

Colorado
Group

THE COLORADO GROUP, INC.

www.coloradogroup.com



A BRIEF HISTORY

Founded in 1980, The Colorado Group, Inc. is Boulder County's largest, top producing commercial real estate company.

This fully independent, broker-owned and operated company began as a small brokerage arm of a local commercial development company, but through the years, The Colorado Group has grown to be the leader for Boulder County in sales and leasing of commercial real estate.

COMPANY OVERVIEW

THE PREMIER FRONT RANGE COMMERCIAL BROKERAGE

With over 37 years in business, The Colorado Group is the premier commercial real estate company on the Front Range. We built our reputation on the firmest of foundations and extensive industry knowledge and experience.

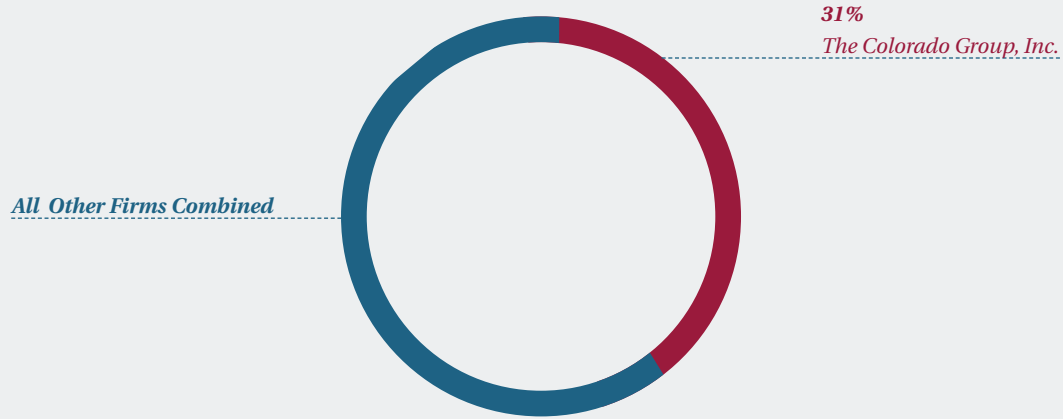
When you choose to work with The Colorado Group, you are tapping into a seasoned network of buyers, sellers, landlords and tenants. We also have strong relationships with the best attorneys, lenders, architects, engineers and contractors in the area who can assist in navigating the process of commercial transactions.

Our scope of services includes the sale and leasing of retail, industrial, office properties, land acquisition and development, site selection and build-to-suits, property valuation, property management, consulting services, corporate services and tenant/landlord/buyer/seller representation.



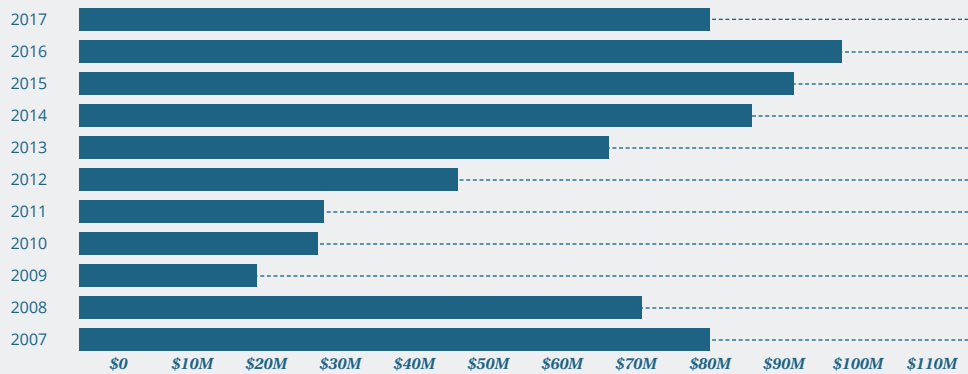
CITY OF BOULDER COMMERCIAL REAL ESTATE SALES 2007-2017

Our Market Share



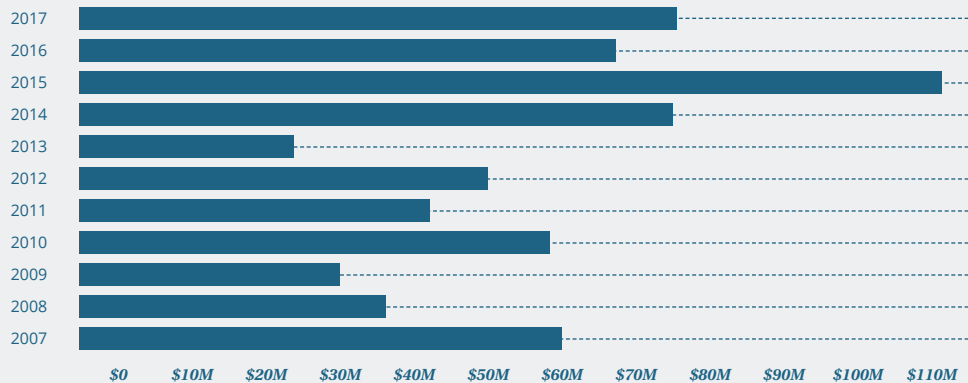
COMMERCIAL SALES OVER 11 YEARS

The Colorado Group, Inc.



