

HAI ADVISORS, LLC
www.haiadvisors.com

Placing Clients Interests Above All Else

About Us

Founded in 1993: Our goal is to serve a limited number of clients, placing their interests above all else, and to provide them with a proven quality flow of creative ideas and objective advisory services. We act with discretion, integrity, and an uncompromising sense of responsibility to our clients and their real estate assets.



Loews Lake Las Vegas

HAI Advisors co-asset managed this destination resort, spa, and golf course with Pyramid Advisors



International Plaza Resort and Hotel Orlando, FL

- Location: Orlando, FL
- Number of Rooms: 1100 Rooms
- Acquisition: \$90,000,000 (2007)
- Price per Room: \$82,000
- Current Value: \$150,000,000
- Role: Urban America Fund
Manager/Project Sponsor / Asset
Manager / Construction Manager



Mag Lev Train

- 1989-91: Part of a team of senior executives from several Japanese corporations who negotiated the right of way and concept of the Mag Lev Train from Orlando Airport to Disney World'



Forrestal Hotel Princeton, NJ

- Location: Princeton, New Jersey
- Number of Rooms: 364 rooms
- Role: Repositioning Asset Manager / Construction Manager for CSFB



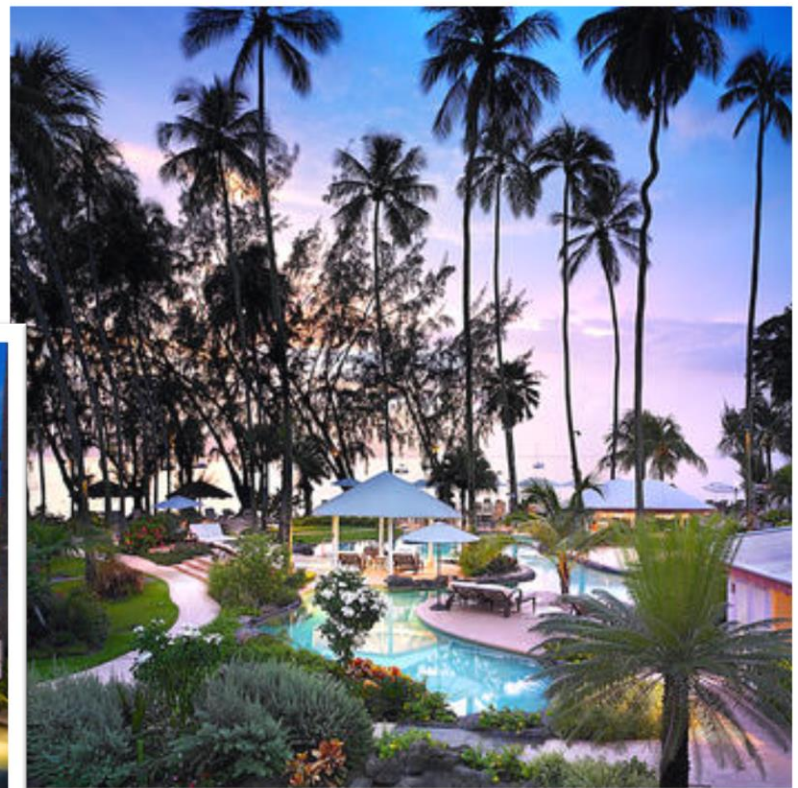
Crystal Cove Barbados, West Indies

- Location: Barbados, West Indies
- Number of Rooms: 88 rooms & suites
- Role: Repositioning Asset Manager for CSFB



