FD | STONEWATER

DAVID STADE
PRINCIPAL

PROFILE

Dave is a principal and brings his expertise and leadership to our acquisitions, asset management, investment banking and corporate services advisory platforms. Through many years in the real estate investment banking arena, Dave has completed over $4 billion of transactions, primarily focusing on challenging assets with complicated structuring issues, tougher credit, and/or secondary/tertiary market characteristics. He has established joint ventures, generated and executed multiple business strategies and completed complex transactions across a wide spectrum, including corporate sale-leasebacks, lease negotiations, acquisitions and financings. Dave has also managed two principal investment funds through which he acquired and asset managed through to stabilization more than $200MM of opportunistic office, industrial, retail and hospitality properties. He has structured loans, navigated tenant bankruptcies, directed litigation from both sides, managed environmental issues, structured guaranties, negotiated lease buyouts and joint venture documents, among other things, on both a principal and advisory basis.

PREVIOUS EXPERIENCE

CO-FOUNDER AND PRINCIPAL, STONEWATER PARTNERS, LOS ANGELES, CA

Dave managed all aspects of Stonewater Partners, the New York- and Los Angeles-based investment and advisory firm business he co-founded in 2003, establishing multiple hedge fund joint-ventures and raising two high-net-worth discretionary funds. In crafting the investment strategy for these funds, Dave pioneered a single-tenant opportunistic investment strategy of purchasing short to medium-term, single-tenant leased assets that often had sub-investment grade credit as well as a multi-tenant value-add strategy focused in secondary and tertiary markets.

In his leadership role in the management of these investment vehicles and their assets, Dave was responsible for: identifying acquisition targets, negotiating purchase and sale agreements, due diligence, arranging financing, negotiating loan documents, overseeing property operations from an asset management perspective, lease negotiations, tenant relations, marketing strategies, capital investment programs, dispositions, investor reporting, investor communications, creating/maintaining lender relationships, national broker and principal relationships. As an active principal investor, Dave worked on 60 leases totaling 1.3 million square feet, creating high tenant retention ratios, managing major capital improvements projects (over $15MM on one building alone), implementing energy efficiency programs and asset rebranding strategies and aggressively reducing expenses.

COMMUNITY SERVICE
Board of Directors, GiveLove Foundation
Carleton College Alumni Business Network
Advisor to the Chairman, Suphanburi Futbol Club of Thailand

EDUCATION
University of Wisconsin, Madison, MBA, Real Estate and , Urban Land Economics
Carleton College, BA Philosophy

INVESTORS/CLIENTS
Fortress Investment Group, LLC
Garrison Investment Group
Dupont Capital Management
The Roseview Group
JF Lehman & Co.
Tishman Speyer
TrizecHahn
Citibank
Madison Marquette
7-Eleven
Guggenheim
Inktomi
Nordstrom
Kerr Group
Labor Ready

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DAVID STADE
PRINCIPAL

EASTDIL REALTY, LLC, NEW YORK AND LOS ANGELES

As a real estate investment banker, Dave completed several billion dollars of transactions advising corporate, institutional and private clients. In this role, he structured and executed balance sheet alternative transactions (including sale-leasebacks and synthetic leases), and delivered traditional investment banking services such as investment sales, joint ventures and financings. Dave conducted his business across all product types and within primary, secondary and tertiary markets across the nation.

CITIGROUP/SALOMON, NEW YORK, NY

Dave was a member of the Real Estate Investment Banking Group, Real Estate Structured Finance Group, and the Real Estate Conduit where he gained considerable experience with sale-leaseback structuring, investment sales, international investment sales assignments, conduit underwriting, joint venture management and workouts.

SAMPLE TRANSACTION LIST

Citigroup Office/Customer Service Center Portfolio, Various	$575MM
Citimae Commercial Mortgage Securitization, Various	$500MM
Chrysler Building, New York, NY	$400MM
Criimi Mae Conduit Mortgage Credit Relationship, Various	$375MM
Chrysler East, New York, NY	$300MM
Nortel Networks Santa Clara Campus, Santa Clara, CA	$170MM
7-Eleven Convenience Store Portfolio, Various	$147MM
Grocery Portfolio Sale-Leaseback, Various	$147MM
Sun Micro Office, San Francisco, CA	$115MM
Paseo Colorado Lifestyle Retail Center, Los Angeles, CA	$115MM
Westwood Marketplace Retail Center, Los Angeles, CA	$75MM
Park Center I, Alexandria, VA	$74MM
Provence at Valencia, Los Angeles, CA	$70MM
Inktomi (Lease Termination), San Antonio, TX	$60MM
Unocal/One Sugar Creek, Sugarland, TX	$57MM
Inktomi HQ (Sale-leaseback), San Antonio, TX	$45MM
Kerr Group Mfg Facilities, Bowling Green, KY & Jackson, TN	$45MM
Special Devices, Inc. R&D Portfolio, Moorpark, CA & Mesa, AZ	$36MM
One North State, Chicago, IL	$34MM
Unisys Facility, Minneapolis, MN	$29MM
Gottschalks Portfolio, Central Valley, CA	$23MM
Cornerstone Commerce, Linwood, NJ	$22MM
Playboy Entertainment Studios, Burbank, CA	$20MM
Water Tower Hill Portfolio, Burlington, VT	$20MM
Nordstrom Office, Denver, CO	$20MM
Amdocs Portfolio, Champaign, IL	$15MM
Kerr Group Mfg Facilities, Various	$15MM
Racal Instruments World HQ, Orange County, CA	$14MM
Tower West, San Antonio, TX	$11MM
Verizon Facility, Elgin, IL	$11MM
Executive Tower, Nashua, NH	$8MM
Historic Milwaukee Portfolio, Milwaukee, WI	$8MM
CBP, Riviera Beach, FL	$7.2MM
Mansfield Inn, Stowe, VT	$5MM
MEPS, Nashville, TN	$3.5MM
CBP, Jacksonville, FL	$3.3MM

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