



**NOW OPEN - RARE NEW CONSTRUCTION TESLA FACILITY**

FLYER



Tesla Sales, Service & Delivery  
South Fayette Township, PA | Pittsburgh MSA



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Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

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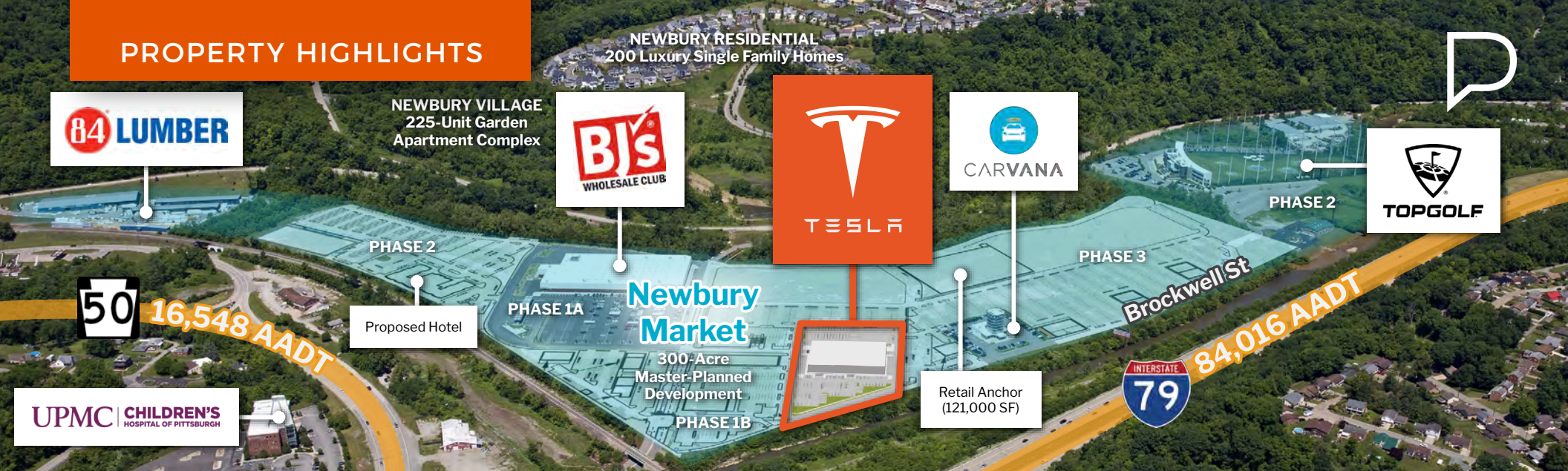
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## PROPERTY HIGHLIGHTS



- **Brand New Lease to Tesla (NASDAQ: TSLA)**

- Unique Brand New Construction Build to Suit Opportunity
- Corporate Lease to Tesla, Inc.

- **Tesla Has Been Profitable for 14 Straight Quarters**

- **Reported Net Income of \$3.7 Billion in Q3 of 2022**

- Total Revenue of \$24.3B & Market Capitalization of \$538.33B
- Operating Margin Among the Highest in the Industry of 16.0%, Positive Free Cash Flow of \$1.42B

- **Tesla S&P Global Credit Rating Raised to Investment Grade BBB**

- **Large 4.95 Acre Lot Allowing for Additional Vehicle Storage as Tesla Expands in the Pittsburgh Market**

- **Pittsburgh Ranks Among Top 10 Cities to Own an Electric Vehicle Due to Infrastructure & Electricity Prices**

- **Mission-Critical Location for Tesla Dealership**

- 1 of 2 Locations in the Pittsburgh MSA
- “Sales, Service & Delivery” Design in Line with Tesla’s Long-Term Objectives

- **Part of the 300-Acre Newbury Market Master Planned Development**

- Tenants Include Topgolf, BJ’s Wholesale Club, 84 Lumber, and Carvana
- 225-Unit Apartment Complex and 200 Luxury Single Family Homes
- Zoned as Planned Economic Development (PED) Entitled to Local Economic Revitalization Tax Assistance (LERTA)

- Newly Constructed Traffic Improvements to Include Bridge, Turn Lane, and Traffic Signals from Washington Pike

- **Excellent Access and Visibility Along Interstate 79 and Route 50**

- 84,016 AADT on Interstate 79 & 16,548 AADT on Route 50

- **Robust, Affluent Demographics in Surrounding Area**

- Total Daytime Population of 144,739 within 5 Miles of Site
- Average Household Income of \$121,621 within 3-Mile Radius

