



## Florida Real Estate Services

360 Central Ave.  
St. Petersburg, FL 33701

3621 S. Dixie Hwy.  
West Palm Beach, FL 33405

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



## Farbman Group – Florida Real Estate Services

Farbman Group continues their 35 year tradition of excellence by providing high quality commercial real estate services throughout the State of Florida. With offices spanning from the east to west coasts of Florida (Tampa and West Palm Beach), we are positioned to serve your needs statewide. Our Florida professionals are backed by the 200+ employees of the Farbman Group and related Farbman entities (including NAI Farbman of Metro Detroit). We have a long standing reputation as industry leaders in repositioning troubled real estate assets (and maintaining institutional ones at the highest levels) for a variety of lenders, institutional owners, bond insurers / funds and CMBS lenders including:



Comerica	Bank of America
Chase	Berkadia
JER	GE Capital
Ambac	ING/Torchlight
Morgan Stanley	Midland Loan Services
Helios	KeyBank
Orix	TCF Bank
Charter One	IDS/American Express
CW Capital	C-III/ARCap
PNC Bank	Wells Fargo

We can be of assistance in the management of all commercial property types throughout the state of Florida and handle investment sales for commercial and multi-family assets statewide as well.

We would welcome the opportunity to assist you with your needs in Florida. For your review, we've enclosed the following:

- 1. List Of Lender and Other Institutional References**
- 2. Resumes Of Key Florida Management, Receivership and Investment Sales Team Members**



Founded almost 35 years ago, the Farbman Group of Companies includes Farbman Group, Huntington Construction and NAI Farbman (the Detroit area NAI Partner). We have a long history of handling turnaround property management, receivership and brokerage assignments and are specialists in the distressed asset arena. Our extensive reference list is included herein.

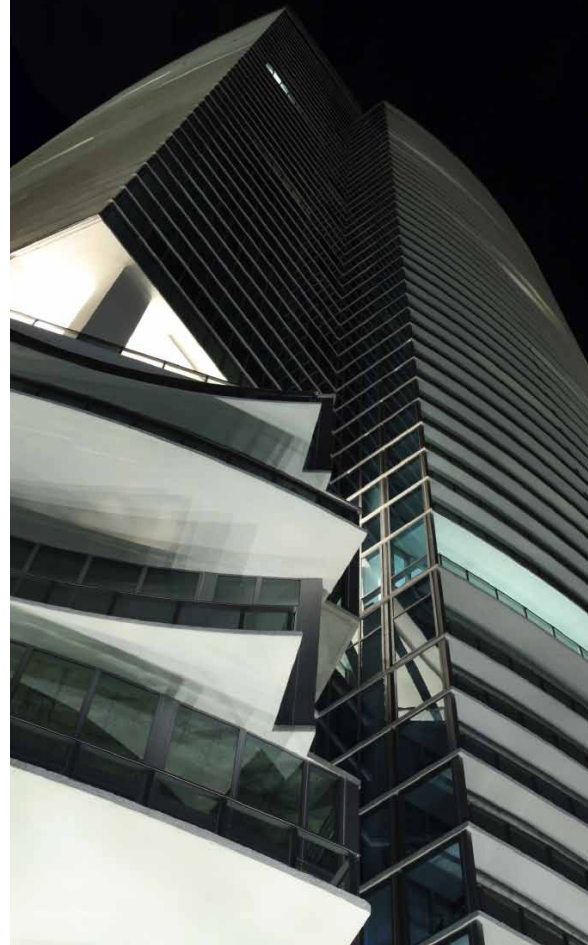
Having successfully handled turnaround and disposition assignments throughout the United States and encompassing all property types, we have the experience to handle your needs regardless of location or asset type. Please also view us as a source for sales comparables, market data and preparing analytical evaluations (Broker Opinions of Value) on assets. If you are attempting to do a workout on a note or bond, we would be pleased to assist in providing data to help reach a successful conclusion to the restructuring.

