

# American Life Inc. Seattle, Washington

Henry Liebman, Co-Founder & CEO



# Henry Liebman Bio

- Graduated from the University of Washington in 1973 & received his JD from the Puget Sound School of Law in 1980.
- Co-Founder & CEO of American Life.
- Founder of Northwest International Bank.
- Over twenty years experience in real estate law.
- Over 20 years experience in commercial real estate management and investment.

# American Life History & Background

- Established in 1996 & began business by assembling contiguous and near-by properties in SODO.
- Management of *American Life Inc.* began investing in the Seattle area in 1974.
- Company and its affiliates purchased over 30 prime warehouse properties in SODO and added significant value by converting low yielding warehouses into higher return, flexible office, hi-tech, shop and storage space.

# American Life History & Background

- The Company and its principals now control approximately 40 acres within SODO making *American Life* one of the largest private holders of SODO real estate.
- Initially relied on their own capital, borrowed funds, and earnings to make acquisitions and property improvements.
- Thereafter began seeking U.S. and international investment and developing a standard limited partnership format.

# SODO

We are confident that Seattle's Downtown is expanding into the SODO area.



Puget Sound

Lake Washington

SODO Station

# American Life History & Background

- Under the limited partnership format, *American Life Inc.* acts as general partner with investors being legally protected limited partners.
- Investors earn regular monthly income from their partnership's rent roll as well as future appreciation.

# American Life History & Background

- For safety and security of the investors, *American Life Inc.* does not attempt to increase yield by maintaining debt.
- To the contrary, *American Life Inc.* strives to reduce existing mortgage balances to zero.
- *American Life Inc.* applies the proceeds of sales of limited partnership interests to investors to pay down debt on the related property.

# American Life History & Background

- *American Life Inc.* closes off further investment in a partnership once the debt on that property had been fully repaid and a reasonable reserve fund established.
- By structuring their projects with little or no debt, investors are protected from financial downturns in the USA economy and the recent financial markets complications.

# Growth Strategy

- Operate for Income – Long Term.
- Operate debt-free.
- Wait for the growth to come to us.



# Introduction to Investing in the Great Seattle Area & How AL Selects Its Projects

## Seattle Economic Trends

- Economic Analysis.
- Area Analysis.
- Location & Geography
- Transportation
- Economy
- Links to the Pacific Rim
- Population Trends
- Incomes & Purchasing Power
- Regulatory Climate/Policy Issues
- Outlook – Nationally & Locally

# Introduction to Investing in the Great Seattle Area & How AL Selects Its Projects

- Acquire aging properties in older industrial areas in the path of current and future development, that will have a value far in excess of the sum of each property's separate value
- Create a footprint of contiguous or nearby properties
- Make improvements to allow rental at reasonable rates to commercial tenants

# Introduction to Investing in the Great Seattle Area & How AL Selects Its Projects

- Operate with the lowest possible risk by remaining free of debt, and owning all properties unencumbered by bank loans
- To realize the properties values in the future by:
  - Selling part or all of the portfolio
  - Developing the parcels
  - Forming a publicly traded real estate investment

# American Life SODO Projects

- Coast Crane Office Building
- SODO Marriott
- First Avenue Office
- Other SODO Projects

# American Life SODO Projects

## BEFORE AL RENNOVATIONS



# American Life SODO Projects

## AFTER AL RENNOVATIONS



# American Life EB-5 Program

- **The EB-5 Regional Center – Investment Green Card**
- Based on making a substantial financial commitment, and
- Creating employment in the US
- May live anywhere in the US, no matter where the investment is made

# American Life EB-5 Program

- Type of Investment
- Investment Amount & Employment Creation
- Source of Investment Funds
- Regional center Designation – Indirect Employment Creation
- ***The Regional Center designation is what makes the American Life investment simple for those seeking a low-risk investment without the time-consuming issues of day-to-day management.***

# ALI Investment Summary

- General Partner: American Life Inc.
- Structure: Limited Partnership
- Registration: Washington State
- DUNS Number: 07-121-3206 The logo for D&B, featuring the letters 'D&B' in white on a blue square background, with the tagline 'Decide with Confidence' below it.
- Legal Advisor: Keller Rohrback LLP
- Accountant: Morrow, Dowsing & Kessler  
The logo for Citigroup, featuring the word 'citigroup' in red and blue, with 'SMITHBARNEY' below it.  
The logo for Pacific Continental Bank, featuring a stylized globe icon and the text 'PACIFIC CONTINENTAL BANK'.
- Bank References: The logo for Wells Fargo, featuring the words 'WELLS FARGO' in white on a red square background.  
The logo for Columbia Bank, featuring a stylized 'CB' monogram and the text 'Columbia Bank'.
- Approved as EB-5 Regional Center

# Limited Partnership Structure



ALI Performs: property management, development, distribution to Limited Partners.  
 Investors as limited partners have no obligation to fund future capital needs.

# Investor Returns

## *Investment Profits*

- Income from rents are paid to investors every month.

## *Capital Gain*

- Upon a sale, Investors receive 70% of Capital Gains, after the return of their capital.

## *Management Fee*

- ALI receives 30% of current income as a management fee. After initial project management fees, all fees are success based.

# Exit Strategy

- Long term Invest for stable Income.
- Capital Gain upon a sale.
- Sale of LP slot / Mortgage of LP slot.

# Track Record

- ▶ Low Risk Merits of No-Debt Model with US \$400,000,000 under management.
- ▶ Lowest Risk by Dun & Bradstreet.
- ▶ Many local investors join our projects.
- ▶ 100% success of EB-5 Green Card applicants through our project.
- ▶ Monthly income from all projects.



# SEATTLE SODO



Double benefit - US green card and profitable Investment



# ALI Company Profile

Company: American Life Inc.

Assets under Management: US \$400,000,000 without debt

Total Land Area: 40+ Acres

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Management: President Henry Liebman  
Vice President & Co-Founder Ray Klein  
COO Gregory L.Steinbauer

Web Site: [www.amlife.us](http://www.amlife.us)