



ARI-EL

www.ari-el.com

ARI-EL ENTERPRISES, INC.

*Real Estate & Development Services
Licensed in the State of Michigan*



Arie Leibovitz, Scott Leibovitz & Barak Leibovitz

OVER FOUR DECADES OF LEADERSHIP

Ari-El Enterprises, Inc. was established in 1979 by Arie Leibovitz to focus on the acquisition, development and management of real estate investment properties. Over the years, the company has prospered through the rise and fall of the markets, surviving the turbulent tides that have left so many in its wake. Scott Leibovitz joined his father Arie Leibovitz in 1996 and together they have assembled a very talented staff of professionals who are experts in their respective fields. Barak Leibovitz, Arie's youngest son, joined the team in 2016 to learn the business and add his fresh perspective to business operations. All three are licensed to practice in the State of Michigan.

Ari-El Enterprises operates a diverse portfolio of over three million square feet of space which includes industrial buildings and parks, office buildings and complexes, and retail centers.

The properties are primarily concentrated in the Detroit Metropolitan area of southeast Michigan.



Mitsubishi Electric Automotive in **Centennial Business Park**
Northville, MI



Habitat for Humanity of Oakland County - ReStore
28575 Grand River Avenue
Farmington Hills, MI

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Citation Center in Eagle Two Business Park
Brighton, MI



Kerby's Koney Island is part of **Kingswood Square Plaza**
Bloomfield Hills, MI



Ann Arbor Commerce Center
Ann Arbor, MI

FULLY INTEGRATED RESOURCES

Ari-El Enterprises is a full service real estate organization. The company's success is based on comprehensive in-house capabilities in acquisition, development, finance, leasing, property management and construction management.

Ari-El Enterprises consistently applies a highly effective team approach to maximize returns. This synergy facilitates the creation of new paradigms which enables the company to anticipate potential, then develop and implement innovative solutions.



42960-70 W. 10 Mile Road (duplex)
Novi, MI

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Bridge Commerce Center 1
Southfield, MI



Edgewood Towne Center
Lansing, MI



Regency Center (7 Building Condominium Development)
Novi, MI

A CONSISTENT FOCUS

The acquisition or development of a profitable real estate venture demands a series of complex, interrelated decisions in which not only bricks and mortar must be recognized, but elements such as marketing, operations and financing must be simultaneously considered. The ability to implement and see the total picture has been paramount to the company's continuing leadership. Few firms have integrated the skills, quality and ownership staying power to make it all work. Indeed, Ari-El Enterprises knows real estate from the ground up.

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Jeffries Tech Center
Livonia, MI



74 W. Long Lake Office Building
Bloomfield Hills, MI



Plymouth Commerce Center
Plymouth, MI

SEIZING OPPORTUNITY FOR GROWTH

Valuable experience gained by operating profitably and creatively through varying market cycles has taught the Leibovitz team how to build a company with a long-term point of view. Today, the company is a much stronger business enterprise and an industry leader exceptionally well positioned for accelerated growth, now and long into the future.

Extraordinary instincts and an entrepreneurial spirit are carefully balanced while minimizing risk for investors and partners. Above all, the company has a proven ability to recognize a market's potential and structure financing to maximize benefits.

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Farmington Hills Industrial Center
Farmington Hills, MI



10 West Square Lake Office Building
Bloomfield Hills, MI



Hilltop Research & Development Center
Southfield, MI



Galloway Light Industrial Development
Auburn Hills, MI

MAXIMIZING REAL ESTATE VALUES

The acquisition of a substantial real estate portfolio is a prolonged and challenging undertaking. Making the assets work is just as challenging, and certainly deserves no less planning. Ari-El Enterprises' Asset Management Team is focused on determining exactly how the company's current holdings can be used most efficiently in view of current and projected real estate trends. It is the formulation of a workable and realistic strategy for achieving goals over an extended time period. In every case, the goal is to achieve maximum capital appreciation in the shortest period of time, while ensuring long-term investment value.

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Kirts West Office Park
Troy, MI



Dakota Office Building
Ann Arbor, MI



29355 Northwestern Hwy.
*(Ari-El Enterprises, Inc.
corporate headquarters)*
Southfield, MI

STRATEGIES FOR THE FUTURE

Ari-El Enterprises is proud of its accomplishments over the past four decades and is positioned to anticipate and act upon new opportunities and market trends. The company is well capitalized thanks to many long-standing relationships with investors and lenders. Furthermore, immediately after a property is acquired, Ari-El has all the in-house resources required to protect and enhance the value of the asset over the long term.

