



the strategy to create best of class shopping centers

RETAIL DEVELOPMENT
SERVICES

CBRE



GROUND UP DEVELOPMENT



REDEVELOPMENT & REUSE



LAND ACQUISITION & DISPOSITION

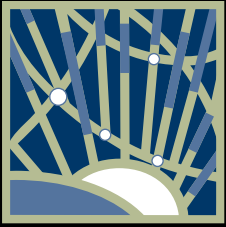
DEVELOPMENT SERVICES





successes

CBRE



theshoppes at chino hills

±400,000 SF Lifestyle Center

Tenants include: Trader Joe's,
CPK, Victoria's Secret and H&M





±1,150,000 SF mixed-use retail and entertainment destination.

Tenants include: Von Maur, Galyan's, Crown Cinema and Yard House



JESS RANCH MARKETPLACE

APPLE VALLEY, CALIFORNIA

±500,000 SF Community Center

Tenants include: Best Buy, Bed Bath & Beyond, Burlington Coat Factory, Cinemark and 24 Hr Fitness



Mesa RANCH PLAZA

1036 - 1118 EAST SOUTHERN AVENUE
MESA, ARIZONA

A ±200,000 SF Best of Class hispanic oriented shopping center.

Tenants include: Pro's Ranch Market, dd's Discounts, Shoe Carnival and Fallas Discount Stores



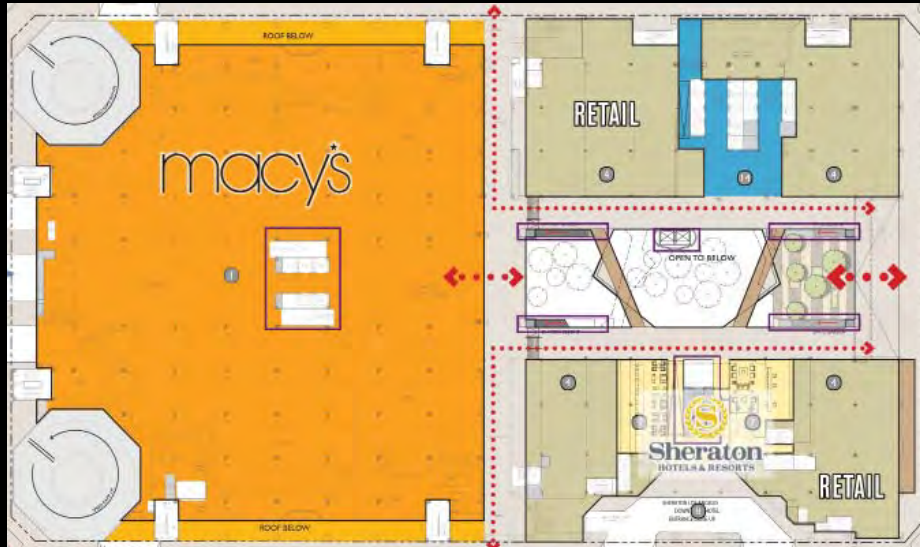


current projects

CBRE

THE BLOC

Redefining downtown LA through the redevelopment of the 2.5 million mixed use destination at the center of downtown. Macy's department store, 26-story Sheraton hotel and 800,000 SF of office are all a part.





North County San Diego's New "City Center" with over 3,000,000 SF of proposed retail, entertainment, office, hotels and residential units.





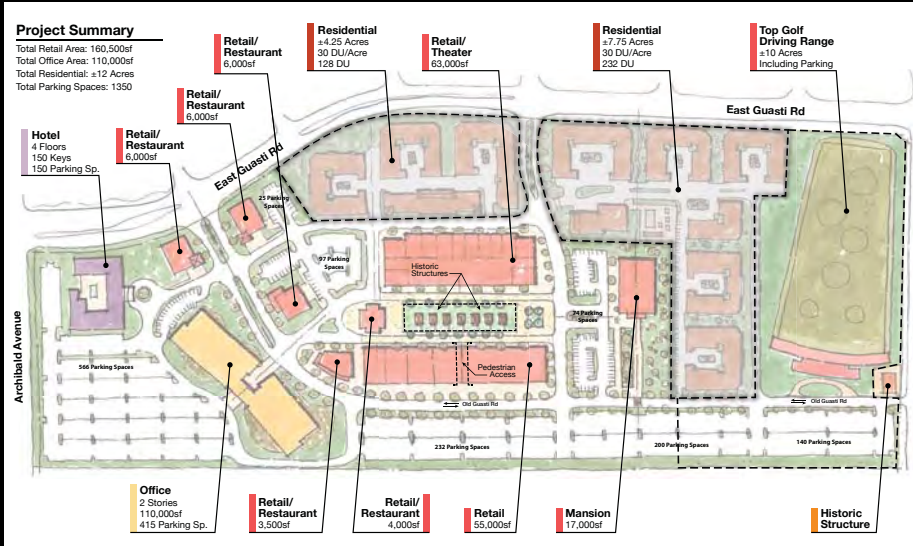
ANAHEIM GARDENWALK

The new Gardenwalk will be a must see center for tourists and an unparalleled entertainment, shopping and closing destination for day time workers and residents.





