



IRG

Industrial Realty Group, LLC

Nationwide Real Estate Investment

INDUSTRIAL REALTY GROUP

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ABOUT IRG

With a privately held and managed portfolio in excess of 100 million square feet, Industrial Realty Group, LLC is among the country's largest owners of commercial and industrial properties.

IRG, a Los Angeles-based company, owns and operates more than 150 major projects and developments in 28 states. Management offices are located in Los Angeles, Sacramento, Chicago, Akron/Canton, Cleveland, Columbus, Cincinnati, Detroit, and New York, with additional satellite offices in Dallas-Fort Worth, Bradenton, and Baltimore.

IRG is nationally recognized as a leading force behind the adaptive reuse of buildings and facilities throughout the nation. Retrofitting otherwise obsolete buildings, corporate campuses, and industrial complexes are among the company's core competencies. Our company has been recognized for its success in converting brownfield sites, including NPL Superfund Sites, to productive new uses. As a leader in the conversion and privatization of federal properties, including closed military bases, IRG owns and is master developer of three closed military bases, a former NASA manufacturing facility and a closed Veterans Affairs complex.

IRG has recently purchased properties from such companies and government agencies as General Motors, Spiegel, USAF, Ford, Goodyear, NASA, May-tag, Northrop Grumman, Levi's, United Technologies, US Army, and the Veterans Administration. These properties generally range from 50 acres to upwards of 3,000 acres, with building square footages from 5,000 to 4 million in size.

A significant portion of IRG's portfolio is historically preserved. Additionally, IRG successfully transforms "brownfield" sites, sites that are environmentally contaminated and require highly-engineered and heavily-controlled remediation. These reclaimed properties represent the ultimate renewable resource and are again able to contribute to the social and economic well being of the local community. IRG partners with local government and civic organizations to ensure that investments in these properties provide benefit to the greater community, including the surrounding neighborhoods.

Whether a deal involves commercial or residential development or the acquisition of an existing industrial complex, IRG has the vision, experience and resources to deliver results.



100,000,000 SF



92 Employees



150+ Major Projects



12 Affiliated Offices

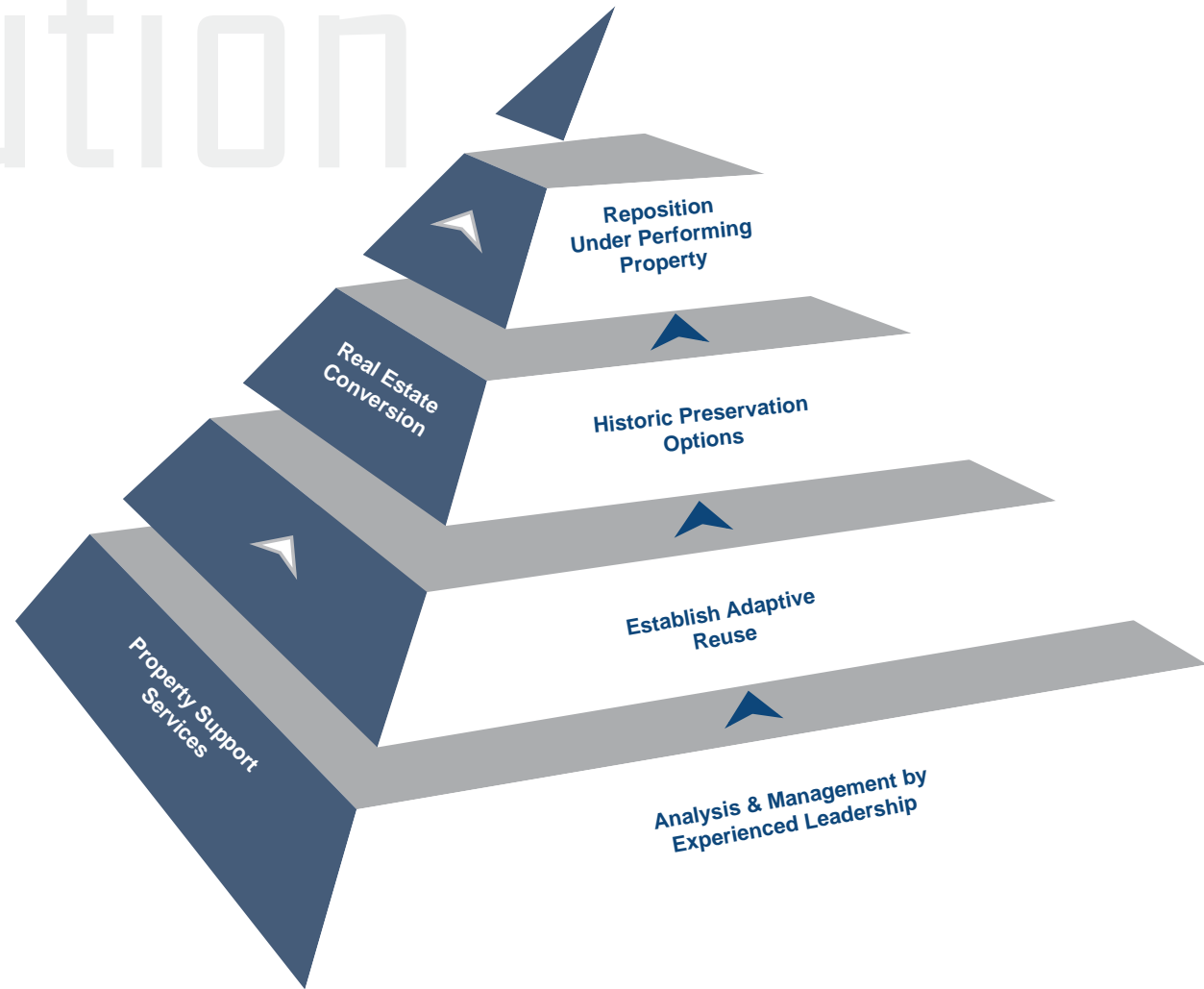
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WHAT WE DO

