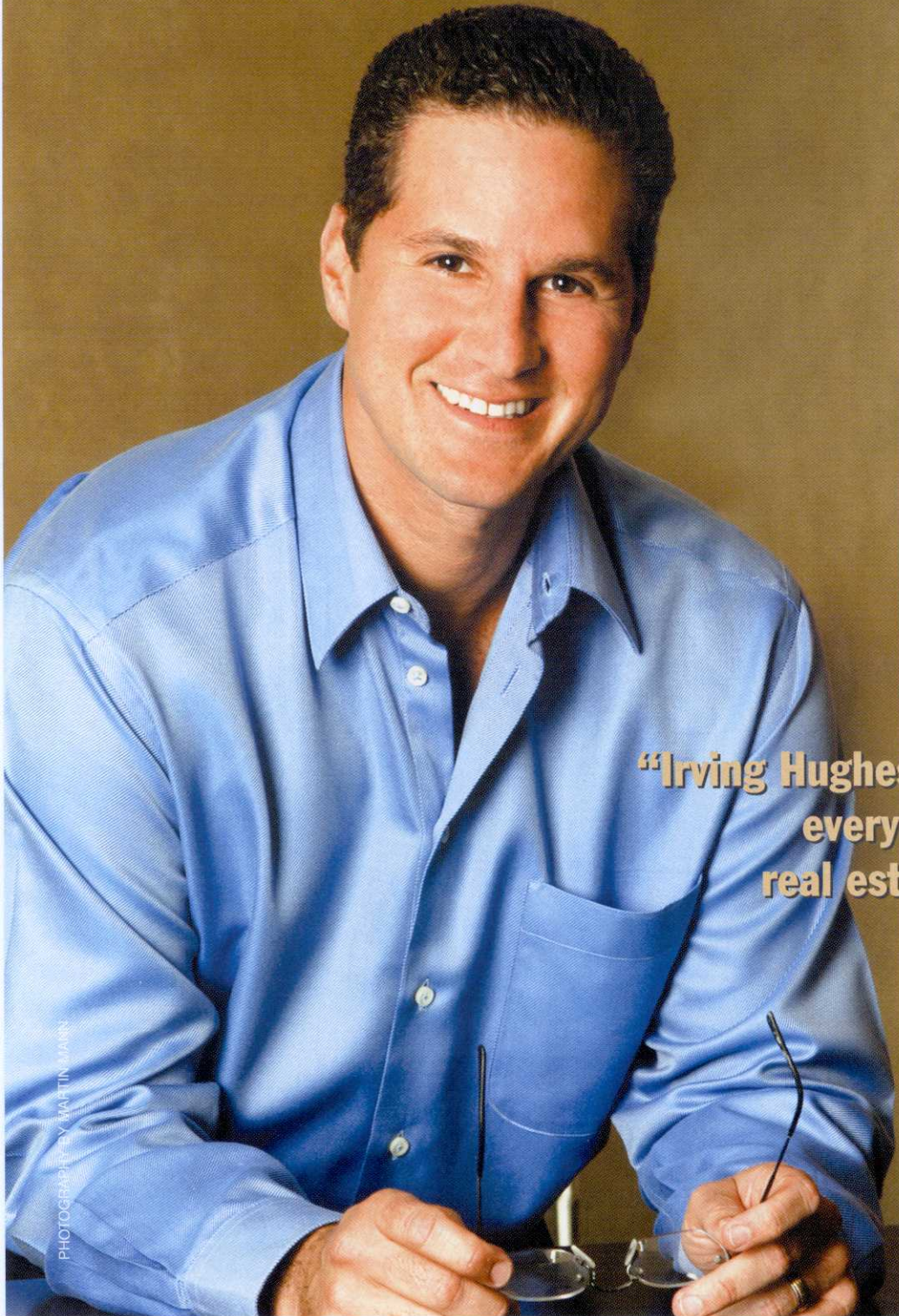


Insights from Daniel Schreiber, Founder and Managing Director of Granite Financial Group



PHOTOGRAPHY: MARTIN JARRY

Granite Financial Group is a full service investment bank and securities firm providing a wide range of institutional securities services to corporations, financial institutions and high net worth individuals in the United States and Europe. Headquartered in San Diego and with a branch office in Atlanta, GA, Granite Financial Group maintains strategic partnerships throughout the global financial community. Company services include investment banking, trading, institutional sales, mergers and acquisitions, research and advisory work.

Says Daniel Schreiber, Founder and Managing Director, "Our mission is to match up investors with issuers that are looking to grow their businesses and access capital markets. We have financed over \$250 million in transactions since our inception in 1997." Granite Financial's prominent local market position, as well as in-depth knowledge of small to mid-cap markets, allows them to offer a unique perspective on companies that have not received the market recognition that they deserve.

Granite Financial decided to contact Irving Hughes six months ago when their current lease began drawing to a close and it became apparent that, due to their growth, more office space was necessary. "Irving Hughes saturates the commercial real estate market in San Diego. We have heard wonderful things about them for quite some time," says Schreiber.

"Irving Hughes understands everything about commercial real estate, from A to Z."

"We wanted to remain in the Carmel Valley area, so Irving Hughes uncovered many properties here that suited our qualifications. Within a few months we found our perfect fit—a space next door to our current location with twice the room. They negotiated everything to our satisfaction, and we move October first into our new offices.

"Irving Hughes understands everything about commercial real estate, from A to Z. Clearly in this business for the long haul, they are strong negotiators and good people who put their clients' interests first."

For additional information, please contact Jason Hughes at (619) 238-4393 or jasonh@irvinghughes.com.


IRVING HUGHES
Life is a lease. Negotiate well.

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