

Company Profile

COMPANY BACKGROUND

Founded in 1997, Main Street Property Services, Inc. in Castro Valley, California is a premier retail real estate services company providing the highest level of specialized leasing, project positioning, merchandising, development, and tenant representation services for retail property owners, investors, tenants and municipalities throughout Northern California.

By focusing exclusively on retail, Main Street Property Services, Inc. provides clients with a competitive edge by supplying first-hand knowledge of activities and transactions throughout the retail real estate industry.



3569 MT. DIABLO BOULEVARD, LAFAYETTE, CALIFORNIA

Main Street Property Services, Inc. is a hands-on company that involves itself in a project from entitlement to completion of leasing. Responding to the needs of developers, owners, investors and retailers, the company provides a fullrange of services and has established



310 MAIN STREET, PLEASANTON, CALIFORNIA

itself as a leader in leasing and downtown shopping districts and retail projects throughout Northern California.

The primary focus at Main Street Property Services, Inc. is positioning merchandising and leasing downtown retail shopping districts, mixed-use, development as well as community, neighborhood, and lifestyle shopping centers.

Special attention is paid to every detail in the projects represented by the company. Main Street Property Services, Inc. works to establish the best possible merchandise mix for each project creating a selection of retailers that results in increased retail performance.

Main Street's objective is to achieve maximum value for our partners and clients by providing superior long term solutions to retail projects utilizing creative leasing strategies.

PROJECT POSITIONING

The merchandising of any successful center drives the marketing efforts. For this reason, Main Street Property Services, Inc. provides in-depth analysis of a trade area's retail activity, competition, demographics, and psychographics to determine leasing strategies prior to developing a merchandising plan. These steps are crucial to expand the customer base and potential consumer drawing power of retail districts and shopping centers.

With over 25 years of industry experience and successful long-term long-term retailer relationships, develop retailer relationships, Main Street Property Services, Inc. develops merchandising plans and facilitates their implementation beyond the initial leasing process, including an appropriate ongoing action plan.



BEL AIRE PLAZA, NAPA, CALIFORNIA

The discipline to implement the project merchandising plan and create the ultimate merchandise mix, often requires manufacturing a deal.



LA FIESTA SQUARE, LAFAYETTE, CALIFORNIA

Retail experience and landlord roles on properties provides Main Street Property Services, Inc. with the exceptional position to visualize a store and its use prior to speaking with an interested retailer. The company develops relationships with business owners that fit the marketplace and help them in their expansion to make sure a space is leased to the right operator. Committing to the strategic plan shows through our long-term relationships with both property owners and retailers.

Main Street Property Services, Inc. capitalizes on the potential of a retail property with an understanding of its merchandising potential which reflects current trends and market conditions and includes the impact of a leasing strategy on the future value of the property. Real estate knowledge and interpretation of the current retail market provides a competitive advantage to the projects that the company represents.

DEVELOPMENT SERVICES

Main Street Property Services, Inc. provides a full range of development services for shopping environments. The company's specialty lies in identifying underutilized properties with greater retail merchandising opportunity and creating development strategies which maximizes the potential of the site. Main Street Property Services, Inc. pays attention to specific physical changes and consistent application of retail principles promoting the best re-tenanting efforts. Achieving the optimum sales performance maximizes the value of each project.



FIESTA LANE, LAFAYETTE, CALIFORNIA



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Main Street Property Services, Inc. is a partner in several downtown retail projects. As a development partner with Main Street Pleasanton, LLC, and Main Street, II, Main Street Property Services, Inc. successfully rebuilt and re-merchandised two city blocks in downtown Pleasanton. As a direct result of Main Street Property Services, Inc.'s involvement and careful supervision of architectural design, construction, and proforma development, the Main Street Pleasanton projects have exceeded the goals and expectations of the partnership.

Main Street Property Services, Inc.'s development responsibilities include: acquisition entitlement of new developments and redeveloped properties, coordination with architectural and construction management, proforma development, tenant improvement, management, merchandising, leasing, and property management.

