

# WOLFF URBAN DEVELOPMENT, LLC

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REAL ESTATE INVESTMENT GROUP

## OVERVIEW

Wolff Urban Development, LLC is a leading private real estate and select business investment opportunity organization that invests in and develops commercial urban real estate, professional sports activities, luxury hotel and resort properties, hotel management companies, and hospitality related assets. Wolff Urban Development, LLC has consistently produced attractive investment returns by capitalizing on its principals' extensive industry experience, adhering to strict acquisition criteria, and engaging in active asset management of its portfolio assets.



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## COMPANY PROFILE

Wolff Urban Development, LLC and its predecessor company, Wolff Sesnon Butterly, are privately held investment and real estate companies engaged in the acquisition, development and management of select real estate projects and select business opportunities. Since 1968, Wolff Sesnon Butterly and its principals have developed over 4,000,000 square feet of urban real estate including office, hotel, retail, town-home and commercial parking properties.

The philosophy of the firm is based on the belief that successful real estate and business investing is best accomplished with limited delegation, direct principal involvement, and the injection of company equity. Wolff Urban Development is a recognized participant in numerous public/private real estate endeavors directed at increasing the tax base, employment base, and positive identity of urban municipalities and jurisdictions. Wolff Urban Development is actively engaged in real estate and hotel acquisition, development, investment, asset management, and public/private partnerships concentrating on community responsive projects.

An experienced staff of business professionals directs the firm's activities which include operating business investment and acquisition, land and improved property acquisition, land use entitlement, commercial and multi-family residential development, construction management, property management, property disposition and portfolio/asset management. Selected key personnel undertake value added assignments and participate in the positive results of their entrepreneurial efforts.

In 1991, the principals of Wolff Urban Development established Maritz, Wolff & Co. with its partner Philip Maritz. Wolff and its private investor base have acquired over \$1,800,000,000 in luxury hotel properties since its inception. These hotel properties are operated under the Four Seasons, Ritz-Carlton, Fairmont, and Rosewood brands. In addition to its hotel ownership positions, the company also has held significant

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ownership interests in the Fairmont and Rosewood hotel management companies.

## PORTFOLIO

### HOTELS



THE CARLYLE, NEW YORK  
Address: 35 East 76th Street, New York, NY  
Stories: 35  
Year Built: 1930  
Guest Rooms: 180  
Residences: 65  
Meeting Space: 3,861 sqft  
AAA Rating: 4 Diamonds  
Management: Rosewood Hotels  
Year Acquired: 2001  
Year Sold: 2011  
[www.rosewoodhotels.com](http://www.rosewoodhotels.com)



PARK HYATT, SYDNEY  
Address: 7 Hickson Road  
The Rocks, Sydney, Australia  
Stories: 4  
Year Built: 1990  
Guest Rooms: 158  
Meeting Space: 3,727 sqft  
AAA Rating: 4 Diamonds  
Management: Hyatt Hotels  
Year Acquired: 2000  
Year Sold: 2003  
[www.hyatt.com](http://www.hyatt.com)



FAIRMONT SAN FRANCISCO  
Address: 950 Mason Street, San Francisco, CA  
Stories: 24  
Year Built: 1907  
Guest Rooms: 596  
Meeting Space: 60,000 sqft  
AAA Rating: 5 Diamonds  
Management: Fairmont  
Year Acquired: 1998  
Year Sold: 2012  
[www.fairmont.com](http://www.fairmont.com)

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**FAIRMONT SAN JOSE**  
Address: 170 South Market Street, San Jose, CA  
Stories: 17  
Year Built: 1985  
Guest Rooms: 541  
Meeting Space: 40,000 sqft  
AAA Rating: 4 Diamonds  
Management: Fairmont  
Year Acquired: 1996  
[www.fairmont.com](http://www.fairmont.com)



**FAIRMONT NEW ORLEANS**  
Address: 123 Baronne Street, New Orleans, LA  
Stories: 12  
Year Built: 1901  
Guest Rooms: 700  
Meeting Space: 50,000 sqft  
AAA Rating: 3 Diamonds  
Management: Fairmont  
Year Acquired: 1998  
Year Sold: 2007  
[www.fairmont.com](http://www.fairmont.com)



**FAIRMONT DALLAS**  
Address: 1717 North Akard Street, Dallas, TX  
Stories: 25  
Year Built: 1969  
Guest Rooms: 550  
Meeting Space: 60,000 sqft  
AAA Rating: 4 Diamonds  
Management: Fairmont  
Year Acquired: 1998  
Year Sold: 2006  
[www.fairmont.com](http://www.fairmont.com)



**FAIRMONT SANTA MONICA**  
Address: 101 Wilshire Boulevard, Santa Monica, CA  
Stories: 9  
Year Built: NA  
Guest Rooms: 301  
Meeting Space: 20,000 sqft  
AAA Rating: 4 Diamonds  
Management: Sheraton  
Year Acquired: 1999  
Year Sold: 2007  
[www.fairmont.com](http://www.fairmont.com)

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**FAIRMONT KANSAS CITY**  
Address: 401 Ward Parkway, Kansas City, MO  
Stories: 12  
Year Built: 1990  
Guest Rooms: 366  
Meeting Space: 22,500 sqft  
AAA Rating: 4 Diamonds  
Management: Fairmont  
Year Acquired: 1999  
Year Sold: 2006  
[www.fairmont.com](http://www.fairmont.com)



**THE RITZ CARLTON, ST. LOUIS**  
Address: 100 Carondele Plaza, St. Louis, MO  
Stories: 17  
Year Built: 1990  
Guest Rooms: 300  
Meeting Space: 40,000 sqft  
AAA Rating: 4 Diamonds  
Management: Ritz Carlton  
Year Acquired: 1994  
Year Sold: 2012  
[www.ritzcarlton.com](http://www.ritzcarlton.com)



**FOUR SEASONS SANTA BARBARA**  
Address: 1260 Channel Drive, Santa Barbara, CA  
Stories: 4  
Year Built: 1990  
Guest Rooms: 234  
Meeting Space: 16,000 sqft  
AAA Rating: 4 Diamonds  
Management: Four Seasons  
Year Acquired: 1995  
Year Sold: 2000  
[www.fourseasons.com](http://www.fourseasons.com)



**PARK HYATT AVIARA RESORT**  
Address: 7100 Four Seasons Point, Carlsbad, CA  
Stories: 5  
Year Built: 1990  
Guest Rooms: 331  
Meeting Space: 11,790 sqft  
AAA Rating: 4 Diamonds  
Management: Four Seasons  
Year Acquired: 1996  
[www.fourseasons.com](http://www.fourseasons.com)

