



### SHM Partners

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SHM  
P A R T N E R S

# SHM Group

*Owner/developer Smith & Hricik Management Partners (SHM)* is a multi-faceted real estate development and management company based in Downtown Los Angeles.

The firm's principals, Stephan D. Smith and Lawrence M. Hricik combined, have over 60 years of experience in the finance, acquisition/disposition, development and management of real estate. SHM has also planned, developed and/or operated over 6 million square feet of office, mixed use, residential and film production space.

Under its Film Studio Group banner, SHM has been involved in the planning, development, adaptive reuse and/or management of film and television production facilities on five continents, in countries such as Canada, Mexico, Spain, Czech Republic, U.K., South Africa, Thailand, Australia and New Zealand as well as numerous states in the U.S.

SHM also created Skyline Locations, one of the largest and most diversified location companies based in Los Angeles as well as B2B-TV, a unique provider of cost-effective, high quality HD television programming to businesses in multi-tenant commercial buildings.

SHM  
P A R T N E R S

FSG  
FILM STUDIO GROUP



SKYLINE  
LOCATIONS

B2B  
TV

# Projects



*550 North Brand*



*Los Angeles Center Studios*



*Los Angeles Area Chamber of Commerce*



*Mr. Smith* initially formed Smith & Hricik Development Company, now known as SHM Partners, in 1985 with partner Lawrence Hricik, and entered into a partnership with Hillman Properties to develop a 21-story office building in Glendale, California. In another partnership with Hillman, Mr. Smith

was responsible for Los Angeles Center, one of the largest development sites in downtown Los Angeles (on Unocal's former headquarters property), encompassing over 5 million square feet of mixed-use development. The lingering softness in the downtown market led Mr. Smith and his partners to the concept to build and operate Los Angeles Center Studios, the first studio in the downtown area and, in fact, the first new studio in the City of Los Angeles in more than 50 years. Since opening in September 1999, the Studios have hosted more than 700 feature films, television shows, commercials, music videos, and major special events.

In 2002, SHM Partners formed Film Studio Group (FSG) to provide consulting and development expertise on proposed and

existing film production facilities. FSG's past and current projects include existing and to-be-built studios across the U.S., in five Canadian provinces and Mexico. In addition, FSG has been or is currently involved in projects in the U.K. (London area); Alicante, Spain; Prague, Czech Republic; Cape Town; Melbourne, Australia; Auckland, New Zealand; and Puerto Rico.

SHM also created Skyline Locations, one of the largest and most diversified location companies in Los Angeles, and B2B-TV which provides high definition DirecTV service to commercial office tenants, bars and restaurants, sports and entertainment venues, retail and mixed use projects and multi-family housing.

Mr. Smith has a B.A. in Economics from Yale University and an M.B.A. in Finance from the Wharton Business School. He is past Chairman of the downtown Los Angeles-based business powerhouse organization Central City Association and still an active member of the Executive Committee. He is also sits on the Advisory Board of the Los Angeles Sports and Entertainment Commission and has been involved in a number of other business and charitable organizations in Los Angeles.

Smith





*Mr. Hricik* is responsible for the overall accounting and financial management of the development projects of SHM Partners as well as its related operating entities, Skyline Locations and B2B TV. He produces or oversees evaluations, projections, forecasts, budgets, valuations, and analyses for

all SHM projects as well as any internal or external reporting functions. Mr. Hricik also contributes to land acquisitions, lease and license transactions as well as all project and development management efforts.

Prior to forming what is known today as SHM Partners with Stephan Smith, Mr. Hricik was the assistant controller for Jaymont Properties, where he was responsible for overall cash management, budgeting, reporting, and auditing for an extensive domestic commercial real estate portfolio. He started his professional career at then Big Eight accounting firm, Peat, Marwick, Mitchell & Co. after graduating from Indiana University with a B.S. in Accounting.

