

THE **retail** CONNECTION

retail



SHARED VISION

Our primary objective is to make optimal connections at every point where retail and real estate come together. Our exclusive focus on retail and total commitment to our clients' and partners' success is the cornerstone of our brokerage, advisory, investment and management services. Everything we do is designed to optimize and extend the reach of their retail real estate programs.



RETAIL LEADERSHIP

Steve Lieberman and Alan Shor joined together in 2003 with a shared vision to build a company that would embody their high standards and team-oriented approach. In 2004 they launched The Retail Connection, immediately attracting and engaging top professionals and best in class retail clients throughout the industry.

TRC combined Lieberman’s strategic vision with Shor’s operating and management strength. Within six months, TRC was a full-service retail real estate services and investment firm, attracting two dozen of the industry’s top players representing over 40 retail chains and 5 million SF of property listings. The company quickly expanded its infrastructure with seasoned professionals, state-of-the-art research, technology, and a knowledge-driven platform.

With an exclusive focus on retail and retailers, The Retail Connection 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 converge.



EXPERTISE

The Retail Connection provides tenant representation, project leasing, general brokerage, surplus property dispositions, expansion strategy, merchandising plans, retail operations, acquisition, development, strategic capital, merchant banking, property management, asset management, construction management, marketing, and corporate services.

LOCATIONS

TRC has offices in 4 major cities: Austin, Dallas, Houston, and San Antonio, with a full-service, integrated team of more than 100 employees and brokers.

REPRESENTATION

Today, we represent more than 300 retail and restaurant clients including Bed Bath & Beyond, Costco, Best Buy, Topgolf, Visionworks and Chase Bank. TRC’s retail clients are the primary catalysts for the company’s business model and are truly partners in the business.

On the project side, TRC represents many of the leading investment companies in the business. Currently, TRC represents more than 30 million SF of listings, including approximately more than 5 million SF of its own shopping centers.

INVESTMENT DIVISIONS

We complete our end-to-end resources through our three investment divisions:

- Connected Development Services facilitates tenant-driven, ground-up development
- Connected Acquisition Services buys and repositions existing urban and suburban retail properties
- Connected Capital Services arranges financing, operating, and strategic planning for regional and national retailers’ growth plans, including roll-out and expansion capital, as well as merchant banking services

Additionally, our Connected Management Services supports and enhances our three investment divisions by providing retail property, asset and construction management as well as corporate services.



Brokerage

TENANT REPRESENTATION

- Knowledge-driven platform
- Thorough understanding of the market's critical points and key retailers
- Committed to improving the profitability and value of client's assets
- Deliver optimal sites for clients
- Implement strategies for hundreds of different retailers—small shop to national big box

PROJECT LEASING

- Our project representation team achieves significant results by identifying the highest and best use for retail space and delivering strategies that maximize its full potential
- A clear understanding of our client's objectives is the platform on which we build each marketing and leasing program
- We consistently create a competitive environment that delivers the best available tenants and most profitable retail centers
- We leverage our more than 300+ tenant rep. clients to ensure your client is seen by best in class retailers

INVESTMENT SALES

- We believe every property has unique characteristics, and we develop a tailored approach to the sales process that maximizes its strengths and targets the most bona-fide logical buyers
- Our exclusive focus on retail and long-standing relationships with owners, tenants and buyers of real estate provides a firm foundation for our clients to meet their investment goals
- We place heavy reliance on local market knowledge to achieve the maximum price for an asset



