commerce	Lee Associates - Industry	Michael Lee	150K-200K	Immediate	Actively touring.
Zurn, Division of NYSE:RXN	Fremont Properties	Eric Knirk	150K-200K	Dec 2019	Offers out, seeking 5 year term. Currently active in market. Leased 14650 Miller, Fontana (186K) @ \$0.59 PSF NNN for 61 months
Tesla	CBRE	Hunter McDonald	150K-200K	TBD	Evaluating IE building opportunities; currently in multiple small buildings, looking to consolidate.
Ferguson Plumbing	CBRE	Len Sentoro	150K	Immediate	Potential lease for Voegel bldg
Undisclosed Mfg -Rail Requirement	Daum Commercial - Ontario	Rick John	150K	TBD	Rail Requirement, actively touring. For purchase only.
Undisclosed 3PL	Fisher Co	Marshall Hill	150K	ASAP	Represents two 3PL companies looking for short term leases around 150K. Asked if Sublessor would consider a shorter term sublease.
Alto Systems	NAI Capital - Ontario	Nick Chang / Rich Lee	150K	Q4 2019	David White CFO Alto Systems looking for space in IE out of Pomona.
Western Pacific Pulp & Paper	NAI Capital - Ontario	Nick Chang / Rich Lee	150K	Q4 2019	Will be relocating out of Downey location as property is in redevelopment and looking to relocate to ontario
United Stated Postal Service	Lee & Associates - Ontario	Mike Wolfe	110K	ASAP	Mike Wolfe with Lee & Associates Ontario reportedly completing a short term sublease with the USPS for 110,000 SF at Landon Avenue in Jurupa Valley - may go longer.
Motivational Fulfillment	JLL - Ontario	Jeff Bellitti	100K-200K	TBD	Ontario/Chino area
Indoor Agriculture	Savills Studley	Jack Jamail	100K-150K	Q1 2020	Requires heavy power (3.5 MW-7.5MW) Long term leas 10+ years.
undisclosed	VOIT - Ontario	Shy Assar, Joe Lin & Juan Gutierrez	100K	Q1 2020	Chinese ecommerce business looking for 100K. Currently own a bldg and lease a building in Ontario. Ideally looking for higher clearance and ESFR sprinkler for their insurance; heavy office requirement.
Steel Coil Manufacturer	Allied Commercial	Andrew Worley	100K	Q4 2019	Leased over 100K in San Bernardino back in September
Undisclosed 3PL	Colliers - Ontario	Joe Jones	90K-120K	Q4 2019	Size requirement could change up to 200k SF if they pick up a new account they are working on
Undisclosed Rail User	Lee & Associates - Commerce	Peter Bacci	80K-150K	TBD	Rail Requirement
Undisclosed Furniture Company	NAI Capital - Diamond Bar	Jack Chang	70-100K	Q1 2020	Furniture distribution company. Would prefer to be closer to LA but are considering Ontario. On hold while boss is out of Country.
lenjoy home	NAI Capital - Ontario	Nick Chang / Rich Lee	75-100K	ASAP	Need racking in-place. Splitting away from their 3PL.

Tenant Targets by Lease Expiration



Tenant Targets by Lease Expiration

HOT Targets: Tenants in 50,000 SF - 150,000 SF With Lease Expirations in the Next 12 Months

San Bernardino / Riverside County

Company Name	City	SF Occupied	Lease Expiration
KW Logistics	Rancho Cucamonga	103,500	12/14/2019
Plastic Express	Rancho Cucamonga	117,254	12/31/2019
Quanex Screens LLC	Fontana	50,065	12/31/2019
Container Connection	Riverside	81,376	1/18/2020
V4ink	Ontario	136,155	2/15/2020
Tellworks Communication...	Colton	75,377	2/29/2020
Ameristar Fence Products	Ontario	71,506	3/1/2020
Bandai Logipal America Inc	Rancho Cucamonga	101,328	3/31/2020
Barbeques Galore, PTY LTD	Ontario	58,225	5/31/2020
Landair Logistics, Inc	Rancho Cucamonga	73,000	5/31/2020
Kik Distribution	Ontario	120,600	6/30/2020
Polaris Industries Inc	Redlands	99,363	6/30/2020
The Wella Corporation	Ontario	64,019	6/30/2020
Elite Logistics & Fulfillment	Ontario	90,711	7/1/2020
Dayton Superior Corp	Jurupa Valley	65,840	8/1/2020
Core Health and Fitness LLC	Redlands	94,565	8/31/2020
Geodis	Ontario	113,398	8/31/2020
Repet Inc	Chino	100,040	8/31/2020
The Singing Machine Com...	Ontario	85,949	8/31/2020
AOB Technology Group	Ontario	65,728	9/30/2020
Costway	Ontario	118,800	9/30/2020
XPO Logistics	Ontario	50,174	9/30/2020

Los Angeles County

Company Name	City	SF Occupied	Lease Expiration
Justman Packaging and Display	Commerce	105,286	10/12/2019
National Sales Corporation	Commerce	55,500	10/31/2019
NRI	Gardena	64,242	11/1/2019
Ryan Herco Flow Solutions	Burbank	50,000	11/17/2019
Brentwood Originals	Carson	140,108	11/24/2019
Golden Star Imports	Vernon	53,019	11/30/2019
Santa Monica Seafood Co.	Rancho Dominguez	58,788	11/30/2019
Aisin World Corporation	Torrance	98,659	12/21/2019
Pacific Sports Inc	Walnut	59,695	12/31/2019
Seko Logistics	Carson	63,390	12/31/2019
A Rudin	Vernon	116,484	1/14/2020
SpaceX	Hawthorne	51,268	1/31/2020
Source Logistics	City of Industry	150,000	2/26/2020
Anhing Corp	City Of Industry	97,000	2/29/2020
Stream Links Express	Rancho Dominguez	54,648	2/29/2020
Barry Controls Aerospace	Burbank	100,000	3/31/2020
Quallion, LLC	Sylmar	117,089	3/31/2020
Moonlight Molds, Inc.	Gardena	110,898	4/24/2020
Latexco LLC	Santa Fe Springs	79,816	4/30/2020
Northstar Moving Company	Chatsworth	106,748	5/31/2020
Savino Del Bene	Carson	132,118	5/31/2020
South Coast Soccer City	Torrance	73,000	6/13/2020
City Logistics and Transportation	Carson	103,951	6/30/2020
Primetime Cold Storage	Carson	52,420	6/30/2020
Trixx Clothing Co	Commerce	75,035	6/30/2020
Triscenic Production Services	Valencia	50,688	7/14/2020
Accolade Pharma USA, Inc.	City of Industry	57,250	7/31/2020
Johnny Was	Los Angeles	72,000	8/4/2020
AFR Furniture Rental, Inc.	Commerce	72,026	8/31/2020
Capital Logistics & Wareh...	La Mirada	93,280	8/31/2020
Mutual Trading Co	Los Angeles	60,000	9/30/2020
Shalom B. Llc	Vernon	52,090	9/30/2020
Super King Market	Commerce	64,320	9/30/2020

Orange County

Company Name	City	SF Occupied	Lease Expiration
Power Plus	Anaheim	64,570	11/30/2019
County of Orange Sheriff...	Lake Forest	51,291	12/20/2019
Dynalectric Company	Los Alamitos	57,863	12/31/2019
Herbalife	Lake Forest	90,000	12/31/2019
Impco Technologies, Inc.	Santa Ana	108,000	12/31/2019
Weartech International	Anaheim	73,335	2/21/2020
OneSource Distributors	Garden Grove	125,773	2/29/2020
TForce Final Mile US	Fullerton	97,340	3/31/2020
Rip Curl USA	Costa Mesa	52,588	4/28/2020
Quantum Fuel Systems W...	Lake Forest	91,694	5/31/2020
Rocket Lab	Huntington Beach	115,870	5/31/2020
Laguna Tools Inc.	Irvine	58,000	6/14/2020
Elysium Tiles, Inc.	Anaheim	55,824	6/30/2020
Community Action Partne...	Garden Grove	86,300	8/15/2020
Provenza Floors	Tustin	53,842	9/1/2020
Park Electrochemical Corp.	Fullerton	94,702	9/30/2020

Tenant Targets by Lease Expiration

WARM Targets: Tenants in 50,000 SF - 150,000 SF With Lease Expirations 13 - 24 Months Out

San Bernardino / Riverside County

Company Name	City	SF Occupied	Lease Expiration
Ecko Products Group	Ontario	60,756	10/1/2020
Cambridge-Lee Industries...	Jurupa Valley	51,020	10/31/2020
Ffe Transportation Service	Ontario	92,000	10/31/2020
Menlo Logistics	Ontario	103,000	12/31/2020
Mentor Media	Eastvale	64,632	12/31/2020
MiTek Corona	Corona	100,950	12/31/2020
T Force Final Mile US	Jurupa Valley	53,100	12/31/2020
Global Transport Logistics	Rancho Cucamonga	112,640	1/8/2021
NRI USA, LLC	Jurupa Valley	68,615	1/31/2021
Shepard Exposition Svc Inc	Ontario	52,275	1/31/2021
The Conservatorie, LLC	Riverside	55,460	1/31/2021
Club Car	Jurupa Valley	54,322	2/28/2021
Kenco Logistic Services	Chino	76,351	2/28/2021
GCE International Inc	Fontana	140,650	3/31/2021
Patrick Industries	Fontana	66,104	3/31/2021
Roadtex	Chino	143,955	4/30/2021
American Bottling Company	Riverside	81,321	5/31/2021
Middle Atlantic Products	Riverside	71,100	5/31/2021
WTI Distribution	Chino	93,522	6/14/2021
Denso Products	Rancho Cucamonga	143,331	6/18/2021
SP Richards Co.	Riverside	75,286	6/20/2021
Biolab	Ontario	77,160	6/30/2021
Biolab	Ontario	53,000	6/30/2021
MasTec Network Solutions	Corona	54,511	7/1/2021
Guru Denim Inc	Fontana	145,673	7/30/2021
Lincoln Electric Company	Santa Fe Springs	53,139	10/5/2020

