

STIRLING PROPERTIES



Company Overview



Table of Contents

- I Stirling Properties Summary**
- II Development & Redevelopment**
 - Project Management Services*
 - Sample Projects*
- III Asset & Property Management**
 - Accounting Services*
 - Keepership Experience*
- IV Leasing & Brokerage**
- V Managed & Leased Portfolio**
- VI Sample Client List**
- VII Certifications & Affiliations**
- VIII Ownership Team**

Stirling Properties Summary



Commercial Real Estate Experts in the Gulf South

Stirling Properties is one of the most comprehensive full-service commercial real estate companies in the country. With more than **four decades of experience**, we specialize in Commercial Brokerage, Asset & Property Management, Development & Redevelopment and Investment Advisory Services over a wide array of property types, including retail, office, industrial, healthcare and multi-family sectors. Our core focus is on the robust Gulf South market of Louisiana, Mississippi, Alabama and the Florida Panhandle.

Our capable team is equipped with in-depth knowledge of the industry, sophisticated market insight and the latest in technology that enables us to identify opportunities for our clients in the evolving commercial real estate landscape. Whether a tenant, investor, property owner or landlord, Stirling Properties can help you find a solution for any real estate goals.

Year founded

1975

Over 43 years

Agents & employees

160

Approximately

Offices

9

in the Gulf South

Development volume

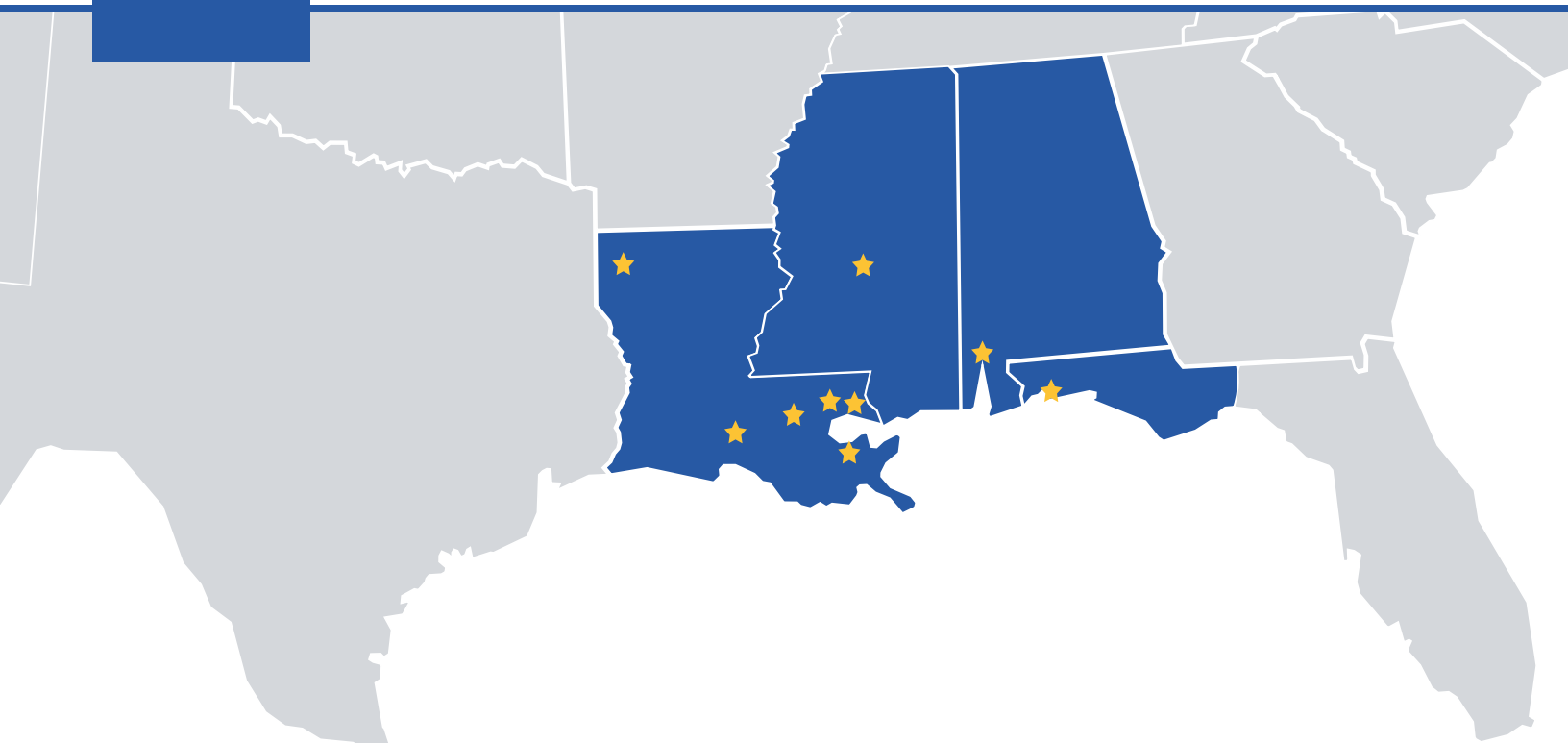
\$1.8

Billion

Square feet managed

19.8

Million



Louisiana

Covington, LA - Corporate HQ

Northpark Corporate Center

109 Northpark Blvd., Ste. 300
Covington, LA 70433
(985) 898-2022 | 2077 Fax

Baton Rouge, LA

United Plaza II

8550 United Plaza Blvd., Ste. 303
Baton Rouge, LA 70809
(225) 926-4481 | 9888 Fax

Hammond, LA

Hammond Square

411 Palace Dr.
Hammond, LA 70403
(800) 838-2379
www.hammond-square.com

Lafayette, LA

1819 Pinhook

1819 W. Pinhook Rd., Ste. 200
Lafayette, LA 70508-3719
(337) 234-4481 | 269-1051 Fax

New Orleans, LA

Pan American Life Center

601 Poydras St., Ste. 2755
New Orleans, LA 70130
(504) 523-4481 | 4475 Fax
www.panam-neworleans.com

Property Services:

(504) 200-5730 | 5733 Fax

Shreveport/Bossier City, LA

7591 Fern Avenue, Ste. 1402
Shreveport, LA 71105
(318) 797-4393 | 7624 Fax

Mississippi

Jackson, MS

Westland Plaza

809 Ellis Ave.
Jackson, MS 39209
(601) 948-7786 | 7788 Fax

Alabama

Mobile, AL

One St. Louis Center

1 St. Louis St., Ste. 4100
Mobile, AL 36602
(251) 342-7229 | 344-0547 Fax

Florida

Pensacola, FL

SCI Building

220 W. Garden St., Ste. 802
Pensacola, FL 32501
(850) 418-6783

Development & Redevelopment

This is at the core of what we do. With more than 40 years of development experience in the Gulf South region, our translatable skill set adds value in all aspects of commercial real estate services. From site selection and master planning to design and construction, we assist our clients in navigating the challenging and arduous process of development.

Evident in our proven track record, we understand the complexities of each local market we serve—and work to mitigate risks and identify opportunities each step of the way. We combine our experience, industry expertise, relationships, and product diversity, along with the latest technology to provide unparalleled results for our clients.

Our development team has developed/redeveloped **nearly 23 million square feet** of commercial space at the cost of more than **\$1.8 billion** in total volume.

This includes, but is not limited to, the following properties:

River Chase Mixed-Use Development, Offices at River Chase

1,464,000 SF – retail, offices, multi-family,
100 hotel rooms

Mid-City Market, Offices at Mid-City

108,000 SF + 40,000 SF additional
retail & offices

Stirling Lafayette

458,000 SF - retail

Stirling Bossier

623,000 SF - retail

Hammond Square

996,785 SF – retail, industrial

Premier Centre

264,000 SF - retail

Over 30 Walgreens & CVS stores

Fremaux Town Center Mixed-Use Development

978,000 SF – retail, multi-family,
industrial

DANA Inc. Service & Assembly Center

32,000 SF industrial facility

Ambassador Town Center

435,000 SF - retail

Northpark Corporate Center

103,000 SF - office

Northpark Corporate II

68,000 SF - office

The Retreat at Acadian Point

293,000 SF - multi-family

Old Metairie Village

85,000 SF - retail redevelopment

Lake Charles Power Center Academy Sports + Outdoors

72,000 SF - retail

Nicholson Gateway Mixed-use Development

40,000 SF - retail

Louisiana Heart Hospital

205,000 SF Post-Acute Care Hospital

Ochsner Medical Complex - High Grove

215,000 SF MOB & Ambulatory Surgery
Center

Ochsner Emergency Dept. & Imaging Services Center

19,500 SF Micro-Hospital concept

Seville Plaza

187,000 SF - retail redevelopment

All development projects are a team effort, involving all members of the development division, as well as asset managers, accountants, in-house legal, marketing staff, brokerage team, project managers, and administration.

Site Selection

Our highly skilled team utilizes feasibility analysis to match the right property with the right development.

Master Planning

Comprehensive site layout, site design, traffic flow, project phasing and scope of work are developed along with addressing any environmental concerns that arise.

Entitlements

We have the ability and experience to navigate the complex approval processes and governmental agencies throughout the Gulf South.

Financing

A crucial component and catalyst to any development project. In the last 10 years, Stirling has placed over **\$1.5 billion** in funding for our projects.

Design & Construction Management

The priority of our project management team is to keep projects on time and budget.

Lease Negotiation

Our company's experienced commercial brokers lend unparalleled professional and industry experience to our projects, and our in-house legal team works effectively and efficiently to complete each transaction.



Our Project Managers have over **70 years** of combined experience across a variety of projects. Stirling Properties' range of construction management experience spans a multitude of project types including retail, office, hospitality, multi-family, healthcare, single-family residential subdivisions, technology centers, higher education facilities, industrial flex facilities, government-assisted housing and public infrastructure.

We're charged with many roles and responsibilities throughout the design and development process, but the overriding mission is to assure our clients that their dollars have been spent wisely and that the product is delivered as intended. We act as the gatekeeper for the disbursement of funds with the responsibility to review construction draws, design consultation, value engineering, permitting, related invoices, and the authority to withhold payment until such time that they have been earned by the work in place. Often this becomes a balancing act between the goal of the delivery of the product within a specified deadline and the objective and duty to disburse funds only as they are due under the contracts related to each project.

