Continued Growth Through Q1 Of 2022

Hello,

Commercial Development Resources is highly optimistic and ramping up for continued growth in Q1 2022 and beyond. We are excited to have hired four new team members in the past few months in support of our growing business. The Automotive and Quick Service Restaurant (QSR) sectors are extremely active. The automotive industry is rebranding existing buildings and building new buildings with parking structures. QSR ground-up development has been extremely active, as well. Drive-Thru windows became ever so popular during the COVID-19 pandemic and increased gross sales significantly. CDR has 25% more signed and pending contracts for the next 6-12 months than in previous years. Our current forecasting does not predict a slowdown in these markets anytime soon.

In case you missed it, we recently announced that CDR now offers dry utility services to better serve our growing base of clients in Southern California and beyond. Dry utility issues have become major obstacles to our clientele's project schedules causing considerable consequences to their bottom lines. This new department will help clients avoid the typical pitfalls, and assist in the preparation and communication between the utilities and developers.

In our **Employee Spotlight**, CDR is pleased to recognize Director of Civil Engineering, Mario Lomeli. As an integral part of the CDR team for over a decade, Mario has grown with the company and has excelled as a mentor and leader for newer engineers. Learn more about Mario, and why he is an irreplaceable asset and resource for CDR and its clients: saving businesses the most important commodities: time, and money.

Please <u>reach out</u> with any of your civil engineering needs.

Regards,

Aaron M. Albertson, P.E., SCDP

Principal

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CDR Hires Two Dry Utility Experts

CDR hires Eddie Pablos, M.B.A., and Leanna Thrane to support the company's new dry utility services, offering management and coordination for public dry utilities on a variety of land development projects.

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Meet Mario Lomeli

Mario has been at CDR for more than a decade and in that time he has become a leader of CDR's Civil Engineering group. Mario's pragmatic approach to civil engineering solutions is what our clients expect as it saves them time and money.

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CDR Commended For Insightful Design

With several hurdles to overcome before & during the design process, the success of this project relied heavily on the land development expertise of the Commercial Development Resources team.

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