

network

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Wilma Pacific Moves Into California's Inland Empire

Fulfilling its goal to expand its residential communities, Wilma Pacific has acquired two real estate sites in Southern California's "Inland Empire" home-building market.

The sites total 231 acres and are located in Chino Hills' Laband Village and in the historic city of La Quinta.

Developing quality residential communities and achieving record sales was a hallmark of Wilma Pacific's projects in the 1980s. These exciting and new residential properties promise to make the 1990s another award-winning and record-breaking decade for Wilma Pacific.

According to Joseph M. Bowman, president of Wilma Pacific, the properties will be upscale home communities and will be constructed by some of the area's top home builders.

"Both of these premier neighborhoods represent the beginning of our expansion program into new regions in California," said Bowman. "Both will symbolize the ultimate 'new design' in family homes."

Construction is scheduled to begin in June on the Chino Hills community. It will be part of a larger 900-acre, planned residential community of Laband Village, which when completed will include an elementary school, outdoor parks, and recreational facilities.

Wilma Pacific's 80-acre parcel at Laband Village will consist of 174 luxury homes terraced on view lots. Wilma Pacific has named the community "Symphony on the Hill" to reflect the family-oriented lifestyle of the neighborhood and the unique blend of amenities that will be provided.

"The homes will range from 2,700 to 3,000 square feet with four different floor plans offered," said Bowman. "The homes will be Mediterranean-style and will feature zoned living areas, media rooms and a host of amenities that will appeal particularly to the move-up executive."

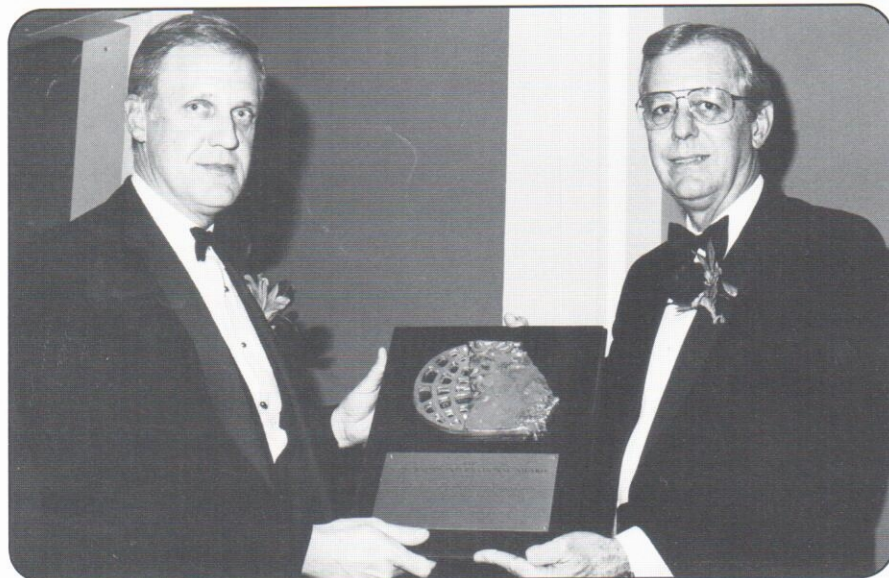
Wilma Pacific's second community targeted in the Inland Empire will be Marquessa at Lake Quinta. This waterfront community will have as its focal point Lake Quinta, a beautiful 24-acre lake. Two neighborhoods are planned at Marquessa with a total of 277 homes expected to be built once construction is under way in June of this year.

"Marquessa attracts the growing number of permanent residents to the area with its serene waterfront lots," said Bowman. "These homes have something a lot of neighborhoods don't have, the ability to provide luxurious living to the most sophisticated families. Wilma Pacific is delighted to be developing here." Capturing the ambiance of the historic La Quinta hotel, Marquessa's gated community will offer palatial homes on 10,000 square foot lakefront lots and more primary housing on smaller off-water lots.

In related news, construction is under way at Wilma Pacific's two new developments in the Los Angeles-Ventura County regions. Windrose Pointe and Expressions will be targeted for the first-time homebuyer. "These communities reflect Wilma Pacific's sensitivity to the Southern California lifestyle and affordability," said Bowman. "Coupled with the activity occurring in the Inland Empire, we're off to a superb start for 1990." Furnished models for both Windrose Pointe and Expressions are expected to open in the first quarter of 1990 for sales.



