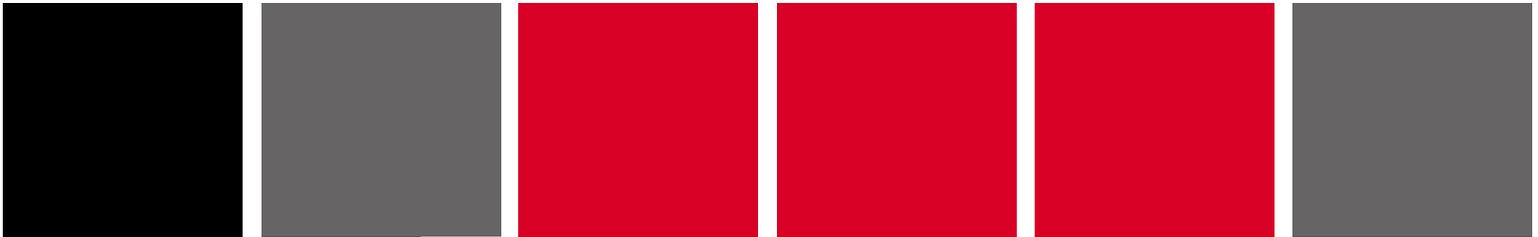


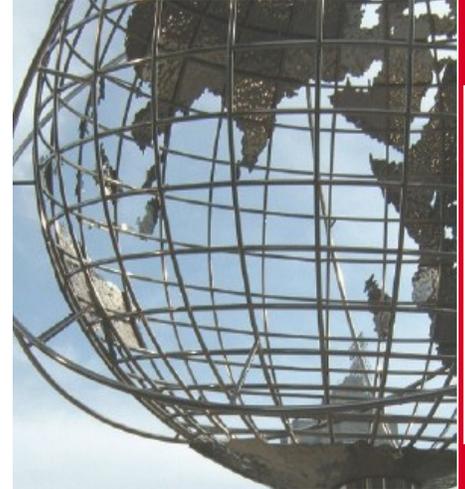
Who is NAI Keystone  
& Bryan Cole



## Company Profile

NAI Keystone provides local and global brokerage services for the acquisition, site selection, sale and leasing of commercial property. We specialize in office buildings, warehouses, distribution centers, manufacturing plants, land, investment property and retail. We have an in-depth market knowledge of Berks and Schuylkill counties and, through a network of more than 5,000 affiliated NAI brokers across the globe, we complete more than \$45 billion worth in transactions annually. We also manage more than 200 million square feet globally.

NAI Keystone Commercial & Industrial, LLC provides businesses with the highest quality services and the best real estate solutions for maximizing profitability and performance levels. As a result of our commitment to excellence, we have won the respect of local, national, and international clients since our inception. Our clients range from Fortune 100 corporations, major banks and insurance companies to investors, private institutions and small businesses.



## Corporate Organization and Services Provided

### Brokerage Services

- Tenant Representation
- Site Selection
- Landlord Representation
  - Office
  - Industrial
  - Retail

### Investment Sales

- Property Sales
- Land Sales
- Sale-Leasebacks

### Construction Management

- Development & Redevelopment
- Tenant Improvements
- Consulting Services

### Other Real Estate Services

- 1031 Tax Deferred Exchange
- Environmental Surveys
- Commercial Financing
- Asset Management
- Tele-Center Services
- Move Management
- Logistics
- Property Tax Evaluation

As a diversified organization, NAI Keystone Commercial & Industrial offers an integrated network of specialists and a wide range of premier services. Our team of 6 professionals is supported by comprehensive resources ranging from extensive research, marketing materials and computer technology. This company network provides clients with expertise in all real estate disciplines and powerful information for making strategic decisions to capitalize on real estate opportunities.

The leasing activity, exclusive listings, and volume of transactions that NAI Keystone Commercial & Industrial, LLC represents are all indicative of our capabilities and dedication to our clients. Many of Greater Readings most successful brokers are members of the NAI Keystone Commercial & Industrial team, which continues to rank the company as one of the strongest commercial real estate firms in the market.



