



# COMPANY PROFILE

Orion Investment and Management Ltd. Corp.  
Orion Commercial Ltd. Corp.

Established 1978





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# Section 1

# INTRODUCTION





# INTRODUCTION

**Orion Investment and Management Ltd. Corp.** is a provider of national and international Commercial Real Estate Services. In this capacity, we acquire, manage, lease and market commercial properties for investment clients throughout the world. Since its founding in 1978, Orion has been involved in over \$1,000,000,000 in transactions and manages over \$250,000,000 in its portfolio. Our overseas experience and global perspective qualify us well for this role in an increasingly sophisticated international marketplace.



**Orion Commercial Ltd. Corp.** founded in 1988, focuses on tenant and buyer representation for major space users, as well as, large development sites in South Florida.

**Orion** is a member of the Florida Commercial Brokers Network, with 27 offices covering the State of Florida. Florida Commercial Brokers Network is the largest commercial property network in Florida.

## Mission Statement

Our mission is to generate and maintain long-term, client-focused institutional real estate investment strategies as both buyer and space-user representatives that will provide excellent returns and growth potential, delivered with the highest level of integrity, communication and service.

## Real Estate Investor Services

Since 1978, Orion Investment and Management Ltd. Corp. (OIMC), a full-service, licensed real estate company in Miami, Florida, has provided real estate services to investors throughout the world.

OIMC acquires, manages, leases, develops and markets commercial properties. The company also specializes in other services, such as Asset Management, Real Estate Consulting, Property Management and Third Party Development.

OIMC's investment portfolio exceeds \$250 million in value and is comprised of over 40 properties in 15 states. Through a joint effort with Orion Investments and Trust Ltd, an independent Swiss investment company in Geneva, Switzerland, OIMC provides its services to foreign investors throughout the world.

OIMC's overseas experience and global perspective qualifies us well for the increasingly sophisticated and interrelated international marketplace.

Our company is dedicated to building long-term relationships with its clients, based on mutual trust and personalized service.

The dedication and professionalism of our staff contributes to our continued success. We look forward to providing you with our expertise in the near future.



# INTRODUCTION Cont...

## Brokerage Services

OIMC provides services related to the purchase, sale or leasing of properties. Our highly experienced professionals are involved with the U.S. real estate marketplace on an ongoing basis. They review economic and technical information received from a wide variety of sources to determine the levels of pricing at which properties are being bought, sold and leased, as well as, assessing demand trends and the nature and availability of different types of properties.



We continuously review, inspect and analyze properties in search of those having the best possible values within the framework of OIMC's current investment criteria. We make purchase recommendations and prepare offerings on those opportunities that are determined to be appropriate for submittal to our investment clients.

## Development Services

Successful development requires the skillful management of many specialized services, including entitlements, anchor-leasing, building design, construction type, financing, monitoring of competitors and project marketing. Orion's objective, for nearly three decades, has been to reverse the normal risk-return ratio for our clients, by reducing risks, while taking advantage of opportunities in the market place.

Special legal and tax considerations govern the structure of the ownership entity to assure that the investor's objectives are achieved. A thorough understanding of zoning, concurrency, permitting, environmental requirements and construction is needed to deal with complex development issues. Our many years of experience in commercial leasing provides a strong foundation in improving project feasibility. These are the hallmark advantages of Orion's professionals.

Sometimes, good opportunities are found in projects being promoted by reputable outside sources. Orion can act as the investor's representative in all dealings with a developer partner, providing oversight inspection, better cost control and a more accurate and timely flow of information to the investor.

Orion development projects completed under the supervision of OIMC include three Laboratory Corporation of America facilities for Revlon in Louisville, San Antonio and Winston-Salem, as well as a Winn-Dixie anchored center in Panama City, Florida. In joint-ventures with Colliers Abood Wood-Fay, Orion Commercial is currently marketing over \$100 million in exclusive development site offerings in South Florida.





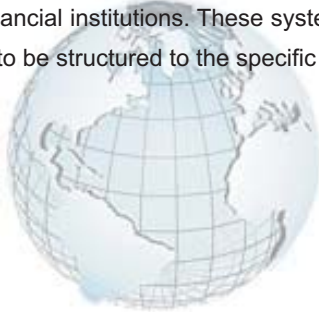
# INTRODUCTION Cont...