Atlanta Tradeport Wins Governor's International Award



Wilma Southeast President Skip Beebe receives 1989 Governor's International Award from Governor Joe Frank Harris.

Atlanta Tradeport topped off another successful year by winning the Governor's 1989 International Award in recognition for its contribution to the growth of international business in Georgia.

Atlanta Tradeport was one of four recipients to win this prestigious honor and the only real estate project to be recognized.

"Atlanta Tradeport has become one of the most important commercial real

estate developments in southside Atlanta since the opening of the new terminal facilities at Hartsfield International Airport," Governor Harris said. "Atlanta Tradeport will keep Georgia on the cutting edge of technology and facilities in the international marketplace for years to come."

At the award ceremony attended by Wilma Southeast executives, Harris noted that Tradeport "has bolstered Georgia's international expansion by the new jobs and tax revenues it has generated."

The Governor's International Award was created by Governor George Busbee in 1977 to salute companies or individuals who have made a major impact internationally in Georgia.

Richard Buckley, senior vice president for Wilma Southeast, reports the award is now proudly on display at Atlanta Tradeport's Marketing Center. "It was a great way to end the year with this kind of recognition by the state," Buckley said.

The buildings in Phase I of the project are now more than 75 percent leased, with 150,000 square feet of office/warehouse space occupied. The project's first phase consists of four office and warehouse buildings.

 Wilma Southeast

Executive Comment

As the new decade begins, we have much to be proud of about our company. Wilma International's celebration of its 50th anniversary is a milestone only a few real estate firms have accomplished—or will. The 1980s was a pivotal time of growth for Wilma, Inc. as we evolved into what we are today: experienced, profitable and strategically positioned.

The 1980s was a decade when we not only endured the peaks and valleys of the real estate market, but we were able to capitalize on opportunities in key regions like California and Florida. At the same time, we were patient in areas like Texas and are starting to benefit from it.



Wilma will continue to grow in the years to come—carving market niches as we go along and gaining from the

momentum we have established the last ten years.

The 1990s has been heralded as the dawn of a new era—an Era of Possibilities. We will be part of this positive change with the sound business partnerships we have formed, the dedicated management team we have on board, and our parent company's success in Western Europe.

So we should all look forward to this new decade. It will be exciting years for Wilma and all of us in the real estate business.

Charles A. Graham

President, Wilma, Inc.

Rolling Oaks Office Center Under Way

Rolling Oaks Office Center, Wilma Pacific's newest master-planned office park, is prominently located in Ventura County's dynamic "technology corridor."

Joseph M. Bowman, president of Wilma Pacific, announced that a total of 195,000 square feet of high-end office space would be developed at the 26-acre site.

"Gaining entitlement to develop Rolling Oaks has been a three-year process making the ground breaking an even more important occasion," according to Bowman. "Its construction recognizes a significant achievement for Wilma Pacific and the city of Thousand Oaks. The approved plans for Rolling Oaks Office Center site are a testimony to our ability as developers to create aesthetically pleasing and efficient work environs."

"Rolling Oaks will be one of the finest new office environments in Ventura County," said Bowman.

A concerted effort was extended by the developers and the city officials to carefully integrate the building sites while preserving the natural oak-studded hillsides of this \$26 million development.

With rough grading at the site recently completed, sales at Rolling Oaks have been brisk. All of the finished lots in Phase One have been sold according to Mark Johnson, director of Marketing/Commercial-Industrial.

Although its natural landscape of oak groves is Rolling Oaks' most striking feature, nearby amenities include golf, shopping, and a diverse mixture of housing opportunities, restaurants and hotel accommodations that complement the site.

Design integrity of the five two-story buildings will be insured by protective covenants to enhance long-term property value for owners. The freeway frontage, corporate and garden office buildings will range in size from 25,000 to 70,000 square feet.