PROPERTY MANAGEMENT

Main Street Property Services, Inc. has the expertise to conceive and develop long and short-term strategies and solutions to ensure asset preservation. The company's experienced property management team is dedicated to executing these plans. The primary goal is to work to enhance the value of each asset through pro-active, hands-on management; strategic property repositioning and construction management, timely and accurate financial reporting, structured to fit each individual owner's specific needs delivered to Main Street Property Services, Inc. clients and partners.



PARK PLAZA SHOPS, LAFAYETTE, CALIFORNIA

Main Street Property Services, Inc. facilitates a seamless link between development, leasing and ownership, providing a conduit for information and results. The added advantage is immediate access to both leasing and development, with availability to specialists in these divisions.



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This access enables Main Street Property Services, Inc. to operate with seamless communication, timely coordination, and immediate responsiveness to owners and retailers. The overall result is the ability to deliver superior service, thus maximizing the value of the assets in the property portfolio.

Main Street Property Services, Inc.'s experienced property managers and administrators have a direct hands-on approach. The company has a reputation for putting quality performance first, ensuring each property receives outstanding service and the best value from its vendors. A personalized management style makes Main Street Property Services, Inc. readily available and responsive to tenants and their needs.

RETAILER RELATIONSHIPS

Main Street Property Services, Inc. identifies market trends and uses them to create and implement strategies for retail properties by blending experience and ongoing retailer relationships.

Main Street Property Services, Inc. has been helping dynamic retailers expand since its inception. In 1997, Principal involvement, individual attention, and an in-depth understanding of the retail industry gives Main Street Property Services, Inc. an advantage over other leasing companies. Represented by the firm, Main Street Property Services, Inc. consults with retailers to devise strategic business plans. Acting as a retail partner, the company assists with building store design, and merchandise mix.



FLORET, LAFAYETTE, CALIFORNIA

Providing more than an evaluation of current market conditions to expanding retailers, the company identifies retail trends which may help position our clients above their competitors.



BOBA GUYS, SAN FRANCISCO, CALIFORNIA

Working to clearly understand the client and their competition, Main Street Property Services, Inc. creatively and effectively market their concept and provide the best options for available site selection in the market. In addition to site selection, Main Street Property Services, Inc. educates Landlords about the potential of expanding retail businesses and emerging trends, which favorably reinforces the position of the retailers.

Main Street Property Services, Inc. prides itself on testimonials from retail prospects represented by the company, as well as retailers that we have represented at the projects leased by the company. Prosperous retailers beget successful retail projects. Main Street Property Services, Inc.'s success lies in the creation of both.

PROJECT CONSULTING

In addition to its traditional leasing, management, and redevelopment activities, Main Street Property Services, Inc. also provides specialized consulting services to municipalities. These services are focused on upgrading underperforming retail trade areas that lack a critical mass of quality retail. This is done through the creation of a new project or trade area identity while being sure to maintain the City's objectives by keeping their best interest in mind. Main Street Property Services, Inc. has developed a successful track record in attracting quality retailers that ensure a project or trade area's long-term success.



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FIESTA LANE, LAFAYETTE, CALIFORNIA

The new identity is then used to attract the highest quality retail tenants possible. Through project positioning, aggressive marketing campaigns, public relations, and proper tenant evaluation.

Main Street Property Services, Inc. includes the following in its scope of municipality consulting services to ensure the highest level of success for retail tenants: Application of shopping center business principles and best practices to retail streets and districts.

Education of property owners, government officials, retailers, and restaurants on the benefits of adhering to a retail business plan.

Development of a merchandising plan and prospective tenant list specific to each project/ trade area's potential and position.

Recruitment of restaurants and retailers appropriate for the project/trade area's location and status.

Coordination of all forms of project/trade area marketing; including consumer marketing to enforce the image and perception established for the project.

