

JON J. HEMMER – PRESIDENT
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Career Objective: To lead a progressive full service commercial real estate service company – with a priority to increase cashflow and value for the managed real estate portfolio by capitalizing on relationships and networking abilities, and by utilizing my background, experiences and skills obtained over my 28 year career in the commercial real estate industry. I am extremely motivated, highly experienced, well-connected and results oriented real estate business development leader that aspires to exceed expectations.

Professional Experience:

2011 to Present – President at Hemmer Management Group, Fort Mitchell, KY - Primary focus is overseeing the real estate portfolio and responsible for obtaining new real estate service, development and acquisition opportunities

Hemmer Management Group is a locally based full service commercial real estate company based in Fort Mitchell, Kentucky. It commenced business in 2011, but its roots go back generations to a previous family entity that began in 1921. Please visit www.HemmerGroup.com for more information about the company.

2010 to 2011 – Vice President at Cassidy Turley, Cincinnati, OH – Primary focus was business development for the Cincinnati Property Management division and oversee the Industrial Property Management portfolio

Cassidy Turley is one of the largest privately held national full service commercial real estate service company with offices throughout the USA. Please visit www.CassidyTurley.com for more information about the company.

1986 to 2010 – Vice President at Paul Hemmer Company, Fort Mitchell, KY – Primary focus was overseeing the real estate portfolio and evaluating and supporting new real estate service, development and acquisition opportunities

Paul Hemmer Company is a locally based full service construction and real estate company based in Fort Mitchell, Kentucky. It commenced business in 1982, but its roots go back generations to a previous family entity that began in 1921. Please visit www.PaulHemmer.com for more information about the company.

1982 to 1986 – Operations Control at Keco Industries, Inc. (now known as DRS Sustainment Systems, Inc.), Florence, KY

Keco Industries, Inc. is a government contractor that designs and manufactures specialized heating and cooling and related equipment primarily for the U.S. military. I worked part-time through college as an intern, in all departments of the company and after graduating from college in 1984, I began working there

full-time. I was primarily involved in contract administration and management, as well as helping them to better utilize their computer system to achieve operational efficiency.

SELECTED CAREER ACCOMPLISHMENTS

- **Real Estate Development & Acquisition** – Leadership and significant participation in generating approximately \$450 million worth of real estate development and property acquisition projects, which created construction contracts exceeding \$300 million for the company.
- **Real Estate Capitalization** – Negotiated and closed over 125 loans in excess of \$300 million in debt and helped secure more than \$50 million in equity from external investors.
- **Leasing** – Oversaw and coordinated leasing transactions totaling in excess of \$400 million of total lease value, including directly handling over \$150 million of leases with companies such as Cincinnati Children's Hospital Medical Center, Health Alliance of Greater Cincinnati, General Electric Company, Federal Express Corporation, ADVO (now known as Valassis), U.S. General Services Administration, Appleton Paper, The Gap Inc., Leslie's Poolmart Inc., Smurfit-Stone Container Corporation, and Tractor Supply Company, as well as numerous smaller, local and regional companies.
- **Asset Management** – Oversaw and managed the real estate portfolio, valued in excess of \$200 million, as well as third party owned properties having a value of over an additional \$50 million, for which I secured. The portfolio includes single and multi-tenant industrial, office and retail properties.
- **Property Disposition** – Directly handled the successful disposition of in excess of \$245 million worth of commercial real estate representing over 4.3 million square feet in 76 buildings in multiple transactions. I have developed a relationship with Cabot Industrial Trust, who has purchased in excess of \$110 million of the real estate portfolio.

