



**Spinello Commercial Real Estate, Inc.** is a Coachella Valley based company specializing in providing leasing and brokerage services for office, retail and industrial properties since 1997. This company currently maintains an inventory of approximately 3,000,000 square feet of commercial and residential properties under exclusive leasing/brokerage contracts in the Coachella Valley.

### Historical Time Line:

- **1997**  
Sam established **Spinello Commercial Real Estate, Inc.** a Coachella based company specializing in leasing and brokerage services for office, retail and industrial properties.
- **2010**  
**Spinello Commercial Real Estate, Inc.** achieves 3,000,000 square feet of commercial properties under exclusive leasing contract.

### Company Principles:

The continued growth and success of the **Spinello Commercial Real Estate, Inc.** is due to never losing sight of our basic philosophy, "Take excellent care of the client and the clients property". To keep the company focused on that, the **Spinello Commercial Real Estate, Inc.** is guided by the following basic principles:

- The clients interest is foremost.
- Act in the best interest of the client and their property.
- Communicate as often as necessary with clients and safe guard their information.
- Eliminate risks and achieve results.
- Change for the better.
- Work effectively with subcontractors and government agencies.
- Save clients time and expense.

The keys to the **Spinello Commercial Real Estate, Inc.** future lie in the company's experience in:

- Matching opportunity with the right management teams.
- Eliminating waste while capitalizing on assets.
- Focusing on the company's core discipline of providing services to the real estate industry.
- Engaging a growth strategy that enhances company value and reduces risk.
- Seamlessly blending acquisitions to generate the highest return.
- Remaining privately owned to be able to act quickly on opportunity.
- Committing to the latest technologies to maximize information and communication assets.

## **Philanthropic Associations:**

- Eisenhower Hospital
- The Living Desert
- Children's Discovery Museum of the Desert
- Southwestern Growers (benefiting the Boys and Girls Club of Coachella)
- Riverside County Sheriffs Executive Council
- FIND Food Bank

## **Biographies**

### **Sam Spinello**

**Founder/Owner – Lic. #01158773**

sam@spinellocompanies.com

### **Educational Background**

University of San Diego – San Diego, CA

Bachelor of Arts - Business and International Relations

### **Principle Career Highlights**

Founder of the Spinello family of companies:

1997 – Spinello Commercial Real Estate, Inc.

1998 – Spinello Services, Inc.

1999 – Spinello Properties, Inc.

2000 – Spinello Property Management, Inc.

### **Historical Overview**

Since 1993, Sam has specialized in leasing commercial properties in the Coachella Valley.

In 1997 Sam established his own leasing and brokerage firm, Spinello Commercial Real Estate, Inc. and currently maintains an inventory of approximately 3,000,000 square feet under exclusive leasing contract.

In 1998, Sam established Spinello Services, Inc. to aid clients with entitlement issues related to the development of commercial properties. This company has aided in the successful construction of over 1,000,000 square feet of commercial buildings in the Coachella Valley.

Sam established Spinello Properties, Inc. in 1999 which own 225,000 square feet of commercial buildings located in the Coachella Valley.

In 2000, Sam established a full service property management firm by the name of Spinello Property Management, Inc. This company recently doubled in size in 2009 and now holds an inventory of approximately 2,000,000 square feet under exclusive full service management contracts.

## **Philanthropic and Civic Organization Activities**

- Member of the Board of Governors for Eisenhower Hospital
- Member of the Board of Trustees for The Living Desert
- Member of the Board of Directors for Children's Discovery Museum of the Desert
- Member of the Board of Directors for Southwestern Growers (benefiting the Boys and Girls Club of Coachella)
- Commissioner on the Riverside County Sheriffs Executive Council

## **Affiliations**

Sam serves on the Board of Directors for Western Community Bancshares which conducts business as a bank holding company that owns and operates Frontier Bank fsb., dba El Paseo Bank and dba Great Western (a mortgage company).

## **Doug Montgomery**

### **Real Estate Agent – Lic. #01435021**

doug@spinellocommercialrealestate.com

### **Principle Career Highlights**

Doug is a senior commercial real estate agent specializing in sales and leasing of retail, office and industrial properties. He represents 28 commercial properties in the Coachella Valley including Palm Springs, Cathedral City, Palm Desert, Bermuda Dunes, La Quinta and Indio. Doug has concluded several hundred thousand square feet of retail/office & industrial transactions and is a senior member of Spinello Commercial Real Estate, Inc. leasing team.

Doug has been part of the leasing team at Spinello Commercial Real Estate for the past 6 years and holds a California real estate license. Prior to that, Doug was a senior member in the sales division for the BLM Corporation for eight years.

### **Affiliations**

Member of the International Council of Shopping Centers

## **Marco Rossetti**

### **Real Estate Agent – Lic. #01805951**

marco@spinellocommercialrealestate.com

### **Educational Background**

University of Strathclyde - Glasgow, UK

Bachelor of Arts - Business and Hotel Management (with honors)

### **Principle Career Highlights**

By starting as the Field Manager for Spinello Property Management, Inc., Marco has acquired an in-depth knowledge of the Coachella Valley. He has learned from the ground up through hands-on experience the realities behind a property's ability to maximize growth and profitability. Marco has grown into a full time agent representing 32 commercial projects and land owners in Palm Springs, Cathedral City, Palm Desert, Thousand Palms, La Quinta and Indio CA.

Marco has been a member of the leasing team at Spinello Commercial Real Estate, Inc., for the past 3 years and holds a California real estate license.

### **Affiliations**

Member of the International Council of Shopping Centers

### **Larry Rhoton**

#### **Real Estate Agent – Lic. #01329655**

[larry@spinellocommercialrealestate.com](mailto:larry@spinellocommercialrealestate.com)

### **Principle Career Highlights**

Larry has over 25 years experience as a retail leasing, sales, and operations specialist. In 1982, he began working in retail, where over the next 13 years his depth of experience included owning and growing multiple store retail outlets. Then he spent the next 5 years working as a sales manager, responsible for increasing same store sales figures through effective team management and motivation. In 2000, Larry began working in real estate, where his experience has included real estate finance, sales and most recently, commercial real estate specializing in retail leasing, land sales/acquisition, and investment opportunities.

Larry has been a member of the leasing team at Spinello Commercial Real Estate, Inc., for the past 2 years and holds a California real estate license.

### **Affiliations**

Member of the International Council of Shopping Centers

### **Diane Sampson**

#### **Office Manager / Lease Administrator – Lic. #01507324**

[diane@spinellocommercialrealestate.com](mailto:diane@spinellocommercialrealestate.com)

### **Educational Background**

Iowa Central Community College - Fort Dodge, IA  
Associate of Arts – General Studies

### **Principle Career Highlights**

Diane has been with the Spinello Companies for 7 years. Prior to becoming involved in commercial real estate and property management Diane owned and operated her own commercial travel agency for eight years. Diane also holds a California real estate license.

## **Philanthropic and Civic Organization Activities**

- Member of the Board of Directors for Palm Springs Sunup Rotary

## **Services**

### **Summary of Services**

- Market Analysis
- Tenant representation
- Landlord representation
- Buyer representation
- Seller representation

## **Physical Address:**

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### **Larry Rhoton**

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**References:**

Available upon request

