



JANET NEMAN CAPABILITIES

Multifamily, Land Development, Office,
and Retail Specialist with 30+ Years of
Experience and Record Setting Results

**Kidder
Mathews**



SECTION 01

TEAM OVERVIEW

Janet Neman Resume

Recent Transactions

TEAM OVERVIEW

We know the West Coast. In fact, we're its largest independent commercial real estate firm.

Our team boasts 800 local market specialists and top-producing professionals—serving out of 22 offices across five states. The expertise of each local office is reinforced by the relationships, intelligence, and experience of our entire firm.

WE DON'T JUST KNOW THE MARKET, WE DRIVE IT

It's no secret that having a team deeply embedded in your market gives you the edge. Our professionals deliver insights that go beyond data and identify unexpected avenues for growth. This ensures our clients are armed

to capitalize on market trends in the most competitive real estate markets in the West.

We offer a complete range of brokerage, appraisal, property management, consulting, project and construction management, and debt and equity finance services for all property types, giving our clients the competitive edge they need.



COMMERCIAL BROKERAGE

\$9B
ANNUAL TRANSACTION VOLUME

420+
NO. OF BROKERS

VALUATION ADVISORY

1,600+
ASSIGNMENTS ANNUALLY

36/23
TOTAL NO. OF APPRAISERS / MAIS

PROPERTY MANAGEMENT

70M+
SF UNDER MANAGEMENT

AWARD-WINNING SERVICES

PSBJ Largest CRE Firms	19
Inc.5000 Fastest Growing Companies	5
SDBJ Largest CRE Firms	3
San Diego Best Places to Work	3
CPE Top Commercial Brokerage Firms	11
Bay Area News Group Top Work Places	6
Lifetime Achievement Award (Jeff Lyon, CEO)	1

JANET NEMAN

Executive Vice President, Shareholder

Janet's career spans over thirty years of successful business experience in commercial real estate, with sales exceeding \$1.6 billion. She specializes in the analysis, marketing, and sale of commercial investment properties, representing both buyers and sellers in multifamily, land development, office, and retail properties. Janet also has significant expertise in the sale of portfolios, and she has consummated several sizable buyer representation transactions, helping her clients acquire some of the largest portfolios in the market. Her vast experience and dedication to her clients have led her to create long-term investor relationships.

Janet remains a leading multifamily professional and is often quoted as a market expert by the Los Angeles Times and Real Estate Forum. She is frequently featured as a guest speaker at real estate conferences and shares her knowledge on the southern California market. Janet continues to set records within the commercial real estate industry and was inducted into the 2018 Real Estate Forum's Women of Influence Hall of Fame, as well as Southern California's Most Powerful Women, to name a few.

Prior to becoming Executive Vice President and Shareholder with Kidder Mathews, Janet was Senior Managing Director at the Charles Dunn Company for nearly 25 years. Throughout the course of her career, she has been consistently recognized for her achievements and for her ability to set and exceed performance standards within the commercial real estate industry.

EDUCATION

Bachelor of Science Degree in Real Estate Finance and Accounting
California State University, Northridge

PROFESSIONAL RECOGNITION

KIDDER MATHEWS

- 2019 Big Hitter Award, SOCAL-SW

CONNECT MEDIA

- 2019 Women in Real Estate

REAL STATE FORUM

- 2018 Women of Influence Hall of Fame
- SoCal's Most Powerful Women in Commercial Real Estate

LOS ANGELES BUSINESS JOURNAL FINALIST

- LABJ Women's Summit Celebrating Dynamic Women in Los Angeles

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL STATE AWARDS

- Broker of the Year: Best Multifamily Sale

CENTURY CITY'S WOMEN OF ACHIEVEMENT AWARD

COMERICA BANK & LOS ANGELES LAKERS BEST OF LA WOMEN'S BUSINESS AWARDS

- Women of Diversity

CHARLES DUNN COMPANY

- Number 1 Companywide
- Most Multifamily Portfolio Units Sold Companywide
- Most Multifamily Units Sold Companywide
- Broker of the Year
- Most Transactions of the Year Companywide



