



DeDonato Welcome Group offers professional consulting, development, construction and disposition services to property owners and to financial institutions with troubled real estate assets.

The available services range from securing property entitlements to completion/repair of site work to completion/repair of house and/or commercial construction to negotiation of Purchase & Sale Agreements or Work-Out Agreements and the ultimate disposition of the asset. The principals, Thomas J. DeDonato and Robert R. Welcome, are profiled in following sections and have significant expertise and experience in all facets of real estate financing, development, construction and sales.

Our group has been together for nearly thirty years and has developed several close relationships with construction, marketing, property management and specialty consulting firms with which we've worked on countless projects. The services of these firms are at our immediate disposal and one or more can be brought in to any project as needed. These firms include, but are not limited to the list on the following page.

We have over seventy years combined experience in all facets of real estate construction, development and financing and can offer services necessary in virtually any real estate circumstance. Please contact us for more information and/or to discuss a specific project in need of assistance.

10257 NE 64th Street Kirkland, WA 98033
T (425) 417-3455 F (425) 827-2898
tom@dwgroup.biz
www.dwgroup.biz



ASSOCIATE FIRMS

Civil Engineering	Omega Engineering Harmsen & Associates	Joe Smeby Doug Slager	(425) 387-3820 www.h-ai.com
Drainfield Design	Cavassa & Associates	Jim Gardner	(360) 794-7266
Surveying	Downing & Associates Harmsen & Associates	Dave Downing Doug Slager	(360) 653-5385 (360) 794-7811 www.h-ai.com
Structural Engineering	Dibble Engineers	Robb Dibble	(425) 828-4200 www.dibbleengineers.com
Wetland, Forest, Fish & Wildlife Consulting	Chad Armour	Chad Armour	(425) 641-9743 www.chadarmour.com
Landscape Design & Construction	Mackay Landscape	Russ Mackay	(425) 771-3639
Residential/Commercial Construction/Repair & Tenant Improvements	Lind Construction Services	Jay Lind	(425) 766-9880 www.lindconstruction.com
SFR Brokerage	Coldwell Banker Bain Preview Properties	Glen Leff Bryan & Shawn Strootman	(425) 949-4033 (425) 359-7776
SFR Property Management	Century 21 North Homes	Gwen Cannon	(425) 743-4009
Commercial Property Leasing & Sales	Coldwell Banker Commercial	Michael Fear	(425) 356-9925 www.cbcworldwide.com
Commercial Property Management	MK Property Services JSH Properties, Inc.	Mike Kirkland Ernie Velton	(425) 888-2993 www.mkps.net (425) 455-0500 www.jshproperties.com



PRINCIPAL PROFILE

Thomas J. DeDonato, age 55

Over thirty years in residential and commercial real estate financing and development, including:

Funding or placement of over \$200 million in real estate loans on apartment, retail, office, hotel and industrial properties working for Securities Intermountain/Crossland Mortgage and as partner in Western Pacific Financial and President of Western Pacific Funding Corporation

Development and sale of over 1,000 residential building lots and/or homes in King, Snohomish, Pierce & Maui Counties as principal in numerous entities

Development of 18,000 square foot retail center in Monroe, WA

Education

Bachelor of Arts in Business Administration, University of Washington 1976

Robert R. Welcome, age 55

Over thirty years experience in all aspects of road construction, land development, and project management, including:

Job foreman for J.J. Welcome Company, Inc. from 1972 to 1974, at which time traveled Western United States as Equipment Superintendent in charge of maintaining equipment for multi-million dollar jobs, until 1987

Founding partner of Eastside Sand & Gravel in 1974, which performed utility and site work for hundreds of construction jobs in Western Washington and which owned and operated gravel pits in King County, until 2005

Founding partner of Welcome Four in 1989, which purchased and developed the Fryelands, a 250 acre residential and industrial project in Monroe, until present

Founding partner of RRJ Company, Inc. in 1997, which has performed utility and site work for over 30 construction jobs in Western Washington, until present

Development and sale of over 1,300 residential and/or industrial building lots in King, Snohomish & Pierce Counties as principal in various entities

Development of 18,000 square foot retail center in Monroe, WA

Education

Attended Bellevue Community College 1971/72

REFERENCES:

Banking:

Frontier Bank
P.O. Box 2210
Everett, WA 98213-0210
Dave Dorsey, Senior Vice President
(425) 514-0798
Julie Lienhard, Vice President
(425) 514-0817

Umpqua Bank
19625 62nd Avenue South, C-101
Kent, WA 98032
Pat Hillyer, Vice President
(253) 437-4075

Washington Federal Savings
425 Pike Street
Seattle, WA 98101
Jim Cady, Senior Vice President
(206) 777-8277

Insurance/Bonding:

Hub International Northwest
P.O. Box 3018
Bothell, WA 98041-4500
Brandon Bush/Theresa Lamb
(425) 489-4500

Legal:

Peterson Russell Kelly PLLC
1850 Skyline Tower
10900 NE 4th Street
Bellevue, WA 98004-5873
Rick Carlson
(425) 462-4700

Montgomery, Purdue, Blankenship & Austin, PLLC
5800 Columbia Center
701 5th Ave
Seattle, WA 98104-7096
George Akers
(206) 682-7090