These types of services frequently act as the revitalization catalyst to improve the quality of retail tenancy not only in the subject project/trade area but also in surrounding retail properties. The result is enhanced retail property values throughout the subject area with a noticeable increase in retail sales and corresponding revenue.

Partial List of Tenants with Which We Have Executed Successful Lease Transactions.

Whole Foods Yogurt Shack Pippen Hill Cold Stone Creamery Hollywood Video Sharp Bicycle Francesca's Collection Jamba Juice Peet's Coffee and Tea Hallmark Roundtable Pizza United States Post Office Opes Advisory O'Brien Land Company Umpqua Bank Sift Mocha Lisa Noah's Bagels Pure Barre RadioShack **Baskin Robbins** Starbucks Coffee Wolf Camera Great Clips High Tech Burrito Sonoma Valley Bagel Co. Postal Annex McDonald's Juice Time Strings Restaurant CECocolat RFLORE Lavande Spa Red Wagon Sumbody Copeland's Sports Swav Elisa Wen Yankee Pier Jos A. Bank Arizmendi Food Co. International Interiors

Sweet Tooth Candies Chow Entourage Salon & Spa Duchess Boutique Alliance Title Prometrics A Child's Delight Pasta Cuisine **Bittersweet Chocolates** Bank of America Juice Appeal La Salsa President Tuxedo **Cattails Gallery** Togos Rocky Mountain Chocolate Factory Ritz Camera General Nutrition Centers Whole Grain Bread Company **Crescent Jewelers** Mail Boxes, Etc. Chili Up! Kinko's Take 5 Newsstand Misto Lino Art & Science of Eyewear Countrywide Mortgage Una Mas Keva Juice Naan and Curry Parada Pier One Sideboard Heritage Eats Patrizia Marrone Vitality Bowls Guitar Center VORLD MARKE M Clothing omodoro Cafe Esin Cost Plus Egghead Software KinderCare

Partial List of Tenants with Which We Have **Executed Successful Lease Transactions. (cont'd)**

HELLA

BOBA GU

Federal Express Healthrider Chico's Staples CANNER Walgreens The Cooperage Sweet Tomatoes Ben & Jerry's Amphora Nueva Powell's Sweet Shoppe Imaginarium A Day in the Country Lucv Zoom Room House of Bagels Panama Bay Coffee Co. Tomatina Happy Trails RE/Maxx Chinese New Age Express Firewood Cafe The Flower Garden Koo Koo Roo California Kitchen Stacey's Cafe A.G. Ferrari Fine Foods Books Inc. Dog Bone Alley Pans on Fire **Bloom Fusion** 18 | 8 Mens Salon T-Møbile Yo Belle **Bollinger Nail Salon** Amaranta Fleet Feet Copperfield's Books Men's Wearhouse Fountain Cafe Clocks, Etc. Papyrus Diablo Books **Beyond Flowers**

Cotton and Company Manrico Cashmere Nekter 🙌 Left Bank Pasta Pomodoro Zao Noodle Bar KITCHEN & TAP Sunrise Mountain Sports The Hop Grenade Tully's Coffee Nitro Dog Chipotle Metro PCS Matsu Hot Italian Impressions Floral Gallery Fidelity Title Olive Pendleton Pure Beauty Pharmaca E.J. Phair Restaurant & Alehouse BarBersO Toscana Ristorante Teacake Bake Shop Color Me Mine Paradise Foods Joe & the Juice Rocket Fizz Cannery Kitchen & Tap ENHI Castro Valley Natural Grocery Seven Hills Baking Co. Udon Time Niku Steakhouse The Butcher Shop by Niku Steakhouse Boba Guys **Truly Mediterranean** The District Barbers Gobi BBQ tomatina Potrero Hill Dental Street Taco El Pipila Pizza Squared

Partial List of Retail Projects Successfully Represented by Main Street Property Services, Inc.