# Hricik

# SHM Partners

## *Smith & Hricik Management*

### *Partners, dba SHM Partners (SHM),*

a multi-faceted real estate company based in Downtown Los Angeles, was founded in 1985. The firm's principals, Stephan D. Smith and Lawrence M. Hricik, have over 60 years of experience in all disciplines of the development and management of real estate projects. They have planned, developed and/or operated over 6 million square feet of office, mixed use, industrial, residential and film production space.

SHM is a full-service real estate company offering expertise in property acquisitions, entitlements/governmental relations, commercial, industrial and studio property planning as well as financing, construction management, leasing, property and studio management and asset disposition.

SHM prides itself on providing the highest level of service to its partners and clients ranging from large corporations to private companies; local, state and federal governmental entities and non-profit institutions.

SHM currently has the following projects in pre-development: Kapolei Studios, a motion picture/television studio, retail backlot and studio film campus project in Kapolei, Oahu, Hawaii; Studio New Zealand in Auckland and studio projects in North Carolina, China and the Middle East.

# Projects



*One Los Angeles Center*



*Los Angeles Center Studios*



*West Kalealoa Business Park*



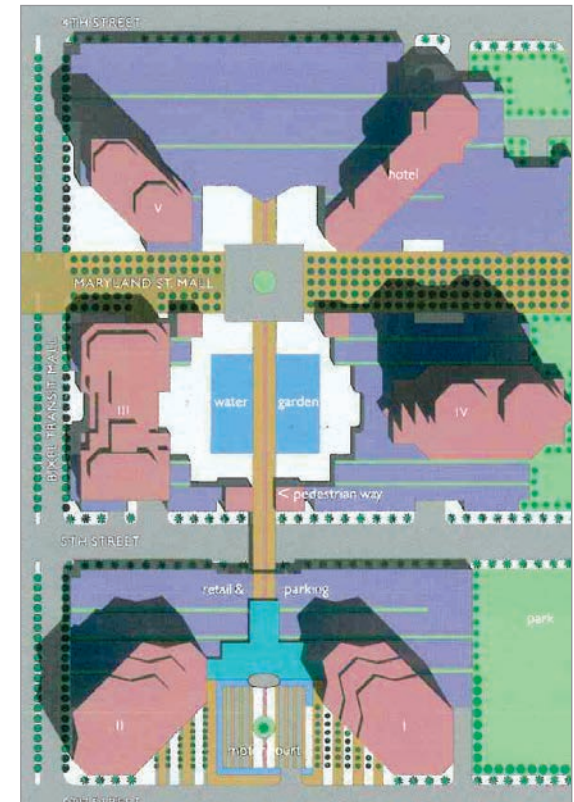
# Projects



*Kapolei Studios*



*LA Center Studios Special Events*



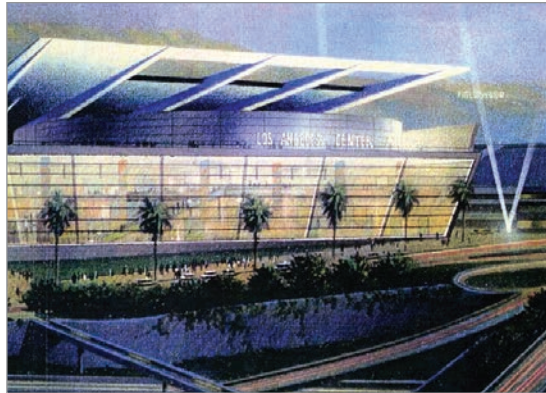
*Los Angeles Center Masterplan*



# Projects



*Downtown Arena Project*



*Downtown Arena Project*



*Los Angeles Area Chamber of Commerce*



## *Film Studio Group*

Film Studio Group (FSG), wholly owned by SHM Partners, a Los Angeles-based development and management company, was formed in 2002 in response to demand from private and governmental entities around the world for independent experience in the development and management of filmed entertainment production facilities. SHM's entry into the business was the creation of downtown's Los Angeles Center Studios, the first new independent studio in Los Angeles in over 50 years.

