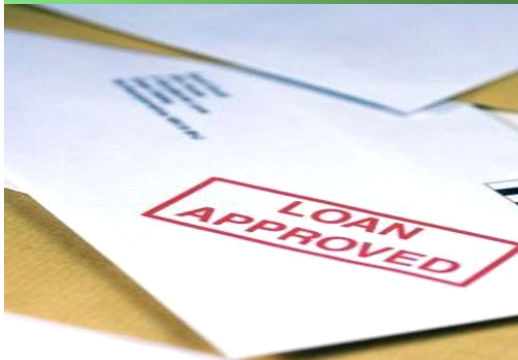


Keystone Development Advisors, LLC is pleased to offer Development Feasibility Assessment services to lending institutions. Upon request, Keystone will acquire and analyze a client's commercial loan information, and report on its risk profile as well as on how it compares to the industry. While not all land is developable, the probability of default due to inadequate entitlements and the inability to obtain entitlements within the loan term, should be known in advance of a commitment to provide financing.

Keystone's risk assessment differs from that of a standard due-diligence or underwriting analysis. We combine thorough knowledge of many components and issues related to the development industry. Our expertise in Florida markets leads us to examine risks that may not be familiar to an underwriter or credit department. Keystone's team is uniquely qualified to highlight hidden or latent risks that could negatively impact the future of your loan.



David H. Farmer has been active in the development industry since 1989 and has been investing in real estate since 1991. Dave has been recognized with multiple awards by the American Society of Civil Engineers for his technical writing. Committed to serve the community, Dave is a member of

the American Planning Association and sits on the Executive Committee for the Urban Land Institute, The Code Review/Design Board for the City of LaBelle, The Rural Land Stewardship 5-year Review Board, The Florida Governmental Utility Authority Board for Golden Gate, as well as the Clam Bay Pass Advisory Committee. Dave is uniquely qualified with the following professional designations:

- Professional Engineer
- Certified Professional Planner
- Florida Real Estate Broker
- Licensed General Contractor

"Keystone makes no assumptions on your property. We get on our hands and knees to look under rocks to see the good and bad points of each specific parcel" -David H. Farmer, PE, AICP, CGC

"I often refer David Farmer to Buyers/Developers with whom I am working. My business mission statement is to develop long term clients and I know that if David is assisting them, their projects will be both smoother and smarter. As an engineer, he covers all bases. I never cease to be impressed by him." -Sherri Denning, Owner/Broker, Southern Land

"Dave brings unique insight to complicated situations and problems. He has the ability to understand many sides of the issues due to his extensive training as a planner and engineer." -Vince Cautero, AICP, Planning Director, Hendry County

"I have known Dave for 12 years during which time he has consulted and worked closely with my real estate clients. Dave is one of the most knowledgeable development professionals I have dealt with.. His ability to accurately identify and solve due diligence issues has been of great benefit to my clients and has saved them from potentially severe economic loss. His diligence in performance and the results he obtains are quite impressive. I have and will continue to recommend him to my clients." -Tom Garlick, Managing Partner, Garlick, Stetler & Skriven, LLP

Keystone Development Advisors, LLC

A Land Development Consulting Company

Office: (239) 263-1100

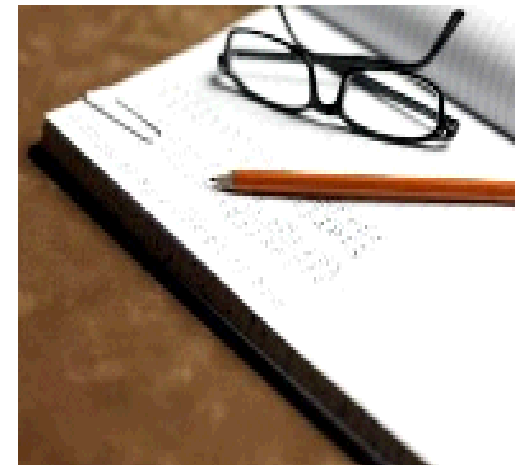
www.keystonellc.net



**Keystone Development
Advisors, LLC**

A Land Development Consulting
Company

Land Development Feasibility Assessment For Commercial Lending Institutions and Investors



*"Begin with the
end in mind"*

-Stephen Covey

Author

The 7 Habits of Highly Effective People

Who is Keystone

Keystone Development Advisors, LLC is a Land Development Consulting Company located in Naples, Florida.

Keystone conducts Land Development Feasibility Assessments on behalf of Financial Institutions and investors by identifying risk factors and red flags for their pending commercial loans, development proposals and more importantly *refi's* where the fundamentals may have changed since origination.

Our qualified internal team has the ability to look at the project as a whole and accurately pinpoint risk factors and other significant issues that are often missed.

Keystone's hands-on development experience in Florida will provide important and valuable insight that few consulting companies can offer.

Under the leadership of David Farmer, Keystone's team of qualified professionals and consultants are ready to assist you.



Keystone's experienced team of professionals will review and define even the most complex documents and reports for you, to unearth previously concealed risk factors that may negatively impact your loan repayment.

Keystone's Services

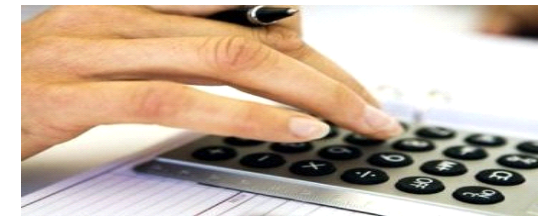
Each Land Development Feasibility Assessment includes a multidisciplinary review of a project's risk factors. The following components are typically reviewed based upon the clients individual needs:

- **Physical and Site Characteristics**
Development Suitability
- **Zoning/Land Use Constraints** *existing and proposed, including future land use and rezone criteria*
- **Concurrency Review and Development Constraints**
- **Environmental Constraints** *Potential wetland, endangered species and archeological/historic issues.*
- **Existing Utilities, Capacity Availability and anticipated Off-Site Improvements**
- **Proposed Development/Concept Plan Review** *Allowable uses and consistency with adjacent uses*
- **Regional and On-site Drainage Pattern Review including Fill Import/Export Assessment**
- **Required Development Approvals including Local, State & Federal**
- **Entitlement and Development Schedule Review with PERT Analysis** *Keystone employs the Program Evaluation Review Technique or the **PERT** Method, created by the United States Navy, to provide a comprehensive statistical analysis of the permitting and development schedule resulting in probability of completion by a given date. This analysis gives accurate probability of a project's maximum duration. This additional analysis gives the lender a clear picture of risk associated with the amount of time a project may take to complete.*

How Keystone Can Help You

Underwriters, while capable of assessing the risk of the loan from a credit and financial standpoint, may not be familiar or know how to measure many of these important components related to the development industry (i.e. concurrency).

Keystone's service offers assessment from a licensed Civil Engineer and Certified Professional Planner with a General Contractors license.



Count on Keystone

You are a financial professional. We are development professionals. Let Keystone assess your pending commercial loans, development proposals, *refi's* and even development/construction loans and reduce your risk in approving these loans.

Keystone works quickly and efficiently on **your** assessment to minimize turnaround time and maximize your productivity.

Benefit from a trustworthy, competent and well-qualified consulting team with hands-on engineering, planning and construction management experience to assist you with the review process of your commercial loan. We invite you to contact us.