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SECTION 02

PROFESSIONAL RECOGNITION

Select Awards

In the News

Letters of Recommendation

PROFESSIONAL RECOGNITION

SELECT AWARDS

		
<p>2019 WOMEN IN REAL ESTATE AWARD</p>	<p>2018 WOMEN OF INFLUENCE HALL OF FAME</p>	<p>2018 NATIONAL COMMERCIAL AWARD</p>
<p>LOS ANGELES BUSINESS JOURNAL</p>		<p>LOS ANGELES BUSINESS JOURNAL</p>
<p>2017 WOMEN'S SUMMIT FINALIST</p>	<p>2017 SOCAL'S MOST POWERFUL WOMEN IN COMMERCIAL REAL ESTATE AWARD</p>	<p>2017 WOMEN'S SUMMIT CELEBRATING DYNAMIC WOMEN FINALIST AWARD</p>
<p>LOS ANGELES BUSINESS JOURNAL</p>		<p>LOS ANGELES BUSINESS JOURNAL</p>
<p>2015 CRE AWARDS SILVER AWARD FOR BEST MULTIFAMILY SALE</p>	<p>2014 WOMEN OF ACHIEVEMENT AWARDS HONOREE</p>	<p>2015 WOMEN MAKING A DIFFERENCE AWARD HONOREE</p>
<p>Charles Dunn </p>		<p>LOS ANGELES BUSINESS JOURNAL</p>
<p>2015 TOP PRODUCER/ BROKER OF THE YEAR</p>	<p>2015 WOMEN OF INFLUENCE AWARD</p>	<p>2014 WOMEN MAKING A DIFFERENCE AWARD HONOREE</p>



Women in Real Estate 2019: Kidder Mathews' Janet Neman Plays Key Role in CRE Industry

[VIEW ARTICLE](#)

Connect Commercial Real Estate | November 11, 2019

Kidder Mathews' Janet Neman has executed more than \$1.5 billion in sales transactions over her 25-year commercial real estate career, far surpassing many of her colleagues and playing a major role in changing the dynamics of the male-dominated CRE industry. Neman also gives back to both the community and the industry through volunteerism and mentorship of the next generation of real estate professionals.

Neman currently ranks No. 3 in Kidder Mathews' Southwest region, and No. 13 company-wide to date in 2019. She has consistently ranked among the company's top producers since joining the Seattle-based brokerage firm in 2018. She has received awards for Broker of the Year, Most Multifamily Portfolio Units Sold Company-wide, Most Multifamily Units Sold Company-wide, Top 10 Company-wide Agents, Most Transactions of the Year, and Largest Commission of the Year.

These are just a few of the reasons we chose Neman as one of the 2019 Women in Real Estate Award winners. Connect Media's Women in Real Estate Awards honor the achievements and inspirational stories of women who have reached respected positions of leadership and play key mentorship roles for others. Neman is constantly thinking outside-of-the-box and looking beyond a deal to take it steps further. She is also creative in the ways she

will structure a deal that will greatly enhance her client's financial position. A recent example of that was advising clients to reposition a rare acquisition opportunity of a \$22-million Class A office/medical building to capture the supply-constrained office market to accommodate the area's medical users adjacent to a recent \$540-million expansion and renovation of a medical facility in the San Fernando Valley.

Her professional dedication and community involvement are not only inspirational, but motivating to others. Neman is a member of the International Society for Children with Cancer, City of Hope, St. Jude Children's Research Hospital, Jewish Federation, and Beverly Hills Greater Los Angeles Association of Realtors.

"It's performance, not gender that counts. If you love your profession, the industry, and you have a strong work ethic that's backed by integrity, you'll be successful," says Neman. "Making it in this industry is a long term commitment. For every situation, it is important to provide value beyond today, which means having your pulse on the market; knowing your client's needs today - as well as in the future, because no deal is the same."

“

Neman currently ranks No. 3 in Kidder Mathews' Southwest region

”

Neman is also an advocate for anti-domestic violence, and has offered support to the Jenesse Center and the Los Angeles Shelter for Battered Women for the past 15 years. She has personally helped many women break away from an abusive relationship, and utilizes her connections to provide additional assistance to women who are victims of domestic violence. She also supports the Bresse Foundation, whose mission is to provide comprehensive after-school programs and family services.





The Women of Influence Hall of Fame

[VIEW ARTICLE](#)

Real Estate Forum | September 2018

For multiple years Neman has been distinguished at Charles Dunn Co. as one of the top 10 agents, and came in as its top-ranking broker last year. Her accolades have reflected these accomplishments, receiving awards for “Broker of the Year”, “Most Multifamily Portfolio Units Sold Companywide”, “Most Transactions of the Year and “Largest Commission of the Year,” among others.

