



11415 W. 87th Tr.
Overland Park, KS 66214
Phone: (913) 888-3456
Fax: (913) 888-6607
www.haith.com

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About Us

About Haith & Company Real Estate Services

COMPANY HISTORY

Since its establishment in December of 1975, Haith & Company has gained a wide range of experience in all aspects of properties, management, development, financing, investment, and appraising. First located on the Country Club Plaza, the company now operates out of its Overland Park corporate office and manages more than 2,500,000 square feet of commercial and industrial property in the Kansas City metropolitan area and St. Louis. The firm specializes in the development, purchasing and management of properties: warehouses, apartment complexes, office buildings and air cargo facilities.

PRESIDENT – LARRY HAITH

Larry Haith earned an economics degree from the University of Missouri-Kansas City in 1971, and he was designated a Certified Property Manager in 1980. His experience in real estate ranges from the development of raw ground to the sale of property, including apartment complexes, shopping centers, office buildings, and commercial warehouses. Larry is currently overseeing the development of warehouse and office projects, the purchase of office buildings and property management with an emphasis on upgrading for maximum rental income.

VICE-PRESIDENT – MYRON HAITH

A graduate of the University of Kansas, Myron Haith joined the ranks of Haith & Company in 1979. Myron specializes in the sale and leasing of industrial and investment properties. His projects include developing a 50,000 square foot space for Immigration and Naturalization Services Division of Homeland Security, the air cargo facility at Kansas City International Airport and a thirty-two acre multi-tenant air cargo facility at St. Louis International Airport's Lambert Field for tenants such as UPS and Federal Express. Myron has also purchased and developed the 300,000 square foot Executive Hills North Tech Center, a 50,000 square foot space for the Olathe, Kansas, FAA and a 30,000 square foot warehouse for Forward Air at Kansas City International Airport.

Our Services

Haith & Company **Our Services & Capabilities**

“Let Haith & Co. take care of your property, so your property can take care of you.”

Haith & Company Real Estate Services has provided construction supervision, property management, support and accounting services in the Greater Kansas City area for more than 30 years.

As a privately-owned real estate development firm, Haith & Company Real Estate Services has an assorted portfolio comprised of apartment complexes, office buildings, industrial parks, and air cargo facilities. The firm can operate as a third-party development company, designed to meet the needs of freight carriers, forwarders, the development of airport industrial parks and general flex warehouse space.

Responsibilities and capabilities are as follows but not limited to:

- Investment Services
 - Buyers of all types of property
- Development
 - Planning & Design
 - Construction Supervision
 - Financing
 - Build to Suit
- Brokerage Representation
 - Buyer / Lessee
 - Seller / Lessor
- Property Management, C.P.M.
 - Maintenance
 - Accounting Services
 - Collection

- Investment Services -

Buyers of all types of Property:

Haith & Company has arranged transactions for an assortment of real estate properties. Our past experience includes selling and acquiring several million square feet of warehouse, office building and shopping center space along with over 6000 apartment units. It is also important to us to maintain an active list of buyers and sellers of various types of real estate.

- Development -

Planning & Design:

Haith & Company undertakes the responsibility for overall project development. This includes review of lease and sale agreements, and preparation of contract documents. We also provide comprehensive design plans including site plans, building plans and elevation, aircraft ramp plans, parking plans and landscape plans.

Construction Supervision:

Haith & Company will oversee your design and construction project schedule. We will coordinate all aspects of architectural and engineering design while building practical, economical and aesthetically pleasing structures.

Financing:

Haith & Company will assume all risks for project financing. We have the track record and credit history to readily secure construction financing and long-term financing. With our experience we understand how to get a property from the conceptualization to the realization.

Build to Suit:

Haith & Company will build or make improvements to your specifications. We specialize in airport cargo ramps, industrial warehouse/flex properties, and office facilities.

- Brokerage Representation -**Buyer / Lessee & Seller / Lessor:**

Haith & Company has the experience and skill to satisfy all your real estate needs. We handle ground lease negotiations, space lease negotiations with tenants and are knowledgeable about the requirements that are essential for a workable lease. With 35 years of experience we have negotiated a wide variety of property use, from small businesses to government leases to the development of "on airport" air cargo facilities, including aircraft parking ramp and building facilities.

Our experience in developing cargo facilities include freestanding and multi-tenant buildings and aircraft parking ramps, targeted to air cargo carriers, freight forwarders, customs brokers, U.S. Customs and other governmental agencies, most of whom operate on a nationwide level.

- Property Management, C.P.M. -**Maintenance:**

We provide on-site management of any facility under the supervision of an IREM Certified Property Manager. Our responsibilities include repair and maintenance costs, coordination of day-to-day operations, 24/7 answering, and emergency services.

Accounting Services:

To maintain constant quality control, Haith & Company retains all bookkeeping and accounting support services in house, monitoring on a daily, weekly or monthly basis. These in-house accounting capabilities enhance our ability to perform all property management functions and provide a complete range of detailed financial reports and analysis.

Collection:

Haith & Company assumes responsibility for collecting lease payments from tenants. In the event they are in default, we have the ability to respond with legal action.

YOUR MOST VALUABLE ASSET IS A CPM

CERTIFIED PROPERTY MANAGERS (CPM's) are educated by the Institute of Real Estate Management (IREM) and have the experience to preserve and enhance the value of your real estate assets. As the social and economic factors affecting all types of investments become more intense, the need for highly trained, experienced, and professional property and asset managers becomes more apparent. People who manage real estate must understand and be able to deal with the diverse factors which impact investments: the state of the economy, local and national legislation, tax regulations, energy and operating costs, local market conditions, monetary policies, controls and ordinances, public policies and attitudes, population changes, and consumer trends, to name a few. CPM's receive training in and have experience with these elements of our complex society and environment.

As the number of institutional and foreign investors increases, the demand for well-trained, competent property and asset managers increases. Many of IREM's members have recognized this need and have focused their attention on providing the type of management services sophisticated institutional investors require. IREM's educational programs are designed and continually upgraded to meet its members' needs and their clients' requirements. Many CPM's enroll in courses to broaden their educational background and to give them the knowledge and tools to cope with today's complex problems and issues. Your assets may include cash, stocks, bonds, real estate, and others. They should also include a CPM.

History of Success

CPM's have been serving the investment community for 50 years. IREM's consistent growth is indicative of the value of the CPM designation to real estate professionals. During the 1970's, membership in the Institute of Real Estate Management grew 137%. Public relations audits reveal that 92% of the appraisers, mortgage bankers, corporate real estate officers, and institutional investors interviewed are aware of the CPM designation.

Versatility

CPM's manage approximately 250 billion dollars worth of the nation's real estate assets, including 6 million residential units and 3 billion square feet of commercial space. CPM's manage a variety of investment properties, and the typical CPM's portfolio includes more than one property type (apartments, office buildings, shopping centers, federally-assisted housing, condominiums, cooperatives, retail strip stores and industrial properties). Whatever the size or type of your real estate investment, there is a CPM prepared to manage it for you. CPM's are well versed in a variety of real estate specialties, enabling them to exercise informed judgments for investors. Surveys reveal that 42% of the CPM's spend time in brokerage, 31% are involved in real estate development, and 32% also act as real estate consultants and counselors.

Executive Ability

The majority of CPM's hold positions of high responsibility and leadership in their companies, serving as owners, partners, officers, or directors. IREM's educational programs emphasize the development of executive abilities, so that CPM's possess all of the skills and knowledge essential to effective leadership and management. CPM's practice the art of combining the day-to-day property management with the broader asset management considerations to achieve the owner's financial goals. If there is a higher use for a property or a way in which the property can produce a better return, CPM's can make recommendations to the owner which will develop the property to its fullest potential.

Expertise Through Education

The CPM designation rests on the solid foundation of a sophisticated multifaceted educational program. In order to earn the CPM designation, candidates must successfully complete three examinations in IREM's specially designated education courses. Courses at the first level are directed toward marketing, leasing and managing either residential, office or shopping center properties. Emphasis is placed on the day-to-day operation of well-run properties, providing practical skills essential to successful management. These courses give future CPM's insight into the long-range management of real estate as an investment.

Experience

In order to qualify for the CPM designation, candidates must demonstrate at least five years of effective property management experience as defined by the Institute.

Ethics

CPM's must abide by the Code of Professional Ethics of the Institute of Real Estate Management. Any violation of this Code subjects the CPM to possible suspension or revocation of the designation.

Community of Professionals

In order to retain the designation, a CPM is required to maintain membership in the Institute of Real Estate Management and the local Board of REALTORS. Membership provides CPM's with access to a community of established professionals as well as a wide range of services, which contribute to professional practice and expertise.

IREM supports a flourishing research program, which supplies CPM's with timely information on such subjects as computer applications in property management and comparisons of operating income and expenses nationally.

CPM's also have access to a full library of current IREM books and periodicals, including the JOURNAL OF PROPERTY MANAGEMENT, IREM's bi-monthly publication, which features articles on the newest developments in the property management field. In addition, IREM holds an annual Education Conference and two National Meetings to provide CPM's with a forum to exchange ideas and benefit from each other's experience. IREM's commitment to ongoing education is foremost among its goals as a professional association.

Value

CPM's provide you with the expert services of a well-rounded management professional. Their rigorous training and experience assure you of top-notch performance in the investment field. If your portfolio includes real estate, your most valuable asset is a CPM. To obtain a candidate application or a Directory of CERTIFIED PROPERTY MANAGERS, contact the Institute of Real Estate Management, 430 N. Michigan Ave., Chicago, Illinois, 60611.