IRG's niche is highly refined; IRG acquires, preserves, redevelops, cleans, repositions and retrofits real estate assets for modern-day use by a diverse user base. IRG utilizes a large network of professionals that specialize in every phase of a real estate transaction, from acquisition and construction, to management and disposition. And, as a private company, IRG can complete a transaction in a fraction of the time it takes most other major developers.



VERTICALLY INTEGRATED PROPERTY SUPPORT SERVICES

Property Management, Brokerage & Other Services



IRG founded two independent property management companies, which have since merged to create IRG Realty Advisors. IRG RA has offices in both New York and Ohio to assist in managing the IRG portfolio. The company's personnel have actively managed over 115 million square feet of commercial property, completed over 1,000 commercial transactions valued at more than \$1 Billion, and served in Construction / Project Manager roles on projects valued in total at more than \$500 Million.

EB-5 Projects

American Development Center, LLC ("ADC") is a premier EB-5 investment services company dedicated to providing early stage financial support in Targeted Employment Areas ("TEA") for Industrial Realty Group. ADC is coordinating the EB-5 financing for Phase II of the Promenade at Downey (a former NASA plant being re-built as a new class A shopping center).



IRG has previously developed several highly successful real estate projects funded with EB-5 financing in coordination with regional centers before the formation of ADC. These projects include: McClellan Park (former McClellan Air Force Base in Sacramento, California), the Goodyear Tire and Rubber Company world headquarters (Ohio), the Hoover Vacuum Company headquarters (Ohio), and Phase I of The Promenade at Downey (a new retail shopping center in Downey, California). IRG enjoys a highly successful track record for developing these projects with support from regional center financial partners under the EB-5 program in a manner allowing participants in these EB-5 programs to qualify for US permanent residency pursuant to USCIS requirements. IRG's projects, now supported by ADC, continue this strong tradition of creating thousands of jobs through successful real estate development projects funded through EB-5 investments.

Master Multi-Use Re-Development Expertise

Our expertise is based on over 40 years of experience re-purposing and managing real estate. Some examples of projects we have successfully spearheaded include:

McClellan Park — IRG converted this former major Air Force maintenance depot into a vibrant office/industrial business park with hotel, residential, educational and retail components near Sacramento, California.

Promenade at Downey — IRG led redevelopment at a former NASA facility, converting it into one of the largest movie production facilities in California. The future of the facility includes redevelopment into a mixed-use, promenade-style center including a wide array of retail space, restaurants, a state-of-the-art movie theater, a health club and community gathering areas.

Goodyear Headquarters — IRG is currently redeveloping the former Goodyear headquarters site in Akron, Ohio. The updated master plan will also include office, industrial, retail and residential components.

Airfields & Fixed Base Operations

IRG designed the master plan for reopening McClellan Air Force Base as an aviation maintenance facility and executive jet airfield. The site includes more than 8.5 million square feet on 3,000 acres including over one million square feet of airplane hangars and 10,500 foot runways, which the team leases and manages. IRG is also responsible for the supervision of all fixed base operations and owns and operates in McClellan and Akron, Ohio.



MAJOR DEVELOPMENT & REPOSITIONING EXPERIENCE

Whirlpool Portfolio—Newton, Iowa; Various, USA

- Over 5 million SF of office and industrial space purchased from May-tag/Whirlpool.
- Millions of dollars were invested to develop and reposition buildings and facilities.
- Now leased and sold to numerous Fortune 500 companies and thousands of jobs have been created.



McClellan Park—Sacramento, CA

- Two-mile long runway and supporting aviation facilities with 8.5 million SF on 3,000 acres.
- IRG is overseeing \$1.2 billion in environmental clean-up.
- The University of California Davis runs a nuclear reactor on site, the last built in the country which produces radioactive isotopes utilized in ground-breaking brain surgery.