Accounting/Tax:

LeMaster Daniels
3000 Northup Way, Suite 200
Bellevue, WA 98004
Mike Mathieus
(425) 828-9420

Quackenbush & Hansen, PS
17325 West Main Street
Monroe, WA 98272
Mike Quackenbush
(360)863-8689

Trades:

David R. Downing & Associates
4229 76th Street NE, Suite 202
Marysville, WA 98270
Dave Downing
(360) 653-5385
Surveying & Site Planning

Omega Engineering, Inc.
2717 Rockefeller Ave.
Everett, WA 98201
Joe Smeby
(425) 387-3820
Civil Engineering

Cavassa & Associates
P.O. Box 298
321 No. Lewis Street
Monroe, WA 98272
Paul Cavassa
(360) 794-7266
Civil Engineering & Drainfield Design

THOMAS J. DEDONATO

BUSINESS PROFILE

Veteran of over thirty years in commercial and residential real estate financing and development. Accomplishments include:

Funded or placed over \$200 million in real estate loans on apartment, retail, office, hotel and industrial properties on West Coast

Developed & sold over 1,000 SFR building lots in King, Snohomish, Pierce and Maui Counties

Acquired, designed, permitted and sold town home projects totaling over 150 units in Kirkland & Bellevue, WA

Designed & developed 18,000 SF retail building in Monroe, WA

PROFESSIONAL EXPERIENCE

DEDONATO WELCOME GROUP, Kirkland, WA 1988 – Present
Managing Member and/or Principal of over twenty entities developing over 1,000 single family lots and/or townhomes and one commercial property.

WESTERN PACIFIC FUNDING CORP, Kirkland, WA 1988 - Present
President
Sub-S corporation structured to fund private debt and venture capital financing on residential and commercial real estate. Approximately \$5 million funded to date. WPFC was founded to take over **Western Pacific Financial Company**, which was formed in 1982 to provide equity and debt financing for business and real estate ventures and, through 1996, had placed approximately \$93 million in debt financing on commercial real estate properties.

SECURITIES INTERMOUNTAIN, INC, Federal Way, WA 1976 – 1988
Assistant Vice President & Manager
Began career as loan officer in training and was promoted within 10 months to manager. Responsibilities included human relations, new business promotion and origination, closing and administration of land development, construction and permanent loans on residential projects in South King and North Pierce Counties. Considerable work-out experience on construction and A & D loans. Permanent loans were packaged for insurance by FHA/VA and for purchase by FNMA. Appointed as one of first FNMA delegated underwriters in region.

Promoted to Vice President & Assistant Manager of Seattle Commercial Office in 1981. Responsibilities included origination, closing and administration of construction and permanent loans on office, retail and apartment properties on the West Coast. Top loan producer company-wide in 1984 & 1985. Company changed name in 1984 to **First Security Realty Services** and in 1986 was purchased by Crossland Savings and became **Crossland Mortgage**.

RRJ COMPANY, INC
P.O. Box 607
Monroe, WA 98272
(866) 492-9180 or (360) 805-8246
Fax: (360) 794-2184

COMPANY PROFILE

RRJ is a 4th generation family construction business, which began in 1953 as JJ Welcome Construction Company. RRJ was named for the owners, Robert, Robert Jr, and Jeremy Welcome, and has been in operation since 1997. The Company began by building roads and highways and has grown into the following:

Land Development:	Residential and commercial plats
General Site Construction:	Clearing, earth work, drainage & foundations
Underground Utilities:	All types of underground utility construction including trenching, backhoe, bulldozer and trackhoe excavation
Water Main Extensions & Replacements	
Trucking:	Truck & Trailer Rental for hauling rock, dirt, sand, etc.

Attached is:	Recent Project History
Administrative Contacts:	Tiffany Martin – All @ (360) 805-8246 Joanne Robertson May Welcome
Principal Contact:	Bob Welcome – Direct @ (425) 864-2271
Equipment List:	Available upon request

RRJ COMPANY, LLC
P.O. Box 607
Monroe, WA 98272
(866) 492-9180 or (360) 805-8246
Fax: (360) 794-2184

RECENT PROJECT HISTORY

<u>NAME OF PROJECT</u>	<u>CLIENT</u>	<u>PHONE</u>	<u>AMOUNT</u>	<u>DATE</u>
Wallace Falls Parking Lot Expansion	WA State Parks & Recreation Comm.	(360) 755-5262	\$83,331	2004
Date Street Repairs	City of Sultan	(360) 793-2231	\$75,000	2004
Big Rock Rd Improvements	City of Duvall	(425) 788-3434	\$700,000	2005
SnoRidge Self-Storage	BNR Const.	(253) 332-4307	\$816,000	2006-07
Snohomish Business Park	Corstone Enterprises	(360) 862-8316	\$549,760	2007
Riverview East/Eagle Springs	DW Arlington, LLC	(425) 417-3455	\$1,582,550	2007-08
2 nd Ave NE Water Main Replacement	City of Duvall	(425) 788-3434	\$587,219	2009
Water Main SR2, 363 rd Ave SE & Kellogg Lake Rd.	Startup Water Dist.	(425) 330-6362	\$1,003,084	2009