

*NEWS FROM*

**GLADSTONE**  
SPECIAL ASSET SOLUTIONS

**Contact:**  
Starr McCaffery  
630-896-2638  
starr@soundsolutionsinc.net

**FOR IMMEDIATE RELEASE**

**Gladstone Provides Lifeline for Distressed Asset Managers**

NORTH AURORA, Ill. (Nov. 11, 2008) -- As current real estate markets continue to decline, lenders are forced to take on a new, unfamiliar role. Portfolios which once trumpeted successful business ventures are being silenced by overwhelming numbers of commercial foreclosures. The continuing trend of builders and developers forced to relinquish their holdings have left banks retaining titles to assets which have lost significant market value. With no comprehensive solution for revitalizing and managing these distressed real estate assets, senior level bankers are faced with limited options.

Responding to this need, Gladstone Builders & Developers has launched Gladstone Special Asset Solutions (GSAS). GSAS provides special asset and work-out divisions the opportunity to capitalize on Gladstone's expertise and turn a poorly performing asset into a profitable venture. GSAS has a proven track record in renegotiating annexation and development agreements to reduce costs. In addition, their ability to manage horizontal and vertical improvements provides banks with a comprehensive management solution to reconcile outstanding development obligations and preserve the assets value.

"It's critical for banks to turn non-performing loans into income-producing assets," said David V. Bolger, Gladstone founder and president. "The economic downturn has created a new service niche that Gladstone is capable and ready to fill."

According to Adam L. Dontz, Gladstone's vice president of acquisition and government relations, the current economy dictates that banks deploy a robust and comprehensive strategy to mitigate the deteriorating values of their real estate portfolios.

"It is imperative financial institutions obtain relief in renegotiating the burdensome annexation and development agreements to which they are bound. In doing

so, banks can reduce the economic obligations of these properties totaling millions of dollars in most cases,” Dontz said.

Due to the necessity of the revenues generated from building permits, municipalities are willing to renegotiate these documents. Gladstone has successfully amended such agreements with various government bodies providing a mechanism to restart the building permit revenue.

“Gladstone’s proposals are brought forth with a high degree of professionalism and knowledge,” said Village of Plainfield Administrator Alexander W.W. Harris. “I have found Gladstone’s personnel to be innovative and willing to work with the Village in addressing and resolving issues of mutual concern.”

Gladstone Builders & Developers was founded by Bolger in 1989 and has built more than 1,200 homes in 25 communities throughout Chicago’s west and southwest suburbs. Information on Gladstone Special Asset Solutions can be found at [www.gladstonespecialassetsolutions.com](http://www.gladstonespecialassetsolutions.com). For inquiries contact Adam Dontz at (630) 428-4000, ext. 101.