



CEO & Corporate Broker for **Safe Harbour Equity, Inc.**
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Cannabis real estate and investment thought leader. Cannabis product chair for Sperry Commercial Global Affiliates. Expertise in cannabis capital structures, financial statements, valuation, sale lease/back transactions, cannabis recapitalization & reorganization plans and cannabis receiverships. Literate in a wide array of real estate and company financing structures and tax deferred transactions. Expertise in off-balance-sheet financing, startup equity investing, mezzanine debt, preferred equity, and accredited investing.

Expertise in the responsibilities of fiduciaries and the contractual implications of fiduciary duty. Expertise in the legal, operational, and financial prerequisites to the formation of a successful and sustainable startup business. Cannabis expert witness for partner disputes, creditor rights, and investors & founder disputes. Expertise on the sale of unregistered securities, private placement memoranda, investment waterfalls and related securities, disclosures, compliance, liability, and litigation. Former Series 7, 22, 63 licensee and Series 65 registered investment advisor. Graduate of Wharton School – University of Pennsylvania – Finance. Co-Captain of the wrestling team.

Forty years of investment real estate, construction & development, and trust & banking experience. Adept at complex transactions and capital structures, startup business protocols, contracts and operating agreements, and basis transfers.

Managing broker **KIND Realty Investments**, an independent franchisee of **Sperry Commercial Global Affiliates**. **KIND Realty Investments** focuses on the cannabis sector - cannabis real estate, M&A, and capital advisory assignments. **CCIM** designee and former Series 65 registered investment advisor (**RIA**).

EDUCATION

University of Pennsylvania's **Wharton School** in 1975 with a BS in Economics and a focus on real estate finance.

LICENCES

CA DRE License # 01323055
 Corporate CA DRE License # 01888022
 California Finder License - DBO # F1708018

WORK HISTORY

- 2010 to present – **Safe Harbour Equity, Inc.**, a California corporation providing commercial brokerage services; buyer, seller, and investor representation; the sale of business opportunities; and capital advisory services. Safe Harbour Equity, Inc. is an independently owned and operated

franchisee of **Sperry Commercial Global Affiliates** under the registered DBA: KIND Realty Investments.

- **KIND Realty Investments** is focused on the sale and acquisition of cannabis real estate, cannabis operating licenses, and provides cannabis capital and finance advisory services.
- In 2016 to present - **Sperry Commercial Global Affiliates**, a firm with a reputation for professionalism, broker cooperation and ethics.
- 2015 and 2016, was the primary self-storage consultant for land developer headquartered in Temecula, CA. Helped the client place approx. \$22,000,000 in 1031 exchange funds into self-storage properties – a new sector for them. Developed underwriting models, conducted market research, and evaluated data, negotiated many aspects of each transaction leading to successful acquisition decisions and the placement of their 1031 funds.
- 2013 and 2014, Director of Acquisitions with development company based in Salt Lake City. Located, acquired, and converted vacant, big-box properties into self-storage with a “drive through” feature, so that the customer was always indoors out of the weather. The first prototype was acquired, designed, and built in the Atlanta market.
- In 2012, signed a selling agreement with Bridge Investment Group <https://www.bridgeig.com/>, which required a Series 65 registered investment advisory license. Started an investment advisory firm called **P-Wave Investing, LLC**. In 2014, the small investor program was closed at the request of Bridge’s largest institutional investor. Without a selling agreement with Bridge IG, P-Wave was closed in 2015.
- 2008 to 2009 – **Davies-Ingersoll, Inc.** formed to pursue distressed real estate opportunities. The company was closed at the end of 2009 and its successor corporation, **Safe Harbour Equity, Inc.** was formed.
- 2003 to 2008 – **Sperry Van Ness** franchisee. Opened an office in Emeryville, CA with multiple agents.
- Simultaneously joined **Welton Street**, as a series 22 and series 63 registered representative to offer more 1031 exchange options to real estate clients.
- 2004 to 2012 - **California Self Storage Association** (“CSSA”) Served on the board of directors for 8 years. Became the president of the in 2012. When joining the board, the association had a deficit of \$50,000; after stepping down the CSSA had \$350,000 surplus.
- 2001 to 2003 – After the Tech Wreck of 2001, joined **Cornish and Carey**, a boutique commercial real estate firm in the Bay Area. Cornish and Carey have since been acquired by Newmark in 2014 and now operate as Newmark Cornish & Carey. Closed multiple out-of-state 1031 transactions, including syndicating a 216-unit property in Lawton, OK.

