

Executive Resume

Phone: (650) 344-4300 x315
Email: apeceimer@cbcworldwide.com

Andrew T. Peceimer

Senior Commercial Real Estate Advisor

Coldwell Banker Commercial

1575 Bayshore Highway • Suite 100 • Burlingame, CA 94010

Summary of Qualifications

- Outstanding communication, presentation, and sales skills
- National leader in commercial real estate sales and leasing
- Strong ability in personnel interviewing, training, and motivating
- Ability to achieve immediate and long-term goals and meet operational deadlines
- Experience in portfolio management of multi-family, industrial, office, and retail properties with value in excess of 100 Million Dollars

Professional Experience

Coldwell Banker Commercial
Burlingame, California
Senior Commercial Real Estate Advisor
2001 to present

Led the financial and acquisition efforts of a turnaround company, improved its financial condition and positioned it for sale, which was the critical objective of this interim position. Responsible for the treasury, public reporting, acquisitions and investor relations activities of the organization. Directed the accounting and administration staff.

- Sold and leased over Two Billion Dollars of commercial property.
- Responsible for the closing of approximate 2,000 real estate transactions.
- Personally owns approximately 40 million dollars of income property
- Consistently in top 1% of income producing agents in Coldwell Banker Commercial.
- Successfully negotiated 25-year lease with Avis on an 86,00 ft. facility valued at more than \$26M

Westbay Commercial Real Estate
Burlingame, California
President
1991 to 2001

- Responsible for revenue of approximately 3 million dollars per year
- Listed as the fastest growing privately held commercial real estate company
- Frequent guest speaker on commercial real estate investment at the College of San Mateo
- Personally trained 30 college graduates to successfully sell and lease commercial property

Blickman Turkus
Burlingame, California
Commercial Real Estate Agent
1988 to 1991

- 1990 Top producing real estate agent Blickman Turkus, Burlingame , CA office.
- 1989 Rookie of the year Blickman Turkus Palo Alto, CA office

Contact Information:
Phone: 650.344.4300 x315 Business
Fax: 650.344.4311
apeceimer@cdbcurlingame.com

Education

- Bachelor of Arts in History, University of California, Berkeley

Honors, Awards, and Special Recognition

- 2014 Top Producing Broker (Platinum Award)
- 2013 Top Producing Broker (Platinum Award)
- 2012 Top Producing Broker (Gold Award)
- 2011 CoStar Power Broker of the Year (San Francisco Peninsula)
- 2011 Top Producing Broker (Gold Award)
- 2010 Top Producing Broker (Gold Award)
- 2009 Top Producing Broker (Silver Award)
- 2008 Top Producing Broker (Bronze Award)
- 2007 Top Producing Broker (Platinum Award)
- 2006 Top Producing Broker (Gold Award)
- 2005 Top Producing Broker (Gold Award).
- 2004 Top Producing Broker (Gold Award).
- 2003 Top Producing Broker (Platinum Award), 2003 Coldwell Banker Commercial
- 2002 Circle of Distinction Coldwell Banker Commercial (top1% of more than 3,000 Coldwell Banker Commercial brokers nationwide)

**Coldwell Banker Commercial Names 2003 Circle of Distinction Winners
at Global Commercial Conference
04/07/2004**

PARSIPPANY, N.J. - George E. Slusser, president, **Coldwell Banker Commercial**® inducted top sales associates into the company's prestigious Circle of Distinction award category at ceremonies in Las Vegas during the company's annual Global Commercial Conference, the foremost event available to **Coldwell Banker Commercial** franchise owners, brokers and sales associates. This exclusive membership is bestowed on sales associates at two levels: the Platinum Circle of Distinction honors associates who have achieved over \$500,000 in Adjusted Gross Commission (AGC), and the Gold Circle of Distinction recognizes the achievements of those who exceed \$300,000 in AGC.

"The exceptional success of the **Coldwell Banker Commercial** brand is due to the professionalism, commitment and passion of our sales associates," said Slusser. "Our Platinum and Gold Circle of Distinction members represent the best of the best. They are shining examples of the competitive edge and unequalled service **Coldwell Banker Commercial** affiliates consistently deliver to clients."

