



Spinello Companies, Inc. conducts business as a holding company for various **Spinello** entities that provide services to the real estate industry.

Company Principles:

The continued growth and success of the **Spinello Family Of Companies** 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 Family Of Companies** 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 Family Of Companies** 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.

Historical Time Line:

- **1993**
Sam begins to specialize in leasing commercial properties in the Coachella Valley.
- **1997**
Sam established **Spinello Commercial Real Estate, Inc.** a Coachella based company specializing in leasing and brokerage services for office, retail and industrial properties.
- **1998**
Sam established **Spinello Services, Inc.** to assist clients with entitlement related to commercial property development.
- **1999**

Sam established **Spinello Properties, Inc.** This company owns commercial properties in the Coachella Valley.

- **2000**
Sam established **Spinello Property Management, Inc.** a full service property management company.
- **2007**
Spinello Companies, Inc. is formed to act as a holding company for the various Spinello entities.
- **2009**
Spinello Property Management, Inc. doubles in size to approximately 2,000,000 square feet under exclusive full service management contracts.
- **2010**
Spinello Commercial Real Estate, Inc. achieves 3,000,000 square feet of commercial properties under exclusive leasing contract.

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

Company Principles:

The continued growth and success of the **Spinello Commercial Real Estate, Inc.** is due to never losing sight of the vision and executing the strategy with one basic philosophy in mind: "Take care of the customer, and everything else will take care of itself." To keep the company focused on that, the **Spinello Commercial Real Estate, Inc.** is guided by 12 basic principles:

- The customer is the boss.
- Provide the highest level of service in our industry.
- Expect excellence.
- Act in the best interest of customers and company.
- Tear down communication barriers and safeguard knowledge.
- Take risks to achieve results.
- Work as a team.
- Thrive on change.
- Never stop learning.
- Look for the positive and praise it.
- Oppose bureaucracy and anything that steals time.
- Drive revenues up and expenses down.

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 and
- Committing to the latest technologies to maximize information and communication assets.

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