

**Heslin** **Becker**  
P R O P E R T I E S



Greetings,

As the founding principals of Heslin Becker Properties, we would like to take this opportunity to introduce you to our company and share with you some of our outstanding accomplishments as developers.

Heslin Becker Properties is a shopping center investment and development company focusing on the Western United States.

Our company is operated on the firm principle that real estate is a relationship-driven business, which is why we have worked tirelessly to establish and maintain strong relationships with the cities in which we develop and with the retailers for whom we build. Our goal for every project is to provide consumers and communities with high quality, convenient and attractive shopping centers.

Our long track record of repeat business with major national and international clients speaks for itself. Our friendships with retailers such as Albertsons Stores, Kroger, Food 4 Less, TESCO, Savon Drugs, Rite Aid Corporation, Starbucks, Subway Inc., Walgreen's, CVS Drugstore, Circuit City, Office Depot, Smart & Final and Wells Fargo Bank among others speaks to our integrity and our ability to produce results for our clients. Whether it is a build-to-suit, a redevelopment or any other project, we provide a high quality product on time and on budget.

Since our founding, we have invested \$200 million in the acquisition, development and redevelopment of commercial properties throughout the Western United States. And we employ only top-shelf talent at every level of our organization. By employing the most talented and experienced architectural, engineering, legal, financial, and property management personnel, we provide our clients with a myriad of services that can help them save time and money and open more stores faster. This translates into a result that they can be proud of and for our investors, this means putting your money to work in the most desirable and profitable properties.

We invite you to explore the following pages to examine and discover the many exciting ways we can help your business.

We look forward to working with you!

Matthew Heslin  
Founder/Principal

Brad Becker  
Founder/Principal

A handwritten signature in black ink, appearing to read "Matthew Heslin". The signature is fluid and cursive, with a large loop at the end.

A handwritten signature in black ink, appearing to read "Brad Becker". The signature is fluid and cursive, with a large loop at the end.



## Team Leaders

**Matthew Heslin** is a Principal and Co-Owner of Heslin Becker Properties, a shopping center investment and development company focusing on the Western United States.

Prior to forming Heslin Becker Properties with his long-time friend and business associate Brad Becker, Heslin was owner of Heslin Holdings. Heslin founded Heslin Holdings in 2003 and spearheaded the acquisition and development of nearly \$100 million in real estate assets for the firm, completing 12 projects in just 36 months. As President of Heslin Holdings, Heslin was responsible for setting corporate strategy, managing corporate resources and capital and approving all proposed acquisitions and development projects.

Prior to founding Heslin Holdings, Heslin was a Partner at Lake Development, Inc. in Newport Beach California, where he focused on site selection and development for national retail chains, focusing on build to suit development.

From 1999-2002 Heslin served as an Officer and Corporate Vice President of Real Estate Development and Asset Management for Smart and Final, Inc. Heslin led the \$2 billion, NYSE-traded retailer to growth into new and untapped markets on a national level. Heslin's experience includes researching and analyzing potential property sites, completing due diligence and feasibility studies, as well as planning, developing and orchestrating major regional expansion projects and negotiating transactions with an aggregate value in excess of \$400 million.

Heslin is heavily involved with industry organizations including the International Council of Shopping Centers (ICSC) and the National Association of Corporate Real Estate Executives (NACORE). Heslin also served as Chairman of the Board for Communities in Schools of Miami, Inc., a non-profit organization that provides a wide range of services to at-risk students in grades k-12 throughout Miami's Dade County.

Heslin earned his B.A. from San Diego State University in Public Administration/Finance/Business Management and his MBA from Chapman University.



**Brad Becker** is a Principal and Co-Owner of Heslin Becker Properties, a shopping center investment and development company focusing on the Western United States.

Prior to forming Heslin Becker Properties with his long-time friend and business associate Matt Heslin, Becker was owner of Retail Holdings. Becker formed Retail Holdings in 1997 and has developed more than 40 projects in Southern California ranging from freestanding banks and restaurants, to freestanding drugstores, to entire grocery-anchored neighborhood shopping centers.

Some of the retailers Becker has developed for include Walgreen's, CVS Drugstore, Circuit City, Office Depot, Smart & Final, Rite Aid, Wells Fargo Bank, Food 4 Less and Hollywood Video. His projects have ranged from 7,000 square feet up to 250,000 square feet.

Becker began his career as a real estate professional with Voit Commercial Brokerage in 1987 and formed his own brokerage firm, Retail Properties Group, in 1994. In 1999, Becker sold his brokerage firm to his partner in order to focus on his development company. However, as a very successful broker, Becker handled more than 500 lease transactions during that portion of his career.

Becker obtained his Bachelor of Arts degree from San Diego State University. He is a resident of Rancho Santa Fe, California.



