

# VIAONE

*Commercial Real Estate Group*

BUILDING LASTING RELATIONSHIPS THROUGH TRUST, TRANSPARENCY,  
AND EXECUTION AT THE HIGHEST LEVEL FOR OUR PARTNERS.



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# THANK YOU

## FOR CONSIDERING US!

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I would like to personally thank you for considering VIAONE. We are grateful for the opportunity to demonstrate our commitment to service excellence. A commitment at the core of what defines our culture; the assurance that *relationships come first*.

With over 60 years of combined multidisciplinary expertise, you will experience our team approach designed to maximize your objectives. We have learned the most successful outcomes are the result of trust and collaboration. The building blocks of our culture are defined by the strength of our relationships and talent of our professionals dedicated to providing you the highest level of service excellence.

We would be honored to prove our commitment and gain your trust!

Sincerely,

Marc A. Bonilla



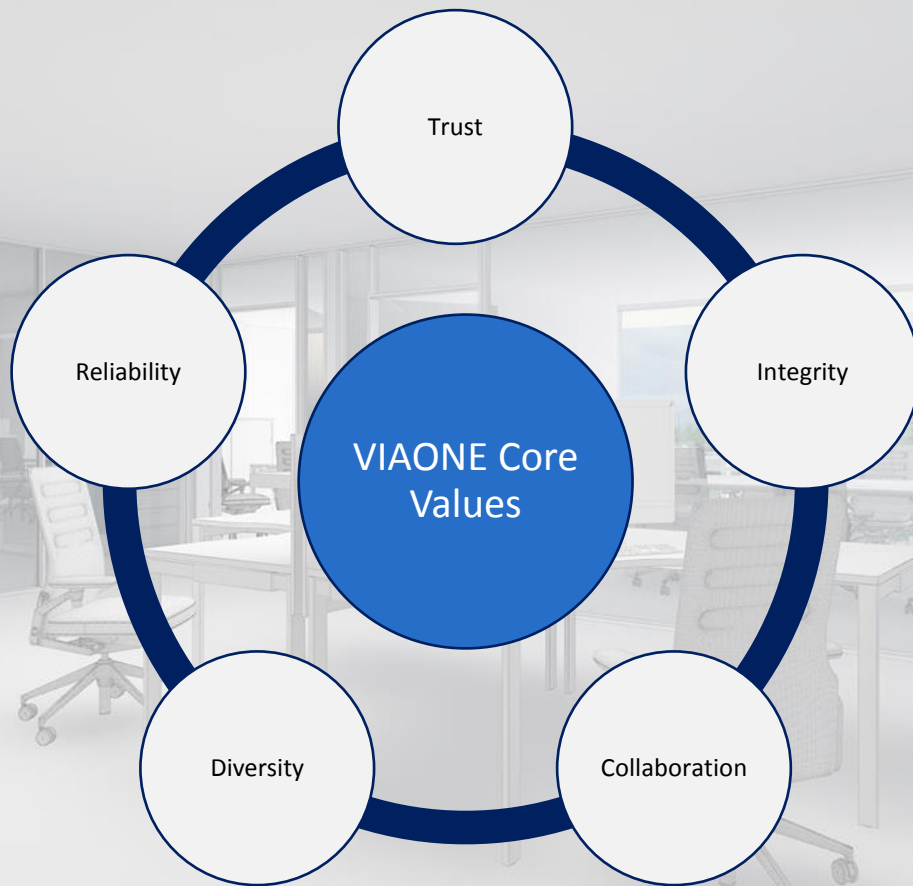
CEO and Founder



# The VIAONE Story

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VIAONE was founded in 2016 to reflect a set of core values and commitment to optimize the client experience. We set out to build the very best, diverse, talented group of top professionals committed to disrupting the status quo *via-one* vision to service excellence. Our executive team has meticulously designed a CRE platform our clients and partners have come to expect. By focusing on collaboration with unmatched integrity we have put the right team in place to support our partners every step of the way.



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# The VIAONE Advantage



Marc A. Bonilla  
President  
CEO

*With 22 years of CRE experience, I have been on every side of the transaction. Through my tenure, I developed an academic understanding of how to achieve successful outcomes. Over the years I am proud to have transacted over \$4.6B as a principle, investment advisor and developer. I have failed and I have succeeded, however my passion for commercial real estate and development drives my unrivaled level of discipline. Continuing to develop my knowledge and the VIAONE team through decades of experience is at the root of my commitment to support all facets of the organization.*

*20 years of business development and consulting experience has taught me that taking the time to build authentic, meaningful relationships with people translates into lasting partnerships. It is critical to the long-term success of any company and the personal fulfillment of the people within the organization. At VIAONE we have built a team of experts and fostered a culture that embodies core tenets of successful relationships: trust, transparency, and execution at the highest level.*



