

RELIGIOUS, EDUCATION & NOT-FOR-PROFIT GROUP

COMMERCIAL REAL ESTATE SERVICES



FOUNDRY
COMMERCIAL



WE VALUE QUALITY
OVER QUANTITY &
BELIEVE RELATIONSHIPS
TRANSCEND
TRANSACTIONS

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PERSPECTIVE FROM OUR FOUNDER

In June of 1968 my father Richard, a Commercial broker at the time, was asked by his church to sell their building. He quickly learned that selling a church was significantly different than anything else he had ever sold. It was more than just a transaction, and the building more than simply bricks and mortar. Churches, schools and other special-use properties are the places that give life meaning, where one's potential becomes tangible and foundations are laid for the next generation.

Since that first church sale, Foundry Commercial has assisted over 2,500 churches, schools, and not-for-profit (NFP) organizations with their real estate needs. Whether it's buying or selling a property, facility management, or project management, it is our calling to help potential partners like you be the best steward possible with the property with which you have been entrusted. We leverage the same tools, expertise and experience on your behalf that we provide to our corporate clients and other real estate holdings that we represent.


As you flip through the following pages and get to know us a little better, I want to share with you a few important tenets that make up our DNA:

- We have a heart and **passion** for serving churches, schools and NFP groups. I truly believe you will not find a company more aligned with your values and mission than Foundry Commercial.
- Our goal is to be your **partner**, a trusted advisor and friend, not just a vendor. We are here for the long-haul and believe that relationships transcend transactions.
- We are confident in our **performance**. This confidence is fueled by our positive track record, industry expertise and ability to leverage an extensive network of resources. We are committed to helping you be the best steward possible with your real estate, which means that by involving us, you will save money far beyond our fees and the process will go more smoothly than you ever could have envisioned.

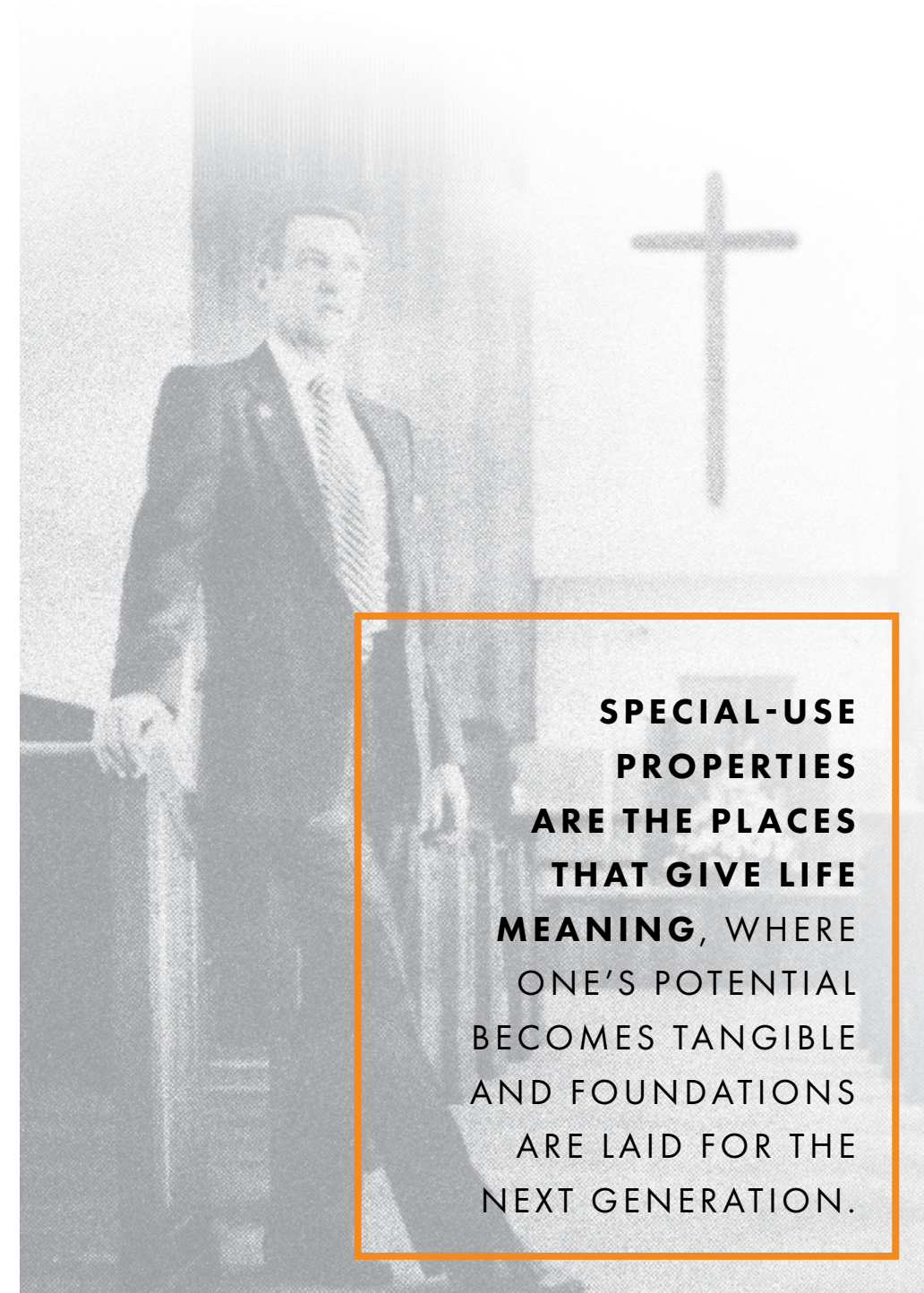
I wish you could have met my dad. I am confident you would have liked him and found him to be one of the most honest and amazing people you ever encountered. Early on in my career, he gave me the following advice which I have tried to follow. He told me to treat every property as if it was owned by my mother. If she were the owner, what advice would I give her? How hard would I work to make sure she got the best transaction possible? How important would it be that everything was done with the highest standard and ethic? To this day, our entire team approaches every property, deal and client with this same standard of integrity.