As Director of Development for Heslin Becker Properties, **Phillip Nahas** is responsible for all West Coast ground-up and redevelopment projects as well as overseeing the firm's day to day operations.

In this role, Nahas is charged with managing the company's financial disciplines and due diligence activities, entitlements, project management and leasing of retail space. In addition to his development and management activities, Nahas works closely with lenders and financial institutions helping to arrange project financing.

Nahas has played an instrumental role in the redevelopment and development of more than 415,000 square feet of retail space valued in excess of \$95 million dollars.

Nahas is a graduate of the University of Southern California where he received his Bachelor's Degree in Business with an emphasis in Finance from the Marshall School of Business.

As Director of Acquisitions for Heslin Becker Properties, **Andrea Nilson** serves as the acquisitions team leader for all acquisitions throughout the Pacific Northwest, Nevada and Arizona. Nilson recently opened the company's Pacific Northwest office, located in Boise, Idaho.

Prior to joining Heslin Becker, Nilson worked at Albertsons, Inc. in the real estate division, where she rose to Surplus Real Estate Manager. Nilson was responsible for all real estate dispositions in the Western United States and was involved in the sale of more than nine million square feet.

Throughout her career at Albertsons, Nilson gained substantial experience in managing property transactions, negotiating contracts and creating facility-specific programs.

Nilson earned her Bachelor of Arts in International Business from Albertson College of Idaho.



As Director of Acquisitions for Heslin Becker Properties, **Casey McKeon** serves as the chief acquisitions team leader and oversees acquisition opportunities throughout the South Western United States.

Prior to joining Heslin Becker, McKeon was Director of Development at Southland Development Inc., where he spearheaded retail projects and handled acquisitions, entitlements, permitting and construction management.

In this position, McKeon gained invaluable experience and developed strong relationships with retailers, consultants, landowners, brokers and city officials. McKeon also has extensive experience in property analysis, constructing site plans and structuring leasing contracts.

McKeon earned his B.A. in Business Administration with a focus on corporate finance and real estate development from the Marshall School of Business at the University of Southern California.



## Capabilities

Heslin Becker Properties is a shopping center investment and development company focusing on the Western United States.

We possess a strong balance sheet, but maintain a streamlined corporate structure, enabling us to make and act on key decisions quickly and effectively, a novel concept in our industry. As a result, we are often capable of making a decision on a property within a matter of days and closing within a short timeframe.

Our portfolio consists only of retail properties. We love retail and we love building for retailers. That is what we do. And we do it well.

When you work with our firm, the first thing you'll notice is the commitment of our people. We employ only the best and brightest people in the business. Our team is composed of experts in the critical disciplines of site selection, demographic analysis, financial analysis, finance, entitlements, leasing and construction management. And because we are recognized as a leader in the development of retail properties, you can be sure that our commitment to quality is unsurpassed.

By possessing strong economic resources, the best and brightest people and an unparalleled commitment to integrity and quality, we can ensure a positive experience with meaningful results when you invest, partner or work with Heslin Becker Properties.

## Development

Heslin Becker Properties has invested/developed nearly \$200 million in the acquisition, development and redevelopment of commercial properties throughout the Western United States to date.

## Projects

- **Fullerton, California**  
Heslin Becker acquired an 80,000 square foot Albertsons located at 914 West Orangethorpe Avenue in Fullerton, California. Heslin Becker has leased the space to Ralph's Grocery Company under the Food4Less banner.
- **San Diego, California**  
Heslin Becker developed a 15,500 square-foot build-to-suit for Savon in San Diego, California.
- **Long Beach, California**  
Heslin Becker developed a 16,000 square-foot build-to-suit for Savon in Long Beach, California.
- **Compton, California**  
Heslin Becker developed an 18,500 square-foot build-to-suit for Savon in Compton, California.
- **Stanton, California**  
Heslin Becker acquired an 80,000 square foot Albertsons located at 7910 Katella Avenue in Stanton, California. Heslin Becker has leased the space to Ralph's Grocery Company under the Food4Less banner.
- **Chula Vista, California**  
Heslin Becker developed a 14,800 square-foot build-to-suit for Walgreens in Chula Vista, California.



- **San Diego, California**  
Heslin Becker developed an 18,500 square-foot build-to-suit for Office Depot in San Diego, California.
- **Victorville, California**  
Heslin Becker developed a 33,000 square-foot build-to-suit for Circuit City in Victorville, California
- **Moreno Valley, California**  
Heslin Becker Properties acquired a 41,000 square-foot former Albertsons building located in Moreno Valley, California. The building is currently under renovation and has Tesco as one of the tenants.
- **Calexico, California**  
Heslin Becker developed a 14,500 square-foot build-to-suit for Walgreens in Calexico, California.
- **Lemon Grove, California**  
Heslin Becker developed a 5,500 square-foot multi-tenant shopping center in Lemon Grove, California.
- **El Cajon, California**  
Heslin Becker developed a 6,500 square-foot multi-tenant shopping center in El Cajon, California.
- **Hemet, California**  
Heslin Becker, in partnership with Topaz Hemet, LLC, developed a 16,360 square-foot build-to-suit for Rite Aid. The property is located at 2060 North Sanderson Avenue in Hemet, California.
- **Indio, California**  
Heslin Becker acquired a 58,000 square-foot former Albertsons and repositioned the property with a Cardenas Market in Indio, California. The firm then sold it in April 2006.