TOTAL VALUE OF LEASING TRANSACTIONS OVER 11 YEARS

The Colorado Group, Inc.



SCOPE OF SERVICES

COMMERCIAL LEASING AND SALES

Brokers with The Colorado Group are the region's highest producing professionals and have an average of 19 years experience in commercial real estate.

TENANT REPRESENTATION

Business, financial and operational objectives must be aligned for our clients in order to achieve a successful transaction for all.

INVESTMENT ANALYSIS

We maximize value for every client through an in-depth analysis of the region's unique economic and real estate parameters.

CONSULTING

We have helped thousands of clients facing critical real estate decisions while working together as an integral part of our client's team.

PROPERTY MANAGEMENT

Our management teams leverage innovative thinking and practicality to help owners enhance property values, ensure tenant retention and reduce operating costs. All the while, occupants enjoy exceptional working environments.



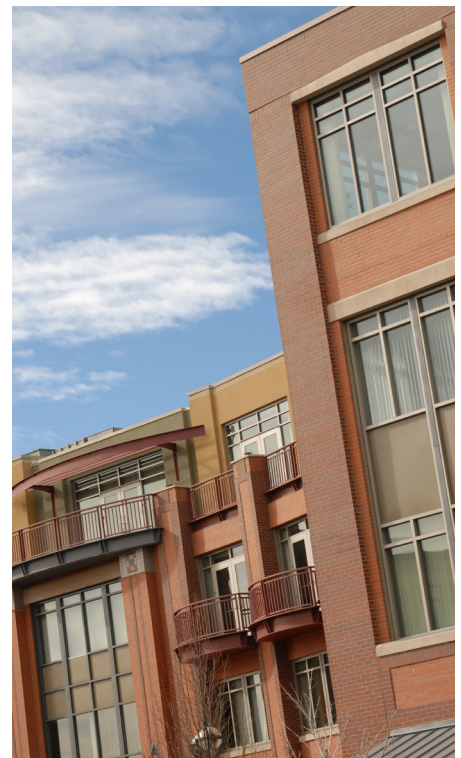


COMMERCIAL SALES

Sales services, for both buyers and sellers, are grounded in valuation via analysis of income and expenses, comparable sales, and potential future values. Our negotiation skills have been honed by decades of experience with in depth knowledge of the local market.

The Colorado Group understands the nuances of zoning, development and redevelopment. We manage the process, as well as other service providers, making the property exchange process as clean and painless as possible for our clients.

In the last eleven years, The Colorado Group has closed more than 450 sales transactions valued at over \$750,000,000.





COMMERCIAL LEASING

LANDLORD REPRESENTATION

Since 1980, we have worked with clients to establish the best possible lease terms and long-term, mutually beneficial associations. Our exhaustive knowledge of the region, both as professionals and community leaders, allows us to provide a thorough analysis of regional demographics and specific market conditions. Whether our clients are in need of commercial leasing or sales services, we capitalize on the ever-changing market for the greatest benefit.

Leasing Services Include:

- Pre-lease negotiations
- Tenant retention
- Market analysis
- Lease renewals & expansions
- Subleasing service and property dispositions
- Marketing outreach to national and regional Brokers
- Property featured on commercial listing databases
- Targeted marketing to potential users
- Professional marketing materials

TENANT REPRESENTATION

Leveraging the most current market data, The Colorado Group offers Exclusive Tenant Representation in a personalized, hands-on partnership. Through experience, strategic planning and creative problem solving, tenants are assured of securing the best space available to meet their business, financial and operational objectives.



Tenant Representation Services Include:

- Demographic site selection
- Market analysis
- Strategic space selection
- Analysis of lease rates
- Pre-lease negotiations
- Lease negotiations, process management / coordination
- Lease renewals
- Expansion or consolidation
- Build-to-suit property investment evaluation

PROPERTY MANAGEMENT

The Colorado Group manages over 1,700,000 square feet of commercial and industrial properties throughout the Front Range. Long-term relationships that span more than three decades are testimony to the quality of service we provide our clients.

