



The Bedford Group of Companies

12400 Wilshire Boulevard, Suite 850

Los Angeles, CA 90025



Changing Urban Landscapes

For over 30 years, The Bedford Group of Companies ("Bedford") has specialized in changing urban landscapes.

As one of Los Angeles' Leading Urban Infill Real Estate Development Firms, Bedford has developed a reputation as a builder of uncompromising *quality, style and value.*



Building on Traditions

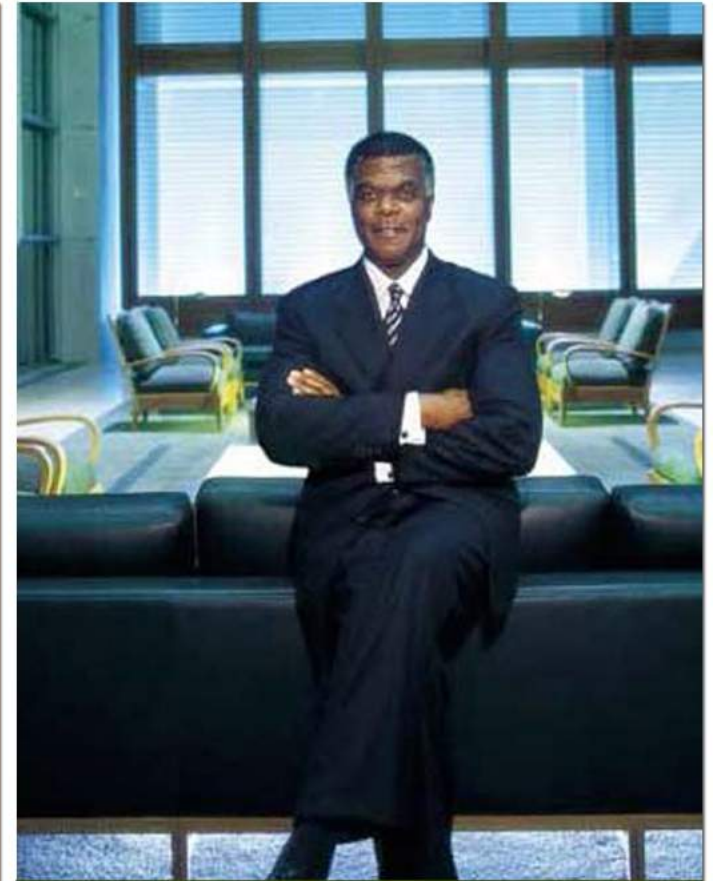
The Bedford Group of Companies was founded by Charles Quarles, a Second Generation Community Builder, who began building residential and commercial projects in and around Los Angeles as a youth for his father's construction company.

After earning his MBA, Mr. Quarles did a short stint as an Accountant with Price Waterhouse and Company, followed by a career in the banking industry, where he specialized in restructuring credits for Wells Fargo Bank.

After several years in banking, Mr. Quarles joined his father's construction firm, EAC Construction, where he served as President for several years until 1980.

As a natural progression, in the early 80's, Mr. Quarles formed The Bedford Group of Companies with the goal of creating a diversified entity with the capacity to vertically integrate the real estate development process.

To date, Bedford's has grown to develop thousands of units, and employ an executive leadership group with over 100 years of combined experience in California Real Estate Development.



Charles Quarles
President & CEO



Unparalleled Industry Experience

Bedford's Executive Development Team have recognized skills and expertise in all phases of Multi-family and Mixed-Used Development. We are the answer to whatever is missing in your development project's equation.

Our success and unparalleled industry experience in complex real estate transactions have taught us how to implement innovative and cost effective solutions.

Our approach is simple:

- *We hold ourselves accountable for our work;*
- *We don't take "No" for an answer;*
- *We work as a team and are able to remove obstacles;*
- *We remain lean and carefully manage financial risks; and*
- *We take the initiative to resolve issues and work towards a solution that is best for the project, the company, and the communities in which we serve.*

Exceptional Development Expertise

Being a Full Service Real Estate Development and Consulting Firm, Bedford has the in house capability to execute virtually every facet of a project's life cycle.

From concept to final occupancy, the company possesses a firm understanding of the development process; and is uniquely qualified to carry your development project from acquisition, through construction, to development, and then the eventual operations and/or sales of your developed units.