Partial Client List

4T Total Lawn
Acme Floor Co., Inc.
AFC Express, Inc.
Air Cargo Loadmasters
Air Express International
Air Freight Central
Airport Terminal Services
All States Air Cargo
Anderson Wholesale
Armour Amusement
Association for Retarded Children
Ayers Plastic
B. F. Goodrich
Bagel & You
Barker Supply
Bartlet Design Group
Beacon Products, Inc.
Billings Mechanical Billings Service Co.
BPI Communications, Inc/Broadcast Data
Brands Mart Stereo
Bubeck Service Co.
Building Construction Enterprises
Burlington Air Express
Chattanooga Associates
Cherbourg Corp.
Classic Award Classic Shower Door
Contel Executone
Contract Food Service Supply
Conwell Engraving
CSII Telecon, USA
D. M. Ward Construction Co.
Dart Industries
Decorative Mirror
Don Kopp Interiors, Inc.
Dr. Dent
Electro Dynamics
Elite Gymnastics
Emery Air Freight
Energy Masters
Federal Aviation Administration
Farmers Insurance Company
Fashionary
Fast Food Systems, Inc.
Federal Express
Fleetclean USA, Inc.
Flying Tigers
Forward Air, Inc.
Four Phase Systems
Global Graphics
H. Hoffman Company
H.S.T. Enterprises
Heartland Computer Service, Inc.
HPC America, Inc.
Huber Industries
Hughes and Associates
Hunter Trading Company
Immigrations & Naturalization Services
Insulation Systems, Inc.
Integrity Logistics
Interior Surface Company, Inc.
J.B. Manufacturing/Rod Saver
Jetta Products, Inc.
Jural Manufacturing
K & K Jump Start/Chargers
K. C. Pharmaceutical
Kinetic Concepts
Knechtel Sales Company
Kraft Ocean Systems
Kraft Telerobotics, Inc.
Landair Transport, Inc.
LTD2 Engineering
McCaughey's Warehouse
Mead Corporation
Memorex
Metro Air, Inc.
Metro Appliance
Mid Continent Agrimarketing
Mid Continent Delivery
Mid-America Gymnastics Academy, Inc.
Mid-land Plumbing
Midwest Electronic Services
Midwest Express Company
Miller Pontiac
Minsky's Pizza
Military Entrance Procession Station
MoMed Systems
Monarch Life Insurance Company
Overland Electric
Packaging Solutions
Perkin-Elmer Corp. & Interdata
Phoenix Enterprises
Picture & Frame Industries
Pilot Air Freight
Platte Investment Associates
Plex Plus
Precision Environmental Laboratory
Pride Cleaners
Pyramid Buildings
Ramset Fastening Systems (Olin Corp.)
Rehabilitation Resources
Robbie Manufacturing
S & W Freight Systems
Seko Air Freight
Shade Foods
Shaw Electric
Starbright Sales
Straco, Inc.
Surfair
Systems & Methods
TAB Products
TDM Freight Services
Teleco, USA, Ltd.
Terracon Consultants
The Great Atlantic & Pacific Tea Co.
Tombstone Pizza
Top Masters
Total Systems
Transport Clearing-Midwest
TRM Copy Centers Corp.
U.S. Postal Service
United States Association
Vaughn Storage Systems

Featured Transactions

Saint Louis Air Cargo Services - STL St Louis, MO	1,000,000 Sq. ft. Airport Cargo Ramp
Oak Ridge Industrial Park - Overland Park, KS	1,000,000 Sq. ft. Industrial Park Development
Kansas City Air Cargo Services - MCI Kansas City, MO	750,000 Sq. ft. Airport Cargo Ramp Development
Executive Hills Tech Center - Kansas City, MO	300,000 Sq. ft. Development
Prairie View Properties - Kansas City, MO	100,000 Sq. ft. Development
CD Development - Forward Air Inc. - Kansas City, MO	70,000 Sq. ft. Build to Suit
Bond Street Business Center - Overland Park, KS	50,000 Sq. ft. Industrial Park Development
Kansas Avenue Business Center - Kansas City, KS	50,000 Sq. ft. Speculator Development
Airport Building Association - Kansas City, MO	50,000 Sq. ft. Speculator Development
Federal Aviation Administration Facility - Olathe, KS	50,000 Sq. ft. Build to Suit
Homeland Security / INS - Kansas City, MO	30,000 Sq. ft. Build to Suit
Avanti Apartments - Kansas City, MO	720 Unit Apartment Complex
Cherry Street Apartments - Kansas City, MO	55 Unit Apartment Complex
Summit Street Apartments - Kansas City, MO	46 Unit Apartment Complex
Holly House Apartments - Kansas City, MO	20 Unit Apartment Complex
Holmes Garden Apartments - Kansas City, MO	98 Unit Apartment Complex
Alamo Apartments - Kansas City, MO	97 Unit Apartment Complex
35th & Baltimore Apartments - Kansas City, MO	60 Unit Apartment Complex
Warwick & 38th Street - Kansas City, MO	45 Unit Apartment Complex
Independence Towers Apartments - Kansas City, MO	120 Unit Apartment Complex
Maple Apartments - Kansas City, MO	Apartment Complex
Orleans Court Apartments - Kansas City, MO	Apartment Complex
Westport Central Apartments - Kansas City, MO	Apartment Complex
Pyramid Building - Kansas City, MO	Office Building

Haith in the Media

NEWS RELEASE



**CONTACT: JOE MCBRIDE
816.243.3160**

Haith & Co. to Expand KCI Intermodal Facility for Forward Air

KANSAS CITY, Mo., March 7, 2007 – The Kansas City Aviation Department today announced that Overland Park, Kan.-based real estate services agency, Haith & Company, will expand its KCI Intermodal Facility at Kansas City International Airport to provide additional operations space for its tenant, Greenville, Tenn.-based Forward Air, Inc.

The expansion, which will take the facility from 30,000 square feet to 50,000 square feet, will include 70 cross dock doors, allowing freight to enter the facility through one door and exit through another, speeding time to its final destination and minimizing handling.

"The Kansas City Aviation Department was quite progressive in recognizing the need for fully intermodal operations at KCI," said Haith. "The KCI Intermodal Facility offers air cargo carriers and shippers a means to transition their freight seamlessly between air and ground transportation."

Since adopting a policy of locating its facilities "on-airport," Forward Air has experienced tremendous growth, more than tripling its airport-to-airport line hauls over the past decade.

"We are pleased with the tenant success and the developer's decision to expand the KCI Intermodal Facility," said Gary Bartek, manager of Cargo and Economic Development for the Aviation Department. "This validates that there is a strong demand for air-truck services at KCI Airport."

Forward Air, Inc. is a leading provider of time-definite surface transportation and related logistics services for the deferred air freight market, including freight forwarders and air cargo operators. More information about Forward Air, Inc., is available on their Web site at www.forwardair.com.

Haith & Company, Inc. has more than 30 years of experience providing property management, development, financing, investment and appraisals. The company manages more than 2.5 million square feet of property in Greater Kansas City and St. Louis. More information about Haith & Co. is available at www.haith.com.

Kansas City International Airport is one of the nation's largest airports, covering more than 10,000 acres with more than 7,000 acres available for development. For more information about Kansas City International Airport, visit www.flykci.com.

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Managers profit from preventive upkeep

Job requires skill
in several trades,
knowledge of codes

By SU BACON
Special to The Star

If you take care of your property, your property will take care of you. So the saying goes in the property management business.

In other words, property managers who practice preventive maintenance' will save themselves a ton of money in the long run, explained Larry

Haith, owner of Haith & Co., a commercial brokerage, investment and management company in Overland Park.

Property managers, take care of commercial, industrial and residential facilities. Some own the property, and others work for property owners: To attract tenants and produce income, buildings must be maintained in good condition.

"I drive the property weeklv," Haith said. "You can visually see things that no one calls you about."

Recently he saw five crushed downspouts that needed to be replaced. If not fixed, the broken downspouts could cause water to back up during a downpour and

PROPERTY MANAGER

Salary ranges

- * Starting out: \$43,000 annually
- * Average compensation in the Midwest: \$50,552 annually
- * Top dollar: \$124,464 annually

Information resources

Institute of Real Estate
Management
P.O. Box 109025
Chicago, IL 60610
(800) 837-0706

damage the roof.

Knowing how to take care of property requires knowledge of roofing, painting, asphaltting, plumbing, electrical work and other aspects of building construction. Property management also requires familiarity with the Americans With Disabilities Act The Federal Fair Housing Amendment Act and local codes and housing ordinances.

Property managers handle the mortgages, taxes, and insurance premiums and attend to such day-to-day tasks as lawn mowing and snow removal. They also field calls from tenants reporting water leaks

or complaining about parking problems.

The biggest challenge Haith has faced in more than two decades of property management was an arson in a high-rise apartment complex in 1981. More than 180 tenants had to be relocated and the building had to be reconstructed.

Haith manages industrial properties, apartment complexes, office buildings and warehouses in Kansas City and St. Louis.

He began managing property in 1971 after he graduated from college with a degree in economics. Overseeing a maintenance crew for a management company as a student gave him insight into the business.

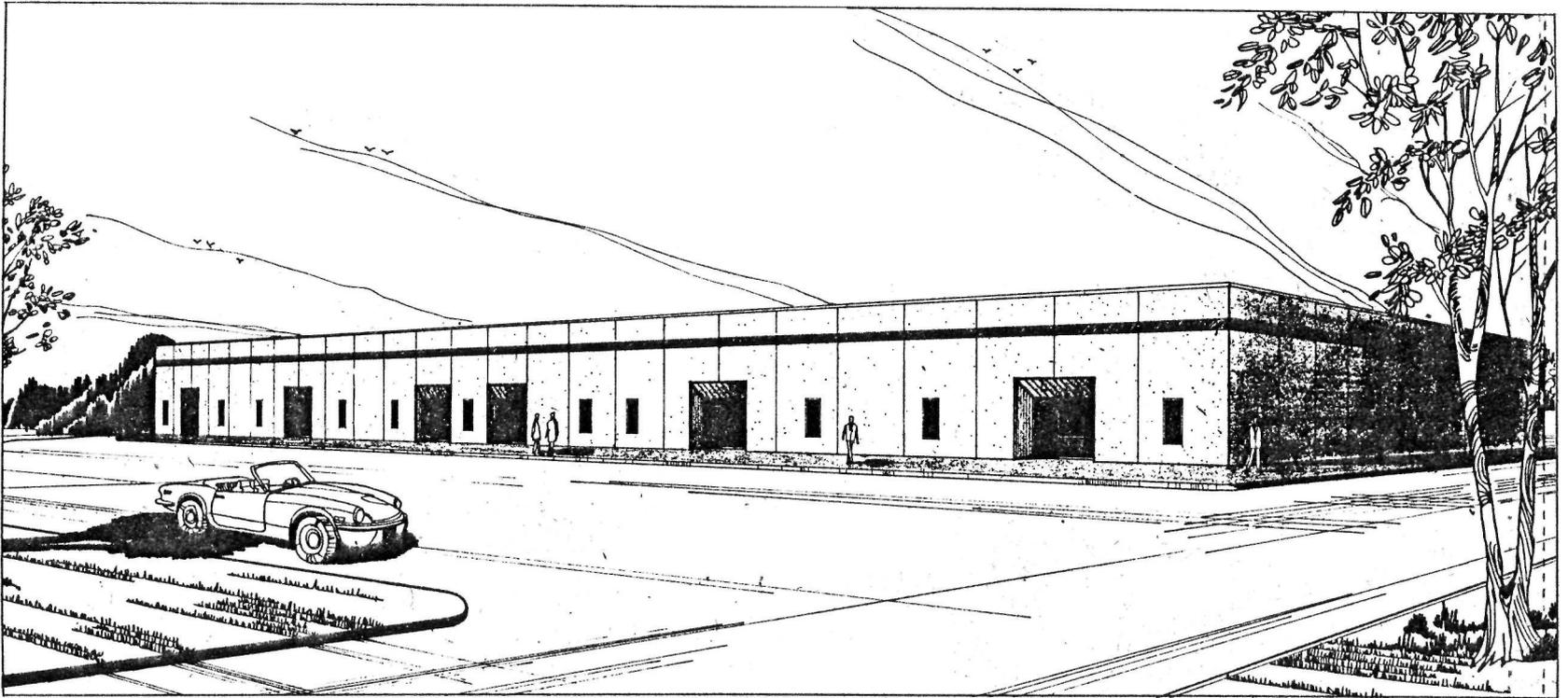
He continued his formal education with construction management classes at Johnson County Community College and professional property management courses at the Institute of Real Estate Management in Chicago. In 1979, Haith completed the institute's requirements for the certified property' management credential. He also holds real estate licenses in Kansas and Missouri.