Typical roles & responsibilities across projects & product types include:

Pre-Development

- Site selection, due diligence, and conceptual planning
- Site plan review/revision
- Budgeting
- Determine consultant team, interview & hire design consultants
- Review applicable code and zoning
- Review master development plan with team

Development

- Coordination of design drawings
- Coordination of applicable codes and zoning requirements
- Permitting
- Bidding process coordination
- Review, analyze, and coordination of bids
- Recommend award of bid negotiation of contract with contractor
- Contract preparation
- Coordinate with team for lease requirements

Construction

- Coordination of startup and monitoring requirements with contractor
- Review monthly draws for compliance with contract, lender and work complete to-date
- Report variances in work in place, costs or scope changes with development team
- Cost control and reporting
- Reporting of costs to development team
- Tracking progress of project, coordination through weekly project meetings with contractor
- Coordination with tenant for notification of completion, turn-over, move-in, and closeout of project
- Coordination with lender for final closeout requirements for final payment

Ongoing Owner/Management

- Coordination with property management department for warranty work

Mid-City Market, New Orleans, LA

Managed the transformational redevelopment of a formerly blighted prominent New Orleans property into a contextual 108,000 SF urban infill shopping center. Located at the corner of N. Carrollton Ave. and Bienville St., the 6.5-acre site sat vacant before Stirling Properties' \$31 million investment in an adaptive reuse of the property into a flagship Winn-Dixie grocery-anchored neighborhood center. The project involved unique challenges including neighborhood group involvement, City approvals and site conditions.

Offices at Mid-City Market, New Orleans, LA

\$10 million redevelopment and repurposing of a defunct 54,000 SF warehouse adjacent to our well-received Mid-City Market project. Introduced 31,000 SF of revitalized office space along with 9,000 SF of new retail. Worked in attentive collaboration with the State Historic Preservation Office (as a Historic Tax Credit project) to maintain the building's integrity while tastefully injecting new life into the property. Challenges included acquiring a street from the City of New Orleans and redesigning drainage infrastructure to employ new stormwater management practices.



Nicholson Gateway, Baton Rouge, LA

This 28-acre mixed-use housing and retail development located across from LSU's Tiger Stadium. The development includes a 1,500-bed student housing and athletic dormitory with study areas and green spaces, as well as roughly 40,000 square feet of university-focused retail space. Tenants include Matherne's Market, The Simple Greek, Baton Rouge General Express Care, Wendy's, Starbucks, Private Stock, and Frutta Bowls. Stirling Properties is the retail developer and leasing broker on the project, working with the prime developer, Georgia-based RISE, that specializes in student housing.

Fremaux Town Center Mixed-Use Development, Slidell, LA

Anchored by Dillard's, Kohl's, Dick's Sporting Goods, Best Buy, and ULTA Beauty, this is a \$147 million mixed-use development along the Interstate 10 corridor. The project includes over 648,000 SF of retail and restaurant options, as well as 296 luxury residential apartment units, and Springhill Suites by Marriott now under construction. With its strategic location and high-visibility, Fremaux Town Center has become a regional destination.



River Chase Mixed-Use Development, Covington, LA

Beginning as a site for Target, River Chase is a 253-acre site that has grown to include over 1.4 million square feet of retail, restaurants, entertainment options, 296 multi-family apartment units, Holiday Inn Express, and an office park.

Magnolia Marketplace, New Orleans, LA

Managed the development, site work, and building construction of Magnolia Marketplace located along Claiborne Avenue near Toledano Street in New Orleans. This center serves as a dynamic new retail development to an under-served portion of Central City. The 100% leased, 106,000-square-foot center opened in March 2015. Tenants include T.J.Maxx, Ross Dress For Less, Michaels, PetSmart, Shoe Carnival, and ULTA Beauty.



Ochsner Medical Complex - High Grove, Baton Rouge, LA

200,000 SF medical facility at The Grove, fronting I-10 near the Mall of Louisiana. The project includes a five-story medical office building and ambulatory surgery center. Stirling Properties was responsible for site selection, due diligence, state and local permitting coordination, and construction of \$17 million of on-site and off-site infrastructure improvements.

Perkins Rowe Mixed-Use Development, Baton Rouge, LA

Construction Manager for various unfinished & special projects at this mixed-use, urban lifestyle center including replacement of a rooftop pool, completion of an 88-unit apartment building and parking garage, numerous tenant build-outs & construction of a new chilled water distribution system serving the entire property.

Sample Project Management Experience



Hammond Square Shopping Center, Hammond, LA

\$140 million redevelopment of Hammond Square Mall & surrounding real estate involving the coordination of work with Louisiana DOTD, City Of Hammond, National Retailers and numerous professional firms for a complete repositioning on a 100-acre site along Interstate 12.

Hornbeck Offshore Office Space, Covington, LA

Construction Manager for \$10 million tenant improvement project for Hornbeck Offshore's 65,000 SF space and common area upgrades to Northpark II office building.



DANA Inc. Service & Assembly Center, Slidell, LA

Construction of a 32,000 SF industrial facility in the Fremaux Town Center mixed-use development to house the relocation and expansion of the company's service and assembly operations. The building was designed with ample flex space to allow for future growth. It is expected to be complete in the summer of 2019.

United Plaza Office Park, Baton Rouge, LA

\$30 million redevelopment and retenanting of 450,000 SF of office space across six buildings following the liquidation of United Companies.