BED BATH & BEYOND

Bed Bath & Beyond Inc., together with its subsidiaries, sells a range of domestics merchandise, including bed linens and related items, bath items, and kitchen textiles; and home furnishings, such as kitchen and tabletop items, fine tabletop, basic housewares, general home furnishings, consumables, and juvenile products. It also provides various textile products, amenities, and other goods to institutional customers in the hospitality, cruise line, healthcare, and other industries. As of March 2019, the company had a total of 1,533 stores, including 994 Bed Bath & Beyond stores in 50 states, Puerto Rico, and Canada. Additionally, the company operates 277 Cost Plus World Market stores; 124 buybuy BABY stores; 81 Christmas Tree Shops/and That! stores; 55 Harmon stores and 2 retail stores under the One Kings Lane name. The Company has a robust online e-commerce presence, operating Of a Kind, an e-commerce Website that features specially commissioned limited edition items from emerging fashion and home designers; One Kings Lane, an online authority in home décor and design that offers a collection of selected home goods, and designer and vintage items; PersonalizationMall.com, an online retailer of personalized products; Chef Central, an online retailer of kitchenware, cookware, and homeware items catering to cooking and baking enthusiasts; and Decorist, an online interior design platform that provides personalized home design services. Bed Bath & Beyond Inc. was founded in 1971 and is based in Union, New Jersey.

TRC has completed nearly 300 leases for Bed Bath & Beyond and its subsidiaries across 13 states and Mexico with multiple locations in the pipeline.

CHASE BANK

J.P. Morgan Chase & Co. is a leading global financial services firm with assets of \$2 trillion and operations in more than 60 countries. The firm is a leader in investment banking, financial services for consumers, small business and commercial banking, financial transaction processing, asset management, and private equity. To date the TRC team has completed well over 100 Chase Bank transactions, and several more are in the works.

NORDSTROM RACK

Nordstrom Rack is the off-price retail division of Nordstrom Inc., which was founded in 1901 in Seattle, Washington by John W. Nordstrom. Since then, Nordstrom has expanded from a small Seattle shoe shop to a leading fashion specialty retailer with over 120 full line stores, over 240 Nordstrom Rack locations and an e-commerce business that continues to grow and evolve. Nordstrom Rack has been serving customers for over 40 years, offering many of the same Nordstrom brands we know our customers love at great prices. "And now that we are online, we hope we can serve you even better—giving you more ways to shop, wherever you may be".

TRC has completed more than half a dozen stores for Nordstrom Rack with another 2 to 3 on the radar for completion within the next 12 months.





TOPGOLF

Topgolf pioneered a technology to make golf more fun and engaging. It has since emerged as a global sports and entertainment community focused on connecting people in meaningful ways. Every Topgolf venue features dozens of high-tech, climate-controlled hitting bays for year-round comfort, a chef-inspired menu for year-round deliciousness and hundreds of Associates eager to help create the moments that matter.

Topgolf is truly everyone's game, with over 50 venues worldwide, entertaining more than 13 million Guests annually, original content shows, next-gen simulator lounges through Topgolf Swing Suite, the global Topgolf Tour competition, pop-up social experiences like Topgolf Crush, Toptracer technology as seen on TV, and the world's largest digital golf audience. The TRC team, operating as Topgolf's national master broker, has completed over 50 transactions and is actively working over 100 markets while taking on the new concepts Topgolf is developing as they grow their brand. For more information about Topgolf please visit topgolf.com.



VISIONWORKS

Visionworks is a leading provider of eye care services in the US, operating over 700 locations in 40 states and the District of Columbia. Visionworks is committed to providing the best possible customer experience with over 1,500 frames per store and highly trained associates to help each customer to find their perfect pair. With their high quality products and excellent value, Visionworks leads the industry in affordable and fashionable eyewear. All stores offer designer and exclusive brand frames, lenses, sunglasses and accessories along with leading technology in vision correction. Their comprehensive service offerings include contact lens dispensing, in-store labs which provide one-hour service on many prescriptions at many locations and doctors of optometry at or next to every store.

The Retail Connection has negotiated over 275 leases for the company across the entire US and continues to lead Visionworks in their national new store expansion program.