- **Strategic Location within 15 Minutes of Downtown Pittsburgh & South Hills/Mt Lebanon Trade Area**

- Over 700,000 People Located within 30 Minutes
- Nearby Tenants Include Home Depot, Burlington, HomeGoods, LA Fitness, TJ Maxx, Giant Eagle, and Planet Fitness

- **Allegheny County is the Fastest Growing County in Pennsylvania**

- GDP Growth of \$1.36 Billion

- **The Piazza in South Fayette Under Construction Half a Mile from Site – 49K SF of Luxury Restaurant & Entertainment**

- **Less than 1 Mile from Top-Ranked UPMC Children’s Hospital of Pittsburgh Consisting of 9 Floors and 315 Licensed Beds**

- **Approximately 12 Miles from Downtown Pittsburgh and Pittsburgh International Airport**



### PRICE

**\$21,555,000**

[CLICK HERE TO EXECUTE CA & ACCESS FULL OM](#)

### Location

The property is located at 1400 Brockwell Street in South Fayette Township, Pennsylvania.

### Lot Size

Approximately 4.95 acres or 215,622 square feet.

### Improvements

A 36,750 square foot building for **Tesla** anticipated to open in November 2022.

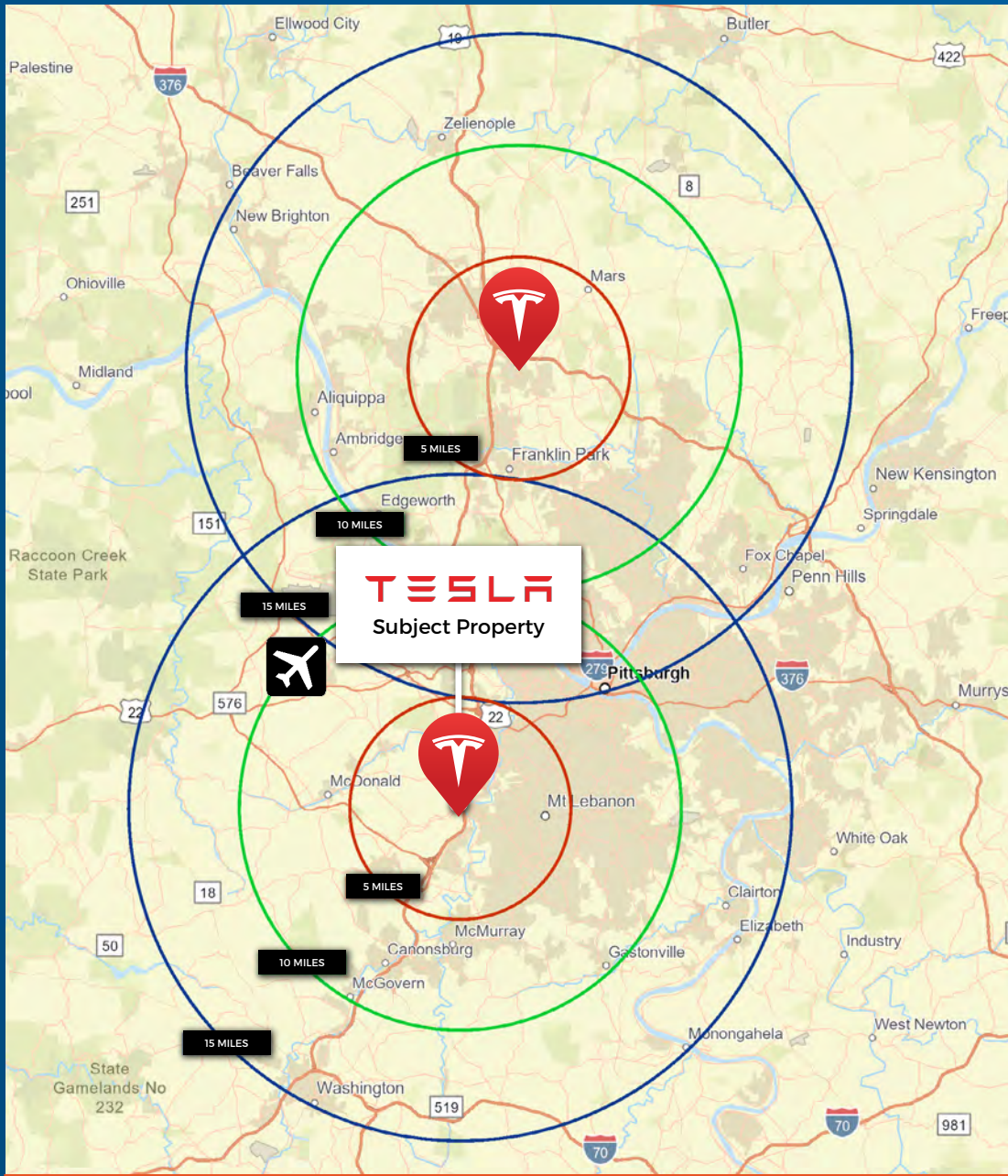
### Financing

This property will be delivered free and clear of permanent financing.