## Asset Management

This service provides the professional management of the investment asset as a business on behalf of the investor-owner. This activity includes the physical conservation of the property, the financial planning and control of operations and the marketing of the asset.

Every portfolio property is operated according to a business plan that incorporates the specific requirements of the investor-owner and which includes an operating budget, financing and refinancing considerations, cash distributions instructions and an exit strategy.

Project accounting and financial reporting are carried out by the operations and accounting division using a system designed for use by the most sophisticated financial institutions. These systems not only assure the accuracy and relevancy of the reported information, but also allow for the reports to be structured to the specific requirements of each investor.



## Property Management

Orion provides all phases of management for full-service and triple net leases. Proper and prudent lease administration and property management accounting are fundamental to the success of any real estate firm. Our professional property management team supervises all repairs and maintenance, including obtaining and reviewing proposals for Tenant Improvements, and build outs for new and existing tenants. Orion uses Skyline for the management accounting services which include:

- ▶ CAM reconciliation and billing
- ▶ Skyline-Customized Accounting Programs
- ▶ Preparation of financial statements
- ▶ Payment of invoices
- ▶ Budget preparation and review
- ▶ Rent roll maintenance
- ▶ Rent collection

These services are essential to the ownership of commercial real estate, which has become increasingly complex and require a high degree of expertise and knowledge.



Our property managers take personal interest in ensuring the proper administration and day-to-day supervision and follow-up of your asset. This is crucial in enhancing its value. Orion is committed to providing quality property management at a reasonable cost while maintaining a high level of professionalism.



# INTRODUCTION Cont...

## Sale -Leaseback

The sale-leaseback is a financial arrangement designed to raise capital for the corporate property owner and obtain favorable income tax benefits. In this arrangement a company sells its real estate and then leases it back for an agreed period of time. Many companies improve their financial performance through the sale-leaseback of real estate by taking advantage of the cash value of the property without the debt on their balance sheet.

Orion has facilitated many successful sale-leaseback transactions bringing together the necessary financial lease sale and leaseback terms that are mutually beneficial to both investor and tenant.



## Space User Representation

Orion, through its highly experienced staff, provides outsource real estate services to the corporate client, typically through exclusive representation.

Commercial real estate expertise allows for the corporate client to maximize opportunity in securing the best possible locations and terms for lease or acquisitions, which is essential in maximizing use of capital and minimizing operating expenses.





## Section 2

# OUR PORTFOLIO





# OUR PORTFOLIO

## Properties

Since its formation, Orion has participated in the purchase, sale, development and management of over \$1 billion of commercial real estate throughout the U.S. Here is a partial list:

AAA  
Allstate

Bank of America  
Bank United  
Bar-Ilan University  
Barry University  
Batteries Plus  
Best Buy