Louisiana Heart Hospital, Lacombe, LA

This asset was acquired out of bankruptcy and leased to a major regional healthcare provider to bring it back into commerce. The facility will be redeveloped and repurposed as a Post-Acute Care Hospital offering a variety of services including long-term acute care, skilled nursing, and inpatient & outpatient rehabilitation in one central location.

Stirling Communities Multifamily Portfolio, Baton Rouge & Lafayette, LA

\$84 million acquisition and renovation of six (6) apartment communities (1,208 units). Managed the design & construction of upgrades to building interiors, exteriors & common areas.

Northpark Office Park, Covington, LA

\$14 million development, redevelopment and retenanting project of over 200,000 SF of office space across four buildings.

Old Metairie Village, Metairie, LA

Managed over \$7 million of post-Hurricane Katrina repairs to this 85,000 SF multi-use project; currently undergoing an additional \$2.5 million renovation and exterior upgrades.

Canal Place Phase I, New Orleans, LA

Construction Manager for the 730,000 SF office tower, accompanying retail and parking garage.

University Club Plantation, Baton Rouge, LA

Managed the development of over 900 home sites across the 1,100-acre residential golf course community including the construction of all public streets, drainage & infrastructure.

Walgreens & CVS Drugstore Program

Managed the site & building construction of over 30 drugstores since 2001--in many cases involving wetlands issues, environmental concerns from previous uses, extensive demolition & specialized access issues.



Walgreens Magazine, New Orleans, LA

The Flagship Walgreens development on Magazine St. is an adaptive reuse of a former American Legion Hall on a historically significant retail corridor in Uptown N.O. Over several decades, the American Legion constructed numerous additions to the original building which made design & construction difficult. Stirling had to balance a complex redevelopment project with the desires of the surrounding community, a restrictive regulatory environment & the needs of the proposed tenant. Stirling worked closely with the City of New Orleans, our design team & Walgreens to achieve a project that would serve the needs of all.

Asset & Property Management

Our work goes beyond providing day-to-day oversight of operations—we treat each property as if it were our own. Our all-inclusive approach, combined with our comprehensive services, allows us to maximize the full potential of your asset. We create value through cost efficiencies, professional management, economies of scale in our markets, vendor relationships, insurance, crisis preparation and response, leasing, and project management. We understand geographic intricacies, different property types and needs, ownership goals and occupants' needs.

Stirling Properties will assign a customized team of experienced professionals to structure a plan to move your project forward.

Dedicated Management Team

To assure unequalled service and to protect and increase the value of the investment, we carefully select a team specializing in each property type or service, committed to excellence and certified by industry associations. Our team is the connection to comprehensive knowledge in every aspect of the most current management techniques. This team provides you with the security of multiple specialists knowledgeable about your property, eliminating the risk of reliance on one individual.

- Asset Manager
- Property/Facility Manager
- Project Manager
- Property Accountant
- Lease Administrator
- Tenant Relations
- Lease Negotiation
- Skilled Building Engineers
- Property Services Department

Our Services

Our qualified professionals help calculate and strategize the project's future by applying experience and expertise in asset and property management, tenant relations, systems and service to the project's needs. The Stirling Properties team provides the knowledge and the proven ability to ensure that your project's performance--and our service--exceeds client expectations.



A Stirling Properties Asset Manager will provide the oversight of all of the below activities as it relates to each portfolio asset and this individual will also be the Client's direct contact for any issues. Typically, there will be a Property/Facility Manager, Project Manager, Property Accountant, skilled Building Engineer(s), Lease Administrator and Leasing Agent(s) assigned to each property.

The Asset Manager will act as the representative of the Client, based on the guidelines set forth by the Client, for all oversight of the activities related to the property, and in conjunction with the budget parameters.

In some instances, our clients are financial institutions as a result of being appointed in the Receivership/Keepership of an asset by the Courts. In these cases, we are charged with the fiduciary responsibility to manage that property from a full-services approach until the property can be legally transferred. In the interim, we have the fiduciary duty to the Court to maintain the funds and operations of that property in such a manner that protects the stakeholders' interests without knowledge of their intentions. Stirling Properties understands all aspects of these processes and strives to keep the interests of our clients at the forefront.

Scope of Services

- 24 hour / 7 days per week emergency response
- Preventive Maintenance & Warranty Database
- Vendor Database including tracking of vendor insurance
- Work Order Database to track all work orders issued to vendors and to make certain that all work orders are completed
- Preparation of monthly/quarterly narrative discussing activity at the Center, occupancy statistics, budgeted versus actual income and expense, and any legal proceedings
- Property inspections including night inspections
- Input and approval of all invoices prior to submittal to accounting for posting and Asset Manager's approval before payment
- At the request and direction of Landlord, obtain quote for insurance

Financial Reporting

- Processing of all invoices received from vendors for payment and approval by Property Manager and Asset Manager
- Production of all financial statements including GL, balance sheet, and income statement
- Income and expense budget preparation on an annual basis per contract
- Strategic plan information gathering, input, and output
- Direct contact for Lender on all loan compliance issues

Lease Administration

- Input of all tenant lease information into system, including scanning of all lease documents
- Billing and collection of rent payments
- Tracking, collection, and input of all Tenant Sales Reports
- Tracking, collection, and input of all Tenant certificates of insurance
- Accounts receivable and collection follow-up
- Default letters sent at Asset Manager's direction
- Preparation of Year-End Reconciliations of CAM, Taxes, and Insurance
- Preparation and billing of percentage rental
- Paralegal services for lease drafting and negotiation (if requested by client)