### NOTE

DUE TO THE CONFIDENTIALITY AGREEMENT WITH TESLA, WE ARE UNABLE TO DISCLOSE THE RENT, CAP RATE, OR LEASE INFORMATION. PLEASE EXECUTE THE **NDA** LINKED ABOVE TO ACCESS THE FULL OFFERING MEMORANDUM.





## Strong Intrinsic In Line with Long-Term Tesla Strategy

The property is an ideal site for Tesla in line with the company's site selection criteria. The location benefits from strong intrinsic due both to its strategic suburban Pittsburgh location and its highly visible location within a heavily-trafficked corridor with freeway visibility. With one other location serving the northern suburbs at this time in Wexford, this site will serve a large trade area south and west of the downtown corridor, which includes strong demographics and middle to affluent income households. This southwest suburban location in the market will provide service to consumers as far as 20 to 30 miles away – a location the market needs as the suburbs continue to grow.

Tesla has found that their service centers benefit from high visibility resulting in increased customer traffic. Tesla has been moving toward larger-footprint Sales, Service & Delivery (SSD) locations in order to fully meet demand; this location, at 36,750 square feet, is in line with that strategy. Given the size of the Pittsburgh MSA market, they needed a larger facility in this trade area. Tesla has observed a strong correlation between the addition of new service and “SSD” locations such as this property in a market and increased demand for Tesla vehicles.



**Tesla, Inc. (NASDAQ: TSLA)**, is an American electric vehicle and clean energy company based in Austin, Texas. The company specializes in electric vehicle manufacturing, battery energy storage from home to grid scale, and solar panel and solar roof tile manufacturing. Tesla is one of the world's most valuable companies and remains the world's most valuable automaker with a market capitalization of more than US \$538.33 billion (as of January 31, 2023).

Its main vehicle manufacturing facility is at Tesla Factory in Fremont, California, with other major facilities including Giga Nevada, Giga New York, Giga Shanghai, Giga Berlin, and Giga Texas.

Tesla gained popularity with its first vehicle, the Tesla Roadster, which was the first fully electric sports car. Since then, the company's main products include the Model S, Model 3, Model X, and Model Y cars, and the Powerwall, Powerpack, and Megapack batteries. The company's latest vehicle is the Cybertruck, an all-electric pickup truck style vehicle. In addition, the company has announced plans to begin limited-scale production of their new Tesla Semi design in 2023.

Tesla is ranked as the world's best-selling plug-in and battery electric passenger car manufacturer. In March 2020, the company surpassed the 1 million mark of electric cars produced, becoming the first auto manufacturer to achieve such a milestone. Tesla is also one of the largest global suppliers of battery energy storage systems, with 3.99 GWh of battery storage supplied in 2021, and has installed some of the largest battery storage plants in the world.

Tesla markets and sells cars directly to consumers through an international network of company-owned stores and galleries. Its locations are highly visible, premium outlets in major metropolitan markets, some of which combine retail sales and service, operating as "Sales, Service & Delivery" (SSD) locations. The company now operates more than 673 store and service locations globally and operates a mobile service fleet of 1,372 units. Tesla has also established 3,724 supercharger stations and 33,657 supercharging connectors across the globe. 99% of the U.S. population now lives within 150 miles of a supercharger, with plans to continue adding locations, enabling the company to expand markets for its vehicles nationwide.

### 2020 & 2021

Tesla was able to overcome challenges brought forth by the COVID pandemic and achieved profitability throughout all of 2020 and 2021, even with its main production factory being closed for nearly half of Q2 2020.

On July 1, 2020, Tesla reached a market capitalization of \$206 billion, surpassing Toyota to become the world's most valuable automaker by market capitalization.

From July 2019 to June 2020, Tesla recorded four profitable quarters in a row for the first time, which made it eligible for inclusion in the S&P 500 and it was added to the index on December 21, 2020. Tesla reported a record number of vehicles produced and delivered in 2020 of over half a million. Tesla cars accounted for 81% of the battery electric vehicles sold in the United States in the first half of 2020.