Los Angeles County

Company Name	City	SF Occupied	Lease Expiration
Revolve Clothing	Cerritos	73,516	10/22/2020
Consolidated Container Co	Carson	57,350	10/31/2020
Rich Products Corporation	Santa Fe Springs	64,725	10/31/2020
Skinn Cosmetics	Torrance	70,705	10/31/2020
Tri Cap Intl	Carson	147,390	11/16/2020
R1 Concepts	Cerritos	107,554	11/30/2020
Dollar Shave Club	Torrance	113,262	12/13/2020
American Non Stop Label	Cerritos	61,372	12/31/2020
Boeing	El Segundo	78,736	12/31/2020
OTX Logistics, Inc.	Cerritos	145,000	12/31/2020
PepsiCo	Irwindale	70,510	12/31/2020
Sonic Industries Inc.	Torrance	56,250	12/31/2020
JR286, Inc.	Torrance	130,826	1/1/2021
Tasman Group	Santa Fe Springs	52,272	1/14/2021
ARC Machines, Inc.	Panorama City	52,801	1/22/2021
Thyssenkrupp Materials	Santa Fe Springs	75,051	1/31/2021
Pacific Vial Manufacturing	Commerce	51,075	2/28/2021
Simpson World West	Harbor City	52,069	2/28/2021
Capitol Food Company	Santa Fe Springs	61,410	3/31/2021
Carlisle Interconnect Technologies	Cerritos	68,549	3/31/2021
Custom Freight Systems	Santa Fe Springs	83,800	3/31/2021
Numero Uno Market	Los Angeles	52,128	3/31/2021
Santa Fe Warehouse	Commerce	330,822	3/31/2021
DG Logistics	Carson	50,000	4/30/2021
Jam'n Products Inc.	Los Angeles	64,322	4/30/2021
K.T.'s Kitchens, Inc	Carson	120,000	4/30/2021
Barton Brands Of California	Compton	91,643	5/31/2021
H&H Specialties, Inc.	City of Industry	57,720	6/30/2021
Handbag Republic Inc	City of Industry	57,132	6/30/2021
Triscenic Production Services	San Fernando	76,993	6/30/2021
Ancon	Carson	54,200	7/1/2021
E.B. Bradley Company	Los Angeles	77,663	7/31/2021
Hikvision USA, Inc.	City of Industry	107,000	7/31/2021
Preferred Freezer Services	Los Angeles	121,100	8/30/2021
Bergen Logistics	Cerritos	145,000	8/31/2021
Style Melody	Vernon	102,400	8/31/2021
PPG Aerospace	Valencia	82,835	9/15/2021
Central Garden & Pet	Santa Fe Springs	56,160	9/30/2021
Polar Air Cargo	Los Angeles	71,073	9/30/2021
Spartech Polycom	La Mirada	80,000	9/30/2021
Thincom Solutions Inc	Hawthorne	74,716	9/30/2021







Orange County

Company Name	City	SF Occupied	Lease Expiration
Label-Aire Inc	Fullerton	60,000	10/11/2020
Solutions 2 Go	Foothill Ranch	72,501	10/14/2020
Logistic Edge LLC	Anaheim	50,071	10/31/2020
Adams and Sons Transpor...	Buena Park	66,543	11/30/2020
South Coast Baking	Costa Mesa	113,500	11/30/2020
Data Aire Inc.	Orange	101,456	12/1/2020
Eleganza Tiles Inc	Anaheim	144,038	3/31/2021
DHL	Santa Ana	61,731	4/1/2021
Precision Services Group	Tustin	56,122	4/14/2021
Teacher Created Resources	Garden Grove	66,000	4/30/2021
ThyssenKrupp Materials NA	La Palma	75,000	4/30/2021
Bear Down Consulting	Huntington Beach	60,230	5/14/2021
B & E Manufacturing Co.	Garden Grove	101,600	5/31/2021
LT Foods of Americas	Cypress	116,949	5/31/2021
Source Logistics	Brea	72,249	5/31/2021
Shaxon Industries Inc	Anaheim	54,262	8/31/2021
Oakley	Foothill Ranch	103,418	9/30/2021








Top 20 Competing Projects in the Market









Top 20 Competing Projects in the Market

	Project Address City	Building SF Office SF Owner/Developer	Clear Height Loading Trailer Parking	Sprinklers Yard Power (Amps)	Sale Price Lease Rate OpEx	Year Built Existing SPEC TI Package	Notes
	The Merge	90,592	32	ESFR	NFS	2020	6 building master planned project. commencing earth moving shortly. Very strong activity with groups circling, they believe they will prelease.
	13976 The Merge	3,500	9 DH - 2 GL	Yes	\$0.80's	3Q2020	
	Eastvale	Rexford Industrial	0	1,200	\$0.16	Office Lights	
	Cucamonga Distribution Center	94,911	36	ESFR	NFS	2019	Strong Activity, multiple groups circling, but no substantial offers yet. Will do a deal at \$0.70 PSF.
	1383 S Cucamonga	5,000	15 DH - 1 GL	Yes	Low \$0.70's	Yes	
	Ontario, CA	Liberty Property Trust	4	2,000	\$0.168	Office Only	
	Montclair Commerce Center	98,188	32	ESFR	\$185	2019	Prefer to sell. Currently working through one purchase offer, close to asking. Close on a deal.
	10628 Central	5,802	11 DH - 2 GL	Yes	\$0.75	4Q2019	
	Montclair, CA	Pacific Properties	15	1,200	\$0.19	Office 6 Levelers Lights	
	Baseline Logistics Center	99,999	32'	ESFR	\$165 - \$170	2020	No Activity yet.
	2646 W Baseline Road	7,000	14 DH - 1 GL	Yes	\$0.65	2Q2020	
	Rialto, CA	Compass Danbe Partners	0	1,200 Amps	TBD	Office Foil	
	Colony Commerce Center	109,690	32	ESFR	NFS	2020	Activity has been good for starting construction. Pads are poured. Looking to deliver about 3Q2020. No offers in yet. A few tours on the site. Target low to mid 70's and optimistic project will be preleased but lots of competition.
	5050 S Archibald Ave	5,088	12 DH - 1 GL	Yes	Low \$0.70's	3Q2020	
	Ontario, CA	Cap Rock	8	2,000	\$0.17	Office Only	
	7th & Center	110,442	32	ESFR	NFS	2020	Strong broker activity, no offers yet. They may consider a sale if they get a \$210+ PSF offer.
	9063 Center Ave	4,107	13 DH - 1 GL	Yes	Low \$0.70's	2Q2020	
	Rancho Cucamonga, CA	Panattoni Development	13	2,000	\$0.17	Office Only	
	6th St Distribution Center	117,575	32	ESFR	NFS	2020	Steady stream of broker calls, but no offers yet, expect to prelease. Just broke ground. Confirmed there are no offers on it currently but a lot of activity.
	10320 6th	4,000	12 DH - 2 GL	Yes	\$0.71	3Q2020	
	Rancho Cucamonga, CA	Patriot Development	0	1,200	\$0.15	Office Only	

Top 20 Competing Projects in the Market

	Project Address City	Building SF Office SF Owner/Developer	Clear Height Loading Trailer Parking	Sprinklers Yard Power (Amps)	Sale Price Lease Rate OpEx	Year Built Existing SPEC TI Package	Notes
	Ontario Rancho Logistics Center	118,275	32	ESFR	NFS	2020	2.6M SF campus. Preleased 1M SF to Kimberly Clark. Second 1M in Phase II which is also expected to pre lease. Breaking ground on remaining 1.5M SF in January. Final approvals are not completed yet because the site plan had some recent minor modifications.
	Merrill Ave / Archibald	BTS	10 DH - 2 GL	Yes	Low \$0.70's	3Q2020	
	Ontario, CA	REDA	0	BTS	\$0.15	Office Only	
	10740 Banana	133,000	32'	ESFR	NFS	2020	Just started construction.
	Fontana, CA	6409 LBA	18 DH - 1 GL	Yes	TBD	Q32020	
	Oakmont Kadota	139,000	32'	ESFR	\$190 PSF	2019	Lots of activity, primarily for sale, since breaking ground and started marketing. Oakmont was less motivated to sell early on, unless they could see offers near \$200 PSF. Leasing activity has started. Completion Date in about 30 days and then will start on spec office. Expecting leasing activity to pick up when office is completed. Expecting low \$0.70's NNN and for sale looking in the range of \$190 PSF.
	4039 State St	5,000	19 DH - 1 GL	Yes	\$0.72	4Q2019	
	Montclair, CA	Oakmont	17	2,000	\$0.17	Office Only	
	Colony Commerce Center	142,040	32	ESFR	NFS	2020	Activity has been good for starting construction. Pads are poured. Looking to deliver about 3Q2020. No offers in yet. A few tours on the site. Target low to mid 70's and optimistic project will be preleased but lots of competition.
	5150 S Archibald Ave	5,063	12 DH - 1 GL	Yes	Low \$0.70's	3Q2020	
	Ontario, CA	Cap Rock	14	2,000	\$0.17	Office Only	
	4th St Business Center	146,273	32	ESFR	NFS	2019	Strong activity, multiple tours, currently trading paper on one offer. Have come to terms with a privately held company for 5 years around high \$.60's but they are requesting some additional financials to finalize deal
	9678 Utica Ave, Bld 2	4,363	14 DH - 2 GL	Yes	High \$0.60's	Yes	
	Rancho Cucamonga, CA	Panattoni Development	14	1,200	\$0.15	Office Only	
	Saddle Ranch Business Center	158,419	32	ESFR	\$200	2019	Activity has been moderate. Now open to sell with a proforma asking of \$200 PSF as a place holder on a sale. Ultimately his will adjust based on market feedback but there is room in the number. Part of a 4 building project and nothing delivered yet.
	3390 Horseless Carriage	7,599	15 DH - 1 GL	Yes	Low \$0.70's	Yes	
	Norco, CA	Cap Rock	16	2,000	\$0.17	Office Only	
	Slover Gateway Commerce Center	185,137	36	ESFR	\$175	2020	Targeting market leading sales/lease rate. No offers yet. Not afraid to do a forward building sale.
	16477 Slover Ave	BTS	22 DH - 2 GL	Yes	High \$0.60's	2Q2020	
	Fontana, CA	LDC	35	1,000	\$0.15	Office Lights	