### Competitive Advantages by using NAI Keystone

- NAI Keystone has been the leader in the Reading metropolitan market place as a full service provider since it opened its doors in 2002. Our annual transaction summary surpasses all brokerages within our market place.
- As the worlds largest Managed Network, we have 5,000 Agents from 325 Offices around the world generating leads and sending prospective buyers and tenants from place to place. We see more deals...
- Your real estate needs will be conducted by a highly successful team that will combine the best investment and commercial talent of our organization.
- NAI Keystone has one of the most successful commercial and industrial teams in the Reading region. Over the years we have represented a wide variety of owners and users in some of the area's prominent commercial & Industrial sales and leases.
- NAI Keystone currently is handling more than 5 Million Sq. Ft. of Commercial & Industrial Real Estate in Berks and Schuylkill Counties.

### Depth of Resources

#### Employees

- 14 Total Employees/Brokers
- 10 Brokers
- 1 Marketing & Office Manager/Licensed Assistant
- 1 Construction Manager
- 1 Developer
- 1 Property Manager
- 1 Accountant

#### Industry and Trade Associations—Individual or Group member of:

- International Council of Shopping Centers (ICSC)
- National Association of Industrial and Office Properties (NAIOP)
- Association of Corporate Real Estate Executives (CoreNet Global)
- National Association of Realtors (NAR)
- Society of Industrial and Office Realtors (SIOR)
- Pennsylvania Association of Realtors
- Young Professional Network
- Greater Reading Chamber of Commerce
- Industrial Development Authority
- Lambda Alpha
- Green Building Association
- Certified Commercial Investment Member Institute (CCIM)
- Council of Supply Chain Management (CSCMP)



## NAI Global Structure and Organization

Since 1978, NAI has been providing outsourced commercial real estate services to support corporations and other institutional property owners. Today, NAI is one of the leading commercial real estate services providers worldwide and the world's largest managed network of commercial real estate firms. Headquartered in Princeton, New Jersey, NAI manages a network of 5,000 commercial real estate professionals and 325 offices in over 55 countries, and completes over \$45 billion in annual transaction volume. NAI's extensive services include corporate real estate services, brokerage and leasing, property and facilities management, real estate investment and capital market services, due diligence, global supply chain consulting and related advisory services. NAI has 192 offices and 3,767 agents in the U.S., Canada and Mexico.



NAI is organized as a **managed** network of independent, locally owned and operated, commercial real estate firms working with an extended management team spread strategically around the world. Together, NAI professionals and our management team help our clients strategically optimize their real estate assets. This structure combines the deep local market knowledge of locally owned entrepreneurial firms with the management organization and aggregation of best practices allowed by a central management organization and supported by industry leading transaction management software. Our offices reach beyond the primary cities and include the secondary and tertiary markets.

## Regional NAI Office Coverage

Over 200 brokers in the regional coverage area to provide local expertise and management



## Regional Offices in New Jersey and Pennsylvania

Over 200 brokers in the regional coverage area to provide local expertise and management



**Brokers**



**Bryan Cole**  
[Resume](#)



**Steve Willems**



**John Herman**



**John Buccinno**



**Kyle McKechnie**



**Justin Stamm**

**Support Services**



**Nadia Muret**

**Property Management**



**Dale Smith**



**Robin Santilla**

**Individual & Company  
Member of**



**Bryan E. Cole**  
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**Find Bryan Cole  
In Social Networks**



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**Bryan E. Cole - Team Leader**

**Location:** Reading, Pennsylvania

**Contact Information:** Exeter Ridge Corporate Center  
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Suite 200  
610.779.1400 x 8502  
610.779.1985 fax  
Bcole@naikeystone.com

**Specialties:** Office & Industrial Leasing & Sales  
Tenant & Buyer Representation

**Scope of Experience:**

Bryan joined NAI Keystone in July of 2004, prior to joining NAI, Bryan Cole spent 4 year's active duty in the U.S. Marine Corp, including a 6 month deployment in Afghanistan, a 4 month deployment in Kuwait/Iraq, and a 7 month deployment in Japan.

Prior to joining the military Bryan was involved in the construction of commercial and multi-unit properties in the Philadelphia suburbs. Bryan has experience working with a diverse group of individuals in numerous countries throughout the world. During Bryan's time at NAI, he has sold and leased in the excess of \$240 Million Dollar's worth of Commercial Real Estate. Because of this, Bryan earned NAI gold club status his first year in the business. Bryan is currently working on earning both his CCIM designation and SIOR designation. Bryan has been the Top Performer/Producer at NAI since 2006 with an average of \$30-\$35 Million in production annually.

Bryan has concentrated his efforts on medical/office property along with Big Box industrial.

**Account Experience:** Associated Wholesalers, Inc., Weidenhammer Systems Inc., All-State Insurance, Greater Berks Development Fund, Reading Eagle, Kinsley Construction, Lavipour & Company.

