

MICHAEL BRONSKA

4148 N ARCADIA DRIVE • PHOENIX, AZ 85018

I have a unique perspective when analyzing investments and development opportunities as a result of my diverse background. I have experience as a real estate developer, investor, architect, and contractor. My background and experience with entitlements through certificate of occupancy allows me to visual the opportunities and know the inherent risks involved in analyzing any investment opportunity. I am highly proficient in the use of Microsoft Excel and all of the associated Office programs as well as Argus Developer, Argus Enterprise, and Argus DCF. I also have proficiency in Adobe Acrobat, Illustrator, and Photoshop.

The financial models I have developed are sophisticated Excel-based for ground-up development as well as applicable for analyzing existing operated assets. I have been trained in Houston by the Argus experts and use these valuation models to support a wide range of alternatives and sensitivity analyses.

I am highly self-motivated, detailed oriented, collaborative professional. In addition to working with diverse groups of individuals and consultant teams, I have the technical (and emotional) skills to manage multiple projects simultaneously. As a consultant, I have learned to solve complex problems under strict deadlines and unusual conditions. My experiences have provided the opportunities with complex due diligence, organize teams of consultants to complete third party reviews, and synthesize the information into clear, readable, and cogent reports.

I have had the opportunity to develop, design, and manage corporate projects across the United States. These companies include the Salt River Project, Avnet, Gannett Corporation (USA Today), University of Phoenix, and Phelps Dodge (now known as Freeport McMoran). As a consultant or as a sponsor, I have worked with real estate brokers, real estate investment trusts, lenders, and fund managers including First Industrial Real Estate Trust, Singerman Real Estate, Lehman Brothers Holdings, Bank of America, Citigroup, GE Capital, Pacific Coast Capital Partners, and Angelo Gordon.

In addition to the development and investments, I have been an adjunct faculty member in the Finance Department in the WP Carey School of Business at Arizona State University for the past six years. My classes with undergraduate and graduate programs (Master of Real Estate Development, MRED) focus on real estate development and financial analysis including training in Microsoft Excel and Argus Developer, Argus Enterprise, and Argus DCF. I am a graduate of Washington University in St. Louis (B.A. Architecture and Masters of Architecture) and a graduate of the W.P. Carey School of Business at Arizona State University with a Masters of Business Administration program (Executive MBA). I have been a member of the Urban Land Institute (ULI), American Institute of Architects (AIA), and other industry organizations. I am a licensed architect in the State of Arizona and hold a property tax valuation license in Arizona.

You can contact me at mbronska@greatcompaniesllc.com or by telephone at 602.818.6647.

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EXECUTIVE MANAGEMENT

**Real Estate Development • Real Estate Investment • Strategic Planning for Real Estate •
Project Management • Real Estate Operations • Association Management**

Experience with all aspects of commercial real estate including asset and portfolio management, design and construction program management, and business expansion. Results-oriented, thoughtful, decisive leader with proven success in: land development, building design and construction, space management, performance metrics, environmental programs, value-added programs, asset optimization, benchmarking, and risk management analysis regarding cost, speed, and quality balance.

CORE COMPETENCIES

**Visionary Leadership • Diversified Experience History • Partnership Development
Risk Management • Strategic Alliances • P&L Management • Customer Service • Project Management**

PROFESSIONAL EXPERIENCE

G.R.e.A.T., LLC

2000 to Present

Founder and Managing Principal

In November 2000, G.R.e.A.T., LLC., was formed as a real estate consulting company providing project management, design management, operational management, asset management, and real estate advisory services on an outsourced basis. The company is based on the concept of providing specialized outsourced services to individual investors, partnerships, lenders, hedge funds, and other developers. GReAT, LLC provides market and industry best practices focusing on a disciplined and structured process providing relevant research and strategic analysis. The thorough process arms clients with the information necessary make informed real estate decisions, reduce costs, create/enhance value, and improve performance. As founder and managing principal, I am invoiced in every project. My diverse background as a real estate developer, investor, architect, and contractor allows me to visual the opportunities and judge the inherent risks involved in analyzing development, construction, and investment opportunities.

A list of representative companies GReAT, LLC has provided services include Angelo Gordon, Aurbis Development, Bank of America Cahava Springs Development Corporation, Capital Hall Partners, Citigroup, Cyburt Hall Partners, CS Devco, Daedalus Real Estate Advisors, First Industrial Real Estate Trust, Lehman Brothers Holdings, Singerman Real Estate, and Terrabrook

Major projects and assignments include:

Lehman Brothers Holdings Company

2010 to May 2016

Consultant – Portfolio Manager

Projects include: Middle Mountain, Capri (83rd Avenue & I-10), Gilbert Town Center

- Selected as the portfolio manager for Lehman Brothers Holdings, the entity formed by Lehman Brothers after bankruptcy.
- Provided real estate development, asset management, and project management services to maximize performance and value of the REO land assets
- Day to day management responsibility includes asset management, project management, due diligence, and entitlements (zoning & development agreements) including disposition strategies.
- Portfolio responsibilities include five properties in the metropolitan area totaling approximately 500 acres of mixed use, residential, mixed use, commercial, industrial, and retail development.