To earn the property management certification, managers complete courses covering maintenance and operations; human resource management; marketing and leasing; financial operations; and asset, legal and risk management.



KEVIN ANDERSON The Kansas City Star

Larry Haith owns Haith & Co., a commercial brokerage, investment and management company in Overland Park.



This 24,000-square-foot office and warehouse building and another of equal size are the first of about 20 structures that will ultimately be built in Airport Industrial Park on the southwest corner of Interstate 29 and Tiffany Springs

Parkway, Kansas City, North. The two buildings are under construction and are scheduled for occupancy early next month.

Projects are started on tract near KCI

By The Star's real estate editor

Two office and warehouse buildings containing a total of 48,000 square feet are the first structures under construction in the 90-acre Airport Industrial Park.

Located on the southwest corner of Interstate 29 and Tiffany Springs Parkway, about two miles south of Kansas City International Airport, the project is a development of Airport Building Associates in partnership Myron Haith, executive vice president of Haith & Co. Inc.

The buildings are scheduled to be available for occupancy in early October. Both buildings are 24,000-square-foot structures designed to be leased in minimum units of 3,000 square feet. One features drive-in loading and the other is designed with loading docks.

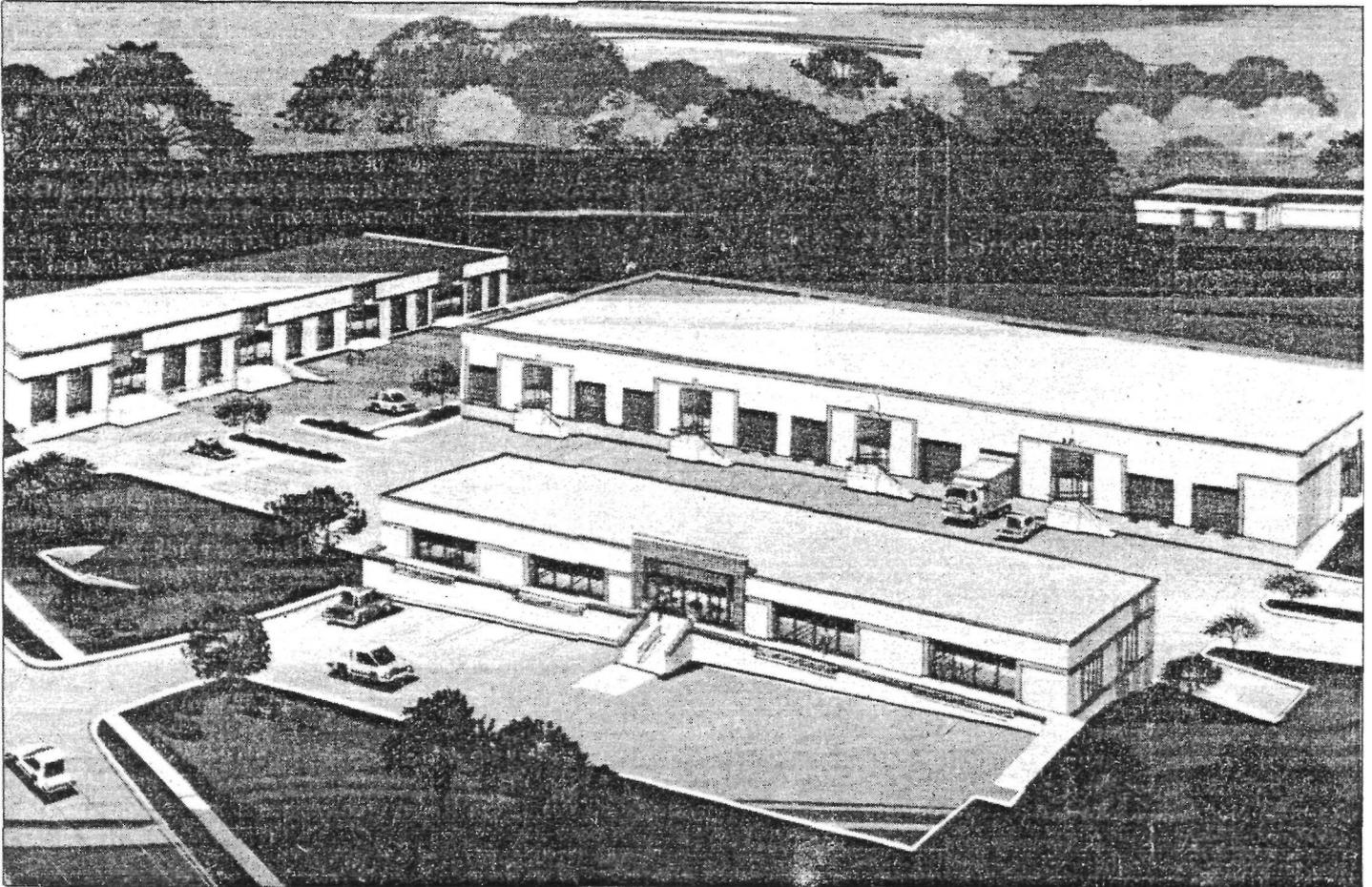
H&W Trucking and Air Express International will occupy much of the 18,000 square feet under contract, Mr. Haith said. H&W is an LTL (less than full load) carrier handling freight between Kansas City and Chicago. Air Express International is an air freight forwarder.

The facilities were designed by Mr. Haith and architect Herman Scharhag to handle air freight and related trucking needs. They are being built by the D.M. Ward Construction Co. at a cost of more than \$1 million, Mr. Haith said.

When fully developed, Airport Industrial Park will contain approximately 20 buildings and nearly 480,000 square feet. Haith & Co. is the exclusive leasing agent and will handle the property management for the \$17 million industrial park.

Sunday, September 29, 1985

STAR REAL ESTATE



Business park

Haith & Company is developing a three-building, 46,000-square-foot office/warehouse complex on the northeast corner of 88th and Bond streets in Overland Park. Ford Architects designed the project and D.M. Ward

Construction Co. is the general contractor. The land purchase was handled by Bart Cohn, Terri Napper and Becky Baker of Boyland & Co. and Myron Haith of Haith & Company.

THE KANSAS CITY STAR.

Wednesday evening, June 4, 1986, Main Edition, 36 pages

Kansas Metro

Work to start next month on air cargo center at KCI

By Miriam Pepper
staff writer

Construction of a \$16 million air cargo facility at Kansas City International Airport will begin July 1, opening the way for Kansas City to become a major air cargo hub, a developer and civic leaders said today.

The 90,000-square-foot building will be the second largest of its kind in the Midwest, officials said today at a press conference at the Chamber of Commerce of Greater Kansas City. The biggest is in Minneapolis.

Delbert Karmer, director of the city's Aviation Department, said the new center will double the amount of space available for cargo at the airport, in

addition to adding new aircraft parking space. Two air cargo buildings were constructed in the 1970s, he said.

The project will be the largest private Venture at KCI since the Marriott Hotel was built 12 years ago, city leaders said.

About 20 aircraft are expected to unload and load at the facility each day, said Myron Haith, executive vice president of Haith & Co. Inc., the developer.

The center will be built on Mexico City Avenue on 912,000 square feet of property leased for \$155,000 a year from the city.

"It's offering a lot of expansion and room for major companies here in Kansas City," Mr. Haith said. "It should increase the number of landings and amount of fuel bought."

The building, scheduled to open in January, will include a taxiway and a 550,000-square-foot aircraft parking ramp built to accommodate wide-bodied aircraft, Mr. Haith said.

A direct connection from Mexico City Avenue to Interstate 29 will keep truck traffic at the center from mixing with passenger cars, he said.

About 50 persons will be employed building the center, a spokesman said.

Zantop Airlines, an air cargo carrier, will move its Downtown Airport hub and maintenance center to the new facility, although a spokesman said it is possible an office would be left open at the Downtown Airport.

Zantop, a major transporter of automobile assembly parts, is one of nine

companies expected to initially operate out of the center, Mr. Haith said.

SMB Cargo Airlines of Dallas will manage the facility. SMB operates similar facilities at 11 other airports in the United States.

"This cargo center will be very attractive to major international carriers," said Jim Weaver, managing director of airplane and airline services for Ellers, Oakley, Chester & Rike Inc., a Memphis, Tenn., consulting firm involved in planning the new center.

Mr. Haith said the air cargo center has no connection with a decade-old idea of building a livestock export center at KCI to ship cattle overseas. "Nobody's talked to me about any cattle," Mr. Haith said.