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**FOUR SEASONS AVIARA TIMESHARE**  
Address: 7100 Four Seasons Point, Carlsbad, CA  
Stories: 5  
Year Built: 1997  
Units: 240 Villas  
Management: Four Seasons  
Year Acquired: 1997  
[www.fourseasons.com](http://www.fourseasons.com)



**FOUR SEASONS NEVIS**  
Address: Pinneys Beach, Nevis, Caribbean  
Stories: 2  
Year Built: 1990  
Guest Rooms: 196  
Meeting Space: 5,000 sqft  
AAA Rating: 4 Diamonds  
Management: Four Seasons  
Year Acquired: 1996  
Year Sold: 2010  
[www.fourseasons.com](http://www.fourseasons.com)



**FOUR SEASONS AUSTIN**  
Address: 98 San Jacinto Boulevard, Austin, TX  
Stories: 9  
Year Built: 1990  
Guest Rooms: 292  
Meeting Space: 15,000 sqft  
AAA Rating: 4 Diamonds  
Management: Four Seasons  
Year Acquired: 1994  
Year Sold: 2006  
[www.fourseasons.com](http://www.fourseasons.com)



**FOUR SEASONS TORONTO**  
Address: 21 Avenue Road, Toronto, Canada  
Stories: 32  
Year Built: 1990  
Guest Rooms: 381  
Meeting Space: 21,800 sqft  
AAA Rating: 4 Diamonds  
Management: Four Seasons  
Year Acquired: 1996  
Year Sold: 2005  
[www.fourseasons.com](http://www.fourseasons.com)

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**FOUR SEASONS HOUSTON**  
Address: 1300 Lamar Street, Houston, TX  
Stories: 30  
Year Built: 1982  
Guest Rooms: 399  
Meeting Space: 19,000 sqft  
AAA Rating: 4 Diamonds  
Management: Four Seasons  
Year Acquired: 2000  
Year Sold: 2013  
[www.fourseasons.com](http://www.fourseasons.com)



**MANSION ON TURTLE CREEK, DALLAS**  
Address: 2821 Turtle Creek Boulevard, Dallas, TX  
Stories: 5  
Year Built: 1990  
Guest Rooms: 141  
Meeting Space: 7,000 sqft  
AAA Rating: 5 Diamonds  
Management: Rosewood Hotels  
Year Acquired: 1997  
Year Sold: 2011  
[www.rosewoodhotels.com](http://www.rosewoodhotels.com)



**HOTEL CRESCENT COURT DALLAS**  
Address: 400 Crescent Court, Dallas, TX  
Stories: 7  
Year Built: 1985  
Guest Rooms: 218  
Meeting Space: 13,633 sqft  
AAA Rating: 5 Diamonds  
Management: Rosewood Hotels  
Year Acquired: 1996  
Year Sold: 2002  
[www.rosewoodhotels.com](http://www.rosewoodhotels.com)



**LITTLE DIX BAY, BVI**  
Address: Virgin Gorda, British Virgin Islands  
Stories: 1  
Year Built: 1964  
Guest Rooms: 96  
Meeting Space: 500 sqft  
AAA Rating: 5 Diamonds  
Management: Rosewood Hotels  
Year Acquired: 1998  
Year Sold: 2011  
[www.rosewoodhotels.com](http://www.rosewoodhotels.com)

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**TORONTO SKYDOME HOTEL**  
Address: SkyDome Way, Toronto, Canada  
Stories: 11  
Year Built: 1989  
Guest Rooms: 346  
Meeting Space: NA  
AAA Rating: 4 Diamonds  
Management: Canadian Pacific  
Year Acquired: 1999  
Year Sold: 2000  
[www.skydome.com](http://www.skydome.com)



**HILTON AND TOWERS, SAN JOSE**  
Address: 300 Almaden Boulevard, San Jose, CA  
Stories: 17  
Year Built: 1992  
Year Sold: 2007  
Guest Rooms: 355  
Meeting Space: 7,800 sqft  
AAA Rating: 4 Diamonds  
Management: Wolff Urban Development  
[www.hilton.com](http://www.hilton.com)



**BURBANK HILTON**  
Buildings: 2  
Address: 2500 Hollywood Way, Burbank, CA  
Stories: 9/8  
Year Built: 1982/1991  
Guest Rooms: 500  
Meeting Space: 50,000 sqft  
AAA Rating: 3 Diamonds  
Management: Wolff Urban Development  
Year Sold: 1998  
[www.hilton.com](http://www.hilton.com)



**BURBANK HILTON CONVENTION CENTER**  
Address: 2500 Hollywood Way, Burbank, CA  
Buildings: 1  
Stories: 1  
Year Built: 1991  
Guest Rooms: NA  
Meeting Space: 50,000 sqft  
AAA Rating: 3 Diamonds  
Management: Wolff Urban Development  
Year Sold: 1998  
[www.hilton.com](http://www.hilton.com)

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MARRIOTT COURTYARD NEW ORLEANS  
Address: 300 Julia Street, New Orleans, LA  
Stories: 5  
Year Built: 1997  
Guest Rooms: 202  
Meeting Space: 2,584 sqft  
AAA Rating: 3 Diamonds  
Management: Marriott  
Year Acquired: 1997  
Year Sold: 2013  
[www.marriott.com](http://www.marriott.com)



MARRIOTT COURTYARD SHERMAN OAKS  
Address: 15433 Ventura Blvd., Sherman Oaks, CA  
Stories: 14  
Year Built: 1968  
Year Remodeled: 2004  
Guest Rooms: 213  
Meeting Space: 15,000 sqft  
AAA Rating: 3 Diamonds  
Management: Wolff Urban Development  
Year Acquired: 2002  
[www.marriott.com](http://www.marriott.com)



HOLIDAY INN SAN JOSE  
Address: 282 Almaden Boulevard, San Jose, CA  
Stories: 8  
Year Built: 1974  
Guest Rooms: 240  
Meeting Space: 7,800 sqft  
AAA Rating: 3 Diamonds  
Management: Wolff Urban Development  
Year Sold: 1996  
[www.holidayinn.com](http://www.holidayinn.com)