**Partial Client List:**

Prologis Inc.	Fleetwood Fixtures	Weidenhammer Systems Inc.	Cacoosing Medical
Greater Berks Dev Fund	Miller Brothers	Lavipour & Company	Metropolitan Dev. Group
Opus East	Associated Wholesalers	Goodwill Industries	United Realty
First Industrial	Kinsley Construction	Velocity Inc.	Super Shoe Stores
Reading Eagle	Advanced H2O, LLC	Tripoint Properties	KFC Corporate
Reading Hospital	Custom Processing	U.S. Franchises	All-State

**Personal Memberships:**

NAI (New America International)	Veterans of Foreign Wars	PA Assoc. of Realtors
NAI Office Council	CoreNet Global	National Assoc. of Realtors
NAI Retail Council	Young Professionals Network	Commercial Industrial Council of Berks
CIC Board Member (2007)	NAIOP Member	Berks Chamber of Commerce
NAI Gold Club	ICSC Member	NAI Corporate Services Council
CCIM Candidate	SIOR Candidate	WERC
TriState Board or Realtors	Council of Supply Chain Management	Reading Chamber Rising Star Nominee

President of the National Marine Corp Business Network (Reading Chapter)  
NAI Keystone Commercial & Industrial, LLC Top Performer 2006 - 2011

"I have worked with Bryan on a number of real estate transactions across the country. He's easy to work with, knowledgeable, creative and very prompt when responding. I recommend him without reservation."

~John P. Weidenhammer  
President & CEO  
Weidenhammer Systems

"Bryan is an enthusiastic deal maker that thinks creatively, works hard, and sweats the details. I found Bryan to be very knowledgeable and it was a pleasure to work with him."

~Tom Green  
Acquisitions & Real Estate Director  
First Industrial Realty Corp.

"Bryan is a extremely talented individual who knows the commercial real-estate market in Berks County inside and out. I have worked with Bryan on several projects and I have found him to be a excellent communicator who provides un-biased information that allows you to make the right decisions for your situation. Bryan is a pleasure to work with."

~Rob Tompkins  
President & CEO  
Landis Logistics

"Since selling an international tire wholesale company to sumitomo in 1997, I've been involved in commercial and industrial real estate on a national basis. About two years ago I was fortunate to have met Bryan Cole of NAI Keystone. Though I was used to working with a network of brokers, Bryan proved to be so effective that I've found that the need to work with multiple brokers no longer exists.

Not only has Bryan proved to be enthusiastic and knowledgeable, but he's proven himself on more than one occasion to be concerned with honor rather than commissions. He convinced me not to evaluate a property that I though was a Great prospect and for which he stood to earn a very nice commission. Over the course of the next few months, I learned that Bryan had helped me avoid what could have turned out to be a major headache. If I hadn't sold my business, or if I ever considered a new business, Bryan would be one of the first people I'd try to hire. I strongly recommend him to represent any of your real estate needs, whether you are the buyer or the seller."

~Jeff Hoffman  
Former COO, The Jetzon Tire & Rubber Company  
Former Partner, Laramie Tire Distributors

"Clearly Bryan Cole's perseverance, patience and work ethic proved to be a difference. The Fact that Bryan was accountable for all that he promised, impressed my Partner and myself. Having worked with many professionals from contractors to lawyers, in my opinion, Bryan's responsiveness, communication and organization set him apart. I wouldn't hesitate to hire him for any task - real estate or otherwise.

~Tim Demirjian  
Partner Velocity Inc.

# Global Real Estate Services For The 21st Century

## Brokerage Services

- Tenant/Buyer Representation
- Sales/Leasing/Subleasing
- Major Project Marketing
- National and International Corporate Services
- Build-To-Suit Projects
- Interaction with the Brokerage Community
- Site Selection
- Media Planning and Placement
- Integrated Marketing Program
- Contract Lease Negotiations and Closing
- Business/Market Data
- 1031 Tax Deferred Exchanges

## Management

Property Management

## Advisory Consultation

- Portfolio Optimization
- Value Enhancement Consultation
- Property Management Development and Adaptive Reuse Consultation
- Investment Acquisition and Disposition Consulting
- Public Relations
- Property Rezoning
- Lease auditing and administration

## Strategic Information

- In-House Demographics
- Employment Market Information
- Portfolio Organization
- In-House Aerials



Commercial Real Estate Services, Worldwide.

Individual Member of:



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