Thank you for taking the time to consider Foundry Commercial.

Sincerely,



Matt Messier



FOUNDRY PLATFORM



ASSOCIATES

427



IN BROKERAGE TRANSACTIONS

\$13.2B



BROKERS

90



SQUARE FEET LEASED & MANAGED

65M



ASSIGNMENTS

362



CURRENT INVESTMENT ACTIVITY

\$3.5B

RELIGIOUS, EDUCATION & NOT-FOR-PROFIT GROUP

Foundry Commercial is a truly unique commercial real estate company. We have assembled the most formidable church-and education-focused real estate team in the country. Our group specializes in exclusively serving religious, education and not-for-profit groups with their real estate needs.

Our platform of brokerage, property and project management gives us the unique ability to serve organizations through every stage of their real estate life cycle.



WE FOCUS ON THE REAL ESTATE SO YOU CAN FOCUS ON YOUR CORE MISSION

WHO WE SERVE

3 CUSTOMERS

CORPORATE	INSTITUTIONAL	FAITH-BASED AND NOT-FOR-PROFIT
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4 SERVICES

BROKERAGE	PROJECT MANAGEMENT	PROPERTY MANAGEMENT	FACILITY MANAGEMENT
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5 ASSET TYPES

RETAIL	OFFICE	INDUSTRIAL	HEALTHCARE	FAITH-BASED AND NOT-FOR-PROFIT
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REAL ESTATE BROKERS

07



PROPERTY MANAGERS

06



PROPERTIES SOLD

3000+



SALES PER YEAR

100+



YEARS OF EXPERIENCE

50+



LEASED & MANAGED SF

1.5M

ABOUT THE TEAM

We believe that relationships transcend transactions. Service is not just a concept, but a core principle that drives our approach to business. We intentionally intertwine faith and business to best serve our partners.

