



OUR VISION YOUR FUTURE

Experience Meets Innovation

WE ARE TSCG

Since 1984, TSCG with 215+ experienced professionals in 20 offices, has provided a full assortment of commercial real estate advisory services to landlords, developers, investors, financial institutions and retailers throughout the United States.

These services include: project leasing, property management, investment sales, analytics, development consulting, construction supervision, receivership, acquisition advisory services, tenant representation and surplus property disposition. Our people are our biggest strength and our biggest differentiator.

Unlike most of our competitors, most of our associates either began their careers at TSCG or entered our program very early in their careers. As such, they have typically gone from trainee to trainer, all along with the “uncompromising” values and “client first” philosophy that has made us the industry leaders that we are.

TSCG has an unparalleled commitment to local market presence. An extensive research and GIS department, state of the art technology and always doing what’s right for the client, as opposed to what’s “expected” in the industry, further differentiates TSCG.



VISION & MISSION

It is our vision to preserve and grow a multi-generational commercial real estate services platform with a strategic approach to geographic expansion and the unrelenting ability to adapt in a swift fashion to the changing economic environment in our areas of activity.

Our company was founded on the principles and dedicated to the doctrine of providing the highest level of service possible to our clients. We measure our success by that of our clients. Exceed Expectations. Be the Best.

“

Whether it is a client, tenant, vendor or friend,
listen to them and get to know them well so that
you may help them in a truly meaningful way.
Their success will bring you success.

- Bob Wordes

What we do

Representation is a concept taken very seriously at TSCG. It's a privilege and an honor entrusted to our company. We never forget that and, because we are obsessed with exceeding the clients expectations, we dedicate ourselves to the confirmation of that confidence and expectation.



“

Understand, research, analyze, collaborate, consult,
and respond – with the understanding that after a
transaction is completed, the relationship endures.

TSCG Snapshot



20
Offices



215+
Team members



75
Partners



30+
GIS & Research
Professionals



420+
Tenants



10+ Million SF
Management



65+ Million SF
Leasing



9.7 Million SF
Investment Sales

Overview Of Services

Our diverse platform of expertise allows us to provide our clients with the best service, experience and results possible.

PROJECT LEASING

The project leasing teams works closely with the landlord to develop a vision for the property, leveraging extensive market research, analysis, relationships and experience. That vision provides the roadmap for the execution of all leasing and marketing efforts, that while fluid, include the creation of a merchandising plan, prioritization of a target list and ultimately culminate in the team identifying prospective users by leveraging long-standing industry relationships, cold calling and canvassing within the local market.

ACQUISITION ADVISORY SERVICES

As an operating platform with unparalleled market knowledge, our clients turn to us to assist them in underwriting broadly marketed investment opportunities. We work with a number of clients to source and underwrite off market acquisition opportunities.

PROPERTY MANAGEMENT

Our team provides a full array of services including on-site inspections, tenant relations/retention, budgeting, accounting and reporting, construction management, market research and vendor quality and price management. Our success is the result of applying our resources, talent, experience, and best practices to effectively maximize our client's return on investment.

CONSTRUCTION SUPERVISION

Our construction management team has completed single shop space tenant build-out up to major property renovation and redevelopment. Additionally, in a number of cases due to client requirements, our team has used union labor.

DEVELOPMENT CONSULTING

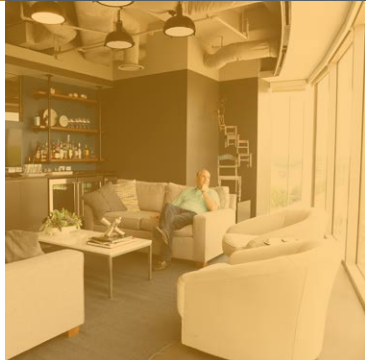
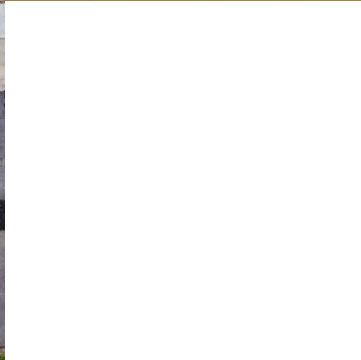
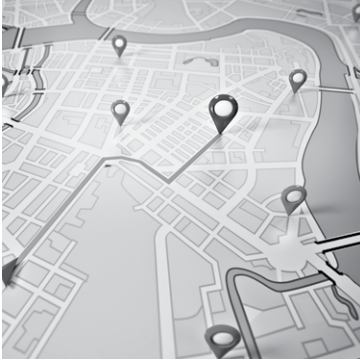
Utilizing the company's extensive experience and relationships in the real estate industry, TSCG's focus for retail consulting engagements include a trade area analysis of the current trade area and future market trends, a property analysis to understand the layout of the land and development status. We will create a merchandising plan leveraging market research and analysis, provide input into retail site plan fundamentals, as well as provide input into revenue and expenses related to the proposed retail merchandising.