OUR CLIENTS INCLUDE:

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|----------------------------------|-------------------------------|--------------------------------|-----------------------------------|
| 99 Cent Only Store | Elements Massage | Mega Furniture | Snap Kitchen |
| Advance Auto Parts | Eleven Wellness | Menchie's | Snappy Salads |
| Agra Culture | Elite Appliances | Mendocino Farms | SoulCycle |
| Amazing Lash | El Famoso Mexican Diner & Bar | Men's Wearhouse | Starbucks |
| Amberjax | El Pollo Loco | Micro Center | Sukarne |
| American Freight Furniture | Equinox Fitness | MidiCi | Sumo Shack |
| Another Broken Egg | Escapology | Miss Naughty Brownie | Sunny Street Cafe |
| Armand's | Everbrook Academy | ModCloth | Swatch |
| Ashley Furniture | Explore Learning | Moxie's Grill & Bar | SweetGreen |
| Bad Daddy's Burgers | Express Oil & Tire Engineers | Musume | T.G.I. Friday's |
| Bach to Rock | Family Video | Neo Gelato | Taco Bell |
| Baker Street Pub & Grill | Famous Footwear | Neon Cycle + Strength | Tacos Patron |
| Barnes & Noble | Fantastic Sam's | Nordstrom Rack | Taverna Rossa |
| Beard Papa's | Fish City Grill | NTB | TCBY |
| Becks Prime | Fitness Connection | Ojos Locos | Team Sports & Performance Apparel |
| Bed Bath & Beyond | Flix Brewhouse | Old Chicago | The Halal Guys |
| Bellagreen | Foot Locker | Olivella's Neo | The Holy Grail Pub |
| Benedict's Restaurant | Freshii | Ollie's Bargain Outlet | The Honor Bar |
| Best Buy | GameStop | Original ChopShop | The Union Bear |
| Beto & Son | Gelato-Go | Panera Bread Company | The Vitamin Shoppe |
| big drop NYC | GolfTec | Papa John's | The Void |
| Black-eyed Pea | Great Clips | Papa Murphy's | The Yard |
| The Blue Fish | Greater TX Fed Credit Union | Parachute Home | Tide Dry Cleaners |
| Boi Na Braza | Haymaker | Paradise Bakery | Tiff's Treats |
| Bombshells Restaurant & Bar | Heritage Pizza Co. | Party City | Top Golf |
| Bonobos | Hest Fitness | Pei Wei Asian Diner | Torchy's Tacos |
| Bravazo Peruvian Rotisserie | Hiccups Tea House | Peter Piper Pizza | Tropical Smoothie Cafe |
| Brident Dental | Hillstone Restaurant Group | PetSmart | True Value Hardware |
| British Beverage Company | Hobby Town USA | Pho District | Truluck's |
| Buffalo Wild Wings | Holler & Dash Biscuit House | Physicians ER | Tuesday Morning |
| Burger King | Hollywood Feed | Piada Italian Street Food | U Break I Fix |
| buybuy Baby | Home Slice Pizza | Pigtails & Crewcuts | Uchi |
| C2 Education | Hook Line & Sinker | Piranha Killer Sushi | UFC Gym |
| Cabo Bob's | Houston's | Planet Fitness | Urban Taco |
| Cake Bar | Howard Wang's Grill | Planet Smoothie | US Army Recruiting Centers |
| Campisi's Restaurants | Huddle House | Playlive Nation | Verbena |
| Carrollton Chopshop Sport Garage | Hugo's Invitados | PLS Realty | Visionworks |
| Carter's | HuHot Mongolian Grill | Polished Nail Bar | Voicebox |
| Cavender's | iFly | PPG Paints | Wabi House |
| Chase Bank | IntegraCare | Prana | Weight Watchers |
| Cheeky Monkeys | Iron Cactus | Pressed Juicery | WhichWich |
| Chicken Salad Chick | ISW Menswear | Prohibition Chicken | Wild Salsa |
| Children's Lighthouse | Jersey Mike's Subs | Protein Bar | Wing Daddy's |
| Chop House Burger | Jet's Pizza | Pure Barre | World Market |
| Christmas Tree Shops | Jiffy Lube | Pure Poke | WSS |
| Chuck E Cheese's | Jo-Ann Stores | QuikTrip | Xponential Fitness |
| Church's Chicken | Jos. A. Bank | R+D Kitchen | Yoshi Shabu Shabu |
| Churroholic | K&G Menswear | RA Sushi | |
| Cibo Divino Marketplace | Kate Weiser | Rainbow Shops | |
| Circle K | Kerbey Lane Café | Raising Cane's | |
| Citi Trends | Kleiman Evangelista | Robbins Brothers | |
| Club Pilates | Koh's | Roche Bobois | |
| Code Ninjas | Kuai Asian Kitchen | Rockin Jump | |
| Conn's | Lady Jane's Haircut for Men | Rockler Woodworking & Hardware | |
| Costco | LA Fitness | Ruggeri's Italian Kitchen | |
| Cowboy Chicken | Lakeshore Learning | Salata | |
| Cracker Barrel | Lazy Dog Restaurant & Bar | Salt & Straw | |
| Creme de la Creme | Lifetime Fitness | Sam Moon Trading Co. | |
| Daily Juice | Little Caesars | San Martin | |
| Dallas Chop House | Little Katana | Sapa House | |
| Dallas Fish Market | Lolo's Chicken & Waffles | Savers | |
| Dave & Buster's | Loro Asian Restaurant | Sears | |
| Deli-News | Luck | Serenity Nails and Day Spa | |
| Delucca Gaucho Pizza & Wine | Macy's | Shell Shack | |
| Destination XL | Madison Reed | Sherlock's Pub | |
| Diamonds Direct | Malai Kitchen | Shoe Carnival | |
| Dog Haus | Mattito's | Showbiz Cinemas | |
| Dollar Tree | Mattress Firm | Signet Jewelers | |
| DSW Shoes | Maurices | Slim 4 Life | |
| Dunkin' Donuts | McAlister's Deli | Smiling Moose Deli | |
| Earth Treks Planet Granite | MedExpress Urgent Care | Smoothie King | |



