



# Corporate Profile

Commercial Retail Associates, Inc. (CRA) was founded in October 1991 with Thomas Anderson as a principal partner. Scott Negri joined the company in 1992 as a partner.

CRA is the oldest and largest independent retail real estate company in Central California. CRA's eleven retail agents represent landlords and tenants primarily from Bakersfield to Lodi and the Central Coast.

CRA is a "team" committed to providing the most professional service to our clients with the latest technological advancements, absolute integrity and unsurpassed market and retail knowledge. "Team" is defined as the mutual personal and professional respect that puts each other's best interests before his own for the benefit of CRA clients and customers.

Over the last six years CRA has been involved in 1,159 lease and sale transactions with total consideration in excess of \$1,000,000,000.

The following is a partial list of developers, landlords and retailers for whom CRA has provided retail real estate services:

## Developers/Landlords:

Browman Development, California Gold Development, Centres Southwest, Decron Properties, Donahue Schriber, Elliot Megdal & Associates, First Street Properties, Forest City Enterprises, Gunner & Andros, Hinds Investments, Interra Development Partners, Lance-Kashian Company, Paynter Realty and Investments, Newman Development Group, Save Mart Supermarkets, Thomason Development, and Westland Development/Mangano Company.

## Retailers:

99¢ Stores	Food 4 Less	Quiznos
Advance America	Fresh & Easy	Regal Cinemas
Allstate	GameStop	Robek's Smoothies
AutoZone	Goodwill Stores	Ross Stores
Applebees	H & R Block	Rubio's
Ace Cash Advance	Habit Burger	Sally Beauty Supply
Bank of the Sierra	Hallmark Cards	Save Mart Supermarkets
Baskin-Robbins/Togo's Eatery	Home Depot	Shoe Pavilion
Blockbuster	Jack-in-the-Box	Sonic
Bright Now Dental	Jamba Juice	Sprint/Nextel
Brinker International	Kentucky Fried Chicken	Staples
Carl's Jr.	Kroger (FoodsCo)	Starbucks
Central Valley Community Bank	Kmart	Subway
Chevy's	Leslie's Pools	T-Mobile
Cingular Wireless	Little Caesars	Taco Bell
Citifinancial	Long John Silver's	Taco Del Mar
Costco	Longs Drug Stores (now CVS)	Verizon Wireless
dd's Discounts	Lucky Supermarket	Vons
Denny's	Macaroni Grill	Walgreens
Dick's Sporting Goods	Massage Envy	Wells Fargo
Dollar Tree Stores	Maurice's	West Coast Beauty
Dress Barn	McDonald's	Supply/CosmoProf
Educational Employees Credit Union	Michaels	Winco
Edward Jones	National Stores	Yodigity Yogurt
El Pollo Loco	Olive Garden/Red Lobster	Yum Brands
Enterprise Rent-a-Car	Pick Up Stix	
Farmer Boys	Pizza Hut	
Fiesta Food Warehouse	Planet Fitness	
Fitness 19	Port of Subs	
Food Maxx	Postal Annex	
	Qdoba	

*Projects planned for 2010 and 2011*

Location: NEQ Herndon and Clovis @ Highway 168, Clovis  
Size: Approximately 512,000 square feet  
Anchors: Proposed Super Wal-Mart, Old Navy, Dress Barn, Ross, and Petco  
Broker: CRA responsible for leasing of available anchor, shop and pad space.

Location: NWC First and Herndon, Fresno  
Size: Approximately 100,000 square feet  
Anchors: Restaurants and retailers to be announced.  
Broker: CRA responsible for anchor, pad, and shop leases.

Location: NWC Manning and Newmark, Parlier  
Size: Approximately ±60,000 square feet  
Anchors: AutoZone  
Broker: CRA responsible for negotiations of anchor, pad and shop leases.  
Additional pad and shop space available.

Location: NWC Dinuba and Riggin, Visalia - Orchard Walk West  
Size: Approximately ±170,000 square feet  
Anchors: To be announced  
Broker: CRA responsible for land acquisition, anchor, pad, and shop leasing.

