

### ■ Block & Company, Inc., Realtors

- *Sales and Leasing Brokerage*
- *Financial & Accounting Functions*
- *Development & Construction Services*
- *Grounds, Building and Systems Maintenance*
- *Real Estate Tax Protests/Reduction*
- *Marketing and Advertising*
- *Hazardous Materials and Environmental Remediation*

Block & Company, Inc., Realtors has been a leader in full service commercial real estate since its foundation in 1946. After more than six decades, Block & Company continues to define the cutting edge of commercial real estate.

Our comprehensive portfolio exhibits the range of experience, knowledge and expertise that has made Block & Company the premier commercial real estate company in Kansas City and throughout the region.

### ■ Block Asset Management

Property management has been a cornerstone of Block & Company's service since our foundation. With over 160 years of combined experience, Block Asset Management oversees more than 18 million square feet of property including shopping centers, retail and office buildings, industrial parks and historic buildings. Our full-service team approach facilitates seamless integration with all of the services our company provides.

We assemble an experienced staff tailored to each managed property, including maintenance personnel, sales/leasing agents, project managers and development specialists. Our team members and partners work together to provide the highest level of detailed attention and oversight to preserve and improve the value of the investment.

#### ■ Relationships

Relationships are key to all successful real estate services and endeavors, and Block Asset Management has been building these vital relationships for more than six decades. Our broad networks of service providers and key business relationships give us unique resources and insights to effectively control and direct all aspects of property management from the largest of projects down to the smallest detail. The result is our superior capacity to maintain and nourish that most important relationship – our relationship with the owner/investor.

#### ■ Key Personnel

Our experienced team of qualified property managers is complimented with the finest professional staff of project and construction managers, accounting professionals, marketing agents, risk managers, lease compliance specialists and administrative personnel. Each member of our team is driven by faithful attention to detail and a business philosophy of partnership and accountability. Our managers maintain constant and open lines of communication with owners and investors, directly presenting necessary information and analysis as well as guidance

and recommendations regarding capital repairs and purchases, sales and leasing strategies, and other key ingredients to ongoing positive performance.

#### ■ Financial Services

Our dedicated Property Accounting staff has more than 50 years of combined experience that equips us to provide timely information and analysis of the property's financial details. Property Accountants interact with the owner's choice of CPA to facilitate timely preparation of tax returns, as well as providing assistance in case of audits. Financial statements and analyses are accompanied by concise summary narratives from the Property Manager, and annual budgets and business plan proposals are submitted by the manager for owner discussion and approval.

To further secure the highest level of compliance and accuracy, internal audits are performed regularly in the areas of lease compliance, insurance coverage, contract services, billing, tenant retention, inventory procedures, collections, maintenance and service contracts, etc.

#### ■ Experience

Block Asset Management's recommendations and practices are the crafted product of our industry-leading experience, thorough knowledge of real estate and market trends, effective operating techniques, and both historically proven and emerging strategies.

We employ our unparalleled experience and knowledge to maintain and improve the investment's security and performance.

Designed for the individual requirements of each owner, Block Asset Management creates a personalized strategic asset plan tailored to the specific property for the protection and improvement of assets and the fulfillment of both short and long-term investment and ownership objectives.

**Block & Company, Inc., Realtors**

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