OUR CLIENTS INCLUDE:

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|------------------------------------|-----------------------------------|----------------------------------|
| Accelerated Development Services | Family Video | Property Evolution Investors |
| AEW Capital Management, LP | Farrell Properties | Provost Group |
| Agree Realty Corporation | Ferem Property Company | Quattro Development, LLC |
| American Finance Trust | First Capital Advisors | Randall's Food & Drug, LP |
| Asana Partners | First State Bank of Central Texas | RD Management |
| Ashkenazy Acquisitions | First Washington Realty, Inc. | RPAI |
| Ashley Furniture | Five Star Development | Riverside Resources |
| ATCO | Fortress Investment Group | R.L. Worth & Associates |
| Atlantic Hotels Group, Inc | Fountain Capital, LP | Rosebriar Properties |
| Berlin Interests, Inc. | Goldman Sachs | Safeway, Inc |
| Billingsley Company | Gordon Brothers | Sam Moon Trading Company |
| Blackburn Properties | H4 Equities Group | Sansome Pacific Properties |
| Blue Star, LP | The Hayman Company | SBL Professional Realty, Inc |
| Broadstone Ltd. | HEB | Sears Holding Corp. |
| Burk Collins & Co., LTD | Heitman | Seitz Group, LLC |
| Caliber Capital Group | Henk Morelisse | Showbiz Cinemas |
| Captex Development Co., LLC | Hermansen Land Development | Simon Property Group |
| Catellus | Inland Commercial | SMI Realty Management |
| Catlyn Capital Corp. | Invesco | Spirit Realty |
| Cheney & Mathes Properties | James Mahan | The Stainback Organization |
| The City of Cedar Park | Karns Commercial Real Estate | St. Ives Realty, Inc |
| Clearview Investments, Ltd | Kimco Realty Corporation | Starpoint Properties, LLC |
| Commercial Realty Group [CMC] | Kohl's | Stratus Properties |
| Connected Acquisition Services | L3 Investment Properties, LLC | Tex-Can Real Estate Group |
| Connected Development Services | Ledcor Group | TPJ Properties, LTD |
| Connected Management Services | Leon Capital | TPMC Realty Corporation |
| Cordova Real Estate Ventures | Levcor, Inc. | Trammell Crow Residential |
| Core Property Capital | Lincoln Property Group | United Heritage Credit Union |
| Crescent Real Estate Equities, LLC | M&J Wilkow, Ltd | U. S. Industries |
| Crosland Group | Maly Commercial Realty | Vaquero Ventures |
| Crow Holdings | Midwood Investment and | Weber & Company |
| Culpepper Development Inc | Development | Westdale Real Estate Investments |
| Dining Dancing Romancing, Inc | Mimco, Inc. | Westwood Financial Corporation |
| Dorado Development | Moore & Associates | Wile Interests |
| Education Realty Trust | Orix | Wolverine Interests |
| ECOM Real Estate Management | PennyBacker Capital | |
| The Encore Company | Petroff Realty | |
| Endeavor Real Estate Group | Phoenix Property Company | |
| Ersa Grae Corporation | Pine Tree Commercial Realty | |
| Excess Space | PLS Realty | |
| Fairbourne Properties | Ponderosa Land Development Co | |