Location: NWC Lovers Lane and Walnut, Visalia  
Size: Approximately ±150,000 square feet  
Anchors: Proposed grocery and drug anchored center  
Broker: CRA was responsible for land acquisition and negotiations of anchor, shop and pad leases. Additional shop and pad space available.

*Projects completed 2009*

Location: SEC Forest and Polk, Coalinga  
Size: Approximately ±23,000 square feet  
Anchors: Walgreens (Completed in 2009)  
Broker: CRA responsible for the land acquisition and anchor and shop leases.  
Additional shop space available.

Location: SEC Ashlan and Cornelia, Fresno  
Size: Approximately ±41,000 square feet  
Anchors: Walgreens (Completed in 2009) and proposed Fresh & Easy  
Broker: CRA responsible for land acquisition, negotiations of anchor and shop leases, and investment sale disposition. Additional shop space available.

Location: NEQ Lathrop and Highway 99, Lathrop  
Size: Approximately ±23,000 square feet  
Anchors: Walgreens (Completed in 2008)  
Broker: CRA responsible for the land acquisition, anchor and shop leases, and investment sale disposition. Shop pad available for sale or lease.

Location: SEQ Lathrop and I-5, Lathrop - PHASE II SHOPS AND PADS NOW AVAILABLE  
 Size: Approximately ± 95,000 square feet  
 Anchors: Save Mart Supermarket  
 Broker: CRA responsible for land acquisition and negotiations of anchor, shop and pad leases. Additional shop and pad space available.

Location: SEQ Floral and Highway 99, Selma  
 Size: Approximately ±18,000 square feet  
 Anchors: Walgreens and Panda Express  
 Broker: CRA responsible for land acquisition and negotiation of anchor and pad transactions.

<i>Projects completed 2008</i>
--------------------------------

Location: Atwater Marketplace - NEC Bellevue and Winton, Atwater  
 Size: Approximately ± 110,000 square feet  
 Anchors: Save Mart Supermarket and CVS Pharmacy  
 Broker: CRA was responsible for land acquisition and negotiations of anchor, shop and pad leases. Additional shop and pad space available.

Location: SWC Ashlan and Fowler, Clovis  
 Size: Approximately ±24,000 square feet  
 Anchors: Longs Drug (now CVS)  
 Broker: CRA responsible for the anchor and shop leases. Additional shop space available.

Location: SEQ El Monte and Monte Vista, Dinuba  
 Size: Approximately ±12,000 square feet in Phase I  
 Anchors: Pad building in front of Wal-Mart Supercenter featuring Starbucks, Jamba Juice, Subway and others.  
 Broker: CRA responsible for pad leasing.

Location: SEC Ashlan and West, Fresno  
 Size: Approximately 150,000 square feet - PHASE II AVAILABLE NOW  
 Anchors: Save Mart Supermarket, Longs Drug Store (now CVS), Krage and dd's Discounts  
 Broker: CRA was responsible for the marketing of the re-development of 25-year-old shopping center. Shops and pads and additional anchor tenant space available.

Location: The Marketplace at Hanford West - SEC Centennial and Lacey, Hanford  
 Size: Approximately ±191,469 square feet  
 Anchors: Lowe's  
 Broker: CRA responsible for pad and shop leases and sale.

Location: Colony Plaza - SEQ Colony and Brady (near Highway 99), Ripon  
 Size: Approximately ±85,000 square feet  
 Anchors: Save Mart Supermarket  
 Broker: CRA was responsible for land acquisition and negotiations of anchor, shop and pad leases.

Location: SWQ Jensen and Bethel, Sanger  
 Size: Approximately ±10,000 square foot pad building  
 Anchors: Pad building in front of Wal-Mart Supercenter featuring El Pollo Loco, Jamba Juice, Subway and others.  
 Broker: CRA responsible for pad leasing.

Location: NEC Demaree and Riggin, Visalia  
 Size: Approximately ±240,000 square feet  
 Anchors: Lowe's and Walgreens  
 Broker: CRA responsible for negotiations of junior anchors, pad and shop leases.