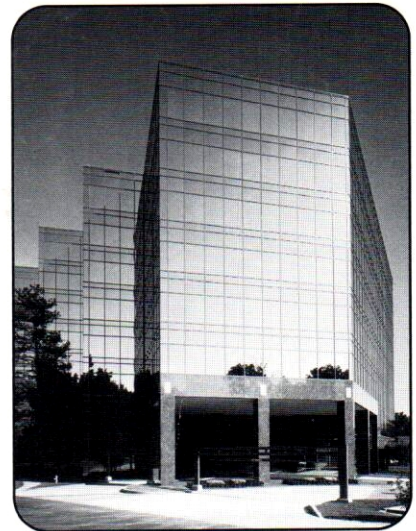
 Wilma Pacific

News Briefs

Wilma Southeast

In Atlanta, Centrum at Glenridge, a 175,000 sf office building, is 86% leased. The anchor tenant, Telecom USA, took occupancy when the building was completed in June, 1989. Wilma, Inc. and Wilma Southeast relocated their offices to Centrum in July.

Approvals are complete on Creekwood, a mixed-use development in the Sarasota/Bradenton area of Florida. The project offers residential, commercial, office and industrial space. Construction of Waterford Business Park in Creekwood will begin in Spring, 1990.



Wilma Southwest

The Northwest Medical Pavilion in Houston is 97% occupied. Located adjacent to Memorial Northwest Hospital, the three-story, medical professional building was expanded and completely refurbished by Wilma in 1987.

Wilma Pacific

The 278,000 sf Barranca Business Park, located in Phase III of the master-planned Irvine Spectrum, has reached the 85% mark in its leasing activities.

The \$22 million development of 13 buildings is located on 16.4 acres. Tenants represent a wide range of corporate headquarters/industrial operations, ranging in size from 9,000 to 40,000 sf.

Construction has begun on the 164,000 sf Rancho Pacifica Business Park located on a 10-acre site in Rancho Bernardo. Upon completion, the total value of the project is estimated to be \$14.4 million. Buildings ranging in size from 5,000 to 40,000 sf will be designed to meet the needs of a wide range of industrial, R&D,



high-tech and retail users.

SeaGate, Wilma Pacific's 100-acre industrial park in Oxnard, is now more than 90% sold. The fully-improved sites are part of the 1,600 acre mixed-use Northeast Industrial Assessment District. SeaGate has attracted leading Pacific Rim companies focused on a high-image, well-located industrial environment.

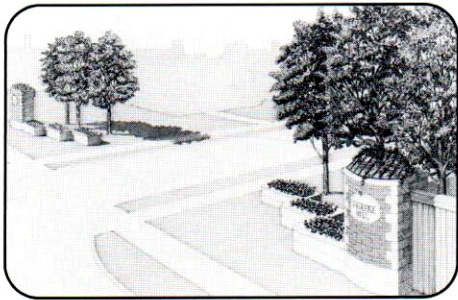
Wilma Southwest Launches Subdivisions In North Dallas Market

Beginning in 1985, companies such as IBM, EDS, Frito-Lay, J.C. Penney and Exxon have moved or announced plans to move to suburban locations north of the Dallas-Ft. Worth Airport and east of the airport to the Plano-Richardson area.

All this means thousands of new upper-middle-income families are moving into North Dallas. North Dallas has become an active residential market and Wilma Southwest has moved into the market by launching four high-quality subdivisions.

Fairfax Hill

Wilma Southwest has announced that two award-winning builders have begun construction of a model-home park for Fairfax Hill, which is zoned for 167 single-family homes. The builders are Weekley Homes, of Dallas, and Drees



Homes, of Cincinnati, Ohio. Weekley won the National Home Builders Association's coveted Home Builder of the Year Award in 1989; Drees won it the previous year.

Fairfax Hill is in Northwest Plano, one mile east of the new North Dallas Toll Road and the 2,300-acre Ross Perot Legacy Park. The park is home for Southland Life (800 employees), Frito-Lay (1,600), and EDS (8,000). J.C. Penney recently announced it would transfer 3,500-5,000 people to a 450-acre campus-like site there.

Homes in the 167-acre Fairfax Hill will range in size from 2,000 to 3,100 square feet and in price from \$120,000 to \$210,000.

