



BORSTEIN
ENTERPRISES



BORSTEIN ENTERPRISES IS A LEADING SOUTHERN CALIFORNIA REAL ESTATE DEVELOPMENT AND INVESTMENT COMPANY.

A PRIVATELY HELD, FULLY INTEGRATED, REAL ESTATE FIRM

The Company purchases and develops real estate for its own account and provides debt and joint venture equity to third party builders and land developers. The product focus is on residential subdivisions, industrial property and the leased fee interest in ground leases.

Founded in 1980, Borstein Enterprises has financed, developed, and/or constructed, over 120 residential subdivisions and more than 3.6 million square feet of industrial and commercial property. In its joint venturing activities, the company has been responsible for the development and construction of over 8,200 houses and the financing, acquisition and sales of over 40,000 lots, in projects ranging from 35 to 3,500 units per development. Prior to the formation of Borstein Enterprises, W&B Builders (a joint venture between Ray Watt and Al Borstein) developed and constructed over 3,400 homes and condominiums in approximately 40 projects from 1972 through 1979.

A BUILDER BACKGROUND, FLEXIBLE DEAL STRUCTURES AND NO INVESTMENT CONSTRAINTS

While most competitors act as investment advisors, Borstein Enterprises is privately held and uses its own capital to invest in real estate opportunities. We can therefore commit to deals quickly without the need for an investment committee. All of the company's principals come from a development background which allows us to add value to the projects we finance or acquire. The company has a long-term outlook and therefore decisions are not based on the term of a fund life. We purchase income producing properties with longer term entitlement/repositioning opportunities, vacancy risk, or encumbered by long term under-market leases. Having two distinct lines of business (residential and commercial) with differing return requirements, allows us to buy underutilized properties with potential entitlement upside.

DEVELOPING RESPONSIBLY AND INVESTING IN HIGH QUALITY PROJECTS

Borstein develops and invests in commercial projects and residential communities that are sustainable and add value to the surrounding neighborhoods for years to come. We focus on well populated, employment-rich areas, where we can achieve an attractive risk adjusted return on investment. The company has a long-term outlook for its income portfolio, and values our cost basis as the most important underwriting metric. We seek out land opportunities and residential joint venture partners who design and build quality products, embrace environmentally friendly technologies and employ best practices when developing their projects. We honor the commitments we make to communities, governmental agencies, brokers, land owners, and partners.



COMMERCIAL REAL ESTATE

Borstein's commercial division develops and acquires commercial assets for its own portfolio. Properties have ranged from 50,000 square feet to 1.0 million square feet per location. Borstein's current portfolio consists of over 1.4 million square feet of income-producing properties and the company along with its principals own an additional 39 acres of ground leases in Orange County. We are aggressively pursuing acquisitions focusing on the following product, markets and general acquisition parameters:

PRODUCT FOCUS

- Existing industrial product
- Warehouse, Distribution, Light Manufacturing, R&D/Flex, Incubator & Truck Terminal
- Class A and B existing property, or Class C if priced at land value
- Industrial land for speculative development (over 4 acres)
- Leased fee position in ground leases
 - Lease terms can range from 1 to 99 years
 - Any product type (i.e., industrial, office, retail, multi-family, condos, etc.)
 - Ideally priced at or under land value with substantial improvements on the land

TARGET MARKETS

- Southern California in the following Counties (Los Angeles, Orange, San Bernardino, Riverside, San Diego, Ventura, Santa Barbara)
- Long term ground leases outside of Southern California are also considered

ACQUISITION PARAMETERS

- Land over 4 acres
- \$3-\$25 million for single tenant and up to \$70 million for multi-tenant or portfolios
- Single and multi-tenant product
- Stabilized Property or Properties with Vacancy, Rollover, or Lease-Up Risk
- Property that can be re-entitled for a higher and better use
- Opportunistic, Value-Add, and Core Product
- Distressed Debt Opportunities
- Infill locations with good freeway access
- Strong emphasis on underlying Basis as primary underwriting benchmark



RESIDENTIAL REAL ESTATE

Borstein's residential division provides joint venture and debt financing to land developers and merchant builders. Build-out projects range from 15 to 200 lots while entitlement and land development ventures include master planned communities. The company typically finances 10-15 projects at any point in time and also directly acquires unentitled land for placement into joint ventures with various partners. We are aggressively seeking investment opportunities and acquisitions focusing on the following product types, markets and general acquisition parameters:

DEAL STRUCTURES

- Joint Venture Equity Financing to Land Developers and Home Builders
- Co-Invest Equity on Large Transactions and/or Cross Collateralized Properties
- Land, Development and Construction Loans for Residential Subdivisions

TARGET MARKETS

- Southern California & Select Areas in Central and Northern California
- First-time and Move-up Homebuyers

INVESTMENT SIZE & TIMING

- Equity Transactions: \$2.0 Million to \$20.0 Million Per Project
- Debt Transactions: \$5.0 Million to \$25.0 Million Per Loan
- Short and Medium Term Investments of 1 to 3 Years

PRODUCT & PROPERTY TYPES

- Single Family, Small Lot and Townhome Product
- Finished Lots, Partially Finished Lots, Tentative Maps and Unentitled Land in Infill Markets

THE MANAGEMENT TEAM



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THE BORSTEIN FAMILY FOUNDATION

Founded in 1998 by Alan and Brenda Borstein, the vision and focus of the Borstein Family Foundation has been to support the advancement of medical research and medical care, to provide educational opportunities for underserved children, and to promote education.

The Borstein Family Foundation continues to support organizations, both locally and nationally, who are focused on causes that align with the vision of the Foundation. Below are some of the charities that the Foundation supports:



Mattel Children's Hospital **UCLA**



For inquiries or questions related to the Borstein Family Foundation:

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