National Advisory

The Retail Connection provides a single point of contact and delivery platform which ensures consistent, quality service throughout the country. Our national clients rely on our team to manage the entire process, from initial strategic planning through final execution.

For retailers looking for strategic guidance for their regional or national expansion programs, The Retail Connection provides strategic direction based upon its market knowledge, broad experience with similar retailers, sophisticated research capabilities, and its network of relationships.

The Retail Connection's national advisory team combines the elements of retail operations, investment banking and real estate brokerage. The group is a fully integrated source for financial services, business assessment and valuation, financing, and real estate acquisitions and dispositions.

EXPANSION STRATEGY FOR TENANTS

Our primary focus on retail has led to the successful roll out of many high-profile brands. Having assisted exclusive brands like Bed Bath & Beyond, buybuy Baby, Petsmart, Nordstrom Rack, Cost Plus World Market, Topgolf, Costco, Visionworks, Equinox, JC Penney, and Best Buy, our experience is intuitive, productivity-driven and broad across product lines.

With an exclusive focus on retail, solid tenant representation experience and expert market research, implementing a successful strategic plan for a multi-store brand is second nature to the expansion team at The Retail Connection.

- In-depth market research
- Collaborative brokers
- Strategic planning
- Deal negotiation
- Expert site selection
- Related real estate and development services geared to the specific needs of both established and start-up companies

CHAINLINKS

Through Chainlinks, we provide local market knowledge with a national platform and a global perspective.

<p>750+ HAND-PICKED RETAIL BROKER SPECIALIST</p>	<p>65 OFFICES SERVING THE ENTIRE UNITED STATES & PUERTO RICO</p>	<p>300+ LANDLORDS WE REPRESENT</p>	<p>57M+ SQUARE FEET LEASED OR SOLD LAST YEAR</p>
	<p>6,000 REAL ESTATE TRANSACTIONS COMPLETED IN 2017</p>	<p>1,500+ RETAILERS WE REPRESENT</p>	<p>\$9.5B IN CONSIDERATION IN 2017</p>



MERCHANDISING PLANS FOR PROPERTIES

When developing merchandising plans for specific properties, retail areas within a city, or streetscapes, The Retail Connection prepares a comprehensive, in-depth market analysis which includes a review of current retailers and the value they bring to the center, as well as the identification of the most properly-suited, best-in-class retailers for the given project.

We take a strategic approach to determining why the center may not be capturing its share of retail sales based on the potential of the trade area, future residential and/or visitor growth projections, merchandise categories needed, and other factors that may be prohibiting maximum sales productivity of the center and/or its retailers.