As senior managing director in the Los Angeles office, Neman specializes in the analysis, marketing and sale of

properties, currently handling over \$150 million in listings. She has sold in excess of \$1.5 billion in assets in her 30-year career, including some of the largest portfolios on the market.

Neman is not only active in many industry organizations, she’s also committed to the community through her work with charitable organizations. She has been recognized for her efforts—the Century City Chamber of Commerce gave her its Women of Achievement award, which honors women whose professional

dedication and community involvement are inspirational, and she received the award for Woman of Diversity at the Comerica Bank & the Los Angeles Lakers’ Best of LA Women’s Business Awards.

Neman keeps a close eye on local issues such as the potential repeal of Costa-Hawkins and Los Angeles’ Transit Oriented Communities program. “We are going to be more connected by mass transit and cities will “intertwine” with one another,” she says.

LOS ANGELES BUSINESS JOURNAL

Little Tokyo Office Building Sells for \$18 Million

[VIEW ARTICLE](#)

By Ciaran McEvoy, Los Angeles Business Forum | February 9, 2018

The Federal Public Defender in downtown is getting a new landlord. The 10-story, 55,000-square-foot office building it leases at 321 E. 2nd St. in Little Tokyo has been sold for \$18 million, or slightly more than \$328 per square foot.

Janet Neman, senior managing director at Charles Dunn Co., represented the

buyers, listed as Gramercy 321 East 2nd and CS 321 East 2nd Investors.

Senior Managing Director John Anthony, Managing Director Chris Steck and Director Chris Giordano of Charles Dunn Co. were the brokers for the seller, a tenant-in-common group comprised of 14 parties, according to Anthony.

“This transaction concludes the acquisition of a well-located property that is 100 percent leased to a stable tenant with excellent credit,” Anthony said in a statement.

The Federal Public Defender provides legal representation to indigent criminal defendants in the federal court system.



Western Real Estate Business | September 2015

Millennials are fueling yet another commercial real estate trend: the microsuite. Also referred to as micro-units or a "pod"ments, these tiny dwellings were designed with the trendy young professional set in mind, who seem to want it all. Only problem is, these post-college, pre-six figure-salary group can't always afford it all.

"For Developers and landlords, microsuites are extremely attractive because they can command a higher price per queare foot," says Janet D. Neman, senior managing director at Charles Dunn Company in Los Angles. "A typical studio apartment is about 500 square feet, while a microsuite is typically sized between 200 and 300 square feet. With Rents for microsuites just slightly less than rents for studios, more tenants are able to afford rent while the landlords collect more money per square foot than they could otherwise - and usually at much higher density than with an alternative unit mix."

Neman has also noticed this trend taking shape throughout Los Angeles' Silicon Beach and Downtown areas, where livng close to one's place of employment can result in substatnial savings on time, gas and sanity.

"The trend is spurring development all the way west into Santa Monica and norht into the entertainment hub of the Valley," she notes. "The younger workforce especially encourages this trend. They want to live near their workplace to cut down on gasprices and transit time. They also want to live in areas that have active, pedestrian-

friendly neighborhoods. Microsuites allow professionals of all ranks to be part of an urban lifestyle, whether that lifestyle is in Downtown Los Angeles, Koreatown, Santa Monica or Studio City."

The Avalon in Koreatown is one example of a microsuite property that sells itself based on location. Of the 47 units, 20 are considered microsuites, ranging in sizw from 350 square feet to 360 swuare feet. The Avalon's density means more residents are able to live near a bustling are of Los Angeles. The property is situated on Catalina Street, just a few streets north of Wilshire Boulevard, where residents have a variety of transportation, entertainment, dining, and other services available to them.

Once the land is found and cities are happy, developers are then tasked with making sure the project still pencils.

"If an existing building is demolsihed, current tenants must be awarded a repositioning sum to exit the premises," Neman explains. "Microsuites generally provide great return in investment, but the investment itself can be competative and costly."

“
For Developers and landlords, microsuites are extremely attractive because they can command a higher price per queare foot
”



The Avalon in Los Angeles' Koreatown includes 20 units that are considered microsuites, as they range in size from 350 square feet to 360 square feet.