Today, the company is aggressively seeking opportunities to expand its portfolio through the acquisition of new investments. Above all, Ari-El Enterprises is committed to well-paced, controlled growth which yields long-term benefits for valued tenants and joint venture partners.

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Kingswood Plaza at Acquisition



Phase I in Progress



Phase II Completion of **Kingswood Office Building**

CORPORATE VISION

Acquiring under performing properties in prime locations and converting them into their highest and best use is a key element of Ari-El Enterprises' strategic vision.

This unique mixed-use development demonstrates the company's outstanding creativity. When acquired, the property originally housed a shopping center and movie theater. Today, Kingswood Plaza has been expanded and reshaped to form a first-class two-story office building and retail center of 117,000 square feet.

The movie theater was converted to a one-story office building. Later down the road, the office building was expanded by adding a second story. Not only did this elevate the character of the building but it also enhanced the overall value of the entire development.

By employing progressive development in phases and working with a keen sense of a property's full potential, this change-of-use has generated continuous strong returns to investors.

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Northwestern Highway Plaza
Redevelopment of Kabobgy Restaurant site
Southfield, MI



CORPORATE VISION

In a unique project, Ari-El Enterprises demolished the Kabobgy Lebanese Restaurant and constructed **Northwestern Highway Plaza** for a higher use of its prime Southfield location on busy Northwestern Highway south of 12 Mile Road.

The Center is now a busy enterprise with Leo's Coney Island and Tim Hortons as anchor tenants.

In another recent acquisition, Ari-El Enterprises demolished the vacant Summit Place Mall, redeveloping approximately 95 acres into **Oakland County Business Center**. This site is one of the largest, development-ready parcels in central Oakland County, allowing for approximately one million square feet built-to-suit facilities for a variety of potential uses (commercial, industrial, high tech, lodging, office, etc.).

These projects entailed far more than mere demolition and building construction. The development process necessitated other areas of expertise, such as successfully obtaining zoning variances, parking, cross access, easements and, in the case of the Oakland County Business Center, tax incentives such as abatements, Brownfield TIF and Opportunity Zone benefits.

Repositioning properties into vital commercial facilities requires the kind of vision and foresight that are hallmarks of Ari-El Enterprises.



Oakland County Business Center
Redevelopment of Summit Place Mall site
Waterford, MI



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General Court Commerce Center
Plymouth, MI



2770 Research Drive
Rochester Hills, MI



Metroplex Commerce Center
Romulus, MI

Sagamore Plaza
30754-30776 Woodward Avenue
Royal Oak, MI



FOCUS ON CLIENT SERVICES

Ari-El Enterprises has an excellent reputation in the industry for providing prompt responses to inquiries from real estate brokers and businesses looking for space to lease or properties to acquire. The company strives to make the leasing process easy for everyone. Prompt turnaround of paperwork and clear instructions smooth the way for businesses to secure their new location.

Ari-El offers clients an easy to use online maintenance request system that keeps them updated until their work order is completed.

For companies that are growing, Ari-El has a large portfolio for expansion options whether it is industrial, office or retail space which may be required. Many stable companies have remained happy clients for decades.

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ARIE LEIBOVITZ

CHAIRMAN

Arie Leibovitz has devoted his entire business career to the acquisition, development and management of real estate investment properties, with a focus on income producing properties. Mr. Leibovitz founded Ari-El Enterprises in 1979 to take advantage of his skills in maximizing real estate asset values. Acquiring underperforming properties in prime locations and converting them into their highest and best use is a key element of his strategic vision.

Currently, Ari-El manages a diverse real estate portfolio of affiliated properties in excess of 3 million square feet with emphasis on light industrial and flex space primarily located in the Detroit Metropolitan market. Today, Ari-El is an agile enterprise that is poised to act quickly on profitable investment opportunities of any scope.

One of Ari-El's current projects is the redevelopment of the former Summit Mall property, consisting of approximately 75 acres, into a business center known as Oakland County Business Center ("OCBC"). This redevelopment can accommodate close to a million square feet of mixed use, such as distribution, engineering, retail, etc.

Arie is a Michigan Real Estate Broker and Licensed Builder.