Top 20 Competing Projects in the Market

	Project Address City	Building SF Office SF Owner/Developer	Clear Height Loading Trailer Parking	Sprinklers Yard Power (Amps)	Sale Price Lease Rate OpEx	Year Built Existing SPEC TI Package	Notes
	Pacific Renaissance One 2335 N Walnut Ave Rialto, CA	186,864 5,345 Pacific Industrial	32 21 DH - 1 GL 34	ESFR Yes 800	TBD Mid \$0.60's \$0.15	2020 3Q2020 Office Only	Received multiple purchase offers in the high \$150's PSF. Broke ground 2 mos ago. Estimated completion date will be July or August 2020. Expectations now on a sale would be low \$170's / ft. Net fees are estimated. No activity yet from a leasing perspective yet since the project just broke ground.
	Pomona Commerce Center 1589 E 9th St Pomona, CA	197,685 3,258 Duke Realty	32 27 DH - 2 GL 24	ESFR Yes 2,000	NFS \$0.75 \$0.17	2016 Yes Office Only	Activity level has been very strong, most likely users out of Industry. Quoting the market \$0.75 NNN and tenant's now moving out. Activity was hot initially but has slowed a bit more than they expected. There are 2 deals that are working now, and CBRE expecting to know if they will make the deal in the next few weeks. Deal may trade high \$60's for good tenant tenant, or may try to hold the line at \$0.70 NNN.
	LogistiCenter at Rialto 1855 W Renaissance Pkwy Rialto, CA	202,260 2,412 Dermod Properties	32' 39 DH - 2 GL 0	ESFR Yes 4,000 Amps	NFS \$0.65 \$0.15	2020 3Q2020 Office 6 Levelers Lights	Started grading. Already brisk activity, responding to 2 already RFP's.
	Pacific Freeway Center 13200 Loop Fontana, CA	217,785 6,727 Pacific Industrial	32 36 DH - 2 GL 33	ESFR Yes 2,000	NFS \$0.62 \$0.15	2020 2Q2020 Office Scrim Foil	A lot of interest from both developers/institutional groups that would like to purchase. However, they are only interested in leasing. Working one offer currently
	Pellesier Logistics Center 1901 W Center St Colton, CA	229,000 3,000 Hillwood	36' 24 DH - 2 GL 43	ESFR Yes 2,000	\$130 PSF Mid \$0.50's \$0.17	2019 Q42019 Office Only	Currently In Escrow to a user. Some comments from the market considered the building a bit too deep.
	Oakmont Live Oak 10156 Live Oak Ave Fontana, CA	236,912 OFFICE BTS Oakmont	36 32 DH - 1 GL 51	ESFR Yes 2,000	NFS Mid \$0.60's \$0.15	2020 3Q2020 No Office 10 Levelers Lights	Breaking ground 4Q2019, and expect to prelease this building. Broker interest, but no offers at this point.

Time on Market Analysis | Spec. Vs. Non-Spec.



Time on Market Analysis Spec vs. Non-Spec

Building	Building Size Landlord	Completion Date Lease Date	Time to Lease From Completion	Spec Office	Spec Lighting	Spec Dock Packages	Office Size	Clear Height Power Loading (DH/GL) TI Allowance	Base Rate OPEX	Notes
Tri City Industrial Complex 1385 S Tippecanoe Ave San Bernardino	81,286 SF DH Tippecanoe, LLC	Sept 2018 Dec 2018	3 months	Yes	Yes	Yes	4,000	32' 800 Amps 13/2 -	\$0.53 NNN \$0.15	2 story office
Orbis Interchange 5007 Ontario Mills Pkwy Ontario	82,160 SF KHW Investement LLC	Apr 2018 May 2018	1 month	Yes	Yes	No	6,095	30' 400 Amps 10/1 -	\$0.66 NNN \$0.15	2 story office
Kimball Business Park 15640 Hellman Ave, Bldg 8 Chino	94,057 SF SRG Group/JP Morgan	Sept 2018 Nov 2018	2 months	Yes	Yes	No	3,918	32' 1,600 Amps 12/2 -	\$0.64 NNN \$0.14	1 story office.
13125 Union Avenue Fontana	97,186 SF Union Fontana Investment Co	Mar 2019 Jan 2019	Pre Leased	Yes	Yes	No	6,388	32' 2,000 Amps 9/1 \$0.50 PSF	\$0.63 NNN \$0.13	2 story office
Phelan Center Two 9168 Hermosa Ave Rancho Cucamonga	102,530 SF Phelan Development Company	Oct 2018 July 2018	Pre Leased	Yes	No	No	2,900	30' 800 Amps 10/2 \$3.00 PSF	\$0.635 NNN \$0.16	1 story office. TI's actually \$5.61 PSF but about \$3 PSF can be attributed to the 2900 SF office buildout.
Oakmont Rancho/Hickory 8570 Hickory Ave, #B Rancho Cucamonga	117,238 SF Clarion	Dec 2018 Dec 2018	Pre Leased	Yes	No	No	2,671	32' 2,000 Amps 12/1 -	\$0.64 NNN \$0.165	1 story office
Kimball Business Park 8719 Enterprise Chino	120,312 SF Sares-Regis / JP Morgan	Sept 2018 Feb 2019	5 months	Yes	Yes	No	4,034	32' 3,000 Amps 15/2 \$1.00 PSF	\$0.65 NNN \$0.14	1 story office
The Ranch by First Industrial 14939 Summit Dr, Bldg 3 Eastvale	137,358 SF First Industrial	Mar 2018 April 2019	13 months	Yes	Yes	No	5,000	32' 2,000 Amps 23/2 \$1.00 PSF	\$0.64 NNN \$0.14	2 story office
Tri City Industrial Complex 1445 S Tippecanoe Ave, #200 San Bernardino	138,851 SF Rockefeller Group	Dec 2018 Jun 2019	6 months	Yes	No	No	5,000	32' 1,000 Amps 30/2 -	\$0.495 NNN \$0.152	2 story office
Valley View Distribution Center 750 Valley View Ave San Bernardino	154,560 SF Cabot / Seefried	Feb 2018 Mar 2018	1 month	Yes	Yes	No	2,000	32' 2,000 Amps 30/2 \$1.50 PSF	\$0.435 NNN \$0.106	1 story office
Hallmark Distribution Center 4982 Hallmark Pkwy San Bernardino	155,683 SF Bixby Land Company	Jan 2019 Sept 2019	8 months	Yes	Yes	Yes	5,735	32' 2,000 Amps 16/1 -	\$0.485 NNN \$0.153	2 story office. 5 pit levelers

Time on Market Analysis Spec vs. Non-Spec

Building	Building Size Landlord	Completion Date Lease Date	Time to Lease From Completion	Spec Office	Spec Lighting	Spec Dock Packages	Office Size	Clear Height Power Loading (DH/GL) TI Allowance	Base Rate OPEX	Notes
Liberty Redlands Distribution Center 9724 Alabama Street Redlands	156,323 SF Liberty Property Trust	Oct 2018 Aug 2018	Pre Leased	Yes	Yes	No	5,988	32' 800 Amps 26/2 \$4.88 PSF	\$0.45 NNN \$0.155	2 story office
Live Oak Distribution Center 14874 Jurupa Avenue Fontana	58,119 SF IDG Logistics	Apr 2019 Mar 2019	Pre Leased	Yes	Yes	Yes	4,286	"32' 2,000 Amps 23/1 -	\$0.59 NNN \$0.16	2 story office
Kimball Business Park 8646 Enterprise Way Chino	161,372 SF Sares-Regis	Sept 2018 Dec 2017	0 months	Yes	Yes	No	4,112	32' 1,600 Amps 24/2 \$4.50 PSF	\$0.58 NNN \$0.14	1 story office
Kimball Business Park 15559 Flight Ave, Bldg 1 Chino	173,495 SF Sares-Regis / JP Morgan	Aug 2018 Jul 2018	Pre Leased	Yes	Yes	No	4,112	32' 1,600 Amps 26/2 -	\$0.568 NNN \$0.14	1 story office
Agua Mansa Commerce Center 2053 Miguel Bustamante Pkwy, Bldg 3 Colton	174,995 SF Industrial Property Trust	Dec 2017 Jun 2018	6 months	Yes	Yes	No	1,600	32' 800 Amps 39/2 \$3 PSF	\$0.46 NNN \$0.14	1 story office. Landlord contributed \$3/sf TI and amortized \$2.15/sf in additional TI's into the deal
Renaissance Rialto 2000 Baseline Road Rialto	176,000 SF Liberty Property Trust	Apr 2018 Feb 2019	10 months	Yes	Yes	No	1,973	32' 2,000 Amps 21/2 \$2.50 PSF	\$0.53 NNN \$0.153	1 story office
Prologis Park Moreno Valley Eucalyptus 28010 Eucalyptus Ave Moreno Valley	185,055 SF Prologis	Feb 2019 May 2019	3 months	Yes	Yes	No	4,010	32' 4,000 Amps 23/2 \$2.50 PSF	\$.47 PSF NNN \$0.145	1 story office
Totals:			3.2 months	100%	83%	17%				

Marketing Project Time Line



Overall Marketing Project Time Line

Bridge Point Ontario - Project Plan Timeline

Months: 01
 December 1, 2019 - Dec 31, 2020 Dec-19 Jan-20 Feb-20 Mar-20 Apr-20 May-20 Jun-20 Jul-20 Aug-20 Sep-20 Oct-20 Nov-20 Dec-20

Bridge Development Partners **Building Under Construction** **Building Completion** **Morgan Stanley Real Estate Investing**

Morgan Stanley, Bridge Dev, NAI

Introductions with Morgan Stanley, Bridge Dev, NAI Team, Approve Project Launch Strategy and Listing Agreement

NAI

Develop all marketing collateral: Preliminary Teaser Materials, Brochures (Master Park and Single Buildings), Digital Drip Campaign, Project Website, Drone Photography, Freeway Signage, etc.