The Westbay Real Estate Group Platinum Circle of Distinction winner for 2003:

- **Andrew Peceimer**, *Coldwell Banker Commercial Westbay - Burlingame, CA*

The Westbay Real Estate Group Gold Circle of Distinction winner for 2003:



Major Clients

- Avis Rent A Car
- McMorgan & Company
- Budget Rent A Truck
- 4th Dimension Software
- Australian Embassy
- Scimagix
- Alvarado Mills
- Budget Rent-a-Truck
- Kuehne Nagel

Buildings Sold and Leased

- 1900 2000 Embarcadero Road, Oakland, 155,000 Sq. Ft.
- 513 Eccles Avenue, South San Francisco, 84,000 Sq. Ft.
- 437 Rozzi Place, South San Francisco, 60,000 Sq. Ft.
- 280 Harbor Way, South San Francisco, 54,000 Sq. Ft.
- 150th West 20th Avenue, San Mateo, 40,000 Sq. Ft.
- 332 East Grand Avenue, So. San Francisco, 35,000 Sq. Ft.
- 362 East Grand Avenue, So. San Francisco, 27,000 Sq. Ft.
- 1075 So. Mission St., Fallbrook, 25,500 Sq. Ft.
- 950 Tower Lane, Foster City, 25,000 Sq. Ft.
- 350th 90th Street, Daly City, 24,000 Sq. Ft.
- 501 Forbes Blvd., So. San Francisco, 20,000 Sq. Ft.
- 1400 Fashion Island Blvd., San Mateo, 20,000 Sq. Ft.

Professional Development

- Completed the Karras Negotiating Seminar, CCIM101 course
- Qualified as an expert witness in commercial real estate in State of California
- Stanford Splash Real Estate Investment Class Instructor

Special Interests and Activities

- Member, Society of Industrial and Office Realtors
- Frequent guest speaker on commercial real estate investment at the College of San Mateo
- Coldwell Banker Commercial Global Conference speaker

Contact Information:

Phone: 650.344.4300 x315 Business

Fax: 650.344.4311

apeceimer@cbcburlingame.com

Key Accomplishment Summary

Andrew T. Peceimer

Kotobuki Trading Co. located at 320-334 Victory Ave, South San Francisco

**Reference:
Kotobuki Trading Co.
Masura Kagami
(650) 588-8593**

Case Study:

The owners of the Kotobuki Trading Co. were looking to expand their operations. Their buildings consisted of one (1) concrete tilt-up measuring approximately 7,000 square feet, and a metal building measuring approximately 17,000 square feet. The total parcel of the location was 50,000 square feet. The building is also located in the high-density flood zone. They enlisted the services of Coldwell Banker Commercial to assist them in the search to purchase a larger facility for their operation. Once a facility was located, Coldwell Banker Commercial was responsible for selling their building in a timely manner, so as to not effect their operation.

Response:

Coldwell Banker Commercial worked diligently to find suitable relocation sites for Kotobuki Trading. Through Coldwell Bankers extensive network and experience, three properties were identified. The first relocation site was 222 Harris Court, South San Francisco. The facility is approximately 30,000 sq ft. The total site is approximately 43,000 sq ft.

Results:

Coldwell Banker Commercial successfully located and negotiated the purchase of a lease/purchase at 222 Harris Court, in South San Francisco. While negotiating the purchase, Coldwell Banker Commercial located a buyer for their current facility located at 320-334 Victory Avenue in South San Francisco. The facility located at 320-334 Victory Avenue is currently in escrow. The location of a new, larger facility and the sale of the existing facility will be completed by Coldwell Banker Commercial within 150 days from the start of the assignment.

Key Accomplishment Summary

Andrew T. Peceimer

312 East Grand Avenue, South San Francisco

**Reference:
Ms. Teresa Hsing
(650) 455-5758**

Case Study:

Ms. Teresa Hsing employed the services of Andrew Peceimer and Mike Davis of Coldwell Banker Commercial Westbay Real Estate Group to sell her industrial property located at 312 East Grand Ave., in South San Francisco. The building was approximately 23,000 square feet. The rent for the building was \$.65 NNN per square foot. The annual projected net income was \$179,400.00 (this did not include vacancy, tenant improvement, or real estate leasing fee.) The building was sold for \$3,000,000.00. Teresa still had a loan balance of \$1,500,000.00. Her return on the building was approximately 5.9%

Response:

After selling her building, Andrew and Mike began searching for an exchange property to re-invest her money.