California's Women of Influence

[VIEW ARTICLE](#)

By Kristian Seemeyer, Real Estate Forum | June 2015

As part of a series on accomplished women in the industry, Real Estate Forum is profiling professionals whose achievements have made them standout performers in their local commercial real estate markets. This month, we've selected nearly two dozen outstanding professionals who have made a name for themselves in the state of California, from San Francisco to San Diego. Be it through their dealmaking prowess, leadership skills or impact on the local community, these executives' careers shine particularly bright in the Golden State.

Janet D. Neman serves as senior managing director with Charles Dunn Co., with more than 29 years of experience in commercial real estate. Exceeding company expectations year over year, Neman has been named among the top producing agents multiple years with the firm, including 2013 and 2014, with more than \$110 million in sales transactions each year. She is an expert in the analysis, marketing and sale of multifamily, office and retail properties. She specializes in the sale of portfolio investments for high net worth private investors

“

Janet Neman has been named among the top producing agents multiple years with the firm, including 2013 and 2014, with more than \$110 million in sales transactions each year.

”

in the Southern California market, as well as on a national basis. Over her career, Neman has completed a total of \$1.1 billion in sales transactions. Neman is also employing her skills and knowledge of commercial real estate to the next generation of brokers and is making a daily contribution to break

the gender barrier in commercial real estate brokerage. She currently mentors a new female associate whereby she assists her with developing aggressive broker tactics and strategies.





Century City Women of Achievement dinner two weeks away

[VIEW ARTICLE](#)

By Corina Mun, Century City News | October 7, 2014

Set to take place Wednesday, Oct. 22, the annual Women of Achievement (WOA) dinner spotlights six commendable, career-driven people nominated by the community and given awards through the Century City Chamber of Commerce Women's Business Council (WBC).

For more than 25 years, the WBC has recognized inspirational women within the Century City circle to publicly acknowledge their commitment and dedication to professionalism and overall excellence.

The six professional career women were selected on the basis of a devotion to make the community stronger, a dedication to raising awareness/funds for non-profit and charitable organizations, and a commitment to mentoring others in their respective careers.

This year, the exemplary six women are: Cameron Benson of Watt Plaza, Gina Browne of Feldman Browne Olivares LLP, Cathy Campfield of Universal Protection Service, Sherry Cefali of Duff & Phelps, Deborah Marcus of Communities in Schools, and Janet Neman of the Charles Dunn Company.

In this edition of Century City News, Gina Browne, Cathy Campfield, and Janet Neman offered their insights regarding their work in the community as well as the WOA awards.

Janet Neman of Charles Dunn also focuses on providing her clients "with the highest standard of integrity" as she represents "one of the region's largest full-service commercial real estate firms."

As a career woman who holds volunteerism and charity work as personal values, the fact that Charles Dunn treats every client with the highest standard of integrity falls in line with what she regards as important.

Neman has worked with Charles Dunn for more than two decades and accredits its market-specific expertise, diversity, and family-like environment as some of the reasons it "ended up being the perfect fit."

Neman expressed her gratitude toward her company as well as the Century City Chamber of Commerce.

"Charles Dunn has always encouraged my growth and fostered an environment which allowed me to continuously develop my skills. To be recognized by Charles Dunn Company and the Century Chamber of Commerce for such an honor is astounding and I am truly grateful," Neman said. "I hope to inspire other professional women in the industry."

Nomination forms for the WOA awards were submitted both online through email and the Century City Chamber website as well as in-person at the Century City Chamber office, which were then reviewed by the WBC.

The Women of Achievement dinner is expected to draw more than 300 business professionals and civic leaders from the greater Los Angeles area.





National City Tower Acquired by Canadian Investor in \$43 Million Deal

[VIEW ARTICLE](#)

By Alex Girda, Commercial Property Executive | October 19, 2014

National City Tower, a historic adaptive reuse project in downtown Los Angeles, recently traded hands in a deal worth \$43.26 million. Canada-based RC Acquisitions LLC acquired the property from seller National City Towers LLC in a deal arranged on behalf of both parties by Janet Neman and Bryan Glenn of full-service regional real estate firm Charles Dunn Company.

National City Tower is the former home of a National City Bank branch in the area. The historic property was originally developed in 1924, while a redevelopment process turned the building into a residential tower with a ground floor and basement retail component. Totalling 118,162 square feet of space, the 12-story asset totals 93 residential lofts. According to the brokers handling the transaction, at the time of the sale, National City Tower was operating on a 97 percent occupancy rate for the residential component, while the retail space was fully leased out.