Team

- Chief Financial Officer with CPA designation, employed with Stirling Properties for over 24 years
- Two additional accountants with CPA designation, one dedicated to property accounting, partnership tax and investor reporting, and one dedicated to our complex new development properties
- Eight degreed Property Accountants and one degreed Corporate Accountant with more than 100 combined years of experience at Stirling Properties
- Full-time employees devoted to banking, accounts payable and lease administration that inputs all leases, receipts and manages all collections
- All duties separated in a controlled environment
- Knowledge of the new Tax Cuts and Job Act, real estate tax legislation, special depreciation rules and cost segregation

Yardi Voyager Property Management System

Yardi Voyager™ is a fully-integrated, browser-based enterprise management system designed specifically for property owners, managers, and investors. The Voyager enterprise management system centralizes accounting and property management data in a single database, enabling up-to-the-minute reports at the click of a button. Users can view every aspect of their enterprise through a transparent system allowing them to maximize efficiencies, streamline workflow, and improve interdepartmental communications resulting in a superior operating platform.



Yardi Features

- Fully automated accounts payable approval system using Yardi PayScan. This allows payable invoices to be routed electronically and paid quickly.
- Fully automated banking functionality using Yardi CheckScan where tenant payments can be scanned and electronically deposited into the bank the same day received.
- Commercial Cafe allows tenants to pay rent, upload sales and insurance information, access their lease and review their account.
- Multiple users can be involved in budget and projection preparation by using the Advanced Yardi Budgeting module in conjunction with Excel.
- Flexible Financial statement formats with the ability to view financial statements online and drill down to General Ledger detail.
- Simultaneous accrual, cash, GAAP or tax books.
- All tenant leases, payable invoices and tenant payments are scanned and attached in the system for quick review, soon to be integrated with Sharepoint.
- Fully Integrated Maintenance work order system that tracks scheduled maintenance and repairs, and works seamlessly with property management module for billing of tenants or properties.
- Automates expense recoveries and overage calculations, provides retail percentage rent calculations and performs easy straight-line rent adjustments for FASB 13.
- Runs on Yardi's SaaS servers with multiple layers of backup across the United States which is part of our Accounting Disaster Plan.
- Complete accounting data backup is located in Atlanta, GA.

IMS – Investor Management Software

IMS is a web-based investor experience platform for commercial real estate firms to engage their Investors and manage assets. The system provides automated distribution processing, including waterfalls and preferences, Investor dashboards, document sharing of financial statements, operating agreements, and tax documents, and Investor statements promoting transparency and investor engagement.

Louisiana

- LeTriomphe Subdivision and Country Club, Broussard
- University Club Golf Course, Baton Rouge
- Carter Plantation Golf Course & Pavilion, Springfield
- Northgate Mall, Lafayette
- Bon Carré Mall, Baton Rouge
- Former Avaya Warehouse, Shreveport
- Westbank Business Center, Marrero
- 615 Baronne Street Office Building, New Orleans
- Holiday Square Office Building, Covington
- 1819 Pinhook Office Building, Lafayette
- Clearview Palms Shopping Center, New Orleans
- Metairie Road Shopping Center, Metairie
- Former Bassett Furniture Store, Shreveport
- Former Circuit City, Lake Charles
- Doctor's Hospital, Shreveport
- Abbeville Warehouse, Abbeville
- 512-524 Natchez Office Building, New Orleans
- Former Sav-A-Center, Chalmette
- Tire Rack Warehouse and Office, Shreveport
- 5085 Courtesy Lane, Shreveport
- West Pinhook Shopping Center, Lafayette
- 2990 East Prien Lake Road, Lake Charles

- Alexandria Power Center, Alexandria
- Francois Plaza, Gonzales
- Pecanland, Monroe

Mississippi

- Residential Subdivisions, Jackson Metro Area:
 - Cypress Lake Subdivision, Madison
 - Annandale Golf Course/Residential Subdivision, Madison
 - Castlewoods Subdivision, Brandon
 - Bridgepointe Subdivision, Jackson
 - North Pointe Subdivision, Jackson
- Picayune Place Shopping Center, Picayune
- Gulf Breeze Shopping Center, Ocean Springs
- Handsboro Square, Gulfport
- Seaway Plaza, Gulfport
- GE Warehouse Facility, Bay St. Louis

Alabama

- Bel Air Park II Office Building, Mobile
- Forum Shoppes Retail Center, Semmes



Leasing & Brokerage

With **39 qualified licensed commercial agents** spanning **9 offices** throughout the Gulf South region, we have specialists in all aspects of commercial real estate including retail, office, industrial and investment sales. Our team is armed with in-depth knowledge of the industry, as well as sophisticated market research to identify opportunities for our clients. Our diverse service lines enable us to draw on an extensive network of connections and affiliations to accomplish any real estate goals.

Our agents are members of Retail Brokers Network (RBN), International Council of Shopping Centers (ICSC), Certified Commercial Investment Members (CCIM), Society of Industrial and Office Realtors (SIOR), and National Association of Realtors (NAR), just to name a few. **Stirling Properties is a licensed Real Estate Broker in Louisiana, Mississippi, Alabama, Florida, Texas and Kentucky.**

Experienced & Knowledgeable Team

Our commercial sales and leasing experience covers the full gambit including regional malls, power centers, lifestyle centers, neighborhood centers, vacant residential and commercial land, Class-A office towers, suburban office space, industrial flex space, hospitality and multi-family.