NAI **Go Live | Project Bridge Point Ontario | Full Marketing Package & Project Website**

NAI **Track all market lease comparables and new construction activity in local market**

NAI **Notify / Track all potential tenants in the marketplace**

NAI **Notify / Track entire CRE Brokerage community in the marketplace**

NAI **Facilitate escorted broker / agent pre-tours**

Morgan Stanley **Solicit LOI's / RFP's on space / Commence Negotiations**

NAI **Develop 360 Degree digital video tour and upload to project website**

Morgan Stanley, Bridge Dev, NAI

Broker Open House

New Tenant **Final Leases Review & Execution**

New Tenant **New Tenants Take Occupancy**

Bridge Development Partners / Bridge Dev **Tenant Improvements Upfit | Intallation FF&E**

“The following is the multi-phased marketing process we intend to use to maximize the awareness of the project to the broadest prospect base possible.”



Phase I: Pre-Marketing, Consulting/Planning/Pricing

Market and Asset Strategy

- Evaluate market supply/demand dynamics
- Identify competitive properties
- Define ownership's goals
- Define asset position in market
- Establish pricing and marketing strategy
- Perform ongoing market analysis



Phase II: Marketing Schedule & Materials

Marketing Schedule And Goals

- Target canvassing plan
- Broker mailing schedule
- User mailing schedule

Tenant Target List

- Develop target list utilizing these third party databases:
 - > Dun & Bradstreet
 - > Costar Tenant
 - > Sales Genie
- Target existing companies by industry type, size and location:
 - > SIC Codes
 - > NAICS Codes
 - > Size range occupied
 - > City location
 - > HQ/Branch

Broker Target Lists

We have a target broker list comprised of local and regional brokers that will be the key targets of our awareness campaign discussed in Phase Three.

Produce Brochure (Print And Electronic Media)

A color brochure will be professionally designed utilizing property photographs, site plans, aerials and area maps. The brochure will be used in the broker and user mailing campaigns.

Install Signage

If desired, signs can be placed on the front of the property to create maximum exposure.

3rd Party Listing Companies

All 3rd party listing firms will be notified of the offering. Companies will include AIR-E-multiple, 10 websites syndicated through Build-out, LoopNet, Smith Guide, and CoStar.



Phase III: User Awareness

Mailing Campaign To Target User Groups

A direct-mail campaign aimed at all target user groups will be undertaken. We will make use of our personal database on a local and regional basis. In addition, we will create new lists from the target groups referenced in Phase I, utilizing both e-mail and traditional US mail.

Personal Canvassing By Marketing Team

In person canvassing and telephone prospecting will be undertaken in the immediate area and throughout the local markets in conjunction with our databases and our on-going relationships with local and regional users in the marketplace. The marketing team will launch a strategic canvassing campaign that will contact users daily.

This step-by-step process has proven successful in penetrating the marketplace and providing the results our clients mandate.



Phase IV: Broker Awareness

Solicit Brokerage Cooperation

The outside brokerage community is one of the most critical elements in our marketing plan. Through a regular, process-oriented program we will insure that the outside brokerage community becomes educated and knowledgeable of the subject property. All brokers will be encouraged to cooperate and solicit their prospects on our behalf.

Immediate NAI Capital Network Exposure

An overview flyer of the property will be communicated to all agents within NAI Capital. Our company's opportunity broadcast allows us to communicate with all NAI Capital and NAI Global offices worldwide on an immediate basis.

Immediate Notification to All Brokers Of The Offering

An immediate e-mail/fax information sheet on the property will be distributed to all active brokers in Southern California region as well as key Tenant Representation brokers. Brokers will receive detailed property information on the opportunity.

Broker Updates

All target brokers will receive periodic updates on the availability of the property.

Target Most Active Southern California Brokers For Personal Contact

Certain brokers are more active than others in the markets surrounding the subject property. The marketing team will contact to the most active brokers in those areas to discuss the property, its attributes and benefits.



Phase V: Transaction Management and Reporting

Informational Exchange/Reporting

Updates will be provided on an ongoing basis at the Ownership's specific direction. The team will provide:

- Direct weekly communication
- Written bi-weekly marketing summaries

Critical Path Negotiations

Upon identifying viable prospects, a "critical path" will be identified to expose potential obstacles and to develop solutions.

Transaction Management and Closing

Negotiations will be led by us in collaboration with ownership to meet the specific goals of the ownership.

Value Added Services

NAI Capital's marketing philosophy is to execute assignments in order to maximize the opportunity for success.

Personal Attendance on Property Tours

We will accompany principals and cooperating brokers on all project tours. The property tour provides the opportunity to communicate the benefits and features of the property, overcome objections, and learn more about the motivations of the prospective buyer. All tours will be conducted at appropriate times to minimize disruption to the current tenancy.

Problem Solving

Every transaction requires a special combination of problem-solving techniques and business acumen. In addition to the many years of practical experience that we bring to your account, we have built long-term relationships with the following constituencies, who at your direction will help you navigate the process, provide timely solutions, and add value to your asset.

- Architects, attorneys, general contractors, specialty contractors, project managers, civil engineers, environmental engineers, material handling specialists, furniture suppliers, and telecom specialists.

Marketing Strategy & Timeline

- Strategically identify area users that put value on the property's premier location within the Ontario California Commerce Center
- Target Warehouse Distribution, 3PL, Manufacturing, Logistics, E-Commerce Companies by Industry type, size and location through North America and Globally.

- Create timely and attention grabbing marketing materials and distribute to the most logical possible tenant targets.
- We will be target marketing office and industrial tenants who currently occupy between 50,000 SF to 300,000 SF

Marketing Materials

CREATE NEW MARKETING MATERIALS (WITH VISUALS)

- Create New Electronic Marketing Materials
- PDF Brochure / HTML / Property Website
- Install Signage on Property
- Create Direct Mail Marketing Material to Targeted Tenants
- Brochure/Postcard

Tenant Outreach

INCREASE AWARENESS OF PROJECT TO USERS IN TARGET INDUSTRIES

- Systematic Target User Outreach (Company Target List)
- Presentations to Select Target Industry Companies
- Direct Mail to Targeted Users With Marketing Materials
- Follow-up with Warm-Calls to Targets

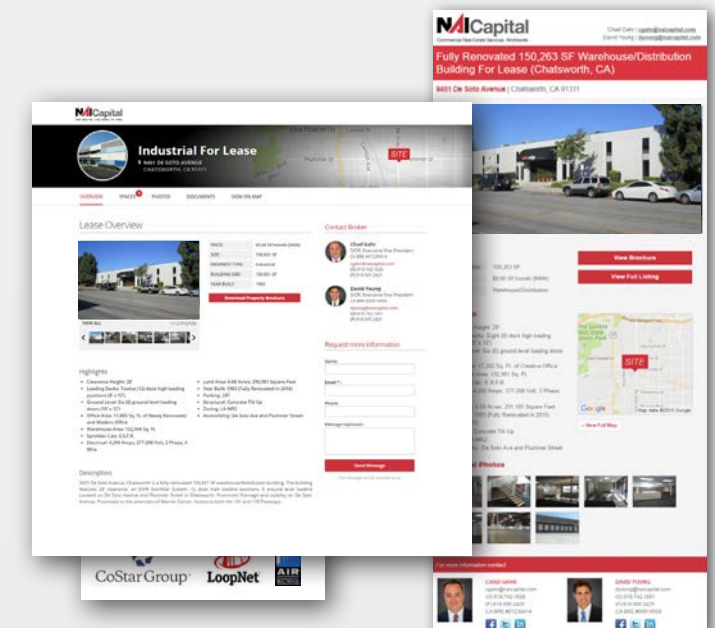
Broker Outreach

INCREASE AWARENESS OF PROJECT TO ALL BROKERS IN COMMUNITY AND IN NAI CAPITAL'S NATIONAL NETWORK

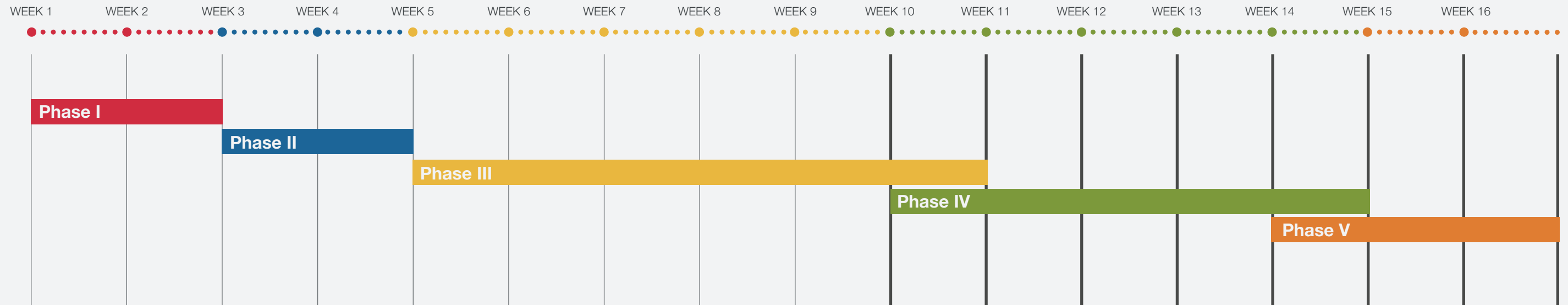
- HTML Property Email Blast to all Regional and Local Brokerage Companies, NAI Capital, NAI Global Network
- Add Property Listing To All Multiple Listing Services (A.I.R, Costar, LoopNet, others through Buildout)
- Weekly Property Email Blast to Brokerage Community to Drive Traffic to Property Website
- Hold an Open House for the Local Brokerage Community to Showcase the Property if desired



5.5" x 8.5" Postcard



Marketing Timeline - Lease



● Length of times may vary due to negotiations and market conditions.