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Capital Hall Partners, LLC

2014 to Present

Principal & Director of Acquisitions, Chief Operating Officer (Arizona)

- Strategizing, sourcing and financing investment opportunities in the Phoenix metropolitan area.
- Managed all aspects of the project from feasibility through leasing/sale
- Completed the acquisition and redevelopment of the following:
 - Centennial, ASU Research Park, Tempe, AZ
 - 116,000 square foot redevelopment of former ASML Training Facility to office. Purchased the property in 2018 and sold to The Fox Corporation in 2019 for their national broadcast center
 - The HUB, Tempe, AZ
 - 50,400 square foot redevelopment of warehouse to office. Purchased the property in 2019, redeveloped and leased to the Bouldering Project for 245 months.
 - Project is within an Opportunity Zone.

The Great Rose, LLC

2020 to Present

Founder, Managing Director

- Providing owner representation and development management services
 - Terralane Communities
 - South Mountain, Phoenix, AZ
 - Canyon Trails 1, Goodyear, AZ
 - On Cotton (Trugold), Surprise, AZ
 - Canyon Trails South, Goodyear, AZ
 - Park McDowell, Phoenix, AZ
 - IHP Capital Partners
 - Due Diligence for acquisition of
 - Vistancia Master Planned Community, Peoria, AZ
 - Phase 3 Union Park, Phoenix, AZ

Cahava Springs Development Corporation

2013 to 2019

Consultant – Director of Development

Cahava Springs Master Planned Community, Town of Cave Creek

- Selected by Cahava Springs Development Corporation as development manager for the Cahava Springs Master Planned Community.
- Provided strategic real estate development advice, design and construction management, and general project management services including formation of an assessment district used to finance the offsite infrastructure.
- Day to day management responsibility includes, project management, due diligence, and entitlements (zoning & development agreements)

Cybert Hall Partners, LLC

2004 to 2012

Director of Real Estate Development, Asset Management Advisor

Projects include: Motorola Tempe Facility, Chandler Spectrum, Park Place Offices, Summit Business Park, Buckeye Freeway Center

- Day to day management responsibility for the design and construction management - inception to completion including, entitlements (zoning & development agreements), special improvement district formation, master plan design, landscape architecture, engineering (through platting), contract administration, character, image development, design guidelines and CC&R's, coordination and permitting (city, federal, state, county), public hearing representation.
- Responsible for \$150,000,000 acquisition and development expense budget for new acquisitions, business planning, development of real estate, and association management
- Portfolio responsibilities include 500 acres of commercial, industrial, and retail development
- Responsible for developing corporate standards and procedures, prepared financial analysis and monthly budget reports, scheduling reports and variance reports.
- Managed all property owners associations formed for the properties. Served as Secretary or Director and responsible for Design Review Committee responsibilities

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Daedalus Real Estate Advisors, LLC, Dover Associates, LLC

2000 to Present

Consultant - Director Project Management, Construction Management

Projects include: Longbow Business Park & Golf Club, Dover Industrial Park, Arcadia Suites Office Building

- Managed multiple parcel property acquisition, due diligence, financing, design & engineering, and construction management of this 330 acre mixed use development. The project includes 2M square feet of lifestyle retail with restaurants, shops, theatre, health club, hotel, and office surrounding an 18-hole championship golf course.
- Day to day management responsibility for the delivery of the Longbow Golf Club & Business Park and Dover Industrial Park projects from inception to completion including, entitlements (zoning & development agreements), special improvement district formation, master plan design, landscape architecture, engineering (through platting), golf course design and construction, contract administration, character, image development, design guidelines and CC&R's, coordination and permitting (city, federal, state, county), public hearing representation.
- Prepared of financial analysis for use analyzing new acquisitions, business planning, and fiscal planning.
- Serve on Design Review Board for Dover Industrial Park & Longbow Business Park associations.