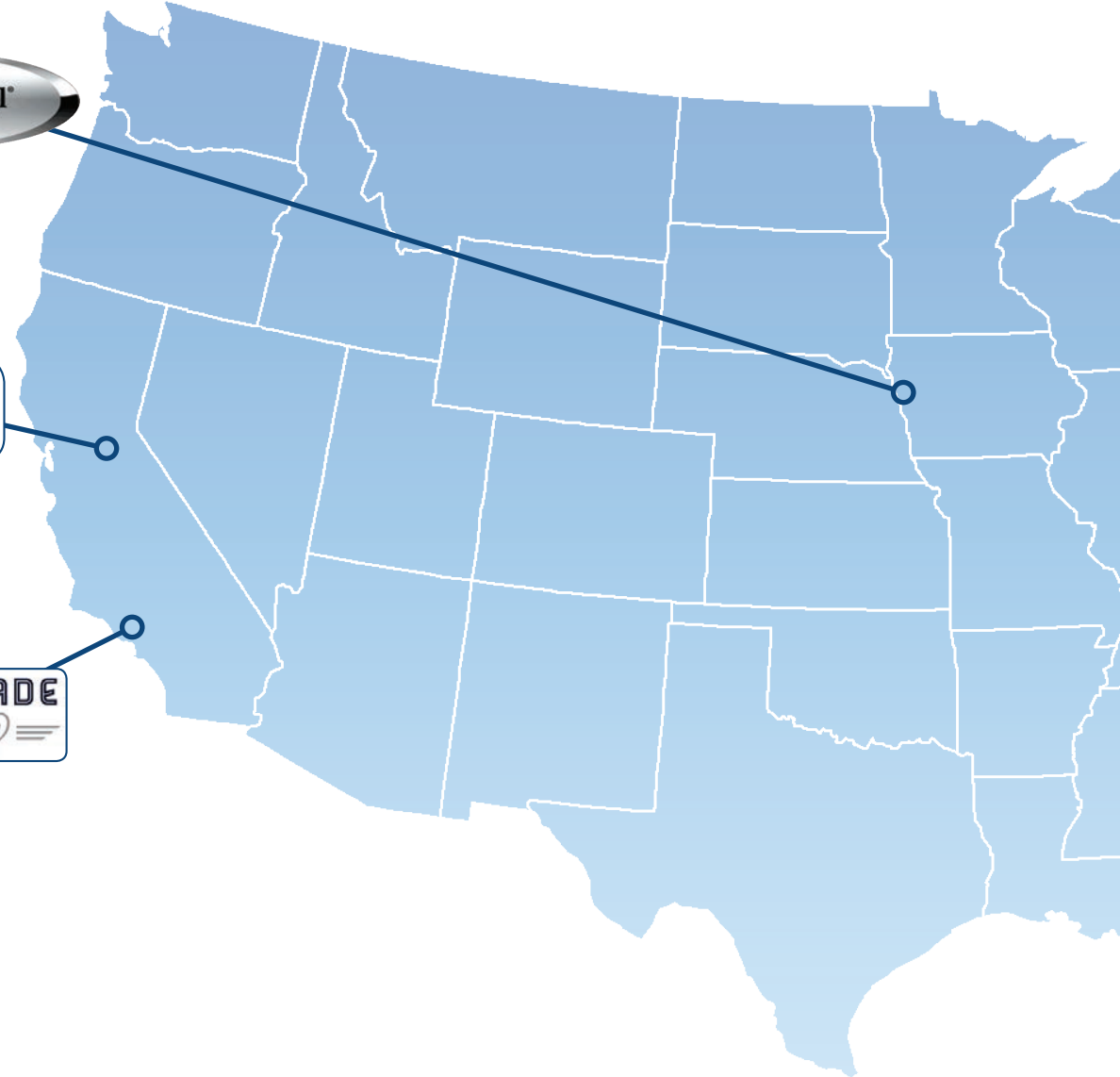


[The USDA Forest Services](#) - Primary training facility
[The U.S. Coastguard](#) - Search & Rescue, Search & Recovery teams for the entire West Coast
[Lions Gate Hotel](#) - Newly renovated guest lodging and dining with 125 rooms.



The Promenade at Downey—Downey, CA

- 80-acre site with 1.5 million SF existing NASA aerospace buildings converted to the largest movie studio in the US (2003 – 2012).
- Next stage of redevelopment, under construction, includes 1.5 million SF of Class A, new construction, mixed-use retail, restaurant, entertainment, and office space.
- Redevelopment includes designated historic preservation of original 1928 airplane manufacturing building, and 1940's office buildings designed by Gordon Kaufmann.