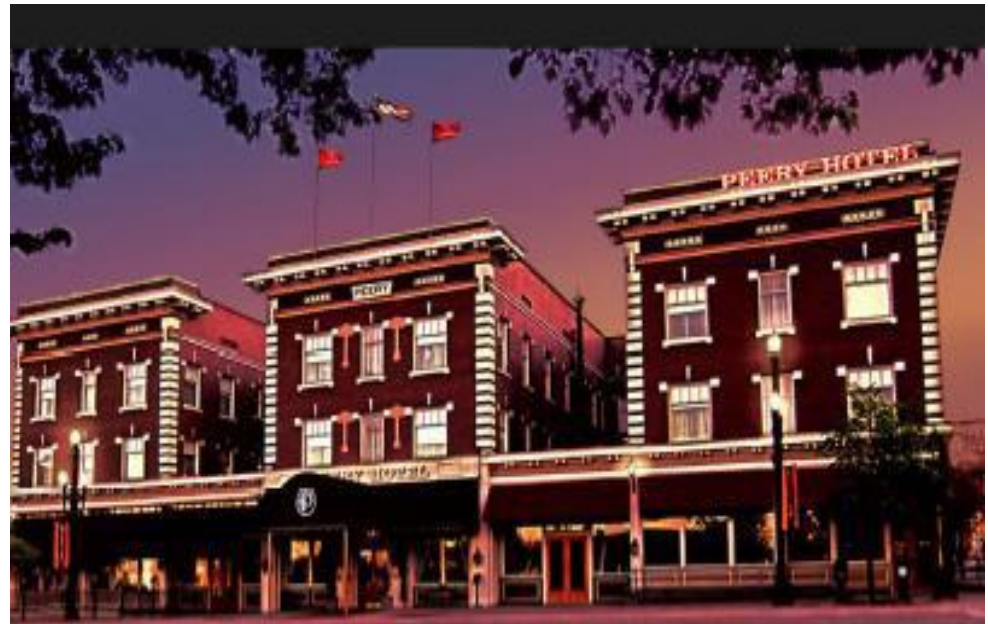
The Colony Club Barbados, West Indies

- Location: Barbados, West Indies
- Number of Rooms: 96 rooms & suites
- Role: Repositioning Asset Manager for CSFB



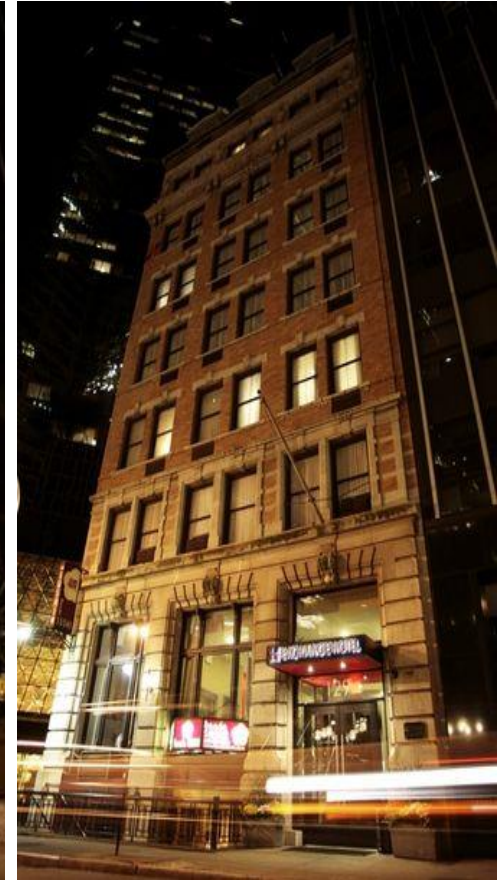
Peery Hotel

- Location: Salt Lake City, UT
- Number of Rooms: 73 rooms
- Foreclosure: \$6,000,000
- Disposition Price: \$9,000,000
- Role: Receivership Repositioning Manager for Fremont Capital



Seaport Suites Hotel New York City

- Location: New York City, NY
- Number of Rooms: 60 rooms
- Foreclosure: \$10,000,000
- Role: Repositioning Manager
- Client: Orix-Capital—Japan



Cuisinart Resort Anguilla, BVI

- Location: Anguilla, BVI
- Number of Rooms: 93 rooms & suites
- Ground up Development Cost: \$37,200,000
- Price per room: \$400,000
- Role: Development/Asset Manager/Operation Manager
- Client: Cuisinart Resort & Spa



Temenos Villas Anguilla, BVI

- Location: Anguilla, BVI
- Number of Villas: 45
- Temenos Resort and Golf Club
- Acquisition: 30 million golf course development
- Role: Ground-up Development
/Asset Manager/Operation Manager
- Client: Robert Sillerman