- **Rancho Cucamonga, California**  
Heslin Becker developed a 7,000 square-foot multi-tenant shopping center in Rancho Cucamonga, California.
- **Upland, California**  
Heslin Becker developed a 4,500 square-foot multi-tenant shopping center in Upland, California.
- **Riverside, California**  
Heslin Becker developed a 6,500 square-foot multi-tenant shopping center in Riverside, California.
- **South Gate, California**  
Heslin Becker acquired a 40,000 square-foot former Albertsons and repositioned the property with a Cardenas Market in South Gate, California. The property was sold in April 2006.
- **Murrieta, California**  
Heslin Becker developed a 4,000 square-foot multi-tenant shopping center in Murrieta, California.
- **Grand Terrace, California**  
Heslin Becker developed a 7,000 square-foot multi-tenant shopping center in Grand Terrace, California.
- **Yucca Valley, California**  
Heslin Becker developed a 4,200 square-foot multi-tenant shopping center in Yucca Valley, California.
- **Eagle Rock, California**  
Heslin Becker acquired a 32,500 square-foot freestanding Albertsons located at 4211 Eagle Rock Boulevard in Los Angeles, California. Heslin Becker has secured a lease with TESCO, one of the largest grocery chains in the world, to occupy this property. This lease was one of the first signed by TESCO in the U.S.

- **Hesperia, California**  
Heslin Becker developed a 5,000 square-foot multi-tenant shopping center in Hesperia, California.
- **Twentynine Palms, California**  
Heslin Becker developed a 5,000 square-foot multi-tenant shopping center in Twentynine Palms, California.
- **Fontana, California**  
Heslin Becker developed a 5,000 square-foot multi-tenant shopping center in Fontana, California.
- **Riverside, California**  
Heslin Becker, in a partnership with Topaz Riverside, LLC, developed a retail center on Market and 3rd Street in Riverside, California. The property includes a 15,004 square-foot Sav-On and a 1,384 square-foot Starbucks.
- **Twentynine Palms, California**  
Heslin Becker developed a 5,000 square-foot multi-tenant shopping center in Twentynine Palms, California.
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Heslin Becker developed a 5,000 square-foot multi-tenant shopping center in Twentynine Palms, California.
- **Rancho Peñasquitos, California**  
Heslin Becker developed a 15,000 square-foot build-to-suit for Savon in Rancho Peñasquitos, California.
- **Victorville, California**  
Heslin Becker, in a partnership with Topaz Victorville, LLC, redeveloped a 16,000 square-foot build-to-suit for Rite Aid in Victorville, California. The retail center also features 6,300 square feet of freestanding retail and a 2,500 square-foot fast food space.



- **San Diego, California**  
Heslin Becker developed a 15,000 square-foot build-to-suit for Savon in San Diego, California.
- **Oceanside, California**  
Heslin Becker developed a 15,000 square-foot build-to-suit for Savon in Oceanside, California.
- **Murrieta, California**  
Heslin Becker developed a 21,000 square-foot build-to-suit for Smart & Final in Murrieta, California.
- **Seal Beach, California**  
Heslin Becker developed a 19,300 square-foot multi-tenant shopping center which includes Wells Fargo, Baja Fresh, AT&T, Citibank and other tenants, located in Seal Beach, California.
- **Eagle Rock, California**  
Heslin Becker acquired a 6,500 square-foot Blockbuster Video Building in Eagle Rock, California.



## **Community Improvement**

Through our development and redevelopment endeavors one of our ultimate goals is to improve the cities in which our centers are located. Heslin Becker Properties has acquired strong acumen and good working relationships with local city governments and community redevelopment agencies to develop and re-develop blighted areas of the urban core in many fine towns and cities. Heslin Becker Properties works closely with these agencies to ensure that the community benefits with an aesthetically pleasing project and a positive, fulfilling shopping experience.

During the site selection and leasing process, Heslin Becker carefully analyzes a region's demographics and explores what is already available in a particular market in order to determine what makes sense for the community and what would be most beneficial for its residents.

For every project we undertake, we take a strong initiative to develop meaningful relationships with the community and its leaders. We do so by working closely with city officials, maintaining constant communication throughout a project and making ourselves available to residents.