FSG provides consulting and development expertise on proposed as well as existing film production facilities from site acquisition, feasibility and financing assistance, through programming and construction phases and into operations, marketing and provision

of equipment and services. FSG offers comprehensive studio programming/planning, development and management services. There is no other independent purveyor of such comprehensive studio services on this scale in the world.

FSG's past and current projects include existing and to-be-built studios across the U.S., spanning from Hawaii to Puerto Rico, in Mexico and five of the Provinces in Canada. In addition, FSG has been involved in projects in the U.K. (London area); Alicante, Spain; Prague, Czech Republic; Auckland, New Zealand, Cape Town, South Africa, Melbourne, Australia and Chiang Mai, Thailand.



# Projects



*Ciudad de la Luz*



*Ciudad de la Luz*



*Prague Studios*



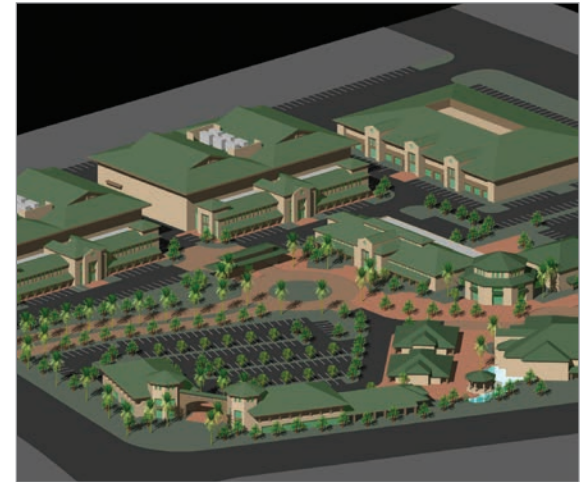
# Projects



*Auckland, New Zealand Studios*



*San Miguel Studios*



*Kapolei Studios*



## *Film Studio Group*

Film Studio Group has been engaged by a governmental entity, landowner or film producer to perform some or all of the following:

- assess a property for (re)development
- work with the architect to program and plan the site
- meet with stakeholders and prepare a financial model and feasibility study for the proposed studio
- assist in obtaining the project's capitalization, including governmental assistance
- work with the contractor on value engineering and technical issues
- hire and train personnel
- establish operational procedures and controls, including proper collection/ disbursement of money, document generation and flow as well as accounting systems and reports
- contract with vendors and suppliers, many of which are industry specific
- (pre)market the studio to Hollywood decision-makers and negotiate/package deals for their productions
- oversee the on-site personnel to ensure that the asset is protected and the production company's experience at the studio is positive
- seek out new revenue streams or other ways to enhance the property's value



## *Satellite TV for Large Scale Structures*

B2B TV equips large scale structures with high definition satellite TV featuring DIRECTV programming. Our proprietary technology uses a single rooftop dish and a single network backbone to provide service to an unlimited number of subscribers. Unlike similar services, B2B TV allows customers to choose whatever DIRECTV programming they desire, not a predetermined viewing package. It's the ideal solution for office buildings, campuses, stadiums, shopping centers and mixed use environments. And B2B TV manages the entire process, from acquiring building access rights, infrastructure design, construction, equipment sales and subscription services.

### **Campuses**

B2B TV is at the forefront of technology with its ability to deploy Multi Family Housing Version 3 (MFH3) for campus environments. One MFH3 system delivers voice, data and television services to 1024 endpoints over a single IP network. This technology is perfectly suited for military bases, resorts, university campuses and large scale retail/residential developments where cost savings can be achieved through a single distribution.

