

## **Craig W. Hunter – Associate, Real Estate Transactions - Railroad Industries Incorporated**

### **Experience**

Railroad Industries Incorporated, Associate, Real Estate Transactions 1999-Present  
Modesto, CA

Mr. Hunter specializes in industrial and commercial real estate transactions. He provides valued expertise for all of RII's real estate projects including project management, acquisitions, leasing, agreements, land development and other aspects of real estate law. Projects of note include development of cash flow models for various investment transactions, project manager for lease of a solar facility and general counsel for a rail served industrial site.

Craig W. Hunter, Attorney at Law 1999-Present  
Modesto, CA

Mr. Hunter represents clients in all aspects of real estate and business transactional matters including commercial, agricultural and residential leasing, property acquisitions and dispositions, options, loans, financing and credit facilities, guaranty agreements, mortgage investments, problem asset workouts, foreclosures, land development, title insurance, commercial contracts, security agreements, and business entity formation.

CWH Consulting LLC, Real Estate Consultant 1999-Present  
Modesto, CA

Mr. Hunter was responsible for the preparation of proformas, cash flows and budgets for land development project and performed market analysis for residential and commercial developments. He also managed the engineering process including surveys, land use planning, dry utilities, master water plan, wastewater and reclaimed water plans, traffic analysis as well as infrastructure design and assured water allocation.

Askew & Archbold, Attorney 1997-1999  
Stockton, CA

Mr. Hunter represented purchasers, sellers and developers in the acquisition, disposition, construction and financing of real estate. This included the preparation of documentation for loans as well as negotiation of commercial, agricultural and residential leases.

Damrell, Nelson, Schrimp, Pallios & Ladine, Attorney 1992-1997  
Modesto, CA

Mr. Hunter represented investor groups in real estate acquisition and development, including due diligence of title, entitlements, contract documents, environmental and financial matters. He prepared purchase and sale agreements, promissory notes, deeds of trust, environmental indemnities, guarantees, commercial and agricultural leases and other documentation for real estate and business transactional matters.

Heron Financial Corporation 1986-1992  
Executive Vice President and General Council, Los Angeles, CA  
Senior Vice President, Special Assets Dept. Prima Saving and Loan, Tucson, AZ

As Executive Vice President and General Council, Mr. Hunter closed over \$45 million in real estate acquisition, financing and sales transactions. He was responsible for negotiation and administration of \$30 million in problem loan workouts of litigation, corporate records, risk management and insurance matters.

American Savings & Loan Association, Real Estate Asset Management Division 1982-1986  
Senior Vice President, Stockton, CA  
Vice President, Stockton, CA  
Division Council, Stockton, CA

As Senior Vice President, Mr. Hunter was responsible for leasing, management, and accounting for residential and commercial properties. He performed market and financial analysis of commercial properties and land development projects and managed regulatory compliance reporting, including asset classification and reserve calculations.

### **Education and Certifications**

University of California, 1980  
Berkeley, Boalt Hall School of Law, J.D

San Francisco State University, 1977  
Business Administration/Real Estate, B.A  
Magna Cum Laude

Licensed Attorney, State Bar of California

Licensed Real Estate Broker, California Department of Real Estate

### **Projects of Note:**

#### **Sun Valley Community, 13,000 Acre Master Planned Community**

As the Project Manager for this project, in the Phoenix Metropolitan Market, Craig's responsibilities included negotiation of the development agreement, analysis of community facility district financing, securing biological, archeological, and other reports and studies for entitlements, coordination of land planning, master planning, and phasing scenarios with the engineering team, and monthly reporting to the ownership groups and financing partner. In addition, Craig prepared cash flow models for the entire project, which included residential, commercial, hospitality, schools, public use, and open space land uses. He also coordinated the school facilities with two school districts and made presentations to municipal officials and the Planning Commission.

#### **Cash Flow Models**

Craig has provided clients with cash flow models on commercial properties in loan workout and potential investment transactions. He prepared each cash flow model with the ability to do sensitivity analysis based on changes in key assumptions in arriving at the deal structure and calculation the return on investment.

#### **Expert Witness and Litigation Support**

Retained as an expert witness, Craig provided an opinion on the ownership interest and title of certain property that was the subject of a legal dispute. This case required him to review and search recorded documents going back to the mid 1800's. As part of this engagement, Craig was consulted on discovery motions and prepared exhibits. In addition, Craig was retained as an expert witness on behalf of the property owner in a dispute involving the sale and development of the land.

#### **Solar Ground Lease Transaction**

Craig was retained as a consultant to landowners in a ground lease transaction for use as a solar facility requiring him to review the structure of the transaction, provisions for entitlements, milestones for development and operations, as well as other provisions affecting the owner's interest.

### **Pima Savings and Loan Problem Asset Workouts**

As Senior Vice President of Pima Savings and Loan, Craig negotiated the workout, bankruptcy plan, foreclosure, or other settlement of over \$300 million of problem loans, including the debt restructure of a \$33.75 million loan secured by a 400,000+ square foot retail center. He was also involved with the Asset Management and disposition of over \$175 million of REO. At Pima Savings, Craig was responsible for asset classification, allocation of reserves, and review of classified assets with the regulators. In addition, Craig served on the Senior Loan Committee and Property Review Committee.

### **Bank Loans for FDIC Contractor**

Engaged as a sub-consultant to an FDIC contractor, Craig has reviewed the historical background of foreclosed development/construction loans of failed banks for potential misconduct in connection with potential claims against officers and directors. In other engagements he has performed accounting functions for REO and facilities in connection with banks closed by the FDIC.

### **800,000 Square Foot Industrial Complex**

As outside General Counsel for a Government Contractor of an 800,000 square foot industrial complex on 170 acres with rail access, Craig handled the negotiation, modification and termination of numerous commercial leases, risk management, and reporting. Craig also prepared and negotiated a Rail Track Lease for rail services to the tenants, and maintenance of the track.

### **Retail/Ministorage Development Entitlements**

Craig was retained as part of a land development team in working with City Officials in securing final entitlements for a retail/ministorage project.

## **Bio**

Mr. Hunter has over 30 years of experience in real estate in the areas of law, development, finance, and title insurance, filling out the real estate expertise for RII's industrial development and property projects. He has held senior management positions within financial institutions where he was involved with the resolution of problem loans and the disposition of real estate owned. His asset management experience includes retail, office, industrial, apartment, and residential properties. As a Project Manager he has been involved with the preparation of development agreements and master plans, financing, and cash flow modeling. His legal experience includes complex real estate purchase and sale, development, ground lease, and financing, and transactions as well as business entity formations and real estate litigation. He also served as general counsel for an 800,000 square foot mixed use commercial complex on a 170 acre site with rail access.