William Malik Hammack  
Executive Director  
Development

*20 years of corporate development and finance experience on the tenant side gives me a different perspective of the CRE industry and the client experience. My experience was molded at some of the most globally recognized brands. Learning in the shadow of great leaders and contributing to the growth of brands such as P.F. Chang's China Bistro/Pei Wei Asian Diner, Fender Musical Instruments, and Grimaldi's Pizzeria has given me better insight into the customer experience and what it means to be a partner versus a client.*



Nita Bonilla  
Partner  
Director of Operations



Conrad Wilkerson  
Private Client Services

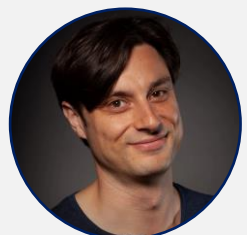
*I have over 10 years of hands-on experience in commercial real estate development, brokerage, project management and small-business operations. During my career, I have helped scale the growth of numerous concepts ranging from express car washes, commercial bakeries, restaurants, and the largest Dunkin' Donuts franchise in the Western US with over 85 locations. My broad real estate skill set, attention to detail, and passion for constant optimization provide an unparalleled level of value to the VIAONE team and its clients.*

*I graduated from Arizona State University and the Barrett Honors College with degrees in Management and Marketing. I attribute my success in these programs due to my meticulous attention to detail and strategic thinking. This skillset and my academic approach to Commercial real estate define the value I bring to the VIAONE team.*



Jacob Griffith  
Associate Director  
Office

*I have experience designing creative content and marketing efforts for numerous high-profile companies such as ABC, ATOM Ticketing, SONY, FOX Intl, Focus World, Paramount, Warner Bros., Universal, FOCUS, STX, Summit Entertainment, and Lions Gate. My creative talent and attention to detail has driven successful outcomes for my clients and with VIAONE's marketing efforts.*



Casey Larson-Brasted  
Marketing & Media



## Core services:

- Brokerage
- Site Selection
- Design Build
- Asset Management
- Investment Strategies

## Our comprehensive portfolio of services includes:

- Buyer & Seller Representation
- Landlord & Tenant Representation
- Project Management
- Ground-up & Build to Suit Development
- Redevelopment & Adaptive Reuse
- Tenant Improvement
- Valuation Advisory
- Asset Enhancement Solutions
- Opportunity Zone
- 1031 Exchange

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*We effectively executed a business growth model by leveraging core services of VIAONE. We were able to collaborate on a sale leaseback structure that provided value in all areas of our real estate approach, investment strategy, and business development. They have been with us every step of the way from local to nationally recognized healthcare provider. VIAONE will be a strong collaboration partner that will improve all facets of the process.*

”

Paul Johnson  
CEO | Redirect Health



Brokerage



Site Selection



Design Build



Asset Management



Investment Strategies

When you choose to work with VIAONE, you will experience a team of highly skilled professionals with you every step of the way. In addition to our shared commitment to core service reliability, our group of specialists represent the highest level of character. We are fully invested in successful outcomes though leveraging a culture of trust and transparency. This is evident throughout our platform and core services delivery. VIAONE has the right talent and experience to tackle any objective through a shared set of values that shape a collaborative environment throughout the organization and our relationships.

# Project Examples



In our office building design concepts, we work closely with the end user focused on every detail. This includes creating contemporary designs, integrating technology, providing sustainable solutions, and more. We understand that each of our partners have to envision working and growing into their space. Our team starts with collaborating on design form, function, productivity, and durability with detailed focus on adding maximum value integrating technologies and sustainable materials.

Retail site selection is a key ingredient in a successful growth strategy. Market strategies utilizing best in class resources and analytics to identify sites aligned with top-line revenue growth, without cannibalizing existing locations drive successful outcomes. We have perfected the site selection process through a proven model to grow your concept.

Real estate, site development, construction, and facilities management is accomplished through our integrated business model. We have executed development services for some of the most globally recognized brands during high growth periods. Reinforcing our team approach and process born out of the successful developments of more than 150 new and existing PF Changs, Pei Wei, and Grimaldis throughout the United States.

To create innovative medical design concepts, we understand the critical importance of trust, process and fluid communication. Our teamwork and partnership collaborations ensure every detail is fully integrated through design, construction, and delivery. Navigating a functional, aesthetically captivating, medical space emphasizes our values; relationships drive efficiency which lead to successful outcomes.

A collaboration rooted in design, community support, market demand, and construction is what it takes to bring a mixed-use development enhancement a trade area. A wide array of expertise integration is required as is high level understanding of market demand and political optics to execute the vision. The right team can be the difference between success and failure.