

CLIENT & CLIENT CANDIDATE LIST OF SITES

5 County Los Angeles Metropolitan Area

Jack's Published & Still Available Sites a/o 09.03.10

(Exact figures & addresses are provided only to clients under contract)

Note: List excludes some sites which may become available to all in the future.

Site # & Cur. Status	Headings	Description
109 - 122 Deleted from list		
123 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd:	Upstream North Orange County SP - \$2.7 Mil R - \$18,200 NNN / mo. 45,000 SF 70,000 ADT <u>Minor</u> C.U.P. \$650K w/ purchase; less if ground leased
124 - 133 Deleted from list		
137 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd:	Corner Eastern L. A. County SP - \$1,750,000 R - \$14,500 NNN / mo. 34,800 SF 63,000 ADT C.U.P. \$486K w/ purchase; less if ground leased
138 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd:	Corner pad w/ QSR North Orange County Not for sale R - \$150K NNN / yr. 156' x 100' net + C. A. 53,000 ADT C.U.P. after zone chg. TBD
139 - Deleted from list		
140 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd:	Corner North Orange County SF - \$3.0 Mil Not for lease 44,000 SF 73,000 ADT <u>Minor</u> C.U.P. \$690K
141 - 147 Deleted from list		
148 - Available	Type: Area: Sale / Lease: Price / Rent:	Upstream North Orange County SP - \$2.8 Mil Not for lease

	Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd:	77,600 SF 74,000 ADT C.U.P. TBD
149 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd:	Corner North Orange County SP - \$1.5 Mil Not for lease 26,000 SF 57,000 ADT C.U.P. \$525K
150 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd:	Corner or Upstream L. A. Co. Zip 90043 SP - \$1.1 - \$2.7 Mil Not for lease 25K - 36K - 48K Sq Ft 47,000 ADT Use is OK w/o C.U.P. \$465K - \$630K or \$710K (3 diff. sizes)
151 - 154 Deleted from list		
155 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd:	Corner Southern L. A. County SP - \$2.6 Mil Not for lease 66,000 SF 63,000 ADT C.U.P. \$690K
156 - 158 Deleted from list		
159 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd:	Downstream North Orange County SP - \$2.0 Mil R - \$96,000 NNN / yr 47,000 SF 71,000 ADT C.U.P. \$532K
160 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd:	Corner Southern L. A. County \$1.4 Mil Not for lease 24,000 SF (use dual 70') 56,000 ADT C.U.P. \$446K
161 - 162 Deleted from		

list		
163 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd:	Downstream Eastern L.A. County SP - \$2.3 Mil Not for lease 57,000 SF 59,000 ADT C.U.P. \$245K
164 - 165 Deleted from list		
166	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd:	Corner Eastern L.A. County SP - Make offer Lease - Make offer 45,000 SF 65,000 ADT C.U.P. TBD

SAMPLE NEW CONSULTING CLIENT ACTION ITEMS LIST

Suggested Strategy for Goal Achievement

Goal: Develop 5-8 new-to-industry EXPRESS Exterior Tunnel Carwash (ECW) units in 10 years.

Recommended Right Actions (partial list designed to get unit #1 on stream)

1. Complete a crash course on the carwash industry with a tight focus on the EXPRESS Exterior Tunnel Carwash model.
2. Meet key people who can shorten your learning curve and provide needed support on an ongoing basis.
3. Select a carwash equipment manufacturer.
4. Select a specialty debt capital loan broker.
5. Create your site criteria.
6. Analyze new-to-industry sites found by client.
7. Analyze potential existing Full Service Carwash Conversion To EXPRESS Exterior sites found by client.
8. Locate & qualify potential high washed car volume sites.
9. Package your candidacy for presentation to decision makers (seller, landlord, lender, city officials, etc.)
10. Select site for development.
11. Hire an architect with experience doing ECW site plans, C.U.P. applications, construction plans, construction supervision.
12. Negotiate acquisition of the land in fee or via a long term ground lease.
13. Process debt capital application(s).

14. If necessary, hire an experienced Zoning Expeditor (PR firm) to lead your entitlements gathering team.
15. Apply for jurisdictional entitlements.
16. Obtain needed permissions and building permits.
17. Bid out the construction project.
18. Choose an experienced general contractor.
19. Build the facilities.
20. Install and test the carwash & vacuum equipment, computers, etc.
21. Complete some carwash training.
22. Conduct pre-opening activities (bank account, employees selection, opening day events, etc.).
23. Obtain your certificate of occupancy from the jurisdictional authority.
24. Open for business.
25. Repeat much of the above process for the 2nd unit.
26. After have 6 months with the 'seasoned' washed car volume on the books, refinance the whole thing to obtain debt capital to fund the development of unit #2.

Jack's Compensation as Consultant or Real Estate Broker

Jack's Compensation as your consultant includes the following:

1. \$250 / hour against pre-paid retainers via wire transfer;
2. Reimbursement of travel expenses, if any; and
3. \$100,000 bonus payable at closing if client chooses to acquire a site located by consultant.

Jack's Compensation as your real estate broker includes the following:

1. Zero payments per hour;
2. Zero prepaid retainers;
3. Reimbursement of travel expenses, if any;
4. Guaranteed 6% - 10% commission paid at closing with credit for anything received from Seller / Landlord; and
5. \$100,000 minimum commission per transaction.

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