Citi Financial  
Chrysler  
Circuit City

Denny's

Eyemart Express

Florida Savings Bank

Glidden Paint

Hollywood Video  
Home Depot

Kroger

Lab Corp.  
Linens N' Things



Marshall's  
Mattress Giant  
Melting Pot  
Merrill Lynch  
Mutual of Omaha

O'Charley's  
Office Depot  
Office Max

Payless Shoes  
Perkins Restaurants  
Pet Supermarket  
Pizza Hut  
Publix

Security Bank  
Smith Barney  
Sprint  
Supercuts  
Sweet Tomatoes

United States Postal Service

Wachovia Bank  
Washington Mutual  
Wild Oats Market  
Winn-Dixie



Clocktower Shopping Center  
Cutler Bay (Miami), FL



Seabonay  
Hillsboro, FL



Lab Corp.  
Winston-Salem, NC



Wild Oats  
Westminster (Denver), CO



Washington Mutual  
Miami, FL



Coral Reef Professional Center  
Palmetto Bay (Miami), FL



Burger King  
Winter Springs (Orlando), FL



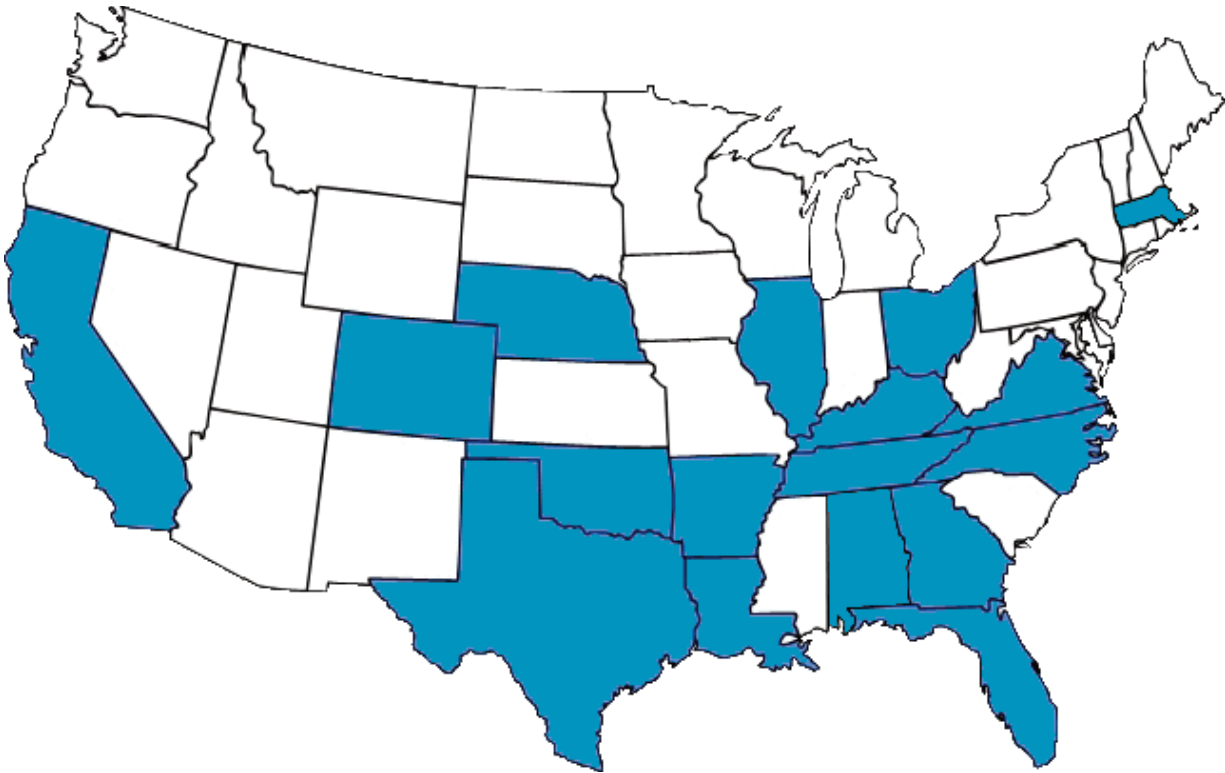
Best Buy  
West Palm Beach, FL



# OUR PORTFOLIO

## Portfolio Locations

The shaded areas represent states in which our US portfolio is located.





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# Section 3

# OUR PROFESSIONALS





# OUR PROFESSIONALS

## JOSEPH A. SANZ, PRESIDENT

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Joseph A. Sanz is President and Founder of Orion Investment and Management Ltd. Corp. Under his leadership and guidance, Orion has focused on the sales, leasing, development and management of quality commercial properties since 1978.

Mr. Sanz specializes in the acquisition and disposal of commercial real estate, working in conjunction with both European and domestic investors, as well as acting as a principal to many transactions. With almost 30 years of experience, it is believed that Orion is one of South Florida's longest established investment and brokerage companies specializing in buyer representation.

In 1988, Mr. Sanz founded Orion Commercial, which focuses on tenant representation and development sites.

Under the guidance of Mr. Sanz, Orion has developed into a firm with a unique perspective and expertise that distinguishes itself from the rest.

### Education

- BA, University of Miami – Bachelors of Arts Degree in Business Finance
- Licensed Real Estate Broker, State of Florida



## NORMAN J. BUHRMASTER, CPM, SENIOR VICE PRESIDENT

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Norman J. Buhrmaster is responsible for asset management of Orion's portfolio, as well as investment review and analysis for both the existing portfolio and proposed acquisitions. Mr. Buhrmaster is a specialist in 1031 exchanges and oversees all international investor accounts.