Rosewood Hotels & Resort St. John, USVI

- Location: St. John, USVI
- Number of Rooms: 166 rooms
- Role: Redevelopment
- Client: Rosewood Hospitality



Hickory Ridge Conference Center Naperville, IL

- Location: Naperville, IL
- Number of Rooms: 383
- Role: Asset Manager
- Client: AT&T



Hamilton Farm Golf Club Basking Ridge, NJ

- Location: Basking Ridge, NJ
- Private Membership Gold Club
- Development Cost: \$80,000,000
- Role: Development Manager
- Client: Lucent Technologies



Trent Jones Sr.

1989-1993: Advisor to Robert Trent Jones Sr. Golf Company. Prior to the passing of Mr. Jones; Trent was most noted for the design and development of over 500 of the World's most Famous golf courses and clubs.



Boutique Hotels Portfolio for CSFB- Franklin Hotel, New York City

- Location: 1295 Madison Ave. NYC
- Number of Rooms: 87
- Acquisition: 21 million
- Disposition Price: 30 million
- Role: Acquisition, Asset Management, Management
- Client: CSFB



Boutique Hotels Portfolio for CSFB- Roger Williams Hotel, New York City

- Location:131 Madison Ave., NYC
- Number of Rooms:193
- Acquisition:45 million
- Disposition Price: 55 million
- Role: Acquisition, Asset Management, Management
- Client: CSFB



Boutique Hotels Portfolio for CSFB- Mansfield Hotel, New York City

- Location: 12 West 44th Street, NYC
- Number of Rooms: 126
- Acquisition: 30 million
- Disposition Price: 36 million
- Role: Acquisition, Asset Management, Management
- Client: CSFB



Boutique Hotels Portfolio for CSFB- Shoreham Hotel, New York City

- Location: 33 West 55th Street, NYC
- Number of Rooms: 117
- Acquisition: 28 million
- Disposition Price: 35 million
- Role: Acquisition, Asset Management, Management, plus development of new addition
- Client: CSFB



Boutique Hotels Portfolio for CSFB- Wales Hotel, New York City

- Location:1295 Madison Ave., NYC
- Number of Rooms:87
- Acquisition:21 million
- Disposition Price:30 million
- Role: Acquisition, Asset Management, Management, Construction management of total rehab of hotel.
- Client: CSFB



Boutique Hotels Portfolio for CSFB- Beverly Crescent Hotel, Beverly Hills, Ca.

- Location: 403 N. Crescent Drive, Beverly Hills, Ca.
- Number of Rooms: 38
- Acquisition: 2 million
- Disposition Price: 5 million
- Role: Acquisition, Asset management, Management
- Client: CSFB



Boutique Hotels Portfolio for CSFB- Grand Wailea Hotel and Resort, Wailea, Hawaii

- Location: 3850 Wailea Alanui Drive, Wailea, Hi.
- Number of Rooms: 780 guest rooms and 70 luxury Villas
- Acquisition: 500 million
- Disposition Price: 700 million
- Role: Asset Manager, Receiver
- Client: CSFB



East Hampton Golf Club East Hampton, N.Y.

- Location: 281 Abraham's Path, East Hampton, New York
- Size: 18 hole exclusive golf club
- Development cost: 30 million
- Disposition Price: 40 million
- Role: Asset Manager,
Construction manager
- Client: CSFB



Ocean Trails Golf Club Rancho Palos Verde, Ca.