Our team is widely recognized and has vast experience working with a diverse range of clients, including insurance companies, financial institutions, multi-national corporations, government entities, nonprofit corporations, family land trusts, religious organizations, regional medical providers, equity fund managers and private development companies. While this list does not exhaust our broad client base, it does represent a keen ability to adapt our services to the needs of all clients across a variety of project types.

National Tenant Relationships

Below is a sampling of national & regional tenants that Stirling Properties has done deals with in the past, on both the tenant and the landlord sides.



Managed & Leased Portfolio

As of May 2019: 19,788,103 SF

Retail Portfolio: 13,088,225 SF

Development Name	Location	Sq. Ft.	Development Name	Location	Sq. Ft.
Homewood	Birmingham, AL	174,791	Ambassador Plaza	Lafayette, LA	29,405
1616 Government Street	Mobile, AL	6,400	CVS Mandeville	Mandeville, LA	13,813
306 S. University	Mobile, AL	85,000	Premier Centre	Mandeville, LA	272,449
Schillinger Place	Mobile, AL	68,077	Walgreens Meraux	Meraux, LA	14,490
4700 Moffett Road Shopping Center	Mobile, AL	72,700	Oakridge Place Shopping Center	Metairie, LA	60,671
7680 Airport Blvd.	Mobile, AL	31,000	Old Metairie Village	Metairie, LA	84,623
Bowdoin Place	Mobile, AL	66,700	Pecanland Village SC Keepership	Monroe, LA	22,950
Hamilton Road Center	Mobile, AL	59,822	Wal-Mart Plaza	Natchitoches, LA	45,910
Plaza de Malaga	Mobile, AL	25,341	Magnolia Marketplace	New Orleans, LA	112,512
Providence Place	Mobile, AL	20,280	Mid City Market	New Orleans, LA	108,964
SME Airport, LLC	Mobile, AL	53,111	Xarla Realty LLC	New Orleans, LA	65,000
Vigouroux Shopping Center	Mobile, AL	75,588	River Commons	New Orleans, LA	59,235
Wildwood Place	Mobile, AL	68,420	Stirling Forterra (The Fresh Market)	New Orleans, LA	23,831
Gateway Station	Kissimmee, FL	86,558	Walgreens Magazine	New Orleans, LA	13,081
Village Plaza	Lakeland, FL	158,956	King's Country Village	Pineville, LA	94,316
Planet Fitness Center	Tallahassee, FL	54,660	Walgreens Ruston	Ruston, LA	13,650
Villages at East Cherokee	Woodstock, GA	128,607	Eastgate Shopping Center	Shreveport, LA	270,558
Downers Park Plaza	Chicago, IL	265,720	Old River Marketplace	Shreveport, LA	137,534
Walgreens Abita	Abita Springs, LA	14,490	Fremaux Town Center	Slidell, LA	640,443
MacArthur Village	Alexandria, LA	186,473	Plaza 190	Slidell, LA	117,712
Walgreens Bastrop	Bastrop, LA	14,820	Stirling Slidell Retail Centre	Slidell, LA	332,631
Stirling Millerville	Baton Rouge, LA	386,749	PMAT Waterside	Chesterfield, MI	453,141
Woodlawn Park	Baton Rouge, LA	97,192	Pavillions at Hartman Heritage	Independence, MO	223,473
Nicholson Gateway	Baton Rouge, LA	49,323	Megan Crossing	O'Fallon, MO	113,985
Stirling Bossier Shopping Center	Bossier City, LA	602,231	Academy D'Iberville	D'Iberville, MS	62,963
Walgreens Broussard	Broussard, LA	14,820	Parkway Plaza	D'Iberville, MS	10,000
Holiday Square Shopping Center	Covington, LA	100,000	Lakeview Village	D'Iberville, MS	65,860
Pinnacle Center	Covington, LA	350,000	Hardy Court Shopping Center, Inc.	Gulfport, MS	255,400
River Chase	Covington, LA	827,578	Orange Grove Shopping Center	Gulfport, MS	110,256
Walgreens Covington 21	Covington, LA	14,490	Turtle Creek Shopping Center	Hattiesburg, MS	502,443
Walgreens Denham Springs	Denham Springs, LA	14,490	Meadowbrook Shopping Center	Jackson, MS	94,924
Walgreens Dutchtown	Dutchtown, LA	14,490	Walgreens@ Westland Plaza	Jackson, MS	14,560
Brown Gonzales II	Gonzales, LA	138,462	Westland Plaza	Jackson, MS	220,072
Walgreens Gonzales (Hwy. 30 & 44)	Gonzales, LA	14,820	Southwest Mall	McComb, MS	95,674
Hammond Square	Hammond, LA	902,883	Crossgates Shopping Center	Pearl, MS	139,011
Palace Centre East	Hammond, LA	29,720	Picayune Place/Brumfield Properties	Picayune, MS	133,062
Seville Plaza	Hammond, LA	171,000	Pine Tree Plaza	Picayune, MS	99,080
Manhattan Place	Harvey, LA	137,315	Choctaw Plaza	Waveland, MS	127,889
PMAT Westbank	Harvey, LA	174,445	Indian Springs	Hamilton, OH	146,116
Colonial Acres	Houma, LA	78,145	Legacy Crossing	Marion, OH	134,389
West Park Plaza Shopping Center	Houma, LA	29,114	North Heights Plaza	North Dayton, OH	182,453
Gator Equipment Rentals	Houma, LA	8,000	Forestbrook Village	Myrtle Beach, SC	65,886
CVS Chateau	Kenner, LA	13,813	Marketplace	Murfreesboro, TN	116,758
Ambassador Town Center	Lafayette, LA	438,057	WM Burkburnett - Tractor Supply Center	Burkburnett, TX	22,381
Crossroads South Shopping Center	Lafayette, LA	22,411	Oxbridge	Richmond, VA	116,230
CVS Lafayette River Ranch	Lafayette, LA	13,813			
River Marketplace	Lafayette, LA	169,056			
Stirling Lafayette Shopping Center	Lafayette, LA	458,257			
Village at Southpark	Lafayette, LA	68,383			
Walgreens Lafayette	Lafayette, LA	14,820			