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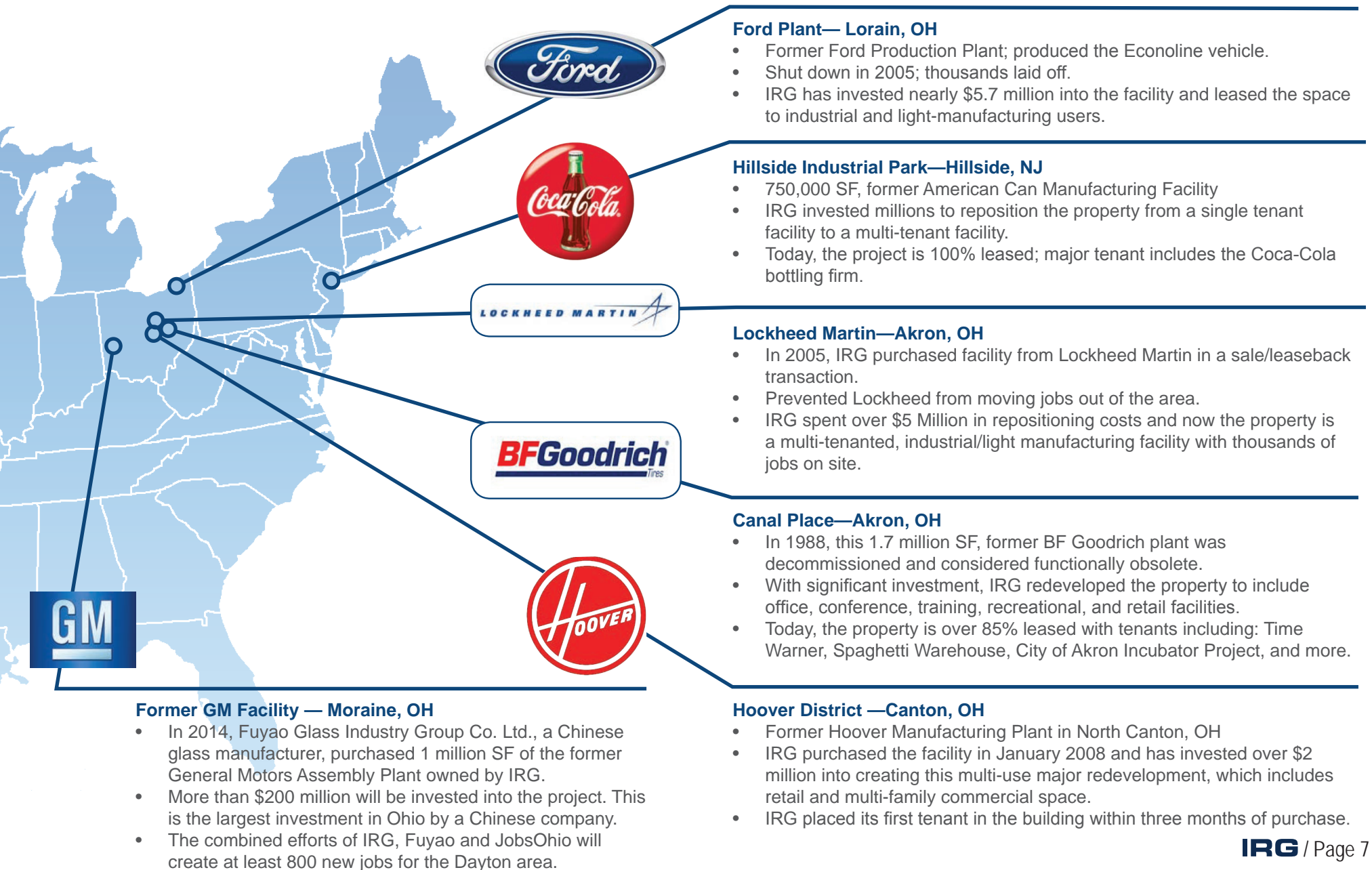
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Canal Place

AKRON | OH

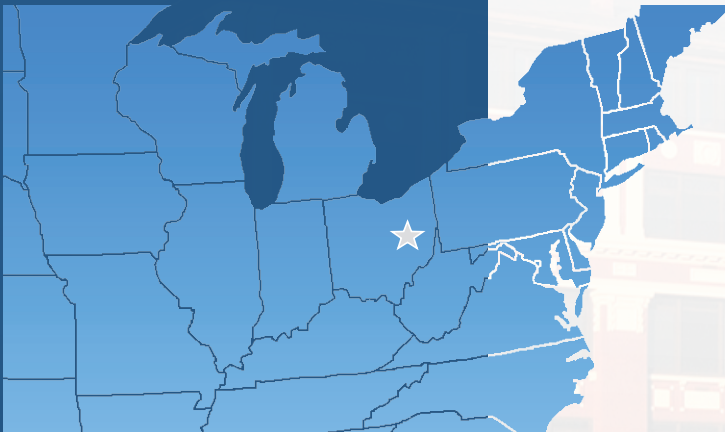
1.7 Million SF

OPPORTUNITY

When the BF Goodrich plant was decommissioned in 1988, it left more than 1.7 million square feet of space vacant and an unemployed workforce. The building was considered functionally obsolete. After a significant investment, IRG redeveloped the property to include office, conference, training, recreational and retail facilities.

OUTCOME

Today, the property is over 85% leased with tenants that include Level 3 Communications & Time Warner. Now known as Canal Place, the re-purpose building was awarded the “Arthur D. Little Award for Excellence in Economic Development” and is considered to be a model for economic development relating to the rehabilitation of older buildings. IRG’s vision for Canal Place has revitalized Akron and created thousands of jobs in the city.



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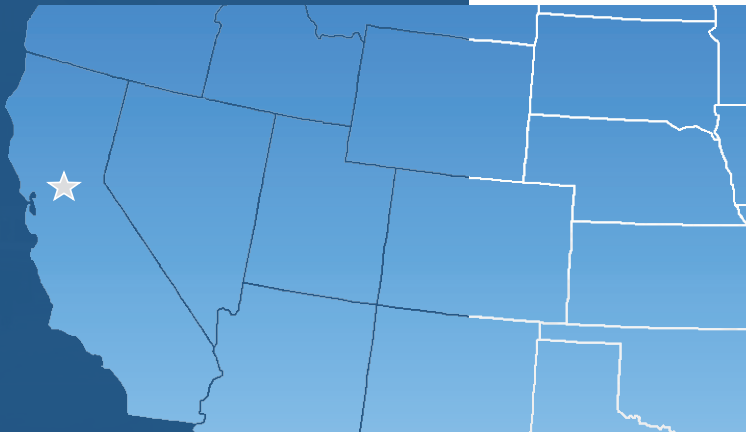
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"IRG has been instrumental to the success of McClellan Park. IRG is a very professional organization with excellence in project design and management, governmental and tenant relations, and construction management."

