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Sky Management Services, LLC

REAL ESTATE INVESTMENTS

2020



About Us

Sky Management Services, LLC, with corporate offices in New York and Philadelphia, is a leading real estate investment and management company which owns and operates a diversified portfolio of over \$550mm of properties in the United States. Sky purchases and develops quality investments and has a proven ability to quickly close.

As a vertically integrated real estate owner, developer, and manager, Sky has experience and manages all aspects of a project from acquisition, financing and development, to ongoing property and asset management.

Our team members are experienced real estate, finance and investment management professionals with the insight and perspective crucial for investing in real estate across property types and risk profiles in both developed and emerging markets.

Sky Management's growth has been fueled by its long-standing philosophy of creating value by locating and actively repositioning, renovating and/or recapitalizing underperforming or underutilized assets – and executing this philosophy with a team of seasoned executives who function skillfully across multiple disciplines. We employ an opportunistic, value-driven, style and a flexible approach to acquire real estate assets, portfolios, and companies.

We continue to support several causes, not-for-profit organizations and various community outreach programs.



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CORPORATE
OFFICES IN

**PHILADELPHIA
& NEW YORK**



>\$550mm

ASSETS CURRENTLY
OWNED



ACQUIRED OVER

2.75M SF

IN 10 PROPERTIES
(SINCE 2018)

Company Profile



Diversified portfolio and geographic distribution

Diversified portfolio of 22 assets over 14 major markets

Controlling of the assets

100% ownership over the portfolio



Experienced and strong management

The company's headquarters includes 15 employees and dozens of external operation employees

A wide range of tenants

A total mix of over 150 tenants in different industries



High occupancy rates

Average occupancy rate greater than 90%

Financial stability

Balance sheet value as of March 2020 over \$550 million



Executive Team - Management

Alex Dembitzer | CEO and Founder

Alex is the CEO and Founder of Sky Management Services, LLC, and an independent real estate developer and investor. Dembitzer brings a combination of entrepreneurial expertise and out-of-the-box thinking, honed over decades of experience in real estate, prior to founding Sky Management Services.

Professional History:

Raised in New York City, where he attended the distinguished Stuyvesant High School, Dembitzer received a BS in finance from New York University at the age of 19. Alex began in the real estate business in 1985.

In 2010, Dembitzer founded Sky Management Services, LLC, in collaboration with a team of seasoned real estate professionals. He envisioned a company that would revamp and improve existing properties while simultaneously developing new properties for the company's account.

Under Dembitzer's direction, Sky Management Services has become a major player in public and private real estate, with property holdings in large metro areas throughout the United States. These holdings include not only residential, commercial, and industrial projects but critical government facilities.

Executive Team

Joe Righter

Joe Righter joined Sky Management's predecessor company in 1995 as Managing Director, overseeing operations and asset management. Joe is currently responsible for Sky Management's Mid-Atlantic and Multi-Family portfolio; positioning and enhancing the assets and optimizing operating results.

Dawn Johnson

Dawn Johnson joined Sky Management's predecessor company in 2002 as a Property Manager. Over the course of 16 years of running successful management services for Sky's Philadelphia Portfolio, Dawn is directly responsible for the day to day operations of the Philadelphia Quartermaster and coordinating with other team members on operating issues throughout the portfolio. Dawn holds a B.A. from Knoxville College.

Jonathan Zich

Jonathan Zich joined Sky Management's predecessor company in 2004 as COO. Jonathan is currently Senior Advisor for Sky Management, overseeing operations and legal matters. He has extensive experience in managing commercial real estate investments. He holds a J.D. from the Fordham University School of Law and is a licensed attorney.

Marc Civitillo

Marc Civitillo joined Sky Management in 2015. He is the Director of Acquisitions responsible for sourcing and executing new acquisitions for the company. Marc has been on the principal investment side of the real estate business, working for publicly traded and privately held real estate companies. Marc graduated with a B.A. Political Science from Manhattan College, NY. He also holds a degree in formal Standard & Poor's Credit Training.