Moss Creek North

Moss Creek North is Wilma Southwest's entry into the \$180,000-\$300,000 custom-home market. The 10.4 acre



(36 lots) parcel is a part of a 2,000-home subdivision in an area of gently rolling terrain and a tributary of Trinity River called Moss Creek.

Moss Creek is located in the country club area of North Dallas. Eight golf courses and country clubs are within a five-mile radius. Moss Creek generally parallels the North Dallas Toll Road, which provides access to downtown Dallas, the Galleria shopping area, and numerous office centers under development along the toll-road corridor.

Home construction in Moss Creek North is scheduled to begin late in the first quarter of 1990.

Oak Creek Estates

Oak Creek Estates is well named. The 73-lot subdivision has 1,000 feet of frontage on White Creek and a stand of stately oak trees. The entrance is adjacent to a 75-acre recreation center operated by the City of Plano.

Oak Creek Estates is laid out with larger lots to take advantage of the creek frontage and the abundant trees.



Utility construction and street improvements began in January. Model homes are expected to be under construction by July.

Homes in Oak Creek Estates will range in size from 2,400 square feet to 3,600 square feet and in price from \$160,000 to \$280,000.

Austin Oaks

Until 20 years ago, Grapevine, Texas, was a rural community, but today it's a prosperous, bustling town that includes about half of the 8,000-acre Dallas-Ft. Worth Airport complex.

Wilma Southwest in 1989 acquired a 41-acre tract in Grapevine for its fourth North Dallas subdivision, to be known as Austin Oaks. The tract is bisected north to south by Jones Creek and has a mile of highly desirable creek frontage. The rolling terrain is reminiscent of the Texas Hill Country and is heavily wooded with pinoak and post oak trees. These features are expected to make homesites in Austin Oaks much in demand.

Austin Oaks will have 129 lots. Engineering and development are being "fast-tracked" to permit home construction to begin in September. Even at this early state, some lots are under letters of intent.

Wilma Southwest



Wilma, Inc., a subsidiary of the Dutch owned Wilma International, is the holding company for all investment and development in the United States.

Through a national network of regional operating companies based in Atlanta (Wilma Southeast), Houston (Wilma Southwest) and Los Angeles (Wilma Pacific), Wilma offers clients expertise in office, industrial and residential development, and investment and management.

Network is a publication of Wilma, Inc. For additional information, please contact Betty Breen, Director of Advertising and Public Relations, Wilma Southeast, 780 Douglas Road, Suite 300, Atlanta, Georgia 30342 (404) 252-0070.

Joseph M. Bowman Honored



From Left: Ed Moore, Townsgate Escrow presents Elan CEO award to Joseph Bowman.

Joseph M. Bowman, president of Wilma Pacific, was named "Chief Executive Officer of the Year" at the Sales & Marketing Council's (SMC) seventh annual Elan ceremony.

A subsidiary of the Building Industry Association (BIA), the Sales & Marketing Council of Los Angeles/Ventura/Santa Barbara has presented the award for the past six years to the CEO who best exemplifies the dedication and professionalism of a building industry leader.

For Bowman, the award represents the commitment he has shown for more than 20 years to the Southern California building industry and to the communities within Ventura County.

Currently, Bowman is working with public officials to find solutions to meet the challenge of the county's growing housing needs. He is also a member of a task force which is working to supply shelter for the growing number of homeless people in the Southern California area.

▲ Wilma Pacific

Sales Announced In Central Green



From left: Jake Easterling, Executive VP & General Manager of C.E.G.F. (USA); Kent Fuller, VP of Houston Economic Development Council; John Brock, President & CEO, Houston Economic Development Council; Jamie Strong, Assistant to President on Special Projects; Richard Stromatt, President Wilma Southwest, Inc.

Central Green is illustrative of the focus of Wilma Southwest's philosophy in becoming a significant presence in the southwestern commercial real estate market.

The 457-acre mixed-use commercial/industrial park in northern Houston is in the hub of Houston's transportation corridor. "Our activities here are consistent with Wilma's corporate goal of achieving expertise in a carefully defined and selected range of real estate development programs," said Richard Stromatt, president of Wilma Southwest.