*Paul J. Hahn
Director of Department of Economic Development
County of Sacramento*



McClellan Park

SACRAMENTO | CA

8.5 Million SF

OPPORTUNITY

The McClellan Air Force base once supplied major logistical, repair and maintenance support on the West Coast for World War II, The Korean War, The Vietnam War and Operation Desert Shield/Storm. After being bid out by Hill Air Force Base in Ogden, Utah to perform aircraft overhauls, the base officially closed in 2001. In 2000, IRG purchase the California facility, which included 8.5 million square feet and 3,000 acres of land.

OUTCOME

IRG invested more than \$200 million into revitalizing the site and aligning it as McClellan Park. The real estate team leased up many of the property's vacancies. The more than 240 companies which moved to the park in Sacramento brought employment for 14,000 individuals.

The property now features 155 industrial buildings and 35 warehouses. Of those buildings, IRG operates industrial/office space, air museum, chapel, dormitories, hotel, conference center, recreational facilities and an airport. IRG continues to indirectly aid the base by managing \$1.2 billion in environmental remediation work.

After millions of dollars in renovation and environmental remediation, McClellan Park is now widely considered the national gold-standard for large military base reuse.

Current Projects

Throughout the years, IRG has been able to identify and develop commercial real estate projects throughout the country, in every property type, with varying levels of investment, to a successful completion. Our experienced investment and leasing teams not only locate key sites, they find innovative solutions to reposition and stabilize the assets, while partnering with economic and governmental organizations to propel these projects on to national and international recognition. Below is a selection of our *Seeing Beyond* projects, which are currently in progress throughout the United States:



Pro Football Hall of Fame Village canton, ohio

Once completed, the \$424 Million Pro Football Hall of Fame Village will be a multi-use center, featuring a world-class hotel and conference center, an Academy of Excellence (corporate team building center), a Center of Athletic Performance & Safety, youth football fields, retail space, thematic restaurants, and residences for Hall of Famers and NFL Legends.

Investors believe these efforts will catapult the center, built in 1963, into a theme park destination for NFL fans and players alike. The multi-phased project will include fan engagement opportunities such as the Fan Experience, offering interactive games and rides developed by industry leader, Thinkwell. The project is supported by the combined public and private efforts of the Hall of Fame, Industrial Realty Group, Canton Chamber of Commerce and others. The venture could be the largest tourism investment in Ohio's history.



The East End & Goodyear HQ akron, ohio

Soon after IRG acquired the Goodyear Tire and Rubber Company campus, construction began on the new, 642,000 square foot, Goodyear World Headquarters and was completed in 2013. Redevelopment plans for the original 1.4 million square foot Goodyear Headquarters and Goodyear Hall will create a live, work, play environment known as "The East End."

The project gained national media attention from the Wall Street Journal and Forbes Magazine. Most recently, the campus opened a full-service hotel, the Hilton Garden Inn. The first new Akron hotel since 1980, it serves as an anchor for the project and is one of the many conveniences available to those who work, play or live in The East End.



Former General Motors Plant shreveport, louisiana

General Motors completed construction of its Shreveport, LA plant in 1981. Automotive parts representing the chassis, motor, transmission-drive train, trim accessories and all other components were manufactured at other GM facilities and/or GM vendors and shipped to the property via railroad, highway or air for final assemblage. Historically, the plant produced the Hummer H-2 Series, Chevrolet Colorado, GMC Canyon, and the Isuzu i-Series.

The plant closed in 2012 and RACER Trust acquired the property. In September 2013, the plant was purchased by Industrial Realty Group in conjunction with Elio Motors. As the self-proclaimed, "next big thing in transportation," Elio will begin producing the first of its kind, three wheeled, fuel efficient vehicles in 2016, and add 1,500 jobs to the area.



Former Terex Facility wilmington, north carolina

In 2011, Terex Cranes shut down production at its Wilmington facility, eliminating 90 jobs. The closure left a hole in the city's economy. In 2014, IRG announced they would purchase the vacant facility with the support of tenant, Vertex Rail Technologies.

Vertex plans to invest more than \$60 million into the facility where it will produce 18 rail cars a day and nearly 5,000 each year.

The joint efforts of IRG and Vertex are expected to produce more than 1,342 jobs and continue to partner with the Wilmington community.

EXPERIENCE

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REPRESENTATIVE TENANTS

IRG has renowned expertise in obtaining tenants of all types and sizes throughout the United States. These representative tenants range from large, Fortune 100 companies, to local and regional small businesses. More than 2,000 tenants currently operate in our facilities. This tenant base includes distribution companies, manufacturers, governmental agencies, assembly operators, warehouse companies, third party logistic operators, construction suppliers, freezer and cold storage operators, and many other retail of office space users. IRG has been instrumental in working with these tenants to create thousands of jobs at its properties.

Americorps

At&t

Bealls

Benihana

Board of Cooperative Educational Services (BOCES)

Boise Cascade

California Department of Forestry

Caltrans

Cinemark

Coca-Cola

Detroit Diesel

Eddie Bauer

General Dynamics

General Electric

General Motors

Goodwill

Goodyear

Gunnebo Johnson Corp.