HOLIDAY INN LA MIRADA  
Address: 14299 Firestone Boulevard, La Mirada, CA  
Stories: 8  
Year Built: 1984  
Guest Rooms: 300  
Meeting Space: 10,000 sqft  
AAA Rating: 3 Diamonds  
Management: Wolff Urban Development  
Year Sold: 1997  
[www.holidayinn.com](http://www.holidayinn.com)

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HOLIDAY INN MILPITAS  
Address: 777 Bellview Boulevard, Milpitas, CA  
Stories: 8  
Year Built: 1984  
Guest Rooms: 305  
Meeting Space: 6,277sqft  
AAA Rating: 3 Diamonds  
Management: Wolff Urban Development  
Year Sold: 1997  
[www.holidayinn.com](http://www.holidayinn.com)



GARDEN COURT HOTEL, PALO ALTO  
Address: 5120 Cowper Street, Palo Alto, CA  
Stories: 3  
Year Built: 1997  
Guest Rooms: 30  
Meeting Space: NA  
AAA Rating: 4 Diamonds  
Management: Garden Court  
Year Acquired: 1997  
Year Sold: 2006  
[www.gardencourt.com](http://www.gardencourt.com)



INN OF THE ANASAZI  
Address: 113 Washington Avenue, Santa Fe, NM  
Stories: 3  
Year Build: 1991  
Guest Rooms: 57  
Meeting Space: 1,118 sqft  
AAA Rating: 4  
Management: Rosewood  
Year Acquired: 2005  
Year Sold: 2011  
[www.rosewoodhotels.com](http://www.rosewoodhotels.com)



MARRIOTT SPRINGHILL SUITES, BOSSIER CITY, LA  
Address: 8010 E. Texas Street, Bossier City, LA  
Stories: 4  
Year Built: 2008  
Guest Rooms: 150  
Meeting Space: 250 sqft  
AAA Rating: 3 Diamonds  
Management: Wolff Urban  
[www.marriott.com/shvsh](http://www.marriott.com/shvsh)

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PROPERTY: HYATT PLACE PHOENIX/MESA, MESA, AZ

Address: 1422 West Bass Pro Drive, Mesa, AZ

Stories: 4

Year Built: 2009

Guest Rooms: 152

Meeting Space: 1,300 sqft

AAA Rating: 3 Diamonds

Management: Wolff Urban

<http://phoenixmesa.place.hyatt.com/hyatt/hotels/place/index.jsp>

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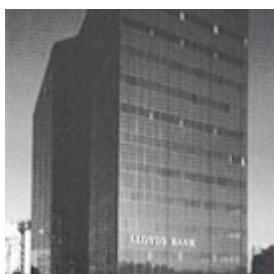
## OFFICES



**GOLDEN TRIANGLE OFFICE CENTER**  
Address: 1000 Park Center Plaza, San Jose, CA  
Asset Type: Office  
Stories: 4  
Square Footage: 520,000  
Year Built: 1986  
Construction: Steel & Glass  
Parking: 1,600 Stalls  
Year Sold: 1987



**MITSUI MANUFACTURERS BANK**  
Address: 150 Almaden Boulevard, San Jose, CA  
Asset Type: Office  
Stories: 15  
Square Footage: 201,000  
Year Built: 1985  
Construction: Steel & Granite  
Parking: 600 Stalls  
Year Sold: 1987



**LLOYDS BANK BUILDING**  
Address: One Almaden Boulevard, San Jose, CA  
Asset Type: Office  
Stories: 12  
Square Footage: 162,000  
Year Built: 1980  
Construction: Steel & Glass  
Parking: 480 Stalls



**BANK OF AMERICA BUILDING**  
Address: 101 Park Center Plaza, San Jose, CA  
Asset Type: Office  
Stories: 13  
Square Footage: 162,000  
Year Built: 1971  
Construction: Concrete  
Parking: 500 Stalls  
Year Sold: 1972

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### 55 ALMADEN BUILDING

Address: 55 Almaden Boulevard, San Jose, CA  
Asset Type: Office  
Stories: 8  
Square Footage: 142,000  
Year Built: 1981  
Construction: Steel  
Parking: 450 Stalls



### 100 PARK CENTER PLAZA

Address: 100 Park Center Plaza, San Jose, CA  
Asset Type: Office  
Stories: 5  
Square Footage: 137,000  
Year Built: 1971  
Construction: Concrete  
Parking: 600 Stalls  
Year Sold: 1985



### FORESTON TRENDS HEADQUARTERS

Address: 1983 W. Via Playa St., Long Beach, CA  
Asset Type: Office  
Stories: 1  
Square Footage: 125,000  
Year Built: 1994  
Construction: Concrete  
Role: Construction Management  
Parking: 375 Stalls



### UNION BANK BUILDING

Address: 99 Almaden Boulevard, San Jose, CA  
Asset Type: Office  
Stories: 10  
Square Footage: 120,000  
Year Built: 1979  
Year Sold: 2006  
Construction: Steel & Glass  
Parking: 360 Stalls

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PACIFIC GAS & ELECTRIC BUILDING  
Address: 111 Almaden Boulevard, San Jose, CA  
Asset Type: Office  
Stories: 8  
Square Footage: 100,000  
Year Built: 1975  
Construction: Steel & Concrete  
Parking: 120 Stalls  
Year Sold: 1975



TAFT ENTERTAINMENT CENTER  
Address: 6000 Ventura Boulevard, Los Angeles, CA  
Asset Type: Multi-Tenant Office  
Stories: 5  
Square Footage: 100,000  
Year Built: 1987  
Construction: Steel & Granite  
Parking: 400 Stalls  
Year Sold: 1993



BURBANK CENTER OFFICE BUILDING  
Address: 2550 Hollywood Way, Burbank, CA  
Asset Type: Office  
Stories: 6  
Square Footage: 91,000  
Year Built: 1981  
Year Sold: 1999  
Construction: Steel & Glass  
Parking: 300 Stalls



WELLS FARGO BANK BUILDING  
Address: 121 Park Center Plaza, San Jose, CA  
Asset Type: Office  
Stories: 9  
Square Footage: 88,000  
Year Built: 1970  
Construction: Steel & Concrete  
Parking: 270 Stalls  
Year Sold: 1970

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### 4640 LANKERSHIM BUILDING