COMMERCIAL REAL ESTATE

The Kansas City Star

Sunday, April 8, 1990

Developer's pains are now Haith's gains

Investment group acquires complex at Executive Hills North.

By CHRIS LESTER
Real Estate Writer

Problems and potential go hand in hand at Executive Hills North.

On one hand, Executive Hills North Inc. and the Frank Morgan financial group scrambled last week to deal with more than \$90 million in bad loans.

Those efforts resulted in an agreement Friday allowing developer Ted J. Ehney Jr.'s company to transfer property ownership back to the Morgan group, which will now seek to recoup on its loans.

In exchange, Ehney and his company avoided foreclosures and got a release of personal guarantees of the debt.

On the other hand are those now seeking to gain in the wake of so much financial pain. These optimists grant that development pioneers sometimes get arrows in their back, but they create opportunity for others.

"I think there's potential," said Myron Haith, vice president of Haith & Co. and a partner in an investment group that has acquired a six-building office/warehouse complex at Executive Hills North.

Haith Airport Facilities Inc. in November acquired the six-building, 303,184-square-foot Tech Center complex from Executive Hills North, which at the time was facing the first of several foreclosures.

Haith's arrangement, in fact, may indicate the lengths the Morgan institutions may go to move the rest of Ehney's property.

Haith assumed about \$13 million in debt owed to Home Savings Association and Metro North State Bank as part of the acquisition of the largely vacant buildings. Exec Tech Partners, which has since been formed to own the property, includes Haith, Richard Brock and Stuart Kahn as general partners.

"It was a workout," Haith said. "The buildings needed help."

Haith has struck a sizable deal since taking over the Tech Center properties. Upsher Laboratories is moving its main office and pathology lab from Downtown to Tech Center Building E under a 10-year lease of 25,493 square feet.

Haith acknowledges that his arrangement with the Morgan institutions allows him to be "very competitive" in terms of rental



Susan Pfannmuller/Special to The Star

The Tech Center building at 10322 N.W. Prairie View Road is one of the buildings at Executive Hills North acquired by the Haith & Co.-led group.

rates. But he declined to discuss specifics of rents or the deal to assume the debt.

But an "assumption and modification" agreement filed last week at the Platte County recorder's office does provide some insight into the Tech Center deal and Morgan's intentions.

The documents affect two Tech Center buildings acquired by the Haith-led group at 10300 and 10322 N.W. Prairie View Road totaling 109,744 square feet. Those two buildings were pledged as part of a larger package of properties as collateral for a \$17.5 million loan made in 1986 by Home Savings Association.

According to the agreement filed last week, Exec Tech Partners assumed \$4 million of the larger loan to take over the two Tech Center buildings. Below-prime interest rates are to accrue on the five-year loan.

"Within three years we should have it turned around," Haith said.

But the financing is being serviced only to the extent that cash flow permits. Ninety

percent of adjusted cash flow is being used to pay accrued and unpaid interest. The balance of the adjusted cash flow is being deposited with Home Savings as a reserve for payment of interest and other expenses.

Haith & Co. also is to receive 4 percent of rental income for management fees.

"They (the lenders) don't want to be in those buildings forever," Haith said. "They want us to get them leased and get new financing" to repay the existing loans.

Financing under the assumption and modification agreement carries limited recourse, meaning Home Savings can pursue the new owners personally in the event of a default only for some interest or misapplied funds.

Haith, which has developed two other nearby industrial parks, is interested in developing an additional 50 acres adjacent to the Tech Center, but his energy is focused for now on leasing.

"It's going to live or die by the airport," Haith said. "That's why those buildings are out there."

SUNDAY Business

SUNDAY, August 11, 1991

THE KANSAS CITY STAR

COMMERCIAL REAL ESTATE

Leasing proceeds at Exec Tech Center

Occupancy of complex is approximately 60 percent.

By CHRIS LESTER
Real Estate Writer

The new owners of the Exec Tech Center part of Executive Hills North are making leasing headway.

Haith & Co. has landed three recent leases totaling nearly 50,000 square feet at the office/warehouse complex northwest of Interstate 29 and Tiffany Springs Parkway. The new leases increase occupancy of the five-building, 300,000-square-foot complex to about 60 percent.

"We are not elated, but we are happy," said Bob Strauss of Haith & Co. "We are fortunate because we are able to set lease rates to the market."

Haith & Co. principals are partners in an investment group that acquired the largely vacant Tech Center complex as Executive Hills North collapsed in late 1989. Exec

Tech Partners includes Myron Haith, Richard Brock and Stuart Kahn as general partners.

The new owners recently signed a 31,000-square-foot lease with Trans World Airlines, which is using space for aircraft parts storage for its nearby maintenance base. Besides Strauss, Don Maddux of Commercial Realty Resources Inc. helped negotiate the lease.

Moreover, Broadcast Data Systems plans to move from Downtown to 13,000 square feet at the Exec Tech Center. Strauss and Dan Quinn of Zimmer-Steinbach Brokerage Co. negotiated that lease.

And Trans-Aero Industries Inc. also has signed a 5,000-square-foot lease at the Exec Tech Center. Trans-Aero, a new company to metropolitan Kansas City, installs telephones in aircraft.

Despite recent leases, Strauss said the Northland industrial market remains relatively soft, both in terms of vacancies and lease rates.

"It's extremely competitive," Strauss

said. "Everybody is willing to go to the mat to get a tenant."

Although Exec Tech Center suffered from the largest vacancies in the Northland market, the new owners benefited from favorable restructured financing when they acquired the property from Executive Hills North.

"We've been successful because we know the market well enough to know where rates needed to be to make deals," Strauss said.

Occupancy at the Exec Tech Center has more than doubled since Haith & Co. took over leasing and management of the property.

Haith & Co. has an interest in developing an additional 50 acres adjacent to the Tech Center, but the focus for now is on leasing. The company also owns and manages the 100-acre Airport Industrial Park, the 123-acre KCI Industrial Park, the Oakridge Warehouse Complex and the Bond Street Business Center in Johnson County.



Don Delphia photo

A giant step for the area's airfreight industry

... Myron Haith, whose company developed a new \$10 million air cargo building at Kansas City International Airport, with the building's first international arrival — a C-180 transport from England.

New air cargo building opens field for airfreight carriers flying at KCI

BY DOUG HITCHCOCK

Myron Haith stood on the runway apron at Kansas City International Airport, watching workers preparing to unload a cargo plane of British registry.

"This is an historic moment," he exclaimed. "This is the first international flight we've had land. Here, now we're truly an international operation."

The 33-year-old vice president of Haith & Co., Kansas City developers and property managers, says business is already soaring at the \$10 million air cargo building his company developed at KCI. The structure, dedicated Nov. 13, is the third airfreight facility at the airport and the first to be added since KCI opened in 1973.

Metro North State Bank provided construction financing for the \$10 million project, Haith said. He obtained a 30-year lease on the land from the city. At the end of the lease, ownership of the building will transfer to the city.

Haith & Co. is managing the property. SMB Stage Line is providing on-site operations assistance and supervision.

Spokesmen for airfreight companies say Haith's building fills what has been a crying need for additional facilities for cargo processing. Already, seven airfreight companies have set up offices and freight processing operations in the new building.

Of the 70,000 square feet available, only 15,000 remain to be leased. Haith says it should be no problem to fill the building.

"We're negotiating on that space right now, but nothing's firm yet," Haith said.

In the wake of his local success, Haith has cast out to other cities; he's building a similar facility at St. Louis-Lambert Field and seeking other markets in which to build.

"The larger airports have facilities like this, but it's still a relatively new thing in most cities," he said.

When KCI was built, the airfreight industry was still in relative infancy. Trans World Airlines built one air cargo facility and another general aviation cargo facility was built for lease to other airfreight firms.

As the airfreight industry grew, those buildings "were often overbooked," said John Duba of the Kansas City Aviation Department. With 10 airfreight companies moving nearly 700 million pounds of cargo and mail a year, there was little room for new companies or growth among those on hand.

"We were working in a shoebox," Tim Manion, manager of Federal Express, said of his firm's former facilities in the general aviation facility.

To boot, the general aviation facility was built without proper runway aprons, so it was impossible to park and unload cargo planes nearby.

That forced the airfreight companies to sublease ramp space from the commercial airlines.

"Things got complicated with all those freight trucks weaving around the mil-

It had been an expensive, time-consuming arrangement. Airfreight firms had to haul cargo by truck for miles to and from waiting aircraft.

lion-dollar aircraft," said Jim Mallon, director of the aviation department.

It was an expensive arrangement, and time-consuming. Spokesmen for the airfreight firms said cargo had to be hauled by truck miles to and from waiting aircraft.

"The aircraft now will come in right at our back door. Before we had to truck the cargo 2 1/2 miles from the airplane to our office. That cost us time and money," said Ross Troutner, district operations manager of Burlington Air Express.

"We won't have to depend on an open passenger gate anymore," said Jack Smith, manager of SMB Stage Line.

Manion said the new facility will provide adequate room for Federal Express operations. The amount of freight Federal handles in Kansas City has grown by about 25 percent a year, to about 120,000 pounds a day.

"One of the basic things we can do now is sort our packages indoors out of the rain and the snow, which is better for our crews and better for our packages," Manion said.

Executive Hills North gets new players

By Julius A. Karash
Star business & financial writer

The upheaval that has hit Executive Hills North in recent months has created opportunities for several real estate companies.

The role of these new players is evidenced by their marketing signs at the development site along Interstate 29. Behind the scenes, they are negotiating with potential tenants.

Those negotiations already have resulted in a new lease for one of the Executive Hills North office-warehouse buildings, part of the Executive Hills Tech Center.

Bob Hurst, chief of citywide planning, said the Executive Hills North commercial buildings are viable locations. The success of leasing efforts will depend on those doing the marketing, he said.

"If they've got sufficient national and regional contacts for potential tenants, then their marketing can be even stronger than Executive Hills North originally was," Hurst said.

Executive Hills North is a largely undeveloped 3,500-acre tract near Kansas City International Airport that has been rocked by serious cash-flow problems. Most of the commercial buildings in the development have been foreclosed upon by lenders or sold.

In addition, the FBI is investigating the financial dealings of Executive Hills North.