Land O'Lakes

Leggett & Platt

Levi Strauss

Lockheed Martin

Martin Marietta

Matrix Imaging

Metro International Trade

Niagara Aerospace

Northrup Grumman

Owens Corning

Panera

Permasteelisa Cladding

Pfizer

Prince Steel

Purina

Progressive Insurance

Red Wing Shoe Company

SuperValu

Sysco

Target

Timken

United Technologies

Waste Management

Weyerhaeuser

24 Hour Fitness

GOODYEAR

BENIHANA



24 FITNESS



CINEMARK

Eddie Bauer



BEALLS



Leggett & Platt



GUNNEBO JOHNSON

SUPERVALU

PRINCE



PROGRESSIVE



Sysco



United Technologies



BOCES2

FINANCIAL OVERVIEW

IRG has major, long-standing relationships for both the debt and equity components of the development. Nationally, IRG has terrific relationships with PNC, Huntington Bank, Bank of America and KeyBank. Over the past 30 years, IRG has borrowed hundreds of millions of dollars. We, as a company, realize the importance of strong banking relationships to execute our business plans.

The financial ability IRG has to work with public agencies, banks, both regional and national, and equity partners, both big and small, allows us to be nimble and effective in fulfilling our business goals. As with all of our public-private partnerships, we endeavor to create a shared-risk and shared reward environment, thus further aligning our objectives.

From an equity perspective, the same can be said. Some of our equity partners include: Morgan Stanley, Pacific Coast Capital Partners and Angelo Gordon. For the McClellan project, IRG partnered with Morgan Stanley Real Estate, to create a nationally recognized example of military base revitalization in America. For the Promenade at Downey project, IRG partnered with PCCP Capital Partners, one of the premier real estate equity firms in the county. In addition, IRG has partnered with Angelo Gordon on an array of industrial projects in multiple states.



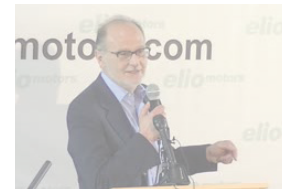


STUART LICHTER President & Chairman

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Stuart Lichter is the President and Chairman of IRG. Through affiliated companies and partnerships, IRG owns and controls in excess of 110 million square feet of real estate, making the portfolio the largest private holding of industrial and commercial real estate in the country.

Mr. Lichter has a Masters Degree in Business Administration with a major in Finance from Pace University. His background includes services rendered for the General Services Administration of the United States Government, New York Life Insurance Company and Marine Midland Bank. In the last 10 years, Mr. Lichter has increasingly focused his energy on the industrial, commercial and R&D niche of the marketplace. He has become one of the leading factors in renovating large industrial complexes that have been closed by major corporations and the federal government. He has successfully renovated and recycled these properties into viable, income-producing investments which inject life into local and national economies.



Reputation

“Our decision...was based on factors having to do with the park itself, but equally important was the *competence, professionalism, sophistication and integrity* of Stuart Lichter and his staff.”

*Ken Moore
Manager of
Internal Operations
Northrop Grumman*

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JOHN A. MASE
Chief Executive Officer

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John A. Mase is the Chief Executive Officer of IRG and a member of the Board of Directors. Mr. Mase has over 30 years of experience in the real estate industry as principal, developer, owner and attorney. Mr. Mase was instrumental in the initial formation of IRG and its growth over the past 25 years.

He previously served as outside General Counsel for IRG as a founding partner of Fainsbert Mase Brown Gordon & Sussman, LLP, a Los Angeles business law firm, where he handled virtually all aspects of real estate transactions totaling in the billions of dollars. Over the years, Mr. Mase has lectured at the University of Southern California, Boston University School of Management and for numerous trade and business organizations. He is the co-author of *Real Property Exchanges* published by Regents of the University of California and Continuing Education of the Bar, and is one of the nation's leading experts on tax deferred exchanges. Mr. Mase has also served as a special consultant to NBC Channel 4 News.



Richard H. Klein
Chief Financial Officer

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Richard Klein is responsible for the overall financial activities, capitalization strategies, risk management and financial reporting for the IRG group of companies. Mr. Klein is a CPA and has worked in real estate for more than 30 years. He is a highly regarded financial advisor, business strategist and thought leader possessing significant hands-on operational and entrepreneurial experience.

At Ernst & Young, Mr. Klein provided senior level advisory services to numerous Fortune 100 corporations, and was later involved with several start-up companies, performing a variety of roles including Chief Executive Officer, Chief Financial Officer and Executive Vice President. Since 2003, Mr. Klein has also served on the Board of Directors of Alexandria Real Estate Equities, Inc. (NYSE: ARE), an \$11 billion publicly traded REIT. Mr. Klein is chairman of ARE's audit and compensation committees, a member of the nominating and governance committee and oversees the firm's venture capital arm with invested capital in excess of \$280 million.

Reputation

“Their track record for leasing is extraordinary... To put it simply, they have figured out how to make projects successful where others could or would not.”

*Will Dalman
Senior Vice President
Huntington Bank*

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MARTIN MAJOR
Executive Vice President

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Martin Major's responsibilities include overseeing East Coast acquisitions and operations. He is also a member of the IRG Board of Directors.