Executive Team

David Schultz

David Schultz joined Sky Management in 2016 as Director of Finance and Corporate Counsel. David is responsible for all aspects of Sky's property financings and oversees leasing transactions and day to day legal matters for Sky's portfolio. David is a licensed attorney with 20 years of legal and real estate experience. David holds a J.D. from Temple University.

Sarah Marulli

Sarah Marulli joined Sky Management in 2020. She is Controller at Sky Management overseeing the accounting, financial reporting and property management for both commercial and residential portfolios. Prior to joining Sky Management, She worked in a controller capacity for third party managers and private owners. Sarah has more than 15 years of experience in real estate accounting and holds a B.S. in Finance from SUNY Old Westbury.

Anna Zubenko

Anna Zubenko joined Sky Management in 2017 as an Accounting Associate. Anna is responsible for day-to-day property accounting for Sky's in-house portfolio, reviewing monthly reports produced by outside managing agents. Anna also provides portfolio financial asset management and oversees coordination with various lenders. Anna holds a Masters in Real Estate from NYU.

Executive Team

Frank Janos

Frank Janos joined Sky Management in 2018 as Director of Construction and Development along with oversight of the Northeast portfolio. Frank is a senior executive with over 30 years of experience in real estate, and has a diverse background in development, construction and financial operations. Frank holds a B.A. in Accounting and Finance from Pace University.

Lori Narine

Lori Narine joined Sky Management in 2019. She is the Administrative and Marketing Associate at Sky Management. Lori focuses on administration and marketing strategies to support the firm's growth and expand its reach. Lori has over 20 years of experience in administrative office operation and management, in the fields of finance and not for profit. Lori holds a B.S. in Business Administration from York College.

Business Strategy

Maintaining a wide and diverse mix of tenants

Over 150 tenants divided into various industries



Steady growth while maintaining stable financial ratios



Long term holdings of assets



Property locations and demographic

Strong demographic and high labor force, with major growth



Maintaining of various sources of finance

The company's loans were provided by more than 12-financial institutions



Portfolio adjustments to market trends

Highly concentrated on new portfolio acquisition with in the industrial/logistics sectors



Investment Process

Sky Management, through an extensive network of brokers, owners and intermediaries, reviews dozens of real estate opportunities on a weekly basis. If the initial screening of an investment fits within our parameters, Sky's acquisitions team begins an extensive underwriting process.

Our offers to buy are based on conservative underwriting of the economics of the transaction and the micro-economic conditions of the market. If an offer is accepted we conduct extensive physical and economic due diligence using internal and external experts to review environmental, mechanical and structural conditions.

Sky's ability to purchase transactions all cash allows for a quick closing. However, concurrent with due diligence, Sky begins the process of exploring mortgage financing, generally at 50% to 70% leverage, allowing us to finance either at closing or post-closing. The mortgage loans are to the individual ownership entity and contain no cross-collateralizing of any other assets and are secured by the property being acquired.

We use outside counsel to represent us in each acquisition, and financing.



Property Operations

Sky self manages single tenant investments and uses the local office of a best-in-class national management company for those investments that are multi-tenanted/management intensive.

Sky conducts bi-weekly management meeting with all outside managers and visits each property on a regular basis. Annual budgets are prepared and we manage the budgets and focus on all variances on a regular basis. Leasing is done by local brokers in each market working under policies set by Sky.

Sky also has extensive experience in construction/development whether it is providing build-outs to our tenants or constructing ground up build-to-suits. Sky leads the process on these items.