INVESTMENT SALES

Our Investment Sales Group delivers institutional sales and advisory services to our clients with dedicated professionals in New York, Miami and Atlanta. From pre-marketing due diligence through closing, our team's proven methodology assures a transaction process that exceeds expectations. This team provides capital markets services to our clients – from valuation of existing portfolios and supporting asset strategy to assisting with debt and equity capitalizations. Our company focus on Retail ONLY is a competitive advantage allowing us to create a supportable marketing story to generate investor excitement. We are unique in our ability to bridge tenant specific knowledge about your property with local leasing and tenant market knowledge. This knowledge translates into value – communicating the stability and potential of the property and surrounding market, tenant rents, potential backfill candidate, and competitor projects.

RECEIVERSHIP

As a court-appointed receiver, we assume control of property assets in order to protect and preserve the real estate collateral on behalf of interested parties. As properties become stressed, these interested parties seek third party resources with the knowledge and proficiency to preserve, and in some cases create, asset value in a very challenging market.



Overview Of Services

TENANT REPRESENTATION

Our tenant representation group exclusively represents over 420+ retailers and/or restaurants. Our team of experts provides our clients with unsurpassed local market knowledge complimented by state of the art technology and exceptional service. We possess the relationships, information, awareness and perspective to properly analyze, scrutinize and conceptualize all opportunities with a dedication to exceeding the expectations of our clients.

SURPLUS PROPERTY DISPOSITION

The disposition of surplus property is an often overlooked and undervalued element to a retailer or restaurant's ultimate expansion and repositioning programs. Our program is designed to accelerate excess property dispositions by lease, sale or termination of a leasehold interest by leveraging in-house relationships with national retailers, property owners and a nationwide network of brokerage firms. Our team is currently engaged in the disposition of several million square feet of retail properties and excess space throughout the United States.

TSCG ANALYTICS

Our company employs 30+ GIS and research specialists validating our commitment to providing the best available products and services for our clients. We combine state of the art technology with seasoned and skilled personnel to run and customize the programs and collateral necessary to assure quality analytics and presentations. Our research team participates in training events several times during the year, ensuring that we remain "cutting edge" as it relates to new technologies and advanced mapping and design software.

MAPPING & RESEARCH

Location analytics is the newest moniker for something that used to be called spatial analytics, geographic information systems (GIS), or just mapping software. People are more comfortable with viewing data on a map, and when they see patterns, they want to understand them – that's location analytics. So location analytics is really about dynamic, interactive mapping. Through location analytics, GIS provides the objective core data to support our associates' local market knowledge, industry insight and strategic relationships. Experience, research and instinct combine with analytics to create dependable collateral critical to real estate decision making.



Additional Resources

CHAINLINKS

ChainLinks is the leading retail-only real estate services network in North America with 60+ offices serving America's premier retailers, landlords, and investors. TSCG is a founding member and remains actively involved in the organization having served on the board, as well as various committees and councils. Combining the representation of the various member firms, ChainLinks exclusively represents over 1,500 retailers and over 200 million square feet of retail space. For our clients, it means we have direct access to any retailer or landlord in North America, as well as unsurpassed local market knowledge regardless of geography.

We take extraordinary advisors and pair them

with the most highly skilled analytics team. Arm

them with state-of-the-art tools and real-time

technology, and the results are remarkable.

Experience meets innovation to create the best

service possible for our clients. We are TSCG.

Competitive Advantages

We're not set up as a franchise nor as an affiliate of a bigger company, but simply one company. By design, that allows us to fulfill on our commitment of a seamless platform for service and consistency our clients have come to rely upon.