Mr. Major previously served as President of ICON Parking, New York City's largest parking garage company. His responsibilities at ICON included the handling of the company's complicated acquisitions, divestitures and financings.

Mr. Major was managing partner of a Manhattan law firm. Mr. Major specializes in sophisticated tax planning and deal structuring and prior to his retirement from the practice of law was a member of the New York State Bar Association. Mr. Major is a New York City native, graduated from City College of New York (BA), Brooklyn Law School (LLB) and New York University Law School (Masters in Tax Law).

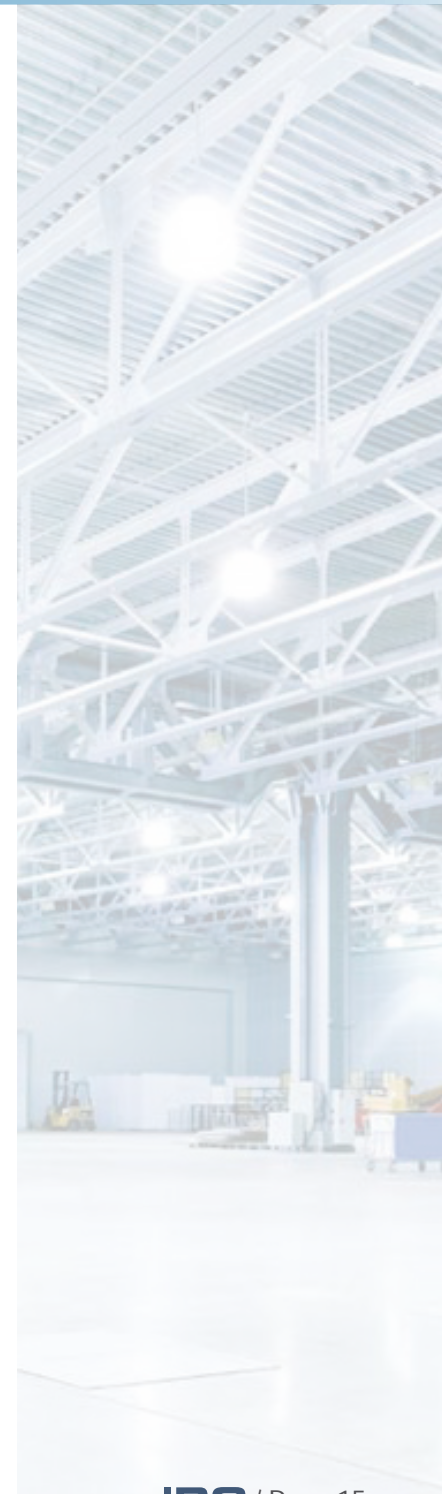


TRACY GREEN
President | IRG Realty Advisors

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As President of IRG Realty Advisors, Tracy Green has 28 years of commercial real estate related experience. He has worked side-by-side with large portfolio entrepreneurial investors; institutional owners and investors; as well as senior level management at several Fortune 500 companies to solve complex real estate problems with customized solutions. Before accepting his position with IRG Realty Advisors and transferring his ownership into IRG Master Holdings, Tracy founded Ohio Realty Advisors (ORA). He led the formation and growth of one of the leading and largest real estate investment advisory companies in Ohio. ORA was a consecutive, seven year recipient of the Weatherhead 100 Award.

Mr. Green has received a Masters of Business Administration with a concentration in Finance from Loyola University and an Ohio Broker's License. He is a Certified Commercial Investment Member Candidate (CCIM) and on the United Way of Medina County Board.



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ONNO STEGER
Director of Real Estate

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Onno Steger oversees real estate transactions for a the Industrial Realty Group portfolio. He specializes in commercial real estate sales, leasing, land development and investment. His focus is to insure properties throughout the country are thriving and profitable. Both his experience and keen eye for uncovering value makes him an integral asset to the team.

Prior to joining IRG, Mr. Steger was a partner at Colliers International | Greater Columbus Region. As a real estate broker and Senior Vice President, he was involved in transactions totaling over \$250 million, including a 937,000 square foot deal with Kraft Global Foods and 500,000 square feet with Honeywell. Corp. He has also served as Director of Land Acquisitions and Development for the largest land developer in the State of Ohio.

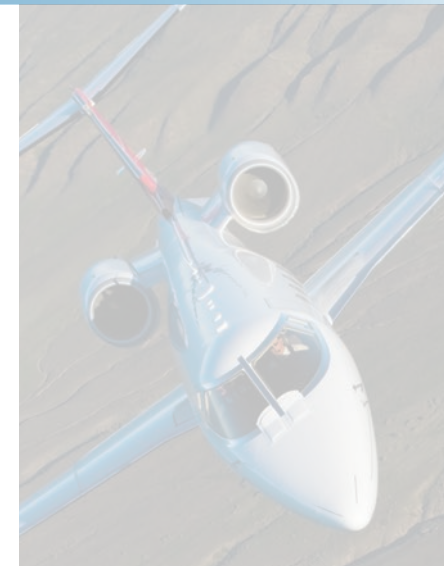


DEBRA HARRELL
Senior Vice President

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Debra Harrell began her career in property management with Industrial Realty Group (IRG) in 1982. Ms. Harrell's responsibilities included the real estate holding for IRG including a residential co-op, several retail strip centers and warehouse/ industrial properties. As the IRG portfolio grew, her focus narrowed to industrial and adaptive re-use properties across the country. Ms. Harrell's current focus is on acquisitions, development and disposition of IRG's nationwide portfolio.