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SCOTT LEIBOVITZ

PRESIDENT

Scott Leibovitz is a third generation real estate entrepreneur. He joined Ari-El Enterprises full time in 1996 and was promoted to the position of President in December of 2019. Before joining Ari-El, Scott held both part-time and full-time positions in retail and residential real estate sales.

Mr. Leibovitz' duties consist of day-to-day management of Ari-El Enterprise's diverse group of properties and staff oversight/development. He plays a major role in lease negotiations and lease renewals, public relations and marketing, due diligence research, contractor negotiations and construction services.

Scott has his Michigan Real Estate License and is also a notary public.

Mr. Leibovitz enjoys traveling with his wife Rachel and their two children. He has studied and lived all over the world including Israel, East Africa, Europe and Hilton Head Island, South Carolina. He is a member and student of the IRE.

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PATRICK L. KOBYLARZ, CPA CHIEF FINANCIAL OFFICER

Patrick Kobylarz maintains a dual role with Ari-El Enterprises. Certified as Controller of the real estate development side of the firm, he oversees the company's portfolio including acquisitions, financing, investments, property taxes and operating budgets.

Within the area of property management, Mr. Kobylarz manages the accounting department, reviews operational procedures and establishes internal controls. He also oversees benefits, payroll and 401(k) plans. In addition, he is responsible for strategic planning and implementation of the company's information systems.

Before joining Ari-El Enterprises in 1988, Mr. Kobylarz held senior auditor positions with a Fortune 100 corporation and a "Big 8" accounting firm.

Mr. Kobylarz is a Certified Public Accountant, Certified Information Systems Auditor, a Licensed Residential Builder and also has his Michigan Real Estate License.

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MICHELLE NEDRY

DIRECTOR OF ADMINISTRATION

Michelle Nedry is the Director on Administration for Ari-El Enterprises, Inc. and assistant to Arie Leibovitz. As part of the executive team, she is heavily involved with property acquisitions, due diligence research, property sales, refinancing of current loans, and monitors the Property Management and Accounting Departments.

Michelle also manages the IT and HR functions of the organization. Michelle is a certified Fannie Mae and Freddie Mac property inspector and brings 25+ years of accounting and administrative experience to the company.

Michelle is a member of CREW (Commercial Real Estate Women) and the National Notary Association. While she's away from the office, Michelle enjoys traveling, reading, cooking, and the arts. However, her favorite activity is spending time with her husband and dogs.

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PROPERTIES MANAGED BY ARI-EL AND OWNED BY AFFILIATES

INDUSTRIAL PROPERTIES

1050 Mt. Elliott/6301 E. Lafayette
Detroit

1700 E. Lincoln
Madison Heights

14660 Twenty Three Mile Road
Shelby Township

15180 Keel Street
Plymouth

15603 Centennial
Northville

15701 Centennial
Northville

21238 Bridge Street
Southfield

24700 Drake Road
Farmington Hills

26100 Pinehurst
Madison Heights

2770 Research Drive
Rochester Hills

30250 Grand River
Farmington Hills

3160 Ridgeway
Commerce Township

3175 Martin Parkway
Commerce Township

3901-3909 Varsity
Ann Arbor

42960-70 W. 10 Mile Road
Novi

650 Mandoline
Madison Heights

7845 Middlebelt Road
Romulus

Amrhein Commerce Center
Amrhein Road, Livonia

Ann Arbor Commerce Center
Phoenix & Varsity Drive, Ann Arbor

Bridge Commerce Centers 1 & 2
Bridge Street, Southfield

Citation Center
10381 - 10421 Citation Drive, Brighton

Crestview Court Commerce Center
24711-24723 Crestview Ct, Farmington Hills

Farmington Hills Industrial Center
24730-24804 Crestview Ct, Farmington Hills

Farmington Industrial Center
Haggerty Road, Farmington Hills

Fraser Commerce Center
18321-18333 Mike C Court, Fraser

Galloway Development
2275-2295 N. Opdyke, Auburn Hills

General Court Commerce Center
9165-9187 General Court, Plymouth

Hilltop Research & Development Center
21421 Hilltop, Southfield

Huron Commerce Center
Woodland & Commerce Dr., New Boston

Jeffries Tech Center
37703-37633 Schoolcraft Road, Livonia

Metroplex Commerce Center
6680-6730 Middlebelt, Romulus

Novi Industrial Center
22783-22865 Heslip Drive, Novi

Plymouth Commerce Building
41170-41300 Joy Road, Plymouth

Regency Center
25125-25325 Regency Drive, Novi

Techtron Centre
23399 Commerce Drive, Farmington Hills

BUILD-TO-SUIT SITE

Oakland County Business Ctr.
M-24 (Telegraph) & Elizabeth
Lake, Waterford Township