Managed & Leased Portfolio

As of May 2019: 19,788,103 SF

Office Portfolio: 3,118,772 SF

Development Name	Location	Sq. Ft.
1st Community Bank	Mobile, AL	2,200
2607/2609 Cameron Street	Mobile, AL	33,000
6144 Airport	Mobile, AL	30,000
808 Downtowner	Mobile, AL	10,166
891 Hillcrest Office Building	Mobile, AL	17,053
Dauphin Center Office Plaza	Mobile, AL	27,000
GNL Cottage Hill	Mobile, AL	127,755
Gordon-Karen Properties, LLC	Mobile, AL	6,000
501 Bel Air-Chicago Opp. Holding	Mobile, AL	43,920
AWKO Building	Pensacola, FL	23,074
KJF Partners 20PF	Pensacola, FL	2,797
401 East Chase Holdings LLC	Pensacola, FL	11,744
Bayou Boulevard Investments	Pensacola, FL	24,796
Civic Conversations	Pensacola, FL	95,329
United Plaza I	Baton Rouge, LA	95,232
United Plaza II	Baton Rouge, LA	200,992
United Plaza VIII	Baton Rouge, LA	53,022
United Plaza XII	Baton Rouge, LA	150,719
Kuhnaus, LLC (Former Smoothie King)	Covington, LA	11,197
Loop, LLC	Covington, LA	40,000
Northpark Corporate Center	Covington, LA	102,375

Development Name	Location	Sq. Ft.
Northpark Corporate II	Covington, LA	70,841
Riverchase Office Building	Covington, LA	44,371
Northshore Community Foundation	Covington, LA	7,000
Crestwood shopping Center	Covington, LA	10,850
Rivatt Investments	Covington, LA	12,207
Hammond Park Professional Building	Hammond, LA	25,983
1819 Pinhook Office Building	Lafayette, LA	73,931
Heritage Plaza	Metairie, LA	353,003
1615 Poydras	New Orleans, LA	503,579
601 Pan American Life Center	New Orleans, LA	673,000
757 St. Charles	New Orleans, LA	20,622
Offices at Mid-City Market	New Orleans, LA	40,021
Kaleidoscope Realty, LLC-Block Center	New Orleans, LA	16,500
Kaleidoscope Realty, LLC-Block Center	New Orleans, LA	13,500
Kaleidoscope Realty, LLC-Block Center	New Orleans, LA	13,500
Kaleidoscope Realty, LLC-Block Center	New Orleans, LA	15,000
ML-CFC 2007-7 Seaway Road, LLC	Gulfport, MS	34,241
Gulf Coast Non-Profit Center Building	Gulfport, MS	82,252

Medical Portfolio: 1,291,981 SF

Industrial Portfolio: 390,395 SF

Development Name	Location	Sq. Ft.
3400 Georgia Pacific	Mobile, AL	10,000
3406 Georgia Pacific	Mobile, AL	24,600
3450 Georgia Pacific	Mobile, AL	8,000
350 Western Drive	Mobile, AL	17,025
3447 Armour Avenue	Mobile, AL	24,000
West Park Storage	Houma, LA	108,000
Southpark Storage	Lafayette, LA	31,292
Hammond Square Self Storage	Hammond, LA	93,902
Fremaux Industrial	Slidell, LA	30,000
WM Burkburnett, LLC	Burkburnett, TX	43,576

Development Name	Location	Sq. Ft.
Covington Medical	Covington, LA	75,344
Stirling Medical Lacombe	Lacombe, LA	204,166
Stirling Medical Laplace	Laplace, LA	19,402
OMC West JV, LLC	Jefferson, LA	129,875
Mandeville Medical	Mandeville, LA	22,292
Margaret Place Properties	Shreveport, LA	840,902

Mixed-Use Portfolio: 302,568 SF

Development Name	Location	Sq. Ft.
River Chase	Covington, LA	302,568

Residential Portfolio: 1,596,162 SF; 1,800 units

Development Name	Location	Sq. Ft.	Units
Tiger Manor *	Baton Rouge, LA	264,500	317
Coventry Terrace *	Baton Rouge, LA	88,956	108
Retreat at River Chase	Covington, LA	290,432	296
Ansley Place	Houma, LA	236,000	246
Acadian Gardens *	Lafayette, LA	84,700	93
South College Gardens *	Lafayette, LA	41,350	60
Retreat at Fremaux	Slidell, LA	296,912	296
Retreat At Acadian Point	Lafayette, LA	293,312	384

* Note properties that Stirling serves as Asset Manager. Property Management duties provided by third party company not affiliated with Stirling Properties.