- Location: One Ocean Trails Drive, Rancho Palos Verde, Ca.
- Size: 18 hole exclusive golf club
- Development Loan: 100 million
- Role: Asset Management, Receiver
- Client: CSFB



Ben Crenshaw Golf Company

- Location: Various Locations throughout the United States
- Size: Financed exclusive golf courses and golf clubs throughout the United States
- Role: Asset manager
- Client: CSFB



AT & T Learning Center Basking Ridge, NJ

- Location: Basking Ridge, NJ
- Number of Rooms: 120 rooms
- Development Cost: \$60,000,000
- Role: Asset Manager
- Client: AT&T



Exxon Tower

New York City, NY

- Location: 1251 Ave of Americas,
New York City, NY
- Building Size: 2,200,000 SF Rentable
- Acquisition: \$620,000,000 (1986)
- Role: Acquisition Director for Mitsui
Fudosan



Sanwa Bank Tower, L.A

Los Angeles, CA

- Location: 601 S Figueroa St.,
Los Angeles CBD, CA
- Building Size: 1,100,000 SF Rentable
- Development Cost: \$250,000,000
(1990)
- Role: Director of Acquisition &
Development of Mitsui Fudosan
- Ground up development



505 Montgomery, SFO

San Francisco, CA

- Location: San Francisco CBD, CA
- Building Size: 330,000 SF Rentable
- Development: \$125,000,000 (1991)
- Role: Director of Development of Mitsui Fudosan
- Ground up development
- Assetment Management



Demonet Building Washington DC

- Location: 1155 Connecticut Ave., Washington DC
- Building Size: **100,000 square feet**
- Acquisition: \$45,000,000 (1988)
- Role: Director of Acquisition & Development of Mitsui Fudosan
- Historic rehab and ground up development



GSA Tenanted Portfolio

- Location: Multiple Cities in U.S.
- Buildings total Size: 17 buildings totaling 3,000,000 S.F.
- Acquisition: \$500,000,000 (2008)
- Role: Director of Acquisition of Urban America LLP



ING Realty Group Portfolio

- Location(s): Various; NYC., Minneapolis, Chicago
- Building Size(s): 3,000,000+
- Role: Asset manager
- Client: ING Realty Group



Anaverde (2,200 acre) Planned Unit development, Palm Dale, Ca. restructuring

- April 2009, HAI Advisors was chosen to represent Special Servicer C.W. Capital in repositioning and restructuring a \$100 million dollar debt facility with the borrower. Restructuring was successfully completed in Jan. 2010.



Two Cal. Plaza Receivership



March 23, 2012 on behalf of Special Servicer C.W. Capital: William Howell was named as receiver for Two California Plaza, a 1.4 million square foot, 54 story, iconic office tower located in Downtown Los Angeles. Two Cal. Plaza debt at appointment of receivership was \$597 million.

3800 Chapman, Santa Ana, Ca. Receivership



June 13, 2012 on behalf of Special Servicer C.W. Capital: William Howell was named as receiver for 3800 Chapman, a 158,000 square foot, a Class A office tower located in Orange, Ca.

M. G. Properties (restructuring)

- Jan. 2010

HAI ADVISORS was chosen as exclusive advisor to M. G. Properties, San Diego, Ca. to restructure the \$110 million dollar debt facility on a 1400 unit multi-family portfolio located in Tucson, Az. with the current institutional debt holders. The restructuring transaction closed successfully on Jan. 2012



HEARST REAL ESTATE ADVISORY

- March 2012:HAI ADVISORS was selected to be the personal advisor to the Hearst Corporate real estate group on their corporate real estate holdings to re-develop several parcels held by the Hearst Corporation located in Los Angeles, Ca. Reporting directly to Mr. Steve Hearst and Mr. Marty Cepkauskas.



HAI acquisition

Feb. 2013 HAI advisors completed the acquisition of Robinson Plaza a class A office property in Oklahoma City, Okla.

Address: [55 N. Robinson](#)

Finish Date: 1992

Height in Feet / Floors: 10 stories

Sq. Feet: 195,702

Acreage: 1.05

55 N. Robinson, Okla. City, Oklahoma





Westin Lake Las Vegas

Co-Asset Manager

HAI co-asset managed this 493 room luxury destination resort spa and golf course with Pyramid Advisors on behalf of a special servicer.



WESTIN CAYMAN ISLANDS

CO-ASSET MANAGER

HAI co-asset managed this luxury destination resort and spa with Pyramid Advisors on behalf of a special servicer.



WESTIN CASUARINA LAS VEGAS

CO-ASSET MANAGER

HAI co-asset manages this 826 room full service casino hotel and spa with Pyramid Advisors' on behalf of a special servicer.