But the new players at Executive Hills North are trying to look past the development's problems toward future leases. Some of those players:

Cohen-Esrey Real Estate Services Inc., now in charge of leasing and management for five buildings that were foreclosed upon Nov. 27 by Teachers Insurance and Annuity Association of America, a New York pension fund. Teachers held a \$25.2 million mortgage that was in default. Cohen-Esrey previously has marketed space at Executive Hills North and the nearby Am-



Cohen-Esrey Real Estate Services handles leasing at the First Savings Bank building at Executive Hills North.

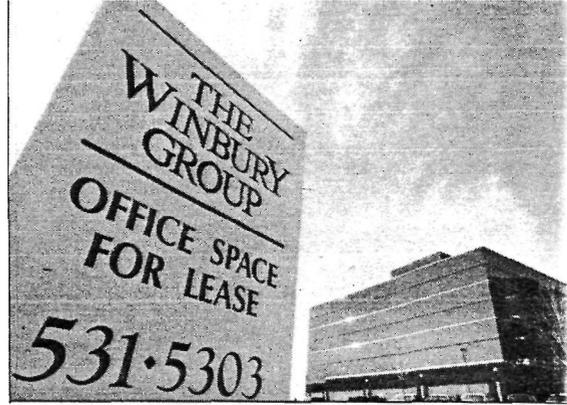
bassador Park development.

- The Winbury Group, the leasing and managing agent for three office buildings foreclosed upon Nov. 17 by Lutheran Brotherhood, a Minneapolis insurer. The lender held a \$14.5 million mortgage that was in default.

- Haith & Co., the managing general partner of Executive Tech Partners, a Missouri general partnership that bought the six Executive Hills Tech Center buildings Nov. 17 for assumption of about \$13 million in outstanding debt. Haith & Co. also is the leasing and managing agent for the buildings.

Myron Haith, vice president of Haith & Co., noted that his firm already had been involved with airport-area industrial properties before it acquired the six Tech Center buildings.

"I was always excited that (Executive Hills North Chairman) Ted Ehney was moving forward in the area," Haith said. "But when he began having problems, I thought it was important to step in and carry on. The Northland is the future of Kansas City, Mo., and the momentum



The Winbury Group is leasing space at the Farm and Home Savings Association building at Executive Hills North. (staff photos by Sonnet Velazquez)

has to continue."

Haith said he and his colleagues recently signed a 10-year-lease with Upsher Laboratories of Kansas City to occupy 25,495 square feet in Tech Center Building E on Northwest 101st Terrace. Upsher is moving its main office and a pathology laboratory from 20 E. 14th St.

Other leases are close to being signed, Haith said, adding that he and his colleagues may eventually acquire 50 undeveloped acres adjacent to the Tech Center buildings.

Cohen-Esrey and the Winbury Group also are talking to potential tenants. Neither will identify their prospects, but it is important that these leasing efforts are taking place as two major real estate moves are shaping up.

Namely, Farmland Industries Inc. is looking for a new Northland headquarters site and WORLDSPAN Travel Agency Information Services, which already has offices in Executive Hills North, said recently that it could create up to 900 jobs in the area in the next few years.

WORLDSPAN is the result of a recent merger between PARS and the flight reservations system of Delta Air Lines.

"We're talking to every potential tenant north of the river leaving no stone unturned," said Ted A. Murray, president of the Winbury Group.

Murray said selling points for the Lutheran Brotherhood buildings, on North Executive Hills Boulevard, include high visibility and good access to Interstate 29 and the airport.

"And we've added a new element, the fact that Lutheran Brotherhood is a financially strong owner."

In the same vein, Bob Keatley of Cohen-Esrey said leasing efforts are being aided by the ownership role of Teachers Insurance. "Teachers is a strong owner, and they have a good name," Keatley said.

But in real estate, there are times when marketing efforts are best served by a new name. Accordingly, Haith said he and his partners are contemplating a new name for the Executive Hills Tech Center.

"I don't think the Executive Hills name has caused us any problems in negotiating deals," Haith said. "We just want our own identity."

Financial Prognosis Good

Two Properties Rejuvenated



Stoneybrook South . . . profit turnaround and recent sale

By Joe Roberts
Business-Real Estate Editor

Two apartment properties in Greater Kansas City have been successfully turned around by an area real estate firm, at a time when such properties have been considered poor investments because of a rental market that failed to adjust to rising operational costs.

Haith & Co. took over management responsibilities at Stoneybrook South Apartments, 1508 Thomas, Grandview, and Avanti East Apartments, 416 E. 3rd, Lee's Summit, in January, 1976.

Robert A. Russell, executive vice-president of the firm, said operational cost increases and "overlending" by many institutional investors had led many U.S. multifamily projects into trouble at that time.

"Without proper management procedures, tailored to each specific

property, problems readily mounted and many times impelled a property into foreclosure or forced sale," he said.

Avanti East with 120 units and Stoneybrook South with 96 units had been managed by the original developers, who were losing about \$11,000 a month.

"In lieu of foreclosure, two local investment partnerships decided to absorb the current losses, looking at Haith & Co. to turn the properties into positive cash flow operations," he said.

Russell said management procedures were designed to meet the specific needs of each project, troublesome and nonpaying tenants were evicted, needed capital was invested and close controls were kept on spending.

"During the following 12 months the gross rent collection increased more than 41 per cent. January, 1976, collections had been \$27,368,

while January, 1977, collections totaled \$38,656. The rental increases were made possible by attempting to give tenants a pleasant living environment and providing prompt and efficient services."

The rental rates obtained through proper management procedures, along with a successful appeal for reductions in real estate taxes, have turned the distressed properties into viable and successful investments, Russell said.

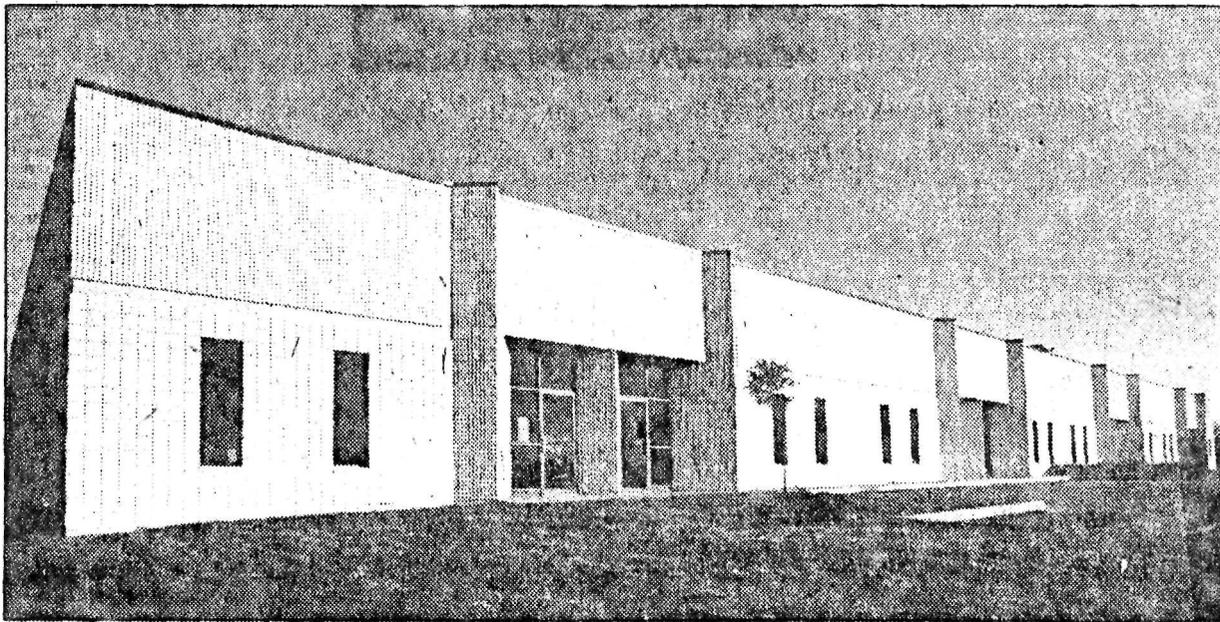
Larry Haith, president of the firm, said the company practices several cost-saving methods designed specifically for troubled properties.

"During periods of high turnover, because of rent increases and 'cleaning house,' we manage enough property to justify full-time painting and maintenance personnel," he said. "We don't add a profit margin when we bill the properties for labor, thus passing on savings to the owner over standard contract labor rates. It costs us about \$50 to paint an average 2-bedroom apartment, including paint. A painter's normal fee runs from \$75 to \$100 for the same apartment.

"We use the same cost-saving techniques with our maintenance men. We buy our paint and maintenance supplies in bulk for quantity discounts and bill the materials to the individual properties when used."

Stoneybrook South recently was purchased by Wes-Pac Real Estate Investment Trust, Los Angeles. Haith & Co. handled the negotiations.

Founded in October, 1975, by Haith and Russell, the company has leased more than 40,000 square feet of office space, sold more than \$8 million in property and now manages about 400 apartment units. The firm, formerly at 605 W. 47th, expanded this month to offices at 4635 Wyandotte. The firm specializes in the sale and management of investment property and office leasing.



One of four warehouse-office buildings in the Oakridge Business Park at 89th and Quivira

Business park is nearing adulthood

Four of five speculative warehouse-office buildings planned for the Oakridge Business Park in western Overland Park are completed and 85 percent occupied.

Lawrence L. Haith, president of Haith & Co., developers of the property, said only one building, a speculative warehouse-office structure with 30,000 square feet of leasable space, remains to be built on the six-acre, L-shaped tract at what would be 89th and Quivira.