2021 was a breakthrough year for Tesla as deliveries were up 87% from the previous year. The company was able to achieve the highest quarterly operating margin among all volume OEMs, demonstrating that EVs can be more profitable than combustion engine vehicles. They also achieved their highest ever production and deliveries in Q4 2021, despite multiple challenges, including seasonality, global supply chain instability and the transition to the new Model S and Model X.

Tesla achieved record vehicle deliveries of 0.94 million in 2021 and an annualized vehicle production run-rate of over 1.22 million in Q4-2021. Cumulative sales totaled 2.3 million vehicles at the end of 2021.

As of October 2021, S&P upgraded Tesla's credit rating to BB+, indicating the company's credit was close to investment grade.

### 2022 Fourth Quarter Financials

In the third quarter of 2022, Tesla reported revenue of \$24.3 billion, net income of \$3.7 billion, and a total stockholder equity of \$40.703 billion. As of January 30th, 2023, Tesla has a market capitalization of \$538.33 billion. Their operating margin was among the highest in the industry of 16.0%, positive free cash flow of \$1.42 billion. They ended the quarter with their highest vehicle production in their history at 439,701 in total vehicles produced. Tesla managed to increase its cash position by \$1.1B to \$22.2B during the quarter. Tesla overcame many challenges from supply-chain issues, to COVID-19 disruptions in Shanghai, and startup costs in Austin and Berlin, but managed to overcome them with an impressive quarter and industry record-breaking year.

### Investment Grade

Due to over two straight years of profitability, strong cash flow, very little debt, and other positive factors, S&P Global announced it upgraded Tesla's credit rating to Investment Grade BBB as of October 5, 2022.

*For more information, please visit [www.tesla.com](http://www.tesla.com).*



## Asian Market & Gigafactory Shanghai

In April of 2018, China announced a plan to ease restrictions on foreign-owned businesses in China by the end of 2018, paving the way for Tesla to gain a foothold in the massive electric vehicles market in China, by far the largest market in the world. As of December 2019, China had the largest stock of highway legal plug-in passenger cars with 3.4 million units, 47% of the global fleet in use. This change has allowed Tesla to move forward with plans to open manufacturing facilities in China.

In July of 2018, the company announced plans to construct a new plant in Shanghai (its first Gigafactory outside of the United States), which enabled the company to bypass the 40% import tariff on the vehicles and offset current cost disadvantages in the Chinese market. By the fourth quarter of 2019, fewer than 12 months after breaking ground, the Shanghai Gigafactory had produced nearly 1,000 new vehicles. By fourth quarter of 2020, Tesla ramped Model 3 production in China to over 5,000 cars per week and started production of Model Y at Gigafactory Shanghai less than a year after breaking ground on the expansion.

By the fourth quarter of 2021, Model 3 and Model Y production capacity at Giga Shanghai grew to greater than 450,000 vehicles per year and has the potential to produce over 750,000 Model 3/Model Y per year. For the month of August 2022, Tesla delivered 76,695 vehicles, its best month of production, and in September delivered 83,135 EVs, setting a record for Tesla's Shanghai factory since production began in December 2019. The Model 3 has received a strong reception in China, becoming the best-selling electric vehicle in the country and making Giga Shanghai Tesla's main export hub.

## Gigafactory Texas and Gigafactory Berlin-Brandenburg

Tesla first announced its plans for its first European Gigafactory named Gigafactory Berlin-Brandenburg in November 2019. On March 22, 2022, Gigafactory Berlin opened with planned capacity to produce 500,000 electric vehicles annually as well as batteries for its vehicles. Production and deliveries started from Gigafactory Berlin in March 2022.

On July 23, 2020, Tesla picked Austin, Texas as the site of its Gigafactory 5. Tesla's Gigafactory in Travis County spans over 2,000 acres and is roughly 15 minutes from downtown Austin. The facility is used to build the company's Cybertruck, its Semi and the Model 3 and Model Y for the eastern half of North America. Production and deliveries started from Gigafactory Texas in April 2022. Estimated capacity at the plant is estimated at over 250,000 annually.





### Model 3

The Model 3 is a compact luxury sedan aiming to reduce the entry price for electric vehicles over time with a price point starting around \$48,490 or \$41,890 after potential incentives and gas savings. The Tesla Model 3 ended 2021 as the world's best-selling plug-in electric car for the fourth consecutive year and, in June 2021, became the first electric car to sell 1 million units globally. The Model 3 also ranked as the best-selling plug-in car in Europe in 2019, and the best-selling PEV in China in 2020.