Ms. Harrell took on one of IRG's major projects, the 8.5 million square foot, McClellan Business Park. During her 8 ½ year tenure at the park, occupancy grew to 240 companies with 14,000 employees on site. McClellan Business Park is now widely considered the national, gold-standard for large military base reuse.



McClellan Business Park

“IRG has been instrumental to the success of McClellan Park... the most successful base reuse project in the country.”

*Paul J. Hahn
Director | County Executive
Sacramento, CA*

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PETER GOFFSTEIN
Senior Vice President

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Peter Goffstein manages IRG's Cincinnati, Ohio office, focusing on development and the re-positioning of the retail, office, hospitality and residential components of the IRG portfolio, while also pursuing new business opportunities to expand the portfolio.

Prior to joining IRG, he led the acquisition and development efforts for several investment platforms throughout the country. Mr. Goffstein's experience includes joint venture structuring, public and private finance, municipal entitlements and the management of complex legal issues.



KAYLA DARCY-GOLDRICK
Vice President | Investor Relations

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Kayla Darcy-Goldrick is a certified paralegal, skilled at complex transactions including acquisitions, sales, financing, corporate entity structuring and investor transactions.

Prior to IRG, she spent 11 years with the law firm of Fainsbert Mase & Snyder, LLP focusing primarily on IRG projects. Ms. Darcy-Goldrick has a Bachelor of Science from the University of Tennessee in Communications and Journalism.



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PHIL COLE
Vice President

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Phil Cole coordinates financing for the acquisition, development and repositioning of primarily industrial properties owned by the company. This entails working with existing lenders, as well as establishing new relationships to obtain the most favorable terms for the company in the market.

Mr. Cole has had a long relationship with IRG, while working in the banking industry as Senior Vice President at Bank of America. His past experience also includes time at US Bank and Fifth Third Bank.



TOM MESSMER
Vice President

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Tom Messmer is primarily responsible for developing and managing capital improvement projects, due diligence related to purchases of new properties and property management.

One of Mr. Messmer's accomplishments includes managing the Downey Studios project, now known as the Promenade at Downey.

Mr. Messmer joined IRG in 2003 after 24 years with Corning Incorporated where he was Director of Manufacturing and Engineering, Photonic Technologies Division. Previously, Mr. Messmer held several manufacturing and engineering positions Corning Incorporated, including Manager of International Engineering for Consumer Products and Manufacturing Manager for Steuben Glass. Mr. Messmer received a Bachelor of Science degree in Industrial Engineering from SUNY Buffalo and an MBA from Syracuse University.

Hoover Headquarters

“Despite the economic downturn... the complex now houses over 14 companies with an estimated total of over 1,250 employees.”

*David J. Held
Mayor
North Canton, Ohio*

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JON YEE
Senior Analyst

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Jon Yee focuses on acquisitions analysis, financial modeling and due diligence for IRG.

Prior to IRG, Mr. Yee was a Financial Analyst at Intelligent Buildings, a real estate consulting firm based in Charlotte, NC. and also worked in the residential mortgage industry, as a Loan Consultant at Hollywood Funding Corporation, and then as a Loan Analyst at Just Price Solutions. Mr. Yee holds a Bachelor of Arts degree in Economics from UCLA and an MBA with a concentration in Real Estate Development from Kenan-Flagler Business School. He is a LEED Accredited Professional.



DAVID LARA
Corporate Accountant

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David Lara specializes in financial reporting and auditing, ensuring the stability and profitability of IRG's real estate efforts.

His responsibilities include tax return preparation, project and operations management for properties by utilizing accounting software's as MRI, QuickBooks, Sage Timberline. Analyzing financial data to forecast and ensure proper budget allocation to the multiple holdings for the company. He sits as a Chairman of the Optimist Youth Homes & Family Services Youth Council and is member of American Institute of Certified Public Accountants, Cal CPA. He also spends much of his time volunteering at United Way, as well as other organizations in the greater Los Angeles Area.

Mr. Lara is a native of Los Angeles and graduated from California State University of Los Angeles with a Bachelor of Science in Business Administration with a concentration in Accounting.

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LAUREN CRUMRINE
Leasing & Marketing Specialist

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Lauren Crumrine oversees marketing initiatives for the IRG portfolio alongside the leasing, finance and legal teams. Her responsibilities include developing strategic marketing goals, managing digital media platforms, elevating company-wide branding standards and leading national public relations efforts. She also handles internal communications and implementation of company policies and procedures.

Prior to joining IRG, she supported Colliers International's Industrial, Retail, Land and Investment teams in Columbus, Ohio as a marketing specialist focused on digital and social media. She has also worked in an administrative role at Ron Foth Advertising. Mrs. Lauren Crumrine graduated Cum Laude from Ohio University with a Bachelor of Arts degree in Journalism.



SEEING

BEYOND



IRG

Industrial Realty Group, LLC

INDUSTRIAL REALTY GROUP

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