Pyramid Community Developers, LLC

2004 to 2008

Member, Chief Operating Officer, Director of Real Estate Development

Projects include: Villages at Copper Basin, Copper Basin YMCA, Brighton Village, Cahava Springs, Arizona School of Health Sciences

- Direct, control and provide leadership for developing real estate portfolio.
- Responsible for a \$100,000,000 acquisition and development expense budget including entitlements, environmental, planning, design, construction, and association management.
- Work directly with Operations team to ensure effective management of their operations and needs.
- Portfolio responsibilities include over 3,000 acres of development property, and the planning, design, and construction of 10,000 single family residential lots.
- Worked with partners to develop sustainable project concepts including social and environmental ideology such as incorporation of YMCA, retail, public safety, health & wellness, and environmental protection into each project.

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The following is a summary of employment prior to forming G.R.e.A.T., LLC in 2000.

Stonehaven/Mirabel Master Planned Community, Scottsdale, Arizona

1998 to 2001

General Manager • Pinnacle Paradise SD Managers

Vice President • Terrabrook)

Projects included: Stonehaven/Mirabel

- Provided the vision and managed the day-to-day operations and development of the 924 acre golf oriented master planned community planned for over 900 homes.
- Responsible for \$100,000,000 acquisition and development expense budget for new acquisitions, business planning, development of infrastructure, golf course, associated real estate, and association management
- Represented the partnership in the successful sale of the property increasing the value of the property over \$12,000,000 (24% IRR) over three-year period.
- Developed seven-year business plan positioning the project for sale. Negotiated with major home builders and developers for disposition of property.
- Guided the design and engineering team through the entitlement and construction (\$20 million construction costs) including the approval through City of Scottsdale, Maricopa County, State of Arizona and Federal (USCOE) permitting process.
- Day to day management responsibility for the delivery of the project from inception to completion including business development plan, project leadership, master plan design, landscape architecture, engineering, golf course design and construction, contract administration, character, name, image development, city coordination and permitting issues, public hearing representation, environmental officer, Stonehaven Design Review Board Chair.

Linthicum Constructors, Scottsdale, Arizona

1996 to 1998

Senior Project Manager/Operations Manager

Projects include: Franke Residence, Beales Residence, Kapoor Residence

- Grew sales from \$2,000,000 to over \$14,000,000 for start-up custom homes division.
- Established reputation in the industry for reliability of budgets, quality and safety.
- Management of custom home division including the oversight of over \$12,000,000 in residential construction.
- Principal responsibilities for staff and team management, business development.
- Negotiate contracts with owners, subcontractors, and vendors.
- Established pre-construction services for custom homes division including estimating, outline specifications, and scheduling.
- Maintain strict attention to detail, project schedule and budget, providing outstanding customer service resulting in notable client satisfaction.

Cornoyer Hedrick, Inc., Phoenix, Arizona

1988 to 1996

Associate Principal; Project Director

Major Projects: Salt River Project (ISB Expansion, Multiple Facility Projects, Navajo Generating Plant Expansion, Coronado Generating Plant Master Plan), AVNET Phoenix metropolitan area real estate consolidation and expansion of warehouse/distribution facility, University of Phoenix Hohokam Campus

- Architecture and real estate planning projects in Arizona and Nevada for public and private corporate facilities including the design and management of retail, office, industrial, and residential projects.
- Principal responsibility for staff and project team management, business development, contract negotiation.
- Special strengths include property analysis, facility planning and programming, design, and construction management.
- Responsible for management of \$50,000,000 in construction and over \$5,500,000 in design fees over six year period.

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EDUCATION AND CREDENTIALS

Bachelor of Arts Cum Laude • Architecture • Washington University St. Louis
Master of Architecture • Washington University St. Louis
Master of Business Administration • W.P. Carey School of Business • Arizona State University
Registered Professional Architect, State of Arizona
Property Tax Agent, State of Arizona
ARGUS DCF Software
ARGUS Enterprise Software
ARGUS Developer Software

Academic Professional (Adjunct Professor) • Arizona State University
W.P. Carey School of Business – Masters of Real Estate Development - Real Estate Finance & Valuation
W.P. Carey School of Business – Real Estate Investment, Land Development
School of Geographical Sciences and Urban Planning - Introduction to Urban Planning

Guest Lecturer • Arizona State University
School of Geographical Sciences and Urban Planning
School of Construction, Planning & Design

BOARDS & ORGANIZATIONS

President, La Vista at Pinnacle Peak Homeowners Association (2003-2007, 20)
Treasurer, Park Place Property Owners Association (2004-2012)
Director/Treasurer, Summit Business Park Association (2008-2011)
Scottsdale Cal Ripken Baseball Board Member, Director (Treasurer) (2010-2013)
CM Baseball League, Secretary, Director (2013 to present)
Saguaro Diamond Club, Treasurer, Director (2019-2022)

Former Member of American Institute of Architects
Former Associate Member, Urban Land Institute