Tenants currently occupying space at 810 South Spring Street include successful gourmet Italian restaurant Terroni, Northern Chinese cuisine provider Peking Tavern, and Crane's Downtown Bar, occupying the original vault of National City Bank. The 93 residential units include 12 studios, 61 one-bedroom units, 16 two-bedroom units, two two-bedroom penthouses and two three-bedroom penthouses.

Units range in size between 617 and 1,884 square feet. The loft-like units feature gourmet kitchens, high ceilings, polished concrete floors, modern finishes and abundant light throughout the units due to the large windows that also offer great views of the DTLA skyline.

Attracted by the stabilized asset and its DTLA location, buyers submitted a number of offers to the Charles Dunn Company, and Neman and Glenn eventually selected the Canadian entity whose portfolio consists of other high-end residential properties in Southern California.

This is the company's first asset located in the city's downtown area, a growing, vibrant part of Los Angeles that Neman said "is evolving into a 24/7 city which I believe will become the next Manhattan." Total investment in the area between 1999 and 2013 stood at around \$17.3 billion according to a report published by the Los Angeles Downtown Center Business Improvement District, more than \$6 billion of which was directed towards residential real estate.



Market Spotlight

Extreme Makeover

By Amanda Paxson, Real Estate Southern California | May 2006

Featured Contributor



Mid-Wilshire Market/Office

By Charles Dunn West LA Office, Office & Commercial Real Estate Magazine
Winter 2002-2003

Featured Contributor

LOS ANGELES
BUSINESS JOURNAL

Strategies for Success in
Commercial Real Estate

Los Angeles Business Journal | September 2002

Featured Contributor



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November 17, 2005

Ms. Janet D. Neman
Senior Managing Director of Investment Sales
Charles Dunn Co.
10877 Wilshire Blvd., Suite 1700
Los Angeles, CA 90024

Dear Janet:

We are sorry you missed our reception honoring *Real Estate Southern California's* 2005 Women of Influence. It was a pleasure once again to host this prestigious group of leaders and to see your number grow.

It's no secret that commercial real estate has been a male-dominated industry. But you are changing that, breaking ground and making the road smoother for those who will follow. As an inspiration and role model to women in all professions, we applaud you.

Please accept the enclosed gift and our congratulations on your accomplishments. May your success continue and your future achievements be many.

Sincerely,

A handwritten signature in black ink that reads "Douglas J. McEachern".

Douglas J. McEachern
Partner and Regional Industry Leader
Pacific Southwest Real Estate Services
Deloitte & Touche LLP

A handwritten signature in black ink that reads "Roxana Rascoe".

Roxana Rascoe
Principal and Women's Initiative Co-Leader
Pacific Southwest Region
Deloitte Consulting LLP

Enclosure



PARASEC

November 28, 2005

Janet Neman
Charles Dunn
10877 Wilshire Boulevard, Suite 1700
Los Angeles, CA 90024

Dear Janet,

I'm writing to congratulate you on being named by Real Estate Southern California Magazine as one of Southern California's Most Influential Women. What wonderful recognition of your expertise and knowledge in the commercial real estate industry! I have been in the industry for over twenty eight years and can certainly appreciate the dedication and hard work that it must have taken to achieve this award.

Parasec is proud to count Charles Dunn as one of our clients. While we don't show you specifically as utilizing our services, we have developed a good working relationship with Charles Dunn and appreciate your business.

Your time must be in tremendous demand on a daily basis but I'd love to discuss with you, at your convenience, how Parasec's services and my background and knowledge can be of assistance to you.

Again, Parasec and I congratulate you on your success!

Respectfully,

Debi Stanley

Debi Stanley
National Accounts Representative

SELECT TRANSACTION HIGHLIGHTS

THE TARZANA TOWER SALE

18321 Ventura Boulevard, Tarzana, CA 91356

Janet Neman proudly represented the buyer in this ten-story office/medical building sale in Tarzana, CA.

18321 Ventura Boulevard is a ten-story office/medical office building located in Tarzana, CA. The building, built in the mid-1970's, is occupied by office tenants. The property consists of a 84,780 rentable square foot office building with 274 parking spaces on over an acre of land strategically located in the heart of the Ventura Corridor, an area which is reaching its vast potential for economic growth.