The Farbman Group has a long track record in turnaround office, industrial, retail, and disposition work nationwide. **With over 20 million square feet of property under management throughout the country, and hundreds of millions of dollars in successful disposition assignments to our credit, we have the experience and the resources to be of assistance to you.**

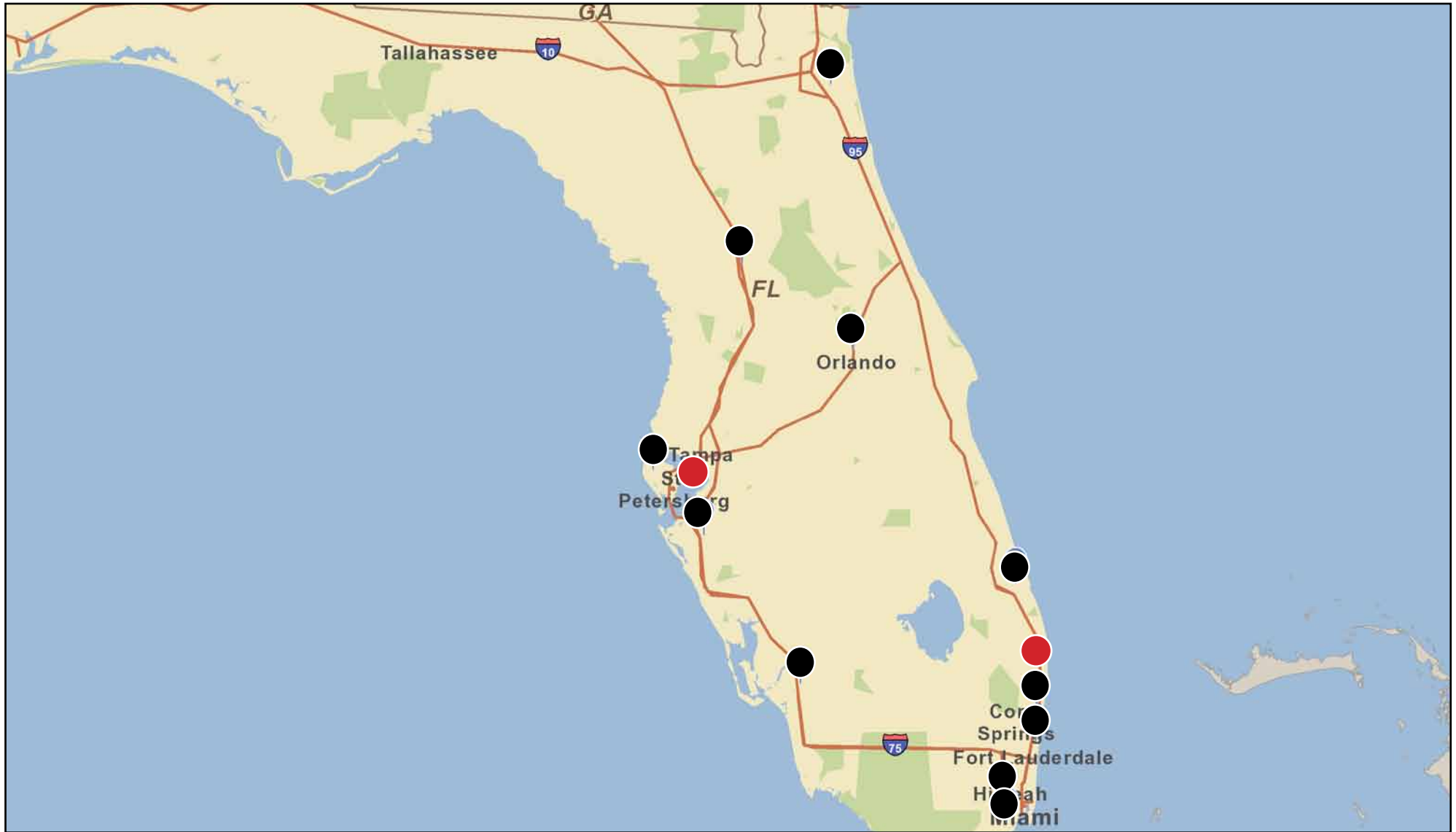
Our Florida practices are backed by Farbman Group's nationwide (and worldwide) network of NAI Global offices. With over 350 offices worldwide (in 55 countries) and over 5,000 professionals, we can assist you wherever your real estate needs may be. **NAI Global annually completes over \$45 billion dollars worth of transactions and currently has over 200 million square feet of property under management.** Farbman Group teams up as necessary on projects with our NAI partners to provide the highest and most comprehensive level of service for our clients.