Phase I Pre-Marketing

- Execute Exclusive Listing Agreement
- Gather Due Diligence Information
- Shoot Photographs, Gather and Create Site Plans, Floor Plans, Rendering, etc.
- Create Rough Draft of Single Page Brochure
- Create New Marketing Property Postcards
- Establish Initial Contact List
- Create Internet Based Marketing Materials (Buildout, CoStar, Loopnet)

Phase II Marketing

- Publish Single Page Brochure
- Distribute Brochures to Initial Contact List
- Mail Property Postcards
- Mail Single Page Marketing Flyer
- “Just Listed” Email Announcement
- Upload to Internet Sites
- Create Dedicated Project Website
- Install Lobby Board
- Install Building Signage

Phase III Prospect Solicitation & Comprehensive Marketing

- Initiate Full Exposure to All Parties
- Create a Custom E-market Brochure
- List Brochure HTML
- Commence Active Marketing (Cold Calling by Team Members)
- Conduct Property Tours
- Commence Passive Marketing (Local Newspapers, Business Journals Advertising, and Direct E-mail Distribution to approximately 5,000 Principals and Brokers)

Phase IV Generate Lease Proposals & Negotiate Lease Document

- Field and generate Letters of Intent to lease
- Negotiate and finalize the economics and general deal points
- Gather and/or submit prospective tenant’s corporate financials for underwriting purposes of the landlord











Phase V Closing Period

- Generate, negotiate and finalize the lease document with Landlord and/or Landlord’s counsel
- Circulate final lease document for signature by all parties.
- Collect certificates of insurance from Tenant on behalf of Landlord.
- Deliver mutually executed lease document to all parties.
- Perform walk thru and delivery of keys with Tenant on behalf of landlord.
- Generate press release indicating the successful leasing of the property.










Lease Comparables



Lease Comparables

	Project, Address, City	Space Leased Rent PSF NNN Chgs	Free Rent TIA Term	Transaction Date Expiration Date Occupancy Date	DH GL Ceiling Height	Yard Rail Land (Acres)	Tenant Landlord Increases	Comments
	Sierra Gateway Center 10850 Business Dr Fontana, CA	257,810 SF \$0.56 NNN	2 mos 62 mos	7/15/19 10/31/24 9/1/19	33 1 30'	Y N 11.47	Comptree, Inc. Cabot Properties 3% annual increases	TI's: new carpet and paint in the office area; \$1 PSF LED lighting upgrade
	11751 Industry Ave Fontana, CA	242,034 SF \$0.62 NNN \$0.105 PSF	2 mos \$0.00 62 mos	9/20/19 12/31/24 11/1/19	46 2 32'	Y N 11.29	Bee Imagine LLC Alere-Property Group 3.25% annual increases	
	Prologis Ontario Distribution Center 1175 E Francis St Ontario, CA	217,528 SF \$0.60 NNN \$0.164 PSF	2 mos \$1.20 PSF 86 mos	7/1/19 9/30/26 8/1/19	19 2 30'	Y N 9.10	Winwind Holding Inc. Prologis 3% annual increases	TI allowance to be used only towards warehouse lighting upgrades
	Prologis Mountain View Industrial Park 11081 Banana Ave Fontana, CA	207,253 SF \$0.615 NNN \$0.1725 PSF	3 mos \$2.50 PSF 75 mos	7/16/19 11/30/25 9/1/19	19 2 32'	Y N 10.5	Smart Warehousing, LLC ProLogis 3% annual increases	TI's include dock equipment.
	Citrus Commerce Center 11001 Citrus Avenue Fontana, CA	202,928 SF \$0.56 NNN \$0.14 PSF	2 mos 62 mos	6/11/19 8/31/24 7/1/19	25 2 32'	Y N 8.76	Elliott Auto Supply Co, Inc. Alere 3% annual increases	
	Dolphin Distribution Center 14650 Miller Ave Fontana, CA	186,118 SF \$0.59 NNN \$0.115 PSF	1.5 mos \$1.50 PSF 61 mos	9/12/19 12/31/24 12/1/19	20 2 30'	Y N 9.25	Zurn Industries LLC Dolphin Fontana, LP 3% annual increases	Lease commences upon completion of TI's
	Renaissance Rialto 2000 Baseline Rd Rialto, CA	176,000 SF \$0.53 NNN \$0.153 PSF	2 mos \$2.50 PSF 42 mos	2/7/19 8/31/23 3/1/19	21 2 32'	Y N 8.45	Global Commerce/VidaXL Liberty Property Group 3% annual increases	
	11701 6th St Rancho Cucamonga, CA	172,998 SF \$0.565 NNN	1 mo \$1.00 PSF 61 mos	1/14/19 12/14/24 2/1/19	24 2 30'	Y Y 7.97	Monoprice Prologis 3% annual increases	
	CentrepoinTE South 14651 Yorba Ave Chino, CA	170,671 SF \$0.65 NNN \$0.116 PSF	3 mos \$0.00 63 moms	8/7/19 2/28/25 12/1/19	28 2 30'	Y N 9.30	Xpress Global Systems EPT/Bentall Kennedy 3% annual increases	
	Live Oak Distribution Center 14874 Jurupa Ave Fontana, CA	158,119 SF \$0.59 NNN \$0.16 PSF	3 mos \$0.00 63 moms	3/4/19 6/30/24 4/1/19	23 1 32'	Y N 7.15	BGI Group IDIG Live Oak, LLC 3% annual increases	

Lease Comparables

Project, Address, City	Space Leased Rent PSF NNN Chgs	Free Rent TIA Term	Transaction Date Expiration Date Occupancy Date	DH GL Ceiling Height	Yard Rail Land (Acres)	Tenant Landlord Increases	Comments
 Yorba Industrial Park 13931-13951 Yorba Ave Chino, CA	155,000 SF \$0.60 NNN \$0.138 PSF	0 mos \$0.00 42 mos	8/1/19 1/31/23 8/1/19	16 2 24'	Y Y 12.66	Biagi Bros Linl Industrial 3.5% annual increases	
 2041 S Turner Ave Ontario, CA	148,867 SF \$0.635 G	1 mos 60 mos	5/2/19 5/31/24 6/1/19	20 1 30'	Y N 6.58	Fireline Settings, Inc. Mark Supply LLC 3% annual increases	
 The Ranch by First Industrial 14939 Summit Dr, Bldg 3 Eastvale, CA	137,358 SF \$0.64 NNN \$0.14 PSF	3 mos \$1.00 PSF 63 mos	4/1/19 6/30/24 4/1/19	23 2 32'	Y N 6.80	Turn Key Logistics, Inc. FR The Ranch, LLC 3% annual increases	
 Airport Distribution Center 5700 Airport Dr Ontario, CA	103,432 SF \$0.62 NNN \$0.096 PSF	1 mos \$0.50 PSF 60 mos	4/15/19 5/31/24 6/1/19	42 3 28'	Y N 11.33	Esperia Holdings, LLC Alere Property Group 3% annual increases	
 The Crossroads Collection 5505 Concoors Ontario, CA	102,878 SF \$0.565 NNN \$0.154 PSF	2 mos 50 mos	1/30/19 3/31/23 2/1/19	14 1 30'	Y Y 5.12	Golden Tadco International Corp Global Logistic Properties 3% annual increases	
 13125 Union Ave Fontana, CA	97,186 SF \$0.63 NNN \$0.13 PSF	1 mos \$0.50 PSF 61 mos	1/3/19 2/29/24 2/1/19	9 1 32'	Y N 5.00	Meiko American, Inc. Union Fontana Investment Co 3% annual increases	TI allowance for dock packages
 1567 S Campus Ave Ontario, CA	92,644 SF \$0.65 NNN \$0.0738 PSF	0 mos 60 mos	8/13/19 9/14/24 9/15/19	18 2 26'	Y N 4.24	51 Delivery, Inc. Upward Pacific, LLC 3% annual increases	Landlord to replace carpet and paint office; service loading doors and erect fence to secure truck yard.
 Opus North Chino 13950-13980 Mountain Ave Chino, CA	84,289 SF \$0.625 NNN \$0.148 PSF	3 mos \$0.25 PSF 63 mos	6/1/19 8/31/24 6/1/19	15 1 30'	Y N 7.36	Preitum Packaging Clarion Partners 3% annual increases	TI's: install 5 edge of dock levelers and replace carpet in office area.
 Edison Avenue Industrial Park 4925-4975 Edison Ave Chino, CA	78,500 SF \$0.69 NNN \$0.10 PSF	0 mos \$0.00 36 mos	8/12/19 8/31/22 9/1/19	9 2 24'	Y N 3.90	Anji Logistics America Holdings Majestic 3% annual increases	