Address: 4640 Lankershim Blvd., Los Angeles, CA

Asset Type: Office

Stories: 6

Square Footage: 75,000

Year Built: 1983

Construction: Steel & Glass

Parking: 210 Stalls

Year Sold: 1998



### PASADENA PLAZA CENTER

Address: 1000 Colorado Boulevard, Pasadena, CA

Asset Type: Office

Stories: 3

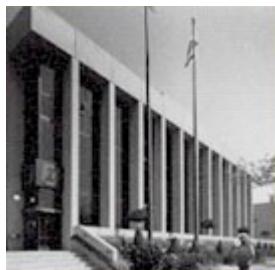
Square Footage: 64,000

Year Built: 1979

Construction: Steel & Glass

Parking: 190 Stalls

Year Sold: 1988



### FIRST INTERSTATE BANK BUILDING

Address: 177 Park Avenue, San Jose, CA

Asset Type: Office

Stories: 3

Square Footage: 38,000

Year Built: 1973

Construction: Concrete

Parking: 120 Stalls

Year Sold: 1999



### SUPERIOR COURT BUILDING

Address: 170 Park Center Plaza, San Jose, CA

Asset Type: Office

Stories: 3

Square Footage: 30,000

Year Built: 1973

Construction: Concrete

Parking: 90 Stalls

Year Sold: 1985

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## REAL ESTATE INVESTMENT GROUP



**DAI-ICHI KANGYO BANK BUILDING**  
Address: 190 Park Center Plaza, San Jose, CA  
Asset Type: Office  
Stories: 2  
Square Footage: 27,000  
Year Built: 1976  
Construction: Steel  
Parking: 90 Stalls  
Year Sold: 1985



**SECURITY PACIFIC NATIONAL BANK**  
Address: 195 Almaden Boulevard, San Jose, CA  
Asset Type: Office  
Stories: 2  
Square Footage: 25,000  
Year Built: 1974  
Construction: Steel & Granite  
Parking: 75 Stalls  
Year Sold: 1974



**GOLDEN STATE SANWA BANK**  
Address: 220 Almaden Boulevard, San Jose, CA  
Asset Type: Office  
Stories: 2  
Square Footage: 14,000  
Year Built: 1976  
Construction: Steel & Granite  
Parking: 42 Stalls  
Year Sold: 1980



**LA GRANGE OFFICE BUILDING**  
Address: 11828 La Grange Avenue, Los Angeles, CA  
Asset Type: Office  
Stories: 2  
Square Footage: 12,000  
Year Built: 1988 (rehabilitation)  
Construction: Masonry  
Parking: 36 Stalls  
Year Renovated: 2007

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PASADENA MEDICAL BUILDING  
Address: 187 South Euclid, Pasadena, CA  
Asset Type: Office  
Stories: 1  
Square Footage: 10,000  
Year Built: 1971  
Construction: Wood Frame  
Parking: 40 Stalls  
Year Sold: 1999



SCOTTSDALE CENTER  
[www.scottsdalecenter.com](http://www.scottsdalecenter.com) (Sample Tenant)  
Address: 7201 East Princess Boulevard, AZ  
Asset Type: Office / Retail  
Stories: 2  
Square Footage: 117,000  
Year Built: 2007  
Construction: Steel Frame with Metal Stud and Stucco  
Parking: 410 Stalls

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## RESTAURANTS



### THE GRILL AND DAILY GRILL CHAIN

Address: 11661 San Vicente Blvd., Los Angeles, CA  
Grill Concepts Inc. is a publicly traded company, "GRIL" on NASDAQ, that owns and operates 15 Daily Grill, two The Grill on the Alley, and three Unos Pizzeria restaurants. The Grill and Daily Grill restaurant concepts follow the same philosophy but are aimed at different market segments. The Grill on the Alley is a fine dining restaurant aimed at high income consumers and Daily Grill restaurants are aimed at middle income, value oriented consumers.  
[www.dailygrill.com](http://www.dailygrill.com)



### CAMPANILE RESTAURANT

Address: 624 South La Brea Avenue, Los Angeles, CA  
The principals of Wolff Urban Development have had an ownership interest in the Campanile Restaurant and La Brea Bakery since its inception. Campanile is consistently ranked by the Zagat Survey in the top 5 most popular restaurants in Los Angeles. The adjacent La Brea Bakery is arguably the most prominent bakery for unique, fresh breads in the Los Angeles area.  
[www.campanilerestaurant.com](http://www.campanilerestaurant.com)



### LA BREA BAKERY

Address: 624 South La Brea Avenue, Los Angeles, CA  
The principals of Wolff Urban Development have had an ownership interest in the La Brea Bakery since its inception. Responding to a lack of high-quality bread in the marketplace, La Brea Bakery was founded in 1989 by Nancy Silverton, Mark Peel, and Manfred Krantl. Using her organic starter for leavening, Nancy and her staff carefully hand shaped and baked the breads at the retail store at 624 South La Brea Boulevard where customers would line up to buy them. La Brea Bakery is arguably the most prominent bakery for unique, fresh breads in the Los Angeles area.  
[www.labreabakery.com](http://www.labreabakery.com)



### SCOTT'S SEAFOOD RESTAURANT

Address: 185 Park Avenue, San Jose, CA  
The principals of Wolff Urban Development invested in the Scott's Seafood Grill & Bar in San Jose, California. Scott's Seafood was one of the first fine dining establishments to enter the downtown San Jose market. Scott's Seafood realized significant success over the years. In 1999, the restaurant location and rights to the branded concept were sold to a local restaurateur.  
[www.scottssseafood.com](http://www.scottssseafood.com)

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COLUMBIA BAR AND GRILL

STIR CRAZY RESTAURANTS

LEW'S CALIFORNIA BISTRO

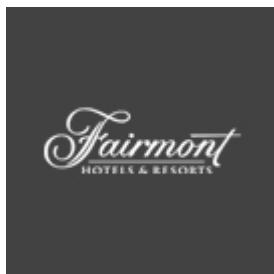
CITY BAR & GRILL

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## MANAGEMENT



### FAIRMONT HOTELS AND RESORTS

Address: 950 Mason Street, San Francisco, CA

The principals at Maritz, Wolff purchased a 50% interest in the Fairmont Hotels management company in 1991. In 2006, Fairmont Hotels was sold. Maritz, Wolff was in partnership with Kingdom Holding Company, Prince Alaweed Bin Talal Bin Abdulaziz Al Saud who also owned a 50% interest in the company. At the time of purchase, Fairmont Hotels had seven hotels under management. Fairmont Hotels specializes in managing large luxury hotels with significant meeting facilities.