Location: NEC Dinuba and Riggin, Visalia - Orchard Walk East  
 Size: Approximately 300,000 square feet  
 Anchors: Target, Vallarta, Ross, Famous Footwear, Maurice's  
 Broker: CRA responsible for land acquisition, Target sale, anchors, pads, and shop leases.

<i>Projects completed 2007 - 1995</i>
---------------------------------------

- ◆Lease negotiations for Famous Footwear, Fashion Bug, Hallmark, Starbucks, Panera Bread, Jamba Juice, McDonald's and others - SWQ 12<sup>th</sup> and Lacey, Hanford (Anchored by Target, Famous Footwear, Michaels, Marshalls, Old Navy, and PetsMart)
- ◆Land acquisition, anchor and shop leases and investment sale dispositions - SWC Marion and Sierra, Kingsburg (Anchored by Walgreens)
- ◆Acquisition of Fig Garden Village Shopping Center, as well as the expansion and re-merchandising - NEC Palm and Shaw, Fresno (Anchored by Whole Foods, CVS, Pottery Barn, Coldwater Creek, Banana Republic, J Crew, and others)
- ◆Land acquisition and anchor, shop and pad lease negotiations - SEQ Lathrop and I-5, Lathrop (Anchored by Save Mart)
- ◆Lease negotiations for the entire project - NEC Freeway 41 and Nees, Fresno
- ◆Land acquisition and major tenant and shop space negotiations - SWC Herndon and Milburn, Fresno (Anchored by Save Mart)
- ◆Sale of Longs (now CVS) parcel and lease negotiations for entire project - SWC Manning and Reed, Reedley (Anchored by CVS and Dollar Tree)
- ◆Lease negotiations for neighborhood center - NWC Sommerville and Perrin, Fresno (Anchored by EECU and Starbucks)
- ◆Walgreens and Goodwill lease, land sale to Sonic - NWQ Shaw and Villa, Clovis
- ◆Lease negotiations with shop tenants - SEC Mooney and Walnut, Visalia (Anchored by Kohl's, Ross and Dress Barn)
- ◆Vons, Hollywood Video and Summit Fitness - NWC Ashlan and Fowler, Clovis (Anchored by Vons)
- ◆Save Mart and McDonald's Co-Brand major tenant, pad & shop leasing - SEC Goshen and Akers, Visalia
- ◆Food 4 Less - SWC California and Union, Bakersfield
- ◆Save Mart and Longs Drug Stores (now CVS) - SEC Willow & Nees, Clovis

- ◆Longs Drug Stores (now CVS) - NWC Armstrong and Shaw, Clovis
- ◆Food 4 Less, Walgreens, McDonald's - NEC Bellevue and Schaffer, Atwater
- ◆Bed, Bath & Beyond, Ross, and Pier 1 Imports - SWC Blackstone & Alluvial, Fresno
- ◆Vons, Jack-in-the-Box and Blockbuster Video - SWC Fowler & Herndon, Clovis
- ◆FoodsCo, Walgreens, and Home Depot - SEC Kings Canyon and Chestnut, Fresno
- ◆Albertson's (now Save Mart) and Longs Drug Stores (now CVS) - NWC Sierra and 10<sup>th</sup>, Kingsburg
- ◆Save Mart and McDonald's Co-Brand - SEC Akers & Walnut, Visalia
- ◆Target, Best Buy, OfficeMax, Linens 'n Things, Marshall's, Comp USA, Sports Authority,  
JCPenney Homestore, Chevy's, Michaels and Aaron Brothers - SWC Freeway 41 & Nees, Fresno
- ◆Albertson's (now Save Mart) and Longs Drugs Stores (now CVS) - SWC Clinton & Brawley
- ◆Save Mart and Longs Drug Stores (now CVS) - SWC Champlain & Perrin, Washington Square
- ◆Blockbuster Music and Boston Market - SEC Shaw & Valentine, West Acres Expansion
- ◆Albertson's (now Save Mart), Burger King (now Carl's Jr.) and Pizza Hut -  
NWC Figarden & Bullard, Fresno
- ◆Toys R Us and LA-Z Boy Furniture Galleries - NEC Shaw & Marty, Fresno