Sample Client List

This is a partial listing of our past and present clients. Most notable is that the large majority of this list has engaged in repeat business with Stirling Properties.

AmSouth Bank	Inland Commercial Real Estate
AP-Prescott Kenner, GP, LLC	John Hancock Life Insurance
Badine Land, Ltd.	JP Morgan Chase
Baton Rouge General Hospital	LaSalle Investment Management, Inc.
Banana Republic	Lennar Partners
BancorpSouth	Louisiana State University (LSU)
Bank of Texas	Nichiei Corporation
Barclays	North Oaks Medical Center
Benson Automotive World	Ochsner Clinic Foundation
Brookfield	Ohio Teachers Retirement
Bruno Development Company	ORIX Real Estate
Canal Street Development	Pan American Life Insurance
Capital Crossing	Parish National Bank
Capital Holdings Corporation	People's Southwest Real Estate
Capital One	Resolution Trust Corporation
CB Richard Ellis	Richards Clearview, LLC
City of Bossier City, LA	St. Tammany Parish Hospital
City of Covington, LA	The Shaw Group
City of Hammond, LA	Slidell Memorial Hospital
City of Lafayette, LA	Songy Partners Realty, Ltd.
City of New Orleans, LA	Southern Farm Bureau
Colliers Arnold	State Farm
Columbia Road Land Company	Staubach Group
Commonwealth Life Insurance Co.	Stewart Capital, LLC
Eustis Insurance Company	Stewart Services, Inc.
First Bank & Trust	Surgicare Center, Ltd.
First Commercial Bank	TPG
First Guaranty Bank	Turngemeinde Partnership
Grubb & Ellis	Walgreens
Herbert G. Brown & Associates	Wells Fargo
Iberia Bank	

Certifications & Affiliations

Industry & Community Organizations

- Acadiana Outreach
- Alzheimer's Association
- American Cancer Society
- Baton Rouge Area Growth Foundation
- Bossier Chamber of Commerce
- Canal Street Development Corporation
- Central Louisiana Chamber of Commerce
- Community Foundation of Acadiana
- Counselors of Real Estate Board of Directors
- East St. Tammany Chamber of Commerce
- ERA's President's Circle
- Greater Lafayette Chamber of Commerce
- Greater New Orleans, Inc. (GNO, Inc.)
- Greater Shreveport Chamber of Commerce
- Habitat for Humanity
- Hammond Chamber of Commerce
- International Council of Shopping Centers (ICSC)
- Junior Achievement of Greater New Orleans
- Kidz Konnection
- Lafayette Education Foundation
- Louisiana Committee of 100
- Louisiana State Board of Commerce & Industry
- Louisiana State Police Foundation
- LSU College of Business Dean's Advisory Council
- LSU Foundation
- LSU Tiger Athletic Foundation
- Manresa
- Mary Bird Perkins Cancer Center

- Muscular Dystrophy Association
- New Orleans Chamber of Commerce
- New Orleans Jazz & Heritage Foundation
- Northshore Business Council
- Ochsner Foundation Hospital in New Orleans
- Our Lady of the Lake Foundation
- Project Christmas
- St. Tammany Economic Development District
- St. Tammany West Chamber of Commerce
- Tulane University Business School Council
- Urban Land Institute (ULI)
- World President's Organization (WPO)
- Young Leadership Council

Certifications

- Certified Commercial Investment Member (CCIM)
- Certified Leasing Specialist (CLS)
- Certified Marketing Director (CMD)
- Certified Property Manager (CPM)
- Certified Public Accountant (CPA)
- Certified Residential Specialist (CRS)
- Counselor of Real Estate (CRE)
- Fellow of the Royal Institute of Chartered Surveyors (FRICS)
- National Association of Real Estate Companies (NAREC)
- Notary Public
- Senior Certified Leasing Specialist (SCLS)
- Senior Certified Shopping Center Manager (SCSM)
- Society of Industrial & Office REALTORS® (SIOR)

Affiliations

- American Institute of Architects (AIA)
- American Institute of Certified Public Accountants (AICPA)
- Commercial Investment Division of GBRBR
- Commercial Investment Division of NOMAR
- Commercial Real Estate Women (CREW)
- Construction Management Association of America (CMAA)
- Greater Baton Rouge Board of REALTORS® (GBRAR)
- Lafayette Chamber of Commerce
- Louisiana Association of Business and Industry (LABI)
- Louisiana REALTORS® (LR)
- Louisiana State Bar Association
- Mississippi Association of Realtors (MSAR)
- Mississippi Commercial Association of REALTORS® (MCAR)
- National Association of Corporate Real Estate Executives (NACORE)
- National Association of REALTORS®
- New Orleans Metropolitan Association of REALTORS® (NOMAR)
- New Orleans Regional Chamber of Commerce and MetroVision
- REALTOR® Association of Acadiana (RAA)



Ownership Team



Marty Mayer
President &
Chief Executive Officer



Grady Brame
Executive Vice President



Paul Mastio
Chief Financial Officer



Donna Taylor
Sr. Vice President of Asset
Management & New Business



Townsend Underhill
President of Development