The site is in the middle of the Congleton Industrial Park, a development of light industrial and warehouse buildings. Stretching

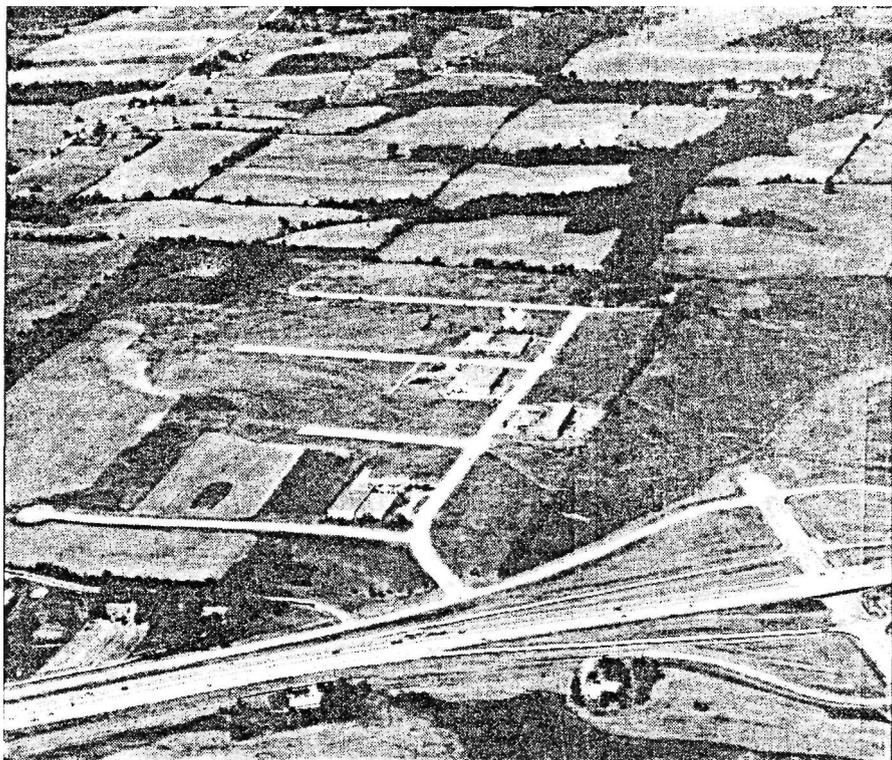
south from 87th between Interstate 35 and Nieman Road, the site straddles the Overland Park-Lenexa city limits.

The four Haith & Co. buildings, of masonry construction with slit-block facings, were built by the Phillips Construction Co. of Kansas City. The buildings have 16-foot-high ceilings and separate docks. The interiors are unfinished and will be completed to the specifications of each tenant.

Haith announced recently that eight tenants already have occupied space at Oakridge: Tab Products, a filing equipment and products firm; Acme Floor Co., sellers and installers of floor cov-

erings; First Communication Corp., a large, privately owned telephone company; Mid-America Gymnastic Academy, a training center for gymnasts; CW Construction Co., a local design and construction team; Nu-Way Systems, carpet dyeing specialists; Don Kopp Interiors Inc., a decorating service for builders and homeowners specializing in floor coverings; and Starbright Industries, manufacturers of skid-proof cement and a cleaning agent.

Haith said space is available in one of the four buildings, in segments ranging from 2,300 to 18,500 square feet.



An X (top, center) marks the approximate location of the newest tenant in the Airport Industrial Park, located south and west of Interstate 29 (foreground) and Tiffany Springs Parkway (far right) in Kansas City, North. Circle Air Freight is planning a 23,000-square-foot structure on the site at N.W. 97th and N. Conant streets. The park, recently acquired by a New York-based limited partnership, was formerly known as the Platte Industrial Park.

Industrial park gets a new name

By The Star's real estate editor

After 20 years as a quasi-public real estate development, the 130-acre Platte Industrial Park has acquired a new name and a new tenant after only a few months of private ownership.

The industrial park, located just south and west of the intersection of Interstate 29 and Tiffany Springs Parkway in Kansas City, North, has been renamed Airport Industrial Park by its new owners, a New York-based limited partnership.

The partnership, Airport Industrial Associates, is managed by Richard Brock and Steve Yabers. Both men are attorneys and real estate investors. Mr. Brock owns investment real estate throughout the nation, including the Westport Central Apartments in Midtown Kansas City.

Myron Haith of Haith & Co., the new exclusive real estate agency for the park, said last week that the new owners have already sold a 1/4-acre tract within the park, the site near N.W. 97th Terrace and N. Conant Street having been acquired by Circle Air Freight Co.

Circle, a national freight firm based in San Francisco, is currently located in a multi-tenant building at N.W. 104th and N. Everest streets in the KCI Industrial Park. That building is owned by Haith & Co.

Mr. Haith, who negotiated the Circle sale, said the air freight firm is starting construction on a one-story office-warehouse facility at the Airport Industrial Park, the new building to contain 3,000 square feet of offices and 20,000 square feet of warehouse area.

A block-and-metal built-up wall structure, the new Circle building is being erected by Construction Unlimited of Vandalia, Ohio, Mr. Haith said.

The land sale, only the sixth such transaction in the two-decade history of the industrial park, is the first of many such deals Mr. Haith hopes will be made in the park in the next few years. Mr. Haith and Olen Monsees of B.A. Karbank & Co. negotiated the sale of the park.

The name change, Mr. Haith said, reflects the desires of the new owners to attract more air-related businesses to the park, located about a mile south of Kansas City International Airport.

To create more traffic in the park—and create more sales—the new owners are planning construction of a speculative multi-tenant building in the park in coming months, Mr. Haith added.

Originally a 130-acre development, Airport Industrial Park now has 88.5 acres of land for sale following the Circle Air Freight sale. The park was developed initially by the Kansas City Industrial Foundation, a group of area

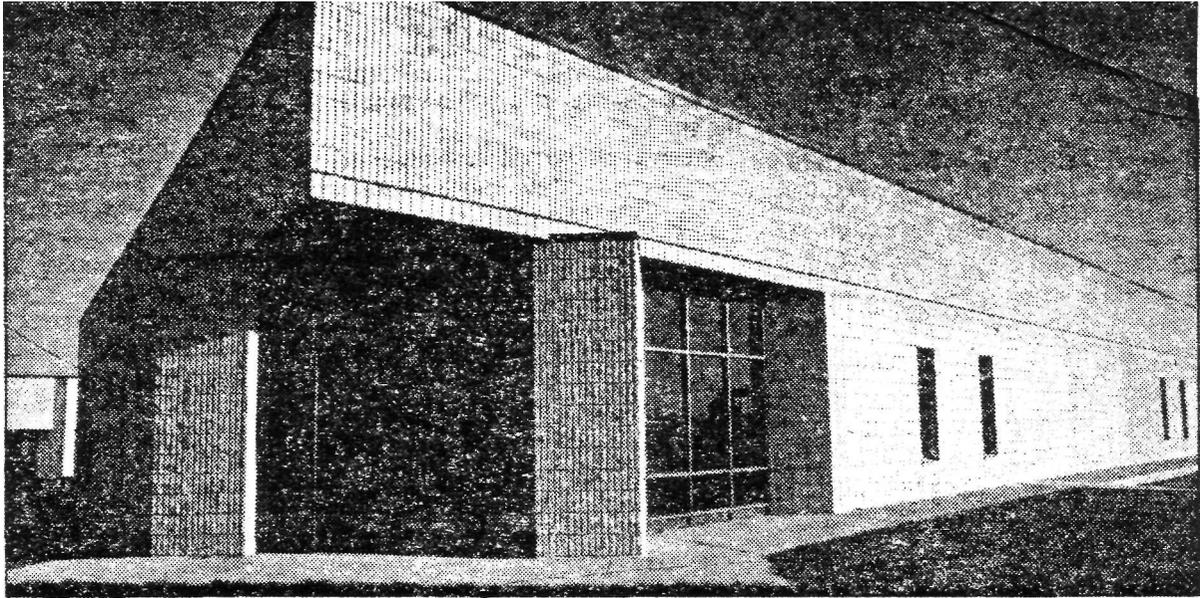
business and civic officials formed in 1961 to assist in the industrial and commercial development of Kansas City.

Acquisition and development of the park was financed by charitable contributions from 43 major Kansas City area businesses. The foundation, formed under the auspices of the Chamber of Commerce of Greater Kansas City, is now affiliated with the Kansas City Corporation for Industrial Development (KCCID).

To date, only four parcels have been developed in the park on 30 acres. Those developments include an aircraft tire recapping plant for B.F. Goodrich; the Kansas City Crane and Hoist Division of Dean Research Corp.; a facility for Sealright, a subsidiary of Phillips Petroleum involved in packaging machinery and paper packaging, and Ayres Plastics, makers of acrylic sheet for Bell Telephone systems and other companies.

Another 10 acres has been purchased, but not developed, by Hospitality Motor Inns.

"It's going to be a long haul; they (the new owners) realize that," Mr. Haith said of the park's future. "But the return to these people can be substantial if we are able to sell 10 to 20 acres in the next five years. That would be real good."



The new 30,000 square foot warehouse developed by Haith & Co., at 89th and I-435.

Haith expands city holdings

Haith & Company, Inc. was formed in late 1975 and had its first office on the Country Club Plaza, Kansas City, Mo. In May of 1982, the Plaza office was closed and the company relocated in Overland Park, Kan. The firm has enjoyed a very successful history in the areas of commercial/industrial real estate. Haith & Company, Inc. also has a wide range of experience in syndications of properties, natural resources, and entertainment ventures.

Larry Haith, the president of Haith & Company, Inc. has spent the last 14 years in investment property sales and management and now is a certified property manager. The vice president of the firm, Myron Haith, has specialized in the sales and leasing of industrial and investment properties. The sales force of the firm has increased from 3 to 5 licensed salespeople in 1982, and at least one more licensed salesperson will be added this year.

Some of the major projects for

Haith & Company in 1982 included: Rehabilitation at a cost of \$800,000 on a 200 unit highrise apartment building that was completely vacant due to a fire; increasing the occupancy level of a 20,000 square foot Overland Park office building from 60 percent to 98 percent by rehabilitating unused space and exercising proper management; and breaking ground on a 30,000 square foot warehouse space in Congleton Park at 89th & I-435, Frontage

KANSAS CITY BUSINESS JOURNAL

JANUARY 14-20,2005

AUGUST 6-12, 2004

AAA Van Lines Inc. has leased about 2,620 square feet at 11622 W. 90th St Randi Haith of Haith & Co. negotiated the transaction.

Menlo Worldwide has renewed its lease for about 15,000 square feet at 1100 Mexico Ave. Myron Haith of Haith & Co. negotiated the transaction.

Dentek Inc. has leased 13,495 square feet of office space at 8052-68 Reeder Road in Lenexa. Randi Haith of Haith & Co. represented Dentek, and Phillip Algrim of Tjrammell Crow Co. represented the landlord.

SKF America has renewed its lease for about 2380 square feet at 8301 N.W. 101st Terrace, No. 7. Myron Haith of Haith & Co. negotiated the transaction.