### **Custom Applications**

B2B TV works with each client's unique infrastructure and viewing requirements. Our experience includes:

- Enterprise level systems integration, design and deployment
- Studio/theater development and project management
- Large scale events
- Digital signage
- Digital cinema
- Video display networking
- SMATV and IPTV distribution

### **Private Network Service**

B2B TV also provides digital Private Network Service, which allows clients to use the DIRECTV satellite platform for secure, reliable and affordable private network broadcast to multiple locations throughout the continental United States. Applications include internal corporate broadcast communications, digital video distribution and/or data transport.

### **Retail Store Applications**

B2B TV understands that the Retail Store wants to co locate theaters within certain facilities. Using B2B TV's service, we believe the Retail Store can achieve the following:

- Increased traffic and sales
- New revenue streams
- Unique marketing opportunities
- Increased value of Retail Store within its communities

B2B TV envisions a high quality cinematic experience

incorporating premium DIRECTV programming for sports and entertainment events. Using the same digital delivery platform, we can also provide a nationwide platform to support internal and external communications including:

- Employee announcements
- Video streaming
- Training
- Digital signage
- Advertising

Digital signage, advertising and other custom content can be created inhouse,downloaded off hours and used to enhance the shopping experience by:

- Reducing perceived wait times
- Informing or entertaining customers at checkout queues
- Offering point of sale marketing and promotions, such as:
- Streaming movie trailers to TV sales department
- Keebler cookie ads displayed in the cookie aisle
- Campbells soup recipe demos displayed in soup aisle

Since customized video streams can be pushed to different IP addresses , the content can be tailored to local needs and used in a continuous video loop. The system can also be used in emergency or disaster situations as the central point for disseminating news and information.



# Projects



*Sony PlayStation Special Event, Los Angeles*



*One rooftop dish and network backbone  
service unlimited subscribers.*



*Customized content at check out queues*



## *Skyline Locations*

Skyline Locations, formed in 2004 and wholly owned by SHM Partners, is a real estate marketing and management company which makes available to the filmed entertainment industry real property for the purpose of “on-location” filming. Skyline represents over 15 million square feet of commercial, hospitality, industrial, retail and medical properties and has extended its expertise into adaptive reuse re-positioning and management of manufacturing plants as full-service production facilities, such as the Boeing 717 plant in Long Beach, California.

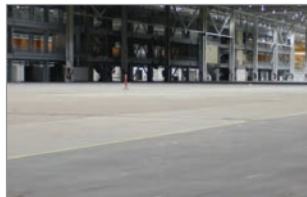
With extensive experience in both the ownership and operation of major commercial real estate assets and film studios, the principals of Skyline are dedicated to making a difference in the way that “location filming” is handled from the perspective of both property owner and film professional.

Accordingly, Skyline’s services go far beyond the standard and traditional ways that properties have been represented in the past, providing each property-owning client as well as film industry customers with the highest degree of professional service possible.

The core of the business is in representing properties that are available for temporary rental as “Locations” for filming. In this capacity, Skyline is dedicated to doing its best to maximize the exposure of these properties to film industry professionals. Skyline assists both the real property owner and the film industry professional in reaching a temporary use agreement. Thereafter, it provides on-site management during the term of the agreement, protecting the property owner’s rights and ensuring a smooth production experience. Upon completion of the temporary use, a close-out package documenting

all relevant aspects is prepared and submitted.

The company’s services also extend to film industry professionals. With combined experience of over 50 years in the filmed entertainment industry, the firm’s principals know how difficult and demanding it can be to deal with filming on location. To begin with, Skyline’s website is designed in such a way that it will become a “favorite” tool for those searching for Locations for a Production. It offers easy methods to search for locations and novel ways of presentation. It will even allow the user to track, save and name images selected for consideration by specific film projects. [www.SkylineLocations.com](http://www.SkylineLocations.com)



# Clients

*SHM Partners* is proud of the reputation it has developed and is thankful for the opportunity to work together with its project partners in support of common goals on dynamic real estate projects.