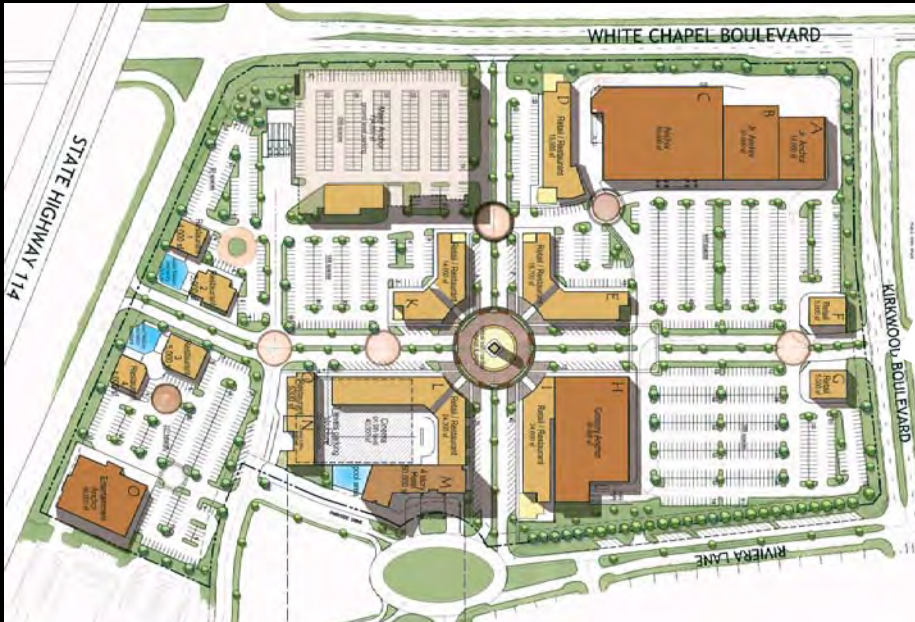
A reuse of a historic winery into a retail, entertainment, hospitality, residential and office district.



Carillon

SOUTHLAKE

±500,000 SF retail plaza district
within a 285-acre master planned
community with upscale single family
homes, corporate office park and
hotels.





the team

CBRE



SCOTT KAPLAN
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PROFESSIONAL EXPERIENCE

Based in Southern California, Mr. Kaplan works from a national platform to provide consultative real estate solutions, including strategic planning, capital markets, research, asset services, leasing and consulting.

CAREER

2011 – Recipient of the CBRE National Larry Perrish Award for his spirit of dedication, expertise and cooperation as a member of Retail Services.

2010 – Ranked in the Top 10 retail producers in the West; Ranked as the number one retail producer in Orange County.

2009-PRESENT – Senior Vice President. Working with developers, institutions, private clients, municipalities and retailers; retail broker focused on servicing clients & projects nationwide.

2005-2009 – Senior Managing Director, CBRE Retail Services Western Region. Responsible for leading all aspects of our retail property practice, from Hawaii to Texas.

2001-2005 – Senior Managing Director CBRE Inland Empire Region. Responsible for leading a portion of the Southern California Region. Successfully grew revenues 20-25% per year.

1998-2001 – CBRE Ontario office, Managing Director Responsible for all aspects of leadership for Riverside/San Bernardino Counties. Lead office, retail, industrial, multi-family and investment properties group.

1996-1998 – CBRE retail development broker in Phoenix, Arizona as a partner of a team focused on sourcing development deals to developers in the community, Scott's group sourced, leased and sold more than 30 ground up projects.

1986-1995 – Hallmark Retailer

- Co-Owner chain of Hallmark stores in the Chicago area.
- First President of Crown Mac, Hallmark's internal financing division for its Gold Crown Store Network
- Served on Hallmark's first Gold Crown Advisory Board as the voice of the Midwest. This team was responsible for assisting, creating, and developing the Gold Crown Store Brand and the Gold Crown Card, Hallmark's customer rewards program.

ACHIEVEMENTS

- CBRE Larry Perrish Award recipient, 2011
- CBRE Global Corporate Services/Brokerage Partnership Award, 2011
- Top 25 retail broker Nationally
- Ranked in top 10 retail producers in the Western Region, United States, 2011, 2012
- Number One retail broker in the Orange County region, 2011, 2012
- Co-author of the Development Advisory Practice

PROFESSIONAL AFFILIATIONS / ACCREDITATIONS

- Member, International Council of Shopping Centers (ICSC)
- State of California Real Estate Broker
- Chino Hills Foundation Board



PROFESSIONAL EXPERIENCE

Erik Westedt, Vice President, is an experienced commercial real estate broker with national reach. He specializes in retail development, redevelopment, strategic planning and consulting services for owners and municipalities across the United States. Mr. Westedt has been involved in many innovative, award-winning projects and works closely with national brands to provide quality placement.

Mr. Westedt is dedicated to giving his clients the highest caliber of service and is particularly adept at using his vast market knowledge to strategically assist those he represents. His intelligence, discipline to his craft, and timeless pursuit of quality service make him an invaluable asset to all of his assignments. Over his career, Mr. Westedt has completed retail sales and lease transactions with total consideration in excess of \$750 million.

PROFESSIONAL AFFILIATIONS / ACCREDITATIONS

- International Council of Shopping Centers (ICSC)
- National Retail Development Group (RDG)
- Licensed Real Estate Salesperson in the State of California
- Golden Key International Honor Society
- The International Honor Society Beta Gamma Sigma
- CCIM Institute

CLIENTS REPRESENTED

- Ace Cafe
- Albertsons
- Ashley Furniture
- Chavin Development
- City of Claremont
- City of Coralville
- County of San Bernardino
- Fallas Paredes
- Hertz
- Hines
- Hopkins Real Estate Group
- Hutton Development Co.
- JC Penney
- JP Morgan Chase
- Lewis Retail Centers
- Living Spaces Furniture
- Lowe's Home Improvement
- Malcolm Riley & Associates
- Nationwide Insurance
- Oliver McMillan
- Pine Tree Commercial Realty
- Realty Bancorp Equities
- Reddy Development
- Regis Corporation
- RPAI
- Sprint
- Starbucks
- The Ratkovich Company

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