We apply state-of-the-art research, industry knowledge and local statistics to determine with clarity the best tenant mix for the project. Upon completion of the merchandising plan, a dedicated team of expert brokers and other related professionals develop strategies and tactics for plan implementation to be undertaken in the shortest time possible, to increase the center's revenue and overall value.

The Retail Merchandising Mix Plan is a refinement of the retail strategy and is developed according to the following guidelines:

- Ensure that the nature and size of the retail mix maximizes the center's potential to increase market share and retail sales
- Maintain and enhance the center as a vital retail real estate asset, providing merchandise and services that differentiate the property, enhancing the neighborhood and bringing increased value to ownership and partners

Other areas where we provide services to create great retail environments are:

- Create a brand identification working collaboratively with brand experts
- Identify key consultants: architects, zoning attorneys, traffic consultants, others
- Place making/merchandising: either a district or shopping center
- Develop marketing package tailored to the client, center, and/or district
- Identify other parcels to acquire and/or redevelop that would fit into the overall merchandising strategy
- Implement a strategic timeline



Consultation

Blending strategic, creative and technical capabilities to navigate and map the retail landscape, The Retail Connection provides the optimum connection at every point where retail and real estate come together—maximizing the opportunities we enjoy through our incredible relationships, market knowledge and highly talented team. We fully integrate and leverage our collective influence, productivity and the power of our retail relationships for end-to-end real estate delivery expertise.

STRATEGIC PLANNING

The Retail Connection has represented many retailers with our real estate strategy and execution. Our specialization and alignment with retailers empowers us to reach beyond real estate into core aspects affecting our customers' business.

Our strategic planning team provides real estate solutions that maximize the business performance of our clients. Through business intelligence combined with portfolio optimization, location evaluation and organizational strategies, our strategic planning team develops opportunities for companies to maximize the value of their real estate assets.

We know how imperative it is that our clients engage real estate programs that reinforce their business and financial objectives, and we are focused on understanding the vision our clients have for their enterprises.

DATA ANALYTICS

We provide our clients with market research and data that, when complemented with GIS and local market knowledge, provide best-in-class information. Our proprietary retailer database contains extensive retailer data including sale and lease transactions. In addition to retailers, we track all residential development and gather relevant demographic information. All pertinent information is provided to the client: development timelines [planned, permitted, under construction, and delivery dates], number of units, and price points.

- Development maps, aerials, site plans, street maps
- Competition maps, competitor performance data visualizations
- Site suitability analysis and maps, GPS demographic and psychographic dataset visualizations
- Detailed demographics reports, deep psychographics reports and extrapolation
- Heat maps, market overviews, site submittal reports with analysis, site submittal aerials and photos



Connected Acquisition Services

The Retail Connection's acquisitions platform, Connected Acquisitions, is the client-driven retail services leader throughout the Southwest for retail properties. With its vast amount of contacts in the industry and the seasoned judgment of its investment professionals, Connected Acquisitions advises its retail clients and structures joint ventures to purchase retail investment properties, which can be single-tenant, multi-tenant or even portfolio assets.

Connected Acquisition'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. Our substantial market and tenant knowledge allow us to better understand which prospective investments are more compelling to us and our partners, which results in stronger and more predictable returns.

Through extensive research and capital markets 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 most optimal terms available in the marketplace.

Connected Development Services

Connected Development Services, created as a retailer-driven services arm and wholly owned by The Retail Connection, extends The Retail Connection's reach immeasurably, giving the firm the ability to deliver any or all aspects of the development process. Whether retailers need expansion or development services, Connected Development Services advises retailers on their development strategies and structures development joint ventures.

The Retail Connection's client expansion plans are reached, in part, by delivering tenant-driven, built-to-suit programs. Our team has the expertise and relationships requisite to redevelop retail properties through repositioning, remodeling and remerchandising the tenant mix. At the same time, we have the experience necessary to convert raw land into income-producing properties.