VAST RESTAURANT DEVON TOWER

HAI ADVISORS provides advisory services to the Devon Energy on their public accessed five (5) star food and beverage outlets located on the 49th and 50th floors of the prestigious Devon Tower head quarters located in Okla. City, Okla. completed in 2012.



PALA MESA RESORT, GOLF, AND SPA

HAI Advisors co-asset managed this asset with Pyramid Advisors on behalf of a special servicer



Double Tree Hotel Bakersfield, Ca.

HAI Advisors co-asset managed this hotel with Pyramid Advisors on behalf of a special servicer.



Colcord Hotel: Oklahoma City, Oklahoma

HAI ADVISORS provided asset management and advisory services to Devon Energy on their Colcord Hotel with it's popular Flint Restaurant next door the prestigious Devon Tower head quarters located in Okla. City, Okla.



HAI appointed as receiver Aurora, Colorado Office Building

The Aurora Colorado Office Building consists of 116,500 rentable square feet, three story office building situated on 7.32 acres of land. The building is located at 16401 East Centertech Parkway in Aurora, Colorado and was built in 1996 as a build to suit for the GSA on behalf of Tricare Management Activities (“Tricare”). Tricare is the Military Health System’s healthcare program for active duty military personnel (Army, Navy, Air Force and Coast Guard), active duty service families, retirees and their families, survivors and other beneficiaries. There is parking for 451 cars (3.87/1,000). The property is 100% leased to the GSA on behalf of Tricare Management Activities.



HAI appointed as receiver Concord, Massachusetts Office Building

The Concord Massachusetts Office Building consists of two two-story office buildings totaling 104,527 rentable square feet and situated on 28.22 acres of land. The buildings are connected and serve as one office building and are located at 696 Virginia Avenue in Concord, Massachusetts. The buildings were originally built in 1966 and 1977. They were both extensively remodeled in 1997. There are 426 surface parking spaces (4.08/1,000).

The property is 100% leased to the GSA on behalf of the United States Army Corps of Engineers (“USACE”).



HAI appointed as receiver Huntsville, Alabama Office Building

The Huntsville Alabama Office Building consists of a three story office building totaling 135,746 rentable square feet and situated on 5.95 acres of land. The building is located at 4820 University Square in Huntsville, Alabama. The building was constructed as a build to suit in 1994. There are 626 surface parking spaces (4.61/1,000).

The property is 100% leased to the GSA on behalf of the United States Army Corps of Engineers (“USACE”).



HAI appointed as receiver Kansas City, Kansas Office Building

The Kansas City Kansas Office Building consists of a five story office building with 203,475 rentable square feet situated on 4.12 acres of land. The building is located at 901 North 5th Street in Kansas City, Kansas. The building was constructed as the Environmental Protection Agency's ("EPA") headquarters in 1999. There are 459 surface parking spaces (2.26/1,000). Amenities include an on-site cafeteria and a training facility.

The property is currently vacant as the EPA has moved out.

The office building is located approximately two miles west of the Kansas City Central Business District. The immediate neighborhood is predominantly government occupied.



HAI appointed as receiver Lakewood, Colorado Office Building

The Lakewood Colorado Office Building consists of 82,265 rentable square feet, four story office building situated on 5.74 acres of land. The building is located at 755 Parfet Street in Lakewood, Colorado and was built in 1974 and extensively remodeled in 1994. There is parking for 355 cars on a surface parking lot (4.35/1,000).

The property is 67.6% leased to the GSA on behalf of The Department of the Interior.



HAI appointed as receiver Norfolk, Virginia Office Building

The Norfolk Virginia Office Building consists of 56,052 square feet, two story office building situated on 4.04 acres of land. The building is located at 150 Corporate Boulevard in Norfolk, Virginia and was built in 1994 as a build to suit for the GSA on behalf of the Federal Bureau of Protection (“FBI”). There is parking for 255 cars (4.7/1,000).