The property is located within convenient driving distance of three major Los Angeles Basin Freeways- San Diego (I-405), Hollywood (I-170) and the Ventura (US-101), as well as being located on iconic Ventura Boulevard. Situated in the near-center of the western San Fernando Valley, with convenient access to the major economic centers of Encino, and North Hollywood and Van Nuys, the Property is located at the virtual midpoint between such high-end residential areas as Encino Hills and Calabasas; as such, the property offers an ideal regional location. The property is a landmark in the area, being by far the tallest building within a two mile radius. The property is fully entitled for up to 37,000 feet of medical use and is ideally positioned immediately adjacent to the newly expanding Tarzana Hospital

to be jointly operated by Cedars-Sinai and the hospital's owner, Providence St. Joseph which acquired Tarzana Hospital in 2008 and has been upgrading its facilities and constructing a new patient care wing and emergency department. Under the terms of the new partnership, the hospital will be renamed and jointly run with Los Angeles-based Cedars-Sinai and will complete a \$540 million dollar expansion in or about 2022.

MIXED-USE

PROPERTY TYPE

84,780

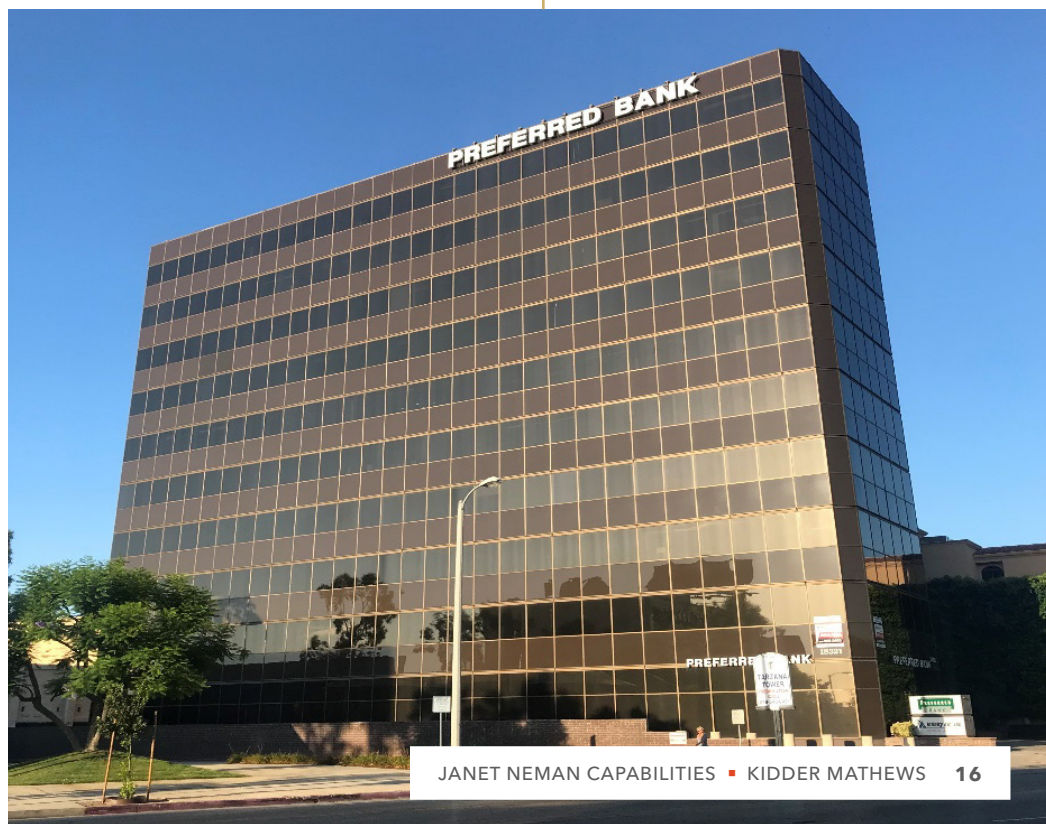
RENTABLE SQUARE FEET

37,000

SF OF FULLY ENTITLED MEDICAL USE

10

STORIES



NATIONAL CITY TOWER SALE

810 S Spring Street, Los Angeles CA 90014

Select
Transaction
Highlights

Janet Neman proudly represented the seller and buyer in the sale of this historic downtown Los Angeles hi-rise.

National City Tower is a historic adaptive reuse development that includes 93 residential lofts, as well as ground floor and basement retail space.