RETAIL PROPERTIES

10615 E. Colonial Dr.
Orlando

28575 Grand River
Farmington Hills

29305-09 Orchard Lake Road
Farmington Hills

29321 Orchard Lake Road
Farmington Hills

29333 Northwestern Hwy.
Southfield

Edgewood Towne Center
438-462 E. Edgewood Blvd.
Lansing

Fashion Square West
4675-4721 Bay Road, Saginaw

Kingswood Square Plaza
Woodward Ave., Bloomfield Hills

North Kent Mall
Plainfield Ave. NE, Grand Rapids

Northwestern Highway Plaza
28565-28595 Northwestern Hwy.,
Southfield

Sagamore Plaza
30754-30776 Woodward Ave.,
Royal Oak

OFFICE PROPERTIES

10 West Square Lake
Bloomfield Hills

29355 & 29425 Northwestern,
Southfield

74 W. Long Lake,
Bloomfield Hills

Dakota Office Building
1785 W. Stadium, Ann Arbor

Dexter Business Park
7233 Newman, Dexter

Kingswood Office Building
43097 Woodward, Bloomfield Hills

Kirts Office Park
800-830 Kirts Boulevard, Troy

Kirts West Office Park
1172-1282 Kirts Boulevard, Troy

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CORPORATE RESOURCES & REFERENCES

FINANCIAL INSTITUTIONS

Aetna
American Family Life Insurance
American National Insurance Co.
Comerica Bank
Huntington Bank
Independent Bank
TCF Bank
Wells Fargo Bank

ACCOUNTING RESOURCES

Plante Moran
Berger, Ghersi & LaDuke PLC

LEGAL REPRESENTATION

Jaffe Raitt Heuer & Weiss
Segal McCambridge Singer & Mahoney, Ltd.

PROFESSIONAL MEMBERSHIPS

Accredited Management Organization
BOMA®
CREW (Commercial Real Estate Women)
Commercial Board of Realtors - Michigan
Greater Detroit Chamber of Commerce
International Council of Shopping Centers
IREM®
Nacore International

ACCREDITATIONS

AMO (Accredited Management Organization)®
CMP (Certified Property Manager)®

LICENSES

1 Real Estate Broker
5 Real Estate Sales
3 Residential Builders

CLIENT REFERENCES

ADT
Bark-A-Bout
Bath Fitter
Beaumont Internal Medicine
Beaver Tile
Bostik Inc.
Continental Automotive Systems
Cummins
Dental One
DirectRx
Dollar Tree
Duck's Unlimited
Dunham's Athleisure Corporation
Dunkin' Donuts
Family Dollar
Family Farm & Home
First American Title Insurance Co.
Five Below, Inc.
Flexdex, Inc.
Fraza, Inc.
Gail & Rice, Inc.
Goodwill Industries of Mid-Michigan
Government Service Administration
GR Auto Gallery
Habitat for Humanity Oakland Co.
Hally Orthopedic Products LLC
Heron Ridge Associates
Howa USA Holdings, Inc.
ICEE-USA Corporation
IHA Health Services Corp. (St. Joe's)
Integrated Supply Chain Solutions
Jets Pizza
Kerby's Coney Island
LaFontaine
LaMarsa Restaurant
Laser Mechanisms, Inc.
Lowe's Home Centers, Inc.
Lumber Liquidators
Mexican Food Specialties
Millcraft Paper Company
Millennium - The Inside Solution
Mission Foods
Mitsubishi Automotive Electronic Engineering, Inc.
Molly Maids
Neptune Society
OPUS IVS, Inc.
Orkin
Panda Express
Penn Engineering
PGW Auto Glass, LLC
Planted, LLC
Qdoba Restaurant
Redwood Dental
Sanovo Technology USA, Inc.
Schlaupitz Madhavan, P.C.
Signs by Tomorrow
Simons-Michelson-Zieve Advertising
Singer Dermatology
Staples the Office Superstore
Stuart Mechanical, LLC
Subway
T-Mobile
Tim Hortons
Trelleborg Rubore, Inc.
UL LLC
XPO Logistics
Your Fantasy Warehouse

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