The proximity to Houston Intercontinental Airport and Central Green's accessibility make this property attractive to companies that require convenient inter-regional transportation facilities. Close access to the new Hardy Toll Road is just one of the assets this development has to offer.

In addition to 15.7 acres sold to Borden, Inc., Dairy Division, Wilma has sold 12 acres to the Joint Venture of Houston Refrigerated Services, C.E.G.F., USA, Inc.

The announcement of C.E.G.F.'s purchase was made at the North Houston Economic Showcase, where the French company was a featured guest and was represented by its American partners.

The French company and its American partners own and operate refrigerated warehouse operations along the east coast of Florida. This rail served site will support over four million cubic feet of deep cold storage facilities. The first phase of 2.1 million sf, a \$15 million project, is under construction along with office facilities.

C.E.G.F. is a leader in the application of high technology to deep cold storage with heavy reliance on robots and a mandatory computer link with each of their suppliers and the customer.

The first phase of Houston Foreign Trade Zone Site I, located in Central Green, has been sold to a San Francisco investor. This 93,000 sf multi-tenant project was specifically designed for the freight forwarding industry shipping products through Houston Intercontinental Airport.

The second phase, a 98,000 sf multi-building project on an adjacent six acres, is being pre-leased with plans for construction of the project to commence early in 1990.

The current activity in Central Green indicates that Wilma has a product and the amenities that meet the needs of special purpose users.

▲ Wilma Southwest

Enterprise Center And Medical Instrument Firm At Jacksonville Tradeport

Jacksonville International Tradeport announces the completion of a facility and the sale of a site to a bio-medical company.

Enterprise Center, a \$3.4 million, 100,000 sf distribution/manufacturing facility is complete and ready for occupancy.

The steel frame, fluted concrete tilt-up building is the first of several buildings Wilma Southeast will build in the 619-acre mixed-use development.

The Walter Lorenz Surgical Instruments Company has acquired land in Tradeport and will build their new international headquarters and manufacturing facility at Tradeport. "At Tradeport, we found what we were looking for—an attractive office and industrial environment with close proximity to the airport. Our new larger facilities will allow us to hire more people and help us to better service our clients," said Walter Lorenz, owner and president.

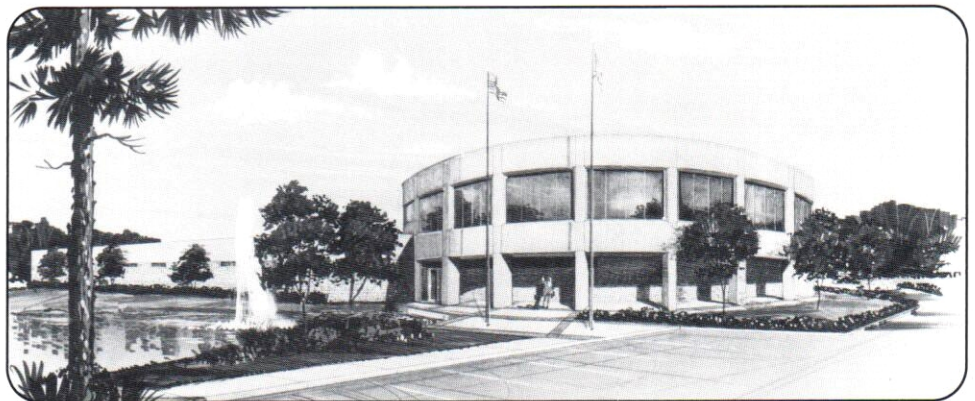
The company manufactures, distributes and sells surgical instruments to hospitals, medical related companies and private physicians in the United States and around the world. "We feel the quality of this company certainly matches the quality of the park. We are excited about the Lorenz decision which brings to the park our first bio-medical company," said H. Royce Mitchell, senior vice president of Wilma Southeast.

Jacksonville International Tradeport, a 619-acre mixed-use business park, offers new state-of-the-art underground elec-



Enterprise Center

Walter Lorenz Surgical Instruments



trical facilities. The Jacksonville Electric Authority (JEA) has in place adequate electric feeds to reliably serve the total electric infrastructure needs of the

development. The utility offers dual-supply service and dedicated circuits for those tenants requiring a higher degree of service continuity.

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