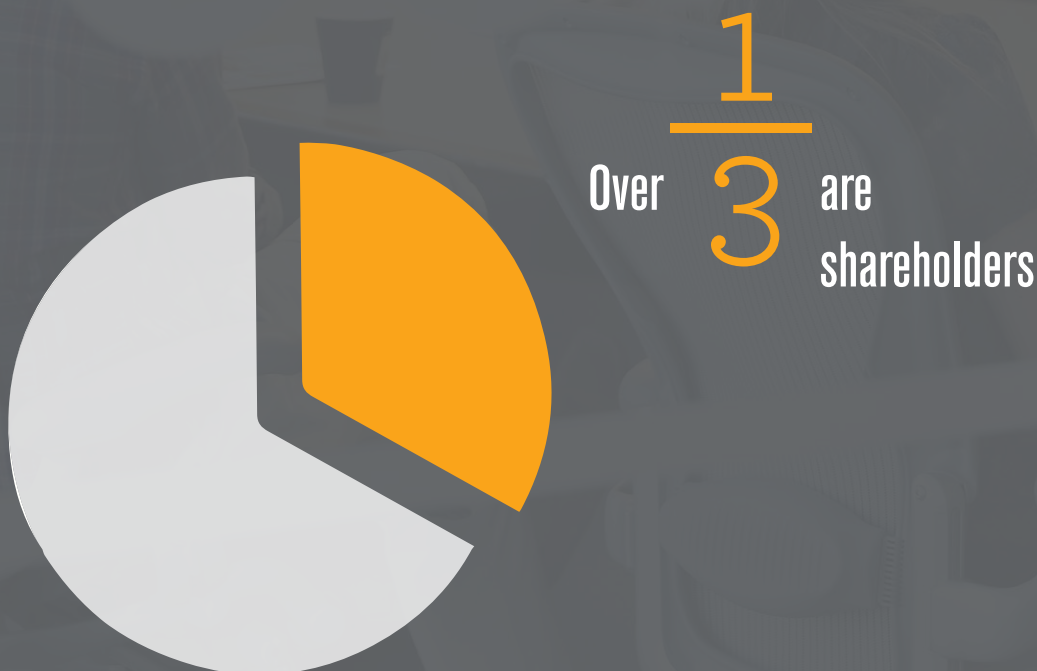
An advisory company without the distraction or liability associated with investment and development. It is virtually impossible for a company that invests in and/or develops real estate to truly act as a fiduciary on behalf of a third party client. We don't and therefore, we can.


Local market knowledge with a regional perspective and a national awareness.

Unsurpassed research, analytics and mapping capabilities – Our company is constantly integrating new and innovative technology to achieve best-in-class data and analytic capabilities. As a company, we are obsessive when it comes to state of the art analytics.

A culture of service, not sales – We don't equate production with how well we sell our clients, but rather, how well we service our clients.

A structured and effective services model – The typical business model of a services company is to have generalists that are not only crossing property types but also business lines; i.e., tenant representation, land sales, leasing, and investment sales. Additionally, there is no executive level direction and leadership that monitors their associate's performance when it comes to servicing clients. We have chosen a different and more effective path. TSCG has two separate and distinct business lines; landlord services and tenant services, each governed and operated independently.





The landlord services group is led by Sam Latone (co-CEO) and geographically under the direction of our directors of leasing, as well as our director of property management and director of property accounting. Our directors of leasing are responsible for leading, directing and managing a dedicated leasing staff and working with them to create and execute strategic leasing and merchandising plans for their leasing assignments. Our property management group is led by a 20+ year veteran director of property management that works with our property managers at the strategic operational level. Each of our larger market offices has a senior level property manager that is responsible for the day to day operations of a portfolio of property. Property management accounting is centralized in Atlanta, under the direction of our director of property accounting with a full complement of staff accountants and accounting assistants that support the property manager from a financial perspective.

The tenant services group, which currently represents 420+ retail and restaurant chains, is under the overall direction of David Birnbrey (co-CEO) and locally under the direction of our managing directors and market leaders. For our landlord services group, it affords us immediate direct dialogue with the retailers represented by our tenant representation group. Although it doesn't mean we can get a retailer to go into a space that is not right for them, it does allow us to understand why a no is a no, and how to potentially turn a maybe into a yes.

From the rookies to the veterans, our people are our

biggest strength and our biggest differentiator. We

train, we teach and we learn; all day every day. Ours

is a culture based on service, not sales –

We measure our success by that of our clients.

Landlord Examples



Tenant Examples



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TSCG™

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