Bedford's exceptional development expertise and skills are available to your organization. Through our comprehensive menu of Real Estate Development Consulting Services, we are here to assist real estate developers, investors, lenders, governmental agencies, public, and private property owners navigate through the full spectrum of today's complex Real Estate Development Process.

Bedford's core List of Real Estate Development Consulting Services include:

- *Development Management*
- *Development Finance Feasibility*
- *Entitlement & Governmental Relations*





Real Estate Development Consulting Services

Development Management Services

To meet the complex and demanding housing needs of today's urban marketplace, The Bedford Group of Companies is strategically poised to provide a full spectrum of Real Estate Development Management Consulting Services

Over the course of your development project, Bedford can help to manage each component of the Project Management process from Land Acquisition, Market Analysis, Project Feasibility, Financing, Construction, Outreach, Operations and/or Sales.

Our years of experience, coupled with our strong business acumen and deal-oriented corporate culture, enables us to step seamlessly into complex real estate situations that require a change of development leadership with the least disruption possible. We pride ourselves on our ability to listen, to evaluate potential constraints, and to provide creative and realistic solutions to the array of development challenges.

Clients turn to Bedford for our industry knowledge, ingenuity, and experience in managing risk and regulatory challenges, enhancing operations, increasing value, and improving performance. We can help you optimize your investment, reduce your risk, and maximize your financing opportunities. Through our comprehensive Development Management Consulting Program, we work closely with you to fill the voids in your organization.

Real Estate Development Consulting Services Development Management Services (cont.)

Bedford's area of development expertise encompasses:

- *Affordable, Low-Income Housing Communities*
- *Market-Rate Condominium and Townhome Developments*
- *Major Multi-Unit Building Redevelopment Projects*
- *Mixed-Use/Commercial Developments*

We provide a full range of Development Management Consulting Services that span throughout the six (6) phases of Bedford's traditional urban infill development process:

- *Concept*
- *Feasibility*
- *Financing*
- *Construction*
- *Marketing & Disposition*
- *Community Relations/Outreach*

01

PHASE 1: *Project Concept*

- *Specific Use of the Designated Site*
- *Identification of the Market*
- *Creation of the Development Team*

02

PHASE 2: *Financial Feasibility*

- *Market Analysis*
- *Refining the Design Concepts*
- *Creation of Operating Proforma*

03

PHASE 3: *Project Financing*

- *Raise Equity*
- *Finalization of Working Drawings*
- *Arrangement of Financing*

04

PHASE 4: *Project Construction*

- *Implementation of Marketing Plan*
- *Comply with MBE/FBE Requirements*
- *Completion of Field Engineering*

05

PHASE 5: *Marketing/Disposition*

- *Development of Project Logo, Brand, Website, & Collateral Materials*
- *Close all Sales and Leases Strategies*

06

PHASE 6: *Community Relations*

- *Attend and Present at Neighborhood and Community Meetings*
- *Develop and Facilitate Project Focus*



Real Estate Development Consulting Services (cont.)

Financial Feasibility Services

What makes The Bedford Group of Companies one of the premier Urban Real Estate Development Firms is our regional, national and international reputation; full service capabilities; and financial strength.

A recognized leader in structuring new and innovative financing strategies for its developments, Bedford has demonstrated the competence, expertise and agility to capitalize on the changing landscape and successfully navigate through real estate and economic vicissitudes.

Let Bedford help you obtain financing for your next development project. Our Development Finance Feasibility Consulting Services include, but are not limited to:

- *Project Conceptual and Site Development*
- *Assistance in Securing Financial Commitments*
- *Federal Historic Tax Credits*
- *New Markets Tax Credit Incentives*
- *Low Income Housing Tax Credit Incentive Analysis*
- *Presentation to Banks and other Financial Sources*
- *Proforma Development and Analysis*
- *Government and Funding Liaison*
- *Funding Planning and Research*



Real Estate Development Consulting Services (cont.)

Entitlement & Governmental Relations Services

One of the most challenging aspects of development is understanding the complexity and nuances of the Government Entitlement Process.

