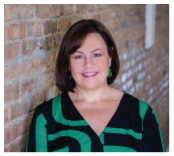
ABOUT US

MICHAEL NORTMAN is the founder and Chief Executive Officer of Crossroads Partners. He has developed, as a principal, more than one million square feet of commercial developments–from the ground up. In addition, he was responsible for the acquisition, disposition and coordination of more than 2,000 multifamily units valued at more than $200 million. He has been involved directly with more than $2 billion of commercial real estate projects during his career. Michael was admitted to the Illinois Bar in 1997. In addition to being an attorney, he is a licensed real estate broker in the State of Illinois and a member of the Chicago Mercantile Exchange.



KIRSTEN BOWERSOX is Chief Operating Officer and Managing Broker who is responsible for overseeing the back-office operations of the Company on a corporate level as well as the managed portfolio, providing asset management services on primarily third party engagements, and all human resource functions. In her 20+ year commercial banking career prior to joining Crossroads, she administered the servicing, credit and workout (including OREO sales, leasing, etc.) of more than $2 billion in commercial real estate. Kirsten is a Certified Manager of Community Associations and is a licensed Illinois Real Estate Managing Broker. Kirsten is also an Illinois licensed Property & Casualty insurance producer.

WES REHWOLDT is Director of Property Management and Sr. Vice President. He has directed the management/operations services of over 4 million square feet of commercial space in the greater Chicagoland area. His experience includes office and retail projects, indoor sports facilities and rehabilitation center construction and renovation. His involvement in these projects has spanned from the day-to-day operations and maintenance to leasing and management. Currently managing both our own portfolio of suburban Chicago properties, as well as income properties owned by private investors, banks, insurance companies and pension funds, Wes has established a strong track record of meeting revenue, operating and marketing objectives. He as well holds a Stationary Engineers license with the City of Chicago.

CHRISTINE SIMEK has been in commercial real estate for over 15 years, and passionately fulfills various roles and responsibilities. Her experience includes property management, facilities management, leasing, contract negotiations, overseeing tenant build-outs and space design in Office, Retail, Industrial and Medical spaces. In addition to managing the daily operations, she specializes in canvasing the surrounding properties and the marketing of the properties she manages. As a Tenant representative for new Leases or Lease Renewals as well as a Building Owner representative, her leadership style enables her to impact the lives of those she serves. Christine has represented clients in the purchase of commercial/medical office buildings. She is a Licensed Real Estate Broker in the State of Illinois and a member of the National Association of Realtors (NAR), and Illinois Association of Realtors (IAR).

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Crossroads Partners is a fully integrated real estate management, investment, advisory, and development firm that serves the Chicagoland area.

Crossroads Partners provides institutional-grade commercial property management without the institutional layers and beaurocracy. Our team of experienced real estate professionals specializes in creating innovative, customized business plans to help client meet both short and long-term goals for their properties.

At Crossroads Partners, we are property owners ourselves, so we have a unique understanding of real estate challenges. We've made it our mission to provide clients with integrated solutions that are practical, efficient and cost-effective but also enhance property value.

Our priority is to provide our clients with customized property management solutions that align with their goals, and help craft a lasting relationship with tenants. We invite you to learn how Crossroads Partners can work for you and your clients.

> *"I chose to work with Crossroads because they have similar goals as I when dealing with tenants and the public. Their platform and style were the closest to our own and how we've been managing for 35 years."*
>
> *-Joe Caruso, Caruso Development*

What Sets Us Apart

Diverse client base, including institutional investors, public and private companies, private investors and family offices.

Solid track record—we currently manage more than 3 million square feet of industrial, retail, office and land assets.

Talented management professionals who seek innovative ways to maintain efficiency and maximize net operating income.

Full range of services to fit any management need. Customize your program!

SERVICES

Receiverships

Crossroads Partners is an experienced court-appointed Receiver, having acted in this capacity for many lenders during the last recession. What sets Crossroads apart from the other Receivers, is that property management is our core business, so we apply the same prudent management principles to Receiverships. Unlike most Receivers, we charge fair fees for Receivership duties as well as for property management needed during the process, which is completely transparent to the lender, the owner and the court.

Institutional-Grade Full Service Property Management

Protect and enhance your property investment by selecting a management firm committed to top-level service and that understands the multi-faceted challenges property owners face. Crossroads Partners is focused on our goals of maintaining tenant satisfaction and achieving ownership objectives.

Experience Best in Class Property Management:

- Professional property accounting utilizing Yardi software
- Tenant relations
- Proprietary Online Tenant Maintenance Request System
- Vendor management
- Real estate tax review and oversight of appeals
- Development and implementation of property specific maintenance programs
- Property and vendor insurance review

"...In managing my property, you have always demonstrated professionalism and integrity. You have been competent, honest, and made every effort to keep costs at a minimum. Most importantly, when things have gone wrong, you have handled the situation in a timely and satisfactory manner. I have been genuinely pleased with the management services that Wes Rehwoldt has provided."
- Mureks

All services are available on an a-la-carte basis to augment both short and long term ownership strategies.

Form a strategic partnership with Crossroads Partners and outsource your commercial real estate management needs. We provide the accountants, property managers, contractors and other experts needed to manage your portfolio.

We will also add a client's corporate logo to the monthly management reports, which will make the ownership and management of commercial real estate assets appear seamless to investors, lenders and tenants.

"Crossroads have been a trusted partner for the past five years. With experienced personnel who are a valuable extension to our team, where strategies are aligned and we know our assets are in safe hands."
-Northpond Partners, LLC

Asset Management

- Managing the leasing and property management process, including lease analysis and negotiation, personnel oversight and property valuation analysis.
- Providing value-added services to maximize property value, such as determining existing conditions for the space, work letter pricing, tenant credit-worthiness analysis, and comparable market analysis.
- Establishing marketing and advertising procedures.

Hands-on Approach, Team-oriented Culture and Diverse Expertise

Our team of seasoned real estate professionals will analyze every aspect of a project and make recommendations that will maximize value and improve returns. Owners face multi-faceted challenges. We understand this, and we can devise a unique asset management plan to overcome these challenges.