
THE retail CONNECTION
investment services

The Retail Connection | overview

The Retail Connection is a full-service retail real estate services and investment firm. With an exclusive focus on retail and retailers, TRC navigates its clients through the real estate market with unmatched industry knowledge, experience, relationships, and a total commitment to their success—making the optimal connection at every point where retail and real estate come together.



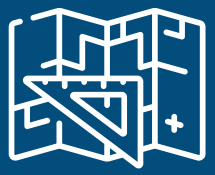
4 statewide offices
100+ employees
45+ retail brokers



+/-800 annual transactions



300+
retail | restaurant clients
200+
landlord clients



8MM SF
of projects developed, redeveloped and acquired



30MM SF of property listings

brokerage

- Tenant Representation
- Project Leasing
- General Brokerage
- Surplus Property Dispositions

advisory

- Expansion Strategy
- Tenant Representation
- Merchandising Plans
- Retail Operations

investment

- Acquisition
- Development
- Strategic Capital
- Merchant Banking

management

- Property, Asset, and Construction Management
- Marketing Services
- Corporate Services

connected investment services | overview

Connected Investment Services [CIS], created as a retailer-driven development and acquisition arm, extends The Retail Connection's reach immeasurably, giving the firm the ability to deliver any or all aspects of the development and acqusition process. The CIS platform has successfully delivered above market returns for retail development and redevelopment for over 20 years, most of which has been tenant-driven by The Retail Connection's client network.

Our team has the expertise and relationships required to reposition, remodel and re-merchandise existing assets. At the same time, we have the experience necessary to convert raw land into customer friendly and attractive retail centers tailored to each location with national, regional, and local tenants.

For retailers in an expansion and growth mode, Connected Development Services advises and executes retailers' development strategies. Specifically, the team handles all aspects of the development, redevelopment, and renovation of retail projects across the Southwest and Sunbelt.

- Feasibility Studies
- Budgeting, Accounting, and Financing
- Entitlement Zoning and Permitting
- Pro-Forma Preparation
- Site Selection
- Land Acquisition
- Construction Management
- Lease Negotiation and Sales Structuring
- Project and Asset Management

The Village at Cumberland Park

Tyler, TX | NEQ S. Broadway Avenue + Loop 49



Village on the Parkway

Addison, TX | SEC Dallas North Tollway + Belt Line Road



connected investment projects | representative

VILLAGE ON THE PARKWAY

Addison, TX

SEC Dallas North Tollway + Belt Line Road

- 381,000 SF redevelopment | 25 AC
- City Population: 15,458
- 3-Mile Population: 132,264
- Equity: Lincoln Property Company; Long Wharf Capital
- Lender: Bank of America
- Tenants: Whole Foods Market; amc; Snooze; Stretch Lab





ARLINGTON HIGHLANDS

Arlington, TX

NEQ I-20 + Matlock Road

- 750,000 SF development | 4 Parcels | 80 AC
- City Population: 392,772
- 3-Mile Population: 131,153
- Equity: Private Family Investor
- Lender: KeyBank [construction]; Goldman Sachs [permanent]
- Tenants: Chuy's; PetSmart; Studio Movie Grill; Dave & Buster's







THE VILLAGE AT CUMBERLAND PARK

Tyler, TX

NEQ S. Broadway Avenue + Loop 49

- 700,000 SF development | 80 AC
- City Population: 104,991
- 3-Mile Population: 69,283
- Equity: The Kroenke Group
- Lender: AmegyBank [construction]; Bank of America [term]
- Tenants: Studio Movie Grill; Old Navy; Burlington; TJ Maxx; Dave & Buster's





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HURRICANE CREEK VILLAGE

Benton, AR

SEC Highway 5 + Alcoa Road

- 200,000 SF development | 34 AC
- City Population: 35,789
- 3-Mile Population: 64,923
- Equity:
- Lender:
- Tenants:





MANOR CROSSING

Manor, TX

NWQ US Highway 290 + FM 973

- 150,000 SF development | 18 AC
- Equity: Butler Family Interests
- Lender:
- Tenants:







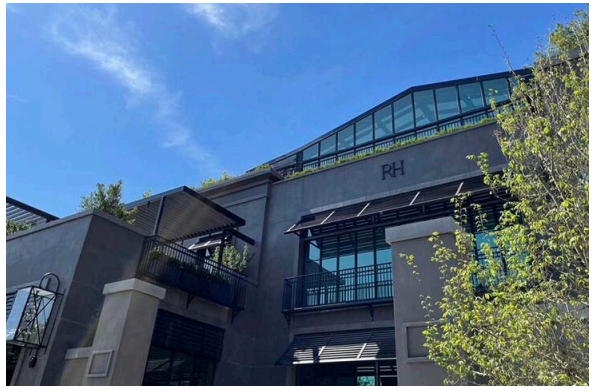
KNOX DISTRICT

Dallas, TX

between Central Expressway + Highland Park on Knox Street

- +/-435,000 SF redevelopment | 11.32 AC
- City Population: 5M
- 3-Mile Population: 227,210
- Equity:
- Lender:
- Tenants:





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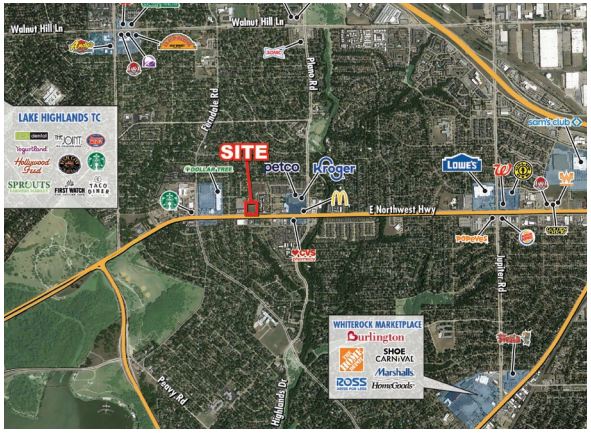
LULLWATER RETAIL

Dallas, TX

10409 E. Northwest Highway

- 20,000 SF development | 2 AC
- City Population: 5M
- 3-Mile Population: 125,000
- Equity: THE retail CONNECTION + friends + family
- Lender: TBD
- Tenants: SHERWIN WILLIAMS, The Children's Courtyard





MANSFIELD RESERVE NORTH

Mansfield, TX

NWQ Broad Street + Matlock Road

- 21,000 SF development | 3 AC
- City Population: 79,000
- 3-Mile Population: 70,500
- Equity: ROCKSTREET PARTNERS
- Lender: Ciera Bank
- Tenants: PIADA, GRAIN & BERRY, Beans & Brews, Chicken Salad Chick, Rotolo's







TOPGOLF BUILD-TO-SUITS

Lafayette, LA

301 Meadow Farm Road

- 34,000 SF development [60 bays] | 12 AC

Avon, OH | I-90 at Charter Road at Jaycox

- 37,000 SF development [60 bays] | 12 AC

Grand Prairie, TX | I-20 at George Bush + Forum Drive

- 46,615 SF development [80 bays]
- Equity: ROCKSTREET PARTNERS
- Lender: SCF STONEBRIAR COMMERCIAL FINANCE, barnett CAPITAL LTD





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WHITEROCK MARKETPLACE

Dallas, TX
11255 Garland Road

- 50,000 SF redevelopment | 5.16 AC
- Equity:
- Lender:
- Tenants:



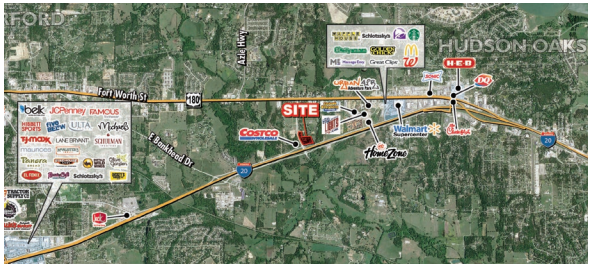


WEATHERFORD POINT

Weatherford, TX
NEC I-20 + Ric Williams

- 60,000 SF development | 9 AC
- Equity:
- Tenants:







NORTH LOOP PLAZA

Longview, TX
SWC Loop 281 + Judson Road

- 250,000 SF redevelopment | 20 AC
- Equity:
- Lender:
- Tenants:





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THE SHOPPES AT PARKWEST

Katy, TX
24600 Katy Freeway

- 256,275 SF development | 23 AC
- City Population: 1,061,668
- 3-Mile Population: 103,809
- Tenants: DICK'S SPORTING GOODS, GOLF GALAXY, PETSMART, DSW