In addition to his asset management and investment review activities, Mr. Buhrmaster is directly involved in the sales and marketing of commercial properties. He is experienced in site selection and commercial lease negotiation, as well as evaluation of investment exit strategies.

Mr. Buhrmaster has been active in commercial real estate since 1968. He has a background in commercial property feasibility studies, development, leasing and property management. Prior to joining Orion in 1983, Mr. Buhrmaster worked for a large Florida commercial development firm, serving as Vice President of the property management division. There he had oversight responsibility for the leasing and management operations for a commercial property portfolio, which exceeded 3 million square feet of office space.

### Education/Designations

- Attended Syracuse University and the University of Miami
- Licensed Real Estate Broker, State of Florida
- Certified Property Manager (CPM)
- Institute of Real Estate Management (IREM) - Broward Chapter – Past President
- Institute of Real Estate Management (IREM) – Past Regional Vice-President
- Member – National Association of Realtors



# OUR PROFESSIONALS

## ROBERT WELBON, VICE PRESIDENT

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Robert Welbon has specialized in commercial leasing and investment sales for over 30 years. Mr. Welbon has an extensive background in property management, development, leasing and sales in various projects throughout Florida.

Having worked in commercial real estate in the Miami market since 1975, Mr. Welbon brings a wealth of knowledge and expertise to the business. Prior to joining Orion Commercial Ltd. Corp., he formed his own firm, Welbon Properties. He worked for some of South Florida's leading firms, including the Radice Corporation, Gampel Organization, Clark-Bondi and the Allen Morris Company.

Mr. Welbon has served clients consisting of some of the industry's most recognizable names, such as Ericsson, Tyco, Onyx and Southern Bell and has represented various projects, including the largest land sale in Volusia County, Florida at \$70 Million; the sale of the Ingrahm Building at \$9.5 Million; the development of The Princess at Turnberry Apartments; Hollywood Memorial Medical Office Building and Kendall Summit Office Condominium.

### Education

- BA Stetson University – Bachelors of Arts Degree in Business Administration
- Full course work for Certified Property Manager (CPM)  
Designation from National Board of Realtors
- Full course work for Certified Commercial Investment Manager (CCIM)  
Designation from National Board of Realtors
- Licensed Real Estate Broker, State of Florida
- Realtors Commercial Alliance
- Real Estate Cyberspace Society, RECS (Real Estate CyberSpace Specialist)  
Professional Designation
- Realtor Association of Greater Miami and the Beaches

## STEPHEN R. RIGL, VICE PRESIDENT

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Stephen R. Rigl joined the firm in 2007 and will provide tenant representation and landlord representation services to clients on behalf of Orion Commercial.

Mr. Rigl began his commercial real estate career in Miami in 1984 and has extensive experience in agency leasing, tenant representation, lease negotiations, brokerage, property marketing, tenant improvements administration and property management. In the landlord representation practice, Mr. Rigl has negotiated transactions combining for hundreds of millions in lease value for various institutional, corporate and entrepreneurial property owners. As a tenant representative, he has served office and retail tenants in multiple markets throughout south Florida.

During his career, Mr. Rigl has handled project leasing for a number of significant property owners in Miami-Dade County. Institutional ownership clients have included: Crescent Real Estate Equities, Ltd., Travelers Insurance Company, Equitable Life Insurance and MDM Development. Selected projects have included Suntrust International Center; Kendall Summit Office Park; Dadeland Towers South and Dadeland Executive Center. Most recently, Mr. Rigl concluded a long term leasing assignment at the Datran Center, bringing this class A property to an occupancy level of 98%.

### Education

- Bachelor of Business Administration in Finance - Florida International University
- Master of Business Administration – Florida International University
- CCIM Candidate/Completed Majority of Coursework
- CPM Candidate/Completed Required Coursework
- Licensed Real Estate Broker – Florida
- Leadership Miami Graduate
- Habitat for Humanity



# OUR PROFESSIONALS

## MACKAY BROWN, REAL ESTATE ADVISOR

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Mackay Brown is a real estate advisor/consultant to Orion for asset selection and management matters. He is also available to assist our clients' attorneys on legal review and oversight.