[www.fairmont.com](http://www.fairmont.com)



### ROSEWOOD HOTELS AND RESORTS

Address: 2821 Turtle Creek Boulevard, Dallas, TX

Rosewood Hotels & Resorts, Inc. is recognized in the hospitality industry as the pre-eminent management company for super luxury hotels and resorts. Rosewood's flagship property is the Mansion on Turtle Creek in Dallas, TX. The Mansion on Turtle Creek is a Five Diamond hotel and was rated as the best hotel in the United States by Zagat hotel guide. The principals at Maritz, Wolff controlled a 50% interest in the Rosewood Hotels & Resorts management company. The interest was sold in 2011.

[www.rosewoodhotels.com](http://www.rosewoodhotels.com)

### WOLFF URBAN MANAGEMENT COMPANY

Address: 11828 La Grange Avenue, Los Angeles, CA

Wolff Urban Management and its affiliates have extensive experience in managing hotels, office buildings and other commercial real estate activities. Wolff Urban Management has managed over 4,000,000 square feet of office and other commercial real estate since the inception of the company in 1966. Wolff Urban Management has also managed and asset managed over 1,000 first class hotel guest rooms under nationally recognized brand names.

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## PRO SPORTS



### OAKLAND ATHLETICS

Address: McAfee Coliseum, 7677 Oakport Street, Oakland, CA  
The principals of Wolff Urban Development acquired an ownership in Major League Baseball's Oakland Athletics in April 2005. The ownership group includes John Fisher, Keith Wolff and Lew Wolff, who serves as the Managing General Partner. Prior to the acquisition, Lew Wolff had been appointed Vice President of Venue Development in 2003. New stadium / mixed-use development plans are underway.  
[www.oaklandathletics.com](http://www.oaklandathletics.com)



### SAN JOSE EARTHQUAKES

Address: 451 El Camino Real Suite 220, Santa Clara, CA  
Lew Wolff and John Fisher exercised their option to purchase Major League Soccer's new expansion team, the San Jose Earthquakes, in July 2007. New stadium / mixed-use development plans are underway.  
[www.sjearthquakes.com](http://www.sjearthquakes.com)



### GOLDEN STATE WARRIORS

Address: Oakland Arena, Oakland, CA  
The principals of Wolff Urban Development purchased a significant ownership position in the Golden State Warriors professional basketball team in 1986. Wolff Urban Development has extensive experience in professional sports team valuation and operations. Additionally, Wolff Urban Development has considerable experience in arena and stadium feasibility analysis. The Golden State Warriors franchise and investment achieved tremendous success and the ownership interest was subsequently sold in 1994.  
[www.warriors.com](http://www.warriors.com)



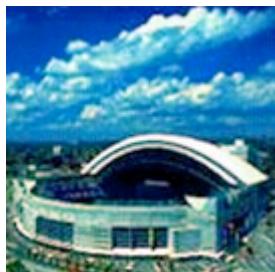
### ST. LOUIS BLUES

Address: Kiel Center, St. Louis, MO  
The principals of Wolff Urban Development purchased a significant ownership position in the St. Louis Blues professional hockey team in 1986. Wolff Urban Development was one of a group of many civic leaders who assembled to champion the construction of a new arena facility and to retain professional hockey in the St. Louis area. This interest was sold in 1990.  
[www.stlouisblues.com](http://www.stlouisblues.com)

# WOLFF URBAN DEVELOPMENT, LLC

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## REAL ESTATE INVESTMENT GROUP



### TORONTO SKYDOME STADIUM

Address: SkyDome Way, Toronto, Canada

The principals of Wolff Urban Development purchased and later sold an ownership position in the Toronto SkyDome entertainment center in 1999. Built in 1989, the award winning Toronto SkyDome comprises a 60,000 seat state of the art stadium, a four star 346 room hotel, and six restaurant facilities. The Toronto SkyDome was the first stadium with a retractable roof to accommodate events year round. The Toronto SkyDome is home to the Toronto Blue Jays Major League Baseball team and the Toronto Argonauts Canadian Football team.

[www.skydome.com](http://www.skydome.com)



### SAN JOSE MISSIONS

Address: 4282 Almaden Boulevard, San Jose, CA

The principals of Wolff Urban Development owned a significant interest in the San Jose Missions Minor League Baseball team in 1980. The team was subsequently sold and became part of the San Francisco Giants farm system. The team was renamed to the San Jose Giants.

# WOLFF URBAN DEVELOPMENT, LLC

REAL ESTATE INVESTMENT GROUP

## OTHER ASSETS



### GOCONCIERGE.NET

Sherman Oaks, CA

GoConcierge is the industry's leading Web-based task-tracking and database solution used by the hospitality and other guest service related industries. Founded in 2000, GoConcierge has more than 200 clients worldwide including the United States, Mexico, Canada, London, Asia and Australia. GoConcierge has been adopted by hotels from major brands including Hilton, Hyatt, Marriott, Mandarin Oriental, Omni, Sheraton, Westin, St. Regis, Luxury Collection, W Hotels, Peninsula, Hotel, Swissotel and InterContinental. GoConcierge has also been adopted by major credit card companies, shopping centers and private concierge services.

[www.goconcierge.net](http://www.goconcierge.net)



Media Aviation

### MEDIA AVIATION

Address: Burbank Airport, Burbank, CA

The principals of Wolff Urban Development hold a limited partnership interest in Media Aviation. Wolff Urban Development actively oversees the management and development efforts of the General Partner. Media Aviation is located at the Burbank Airport in Los Angeles, California. Media Aviation owns and operates state of the art hanger facilities to house top tier private aircrafts. Media Aviation's clients include most of the major entertainment companies in the Burbank area. New hanger facilities were completed in 1998 to accommodate the new G5 aircraft.

