

THE **retail** CONNECTION

20 years. one focus. unlimited possibilities.
investment services

Connected Development

Connected Development Services [CDS], created as a retailer-driven services arm, extends The Retail Connection's reach immeasurably, giving the firm the ability to deliver any or all aspects of the development process.

CDS facilitates The Retail Connection's client expansion plans by delivering tenant-driven, build-to-suit programs. Our team has the expertise and relationships requisite to redevelop retail properties through repositioning, remodeling and remerchandising the tenant mix. Specifically, the group handles all aspects of the development, redevelopment and renovation of retail projects across the Southwest.

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 or development mode, CDS advises retailers on their development strategies and structures development joint ventures.

- Feasibility Studies
- Pro-Forma Preparation
- Site Selection and Land Acquisition
- Lease and Sales Structuring
- Budgeting, Accounting and Financing
- Municipal Approvals Including Zoning and Permitting
- Development and Project Management

CURRENT DEVELOPMENTS

- North Loop Plaza | Longview, TX | 230,000 SF redevelopment
- The Village at Cumberland Park | Tyler, TX | 700,000 SF + 2 pads [2.5 acres]
- Hurricane Creek Village | Benton, AR | pad sites available

DEVELOPMENTS SOLD

- Village on the Parkway | Addison, TX | 360,000 SF best-in-class retail, restaurant, entertainment
- Arlington Highlands | Arlington, TX | 750,000 SF open-air on assembled 4 parcels totaling 80 acres
- Weatherford Ridge | Weatherford, TX | 254,507 SF power center on assembled parcel of over 30 acres

Connected Acquisition

Connected Acquisition Services [CAS] is the client-driven retail services leader throughout the Southwest for retail properties. The team advises its retail clients and structures joint ventures to purchase retail investment properties, which can be single-tenant, multi-tenant or portfolio assets.

CAS's investment philosophy is concentrated on core-plus, value-add and opportunistic investments in major metropolitan markets as well as certain tertiary markets where strong fundamentals and upside are anticipated.

Through extensive research and capital market knowledge, we can expertly advise our clients and partners on their equity and debt options. Our relationships with leading national and regional lenders facilitate our ability to aggressively source capital to assure that each acquisition, development or refinancing situation receives the optimal terms available in the marketplace.

We partner primarily with institutional investors. Our thoughtful and disciplined approach founded upon long-term thinking and an emphasis on continuity—whether it's avoiding excessive turnover of assets or changes in portfolio management. At the center of our partnerships is the concept that our relationships come first in everything we do.

CURRENT ACQUISITIONS

- Knox District | Dallas, TX | 750,000 SF
- Lakepointe Towne Crossing | Lewisville, TX | 196,630 SF

ACQUISITIONS SOLD

- Woodpark | The Woodlands, TX | 157,350 SF
- Willowbrook Plaza | Houston, TX | 385,000 SF
- Quorum Plaza | Addison, TX | 80,000 SF
- Village on the Parkway | Addison, TX | 360,000 SF
- Towne Centre Plaza | Mesquite, TX | 94,109 SF
- Big Box Redevelopment | San Antonio, TX | 120,000 SF
- Hulen Pointe Shopping Center | Fort Worth, TX | 174,783 SF
- Shackelford Crossing | Little Rock, AR | 573,000 SF

Connected Capital Services | Strategic Capital

Our connected capital team assists entrepreneurial and emerging growth retail and restaurant chains with strategic guidance, operating expertise and sources of capital for their operations.

We connect capital and opportunities to deliver both transactions and real value for our clients and partners. Our merchant banking team is experienced across all retail categories of any size and format. Whether you are seeking to acquire or dispose of an asset, raise equity through a joint venture or bank financing, reposition your investment strategy or enter new retail or consumer-based concepts, The Retail Connection can provide the right capital at the right time for the right transaction.

- Exited two of our portfolio companies, selling them to publicly held national retailers, which resulted in an equity multiple of four times our invested dollars and we made new investments in three more consumer-oriented operating companies
- 25 total number of operating company investments to date



perfumania



salonrepublic



By the Numbers

REAL ESTATE

- We sold six of our properties in 2022 [five of which we activated during the pandemic], for a blended ERM of 3.04 times our invested dollars and an unprecedented IRR of 154.9%
- From our inception, we have sold 31 properties we developed, redeveloped or purchased, for a blended ERM of 3.17 times our invested dollars and an IRR of 38.7%
- We also activated five more projects, further extending the reach of our client's expansion programs through our development group and our National Build-to-Suit platform with multiple projects across the country

MERCHANT BANKING

- We exited successfully from three of our private equity investments, which still leaves us with twenty-three strategic capital investments left to monetize
- From our inception, we have exited from twenty-two private equity investments for a blended ERM of 2.56 times our invested capital

theretailconnection.net

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