Specifically, the group specializes in all aspects of the development, redevelopment and renovation of retail projects across the Southwest:

- Feasibility studies
- Budgeting, accounting and financing
- Pro-forma preparation
- Municipal approvals including zoning and permitting
- Site selection and land acquisition
- Project management
- Lease and sales structuring



Knox District
Between Central Expressway & Highland Park on Knox Street, Dallas, TX 750,000 SF



Village at Cumberland Park
NEQ Broadway (Hwy 69) & Loop 49, Tyler, TX 700,000 SF

Hurricane Creek Village
SEC Hwy 5 & Alcoa Rd, Benton, AR 228,000 SF



Lakepointe Towne Crossing
NEC Hebron Parkway & I-35, Lewisville, TX 196,630 SF

Village on the Parkway
SEC Dallas North Tollway & Belt Line Road, Dallas, TX 360,000 SF



Willowbrook Plaza
SEC SH249 & Gessner Rd, Houston, TX 385,000 SF

MERCHANT BANKING

Our specialization and alignment with retailers allows the company to reach beyond real estate into the core operations of our clients' businesses. Our merchant banking team, Connected Capital Services, assists entrepreneurial and emerging growth retail and restaurant chains with strategic guidance, operating expertise and sources of capital for their operations. With unsurpassed knowledge and commitment, we align with retailers and restaurateurs to optimize the value of their enterprise by partnering for success.

STRATEGIC CAPITAL

We connect capital and opportunities to deliver both transactions and real value for our clients and partners. Our acquisition and merchant banking teams are experienced across all retail property types of any size and format. We combine in-depth research and broad experience with real-time market conditions, providing highly trusted advice. 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 real estate markets, The Retail Connection can provide the right capital at the right time for the right transaction.



Connected Management Services

The number one objective of Connected Management Services, a wholly owned division of The Retail Connection, is to provide retail shopping center owners with the management services they need to complement their in-house capabilities.

TRC's affiliated companies work together to provide unparalleled resources an owner can rely on. We partner with our clients to understand their business needs in detail. This allows us to deliver a service that is responsive, project specific, and results oriented.

Connected Management Services provides property management with the customer AND client in mind. We are experts at getting your property noticed by retailers while enhancing the shopper's experience. While we work to achieve a quality shopping experience, we also ensure that the day-to-day operations of the center are consistent, efficient, and effective.

Connected Management Services is committed to the best practices and processes:

- Tenant Relations
- Financial Reporting
- Vendor Partnerships
- Annual Budgeting
- Effective Cost Management
- NNN Reconciliation
- Lease Administration
- Capital Improvement Planning
- Clean/Safe/Secure Shopping
- Marketing

Asset Management

Our asset managers are responsible for the financial reporting and supervision for each property, which includes communication with ownership as well as implementation of owner's financing and refinancing objectives, financial analysis, review of the property financial reports and monitoring overall operating expenses.

This will ensure that the property is maintained at a first-class level at costs that are competitive in the current marketplace.

ASSET MANAGEMENT

- Oversight of leasing team and leasing efforts
- Capital expenditure consideration
- Monitoring of the physical operation and condition of each property
- Coordination of services with ownership, property management and construction services
- Operating budget review and approval, financial reporting and expense monitoring
- Tenant retention and tenant relief requests, bankruptcies, lawsuits

ASSET EXPERIENCE

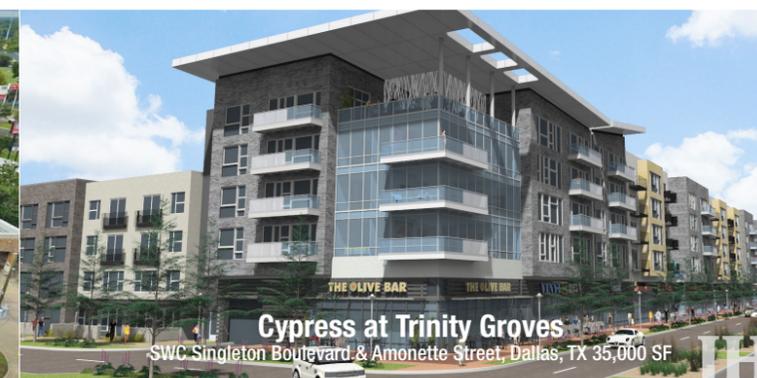
- Lifestyle Projects
- Power Centers
- Neighborhood Grocer and Community Shopping Centers
- High Street Urban Core