Built in 1924 and redeveloped in 2008, the 12-story trophy asset was a former branch of National City Bank. It is located in Historic Financial District and is part of the high-growth market of Downtown Los Angeles, which has been receiving a massive infusion of capital from investors and developers over the past several years. The stabilized property had residential units 97 percent occupied at the close of escrow, and its retail consists of two tenants: Terroni, a critically-acclaimed restaurant; and Peking Tavern, a popular downtown bar; which occupy all of the ground floor and basement-level retail space.

\$43M

SALE PRICE

118,162

SQUARE FEET

93

RESIDENTIAL UNITS

10,200 SF

RETAIL SPACE



MILANO LOFTS APARTMENTS OFF MARKET SALE

609 S Grand Avenue, Los Angeles CA 90017

Select
Transaction
Highlights

Janet Neman proudly represented the seller and buyer in the sale of this mixed-use property in Downtown Los Angeles.

Milano Lofts consists of 12-stories totaling 131,433 square feet. It was built in 1925 with characteristic Beaux Arts-style elegance as the Edwards & Wildey building. The property was converted under the Downtown Los Angeles adaptive reuse ordinance to high-end, loft-style condominiums in 2005 by developer Grand Pacific Lofts, who later decided to lease them as luxury apartments. The property consists of 99 luxury, residential apartment units and over 6,000 square feet of ground floor retail space occupied by two restaurants: Industrial and Yorkshire Grill. The property was 100 percent occupied at the close of escrow and is located in the financial district of Downtown Los Angeles.