CAREER ABSTRACT

Throughout my 28 year career my role and responsibilities progressed with experience and successful achievements. My primary background includes the following:

- Real Estate Development and Acquisitions – Led the Real Estate Team for Projects in excess of \$450 million
 - Coordinate Site Analysis and Design – Achieve Project Expectations and Maximize Site Usage
 - Prepare and Monitor Financial Analysis – Development and Operating Projections
 - Land/Building Acquisition – Negotiate and execute Purchase Agreements
 - Manage Site/Loan Due Diligence – Prepare and Oversee Project Checklist
 - Arrange Project Financing – Negotiate Debt and Secure Equity
 - Negotiate Design, Engineering and Construction Contracts
 - Oversee Development Management – Monitor Development Costs and Schedule
 - Coordinate Leasing/Sale Activity – Oversee Lease/Sale Rates and Lease-up/Sale Schedule
 - Handle Investor Relations – Timely and Effective Communication with Stakeholders
- Overseeing and managing the real estate portfolio
 - Administer Property Management

- Coordinate Leasing Activity
- Oversee Asset Management

- Coordinating the sale of the available real estate investment property
 - Market the Property For Sale
 - Negotiate Sale Agreements
 - Coordinate Due Diligence
 - Execute the Sale

- Tracking market trends and evaluating property forecasts, the primary goals for each project are:
 - Maximize Rental Income
 - Minimize Vacancy
 - Minimize Operating Expenses
 - Maximize Property Values
 - Expedite the Sale Process

Additional responsibilities include preparing and closely monitoring:

- Property Valuations – portfolio currently valued in excess of \$100 million
- Property Operating Budgets - having aggregated annual operating revenues currently in excess of \$10 million
- Company Operating Budget – currently approximately \$750,000 per year

I strive to balance my time on enhancing existing relationships and establishing new ones to generate attractive opportunities and achieve growth.

Throughout my career with the various companies, I have held responsible business development and leadership positions in all aspects of real estate including acquisition, development, investment, operations, leasing, management, and disposition with responsibilities including financial analysis, project financing, development management, leasing, asset/property management, investor relations and property sales. I have been directly involved in every step for many real estate development projects- from the incubation of the idea, through the analysis, due diligence, financing, development and leasing of the project, continuing with the asset/property management, concluding with the ultimate disposition of the property, always focused on achieving a fair balance of creating appropriate fees for the operating company and meeting or exceeding the investor expectations for return on their investment.

EDUCATION

Saint Xavier High School, Cincinnati, OH-Graduated in 1979.

University of Cincinnati, Cincinnati, OH - Graduated in 1984 with a Bachelor of Science degree in Industrial Management.

Xavier University, Cincinnati, OH - Graduated in 1987 with a Masters of Business Administration degree in Finance.

PERSONAL

I am well-respected and well-connected in the real estate industry, corporate world and community. I am a team builder and team player who is loyal, dedicated, reliable, hardworking, honest and trustworthy. I take responsibility and ownership for issues I am involved in. I understand the importance of timely and succinct communication. My ambition is to invest time and effort upfront to prevent problems, but I am creative and responsive to promptly resolve issues to keep transactions progressing and on budget.

I keep my finger on the pulse of the commercial real estate industry to stay in touch with the market and upcoming trends by reading, networking and attending educational seminars. I have a desire and ability to explore and learn new financing alternatives and acquisition opportunities. I respect the chain of command and provide appropriate recommendations for discussion and approval before taking action. My personal goals are to exceed expectations in all circumstances and for all parties involved in a transaction to feel that they have been treated fairly.

I am and have been involved in several professional, charitable and civic organizations at all levels, including but not limited to NAIOP, UC Real Estate Roundtable, BOMA, ULI, CREW, IREM, ICSC, NKU Family Business Center, Northern Kentucky Chamber of Commerce, Mineola Industrial Park Association, Northern Kentucky Industrial Park Association and Airport Area Industrial Association. I have been an adjunct instructor at the University of Cincinnati and Xavier University for various real estate finance & property management courses. I have an active real estate license in the State of Kentucky.

I am married and have a blended family with eight (8) children ranging in ages from 15-26. I have coached various sports teams that my children have participated on. I enjoy running, exercising, snow-skiing, golf, brewing beer and water-skiing when time permits.