### Model Y

In March 2019, Tesla announced plans for a new all-electric compact SUV with up to 300 miles of range. Currently priced at approximately \$65,990 – it is nearly \$20,000 less than comparable all-electric SUVs currently on the market. Given the performance, equipment, size, and increased range of the vehicle, the company anticipates the Model Y will become its most popular vehicle, with sales surpassing those of the Model S, Model X, and Model 3 combined.

Because of the production efficiencies developed during the Model 3 manufacturing process, Tesla was able to rapidly deploy production lines for the Model Y that offered both cost savings and faster production timelines. The Model Y was ahead of schedule with production having started at its Fremont plant in January 2020 and started deliveries in March 2020.

The Model Y production line was operating for only four months in the first half of 2020 due to COVID-19 related shutdowns but was still able to exit the second quarter with Model Y production running at installed capacity. This ramp-up was significantly faster than the initial Model 3 ramp up, which took more than nine months to reach the same weekly rate.

The Fremont Factory was able to increase total Model 3 and Model Y production capacity from 400,000 units per year to 500,000 units per year.

Tesla continues to build capacity for Model 3 and Model Y lines at Gigafactory Shanghai, Gigafactory Berlin-Brandenburg, and Gigafactory Texas, with production and deliveries now occurring across all of the company's Gigafactories as of the first quarter of 2022.

### Model 3 & Model Y Deliveries

Tesla delivered a record 1,247,146 Model 3 and Model Y vehicles in 2022, a 37% increase from 2021.



TESLA FILE PHOTO (MODEL 3)

In the fourth quarter of 2022, Tesla produced 419,088 Model 3 and Model Y vehicles and delivered a total of 388,131 vehicles.

### Model S & Model X

European delivery of Tesla's flagship models, Model S and X vehicles, which are the company's more expensive sedan and SUV with falcon-wing doors, are scheduled to resume in late 2022 and February 2023. In the US, the Model S Plaid starts at \$129,990 and Model X at \$138,990 before incentives. Production figures for both models in Q4 2022 was 19,935 units and delivered 17,147 Model S/X vehicles.

### Tesla Profitability

Tesla has now been profitable for fourteen consecutive quarters. For the fourth quarter of 2022, Tesla reported revenue of \$21.45 billion, net income of \$3.33 billion, and a total stockholder equity of \$36.38 billion.

In October 2021, Hertz ordered 100,000 Model 3 vehicles at approximately list price representing about \$4.2 billion of revenue for Tesla. The cars will be delivered over the course of 14 months, and the order represents the largest-ever purchase of electric vehicles. The cars will be available to rent in major U.S. markets and parts of Europe beginning in November 2021.





