



G A T E W A Y
M A N A G E M E N T

GATEWAY PROPERTY MANAGEMENT PROFILE

COMPANY
DESCRIPTION

RESOURCES AND
STRENGTHS

AREAS OF
EXPERTISE

COMPETITIVE
EDGE



We believe that by listening more intently and
we help our clients realize increased

COMPANY DESCRIPTION

Gateway Property Management provides a complete spectrum of property and real estate management services for Gateway-owned properties and select independent third-party clients. The company was founded in 2005 by veteran property manager Kathleen Luci with the belief that, by listening more intently and collaborating more closely, we can help our clients realize increased returns on their investments.

Committed to excellence, Gateway emphasizes efficiency without compromise to service. Our highly-qualified staff was specially selected to meet the varied needs of clients and tenants alike. All of our personnel are exposed to every facet of management, from acquisition to disposition. First-hand knowledge and understanding of the clients' goals allow Gateway personnel to determine and establish the appropriate business relationships with the tenants who occupy the properties.

Ms. Luci believes in an applied approach to management and is personally involved with the operation of commercial real estate on a daily basis. Her background encompasses extensive experience and training in the areas of property and asset management, construction, leasing, acquisition and finance for both institutional and private owners.

Clients of Gateway personnel have included Grossmont Shopping Center, CCRT Properties, Buie Investments, The Shidler Group, The RREEF Funds, Burnham Pacific Properties, CALPERs, and the City of San Jose Retirement Fund.

OUR FOCUS

Gateway Property Management's central focus is to provide exceptional, goal-oriented property management in a positive working environment. Understanding and meeting the needs of the tenants within the strictest contractual parameters, combined with maximizing client profits, is our mission.

We are dedicated to working conscientiously while applying practical, cost effective solutions to property issues. We possess the experience and skills required to address these issues and achieve the best possible results that will coincide with client goals.

RESOURCES AND STRENGTHS

With more than 20 years experience in commercial property management, Gateway is well equipped to address the myriad of operational challenges encountered daily in management and accounting, leasing and construction, financing, due diligence and acquisitions.

Our dedicated team has worked in tandem for several years. Our collective experience enables us to execute property transitions seamlessly and perform our duties with minimal disruption.

Gateway's client selection criterion limits the quantity of our accounts and number of properties, thus ensuring maximum attention to your project portfolio and your goals.

Gateway Property Management utilizes progressive, nationally respected property management accounting software, fully integrated with the Windows platform to provide maximum functionality.

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GATEWAY MANAGEMENT

AREAS OF EXPERTISE

Property Management: Gateway Property Management's main emphasis is property management service. Gateway has an extensive set of vendor contacts, enabling it not only to achieve economies of scale but to ensure high levels of service through secure and established relationships and constant communication.

Financial Reporting: Gateway's property management and accounting software allows accurate and timely processing of accounts payable, accounts receivable, and full general ledger financial reporting. Gateway enjoys a positive reputation for recognizing, billing, and collecting maximum revenues from their properties, thus ensuring increased cash flows.

Leasing: Gateway has considerable experience in lease negotiation, documentation and administration that allows us to consistently achieve market or higher-than-market rents on lease renewals, with favorable terms to the landlord. In addition, Gateway enjoys positive working relationships with numerous third party brokerage firms and is adept at coordinating new leasing with outside brokers.

Construction Management: Gateway has managed numerous construction projects on behalf of clients totaling millions of dollars. These projects range from complete shopping center renovations to large office tenant improvements.

COMPETITIVE EDGE

Gateway is highly motivated and maintains a degree of flexibility. We realize you cannot manage property with the push of a button—personal attention is required to protect the asset and the client. With third-party management companies in San Diego County trending toward being larger, having inflexible methods, and paying less attention to detail, our business and property management philosophy make Gateway Property Management a desirable partner.

INDUSTRY RELATIONSHIPS

The Gateway Team enjoys positive relationships with owners, developers, brokers, contractors and service providers throughout and beyond San Diego County. These relationships make us a valued customer and are conducive to establishing alliances for the long-term benefit of our clients in the form of valuably negotiated contract services, economies of scale, and increased service levels.

Gateway Property Management is a member of the International Council of Shopping Centers, through which unlimited resources are available on local, regional, national and international levels.



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