Results:

After an extensive search, Coldwell Banker Commercial was able to negotiate the purchase of a shopping center located in Fallbrook, CA. The purchase price was 3,500,000.00 with a capitalization rate of 9%. Teresa adjusted annual income for her recently purchased investment property is now approximately \$270,000,000.00



Contact Information:
Phone: 650.344.4300 x315 Business
Fax: 650.344.4311
apeceimer@cbcburlingame.com

References

Andrew T. Peceimer

Mr. Jeff Tiret
Tiret & Company
Partner
1250 Bayhill Drive
San Bruno, CA 94066
(650) 255-0400

Mr. Tim Noel
Asset Manager
Ross & Blum
425 California St.
San Francisco, CA 94104
(415) 981-3600

Mr. Raymond Chan
President
Alvarado Mills
30542 Union City Blvd.
Union City, CA 94587
(510) 324-8892

Mr. Vince Narez
President
Bay View Funding
2121 South El Camino Real
San Mateo, CA 94403
(650) 294-6620

Mr. Richard Keldsen
President
Saga Music
137 Utah Avenue
South San Francisco, CA 94080
(650) 555-5558

Mr. Pat Murray
Asset Manager
McMorgan & Co.
One Bush St.
San Francisco, CA 94104
(415) 788-9300

Mr. Paul Leninger
President
ABX Engineering
880 Hinckley Road
Burlingame, CA 94010
(650) 697-9600

Mr. David Beatson
CEO
Panalpina North America
950 Tower Lane
Foster City, CA 94402
(650) 825-3067

Mr. Bob DeVencenzi
President
DeVencenzi Metal Products
1655 Rollins Road
Burlingame, CA 94010
(650) 692-5800

Mr. Ken Young
Northern CA. Director
Equity Office Properties
2988 Campus Drive
San Mateo, CA 94404
(650) 358-5313

Mr. Henry Thomas
Investment Officer
CalSters
766 Folsom Blvd.
Sacramento, CA 95826
(916) 229-3619

Teresa Hsing
Investor
Hsing Investments
1731 Hillside Drive
Burlingame, CA 94010
(650) 455-5758

The Role of the Director/Corporate Services

Developing and Implementing Strategic Plans

The development of a strategic plan begins with the identification of the company's internal strengths and weaknesses, followed by an analysis of its competitive position. This involves a detailed analysis of the company's financial position and its recent financial results. The DIRECTOR should play a lead role in these tasks. The final plan will have both internal and external objectives. The internal objectives deal with enhancing profitability. This is an area where the DIRECTOR should lead in analysis and in establishing forward-looking targets. With respect to the external objects, the DIRECTOR should be part of a team entrusted to identify alliances or acquisitions and participate in the execution of these objectives.

Sourcing of Financial Capital

It is the DIRECTOR's responsibility to identify the amount of external capital required or the amount of internally generated funds retained for reinvestment in the company. He/She should identify the type of capital raised and decide if the terms and conditions are acceptable. The capital could be any type of equity. The debt may be leases (on or off balance sheet), debentures or bank debt. In all cases, it should be the DIRECTOR's responsibility to ensure the firm's capital structure is optimized.

Risk Management

The DIRECTOR should identify the types and degree of risk management appropriate for the company's activities. This may include the purchase of insurance (property, liability, key employee, customer, et al), the appropriateness of its cost or whether the firm should self-insure. The DIRECTOR should determine whether some form of hedging is desirable for the monetary assets. This risk management may be in the form of swaps, fixed contracts, natural hedges or derivatives.

Accounting Policies and Financial Controls⁹⁹

The DIRECTOR should determine the application of accounting policies in accordance with GAAP and ensure the firm is in conformance with such policies. The DIRECTOR should also develop and ensure compliance with all required financial controls to safeguard the assets of the company.

Technology Leader

Since the accounting and information systems are usually the largest part of the business system, the DIRECTOR must remain abreast of developments in the technologies.

Communication with Owners and Potential Investors

Because a majority of the communications with owners and potential owners is the explanation of the firm's past financial performance or its future expectations, the DIRECTOR should take a lead role in this communications program. This will entail a detailed understanding of the firm's profitability, operations and competitive position. The DIRECTOR will have to be aware of developing economic and industry trends, and have full knowledge of rules and regulations governing such disclosure.

Interaction with and Negotiation of Joint Ventures

Globalization of the economy and the broadening sophistication of customer demands will lead increasingly to the formation of joint ventures and strategic acquisitions. The DIRECTOR should play a lead role in the interaction with these business partners since the agreements and information needs will tend to be financial. The DIRECTOR needs to be highly skilled in relationship management and negotiation techniques.⁹⁹⁹⁹

Contact Information:

Phone: 650.344.4300 x315 Business

Fax: 650.344.4311

apeceimer@cbcburlingame.com