### SUPREME COURT ATHLETIC CLUB

Van Nuys, CA

Year Sold: 2000



### PARK CENTER PLAZA ATHLETIC CLUB

Address: 355 West San Fernando, San Jose, CA

Asset Type: Athletic

Stories: 2

Year Built: 1985

Construction: Concrete

Year Sold: NA

# WOLFF URBAN DEVELOPMENT, LLC

## REAL ESTATE INVESTMENT GROUP



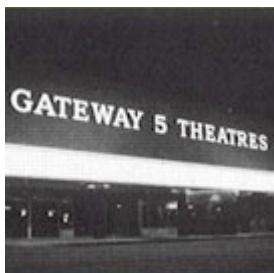
PARK CENTER PLAZA GARAGE  
Address: Park Center Plaza, San Jose, CA  
Asset Type: Parking  
Stories: 5  
Parking: 1,200 Stalls  
Year Built: 1980  
Construction: Concrete  
Year Sold: NA



CORDOVA CONDOMINIUMS  
Address: 100 Cordova Boulevard, Pasadena, CA  
Asset Type: Town-homes  
Stories: 3  
Units: 70  
Year Built: 1978  
Construction: Wood Frame  
Year Sold: 1979



LANKERSHIM HORTENCE GARAGE  
Address: 4640 Lankershim Boulevard, Los Angeles, CA  
Asset Type: Parking  
Stories: 5  
Parking: 210 Stalls  
Year Built: 1983  
Construction: Concrete  
Year Sold: 1998



GATEWAY 5 MOVIE THEATERS  
Address: 14301 Firestone Blvd., La Mirada, CA  
Asset Type: Theater  
Stories: 1  
Year Built: 1984  
Screens: 5  
Construction: Concrete

# WOLFF URBAN DEVELOPMENT, LLC

## REAL ESTATE INVESTMENT GROUP



### PARK AVE. RETAIL GARAGE & RETAIL COMPLEX

Address: 185 Park Avenue, San Jose, CA

Asset Type: Parking

Stories: 6

Parking: 300 Stalls

Retail Space: Ground Floor

Restaurant: Top Floor

Year Built: 1985

Construction: Concrete

Year Sold: 1986



### MINI STORAGE FACILITY

Address: 4223 Pacific Avenue, Stockton, CA

Asset Type: Mini Storage

Stories: 1

Storage Units: 547

Year Built: 1988

Construction: Metal

Year Sold: 1999

### PLAZA BANK OF COMMERCE

San Jose, CA



### RAW LAND: 2.4 ACRES

Address: Firestone Boulevard, La Mirada, CA

Asset Type: Raw Land

Acres: 2.4

Year Acquired: 1984

Projected Use: Retail

Year Sold: NA

### RAW LAND: 7.5 ACRES

Salina, CA

### RAW LAND: 14,000 SQFT

Address: Los Angeles, CA

Asset Type: Raw Land

Size: 14,000 sqft

Year Acquired: 1980

Projected Use: Office Site

Year Sold: 1981

# WOLFF URBAN DEVELOPMENT, LLC

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## REAL ESTATE INVESTMENT GROUP

### SAN DIEGO INDUSTRIAL BUILDINGS (4)

Address: Waples Street, San Diego, CA

Asset Type: Industrial

Stories: 1

Square Footage: 440,743

Year Acquired: 2000

Construction: Concrete

Year Sold: 2005



### BRAZIL RESIDENTIAL DEVELOPMENT (2)

Florianopolis, Brazil

### FREMONT LAND AND BUILDING PURCHASES (MULTIPLE)

# WOLFF URBAN DEVELOPMENT, LLC

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REAL ESTATE INVESTMENT GROUP

## TEAM



Lewis N. Wolff  
Chairman & CEO

Since 1968, Lewis (Lew) N. Wolff has developed over 4,000,000 square feet of urban real estate, including hotels, office space, retail, town-homes, and commercial parking properties.

Mr. Wolff is Chairman and CEO of Wolff Urban Development, LLC, a real estate acquisition, investment, development and management firm. Mr. Wolff co-founded and, since 1994, has served as Chairman of Maritz, Wolff & Co., a privately held hotel investment group that owns and asset manages top-tier luxury hotels. It has over \$1.0 billion of assets under management.

Mr. Wolff also serves as Chairman of Sunstone Hotel Investors and is Vice Chairman of Rosewood Hotels & Resorts. From 1999 through 2004, Mr. Wolff served as co-Chairman of Fairmont Hotels & Resorts. From 2005 through 2007, Mr. Wolff served on the Board of Directors of Maguire Properties.

Mr. Wolff acquired an ownership in Major League Baseball's Oakland Athletics in April 2005 and is the Managing General Partner. In July 2007, Mr. Wolff exercised the option to purchase Major League Soccer's San Jose Earthquakes. Mr. Wolff also serves on the Board of Directors of First Century Bank.

Mr. Wolff holds a Bachelor's Degree in Business Administration from the University of Wisconsin, Madison. Mr. Wolff received his M.B.A. from Washington University in St. Louis.



Keith M. Wolff  
President

Keith M. Wolff is President of Wolff Urban Development, LLC. Mr. Wolff has over twenty (20) years of experience within the real estate industry with an emphasis on hotel, office and retail project assets. Mr. Wolff has an extensive background in all facets of commercial real estate including property acquisition, development, leasing, repositioning, disposition and financing. Mr. Wolff is also part of the ownership group for Major League Baseball's Oakland Athletics.

Mr. Wolff received a B.S. degree, Magna Cum Laude, from the University of the Pacific and an M.B.A. with Honors, from Harvard University

# WOLFF URBAN DEVELOPMENT, LLC

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## REAL ESTATE INVESTMENT GROUP



Sharyl Gabriel  
Chief Financial Officer / Chief Operating Officer

Sharyl Gabriel is Chief Financial Officer and Chief Operating Officer of Wolff Urban Development. Ms. Gabriel has over twenty five years of experience in the real estate industry serving in the areas of finance, operations, accounting, asset and portfolio management. Ms. Gabriel's experience encompasses real estate portfolios that have included office, hospitality, retail, residential, industrial and development assets.

Prior to joining Wolff Urban Development, Ms. Gabriel was Sr. Vice President, Asset Management of Commonwealth Partners where she provided direction and management for the firm's asset management activities including leasing, property management and real estate strategy. Prior to Commonwealth, Ms. Gabriel was Chief Financial Officer/Chief Operating Officer of an early-stage technology firm where she led the company's finance and business operations, working with the CEO and Board of Directors in planning the strategic direction of the company. Prior to that, Ms. Gabriel was a Senior Vice President with Lowe Enterprises Investment Management, Inc. As a founding member of this real estate investment advisory firm, she was instrumental in managing its growth from start-up to over \$1.8 billion. Ms. Gabriel was also responsible for directing the value-added portfolio and asset management activities, as well as finance/accounting activities, for all of Lowe's pension fund clients and was heavily involved in client servicing and capital-raising. During the early part of her 10 years at Lowe, Ms. Gabriel served as a VP/Controller of Lowe's asset management activities.

Ms. Gabriel started her career with Arthur Young & Company and is a Certified Public Accountant in the State of California. Ms. Gabriel received a B.S. degree in Accounting, Magna Cum Laude, from Loyola Marymount University.