Our team is regional in scale, providing the necessary support, market intelligence and horsepower to best care for our customers. Our strategy of distributed leadership across all markets provides senior-level oversight and experience that effectively manages the work flow and constantly drives value. Our associates are experienced, entrepreneurial, passionate and creative ambassadors for our customers and our Foundry family.



"After our first meeting with Matt, we knew Foundry was the firm we needed to use, and we were not disappointed. The local and national marketing process he spoke about implementing quickly generated interest in the property and within 90 days we were under contract with a purchaser and closed shortly thereafter. In addition to receiving a price satisfactory to all involved, we also obtained the ability to stay in our current facility until our new church home was completed. Matt and Foundry's experience and expertise were so evident that the church who purchased our property also hired Matt to sell their facility as well."

- R. C. Sproul
Saint Andrew's Chapel

OUR TEAM

NATIONAL



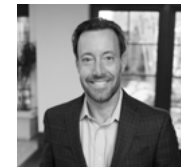
MATT MESSIER, SIOR, CCIM
PARTNER
LICENSED IN MULTIPLE STATES

FLORIDA



JOEY BLAKLEY
SENIOR VICE PRESIDENT

CALIFORNIA/ARIZONA



CHRIS BURY
PARTNER



CHARLIE HOWARTH
BROKER

GEORGIA/ALABAMA



BILL PALASKI
BROKER

TEXAS/OKLAHOMA



STUART ASHMUN
BROKER

NATIONAL



CARLIN BEEKMAN
BROKER



JESS HENDERSON
MARKETING COORDINATOR

BROKERAGE SERVICES



Our primary focus is helping you be the best possible steward of the real estate assets with which you've been entrusted. Our team is comprised of individuals who work everyday in this market sector. Our experience, relationships and contacts enable us to dig deep into the market and allow us to fulfill any assignment no matter the complexity. While the depth and breadth of our services run deep and wide, many of our clients turn to us for help in the following areas.

SELLER REPRESENTATION

We combine your vision with our ability to assess market conditions and property values, in addition to understanding factors that drive-value and help our clients obtain the best transaction possible. We implement a customized strategy to reach deep into the market in order to source the best possible buyer for the property, which sets us apart from other commercial real estate groups. We execute the plan with a high-degree of integrity and professionalism. This step includes negotiating a transaction with our clients' interest first and leading a team of professionals throughout the entire process from start to finish in order to maximize value. Our team's depth of experience enables us to find the best buyer for each property while ensuring our clients experience the least amount of turbulence.

BUYER REPRESENTATION

We provide a program study. This process not only involves who you are, but where you are going. Once the project is understood, we procure opportunities through on-market and off-market opportunities. We use a targeted approach from experience and data. We understand obstacles, which can include governmental regulations, space requirements, market conditions, etc.

OTHER SERVICES



LEASING SERVICES

- Increase cash flow/revenue to underutilized properties.
- Source the right tenant at the highest possible lease-rate.
- Partner with non-profit groups that have a compatible mission.



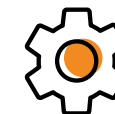
PORTFOLIO ANALYSIS & VALUATION

- Broker Price Opinion (BPO): Foundry produces 100s of BPOs every year for clients with its vast knowledge of this asset class.
- Portfolio Analysis: We serve organizations by analyzing changes and trends in the market and various factors affecting property value and usage.



FACILITIES MANAGEMENT

- Move organizations from reactive to proactive care of facilities.
- Assist organizations to operate buildings at maximum efficiency and lower operating cost.
- Provide staff access to best practices in all aspects of facility management.



PROJECT MANAGEMENT

- Whether the task is a small job like retrofitting a building or shepherding an entitlement process we are well versed in managing any type of project.
- We complete capital projects of all types and cost ranges.
- Depending on your needs, we assist with selection and management of best in class vendors.