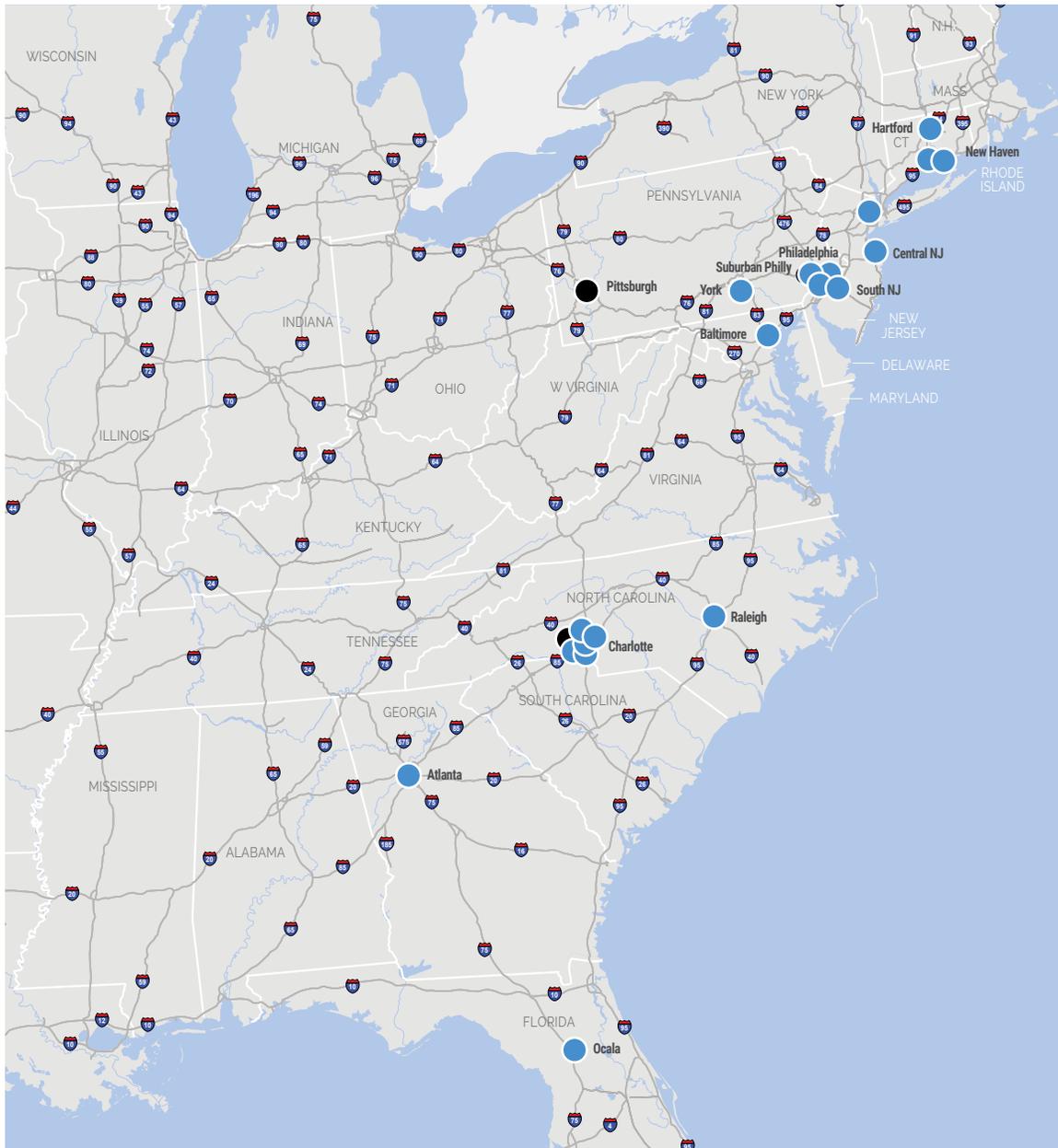
Sky's money management/finance department controls segregated accounts for each property and is responsible for the treasury aspects of each property along with communicating with our lenders.