# WOLFF URBAN DEVELOPMENT, LLC

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## REAL ESTATE INVESTMENT GROUP



Ross H. Walker  
Partner

Ross H. Walker is a Partner at Wolff Urban Development. Since 2005, Mr. Walker has focused on individual property acquisitions, portfolio acquisitions, property management and development projects. Additionally, Mr. Walker joined the ownership group of Major League Baseball's Oakland Athletics. Mr. Walker's prior professional experience was with Joie de Vivre Hospitality in San Francisco, owner, operator and developer of boutique hotels. Mr. Walker's professional experience also includes associate and financial analyst positions focused on general corporate finance and mergers & acquisitions with investment banking firms in Los Angeles, and a business development role with an education technology firm in Calabasas.

Mr. Walker received a B.A. in Economics from Stanford University and an M.B.A. from Stanford's Graduate School of Business. From 2005-2010, Mr. Walker served on Stanford University's Board of Trustees which administers the invested funds, sets the annual budget and determines policies for operation and control of the University. Mr. Walker now serves as trustee emeritus.



Adam Keller  
Partner

Mr. Keller has an extensive background in hotels, turnarounds, start-up ventures, internet and bricks-and-mortar retailing, and full-service consumer businesses.

His activities with Wolff Urban Development are centered on the development, renovation, and operation of hotels. His most recent project was the purchase, renovation, conversion, refinancing, and operation of the Marriott Courtyard in Sherman Oaks, California. For several years, he also served as General Manager of the 500-room Burbank Airport Hilton and Convention Center. He recently performed due diligence for the purchase of the Oakland A's Major League Baseball franchise.

Prior to that, Mr. Keller oversaw the business activities of Grill Concepts, Inc., a publicly listed nationwide restaurant chain, helping the company improve its operations and expand its successful Daily Grill restaurant concept into hotel locations. He was also a consultant at Bain & Company, and prior to that was a founding Director of Operations for a division of Price Club (now Costco) membership stores, one of the world's most successful retail concepts. Mr. Keller was also involved in a start-up retail venture involving the United States Postal Service, Goldman Sachs, and EDS. He also co-founded the largest venture capital-funded internet commerce business in New Zealand.

Mr. Keller received a B.A., Magna Cum Laude, from Harvard College and an M.B.A., High Distinction and Baker Scholar, from Harvard University.

# WOLFF URBAN DEVELOPMENT, LLC

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## REAL ESTATE INVESTMENT GROUP



Timothy Groff  
Senior Vice President of Operations

Timothy Groff is Senior Vice President of Operations for Wolff Urban Development. Mr. Groff joined the organization in May 2007. He oversees the operations of rental properties and the accounting procedures for hotels and the GoConcierge internet application. Mr. Groff comes from a hospitality background at Grill Concepts Inc, a nationwide, publicly traded restaurant brand, where he held the title of Information Technology Director. Mr. Groff's unique combination of technology and operations experience allows him to engineer business systems that increase efficiency and accuracy.

Mr. Groff received a Bachelor of Science in Physics from Lafayette College.



David Cornish, CHA  
President - Hotel Operations

Mr. Cornish has specialized in hotel management since 1976. Prior to first joining Wolff Urban Development, he worked for Marriott International in Newport Beach and Seattle, and served as General Manager with various companies in the Western States. Mr. Cornish joined Wolff Urban Management as General Manager at Holiday Inn La Mirada in 1992. In 1993, he was appointed co-General Manager at the Hilton Burbank Airport & Convention Center. After the Hilton was sold, Mr. Cornish worked for Hilton Hotels Corporation and later joined Stonebridge Companies, a Denver-based hotel group, for whom he opened several Anaheim resort area hotels. He was later promoted to Vice President - Hotel Operations for the company's California region.

Mr. Cornish returned to Wolff Urban Development in 2004 to oversee the Courtyard by Marriott in Sherman Oaks, and future hotel properties which are owned and managed by the company. Mr. Cornish is a lifetime Certified Hotel Administrator.

Mr. Cornish received a B.S. in Hotel & Restaurant Management, Cum Laude, from California State Polytechnic University, Pomona, CA.



Herbert M. Weiser  
Consultant

Admitted to the Bar in Colorado and California, various Federal District Courts and Federal Courts of Appeal and the United States Tax Court. Undergraduate education: University of Colorado and University of Denver; J. D. University of Denver (Dean's List). Member, University of Denver Law Review and law clerk to Colorado Supreme Court. Adjunct Professor, Western State University College of Law, 1970-1980. Assistant U.S. Attorney, Los Angeles in the Lands Division. Real estate and land development consultant to Chrysler Corporation, California State University. Speaker, author and panelist for National Association of Housing and Redevelopment Officers; California Continuing Education of the Bar; American Institute of Real Estate Appraisers; Pacific Coast Home Builders; Kidder Peabody Municipal Finance Seminar; Community

# WOLFF URBAN DEVELOPMENT, LLC

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## REAL ESTATE INVESTMENT GROUP

Redevelopment Association; Lorman Educational Services. Testified as land use expert witness in US Tax Court case. U.S. Army service as special agent for the Counter-Intelligence Corps. Member of Urban Land Institute. Assistant United States Attorney, Los Angeles, Lands Division, handling eminent domain proceedings for various Federal agencies, such as the acquisition of the Lemoore Naval Air Station, Lemoore, California, various air defense sites, property for the Edwards Air Force Base and Lockheed Plant 42, and rights of way for the Central Valley Water Project; and also litigation for various land-oriented federal agencies, such as the Bureau of Land Management and the Bureau of Indian Affairs.

After Federal government service, engaged in a broad civil, business, litigation and real estate practice, such as: public-private partnerships; public law; economic development; land use; corporations; general partnerships and limited partnerships; ad valorem taxation; income taxation; sales tax; anti-trust; copyright; commercial leasing; real estate acquisition, sale and development; manufacturing; distribution; recreation and general litigation.

Since 1978, specialized in the field of redevelopment and public/private partnerships for land use and development, representing various public agencies and private developers who were working with public agencies. In 2004, associated as consultant to Lew Wolff on various real estate projects with Lew Wolff.



Patricia M. Knott, CPA  
Consultant

Patricia (Tricia) M. Knott has an extensive background in real estate, hotel and partnership structures and taxation. Prior to joining Wolff Urban Development, Ms. Knott was a tax manager in the Real Estate Services Division of Arthur Andersen & Company. She worked with the firm's worldwide director of real estate with whom she researched and analyzed new tax laws and regulations affecting the real estate industry. In her position with Wolff Urban Development, Ms. Knott is responsible for the performance of the firm's commercial property operation and 1,500 managed hotel rooms.