As specialists in the areas of property management and dispositions, we understand the need for specially tailored strategies on management, disposition and leasing. As our Florida offices handle receivership, management, disposition and tenant representation assignments, we are not tied to any in-house leasing team that we are obligated to use for landlord representation. Hence, we have the opportunity to use the "best in class" leasing professionals and modify the leasing team for your specific deal – whoever that leasing firm may be. However, as a subsidiary of an NAI firm, we have access to NAI's affiliated entities in Florida and they can be called upon in the following NAI affiliate locations:

- **Tampa/St. Petersburg - Farbman Group**
- **West Palm Beach - Farbman Group**
- Miami
- Fort Lauderdale
- Orlando area - Maitland
- Fort Myers
- Bradenton
- Jacksonville
- Doral
- Ocala
- Seminole
- Stuart



# Farbman Group Locations & NAI Affiliated Entities in Florida



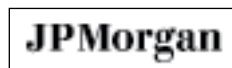
**Farbman Group**  
Tampa/St. Petersburg & West Palm Beach

**NAI Affiliated Locations**



## A Partial List of Clients

We are proud to have the following organizations as a partial list of Farbman Group disposition and management clients. Please let us know if you would desire additional references and we would be pleased to provide them.



# Reference List



## John Hancock Real Estate Investment Group

Ms. Patricia Coyne  
Hancock Place, 200 Clarendon St, 53rd Flr.  
Boston, MA 02117  
(617) 572-3867  
pcoyne@jhancock.com



## CW Capital

Ross Newman  
701 Thirteenth Street, NW, Suite 1000  
Washington, DC 20005  
(202) 715-9542  
RNewman@CWcapital.com



## ORIX Capital Markets, LLC

Douglas K. Miller  
1717 Main Street, Suite 900  
Dallas, TX 75201  
(214) 237-2181  
dmiller@orix.com



## Morgan Stanley

Gerard Lian  
522 5th Avenue  
6th Floor  
New York, NY 10036  
(212) 296-0408  
gerard.lian@morganstanley.com



## Ambac Assurance Corporation

Joan Allman  
One State Street Plaza  
New York, NY 10004  
Phone: (212) 208-3396  
Fax: (212) 797-5725  
jallman@ambac.com



## Centerline Servicing, Inc.

Laura Thorp  
5221 N. O'Connor Blvd., Suite 600  
Irving, TX 75039  
(972) 868-5300  
lthorp@centerline.com



## Capmark Bank

Sam Jones  
116 Welsh Road  
Horsham, PA 19044  
(215) 328-1400  
samuel.jones@capmarkbank.com



## Midland Loan Services, Inc.

Kevin C. Donahue  
10851 Mastin, Suite 300  
Overland Park, KS 66210  
(913) 253-9624  
kcdonahue@midlandls.com



## GE Capital

Marcia Matalon May  
500 West Monroe Street  
Chicago, IL 60661  
(312) 463-2216  
marcia.matalonmay@gecapital.com



## Forest City Commercial Group

Mark Siegel  
1100 Terminal Tower, Cleveland, OH  
44113  
(216) 416-3241  
mark\_siegel@fceinc.com



## Comerica Bank

John Regan  
500 Woodward, MC 3205,  
Detroit, MI 48226  
(313) 222-7429  
john\_f\_regan@comerica.com



## Berkadia (Formerly Capmark)

Sylvan Rothschild  
700 North Pearl Street, Suite 2200  
Dallas, TX 75201  
(214) 999-7014  
sylvan.rothschild@capmark.com



Some of the services that Farbman Group can provide you throughout the state of Florida:

- **Comprehensive property management services** with institutional grade financial reports
- Mobilize quickly to **market your properties for sale** and obtain optimum values for you through our high quality offering memorandums, expert analytics, aggressive contacting of prospects and detailed follow up to close deals.
- We often **act as receivers** on various assignments and are very familiar with the requirements of the courts. We are prepared to assist in proving cases of waste (both physical and financial, as needed).
- The ability to tap "Best In Class" leasing services because as we do not have any in house leasing team that we are required to use on assignments.
- We maintain an outstanding **database of lease and sales comparables** and other market statistics. We can quickly assemble this data where the need arises for acquisitions, due diligence or other purposes.
- **High proficiency in Argus modeling** of investment deals and can provide detailed Broker Opinions of Value for you as needed.
- We maintain a strong, constantly updated, **nationwide database of buyers** that tracks new and emerging buyers including (IRC Section 1031 buyers through title companies and other sources).





**William Bubniak**  
Senior Vice President  
Investment Sales

### BACKGROUND & EXPERIENCE

William Bubniak joined The Farbman Group in January, 1988 and is currently a Senior Vice President with the firm. Bill splits his time between the Florida and Midwest offices of the Farbman Group. He maintains homes in Boca Raton, Florida and in Michigan. He oversees the Investment Sales Division of the Brokerage Department. Bill specializes in the sale of investment and turnaround properties and structuring sales of buildings for user/buyers to purchase for their own businesses.