TYPES OF REAL ESTATE WE SERVICE



CHURCHES



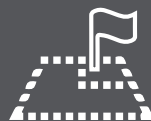
SCHOOLS



NOT-FOR-PROFIT



CAMPS



LAND

WHAT MAKES US DIFFERENT

TRUE SERVICE-MINDED APPROACH

Our approach to real estate is more than transactional. We take a long-term and collaborative approach to serving our clients. Our goal is to help our not-for-profit clients achieve their mission through a customized and thoughtful real estate strategy. Our first objective is always to listen. Our overall objective is to be a partner for years to come.

CUSTOMIZED MARKETING

A unique component of the team is our ability to custom design and build a marketing strategy with a top-tier, in-house marketing team.

EXTENSIVE EXPERIENCE

Foundry Commercial has sophisticated, experienced teams that continually outpace the market with regards to market share, production and client satisfaction.

CASE STUDIES

URBAN CHURCH CAMPUS SALE 100,000+ SF

- Client took possession of a partially completed church complex on a high-traffic corridor in Los Angeles
- Foundry was engaged to both sell and facilitate reimplementation of building permits to position the property for sale
- Closed with a buyer at \$28M and delivered building in a condition for buyer to complete and occupy

MULTI-SITE PROPERTY MANAGEMENT 227,206+ SF

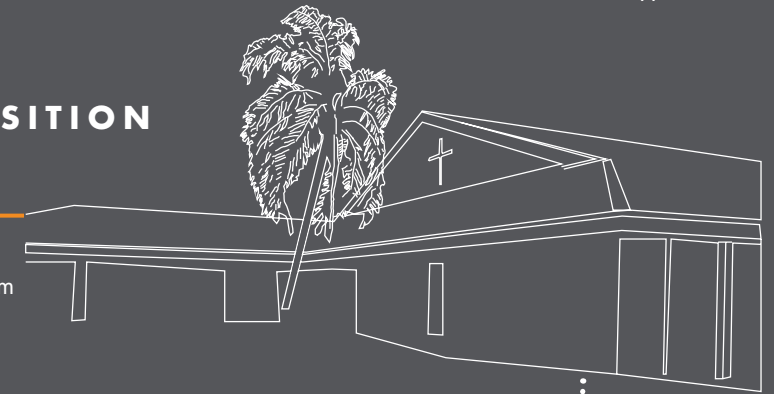
- Manage a school district portfolio for a private school district
- 8 separate campuses with 2,500 students
- Actively manage real estate by providing efficiencies, cost savings, and reduce liability

PROPERTY ENTITLEMENT AND LAND SALE 350+ ACRES

- Religious institution came into ownership of the land while tied up in litigation between two cities over annexation
- Foundry team settled annexation, negotiated water rights, managed metropolitan district and dealt with active oil/gas drilling
- Subdivided property into separate parcels to maximize value and sold to best-use buyers

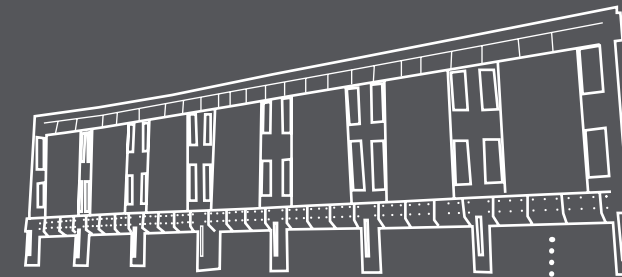
CHARTER SCHOOL ACQUISITION 93,919+ SF

- Foundry was engaged mid-school year by a Church/Private School to sell their facilities in Palm Beach County, FL
- The school was facing closure prior to the end of the school year due to financial issues
- Through existing relationships, a charter school developer was quickly sourced and a deal was negotiated to provide a large escrow deposit to be used by the seller as working capital to complete the school year until the closing occurred



UNITED WAY 43,800+ SF

- Not-for-Profit corporate office sold for the United Way in Charlotte, NC
- Worked with leadership to better understand key goals
- Foundry's team successfully implemented, ran and executed an institutional marketing approach in disposing of the property achieving pricing expectations in a timely fashion