With nearly 60 years of combined experience in property management, including commercial buildings and owners associations, we are confident that every aspect of property management is carefully supervised, including:

- Understanding and facilitating the owner's objectives and goals
- Property inspections, repair and maintenance
- Handling of all tenant calls, emergencies and routine maintenance
- Accounts Receivable rental billing and collection
- Accounts Payable timely disbursement of monthly bills, including: HOA, mortgage, insurance, property taxes, etc.
- Delinquency monitoring and control including evictions and legal proceedings
- Organizing and maintaining complete lease files
- Security deposit reconciliations
- Complete monthly financial packets
- Monthly owner statements and distributions
- Annual CPI increases and CAM Reconciliations
- Year-end financial preparation including 1099s & 1096s
- Monitoring lease expirations; negotiate and promote renewals
- Periodic review of all rental agreements to ensure the highest rents attainable
- Reviewing, verifying and approving all project expenses
- File and maintain homeowners association paperwork requirements
- Marketing vacant space through advertising
- Rental and leasing service to maintain highest occupancy levels
- State-of-the art accounting systems
- Additional services provided individually tailored to the client's needs

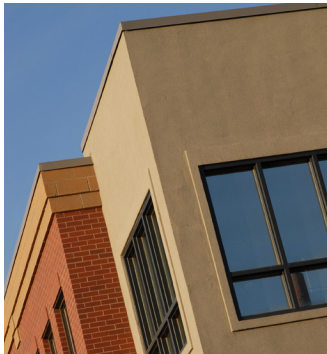


WE GUARANTEE OUR PROPERTY MANAGEMENT SERVICES

No kidding, we really do. If you're dissatisfied with our Property Management services for any reason at the end of the first quarter, no fee will be charged.



INVESTMENT ANALYSIS



The Colorado Group has in-depth knowledge and sophisticated marketing tools for evaluating real estate opportunities. By maintaining extensive databases of office, land, industrial, retail and investment transactions we can track commercial leasing and sales activities in the region, providing the most up-to-date information on the current market.

INVESTMENT ANALYSIS

- Market Analysis
- Acquisition
- Disposition
- Financial Analysis • Financing
- Lease vs. Purchase Comparisons
- Property Valuation
- Identification of Residual Value



To achieve both short-term goals and long-term strategies, we provide services in:

CONSULTING

- Use Analysis
- Financial Analysis
- Construction Management

PROFESSIONAL INVOLVEMENT

The brokers of The Colorado Group average in excess of 19 years of real estate experience. The following is a breakdown of our involvement in professional organizations:

- Boulder Area Realtor Association
- Boulder Chamber of Commerce
- Boulder Economic Vitality Committee
- Boulder Tomorrow
- Boulder Urban Renewal Authority
- Broomfield Chamber of Commerce
- Broomfield Economic Development Corporation
- Building Owners and Managers Association
- Certified Commercial Investment Member (CCIM)
- Certified Property Manager (CPM)
- Certified Residential Specialist (CRS)
- City of Boulder Downtown Management Commission (DMC)
- Colorado Association of Realtors
- Commercial Brokers of Boulder
- Commercial Brokers of Longmont
- CTC Metro District Committee
- CTC Owner's Association
- Denver Metropolitan Commercial Association of Realtors
- Erie Chamber of Commerce
- Graduate Real Estate Institute (GRI)
- Institute for Real Estate Management (IREM)
- Lafayette Chamber of Commerce
- LEED AP
- Louisville Chamber of Commerce
- Louisville Economic Development Council
- NAHB Senior Housing Council
- National Association of Realtors
- Society of Industrial and Office Realtors (SIOR)
- Urban Land Institute



At the Colorado Group, we hold ourselves to a high standard when giving back and we take great pride in our involvement in the community. As a company, we are involved with a great number of and organizations, including:

- Access Counseling
- Accessible and Affordable Housing Options
- Adopt a Highway
- Bonfils Blood Center
- Boulder County Partners
- Boulder Friends of International Students
- Boulder Historical Society
- Boulder History Museum Foundation
- Boulder Housing Partners Foundation
- Boulder Shelter for the Homeless
- Boulder Valley School District Teen Parenting Program
- Boy Scouts of America
- Clinica Family Health
- Colorado Wrestling Officials Association
- Downtown Boulder, Inc.
- Foundation For Boulder Valley Schools
- Grace Lutheran Foundation
- Junior Achievement
- Lutheran Family Services
- Make-A-Wish Foundation of Colorado
- National Multiple Sclerosis Society
- Niwot Youth Sports
- The Denver Santa Claus Shop, Inc.
- Thomas J. Evans Memorial Scholarship Fund
- Tru Community Care
- Up With People International Alumni Association
- Via Mobility Services
- YMCA of Boulder Valley

In addition to our personal involvement in various local community organizations, The Colorado Group makes annual contributions to local charities. In past years, we have given to a number of different organizations, including:

- Attention Homes
- Boulder Flatirons Rotary
- Boulder Rotary Club
- Bridgehouse
- Flatirons Habitat for Humanity
- Friends' School
- Imagine! Foundation
- Intercambio Uniting Communities
- People's Clinic
- Safehouse Progressive Alliance for Non-Violence
- Special Transit
- Tebo Family Medical Pavillion of BHC Foothills Campus
- The OUR Center
- YMCA of Boulder Valley



COMMUNITY OUTREACH



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