1 Henry Adams San Francisco, California GLA: 13,140 square feet

234 Main Street Pleasanton, California GLA: 4,840 square feet

300/310 Main Street Pleasanton, California GLA: 13,691 square feet

349 Main Street Pleasanton, California GLA: 12,662 square feet

3200 College Avenue Oakland, California GLA: 18,000 square feet

402 Railroad Avenue Danville, California GLA: 5,000 square feet

855 Brannan San Francisco, California GLA: 22,124 square feet

Avalon Walnut Creek Walnut Creek, California GLA: 40,000 square feet

Bel Aire Plaza Napa, California GLA: 260,000 square feet

The Clocktower Lafayette, California GLA: 26,000 square feet

Downtown Pleasant Hill Pleasant Hill, California GLA: 340,000 square feet

Fiesta Lane Lafayette, California GLA: 12,000 square feet Gilman Village Berkeley, California GLA: 38,000 square feet

Jack London Square Oakland, California GLA: 210,000 square feet

La Fiesta Square Lafayette, California GLA: 70,000 square feet

Lafayette Mercantile Lafayette, California GLA: 23,000 square feet

Lakeshore Plaza San Francisco, California GLA: 172,000

Main Street Plaza Walnut Creek, California GLA: 160,000 square feet

The Marketplace at San Ramon San Ramon, California GLA: 166,585 square feet

Orinda Theatre Square Orinda, California GLA: 87,000 square feet

Pacheco Plaza Novato, California GLA: 73,000 square feet

Park and Central Alameda, California GLA: 40,000 square feet

Park Plaza Shops Lafayette, California GLA: 8,000 square feet

Parc on Powell Emeryville, California GLA: 13,681 square feet Pleasant Hill Center Pleasant Hill, California GLA: 234,000 square feet

Potrero 1010 San Francisco, California GLA: 21,625 square feet

The Promenade Emeryville, California GLA: 11,500 square feet

The Public Market Emeryville, California GLA: 260,000 square feet

Red Hill Shopping Center San Anselmo, California GLA: 97,000 square feet

The Rose Garden Danville, California GLA: 48,550 square feet

Salvio Pacheco Square Concord, California GLA: 37,000 square feet

Shops at Todos Santos Plaza Concord, California GLA: 30,096 square feet

Silverado Plaza Napa, California GLA: 84,000 square feet

The Riverfront Napa, California GLA: 42,000 square feet

Three Ygnacio Center Walnut Creek, California GLA: 160,000 square feet

Ygnacio Plaza Walnut Creek, California GLA: 110,000 square feet

CRAIG SEMMELMEYER Principal

Craig Semmelmeyer is Founder and Principal of Main Street Property Services, Inc. As Principal and Founder of Main Street Property Services, Inc. Mr. Semmelmeyer acts as development partner and leasing agent on downtown properties and shopping centers throughout the San Francisco Bay Area. Property owners, developers, municipalities and retailers alike seek his ability to provide retail solutions which respond to the marketplace and the needs of the communities which they serve.

In addition to providing leasing strategies to property owners and developers, Mr. Semmelmeyer has consulted on the development and remerchandising of retail projects for institutional clients such as AMB Property Company,, Branagh Development, Burnham Pacific, Bay 511 Corporation, Prudential, The Yarmouth Group, Bramalea U.S. Properties, The Clorox Company, Kemper Real Estate Management, United Bank of Switzerland, The Cortese Investment Company, Oakland Portside Associates, and the RREEF Funds. In addition to his work with property owners, he has also worked representing retail properties, some of which include The Castro Valley Marketplace, Castro Valley; The Public Market, Emeryville; Oakland City Center, Oakland; The Marketplace at San Ramon, San Ramon; Ygnacio Plaza, Walnut Creek; Tassajara Crossing, Danville; Crocker Galleria, San Francisco; Riverpark Square, Spokane, Washington; Downtown Pleasant Hill, Pleasant Hill; Lakeshore Plaza, San Francisco; Bel Aire Plaza, Napa; La Fiesta Square, Lafayette and Salvio Pacheco Square at Todos Santos Plaza in Downtown Concord.