Mock Brochures



NOW FOR LEASE

BRIDGE POINT ONTARIO
CLASS A MASTER PLANNED TWO BUILDING PROJECT

BRIDGE
Morgan Stanley | INVESTMENT MANAGEMENT



1155
S. WANAMAKER AVENUE
ONTARIO, CA

800
S. ROCHESTER AVENUE
ONTARIO, CA

NAI Capital
COMMERCIAL REAL ESTATE

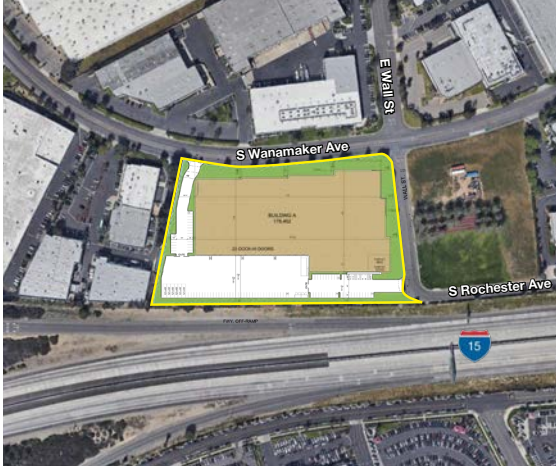

BRIDGE POINT ONTARIO









is a Master Planned Industrial / Logistics park consisting of two buildings totaling 268,714 square feet located directly on the I-15 Freeway in the heart of Ontario CA's California Commerce Center. The site benefits from Freeway Frontage and Visibility, easy access to the I-15 Freeway and strategically located in the center of the West Inland Empire, Southern California's fastest growing and most dynamic industrial market.



Building A



1155 S. WANAMAKER AVENUE
ONTARIO, CA












 178,462 SF BUILDING SIZE	 EFSR SPRINKLER SYSTEM
 36' MINIMUM CLEAR HEIGHT	 54' X 60' COLUMN SPACING
 3% RATIO SKYLIGHT	 23 DOCK HIGH LOADING DOORS
 2 STORY OFFICE	 1 GL. LOADING DOOR GROUND LOADING

Building B

800 S. ROCHESTER AVENUE
ONTARIO, CA

 90,252 SF BUILDING SIZE	 EFSR SPRINKLER SYSTEM
 36' MINIMUM CLEAR HEIGHT	 54' X 60' COLUMN SPACING
 3% RATIO SKYLIGHT	 11 DOCK HIGH LOADING DOORS
 8,000 SF 2 STORY MODERN OFFICE SPEC.	 2 GL. LOADING DOOR GROUND LOADING

BRIDGE POINT ONTARIO
CLASS A MASTER PLANNED TWO BUILDING PROJECT

1155
S. WANAMAKER AVENUE
ONTARIO, CA

800
S. ROCHESTER AVENUE
ONTARIO, CA

BRIDGE
Morgan Stanley | INVESTMENT MANAGEMENT

NAI Capital
COMMERCIAL REAL ESTATE

Exclusive Advisors:

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NOW FOR LEASE

BRIDGE POINT ONTARIO CLASS A MASTER PLANNED TWO BUILDING PROJECT

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BUILDING A

BRIDGE POINT ONTARIO is a Master Planned Industrial / Logistics park consisting of two buildings totaling 268,714 square feet located directly on the I-15 Freeway in the heart of Ontario CA's California Commerce Center. The site benefits from Freeway Frontage and Visibility, easy access to the I-15 Freeway and strategically located in the center of the West Inland Empire, Southern California's fastest growing and most dynamic industrial market.

178,462 SF
SQUARE FEET

3%
SKYLIGHT RATIO

23
DOCK HI DOORS

54' X 60'
COLUMN SPACING

36' MINIMUM
CLEAR HEIGHT

2-STORY
OFFICE

1 GL LOADING DOOR
LOADING

ESFR
SPRINKLER SYSTEM

Dual Ingress-Egress with Large Private Gated Yard, 135' Deep Private Truck Court



1.5 MILES
ONT AIRPORT

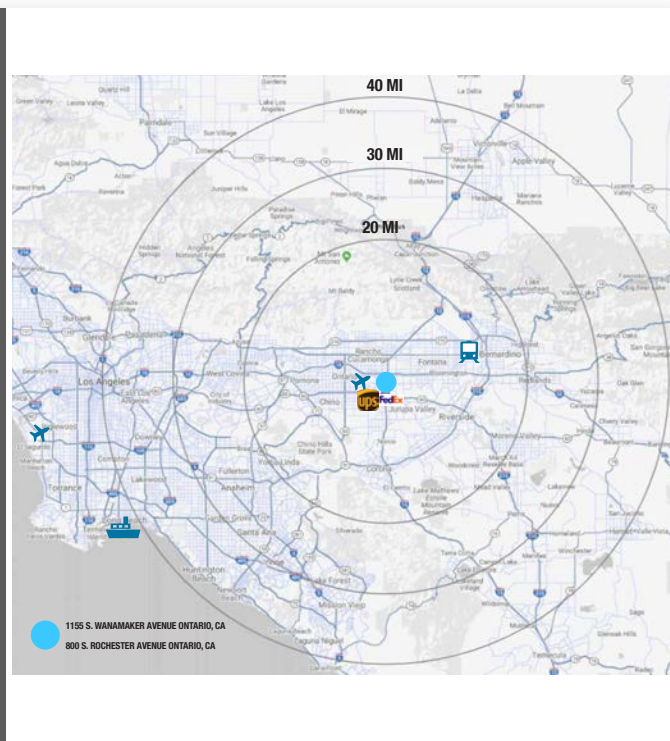
50 MILES
LAX AIRPORT

13 MILES
SAN BERNARDINO INTERMODAL RAIL YARD

45 MILES
PORT OF LONG BEACH/LA

FedEx
1.5 MILES
FedEx HUB

ups
1.5 MILES
UPS HUB



800
S. ROCHESTER AVENUE
ONTARIO, CA

BUILDING B

90,252 SF
SQUARE FEET

3%
SKYLIGHT RATIO

11
DOCK HI DOORS

54' X 60'
COLUMN SPACING


36' MINIMUM
CLEAR HEIGHT

2-STORY
OFFICE

2 GL LOADING DOOR
LOADING

ESFR
SPRINKLER SYSTEM

Single Point of Entry Large Private Gated Yard, 138' Deep Private Truck Yard




Ontario International Airport
50 Miles West of Site

Ports of Los Angeles & Long Beach
45 Miles Southwest of Site

Bridge Development Partners
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NAI Capital **BRIDGE** Morgan Stanley | INVESTMENT MANAGEMENT

Team Member Resumes





Nicholas Chang,
SIOR, CCIM
Executive Vice President

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Ontario, CA 91764

Scope of Service

Nicholas is a Senior Partner with the Lee Chang Group at NAI Capital's Ontario, CA office and specializes in Landlord and tenant representation of single tenant bulk distribution buildings, logistics facilities, final mile delivery facilities and land acquisition and development. Nicholas' primary role is to develop, nurture, and maintain key strategic relationships as well continually develop new business. Nicholas also drives the team's Marketing, Advertising, Prospecting, and Strategic Development initiatives.

Background & Experience

- Prior to Real Estate Brokerage, Nicholas was a technology implementation consultant with a leading IT consulting firm based out of Chicago, IL. Nicholas joined NAI capital in 2007 and since then consistently closes 50 to 70 industrial / commercial transactions per year.
- Nicholas is thoroughly versed in the ARGUS Enterprise suite of cash flow analysis software and builds sophisticated underwriting and cash flow models including debt and IRR models for institutional investors. Nicholas also has command of the full development life cycle of ground up industrial development projects.
- A select list of clients represented include: Bridge Development Partners, JC Penney Company, Alere Property Group, CenterPoint Properties, Panattoni Development Company, Steelcase, Orora North America, Lennox, Hyundai-Kia North America, Dexus Property Group, Owens Development Company, Citi National Bank, Rexford Industrial, Turner Real Estate & Investments, MBK Group of Companies, and others.

Transaction History

Nicholas represents Millions of Square Feet of multi-tenant and single tenant industrial properties located throughout Southern California. A short list of significant transactions include:

- 1,084,963 SF | Single tenant distribution facility sale for JC Penney to CenterPoint Properties
- 624,627 SF | 15 Year NNN lease to Pacific Industrial
- 636,000 SF | 10 Year NNN lease by World Kitchen, LLC to Panattoni Development
- 611,000 SF | 5 year NNN lease by Steelcase to Black Creek
- 310,000 SF | 10 Year NNN lease on behalf of Orora Landsberg
- 292,000 SF | State of the Art Food Processing / Cold Storage on behalf of Nichols Egg Ranch
- 221,000 SF | Multi Tenant Investment Park Sale on behalf of Panattoni Development to Guthrie Development
- 186,000 SF | Multi Tenant Investment Park sale on behalf of DEXUS Property Group to ORO Capital

- Nicholas was the 2011, 2017 and 2018 recipient of the Cal Menzer Award recipient for the most closed transactions throughout the 14 regional NAI Capital offices. Nicholas has also received the Capital Club award in 2012 - 2018, which is given to the top producing agents in the company, including awards for Largest Deal of the Year and Largest Commission.
- Nicholas currently sits on the Board for the OC/IE Chapter of SIOR and sits on the Advisory Board of the Inland Empire Chapter of the Association of Industrial Real Estate.

Professional Associations & Designations

- SIOR - Society of Industrial and Office Realtors ®
- CCIM – Certified Commercial Investment Member
- AIR – American Industrial Real Estate Association.
- NAIOP – National Association of Industrial and Office Professionals


Education

Nicholas graduated in 1997 with a Bachelors Degree from Washington University in St. Louis, Missouri.