Timbercreek Crossing
NWC Northwest Hwy & Skillman, Dallas, TX 474,091 SF



Tomball Town Center
14002-14094 FM 2920, Tomball, TX 67,244 SF



Cypress at Trinity Groves
SWC Singleton Boulevard & Amonette Street, Dallas, TX 35,000 SF



Knox District
Between Central Expressway & Highland Park on Knox Street, Dallas, TX 200,000 SF



Great Hills Market
NWC Great Hills Trail & US Hwy 183, Austin, TX 155,000 SF



Lincoln Park
SWC Central Expressway & Northwest Highway, Dallas, TX 148,806 SF



The Crescent
Crescent Court, Dallas, TX 1.3MM SF

Construction Management

As part of our Construction Management Services platform, our construction management team has more than 50 years of diverse construction and retail real estate development, redevelopment and renovation experience. We assume an owner's mentality and take responsibility for the direction and implementation of the entire construction process.

We serve as the single point of contact for the owner, making sure the project is completed on time and within budget while minimizing risks. Our approach allows our clients to focus on their core business strategies and becomes the connection where retail and real estate come together.

- Site Planning
- Scheduling
- Budgeting
- Contracts and Lease Administration
- Entitlement Process
- Field Construction Management
- Tenant Coordination
- Bidding Process
- Project Close Out



Corporate Services

Whether it is lease administration, lease auditing, or project management, our Corporate Services team is equipped with years of experience to keep retail projects on course with an owner's objectives.

Proactively identifying areas for improvement saves time and results in lower overall costs. By having open communication and a close partnership with clients, we work hard to positively identify opportunities within each retail property to save time, fulfill project goals, and create a higher valued asset. With our corporate services' best practices and process controls, you will gain access to a highly experienced team created specifically to meet your objectives.

LEASE ADMINISTRATION

Through our extensive and diverse property management, development, and acquisition experience, we have developed a thorough understanding of the important area of lease administration. Because of today's changing real estate environment, tenant and landlord requirements, and other financial challenges, it is important to hire a consultant who is well versed in lease administration and how those issues impact what was oftentimes negotiated under different market conditions.

Our lease administration professionals understand inherently what it takes to provide services with tangible and intangible related assets in mind. Landlords often overlook simple or incorrectly stated financials in an everyday lease administration function. Alternatively, tenants may not be thoroughly reviewing their occupancy costs or other options and rights within the lease.

We understand critical or exposed areas, and we have the confidence and capabilities to correct them.

LEASE AUDIT

Our lease-auditing specialists are qualified with years of experience reviewing and auditing retail leases of all shapes and sizes. We provide a detailed review and comparison between the legal definitions in the lease and what a landlord may be requiring.

Because the language can be intimidating, our lease auditing team seeks to simplify it for both the tenant and the landlord. Our highly experienced and detail-driven team, with intimate knowledge of retail, has the ability to dive deep into lease jargon in ways that other auditors may not understand.

PROJECT MANAGEMENT

Whether you are an owner or a tenant, need a new facility or a new store build-out, or are undergoing a relocation or expansion, The Retail Connection can assist. We do single or multi-site project management and focus exclusively on retail.

With our best practices and process controls, you gain access to a highly experienced team created specifically to meet your objectives—whether it is interior build-out, move management, commercial real estate operations, occupancy planning, engineering, architecture or construction. Our collaborative approach is managed by a dedicated project manager who serves as your single point of contact and accountability. Whatever the scope, we will achieve your goals.

theretailconnection.net

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