## Tesla Semi & Cybertruck

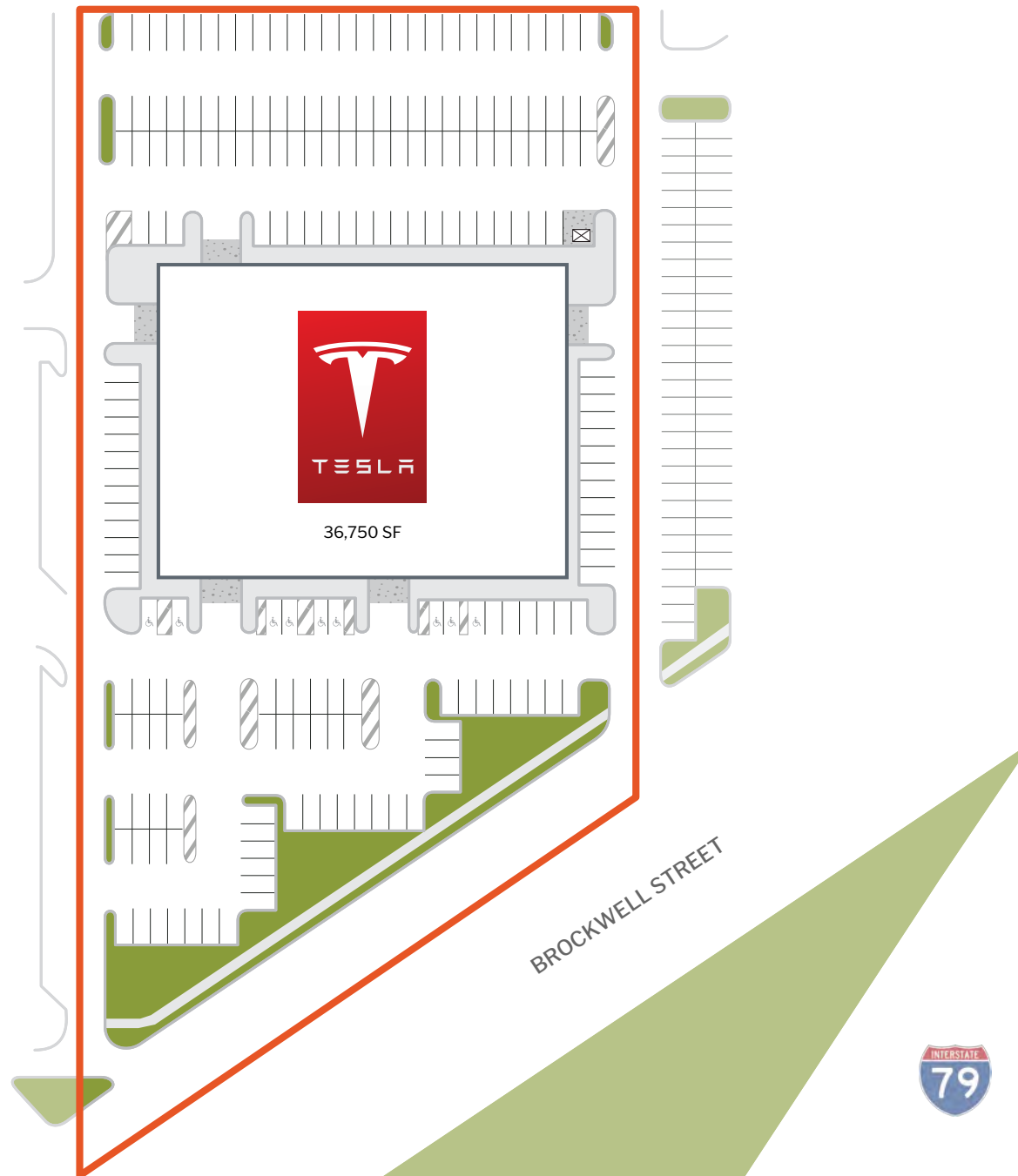
Tesla unveiled plans to develop an all-electric heavy-duty truck with a range of 300 to 500 miles, the Tesla Semi, in late 2017, drawing approximately 2,000 pre-orders by the end of Q1 2018. While the company's manufacturing efforts have largely been focused on Model 3 and Model Y production, the company plans to begin production of the Tesla Semi in 2023. Production of the Tesla Semi will take place at Giga Nevada and Giga Texas.

In addition, Tesla has developed an all-electric pickup truck style vehicle, known as the "Cybertruck", with a steel "exoskeleton" and 7,500+ lb towing capacity. Production of the Cybertruck is expected to begin in early 2023, and the company has already received substantial interest and preorders for the vehicle. Tesla received over 250,000 reservations within a week of unveiling the vehicle. On September 22, 2020, Elon Musk revealed that Tesla had received roughly 600,000 Cybertruck preorders. Production of the Cybertruck will begin at Gigafactory Texas subsequent to Model Y ramp.

## New Tesla Roadster

Tesla has also announced plans to release a new generation of its original Roadster model, with 0-60 acceleration in 1.9 seconds, a top speed exceeding 250 miles per hour, and 620 miles of range. Additional alleged features including the "SpaceX package" of cold air thrusters installed on the vehicle, up to 3G of thrust, and possibly the ability to hover or fly. The company anticipates that production and delivery of the new Roadster model will begin in 2022.







# AERIAL

PITTSBURGH  
(~12 Miles)