As a full service Real Estate Development and Consulting Firm, Bedford has a solid understanding of the policies and regulatory constraints placed on many urban infill development projects. As a result, the firm has been able to avoid costly and time-consuming pitfalls by understanding and preparing for the intricacies of any Governmental Entitlement Process.

Let Bedford's Entitlement & Governmental Relations Consulting Services help you navigate through the complex maze of your project's politics, policies, permits, and community relations responsibilities. These services include the review and analysis of your development site's:

- *Civic Leadership,*
- *General and Specific Plan Policies,*
- *Zoning Standards,*
- *Environmental Reviews,*
- *Subdivision Process,*
- *Design Review, and*
- *Public/Community Relations and Outreach*



Real Estate Developers

In addition to our array of Real Estate Development Consulting Services, Bedford has remained focus on our goal to redefine the concept of urban living; and are actively engaged in developing and revitalizing urban communities in both local and international markets.

Projects in Development



The View at Overhill
Windsor Hills, CA

An upscale, three-story, 88-unit, 1-, 2- and 3-Bedroom New Home Condominium Community consisting of a Rooftop Pool and Business Center

Total Development Cost: \$30,000,000



Village Bougainville
Tabarre, Haiti

An upscale, 240-unit middle-income New Home Community consisting of a mix of Single Family Homes, Townhomes and Apartments.

Total Development Cost: \$45,281,484



Real Estate Developers (cont.)

Projects in Development (cont.)



The View at Overhill
Windsor Hills, CA



Village Bougainville
Tabarre, Haïti



The View at Overhill
Windsor Hills, CA



BOUGAINVILLE



6 Story Apt Tower x 24 apt = 120 units
3 Story Apt House (600 Apt) = 36 Units
Single House into 3 Unit houses = 36 Units
Twin Townhouses = 40 Units
Total = 240 Units



Completed Developments

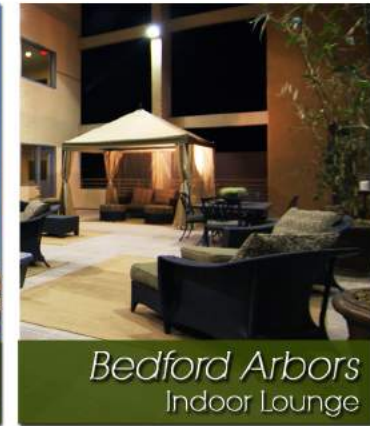
New Home Communities- Partial List



70 Condominium Units
Completed 2014



21 Townhome Units
Completed 2014



102 Condominium Units
Completed 2014



41 Townhome Units
Completed 2014



Completed Developments (cont.)

New Home Communities- Partial List (cont.)



55 Townhome Units
Completed 2002



11 Townhome Units
Completed 2002

Affordable Multi-Family Apartments- Partial List



24 Multi-Family Units
Completed 2004



24 Multi-Family Units
Completed 2004



Completed Developments (cont.)

Affordable Multi-Family Apartments- Partial List (cont.)



Las Mariposas Apartments
Los Angeles, CA

24 Multi-Family Units
Completed 2004



Watts/Athens Preservation Apts.
Los Angeles, CA

100 Rehab Multi-Family Units
Completed 2000



11th Avenue Apartments
Los Angeles, CA

22 Multi-Family Units
Completed 1996



Gilbert Lindsey Manor
Los Angeles, CA

137 Multi-Family Units
Completed 1990



Completed Developments (cont.)

Affordable Senior Apartments- Partial List



Harvard Yard Apartments
Los Angeles, CA

207 Senior Units
Completed 2005



West Angeles Villas
Los Angeles, CA

150 Senior Units
Completed 2004



Avalon Place Apartments
Los Angeles, CA

76 Senior Units
Completed 2004



Rockview Apartments
Los Angeles, CA

42 Senior Units
Completed 2004



Completed Developments (cont.)

Affordable Senior Apartments- Partial List (cont.)



Abajo del Sol Apartments
Los Angeles, CA

60 Senior Units
Completed 2000



Rugby Plaza
Los Angeles, CA

184 Senior Units, with Commercial Center
Completed 1997



Adams West Apartments
Los Angeles, CA

52 Senior Units, with Commercial Center
Completed 1996

Co-Development Project



West Angeles Cathedral
Los Angeles, CA

5,000-Seat Community Church
Completed 1999



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