



THE **retail** CONNECTION

20 years. one focus. unlimited possibilities.
company overview

OUR SERVICES

OVERVIEW

BROKERAGE

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

ADVISORY

- Maximize Productivity of Clients
- Expansion Strategy
- Merchandising Plans
- Strategic Planning

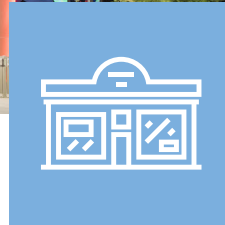
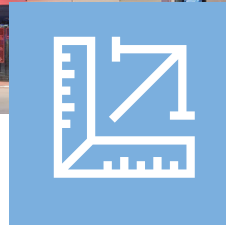
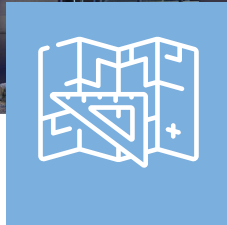
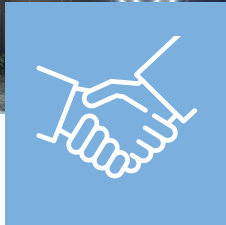
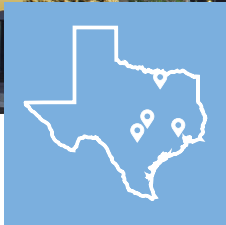
INVESTMENT

- Development
- Acquisition
- Strategic Capital

MANAGEMENT

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





5
statewide offices
100+
employees
42
retail brokers

+/-
800
annual
transactions

8MM SF
of projects
developed,
redeveloped,
and acquired

30MM SF
of property
listings

300+
retail and
restaurant
clients

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.

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national advisory

NATIONAL ADVISORY

EXPANSION STRATEGY FOR TENANTS

Our primary focus on retail has led to the successful roll-out of many high-profile brands and combined with solid tenant representation 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**



**expert site
selection**



**deal
negotiation**



**strategic
planning**



**related real estate
and development
services for specific
needs of established
and start-up
companies**



**collaborative
brokers**

buybuyBABY

325+
deals

**BED BATH &
BEYOND**

17
states
+ Mexico

WORLD MARKET

Visionworks

30+
deals in
Texas,
Oklahoma, +
Arkansas

300+
transactions
completed
2010-2020



TOPGOLF

85+
deals

45+
future
[creating
national
strategy]

**BEST
BUY**

250+
deals in
southwest

**FAMOUS
footwear**

150+
deals in
Texas,
Oklahoma +
Kansas



TORCHYS

50+
deals in
southwest



DOLLAR TREE

150+
deals in
Texas +
Oklahoma

JOANN

60+
deals in
southwest



PETSMART

20+
deals in
Texas
Oklahoma
+ Arkansas



THE **retail** CONNECTION

Effective.
Unparalleled.
Personal.
Connections.

NATIONAL ADVISORY

CHAINLINKS
RETAIL ADVISORS

THROUGH CHAINLINKS, WE
PROVIDE LOCAL MARKET
KNOWLEDGE WITH A
NATIONAL PLATFORM AND
A GLOBAL PERSPECTIVE.

We are part of ChainLinks Retail Advisors, a national retail real estate partnership of 750+ retail brokers in 56 privately-held companies.




Since 1979, ChainLinks Retail Advisors has served America's premier retailers, landlords, and investors as the top network of retail-only real estate services and industry-leading commercial property brokerage organization.



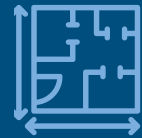
\$9.5B+
in
consideration




750+
hand-picked
retail broker
specialists




3,000+
landlords
represented




60M+
SF leased
or sold



56
offices across
the United
States



6,770+
real estate
transactions
completed



1,500+
retailers
represented

CHAINLINKS
RETAIL ADVISORS

Connected with
the #1 Retail Brokerage
Network in North America

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brokerage services

Tenant Representation

Extensive knowledge of the real estate market combined with an insider's role in the retail community underpins The Retail Connection's powerful capabilities for our retail clients. The Retail Connection leads our clients through each phase of site selection and lease negotiation, operating as an extension of the retailer's internal real estate department and delivering services according to their strategic initiatives—from initial market penetration through full market expansion.

Our client-driven focus, relationships with the leading national retail chains and understanding of their corporate cultures provide us an unparalleled platform on which these programs are built.

Successful execution of retail real estate strategy requires in-depth local knowledge and extensive local relationships. Our comprehensive knowledge of the local real estate market ensures consistent, quality results throughout the United States. Our services include:

- National Retail Clients
- Box Retail: Big Box and Junior Anchor
- Service Retailers
- Surplus Property Disposition
- Restaurants
- Specialty and Urban Retailers
- Shop Space Retailers
- Entertainment Retailers

Project Leasing

The Retail Connection provides aggressive and comprehensive property leasing and marketing services to our individual and institutional investors. Our clients include some of the country's largest and most sophisticated corporate, institutional and private owners and developers of real estate.

We possess a thorough understanding of the special requirements of retail properties and combine this knowledge with strong relationships and direct access to the retail tenant community. This combination of superior market intelligence and tenant interaction creates exceptional values for property owners.

- We create a competitive environment that delivers the best available tenants to maximize asset value
- We build each marketing and leasing program on a clear understanding of our client's objectives

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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
- Municipal Approvals Including Zoning and Permitting
- Development and Project Management
- Budgeting, Accounting and Financing

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]
- Manor Crossing | Manor, TX | 150,000 SF
- Mansfield Reserve | Mansfield, TX | 15,000 SF
- Decatur Crossroads | Decatur, TX | 174,000 SF
- Top Golf Flex | Lafayette, LA | 12 Acres

DEVELOPMENTS SOLD

- Village on the Parkway | Addison, TX | 360,000 SF
- Arlington Highlands | Arlington, TX | 750,000 SF
- Arlington Highlands East | Arlington, TX | 109,727 SF
- Weatherford Ridge | Weatherford, TX | 254,507 SF
- Hurricane Creek Village | Benton, AR | 228,000 SF
- Mansfield Pointe | Mansfield, TX | 157,000 SF
- The Shoppes at ParkWest | Katy, TX | 256,275 SF
- Hobby Lobby | Plano, TX | 54,370 SF
- Patron Plaza | San Antonio, TX | 11,970 SF
- Joshua Grove | Joshua, TX | 5,760 SF
- Take 5 Preferred Developments | Austin and Houston MSA, TX | 1,438 SF
- Loro | Dallas, TX | 9,520 SF

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
- 4312 Live Oak | Dallas, TX | 3,032 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
- Shackleford Crossing | Little Rock, AR | 573,000 SF
- Mills Pointe | SEC Trinity Mills & East Marsh Lane | 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 | 5,033 SF
- White Rock Marketplace | Dallas, TX | 48,623 SF
- Dagna on Greenville | Dallas, TX | 9,600 SF

theretailconnection.net

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 214.572.0009

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 713.547.5549

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