*A sample listing includes:*

A&E Network  
Anschutz Entertainment Group  
Alberta Film Commission  
BlackRock  
Boeing Corporation  
CB Richard Ellis  
Charles Schwab  
Comweb/William F. White  
Creative Artists Agency (CAA)  
Deloitte & Touche  
DirecTV  
Douglas Emmitt  
Equity Office Properties  
Film Nova Scotia  
James Campbell Co.  
Jones Lang LaSalle  
Government of Spain

Lend Lease Real Estate  
Merrill Lynch  
Morgan Stanley  
New Brunswick Film Commission  
Northern Trust  
Oppenheimer & Co.  
Pacific Gas and Electric  
Playa Vista  
PricewaterhouseCoopers  
Shorenstein Companies  
Showtime Entertainment  
The City of Glendale  
The City of Los Angeles  
The Hillman Company  
The Los Angeles Area  
Chamber of Commerce  
Thomas Properties Group

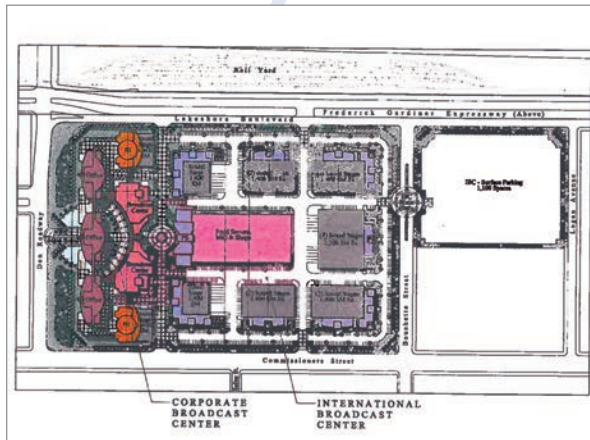
UBS  
U.S. Department of State  
U.S. General Services Administration (GSA)  
Variety  
Warner Bros.  
Wells Fargo

## *Product Types*

- Commercial office
- Stage and production facilities  
(motion picture and television)
- Sports and athletic facilities
- Multi-family housing
- Industrial
- Retail



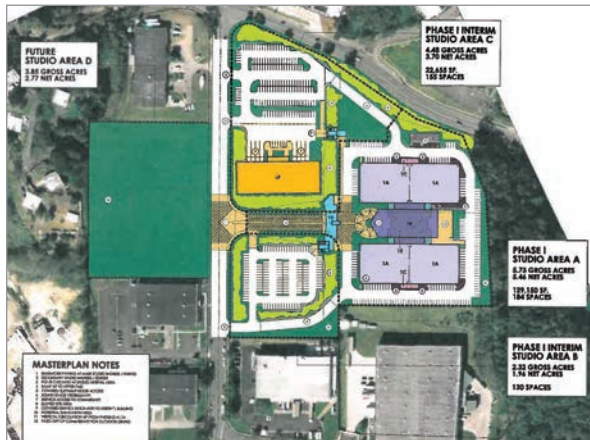
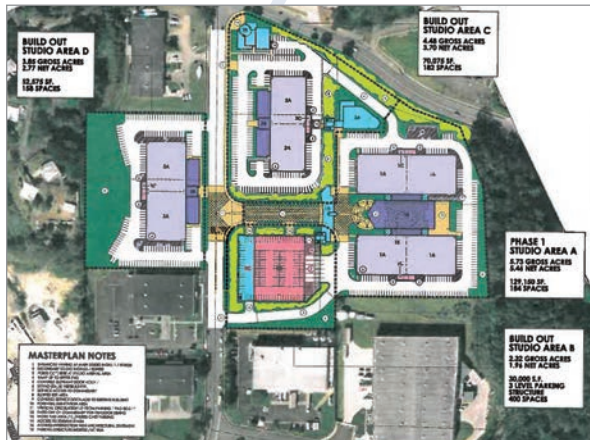
# Projects



*International Broadcast Center, Toronto*



*Cape Town Movie District*



*Puerto Rico Studios*



*CNX Movie World, Thailand*