The property is currently 50.7% leased to PRA Holding I, LLC. Moreover there is a letter of intent for PRA to lease the remaining space. The lease is guaranteed by Portfolio Recovery Associates, Inc. (“PRA”) which is a world leader in acquiring nonperforming consumer debt. PRA is publicly traded (Nasdaq: PRAA) and headquartered in Norfolk, Virginia.



HAI appointed as receiver Philadelphia Office Building

The Philadelphia Office Building consists of 88,717 rentable square foot, 6 story office building situated on .41 acres of land in downtown Philadelphia. The building is located at 1600 Callowhill Street in Philadelphia, Pennsylvania and was built in 1911 and extensively remodeled several times including most recently in 1998 when it was completely renovated to serve the GSA on behalf of the Immigration and Naturalization Services (“INS”). There is parking for 76 vehicles located at the base of the building with the office space beginning approximately 30 feet above the sidewalk.

The property is 49.2% leased to the GSA on behalf of the Immigration and Naturalization Services (“INS”).



HAI appointed as receiver Providence, Rhode Island Office Building

The Providence Rhode Island Office Building consists of a 6 story office building totaling 150,524 rentable square feet and situated on .69 acres of land. The building is located at 380 Westminster Street in Providence, Rhode Island and was originally built in 1983. There is a 44 space parking garage located beneath the building.

The property is 100% leased to the GSA on behalf of 16 different government agencies including the Internal Revenue Service (“IRS”) and Veterans Administration (“VA”).



HAI appointed as receiver Suffolk, Virginia Office Complex

The Suffolk Virginia Office Complex encompasses 351,075 square feet in two buildings situated on 40.5 acres of land at 116 Lakeview Parkway in Suffolk, Virginia. The buildings were built in 1993 and renovated in 2004. The original building was a build to suit for the GSA and consisted of 279,075 square feet. The expansion building, located adjacent to the original building, consists of 72,000 square feet and was constructed in 2004.

The property is 100% leased to the GSA on behalf of the Joint and Collaborative War Fighting Center (“JCWC”), which has been appointed as the “transformation laboratory” of the United States Military.



**HAI as receiver for 1600 Callowhill Street,
Philadelphia, Pa. disposed of this property
through a Court approved disposition.**

The Philadelphia Office Building consists of 88,717 rentable square foot, 6 story office building situated on .41 acres of land in downtown Philadelphia. The building is located at 1600 Callowhill Street in Philadelphia.



**HAI as receiver for 150 Corporate Blvd.
Norfolk, Virginia disposed of this property
through a Court approved disposition**

The Norfolk Virginia Office Building consists of 56,052 square feet, two story office building situated on 4.04 acres of land. The building is located at 150 Corporate Boulevard in Norfolk, Virginia and was built in 1994.



HAI as receiver 901 N. 5th Street, Kansas City, Kansas. disposed of this property through a Court approved disposition.

The Kansas City Kansas Office Building consists of a five story office building with 203,475 rentable square feet situated on 4.12 acres of land. The building is located at 901 North 5th Street in Kansas City, Kansas. The building was originally constructed as an Environmental Protection Agency's regional headquarters and will be converted into a University of Kansas Medical facility.



HAI as receiver for 696 Virginia Road, Concord, MA.,
disposed of this property through a Court approved disposition.

The Concord Massachusetts Office Building consists of two two-story office buildings totaling 104,527 rentable square feet and situated on 28.22 acres of land. The buildings are connected and serve as one office building and are located at 696 Virginia Avenue in Concord, Massachusetts.



HAI as Special Master for 380 Westminster Street, Providence, R.I. disposed of this property through a Court approved disposition.

The Providence Rhode Island Office Building consists of a 6 story office building totaling 150,524 rentable square feet and situated on .69 acres of land. The building is located at 380 Westminster Street in Providence, Rhode Island and was originally built in 1983. There is a 44 space parking garage located beneath the building.

The property is 100% leased to the GSA on behalf of 16 difference government agencies including the Internal Revenue Service (“IRS”) and Veterans Administration (“VA”).



1545 26th Street, Santa Monica, Ca.

HAI Advisors LLC provided acquisition and due diligence advisory services to an International client on the acquisition of this property during a 1031 exchange period.