Current Sky Management Portfolio Tenants



Current Sky Management Portfolio Map



Address	Market / Submarket	SF
100 Sanrico Drive	Hartford, CT	190,000
160 Corporate Court	New Haven, CT	265,000
550 Research Parkway	New Haven, CT	360,000
101 Wolf Drive	South NJ	104,000
1330 Campus Parkway	Central NJ	315,000
691 Madison St.	New York, NY	20,000
2800 South 20th St. Quartermaster	Philadelphia, PA	1,000,000
309 South 5th St. (Acme/Albertsons Ground Lease)	Philadelphia, PA	24,051
580 Middletown Blvd. Oxford Court	Suburban Philly	155,000
20 Industrial Dr. - SKF	York, PA	290,000
620, 640 & 660 Allendale Road	Suburban Philly	157,000
20 South Charles	Baltimore, MD	150,000
107 Tom Starling Road	Raleigh, NC	930,000
4111 Rose Lake Dr. Coffey Creek Center	Charlotte, NC	100,000
801 Clanton Rd. Rubin Sky Center	Charlotte, NC	65,000
5005-5035 West WT Harris Blvd. Northridge Business Center	Charlotte, NC	175,000
756 Tyvola Rd. Tyvola Square	Charlotte, NC	59,000
6130 Tyvola Center Dr. Homeland Security	Charlotte, NC	52,152
5070 Phillip Lee Dr.	Atlanta, GA	401,000
1900 SW 44th Ave.	Ocala, FL	380,000
Total Commercial Portfolio		5,200,403
1024 Ashwood Fern Forrest Apartments	Charlotte, NC	184 Units
1553 Parkline Dr. Whitehall Apartments	Pittsburgh, PA	788 Units
Total Apartment Portfolio		972 Units

Sustainability – “Positive Environmental Impact”

Sky Power, LLC, a direct affiliate of Sky Management, is a renewable energy company focused on investing and developing solar, wind, and other clean energy technologies. Sky Power believes that these challenging times demand us to transform our perspectives on the use of global energy and accelerate the development of alternatives based on the use of clean, renewable energy.

Sky Power aims to lower the carbon footprint of the firms assets. Partnering with private and corporate tenants, Sky Power continues to grow its renewable energy portfolio throughout the Eastern US.

Sky Power currently has a combined 6 Megawatts of rooftop solar installed or under development, and an active pipeline of new projects.

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Sky – Northern Charitable Foundation “Positive Social Impact – Giving Back”



Sky Management, through its tax deductible 501(c)(3) non-profit organization, The Northern Charitable Foundation (“NCF”), has been giving back to local communities and charities for decades. Founded in 2007 by Jacqueline Fried and Alexander & Rosa Dembitzer, the Northern Charitable Foundation partners with friends and business associates to help those in need.