Richard Lee,
SIOR
Executive Vice President

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Scope of Service

Richard Lee is a Senior Partner with the Lee Chang Group at NAI Capital's Ontario office and specializes in tenant and landlord representation of single-tenant and multi-tenant leasing of industrial properties as well as purchasing and disposition of owner user and investment properties in the Inland Empire. Richard's primary role is to maintain the team's focus on transaction execution and completion.

Background & Experience

- Prior to joining NAI Capital, Richard Lee was a technology consultant for a large international consulting firm and co-founder of an internet marketing company.
- A select list of clients represented include: JC Penney Company, Alere Property Group, CenterPoint, Panattoni Development Company, Steelcase, Orora North America, Lennox, Hyundai-Kia North America, Dexus Property Group, Owens Development Company, Citi National Bank, Rexford Industrial, Turner Real Estate, and USA Gasoline.
- Richard was the 2011, 2017 and 2018 recipient of the Cal Menzer Award recipient for the most closed transactions throughout the 14 regional NAI Capital offices. Richard has also received the Capital Club award in 2012 - 2018, which is given to the top producing agents in the company, including Largest Deal of the Year and Largest Commission.

Transaction History

A short list of Richard Lee's significant transactions include:

- Disposition of a 1,084,963 SF industrial warehouse
- Lease of a 624,627 SF industrial warehouse to JC Penney Company
- Lease of a the lease of a 636,500 SF industrial warehouse to World Kitchen
- Lease of a 611,573 SF industrial warehouse to Steelcase
- Acquisition of a 292,000 SF industrial warehouse in Colton
- Lease of a 290,920 SF warehouse to Orora North America
- Disposition of a 221,000 SF multi-tenant industrial project
- Lease of 180,608 SF to Steelcase
- Disposition of a 180,544 SF multi-tenant industrial project on behalf of Dexus Property Group
- Lease of a 100,000 SF warehouse for Lennox International
- Disposition of a 110,515 SF industrial investment property

Professional Associations & Designations


- SIOR - Society of Industrial and Office Realtors®
- AIR - American Industrial Real Estate Association
- NAIOP – National Association of Industrial and Office Professionals

Education

Richard Graduated in 1997 with a B.A. degree in MIS/Finance from the University of Illinois – Champaign Urbana.



Justin Kuehn
Vice President

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Scope of Service

Justin specializes in sales and leasing of single and multi-tenant industrial properties and land suitable for warehousing & distribution, logistics, manufacturing, R & D, aerospace, and cold storage businesses in Southern California's Inland Empire marketplace. Justin is also involved in site acquisition for industrial redevelopment projects and investment sales. Since joining the Lee Chang Group Justin has played a vital role in gathering real time market information through a tenacious street canvassing campaign.

Background & Experience

- Justin joined NAI Capital in March 2015 after finishing his professional baseball career. In his rookie year Justin was involved in closing 22 sale and lease transactions totaling 272,115 Sq.Ft.
- Justin quickly ascended to the Vice President level through hard work, a client focused attitude, and well over 150 sale and lease transactions under his belt. Justin's primary geographical market focus is the West Inland Empire.

Professional Associations & Designations

- AIR - American Industrial Real Estate Association
- NAIOP – National Association of Industrial and Office Professionals

Education


Graduated in 2010 with a Bachelor of Science in Commerce degree (BSC) in Marketing from Santa Clara University – Leavey School of Business

Transaction History

- Sale – 83,104 SF manufacturing facility on 3.64 acres – Ontario, CA
- Lease – 5 Year Renewal 225,000 SF warehouse/distribution building – Ontario, CA
- Lease – 5 Year 92,644 SF warehouse/distribution building – Ontario, CA
- Sale – 32,898 SF warehouse/distribution building – Jurupa Valley, CA
- Sale – 22,990 SF warehouse/distribution building – Mira Loma, CA
- Sale – 55,000 SF multi-tenant industrial business park – Ontario, CA
- Sale – 3.01 acres of raw industrial land – Ontario, CA



Sione Fua
Senior Associate

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Scope of Service

Sione is a Senior Associate with NAI Capital. Sione specializes in the sale, development, and leasing of industrial land sites and logistics warehouses. He is focused in the Inland Empire marketplace with a specific concentration in the “Inland Empire West” area. Sione’s expertise has been in land acquisition and site selection in support of the corporate demand for Logistics Warehouses. He specializes in the structuring and origination of land assemblages for major institutions and private landlords. Sione provides support to the development lifecycle by providing his clients with detailed zoning, entitlement, land use, construction cost proformas as well as facilitate land and building sale negotiations.

Background & Experience

- Sione joined NAI Capital in 2017 as an Associate for the Lee Chang group. As an Associate, he was responsible for lead generation mainly in the Fontana and Rancho Cucamonga marketplace. As a result of his success, Sione was awarded the Dave Powell Rookie of the Year award in 2018. In 2019, Sione was offered a Senior Associate position with the Lee Chang Group. His role on the team is to locate and assemble land sites for major institutions and private owners in the Inland Empire.
- A select list of Clients Include: Valley Kia of Fontana, Ames Construction, Timeless Skincare, Alere Properties, MBK Industrial Properties, Accu-Tac, The Commencement Group.
- Prior to joining NAI Capital, Sione was a professional football player in the National Football League (NFL). He was drafted by the Carolina Panthers Organization in 2011 and played 5 years, including an appearance in the 2014 Super Bowl while playing for the Denver Broncos.
- Sione is married with one child and resides in Los Angeles.

Professional Associations & Designations

- NAIOP – National Association of Industrial and Office Professionals
- AIR – Association of Industrial Realtors, Southern California
- SPIRE – Stanford Professionals in Real Estate

Education

Sione graduated from Stanford University with a B.A. in Science, Technology and Society where he was a 4-year letter winner and captain for the Stanford Football team.

Development Pipeline Report



Development Pipeline Report

INLAND EMPIRE DEVELOPMENT PIPELINE REPORT – AS OF 3Q 2019 – From 100,000 + RSF (26MM SF)

Rialto Fulfillment Center	3520 S Cactus Ave, Bldg 1, Rialto	1,264,102	1Q2020	Panattoni
Prologis West Ontario Center	5051 Carpenter Ave, Bldg 1, Ontario	1,197,339	4Q2019	Prologis
Ontario Ranch Logistics Center	4815 S Hellman Ave, Bldg 1, Ontario	1,180,908	2Q2020	Clarion Partners
Prologis Meridian Distribution Center 2	14800 Innovation Dr, Riverside	1,174,800	4Q2019	Prologis *492k SF Expansion
Alliance Gateway South	1494 Waterman Ave, Bldg 4, San Bernardino	1,032,072	3Q2019	Hillwood
	4375 N Perris Blvd, Perris	1,008,646	1Q2020	Duke Realty
Colony Commerce Center, Phase II	5170 S Archibald Ave, Bldg 9, Ontario	1,000,930	2Q2020	CapRock Partners
Meridian Business Park	NW of Meridian Pkwy and Cactus Ave, Bldg 1, Riverside	880,000	3Q2019	Meridian Park, LLC
Freeway Business Center	2677 E Alessandro Blvd, Moreno Valley	709,081	1Q2020	Oltmans Construction Co
Colony Commerce Center	2221 E Remington Ave, Bldg 2, Ontario	700,280	3Q2019	Caprock Partners
Rider Logistics Center	3350 Redlands Ave, Bldg 3, Perris	643,263	4Q2019	IDI Logistics
Crossroads Logistics Center	1010 W 4th St, Bldg B, Beaumont	640,000	4Q2019	McDonald Property Group
Meridian Business Park	NWC Meridian Pkwy & Cactus Ave, Bldg 2, Riverside	620,000	3Q2019	Meridian Park, LLC
Space Center	11200 Iberia St, Jurupa Valley	606,112	2Q2020	Blackstone/Link
Exeter Alessandro Commerce Center	14063 Brown St, Riverside	596,090	4Q2019	Exeter Property Group
Colony Commerce Center	5331 S Carpenter Ave, Bldg 1, Ontario	589,012	3Q2019	Caprock Partners
Watson Industrial Park	8975 Remington Ave, Chino	566,210	2Q2020	Watson Land Company
Rialto Distribution Center	2455 S Willow Ave, Rialto	525,110	4Q2019	IDI Logistics
Space Center	11100 Iberia St, Jurupa Valley	517,903	2Q2020	Blackstone/Link
Goodman Logistics Center Fontana	10985 Oleander Ave, Bldg 1, Fontana	508,002	3Q2019	Goodman
Rialto Fulfillment Center	12050 Agua Mansa Rd, Bldg 3, Bloomington	505,906	4Q2019	Bridge
Watson Industrial Park Chino	15097 Van Vliet Ave, Chino	505,735	4Q2019	Watson Land Co
Harvill Business Center	20123 Harvill Ave, Perris	423,665	4Q2019	Core5 Industrial Partners
LogistiCenter at Rialto I	1554 N Linden Ave, Rialto	411,330	4Q2019	Dermody Properties
I-10 Valley Logistics Center	855 W Valley Blvd, Rialto	401,106	4Q2019	Liberty Property Trust
Waterman South	SW of Waterman Ave and Orange Show Rd, San Bernardino	391,762	2Q2020	
	15895 Valley Blvd, Fontana	376,910	4Q2019	Seefried Industrial Properties
Columbia Business Park	300 Palmyrita Ave, Bldg 2, Riverside	371,229	1Q2020	Operating Engineers
Dedeaux Sycamore Canyon Park	6075 Lance Dr, Bldg 2, Riverside	361,346	4Q2019	Dedeaux Properties
First Redwood Logistics Center	NW of Santa Ana Ave and Redwood Ave, Bldg 1, Fontana	358,291	1Q2020	First Industrial Realty Trust
Rider Business Center	251 Rider St, Perris	354,810	3Q2019	IDI Logistics
Transwestern Logistics Center San Bernardino II	6010 Cajon Blvd, San Bernardino	332,231	4Q2019	Transwestern Development Company
Shea Center Corona	1160 W Rincon St, Bldg 3, Corona	311,297	3Q2019	Shea Properties
Pacific Freeway Center	13100 Loop Rd, Fontana	310,279	4Q2019	Pacific Industrial
Watson Industrial Park	9129 Remington Ave, Chino	280,790	2Q2020	Watson Land Company