- 1997 to 2001 - While running **Pinnacle Homes & Design**, recruited by **Whalen & Company**, a subsidiary of **TetraTech**, a public company on the Nasdaq, to build out a new mobile modem network in Denver called: Ricochet. Attained a success rate of 100% of the sites assigned to the team. After building out the Denver market, the company moved Peter to Northern California in 1999 to help in the difficult entitlement jurisdictions: San Jose, Berkeley, and San Francisco. Worked on projects for Nextel, Sprint, and others. Team leader of a site acquisition team consisting of 12 agents, 3 entitlement staff and 7 construction personnel responsible for over 350 cell sites.
- 1994 to 2010 – **Pinnacle Homes & Design, Inc.** Designed and built high-end, custom, post & beam homes in the Boulder and Estes Park, CO area. Entitled and built a 26-unit condominium project in Estes Park, CO called: RiverRocks. Designed and entitled a 64-unit affordable housing project in Estes Park, CO called: Wildfire Ridge.
- May 1991 to December 1992 – **Bancard Services**, headquartered in Palm Springs, CA. Hired as a consultant to design, and build a proprietary computerized merchant authorization switch using IBM AS400 computers clearing through **First Data Resources**.
- September 1989 to May 1991 - **Peach Tree Bancard**. Director of Operations. Peachtree was the largest merchant ISO with the Berthoud National Bank. Hired to run their merchant processing operations in Naperville, IL.
- September 1986 to September 1989 – **Independent Colorado Bancshares, Inc. (ICB) and Berthoud National Bank**. Founder of the bank holding company ICB and raised the startup capital. Simultaneously, employed by Berthoud National Bank, a company ICB was acquiring. Ran the merchant processing and credit card issuance operations and oversaw the national network of Independent Sale Organizations (ISO's) using First Data Resources as the processing platform.
- December 1984 – September 1986 – Vice President with the **Philadelphia National Bank**. Headed the personal trust business development team within the private banking division. Supervised a team of 15 consisting of lawyers, trust officers and staff. Primary liaison for high-net-worth individuals looking for estate planning, investment management and custodial services.
- August 1983 – November 1984 – **Bailey, Martin & Appel**, a boutique Philadelphia investment banking firm. Raised most of the equity for an historic rehab project in the Philadelphia area the company was sponsoring.
- May 1982 to August 1983 – **American Diversified Investment Corporation**, a vertically integrated real estate holding company, broker dealer, developer, and savings & loan bank based in Costa Mesa, CA. Sold tax-sheltered real estate syndications to accredited investors as a Series 7 registered representative. American Diversified packaged and syndicate three properties at once: a historic tax credit property, combined with a stabilized apartment building and a ground up apartment development.

- 1979 to 1982 – Founded **Concepts in Wood** – an architectural millwork company. Purchased a 10,000 square feet industrial building for operations. At its height, employed 12 people and gained a reputation for high-quality custom casework and office furniture.
- 1975 to 1979 – Immediately following graduation, founded **The Woodworks**, “Fix and Flip” business surrounding the University of Pennsylvania before that phrase became popular. Sold holdings in early October 1979 shortly before Chairman Volker raised interest rates.

POST-GRADUATE EDUCATION and DESIGNATIONS

Certified Commercial Investment Member Designation (CCIM)

Achieved in December of 2010. <https://www.ccim.com/>

Sponsoring Real Estate Investment Groups - Gene Trowbridge, JD, CCIM

Robert L Ward Center of Real Estate Studies - Completed in December 2012

PROFESSIONAL ASSOCIATIONS

CCIM Institute

California Receiver’s Forum

Alameda County Bar Association

Los Angeles County Bar Association

AWARDS

- 2002 - Rookie Broker of the Year with Cornish & Carey.
- 2007 - Sperry Van Ness Partner’s Circle Award
 - Top 30 producer out of 1200 commercial brokers and agents nationally.
- 2007 – Named one of the “Big Fish” by Welton Street Investments as a Series 22 and Series 63.
 - One of the Top 10 producers out of 300+ national registered representatives.

PUBLICATIONS

2010 - Researched and authored - ***The Real Estate Tsunami Survivor’s Guide: Prospering in Today’s Financial Storm***. The book examined the causes for the 2008 real estate crash and how to prudently navigate investing in real estate during this unprecedented crisis. ***Out of print.***

<https://www.amazon.com/Real-Estate-Tsunami-Survivors-Guide/dp/0982684401>

2012 – Authored multiple chapters and edited the entire book, ***Greetings from California: Best Practices from the California Self Storage Association.***

<https://www.amazon.com/Greetings-California-Practices-Storage-Association/dp/0977157873>

The Registry – San Francisco Bay Area Commercial Real Estate - Regular Contributor

All That Glitters – March 2011

Baby, Please Come Home – October 2011

Black Death – October 2010

Debt as Intoxicant – July 2010

Double Dipper – June 2011

Eat Like Kings – Jan 2011

Eskimo Inflation – August 2010

Fire and Ice – August 2011

New York State of Mind – May 2011

Out of Thin Air – February 2011

The Smell of Fear – July 2011

This is a Football! – January 2011

The Yield Curve and Your Future – September 2011

Vive la Différence – December 2010

Banker Broker – Volume 130, 2011

Blind Roosters: Finding Your Kernels of Business in Today's Real Estate Market

Institutional Investor – North America

Debt Bubble Bath

Time to Come Clean on the Causes of the Financial Crises – July/August 2011

Where's the Gusher?

Investors Hoping for a Repeat of the RTC Heyday Have Been Disappointed - May 2012

Mini-Storage Messenger: MiniCo – the publisher of Greetings from California

Nuances in Self-Storage: Lessons Learned from the Recent Past – February 2011

Is Property Management a Panacea? – July 2011

Singing the CMBS Blues – February 2012

PUBLIC SPEAKING – Positioning to acquire distressed assets.

Various dates throughout 2010 to 2013

CCIM – San Francisco, Oakland, and San Jose

Commercial Real Estate Women (CREW) – San Francisco, Walnut Creek

Investment Marketing Forum – Oakland

680 Corridor Investors

Sacramento Real Estate Investment Association

2013 Annual CSSA Conference – “How Quantitative Easing is a Stealth Method of Rebuilding Member Bank Balance Sheets with Free Money”

EXPERT NOT RETAINED