## GREAT SOUTHERN SHOPPING CENTER



Chartiers Country Club

Chartiers Valley Intermediate School

St. Clair Hospital

Mt. Lebanon High School

## RACEWAY PLAZA SOUTH



Chartiers Valley High School



## CHARTIERS VALLEY SHOPPING CENTER



PHASE 2



84,016 AADT

Brockwell St

PHASE 3



Newbury Market

300-Acre Master-Planned Development

PHASE 1B



PHASE 1A



PHASE 2

UPMC CHILDREN'S HOSPITAL OF PITTSBURGH



16,548 AADT



## THE PIAZZA IN SOUTH FAYETTE

49,000 SF High-End Restaurant & Entertainment Destination Under Construction





# Newbury Market Development

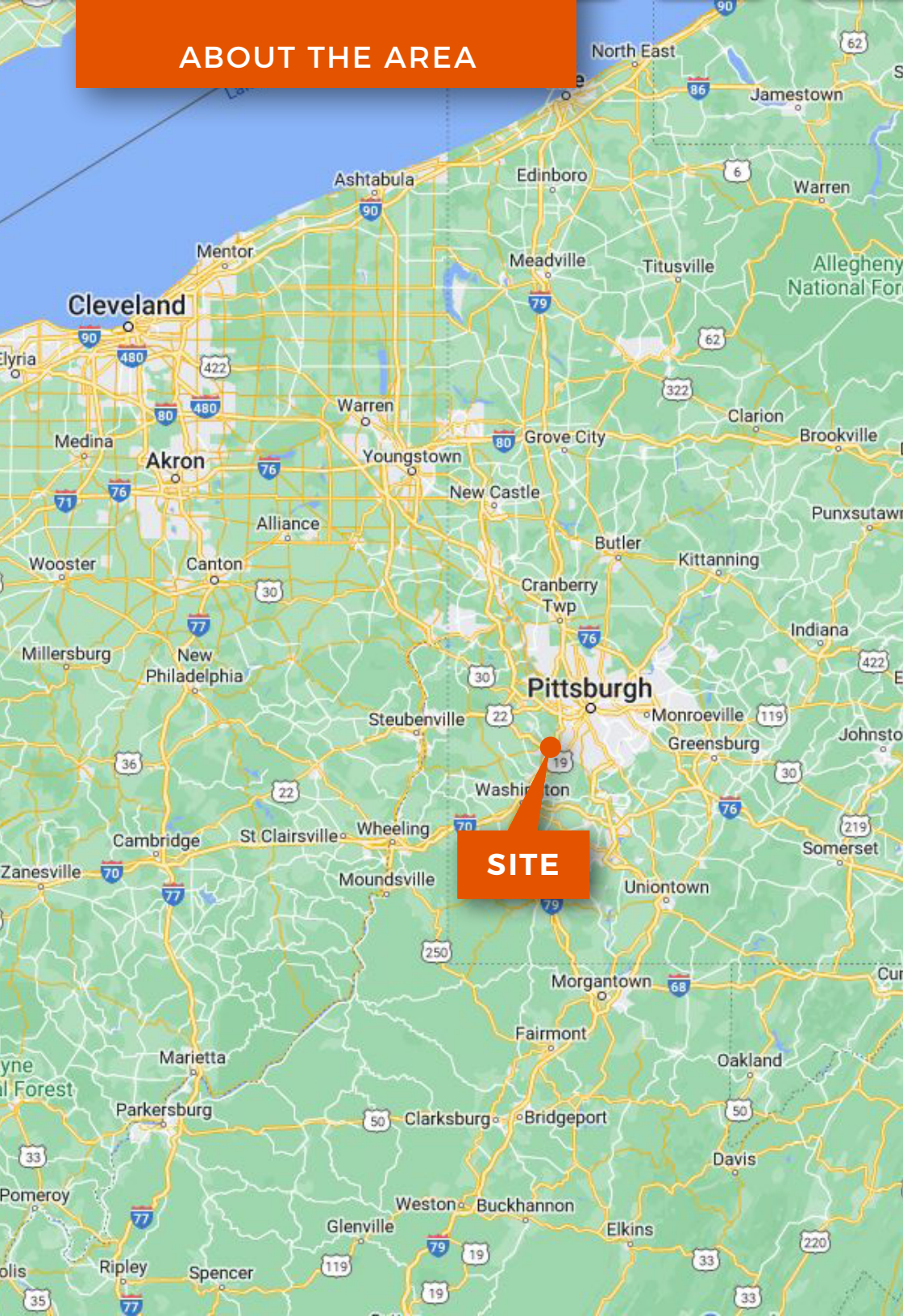
The 300-acre master-planned Newbury Market development is anchored by Topgolf, BJ's Wholesale Club, 84 Lumber and Carvana. Newbury consists of three interrelated sites: Newbury (single family residential), Newbury Village (apartments), and Newbury Market (commercial/retail). Newbury Village is a 225-unit garden apartment complex as well as 200 luxury single family homes with a park and common areas. It has amazing visibility and access to Interstate 79 and Route 50. The commercial development is also a part of the immediate trade area which consists of retail, office, flex, and industrial space. The geographic barriers to entry are high; with significant topography, the development required significant site work to be completed and is ideally located along a high traffic highway with little to no other large sizable tracts available for commercial development. This will provide long term value to the users and owners at this development.

 **VIEW PROPERTY VIDEO**

Source: Newbury/JLL ([www.newburymarketleasing.com](http://www.newburymarketleasing.com))







## General Overview

South Fayette Township (population 18,358) is a premier up-and-coming community in Allegheny County. Residents enjoy the homes, schools, services, and award-winning parks and recreation facilities that the township offers. Businesses are drawn to the area due to its quick growth and direct access to major highways. It is located along I-79 and the Southern Beltway (PA Turnpike) just 15 miles from downtown Pittsburgh and the Pittsburgh International Airport.