Mr. Brown has practiced law in Miami since 1970, when he joined the firm of Shutts and Bowen. He then became a partner in the law firm of White & Brown, PA, where he specializes in real property transactions including mortgaging, leasing, acquisitions and dispositions. His experience encompasses both residential and commercial property transactions, and he worked extensively with both domestic and international clients and entities. His broad foundation of knowledge and expertise in the ever evolving real estate market and related legal issues has made Mr. Brown an invaluable asset to Orion.

### Education

- BBA – Tulane University
- J.D., Vanderbilt University School of Law

## KEVIN J. SANZ, INVESTMENT MANAGER

[ksanz@orionmiami.com](mailto:ksanz@orionmiami.com)



Kevin Sanz joined Orion Investment and Management Ltd. Corp. in 2005 as a Sales Associate. Mr. Sanz has been specializing in leasing, disposition and asset management for Orion's portfolio. He is also responsible for coordinating property research, project feasibility studies and site searches for various Orion endeavors.

### Education

- BA Boston College – Bachelors of Arts Degree in Finance
- Coursework at the University of Miami for Accounting (13 courses)
- Licensed Real Estate Salesperson, State of Florida





# OUR PROFESSIONALS

## SILVI SANTOVENIA, NATIONAL PROPERTY MANAGER

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Silvi Santovenia has specialized in Commercial Property Management for over 12 years.

Mrs. Santovenia brings to Orion Investment and Management Ltd. Corp. an extensive background in the overall spectrum of operations of professional/medical buildings, office buildings and retail space.

In addition, Mrs. Santovenia has also been involved in the construction, build-out and renovation phases and management of over 250,000 sq. ft. of medical and professional office buildings, including major corporate tenants, such as Merrill Lynch, Morgan Stanley and Wachovia Bank.

Currently, Mrs. Santovenia supervises all phases of property management for a portfolio of commercial properties consisting of over 3 million sq. ft. located throughout the United States.

Tenants include: Smith Barney, Best Buy, Wild Oats, U.S. Post Office, Bank of America, Wachovia Bank and others. Mrs. Santovenia provides management for properties that are managed for individuals, partnerships, and investment companies. Mrs. Santovenia also specializes in the Skyline Property Management System.

### Education

- MBA Nova Southeastern University – Masters in Business Administration
- BA Florida International University – Bachelors in Business Administration

## NANCY ARAUJO, COMPTROLLER

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Nancy Araujo has over 20 years of experience in accounting and auditing services.

Mrs. Araujo has worked at local and regional accounting firms and has been with Orion Investment and Management Ltd. Corp. for over six years.

Mrs. Araujo is responsible for all property management related accounting for Orion Investment and Management Ltd. Corp., including coordination and finalization of tax returns for over 3.0 million square feet throughout the United States.

Mrs. Araujo specializes in the Skyline Property Management Accounting System.



# OUR PROFESSIONALS

## BARBARA OUTERINO, MARKETING DIRECTOR

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Barbara Outerino, is responsible for leading the effort to significantly increase the development of the Marketing Division, to conceptualize, design and implement marketing strategies for Orion Investment and Management Ltd. Corp. and Orion Commercial Ltd. Corp.

Ms. Outerino is responsible for all branding materials, web-site design/development, company profile, quarterly newsletters, advertising, development and production of various sales and leasing presentations as well as providing research and preparing demographics reports. She is also responsible for the overall design and production of marketing pieces, graphics art production, ad designs and desktop publishing for both Orion Investment and Management Ltd. Corp and Orion Commercial Ltd. Corp. As part of her responsibilities Ms. Outerino also oversees all local and non-local meetings, conferences, seminars and trade shows throughout the year. Ms. Outerino is also responsible for the , manages and monitors the components of the company's marketing budget.

### Affiliations

- Previously served on the Board of Directors for Commercial Real Estate Women - Miami (CREW-Miami) as Program's Chairperson





**Orion Investment and Management Ltd. Corp.**  
**Orion Commercial Ltd. Corp.**

Licensed Real Estate Brokers

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