



## FROM THE DESK OF ALEX ZIKAKIS

This company is run on simple principles: Treat people fairly. Deliver on time, as promised and exceed expectations whenever possible. Take care of your customers, clients, partners, employees, and the communities in which you operate. Be knowledgeable, pro-active, innovative, helpful and a problem solver. Day in and day out, these are the philosophies that guide us in our work at Capstone Advisors.

### **Ethics**

We are proud of our strong ethics, and the reputation we have built over nearly a quarter century in business. We make sure that our business goals are aligned with all stakeholders, both those outside and inside our organization. We align ourselves with people that share our value system and we believe that long term profitability is tied directly to ethical behavior – and that these ethics are critical to building successful long-term relationships. We believe that mutually rewarding relationships drive profitability.

### **People**

We are staffed with accomplished industry leading professionals who are passionate about what they do. We are practical real estate professionals that have built our careers on delivering thoughtful projects that meet the needs of our tenants, their customers, and the communities where we operate.

### **Vision**

Capstone Advisors was founded on a vision that the company should offer diverse products and services that are tailored to the current state of affairs affecting the ever changing real estate market. Capstone Advisors will always strive to develop creative solutions for our customers, clients and partners that differentiate us from our competition. We are driven to stay relevant and to always understand the latest trends, current market conditions and the intricacies of our client's businesses.

### **Innovation**

We strive to be dependable, creative, helpful, insightful and innovative. We understand our markets and are efficient at best in class operations and solutions delivery. We are well versed in making sure that our properties deliver excellent value to our tenants while producing superior returns for our investors, while minimizing risk to all.

### **Partners**

We surround ourselves with market leading partners. We are relationship driven and highly focused on forming lasting partnerships. We understand that successful partnerships are built on fair and profitable dealings of all parties. We believe that there is synergy in strong, well-crafted partnerships. We do not enter into 'win-lose' relationships.

### **Environment**

We are dedicated stewards of the environment. Our projects are run with a strong focus to reduce carbon emissions, limit energy and water consumption, and produce as clean of an environmental footprint as possible.

### **Community**

The business of real estate is everywhere. It is where we live, shop, work and play. It is where we go to live and enjoy life. Our reputation, profitability and legacy all revolve around delivering and operating high quality projects that meet the needs of our customers and are a positive presence in the local communities where we operate.

We are proud of our people, our projects, and the communities where we operate. I invite you to contact me personally like to find out more about our company.

Sincerely,

Alex Zikakis  
President  
Capstone Advisors