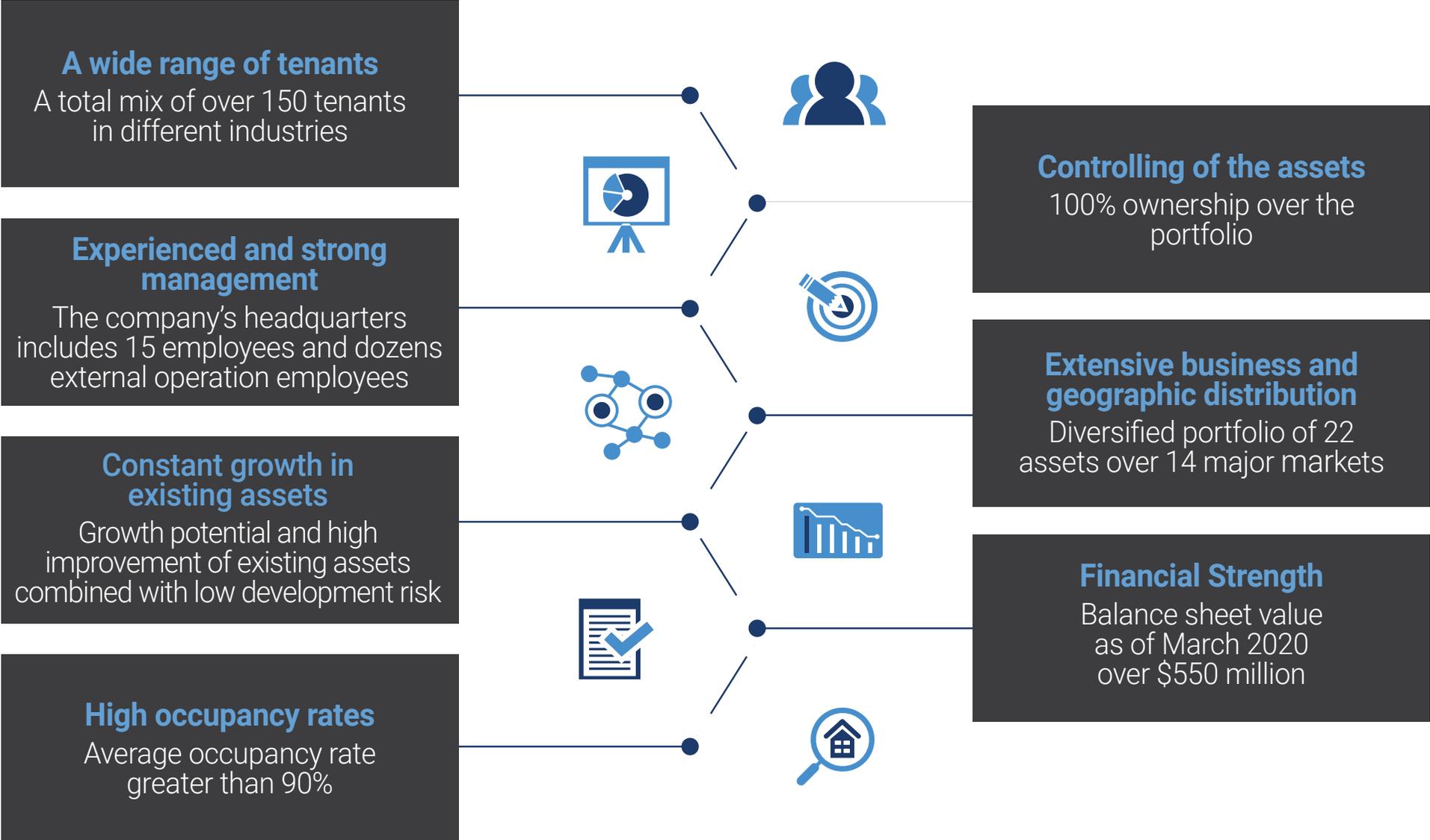
The NCF mission is to improve the quality of people’s lives and helping disadvantaged groups primarily in the United States and Israel. To achieve its mission, the Foundation establish and support programs in the realm of public health in areas of hereditary cancer, Alzheimer’s disease and physical disabilities.

The NCF is committed to providing resources to improve and protect the health and the lives of people with medical needs. The efforts are concentrated on creating new programs for the communities through partnerships with established top-rated organizations. Below are just a few of NCF positive social impacts:

- Ezer Mizion Foundation – NCF donated the headquarters for the Ezer Mizion Foundation in Bnei Brak Israel. The NCF is involved in many departments of Ezer Mizion including the Golden Age Division with the creation of the Alzheimer’s Center, The Bone Marrow Registry where it has a Donor Pool and the building of its headquarters. Ezer Mizion, the Israel Health Support Organization, offers an extensive range of medical and social support services to help Israel’s sick, disabled, elderly and underprivileged populations.
- The establishment of the Alzheimer Center for the Ezer Mizion Foundation. NCF initiated and generously sponsored the center to help families deal with the challenges of caring for people with Alzheimer.
- Prevention GENERation Program was established by the NCF in conjunction with the Israel Cancer Association and the Israel Genetics Consortium in September 2014. The aim of the program is to increase awareness and testing for hereditary breast and ovarian cancer focusing on genetic mutations such as BRCA 1 and BRCA 2.
- United Hatzalah of Israel - NCF has made substantial grants to support United Hatzala of Israel and its Ten Kavod Program to help elderly people throughout Israel.
- NCF sponsored, over multiple years, the Wheels of Love in Israel on behalf of ALYN Hospital- Israel’s only children’s orthopedic rehab hospital.
- Abilities Without Boundaries - NCF has made substantial grants to Abilities Without Boundaries to continue and expand their important work in helping developmentally disabled people.
- Airborne and Special Operations Museum (ASOM) – NCF has sponsored and made substantial contributions to the ASOM and in 2018 the NCF became a lifetime benefactor to the ASOM. ASOM is dedicated to honoring and preserving the heroic feats of the United States Army Airborne and Special Operations troops.

www.northerncharitable.org

Summary



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