

The C. Chase Company

Real Estate Brokerage and Consulting

▶ Brokerage Services

▶ Consulting Services

▶ Development and
Management Services

The C. Chase Company Profile

The C. Chase Company was founded in 1989 to create an experienced and specialized commercial real estate company providing brokerage and consulting services to individuals, corporations, institutions and governmental agencies. The firm provides its clients with professional services for the planning and implementation of real estate strategies to maximize business and financial goals.

The Partners of The C. Chase Company, Bruce Bermel, David Bruce and Sherman Malkerson, have more than 70 years of combined real estate experience, specializing in industrial and office real estate. Vice Presidents, Bruce Bahneman, Jerry Clark and Bruce Pankonin, in addition to Sales Associates, Kyle Malkerson and Peter Tanis, bring to The C. Chase Company strong backgrounds in real estate sales. All eight members of the firm work together to assure that a personal commitment is applied to all client concerns and requirements.

The C. Chase Company utilizes the most advanced computerized technology available to the real estate industry to produce efficient and effective results. Online services include analytical programs and databases covering a wide range of real estate information from which research and analysis is conducted to assist in making decisions most beneficial to its clients.

Whether a client requires a thorough examination of a real estate objective or the sale or lease of a single real estate asset, The C. Chase Company has demonstrated the knowledge, experience and objectivity to provide the planning and execution designed to yield maximum results.

The C. Chase Company Services

Brokerage Services

Sales

- Marketing and sales of industrial, office and investment properties
- Services include market research & analysis, advertising, strategic marketing, prospect identification, negotiations, document preparation, closing consultation and past closing follow up

Leasing

- Leasing of industrial and office properties
- Services include market research & analysis, advertising, prospect identification, negotiation and document drafting for legal review

Acreage, Site Analysis, Acquisition and Sales

- Land development, research & analysis, pricing, marketing, negotiations & sales, document preparation, municipal approvals and closing process

Exclusive Representation

- Representation of clients in search of land sites, industrial and office real estate to purchase or lease
- The firm provides analysis of requirements, identifies alternatives and assists clients in making cost-effective decisions for its real estate objectives.

Consulting Services

Marketing Information

- Comparable pricing, lease/purchase pricing and land valuation
- Development and investment analysis

Project Analysis

- Consultation on market value, lease/purchase and sale/leaseback analysis

Real Estate Audit and Analysis

- Analyze and value property (owned or leased) for alternative use, refinancing, sublet, sale or tax revaluation

The C. Chase Company Services (cont.)

Analysis of Real Estate Finance Alternatives

- Ownership structure, assist in obtaining debt and equity financing

Formation

- Structure and arrange joint ventures, venture capital participation and institutional investments

Development and Management Services

Development

- The firm will manage all development services including site selection, financing, design, construction and leasing

Property Management

- Income and budgeting, day-to-day maintenance, management of capital improvements, management reports and liaison with tenants
- Miscellaneous property management services during a disposition period

Memberships

National Association of REALTORS®

Minnesota Association of REALTORS®

Minnesota Commercial Association of REALTORS®

The C. Chase Company Brokers

Bruce M. Bahneman has been involved with the real estate industry for ten years. As COO for a distribution company he developed commercial office projects in 1999 for his firm. Bruce was with Master Development for five years where his responsibilities include project management, development management, and leasing management. Bruce specializes in tenant representation involving the sale and/or leasing of office and industrial properties. He is an adjunct professor in the School of Real Estate at the University of St. Thomas.

Bruce C. Bermel has been in commercial real estate since 1967. After selling his real estate company, Bermel-Smaby, in 1984 to Eberhardt Company he remained as Senior Vice President until 1989 when he and five other individuals formed The C. Chase Company. Bruce has been an active member of the Society of Industrial and Office REALTORS (SIOR) since 1976.

David J. Bruce has been in commercial real estate for more than 25 years. After selling his small business in 1978, Dave joined Thorpe Bros, Inc. and was with their commercial industrial division until 1989 when he helped to form The C. Chase Company. Dave is an active member of the Society of Industrial and Office REALTORS (SIOR) and was a previous SIOR Regional Vice President. He is currently president of CORFAC International which is an international network of commercial real estate brokers and advisors representing over 150 markets world wide. He was named commercial Broker of the Year in 2005 by the Minnesota Association of Commercial Realtors.

Jerry D. Clark has been in commercial real estate for twelve years. Prior to joining The C. Chase Company in 2003, Jerry was Vice President at CB Richard Ellis' Minneapolis/St. Paul office. Jerry specializes in the sale and/or leasing of land and industrial properties.

Kyle P. Malkerson joined The C. Chase Company in 2007 as a Sales Associate. Kyle will specialize in industrial and office properties in addition to property management. He graduated in 2005 from the University of Minnesota-Twin Cities campus.

Sherman P. Malkerson has been in commercial real estate for more than 25 years. Sherm began his commercial real estate career at Eberhardt Company. In 1976, he joined Robert Boblett Associates and remained there until 1980 when he formed Benson, Malkerson & Bradbury, Inc. After nine successful years with his own company he helped to form The C. Chase Company. Sherm was named by the Board of REALTORS Commercial REALTOR of the Year in 1995 for his service and dedication to the commercial real estate industry.

Bruce A. Pankonin brings 30 years of experience in land planning and development to The C. Chase Company. Bruce specializes in site analysis, sale and acquisition of land, governmental entitlements and project management. Prior to joining The C. Chase Company, Bruce was Land Acquisition Manager/Project Manager fro the Rottlund Company, Project Manager for Quest Development, Senior V.P. at Orrin Thompson Homes and the City of Chanhassen's first Community Development Director.

Peter J. Tanis has been in commercial real estate since 2006. After graduating from the University of St. Thomas with a degree in real estate finance, Peter joined Master Development Services LLC where he worked for two years as a sales and leasing representative. Peter joined The C. Chase Company in 2008 and will specialize in landlord and tenant representation in both office and warehouse properties. Peter is on the Board of Directors for the Northeast Minneapolis Chamber of Commerce, and is the Vice President of the St. Thomas Real Estate Alumni Association. Peter is also very active with the Vision for Business Society which provides college scholarships for underprivileged inner city children.

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