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Professional Resume' of L. Carl Blanke

Upon graduation from Ohio State University, Mr. Blanke joined the Union Oil Company of California. During his seventeen year career, he held many assignments in real estate, sales, and marketing in both line and management positions. His responsibilities included property acquisition and disposal and both long and short term financial analysis in addition to all other functions which typify commercial real estate activities. His final assignment was as the coordinator for all western United States marketing activities.

Upon leaving Union Oil, Mr. Blanke associated with Cushman & Wakefield, the international and fully integrated commercial and industrial real estate brokerage firm. For two years, he successfully performed real estate brokerage services for many owners, tenants, and buyers resulting in forty-two completed sale, lease, and build-to-suit transactions. A partial client list includes Allstate Savings and Loan, Lockheed Corporation, Lloyds Bank, Federal Express, Pacific Telephone, E.F. Hutton, Greyhound Corporation, Citizens Savings and Loan and California Teachers Federal Credit Union.

In recognition of his performance, contribution and background, Mr. Blanke was promoted to the position of Vice President and Branch Manager for Cushman & Wakefield's major Silicon Valley, California Branch. He was subsequently promoted to Senior Vice President.

During his six years in the Silicon Valley, Mr. Blanke was responsible, along with his developed team of thirty real estate professionals, for successfully completing hundreds of real estate transactions by representing owners, buyers, and tenants and covering the entire range of commercial and industrial transaction types. During this time, an extensive professional and personal contact base was established with office space users, industrial and high-technology space users, owners, developers, and civic and professional organization leaders throughout the San Francisco and Monterey Bay areas.

During the past twenty years, Mr. Blanke has successfully operated as an independent real estate broker having associated with Hirsch and Associates, devoting the majority of his time to the Santa Cruz and Monterey Counties Marketplace. He continues to utilize his broad-based business background and real estate expertise in bringing benefit and profit to his clients which include Comerica Bank-California, Dick Bruhn Inc., The City of Watsonville, Santa Cruz County, Watsonville Community Hospital, Medical Group of Watsonville, Bay Federal Credit Union, Watsonville Discount Mall, Golden Sheaf Bakery, South Bay Construction & Development Company, Thatcher & Thompson Architects, Kennetic Laboratories Inc., Edward Jones & Company, International Paper Company, New West Foods Inc., Newman's Own Organics, S. Martinelli & Company, Pillsbury Green Giant, Elyxir Distributing, Waste Management Company, Kristich Monterey Pipe Company, Crosetti Lands Incorporated, Berman Enterprises, Abcon Products Company, Computerland of Capitola, Watsonville Press, Travers Cold Storage, Monterey Bay Bouquet, J. M. Smucker Company, Unikool Partners, Calpine Corporation, Infinity Insurance Company, National Refractories & Minerals Corporation, REON Development Company, Chevron Chemicals Company, Cal Coast Lending, Romo Properties, Shell Oil Company, Sunrise Mushrooms and Santa Cruz Metropolitan Transit District..

Mr. Blanke's affiliations and involvements, both past and present, include Economic Development Council Chairman, NAIOP/Board of Directors, Special Olympics Volunteer, Tournament of Roses Association, Political Campaign Chairman, Baseball Coach, United Way Chairman, Homeowner's Association Chairman, City Design Review Commissioner, American Cancer Society Corporate Chairman, Chamber of Commerce Chairman, YWCA Advisor, Economic Policy Council Coordinator and Airshow Treasurer.

Mr. Blanke is a licensed California Real Estate Broker.