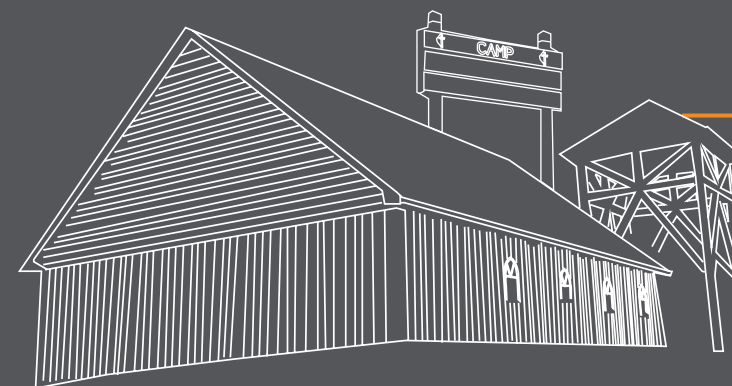
PARA-CHURCH CORPORATE HEADQUARTERS 268,774+ SF

- 400 acres of land in rural Lindale, TX
- Provided property management and asset preservation
- Ministry property sold to a religious group out of South Korea



DENOMINATION-OWNED CAMPS 674+ ACRES

- Successfully marketed and sold camp properties for a large national denomination
- Camp Elk Shoals, North Carolina: 270± acres with 26,000± SF of improvements
- Camp McCall, North Carolina: 264± acres with 25,000± SF of improvements
- Camp Carolwood, North Carolina: 140± acres with 18,000± SF of improvements



RECOMMENDATIONS

On several occasions, Central Florida Presbytery has worked with Foundry Commercial, represented by Matthew D. Messier. Using their services, we have sold our office building in the uptown section of Orlando, and a couple of church properties in the greater Orlando area.

In all these situations, Foundry was very helpful in representing the interest of the Presbytery throughout the sale process. Foundry gave good advice on setting an asking price for the property based on comparable properties in the region and advised us on adjustments to our listing as we moved through the negotiations for the sales. Our committees that oversaw the sales were confident that we were working from the best and most complete information available through Matt's guidance. Central Florida Presbytery heartily commends the services of Foundry Commercial to other groups for their commercial real estate needs!

Sincerely,
Daniel S. Williams
Executive Presbyter/Stated Clerk

I would like to thank Foundry for their excellent work in the sale of the Ocoee United Methodist Church. It made such a difference having folks who understood church life and were sensitive to the history of the facility on our side. You represented us exceedingly well. Ours was a difficult sale because of the condition of the building and the location, but we had traffic almost every day until the Lord provided the right buyer.

The new facility is a much needed addition to the community and we are growing by leaps and bounds. We get to see many new faces every week. This is possible because of your hard work. The people of Ocoee Oaks United Methodist Church offer you a hearty thank you. May God continue to bless your work and your ministry to churches.

Sincerely,
Ernest M. Post
Pastor, Ocoee Oaks United Methodist Church

Over the past years, your team has consistently delivered on the expectations set at the beginning of our relationship. Foundry Commercial took the time to understand our needs and delivered solutions tailored to fit our unique situation. When our needs changed, you did not hesitate to shift in response.

Above all else, I have come to appreciate the integrity that Foundry's leadership and staff have brought to the ECCU engagement. You have become trusted co-laborers in our Kingdom work.

Sincerely,
S. Robert Yi
General Counsel, ECCU

I have been working with Foundry Commercial for many years, and have personally known Matt Messier since I began my role as District President over 10 years ago. They have been instrumental in helping us with many things, including assisting us when we needed to sell our District Camp, helping us in the sale of our former building and relocation and offering advice and direction as necessary. Foundry has provided BPOs for land and assisted us in the purchase or sale of properties. Most recently they have come alongside a number of our congregations to help them manage their property, saving them thousands of dollars that can be put back into ministry. All in all, they have been a fabulous ministry partner, and I commend them to you. It is well worth your time to speak with them to learn the multitude of ways they can benefit your ministry.

We have benefited greatly, and are proud of the partnership we share with Foundry. Let me encourage you to give them a call and see how your ministries can also be blessed by them.