Mr. Semmelmeyer's contributions extend beyond the leasing of new and redeveloped projects and include the overall remerchandising and repositioning of projects throughout Northern California.

In his capacity as Principal of Main Street Property Services, Inc. Mr. Semmelmeyer directs all company development efforts. Mr. Semmelmeyer's responsibilities included acquisition entitlement of new and redeveloped properties, coordination with architectural and construction contractors, merchandising, leasing and property management.

Along with directing the company's development efforts and providing site selection and lease negotiation services, Mr. Semmelmeyer evaluates market conditions, trends, and competition to help growing retailers.

Prior to founding Main Street Property Services, Inc. in 1997, Mr. Semmelmeyer was a retail leasing specialist in the San Francisco headquarters of Terranomics Retail Services for five years. His ongoing commitment to the retail real estate industry is reflected in his role as speaker for various audiences. Mr. Semmelmeyer is an active member of the International Council of Shopping Centers and has also served as a member of the Northern California Program Committee for ICSC which directs all programming efforts at the state level for the 40,000 member trade association.

VICTOR AMPORNDANAI

Victor Amporndanai is the Property Administrator at Main Street Property Services, Inc. He is responsible for all operational and administrative. He has extensive experience managing different aspects of commercial real estate projects, specifically restaurants including Thai Fine Dining, American Breakfast and Vietnamese Casual Service. His industry knowledge is a key factor which enables him to manage the operational and support needs of the broker, agents, clients and staff optimally.

In addition to his role at Main Street Property Services, Mr. Amporndanai is also the Founder and Managing Partner of two restaurants in San Francisco; Mr. East Kitchen, and Tycoon Kitchen. Some of his most notable achievements include managing Hollywood Café from 2016-2018 and assisting with the acquisition of Velo Rouge Café.

Mr. Amporndanai's previous experience includes assisting clients at Mason McDuffie with acquiring small businesses, restaurants and cafés in the competitive San Francisco market, so he is a natural in his consequential role in such a fast-paced commercial real estate office with numerous responsibilities.

After moving from San Francisco to the East Bay, Mr. Amporndanai was excited to discover Main Street Property Services, Inc. as a thriving, locally based company that would allow him to utilize his unique set of skills and commercial real estate experience in a challenging and rewarding environment.

Mr. Amporndanai received his California real estate license in 2013, at which time he also joined the California Association of Business Brokers. He earned a Bachelor of Arts Degree in Architecture from Chulalongkorn University in Thailand and architectural license in Bangkok in 2008. Mr. Amporndanai is an active member of the International Council of Shopping Centers.

CHARON SEMMELMEYER

Charon Semmelmeyer is the Office Manager for Main Street Property Services, Inc. As the office manager, Charon uses her keen organizational skills and personable demeanor to maintain the Human Resource files as well as conduct quintessential employee orientation and training. Due to her exemplary ability to multi-task, Mrs. Semmelmeyer provides reinforcement to all departments as needed.

Mrs. Semmelmeyer is instrumental in the coordination and administration of corporate accounting for Main Street Property Services, Inc., including payroll production. She is also responsible for handling the accounts payable and accounts receivable for the corporate accounts.

Mrs. Semmelmeyer is highly skilled in Lease preparation and documentation and provides valuable assistance to the Property Management Department. Mrs. Semmelmeyer oversees all compliance and maintenance of corporate, management, and tenant files. She is the primary support to the principal of Main Street Property Services, Inc., the property administrator, and the leasing team.

In addition to her human resource duties, Mrs. Semmelmeyer oversees all office management and is responsible for completing business statements and corporate forms from the State of California.

Mrs. Semmelmeyer is proficient in Excel, and Quickbooks. She has been an essential employee at Main Street Property Services, Inc. since 1999.