Some clients include:

- Morgan Stanley
- C-III (Centerline)
- Camden Property Trust
- JER Partners
- JP Morgan
- ORIX Capital

Bill has been involved in the sale of a variety of types of real estate including office buildings, net leased transactions, hotels, industrial buildings, shopping centers and apartment projects. He was previously the chairperson of the NAI Global Investment Council for several years.

Prior to joining The Farbman Group, Bill was employed with the law firm of Clark, Hill (formerly Hill, Lewis) as an attorney where he specialized in tax and real estate law. He is also a CPA and worked in the tax department of Ernst & Young (formerly Ernst & Whinney).

### PROFESSIONAL AFFILIATIONS & DESIGNATIONS

CPA, Illinois  
Attorney, Michigan

### EDUCATION

University of Michigan Business School, BBA Accounting  
Wayne State University School of Law, JD

### SIGNIFICANT TRANSACTIONS

#### Industrial/Flex

- Lauderhill Industrial Park, 80,000 SF, Lauderhill, Florida
- Gateway Industrial Center, 1,152,099 SF, Detroit Michigan
- 9 Building Industrial Portfolio, 1,800,000 SF, Canton, Ohio
- Discovery Center, 164,100 SF, Farmington Hills, Michigan
- Spectrum Commerce Center, 134,253 SF, Dublin (Columbus), Ohio

#### Office

- Miami Lakes Executive Center, 50,000 SF, Miami Lakes, Florida
- Sheffield Office Building, 518,000 SF, Troy, Michigan
- Jackson Office Building, 177,000 SF, Chicago (CBD), Illinois
- Office Building Sale, 54,840 SF, Pensacola, Florida
- Bingham Center, 500,000 SF, Bingham Farms, Michigan
- Dayton Office Portfolio, 325,000 SF, Dayton, Ohio
- 777 Eisenhower Plaza, 326,000 SF, Ann Arbor, Michigan

#### Multi-Housing

- Arena Square Apartments, 559 units, Miami, Florida
- Oceania Condominiums, 624 units, Miami Beach, Florida
- Village Green Apartments, 151 units, Palm Beach, Florida
- Palm Beach Homes Apartments, 223 units, Palm Beach, Florida

#### Retail

- Conway Plaza, 125,000 SF, Orlando, Florida
- Randall Park Mall, 1,473,144 SF, North Randall (Cleveland), Ohio
- Concord Mall, 600,000 SF, Elkhart, Indiana
- Westshore Mall, 400,000 SF, Holland, Michigan
- East Bay Plaza, 85,000 SF, Largo, Florida



**Michael Kalil**  
Chief Operating Officer

**SCOPE OF SERVICE EXPERIENCE**

Property Management, Brokerage, Development, Construction, Executive

**BACKGROUND & EXPERIENCE**

Michael G. Kalil joined Farbman Group in July, 1993 and currently is the Chief Operating Officer for The Farbman Group. Since joining The Farbman Group, Mr. Kalil has held leasing and management responsibilities for over several million square feet of office, industrial and retail property. Most recently, Mr. Kalil has been responsible for the management of over 20 million sq. ft. of Commercial, Industrial, Office Buildings, and Medical Office Buildings. Mr. Kalil supervises Huntington Construction, a general contractor providing new construction, tenant improvements and restoration services. Mr. Kalil has over 20 years experience as a Court Receiver throughout the Midwest, and Asset Manager for portfolios of distressed assets for regional banks and specialized servicers. Prior to joining The Farbman Group, Mr. Kalil worked for five years with National City in the Commercial Loans and Special Loans Department.

**EDUCATION**

University of North Carolina –  
Bachelor of Science in Finance  
Walsh College –  
Master of Science in Finance

**PROFESSIONAL AFFILIATIONS & DESIGNATIONS**

Mr. Kalil currently sits on the Board and Executive Committee of the Michigan Roundtable for Diversity & Inclusion of Michigan, Board Member of Holy Cross Children Services, and Member of ICSC, RMA & BOMA.

**SIGNIFICANT TRANSACTIONS / ACCOUNTS WITH:**

- Morgan Stanley
- C-III (Centerline)
- Berkadia (Capmark)
- ORIX Capital
- Midland Loan
- Helios AMC
- Wells Fargo
- JER Partners
- JP Morgan
- Camden Property Trust
- ING Realty Partners



**Maxx Carney**

### BACKGROUND & EXPERIENCE

Maxx Carney is based out of the West Palm Beach office with the Investment Sales Division of The Farbman Group. Maxx specializes in distressed and turn-around assets throughout the State of Florida and has been involved with the valuation, marketing and sales of more than \$80 million of commercial assets since joining the firm. His experience includes dispositions of all property types in a multitude of financial conditions - from vacant and poorly occupied properties to stabilized properties and net lease deals. Maxx works closely with asset managers and property managers to suggest management and disposition strategies to optimize values and returns for his clients.