Development Pipeline Report

INLAND EMPIRE DEVELOPMENT PIPELINE REPORT – AS OF 3Q 2019 – From 100,000 + RSF (26MM SF)

South Milliken Distribution Center	2653 S Milliken Ave, Eastvale	275,985	2Q2020	Newcastle
Crossroads Logistics Center	1030 W 4th St, Bldg C, Beaumont	272,260	2Q2019	McDonald Property Group
	2380 Baseline Avenue, Fontana	255,173		Pacific Industrial
Shea Center Corona	1170 W Rincon St, Bldg 1, Corona	231,000	3Q2019	Shea Properties
Pellisier Logistics Center	1901 W Center St, Colton	229,970	4Q2019	Hillwood Investment Properties
Pacific Freeway Center	13200 Loop Rd, Fontana	217,785	4Q2019	Pacific Industrial
The District Business Park	NEC Heacock St & Hemlock Ave, Bldg 1, Moreno Valley	212,680	2Q2020	Xebec
Exeter Alessandro Commerce Center	14663 Brown St, Riverside	212,400	4Q2019	Exeter Property Group
Carson 215 Industrial Park	4564 Redlands Ave, Perris	210,900	2Q2020	Carson Companies
Waterman East	NE of Waterman Ave and Norman Rd, San Bernardino	195,546	2Q2020	Crow Holdings Capital
Shea Center Corona	1150 W Rincon St, Bldg 2, Corona	188,875	3Q2019	Shea Properties
	380 W Markham St, Perris	187,120	3Q2019	CGU Capital Group LLC
Saddle Ranch Business Center	3390 Horseless Carriage Dr, Bldg 1, Norco	158,419	3Q2019	Caprock Partners
Oakmont Renaissance Rialto	NW of Tamarind Ave and Baseline Rd, Rialto	156,500	1Q2020	Oakmont Industrial Group
Park Iowa Commerce Center	1675 W Park Ave, Redlands	153,994	4Q2019	Cabot
Colony Commerce Center, Phase II	5150 S Archibald Ave, Bldg 8, Ontario	142,040	2Q2020	CapRock Partners
Banning Business Center	649-679 W Lincoln St, Banning	142,000		
Oakmont Kadota	10735 Kadota Ave, Montclair	139,000	4Q2019	Oakmont Industrial Group
Colony Commerce Center, Phase II	5100 S Archibald Ave, Bldg 7, Ontario	133,320	2Q2020	CapRock Partners
	21780 Economic Dr, Riverside	124,523	1Q2020	
The District Business Park	NEC of Heacock St and Hemlock Ave, Bldg 3, Moreno Valley	122,693	2Q2020	Xebec
	1850 W Vineyard Ave, Rialto	119,014	3Q2019	Danbe
Colony Commerce Center, Phase II	5050 S Archibald Ave, Bldg 6, Ontario	109,690	2Q2020	CapRock Partners
Chino Hills Commerce Center	15292 Fairfield Ranch Rd, Chino Hills	100,326		



Exhibit A

About NAI Capital / NAI Global



NAI Capital offers a full range of commercial real estate brokerage services to meet the needs of real estate owners, occupants and investors.

With coverage throughout the world, NAI Capital brokerage professionals provide local market knowledge whether you are looking to lease, acquire or dispose of a single property or a portfolio.

Our professionals do more than simply facilitate a transaction. They work closely with clients to assess the ways in which real estate issues relate to—and can contribute to—an organization’s strategic business objectives. To achieve each client’s goals, we tap the experience of our local offices and specialty groups as well as our world-class market research. The unparalleled combination of NAI Capital’s detailed analysis, specialty expertise, extensive properties database and local market knowledge allow our professionals to provide customized solutions that support business and real estate objectives.

At NAI Capital, our goal is to provide clients with the information you need to make informed decisions, seize market opportunities and execute real estate strategies that make sense today as well as long-term. Our professionals are specialists, focusing on one or more of the following property

types: office, industrial, retail, investment, multi-housing and land. Buyers and sellers look to us for a comprehensive approach to transactions. In addition to site selection and sale negotiations, we also provide:

- Comprehensive analysis of real estate needs
- Interpretations of market trends relevant to your initiatives
- Occupancy projections and budgeting
- Assist in identifying debt and/or equity sources

Owners and landlords rely on NAI Capital for value-added brokerage services, including:

- Prospects Qualification
- Recommendations on pricing and positioning for long-term value
- Analysis of the competition and their affect on your business objectives
- Maximization of occupancy levels
- Demand-based project leasing

NAI Capital Property Management is a full service firm providing quality, cost-effective property management to institutional and local owners of real estate. NAI Capital Property Management professionals specialize in their field, and offer solutions that match up with each client’s needs by property type; Retail, Industrial, Office or Medical.

NAI Capital’s Property Management solutions offer Owners strategic advice and an integrated approach to managing their real estate assets by combining transaction, valuation, consulting, investment and property management. We are focused on achieving our client’s objectives. Working closely with each property owner we provide local market expertise and leadership combined with access to a national and global network. With 6,000 professionals in 375 offices around the world, providing property management services to over 1.15 billion SF of space, our reputation for excellence is based on our ability to deliver solutions for companies locally, nationally and globally. Drawing from our best practices, our experts offer a full spectrum of capabilities including:

- Expense Reduction Program
- Tenant Relationship Strategies
- Maintenance and Engineering
- Due Diligence and Property Inspections
- Financial Reporting
- Project Management
- Facilities Management
- Security and Life Safety
- Sustainability
- Consulting
- Due Diligence



NAI Global is the single largest, most powerful commercial real estate firms worldwide.

NAI Global Member firms, leaders in their local markets, are actively managed to work in unison and provide clients with exceptional solutions to their commercial real estate needs. NAI Global operates more than 375 offices strategically located throughout North America, Latin America, Europe and Asian Pacific, with over 6,000 local market professionals managing over 1.15 billion SF of property. NAI Global's capital markets group is a real estate capital markets advisory platform focused on investment sales and debt capital markets.

Our professional, experienced sales and support teams allow us to dominate major, secondary, and tertiary markets worldwide. Our deep understanding of real estate capital market trends, strong investor relationships, efficient platform and market specific property expertise enable timely and efficient transaction closings. Our goal is to execute transactions at the maximum prices and meet clients' deadlines. Our capital markets group successfully sold approximately \$16 billion of office, retail, hotel, industrial, and multifamily properties and loans across all property grades worldwide.

Whether you need to buy, sell, lease, finance, or manage commercial property locally or across North America, Asia, Europe, Latin America and beyond, the NAI Global owner-operated member is your partner. Our teams serve as your point of entry into a world of creative commercial real estate solutions.

Local Market Leadership Globally Connected

Exceptional global commercial real estate solutions begin with local market leadership and expertise. As members of NAI Global's worldwide network of owner-operated, market-leading commercial real estate brokers, our firms are respected community role models that are passionate about our industry. With long successful histories across market cycles, NAI Global members possess seasoned, extraordinarily deep levels of local market knowledge and insights beyond the commoditized data you find elsewhere. This in-depth knowledge, borne from relationships nurtured for generations, gives our members the edge to achieve outstanding results for clients.

As an organization, NAI Global manages this industry-leading integrated platform of support services that yield consistent delivery to clients worldwide. At NAI Global, our global strength is built on our local leadership.

Real estate firms must meet stringent requirements, participate in ongoing performance reviews and guarantee a consistent level of service to become a part of our team.

Our Owner-Members Take Everything Personally, Especially Your Business

Working with owners and their hand-picked teams improves your experience tenfold. You see firsthand the pride they take in their relationship with you and the way they prioritize your business. You feel confident as their success depends on your success. You know how accountable and responsible they are, and you know the professional team working with the owner is motivated by greater opportunity than elsewhere.

Now imagine a network of 175+ brokerage firm owners and their team of 6,000 professionals around the world, all completely committed to your needs and actively working cohesively in your local market or around the world. Our team shares the best ideas with a singular purpose: exceeding your expectations to earn your business again and again. That's NAI Global, our members are preoccupied with your success.

This highly personal and unwavering commitment to excellence can't be duplicated. It is the powerful common thread that runs through all our firms and sets our network apart from the competition.

Tap the Power of Collective Independence

NAI Global firms are owner-operated and independent. That gives them enormous freedom to act quickly and think creatively on your behalf. At the same time, each member maintains instant and total access to market-leading best practices shared by NAI Global member firms.

We call this the Power of Collective Independence. This means independent firms collectively united to achieve extraordinary results for you through creative collaboration and exceptional knowledge only owner-operated firms provide.

The Multinational Company We Keep.

Nike. Ashland Oil. Steelcase. Bombardier. Dow Chemical. Coca-Cola Enterprises. Citibank. These leading corporations and more trust NAI Global member firms for their commercial real estate needs. For more than 30 years, NAI Global members have worked with many of the world's largest multinational corporations.

BRIDGE POINT ONTARIO

ROADMAP TO SUCCESS

Presented by:

Nicholas Chang, CCIM, SIOR
Executive Vice President

Richard Lee, SIOR
Executive Vice President

Justin Kuehn
Vice President

Sione Fua
Senior Associate



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