WILLOWBROOK PLAZA

Houston, TX
SEC SH 249 + Gessner Road

- 384,663 SF redevelopment
- City Population: 6.9M
- 3-Mile Population: 95,000
- Tenants: amc, WORLD MARKET







WOODPARK SHOPPING CENTER

The Woodlands, TX
NWC I-45 + Briar Rock Road

- 157,350 SF redevelopment
- City Population: 67,000
- 3-Mile Population: 76,400
- Tenants: Ashley HOMESTORE, GOLF GALAXY, Sun & Ski Sports





representative brokerage | advisory | development clients



representative equity partners



connected investment projects | all

Current Developments

- North Loop Plaza [Sprouts phase] | Longview, TX | 250,000 SF
- The Village Cumberland Park | Tyler, TX | 705,677 SF
- Manor Crossing | Manor, TX | 150,000 SF
- Mansfield Reserve | Mansfield, TX | 20,000 SF
- Decatur Crossroads | Decatur, TX | 174,000 SF
- Topgolf | Lafayette, LA | 12 acres
- Topgolf | Grand Prairie, TX | 12 acres
- Topgolf | Avon, OH | 12 acres
- River's Edge Plaza | Fort Worth, TX | 10,000 SF
- 10409 E. Northwest Highway | Dallas, TX | 20,000 SF
- Weatherford Point | Weatherford, TX | 60,000 SF
- Lake Jackson | Lake Jackson, TX | 5,700 SF

Developments Sold

- VIllage on the Parkway | Addison, TX | 360,000 SF
- Arlington Highlands | Arlington, TX | 625,600 SF
- Arlington Highlands East | Arlington, TX | 109,727 SF
- Weatherford Ridge | Weatherford, TX | 390,000 SF
- Hurricane Creek VIllage | Benton, AR | 228,000 SF
- Mansfield Pointe | Mansfield, TX | 157,000 SF
- The Shoppes at ParkWest | Katy, TX | Phases 1 and 3: 256,275 SF
- Hobby Lobby | Plano, TX | 54,370 SF
- Patron Plaza | San Antonio, TX | 11,000 SF
- Joshua Grove | Joshua, TX | 5,700 SF
- Take 5 Preferred Developments | Austin and Houston MSA, TX | 1,438 SF [each]
- Loro | Dallas, TX | 9,520 SF

Current Acquisitions

- Knox District | Dallas, TX | 175,000 SF
- Lakepointe Towne Crossing | Lewisville, TX | 196,630 SF
- 4312 Live Oak | Dallas, TX | 3,000 SF
- Lakewood Harrell Park | Dallas, TX | 7,204 SF
- Sherman Commons | Sherman, TX | 245,000 SF
- Princeton Land | Princeton, TX | 1.63 acres

Acquisitions Sold

- Woodpark Shopping Center | Spring, TX | 157,350 SF
- Willowbrook Plaza | Houston, TX | 384,663 SF
- Quorum Plaza | Addison, TX | 77,800 SF
- Village on the Parkway | Addison, TX | 381,000 SF
- Former Target | San Antonio, TX | 119,000 SF
- Towne Centre Plaza | Mesquite, TX | 94,096 SF
- Big Box Redevelopment | San Antonio, TX | 120,000 SF
- Hulen Pointe Shopping Center | Fort Worth, TX | 174,783 SF
- Shackleford Crossing | Little Rock, AR | 316,000 SF
- Mills Pointe | Carrollton, TX | 126,089 SF
- Torchy's Tyler | Tyler, TX | 6,000 SF
- Sherwin Williams | Tyler, TX | 8,000 SF
- Haskell Development | Dallas, TX | 9,520 SF
- Breeze Healthcare | Fort Worth, TX | 5,033 SF
- White Rock Marketplace | Dallas, TX | 48,623 SF
- Dragna on Greenville | Dallas, TX | 9,600 SF
- Melissa Land | Melissa, TX | 7.65 acres

connected investment team

Matt Wilson



Managing Director
Investments

Clay Pickering



Managing Director
Investments + Finance

Rel Cooper



Director
Investments

Jim Ziegler



Managing Director
Investments

Steve Lieberman



CEO

Alan Shor



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Director of Construction | CDS

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