Sincerely,
Rev. Dr. Gregory S. Walton
President, FLGA District, Lutheran Church-Missouri Synod

There is a temptation in all real estate dealings to list the property with 'my uncle who knows the local market really well' or a 'trustee of one of our solid churches.' My experience tells me that these temptations often lead at best to misunderstandings and at worst, broken relationships. Your professionalism, expertise and knowledge of church and school real estate combined with the extensive local and national marketing campaign you implemented helped us achieve a sales price well above our expectations.

Sincerely,
Timothy Downs
Conference Minister, United Church of Christ

Lutheran Church Extension Fund--Missouri Synod (LCEF) has enjoyed a partnership with Foundry Commercial over the past five years, during which time Foundry has assisted and offered guidance in all aspects of real estate management and disposition, including lease and contract negotiation, property management, loss mitigation, property valuations, tax assessment appeals and much more.

Foundry maintains a Christian attitude first and foremost, which conveys in all their interactions with clients. Foundry's staff has proven to be both knowledgeable and thorough in their service to LCEF, always going above and beyond what is requested. They have nurtured a trust between us that shows their commitment to our organization's mission and goals. I would recommend Foundry Commercial to any organization seeking to maximize their real estate-related goals and mitigate loss and risk to the organization.

Sincerely,
Susan Schaefer
Lutheran Church Extension Fund





A FEW OF OUR CLIENTS

Evangelical Christian Credit Union • Lutheran Church Extension Fund • Church Development Fund • Disciples of Christ • Faith Apostolic Church • Victory Outreach International • Saint Mark's United Methodist Church • Calvary Missionary Baptist • Oak Grove Baptist Church • Disciples of Christ Extension Fund • Gloria Dei Lutheran Church • Apostolic Church • General Association of Regular Baptist • Church of Religious Science • Charity Baptist Church • Archdiocese of Saint Louis • Our Lady of Redemption • Sacred Heart Traditional Catholic • New Dawn Missionary Baptist Church • Port Orange Church of the Nazarene • Healing for the Nations • Mount Calvary Church of God in Christ • Unity Church of Christianity • Medical Missionary Ministries • Holy Trinity Lutheran Church • Lakeview Christian Church • Apostolic Baptist Church • Highland Hills Baptist • Providence Baptist Church • Barber African Methodist Episcopal • Korean Presbyterian Church • Salem Lutheran Church • Discovery Church • Palmetto Community Covenant Church • Saint Paul United Methodist Church • La Esperanza Episcopal Church • Apostolic Missionary Baptist Church • C3 Church • Christian Life Center Church • Faith Christian Family Church • Grace Methodist Church • Mount Olive Lutheran Church • First Hungarian Baptist Church • Irene Street Church • Eastland Baptist Church • Central Gospel Hall • International Church of the Foursquare Gospel • Tampa Hispanic Church of the Nazarene • Pillar and Fire Church • First Pentecostal Church • New Testament Church of God • Madeira Baptist Church • First Korean Baptist • Palmer Park Church of God • Eastern Orthodox Catholic Church • Capital Crossings • Moose International • Crossroads Christian School • Congregation Ohev Shalom • Saint Andrew's Chapel • Christian Church in Georgia • Southern Catholic College • New Covenant Church of Jesus Christ • Page Private Schools • Wycliffe Bible Translators • Christ Lutheran Church • Atlanta Public Schools • First Bank • WELS Church Extension Fund • Lutheran Church Missouri Synod • South Coastal District of the Wesleyan Church • Faith Worship Center • Faith Worship Center United Methodist Church • Florida Georgia District - The Lutheran Church Missouri Synod • Evangelical Christian Credit Union • The Foundry Church • Gracepointe Church of the Nazarene • Princeton House Charter School • New Covenant Church of Jesus Christ • YWAM Orlando • Baldwin Oaks Academy • Spirit of Life Lutheran Church • Korean Presbyterian Church of Orlando • Faith Christian Center • Hudson Reformed Church • Light of the World Church • Living Savior Lutheran Church • Fernandina

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