SEPTEMBER 3-9,2004,

Transcendent has leased about 1,500 square feet at 8897 Lenexa Drive. Randi Haith of Haith & Co, negotiated the transaction.

Plex Plus has renewed its' lease of about 4,718 square feet at 8835,37,39 and 41 Bond St. Randi Haith of Haith & Co. negotiated the transaction.

OCTOBER 1-7,2004

Punch Software has renewed its lease for about 25,250 square feet at 7900 N.W. 100th St. Myron Haith of Haith & Co. negotiated the transaction.

Johnson County Library has leased about 3,000 square feet at 11313-17 W. 87th Terrace. Randi Haith of Haith & Co. negotiated the transaction.

DECEMBER 24-30,2004

SALES/LEASES

Sales/Leases lists who is taking leases and who is making leases. These are gleaned from releases from commercial property managers and real estate firms

O'Neill Manufacturing Inc. has renewed Its lease of about 10,000 square feet at 8905-09 Lenexa Drive. Randi Haith of Haith & Co, negotiated the transaction.

Grayling Inc. has renewed its lease of about 1355 square feet at 11419 W. 87th Terrace. Randi Haith of Haith & Co. negotiated the transaction.

Fastenal Co. has leased 5,373 square feet at 4234 Kansas Ave. in Kansas City, Kan., from 1420 Associates LLC Rick Chamberlain and John Green of Zimmer Real Estate Services Inc. represented Fastenal, and Larry Haith of Haith & Co. represented the landlord.

State Beauty Supply has leased about 10,440 square feet at 7900 N.W. 100th St, LL No. 2. Myron Haith of Haith & Co. negotiated the transaction.

BAX Global has renewed its lease for about 20,000 square feet at 1008-1026 Mexico City Ave. and 87,875 square feet of ramp space. Myron Haith of Haith & Co. negotiated the transaction..

JANUARY 28 - FEBRUARY 3, 2005

Boyer Transportation LLC has bought a 12,000-square-foot industrial building at 10900 Lackman Road. Don Sebert of Fishman & Co. represented the seller, and Randi Haith of Haith & Co. represented the buyer.

Stratton Mechanical has renewed its lease for about 1300 square feet at 8.891 Lenexa Drive. Randi Haith of Haith & Co. negotiated the transaction.

Dr. Dent has renewed its lease for about 5,240 square feet at 11610-11614 W. 90th St. Randi Haith of Haith & Co. negotiated the transaction.

FEBRUARY 11-17,2005

Fastenal Co. has leased about 5373 square feet at 4232 Kansas Ave. Lary Haith of Haith & Co. negotiated the transaction.

DBI Inc. has renewed its lease for about 2390 square feet at 11660 W. 90th St Randi Haith of Haith & Co. negotiated the transaction.

Kaman Industrial Technologies has renewed its lease for about 7,320 square feet at 4228 Kansas Ave. Randi Haith of Haith & Co. negotiated the transaction.

Executive Limousines of KC has renewed its lease for about 7,140 square feet at 8248 N.W. 101st Terrace., Suites 14,15 and 16. Myron Haith of Haith & Co. negotiated the transaction.

FEBRUARY 25-MARCH 3,2005

Menlo Worldwide Forwarding Inc. has renewed its lease for about 15,000 square feet of building space and 40,000 square feet of ramp at 6111 McDonnell Douglas Blvd. Myron Haith of Haith & Co. negotiated the transaction.

Murphy Produce has renewed its lease for about 3,000 square feet at 8871-73 Lenexa Drive. Randi Haith of Haith & Co. negotiated the transaction.

Carter Commercial Property Services has leased about 1300 square feet at 8899 Lenexa Drive. Randi Haith of Haith & Co. negotiated the transaction.

THE BUSINESS JOURNAL

MARCH 25-31, 2005.

Great Plains Contractors Supply has leased about 4,355 square feet at 8853 Lenexa Drive. Randi Haith of Haith & Co. negotiated the transaction.

Q4 Industries LLC has leased about 4,420 square feet at 8845 Lenexa Drive. Randi Haith of Haith & Co. negotiated the transaction.

JUNE 3-9, 2005

Menlo Worldwide Forwarding Inc. has renewed its lease for about 20,000 square feet at 1100 Mexico City Ave. in Kansas City. Myron Haith of Haith & Co. negotiated the transaction.

BAX Global has renewed its lease for about 20,000 square feet at 1026 Mexico City Ave. in Kansas City. Myron Haith of Haith & Co. negotiated the transaction.

U.S. Filter has leased about 4,560 square feet in the Kansas Avenue Business Center, 4232 Kansas Ave. In Kansas City, Kan. Allan Kaufman of Zimmer Real Estate Services Inc. represented the tenant, and Larry Haith of Haith & Co. represented the landlord.

Select Flooring Distributors Inc. has leased about 1,500 square feet at 8885 Lenexa Drive. Randi Haith of Haith & Co. negotiated the transaction.

True Turf has leased about 1,500 square feet at 8887 Lenexa Drive. Randi Haith of Haith & Co. negotiated the transaction.

OCTOBER 7-13, 2005

Pacesetter Enterprises has leased about 1,500 square feet at 8899 Lenexa Drive. Randi Haith of Haith & Co. negotiated the transaction.

Glacier Clear has renewed its lease for about 5,410 square feet at 7810 N.W. 100th St. Myron Haith of Haith & Co. negotiated the transaction.

Boyd Coffee Co. has renewed its lease for about 1,500 square feet at 11325 W. 87th

Terrace. Randi Haith of Haith & Co. negotiated the transaction.

Hillyard Inc. has leased about 18,000 square feet at 9740-50 N. Seymour St. in Kansas City. Myron Haith of Haith & Co. negotiated the transaction.

JULY 29-AUGUST 4, 2005

Concentra has renewed its lease of about 8,000 square feet at 4214 Kansas Ave. Randi Haith of Haith & Co. negotiated the renewal.

Hanger Prosthetics and Orthotics East Inc. has renewed its lease of about 10,000 square feet at 8248 N.W. 101st Terrace, Suite 1. Myron Haith of Haith & Co. negotiated the renewal.

AUGUST 12-18, 2005

Haith & Co. has bought a 6,000-square-foot building at 308 Blue Ridge Blvd. in Grandview. Mark Long of Zimmer Real Estate Services Inc. ONCOR International handled the transaction.

AUGUST 19-25, 2005

BAX Global inc. has renewed its lease for about 89,875 square feet at 1026 Mexico City Ave. Myron Haith of Haith & Co. negotiated the transaction.

Fast Food has renewed its lease for about 2,000 square feet at 11433 W. 87th. Terrace. Randi Haith of Haith & Co. negotiated the transaction.

Vaughn Storage has renewed its lease for about 3,000 square feet at 8875-77 Lenexa Drive. Randi Haith of Haith & Co. negotiated the transaction.

JULY 8-14, 2005

H. Hoffman Co. has renewed its lease for about 2,290 square feet at 11648 W. 90th St. Randi Haith of Haith & Co. negotiated the transaction.

TWA has renewed its lease for about 11,000 square feet at 7900 NW 100th St., No. 11. Myron Haith of Haith & Co. negotiated the transaction.

Transcendent has renewed its lease for about 1,500 square feet at 8897 Lenexa Drive. Randi Haith of Haith & Co. negotiated the transaction.

Darby Group Inc. has renewed its lease for about 9,745 square feet at 8301 N.W. 101st Terrace, No. 1. Myron Haith of Haith & Co. negotiated the transaction.

One heart... one mind has leased about 3,200 square feet at 11301-05 W. 87th Terrace. Randi Haith of Haith & Co. negotiated the transaction.

Siemens Real Estate has leased about 4,560 square feet at 4232 Kansas Ave. Randi Haith of Haith & Co. negotiated the transaction.

NOVEMBER 11-17, 2005

Prestige Plumbing has renewed its lease for about 1,500 square feet at 8889 Lenexa Drive. Randi Haith of Haith & Co. negotiated the transaction.

Shawnee Community Services has renewed its lease for about 1,500 square feet at 11321 Bond St. Randi Haith of Haith & Co. negotiated the transaction.

World Unique Imports has renewed its lease for about 3,000 square feet at 8863-8883 Lenexa Drive. Randi Haith of Haith & Co. negotiated the transaction.

Midwest Skylight Systems LLC has renewed its lease for about 2,290 square feet at 11640 W. 90th St. Randi Haith of Haith & Co. negotiated the transaction.

Glacier Clear has renewed its lease for about 5,410 square feet at 7810 N.W. 100th St. Myron Haith of Haith & Co. negotiated the transaction.

Boyd Coffee Co. has renewed its lease for about 1,500 square feet at 11325 W. 87th Terrace. Randi Haith of Haith & Co. negotiated the transaction.

Shawnee Community Services has leased about 1,500 square feet at 8893 Lenexa Drive, Randi Haith of Haith & Co. negotiated the transaction.

Hillyard Inc. has leased about 18,000 square feet at 9740-50 N. Seymour St. Myron Haith of Haith & Co. negotiated the transaction.

Pacesetter Enterprises has leased about 1,500 square feet at 8899 Lenexa Drive. Randi Haith of Haith & Co. negotiated the transaction.

KANSAS CITY BUSINESS JOURNAL

SEPTEMBER 1-7, 2006

FEBRUARY 3-9, 2006

Prairie View Business Center, a new partnership formed by Haith & Co. Realtors, has bought two buildings formerly known as Executive Hills North containing about 110,000 square feet in Kansas City. Mike Klamm of Collier Turley Martin Tucker represented the seller. Haith & Co. Realtors is in charge of property management and exclusive leasing of the property.

Robbie Manufacturing has bought a 22,000 square-foot industrial building at 10810 Mid America Ave. in Lenexa. Duane Poppe and Mark Sonnenberg of Collier Turley Martin Tucker represented the seller, and Haith & Co. Realtors represented the buyer.

State Beauty Supply of North Kansas City Inc. has renewed its lease for about 10,450 square feet at 7860 N.W. 100th St. Myron Haith of Haith & Co. Inc. negotiated the transaction.

SFK America has renewed its lease for about 3,500 square feet at 8301 N.W. 101st Terrace, No. 7. Myron Haith of Haith & Co. Inc. negotiated the transaction.