With her tax background, Ms. Knott is involved with structuring transactions and reviewing the tax implications of modifications in the tax law. She is a licensed Certified Public Accountant in the State of California and is Secretary Treasurer of Wolff Urban Development. Ms. Knott received a B.A. degree in Economics and Accounting from Claremont McKenna College.

# WOLFF URBAN DEVELOPMENT, LLC

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## REAL ESTATE INVESTMENT GROUP



Guy S. Wolff  
Vice President, Property Management

Guy S. Wolff has specialized in all aspects of real estate property management for the last 20 years. Prior to joining Wolff Urban Development, he was Executive Vice President of D&S Company, a real estate development company located in North Hollywood, California. His responsibilities included all buyer and customer relations, and property management of office, medical and apartment buildings. Mr. Wolff also served as President and Chief Operating Officer of Village Management, a residential property management firm responsible for over 10,000 residential units.

Mr. Wolff is responsible for the management of the firm's California properties. His activities include managing tenant issues and the maintenance of buildings, grounds and building systems. He is also involved in the purchasing and renovation of various projects.

Mr. Wolff graduated from the University of Oklahoma.

Michael Mao  
Regional Director of Accounting



Susan Mischke, CPA  
Regional Controller

Susan Mischke is Regional Controller for Maritz, Wolff & Co. and based in Los Angeles, CA, where she is responsible for financial reporting of the portfolio. Ms. Mischke is a licensed Certified Public Accountant in the State of California. Her prior professional experience was with Raffles L'Ermitage Beverly Hills as Financial Controller. Her professional experience also includes accounting management with The Peninsula Beverly Hills, the Mirage Hotel & Casino and internal audit with Teledyne, Inc. Ms. Mischke received her B.A. in Accounting from the University of Washington.



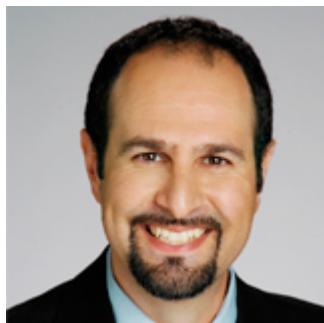
Kelly Gilbert, CPA  
Regional Controller

Kelly Gilbert is Regional Controller for Maritz, Wolff & Co. and based in Los Angeles, CA, where she oversees financial reporting for the portfolio. Ms. Gilbert is a licensed Certified Public Accountant in the State of California. Her prior experience was with Deloitte & Touche LLP. Ms. Gilbert received her B.A. in Business/Economics with Accounting Concentration from the University of California, Santa Barbara.

# WOLFF URBAN DEVELOPMENT, LLC

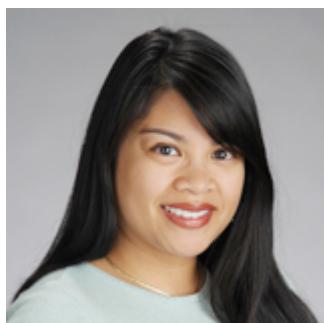
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## REAL ESTATE INVESTMENT GROUP



Simon Kaltgrad  
Vice President, Technology

Simon has been with Wolff since November 2000. He is an expert in programming, computer hardware, software, and networking. He oversees all computer related functions at the corporate level and various entities held by Wolff Urban Development. A Microsoft Product Specialist, Simon has co-designed and programmed GoConcierge.net, an internet based concierge application. He has built and configured major hotel brand computer networks from the ground up, including guest internet access. Before he was hired at Wolff, Simon was the Director of Programming Services at a Los Angeles based computer consulting firm for 9 years.



Grace Candaso  
Programmer

Grace joined Wolff in 2004. Her responsibilities include setting up and maintaining user workstations as well as developing software applications. As a programmer, she helps to expand the internet based concierge application GoConcierge.net by creating new features and enhancing current ones. She is also part of their customer service team that helps its user with any requests. Prior to Wolff Urban Development, Grace was a lead programmer for an internet based medical billing system. Grace is a graduate of the University of California, Irvine, with a B.S. in Information & Computer Science



Adam Isrow  
Executive Vice President, GoConcierge.net

Mr. Isrow has specialized in operations management and business development since 1992. While working for Automated Data Processing (ADP), Mr. Isrow was a District Sales Manager responsible for establishing new territories. Mr. Isrow earned top sales honors during his tenure at ADP.

Following his activities at ADP, Mr. Isrow joined the Burbank Hilton and Convention Center in the capacity of Guest Services Manager and was quickly promoted to the Rooms Division Manager position. While at the Burbank Hilton, Mr. Isrow was responsible for the day-to-day operations of five departments and over 200 employees at this 500-room hotel property. In his capacity as Rooms Division Manager, Mr. Isrow and his team developed numerous automated systems to enhance overall service levels at the hotel.

Subsequent to the Burbank Hilton, Mr. Isrow acted as the Director of Business Development for Digital Savant Systems. Digital Savant is a leading web development firm focused on digital asset management for the entertainment industry. Mr. Isrow assisted with daily operations as well as significantly expanding the company's client base. Mr. Isrow assisted Digital Savant in developing an impressive client base including Fox, Warner Bros., New Line Cinema and USA Films.

In 2000, Mr. Isrow co-founded GoConcierge.net, a web-based application

# WOLFF URBAN DEVELOPMENT, LLC

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## REAL ESTATE INVESTMENT GROUP

designed to add efficiencies to the day-to-day operation in the hospitality industry and enhance the overall guest experience. Currently, GoConcierge is the industry's leading Concierge and Guest Services efficiency application with clients throughout the United States, Mexico, Canada, London, Asia and Australia.

Mr. Isrow holds a Bachelor of Arts Degree in Communications and Real Estate from the University of Arizona. Additionally, Mr. Isrow has a Masters Degree in Business Administration from Pepperdine University.



Vickie Goto  
Training Manager, GoConcierge.net

Ms. Goto brings fifteen years of corporate training and hotel operations experience to GoConcierge. As the Training Manager, Ms. Goto is responsible for both ensuring new clients are properly trained and supporting existing clients. Prior to GoConcierge, Ms. Goto was a Concierge at the prestigious Regent Beverly Wilshire in Beverly Hills, California and gained beneficial first-hand experience of the needs of a Concierge and an understanding of how technology can enhance efficiencies and ultimately the guest experience.