Maxx specializes in asset valuation using both Argus programs and proprietary Microsoft Excel models and is routinely called upon to provide clients with detailed opinions of value using a plethora of different valuation techniques. Maxx's ability to analyze market conditions and trends and transplant this information into his models, combined with his scenario-based valuation approach is routinely called upon by clients to help evaluate options for both management techniques and disposition strategies.

Prior to joining The Farbman Group, Maxx held positions with both an industry leading marketing and public relations firm and a national accounting and consulting powerhouse. His prior experience on both marketing and finance roles have proved to be a precious combination when evaluating and marketing assets for his clientele.

### EDUCATION

University of Michigan – Ann Arbor, MI  
Bachelor's of Arts in Economics  
Wayne State University – Detroit, MI  
Post-baccalaureate Accounting Coursework

### VALUATION AND SALES EXPERIENCE

Maxx's valuation and sales experience encompasses the following asset classes:

- Mid/High Rise Office
- Industrial
- Neighborhood Retail
- Flex Space
- Lifestyle Centers
- Single Tenant/NNN Lease
- Parking Garages
- Lender Owned
- Privately Owned

### Clients that Maxx has assisted in valuation, strategy and marketing include:

- Morgan Stanley
- C-III (Centerline)
- Berkadia (Capmark)
- ORIX Capital
- Midland Loan
- Helios AMC
- Wells Fargo
- JER Partners
- JP Morgan
- Camden Property Trust
- ING Realty Partners



**Todd Szymczak**  
Vice President -  
Investment Sales

### BACKGROUND & EXPERIENCE

Todd Szymczak is Vice President of Investment Sales with a focus on Multifamily and Hospitality Properties. Todd has been involved with the valuation, marketing and sales of numerous properties with a specialty in distressed, turnaround deals. Todd has successfully sold vacant properties, poorly occupied properties, and stabilized properties. He has worked hand in hand with property management teams and on-site managers across the country to suggest actions to maximize results which have proved successful in many deals. Todd's valuation and sales experience includes work on market rate apartments, student apartments, senior independent living properties, mobile home parks and hospitality properties. Through partnerships with our NAI Global network of offices, Todd has evaluated and sold deals throughout the Midwest and beyond.

In addition to ARGUS financial modeling, Todd has developed custom financial spreadsheets to estimate the true market value that investors are likely to see in properties, given the unique current real estate market. Many clients have appreciated Todd's candor in evaluating the strengths and weaknesses of properties and how the market will likely respond. Given that he is constantly talking to buyers about a variety of opportunities, Todd knows what investors are looking for now and their opinion about where the market is headed.

In addition to successfully valuing and marketing multifamily and hospitality assets, Todd has taken on special use properties at clients' requests, including land, self-storage, vacant industrial, as well as more unique property types.

### PREVIOUS BACKGROUND AND EXPERIENCE PRIOR TO FARBMAN GROUP

Prior to joining the The Farbman Group (and NAI Farbman, Michigan). Todd had success as an owner and manager of several small multifamily properties. His previous background as a mechanical engineer and licensed builder helps him provide a unique and valuable perspective on deferred maintenance issues for the clients benefit.

### EDUCATION

University of Michigan – Ann Arbor -  
Licensed Real Estate Salesperson -  
State of Michigan  
Post-baccalaureate Accounting Coursework

### CLIENTS INCLUDE:

- C-111 (Centerline Capital)
- Berkadia Commercial Mortgage
- Midland Loan Services
- ORIX
- Comerica Bank
- Flagstar Bank
- Various court appointed receivers



Our Florida professionals possess the strength of experience and the resources of one of the industry's leading full service commercial real estate service firms. With more than three decades of experience, we've anticipated the questions, planned in advance for the needs, and offered the solutions to help maximize asset values for our clients. We look forward to being of service to you in Florida and will follow up shortly to discuss how our team of seasoned commercial real estate professionals can meet and exceed your business demands and help you navigate the ever changing Florida commercial real estate marketplace.

Sincerely,  
Farbman Group

William A. Bubniak

Maxx Carney

Michael Kalil

Todd Szymczak





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