Hanger Prosthetics and Orthotics East Inc. has renewed its lease for about 10,000 square feet at 8248 N.W. 101st Terrace, Suite 1. Myron Haith of Haith & Co. Inc. negotiated the transaction.

MAY 5-11, 2006

Stratton Mechanical has renewed its lease for about 1,500 square feet at 8891 Lenexa Drive. Randi Haith of Haith & Co. Inc. negotiated the transaction.

Murphy Produce has renewed its lease for about 3,000 square feet at 8871-73 Lenexa Drive. Randi Haith of Haith & Co. Inc. negotiated the transaction.

Cornerstone Bible Church has leased about 16,687 square feet of warehouse space at 10332-36 N.W. Prairie View Road. Myron Haith of Haith & Co. Inc. negotiated the transaction.

State Beauty Supply has signed an additional lease for about 2,380 square feet at 7900 N.W. 100th St., LL3. Myron Haith of Haith & Co. Inc. negotiated the transaction.

Spot Coolers has leased about 4,717 square feet of warehouse space at 8817, 8819, 8849 and 8851 Bond St. Randi Haith of Haith & Co. Inc. negotiated the transaction.

MAY 19-25, 2006

Shure MFG has leased about 2,380 square feet of warehouse space at 39 and 41 Bond St. Randi Haith of Haith & Co. Inc. negotiated the transaction.

Recommendation Letters

**AIR
CARGO
LOADMASTERS, INC.**



6113 McDonnell Blvd.
St. Louis, MO 63134

November 29, 2006

Mr. Myron Haith
Vice President
Haith & Company, Inc.

Dear Myron:

I would be honored to write a letter of recommendation for you and your fine company. This also includes St. Louis Air Cargo Services, Inc. and K.C. Air Cargo Services, Inc. our present landlords.

Mr. Myron Haith and his associates have been Air Cargo Loadmasters landlords in St. Louis and Kansas City for many years. We could not have been successful without their fine facilities and personal help. It takes a special individual to operate in the airport atmosphere with all of the unique needs concerning security and safety. Haith & Company has demonstrated this time and time again making a difficult task achievable.

I can be contacted personally if required.

Sincerely,

A handwritten signature in blue ink, appearing to read "Terry O'Brien".

Terry O'Brien
President
Air Cargo Loadmasters, Inc.

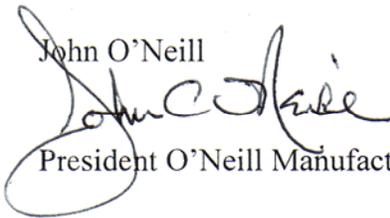
To Whom It May Concern:

Our Company, O'Neill Manufacturing Inc., maker of marine and motorcycle tie downs and accessories has been with Haith and Company for over 20 years. We were located at 1104 Cody and now are at 8905 Lenexa Drive, Overland Park KS.

I have worked with Larry, Myran, and Randi all during those years. I have found them very responsive to all my concerns and needs. I recommend them fully; any questions please give me a call at 913-541-1770.

Best Regards,

John O'Neill



President O'Neill Manufacturing Inc.



November 26, 2006

Mr. Larry Haith
Haith and Company
11415 West 87 Terr.
Overland Park, Ks. 66214

Dear Larry:

I want to take an opportunity to tell you how much we enjoy our office/warehouse space. Haith and Company has been extremely helpful and has taken care of all of our needs. I know that our lease arrangements were not the easiest for you to accommodate, but you did accommodate our exact needs.

Once again, I want to thank you and your staff for all that you have done. If we can ever be of assistance in providing a reference to future tenants, please let me know.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Alan Jacobs', is written over the printed name below it.

Alan Jacobs

8845 Lenexa Dr. Overland Park, Ks. 66214



November 7, 2006

To Whom It May Concern:

During the past 5 years, I have been a tenant of Haith & Company, Inc. in the Executive Hills Tech Center. I welcome this request to provide a recommendation on their behalf.

In my association with Haith & Company, they have been very easy to work with. Improvements have been made in a timely manner to keep the location desirable, calls are returned and maintenance is handled promptly.

I have had an opportunity to work with other management companies and I can say that Haith & Company, Inc. is at the top of the list.

Sincerely,

A handwritten signature in black ink, appearing to read "Lisa Lysell", with a long, sweeping underline.

Lisa Lysell
Vice-President

DONALD W. MEGLE, JR., MICHIGAN
J. JAMES EXON, NEBRASKA
ALBERT GORE, JR., TENNESSEE
JOHN D. ROCKEFELLER IV, WEST VIRGINIA
LLOYD BENTSEN, TEXAS
JOHN F. KERRY, MASSACHUSETTS
JOHN B. BREAU, LOUISIANA
BROCK ADAMS, WASHINGTON

NANCY LONDON KASSEBAUM, KANSAS
LARRY PRESSLER, SOUTH DAKOTA
TED STEVENS, ALASKA
BOB KASTEN, WISCONSIN
PAUL S. TRIBLE, JR., VIRGINIA
PETE WILSON, CALIFORNIA
JOHN MCCAIN, ARIZONA

RALPH B. EVERETT, CHIEF COUNSEL AND STAFF DIRECTOR
WALTER B. McCORMACK, JR., MINORITY CHIEF COUNSEL AND STAFF DIRECTOR

United States Senate

COMMITTEE ON COMMERCE, SCIENCE,
AND TRANSPORTATION

WASHINGTON, DC 20510-6125

September 30, 1988

Mr. Myron Haith
President
K.C. Air Cargo Services, Inc.
11415 West 87th Terrace
Overland Park, Kansas 66214

Dear Mr. Haith:

Congratulations on being honored recently at the Economic Development Corporation's Commitment to Kansas City Awards Luncheon. Your investment in Kansas City creates significant opportunities and provides a foundation for continued growth and development.

I am pleased to join in this salute to your achievements.

Sincerely,



John C. Danforth

UNITED STATES DEPARTMENT OF JUSTICE
IMMIGRATION AND NATURALIZATION SERVICE
9747 NORTH CONANT AVENUE
KANSAS CITY, MISSOURI 64153

April 14, 1986

Mr. Myron Haith
Haith & Company, Inc.
8001 Conser
Overland Park, Ks. 66204

Dear Myron,

As District Director for the Immigration and Naturalization Service, I want to personally thank you for your help in locating the Immigration Service by the Kansas City International Airport. Your development within the Airport Industrial Park is an ideal location because of its proximity to the airport.

Haith & Company did an outstanding job in completing our new facility in a timely and professional manner.

The Immigration and Naturalization Service is looking forward to a long and mutually rewarding relationship with Haith & Company.

Regards.



Ron Sanders
District Director



Jerry Riffel

Councilman, 4th District

City of Kansas City, Missouri
Heart of America

24th Floor, City Hall
Kansas City, Missouri 64106

October 1, 1985

Myron Haith

Executive Vice President
Haith & Company, Inc.
8001 Conser, Suite 260
Shawnee Mission, Kansas 66204

Dear Mr. Haith:

As Mayor Pro Tern, I would like to extend a sincere congratulations to your company for being recognized at the "Commitment to Kansas City" luncheon hosted by the Kansas City Corporation for Industrial Development. This distinction places you among twenty-five top firms leading Kansas City's economic growth and development.

The City applauds your leadership in this area, which provides an invaluable example to other businesses in the community. The initiative shown by your firm will foster continued growth and development in the area, making Kansas City's dream of "urban renaissance" a reality.

I congratulate you on both your award and your effort.

Sincerely,

Jerry Riffel
Mayor Pro Tern

EXECUTIVE OFFICE
STATE OF MISSOURI
POST OFFICE BOX 720
JEFFERSON CITY, MISSOURI 65102

JOHN ASHCROFT
GOVERNOR

September 18, 1985

Mr. Myron Haith
Executive Vice President
Haith & Co., Inc.
8001 Conser, Suite 260
Shawnee Mission, Kansas 66204

Dear Mr. Haith:

I'm sorry I will be unable to be with you on September 24 for the KCCID 7th Annual Commitment to Kansas City Awards Luncheon. I will be leaving the State on September 19 for an investment mission to the Far East which has been planned for some time.

May I take this opportunity to offer my congratulations to you for the honor which will be bestowed on Airport Building Associates at that luncheon. Thank you for your personal commitment to the economic development efforts of our State. . Your investment in Kansas City and the State of Missouri is very much appreciated.

Please feel free to call on me or my staff any time we may be of assistance to you.

Sincerely,


GOVERNOR

Stuart Z. Hirschman
Attorney at Law
Suite 122
One Ward Parkway
Kansas City, Missouri 64112
Telephone [816] 931-6111

January 25, 1984

To Whom It May Concern:

RE: Larry Haith

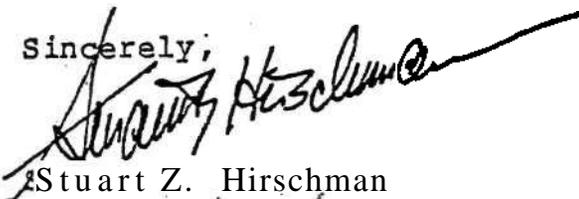
Please be advised that I was the General Partner of three different Limited Partnerships, each of which owned an apartment building in Kansas City, Missouri. After we acquired said buildings, we discovered that the then present professional management company had allowed two situations to develop which were intolerable. One was the unusually large number of vacancies that had accumulated; and the second was that a significant number of tenants had remained in their apartments, but were two or more months in arrears on their rent payments. As a result, deferred maintenance accumulated and there was a negative cash flow.

We therefore changed management companies and retained the services of Larry Haith (Haith Management Company) to become the new professional managers of our three apartment buildings. He, and his associates, gave all three buildings a great deal of excellent, professional attention. The Haith company filled all the vacant apartments; brought all rents current; contracted for and supervised all repairs and maintenance; and in general, within a reasonable period of time, got all three apartment buildings in excellent shape.

I found Larry Haith to be easy to work with; always accessible; good with tenants and with resident managers; very dedicated and hard working on our behalf at all times.

I am pleased to recommend Larry Haith highly as a true, competent professional in his field.

Sincerely,

A handwritten signature in black ink, appearing to read "Stuart Z. Hirschman", written over a horizontal line.

Stuart Z. Hirschman