



CEO & Corporate Broker for **Safe Harbour Equity, Inc.**
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Real estate and capital markets thought leader. Expertise in capital structures, financial statements and **valuation**, including cannabis recapitalization & reorganization and cannabis receiverships; accredited investing, mezzanine debt and preferred equity. Fluent in the responsibilities of fiduciaries and the contractual implications of fiduciary duty. Expert witness for **Lost Profits**, partner disputes,

creditor rights, and investor & founder disputes. Deep experience with the sale of unregistered securities, private placement memoranda, investment waterfalls, disclosures and compliance.

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

Managing broker **Safe Harbour Equity, Inc.** with a past focus on the cannabis real estate, cannabis M&A, and cannabis capital advisory – 2017 to 2023

Former Series 7, 22, 63 licensee and Series 65 registered investment advisor (**RIA**). **CCIM** designee.

EDUCATION

University of Pennsylvania's **Wharton School** in 1975 with a BS in Economics finance.

LICENCES

CA DRE License # 01323055

Corporate CA DRE License # 01888022

CASES

Greenville Development v Greenfield – **Case #: 20CV001278** – Superior Court of Monterey County. Representing the plaintiff, a family office invested in a cannabis cultivation, sued for breach of contract. Case Settled.

Madeline8 v Alvarado Smith – **Case #: 30-2020-01124146-CU-PN-CJC** – Orange County Superior Court. Representing the defendant, a law firm being sued by a cannabis investor as the litigant of last resort. Case Settled.

IIRP v Kings Garden – **Case #: CVPS2202975** – Riverside County Superior Court. Representing the plaintiff, a NYSE public company, sued for fraud, possession and damages. Case Settled.

California Capitalism v Chemehuevi Indian Tribe – **Case #: 1230011812** – JAMS Binding Arbitration. Client sued for Lost Profit Damages, Breach of Fiduciary Duty and Specific Performance. Accepted as

Qualified Expert for testimony during binding arbitration before Honorable James Ware – Jurisdiction: San Bernadino County. Testified over two days representing the plaintiff. Case won by client.

Day v Giffin – **Case #: 19CV43812** – Accepted as Qualified Expert by Calaveras County Superior Court for trial testimony. Representing the plaintiff, an employee for a cannabis cultivation, suing for wrongful termination. Testified over two days. Case dismissed.

Moon Valley Organics v Pioneer Fire, Inc – **Case #: SCV-271548** – Representing plaintiff. Superior Court of Sonoma County, Cannabis cultivator. Construction Defect impacting operations. Settled.

Legally Green v. 16616 Schoenborn, LLC – **Case #: 23VECV04068** – Los Angeles County Superior Court, Landlord/tenant dispute: Lost Profit due to non-disclosure of building conditions. Case dismissed.

Redwood v ACCO – **Case #: RG21090889** – Representing plaintiff. Superior Court of Alameda County. Cannabis cultivator. Construction Defect impacting operations. Settled.

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. was an independently owned and operated franchisee of **Sperry Commercial Global Affiliates** under the registered DBA: KIND Realty Investments.
 - **KIND Realty Investments** was focused on the sale and acquisition of cannabis real estate, cannabis operating licenses, and provides cannabis capital and finance advisory services.
- 2021 to present - **Rescue Capital Group** a national JV providing court-approved loans to cannabis receiverships. Additionally, providing cannabis lending for all phases of the business – real estate, tenant improvements, stock loans, inventory, equipment, and expansion/acquisitions.
- In 2016 to 9/2023 - **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 their underwriting and market research models, created an in-depth market analysis and advised on the negotiation tactics for each asset leading to 100% successful acquisition decisions.
- 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. Founded 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 and debt financing. The company closed at the end of 2009 and its successor corporation, **Safe Harbour Equity, Inc.** was formed.
- 2003 to 2008 – Opened a multiple agent **Sperry Van Ness** franchisee in Emeryville, CA
- Simultaneously joined **Welton Street**, as a series 22 and series 63 registered representative to offer 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 as a team leader of 12 real estate agents, 3 entitlement staff and 7 construction personnel responsible for over 350 cell sites. Attained a success rate of 100% of the sites assigned to the team. After building out the Denver market, the company relocated Peter to Northern California in 1999 to tackle the difficult entitlement jurisdictions: San Jose, Berkeley, and San Francisco. Clients were Nextel, Sprint, Metrocom and others.
- 1994 to 2010 – **Pinnacle Homes & Design, Inc.** Designed and built high-end, 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 bank being acquired. 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 80% 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

Former Board Member and President of the California Self Storage Association

Former Member of the California Receiver's Forum

Former Member of the Alameda County Bar Association – Cannabis Executive Committee

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”