Pittsburgh (population over 300,000) is located at the convergence of the Allegheny, Ohio, and Monongahela rivers and is the largest inland port in the U.S. It provides direct access to the nation's 9,000 mile inland waterway system. Pittsburgh is the second largest city in Pennsylvania and the 26th largest MSA in the nation with a population of approximately 2.4 million. The MSA is comprised of seven counties, including Allegheny County, for which Pittsburgh serves as the county seat.

Over the past 30 years, the Pittsburgh region has undergone a transformation and it now stands as one of the nation's largest and most appealing locations to live. The region supports a robust real estate market. The foundation of the strong market is Pittsburgh's central location and unique topography, a diverse and balanced economy, excellent universities, top ranked health care, and a growing tech sector. Companies such as Facebook, Uber, and Microsoft have moved into the Pittsburgh region. The Pittsburgh Central Business District is the focal point of commerce and travel in the region, and it has recently developed into a 24/7 live-work-play environment. The revitalization of downtown has spurred growth in all parts of the city. In recent years, the Pittsburgh region has experienced positive demographic developments, which include a growing workforce. In addition to retaining its college graduates, it has attracted new talent from all over. This is due to an affordable cost of living and diverse career opportunities.



**ABOUT THE AREA**

The map displays the Pittsburgh metropolitan area and surrounding regions. A red callout box labeled **SITE** is positioned south of the city of Pittsburgh, near the intersection of I-79 and I-376, specifically in the area of Bridgeville and Upper St. Clair. The map shows major highways including I-79, I-376, I-19, and I-279. Various municipalities and townships are labeled, such as Pittsburgh, Allegheny County, Westmoreland County, and parts of Butler and Lawrence counties. The Allegheny River is visible flowing through the city and surrounding areas.



The property benefits from a prominent retail location in close proximity to shopping centers, major retail tenants, schools, and employers. Nearby retail centers include Gateway Shops featuring Five Guys, Blaze Pizza, AT&T, Tropical Smoothie, Supercuts, and more; Chartiers Valley Shopping Center with anchor tenants such as Home Depot, Burlington, Giant Eagle Supermarket, Phoenix Theatres and Planet Fitness; Great Southern Shopping Center with tenants including TJ Maxx, HomeGoods, OfficeMax, Big Lots, Fresh Thyme Market, LA Fitness, Party City, and JOANN Fabric; and Washington Pike & Route 50 featuring ALDI, Chipotle, Starbucks, Jimmy Johns, NAPA Auto Parts, and Sola Salon.

UPMC Children's Hospital of Pittsburgh is less than a mile from the property and is one of the top pediatric hospitals in the country and includes 315 licensed beds. Currently under construction adjacent to the hospital is the Piazza in South Fayette, a high-end destination to consist of 49,000 square feet of restaurants and entertainment.

Approximately 3 miles west of the property, Route 50 intersects with the recently completed PA turnpike's \$800 million Southern Beltway. It serves as a connector between Pittsburgh International Airport and I-79. The airport is less than 20 minutes from the property and served more than 6.3 million passengers in 2021.





# 1400 Brockwell St | South Fayette Township, PA 15017



2021 POPULATION  
**140,487**



AVG. HOME VALUE  
**\$313,706**



AVG. HOUSEHOLD INCOME  
**\$121,621**

Population Summary	1 Mile	3 Miles	5 Miles
2010 Total Population	3,681	41,975	137,663
2021 Total Population	4,175	43,085	140,487
2026 Total Population	4,173	43,162	140,926
2021 Total Daytime Population	4,712	43,882	144,739
Average Household Income			
2021	\$78,412	\$121,621	\$118,336
2026	\$88,154	\$135,995	\$131,944
Average Home Value			
2021	\$219,853	\$313,706	\$296,220
2026	\$268,361	\$362,306	\$339,483

## Top Employers in Allegheny County # of Employees

University of Pittsburgh Medical Center	53,375
Highmark Health	20,295
United States Government	18,564
University of Pittsburgh	13,451
Commonwealth of Pennsylvania	12,055
PNC Financial Services Group Inc.	12,000
Giant Eagle Inc.	10,569
Wal-Mart Stores Inc.	9,000
BNY Mellon	7,000
Allegheny County	6,880



SITE RENDERING

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PRESERVE  
WEST  
CAPITAL