MIXED-USE

PROPERTY TYPE

13,433

SQUARE FEET

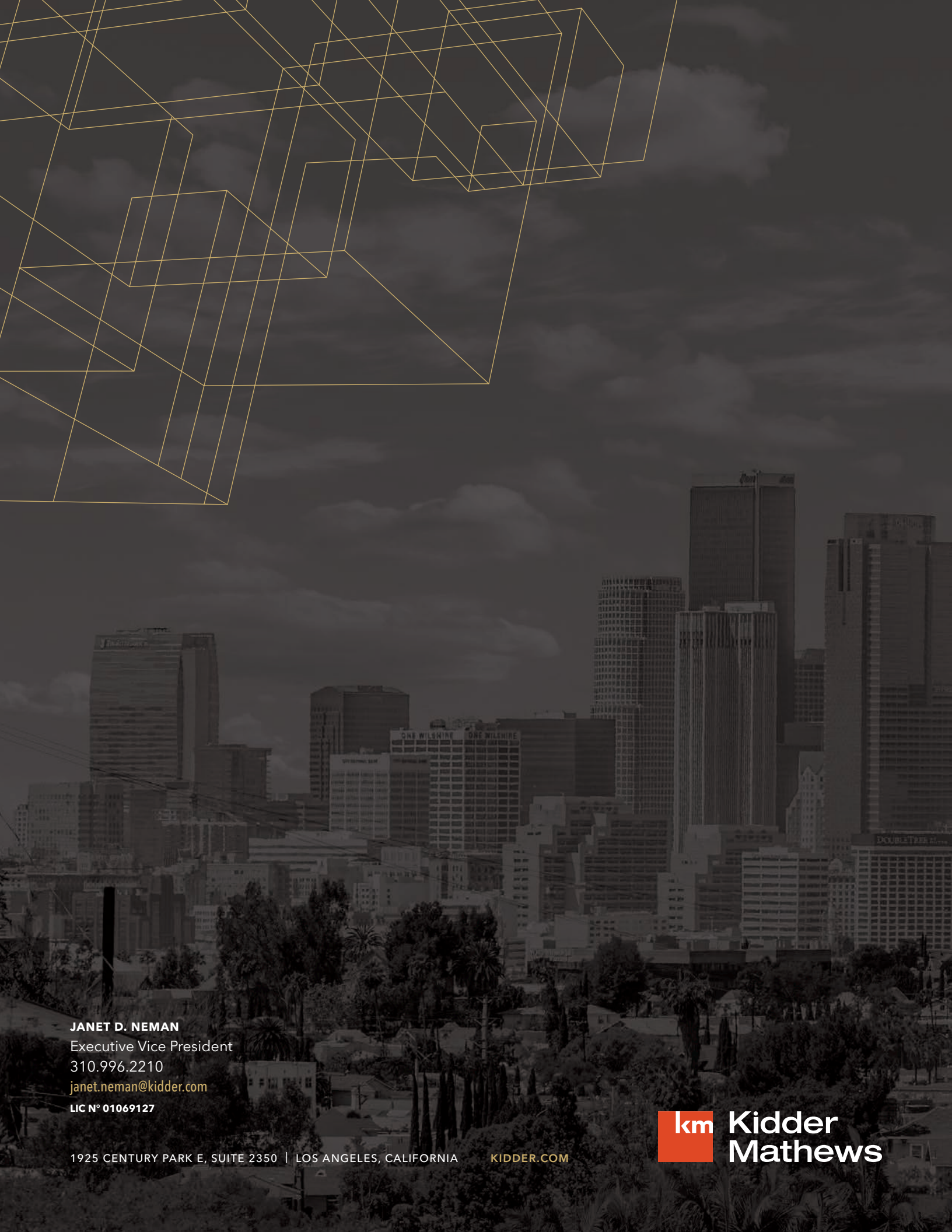
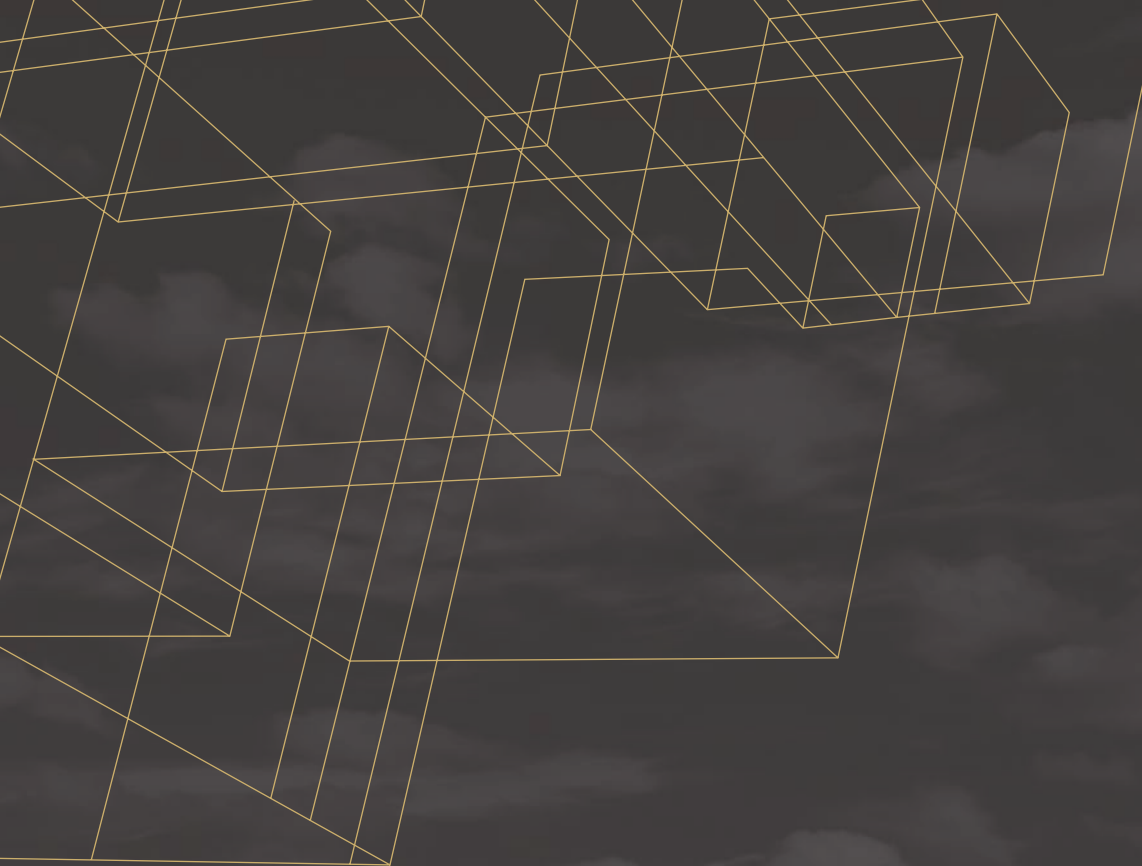
99

RESIDENTIAL UNITS

6,000

SF OF GROUND FLOOR RETAIL





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