



OUR  
VISION

YOUR  
FUTURE

Experience Meets Innovation

# WE ARE TSCG

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Since 1984, TSCG with 300+ 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, tenant representation, property management, investment sales, investment management, net lease sales and financing, construction supervision, receivership, development consulting, surplus property disposition, healthcare real estate advisory, location data analytics & research. 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.



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

## 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 unremitting 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.

# What we do

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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.

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



# TSCG Snapshot



**20**  
Offices



**300+**  
Team Members



**82**  
Partners



**20+**  
Location Data  
Specialists/Analysts



**560+**  
Exclusive  
Tenant Assignments



**19+ Million SF**  
Management



**61+ Million SF**  
Leasing



**\$2 Billion**  
Investment Sales  
Recent Volume



# Overview Of Services

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

## PROJECT LEASING

Our team currently handles a portfolio of 61+ million square feet of retail space. We believe that the corporate decision not to develop property, acquire shopping center assets, or participate in joint ventures, for our own account, positions us to achieve greater objectivity than our competitors, as well as avoid conflict with our clients.

## INVESTMENT MANAGEMENT

TSCG Investors, a wholly owned subsidiary of TSCG, is an SEC Registered Investment Advisor. TSCG Investors sponsors and/or provides separate account investment management services primarily on retail and mixed-use focused investment programs across the risk/return spectrum. For more than a third of a century, TSCG Investors has produced a consistent track record of reliable returns through market cycles. During that time, TSCG Investors has maintained a disciplined and thoughtful approach of balancing risk to create value for our separate account clients and limited partner Investors. This measured approach has resulted in TSCG Investors consistently exceeding the NCREIF (NPI) industry benchmark for the more than \$2 billion of real estate assets acquired.

## CONSTRUCTION SUPERVISION

Our construction management team has completed renovation and redevelopment projects from single shop space to entire shopping centers utilizing non-union or union labor when and where appropriate.

## TENANT REPRESENTATION

Our team offers a unique advantage to our landlord clients. TSCG's tenant representation division exclusively represents over 560 national, regional and local retailers and restaurants entertainment, healthcare, automotive services, etc.

## PROPERTY MANAGEMENT

Our team provides a full array of services including on-site inspections, tenant relations/retention, budgeting, accounting and reporting, construction management, up-to-date market research and vendor quality & price management. With a portfolio over 19+ million square feet, our success is the result of applying our resources, talent, experience, and ethical standards to effectively maximize our client's return on investment.

## 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.

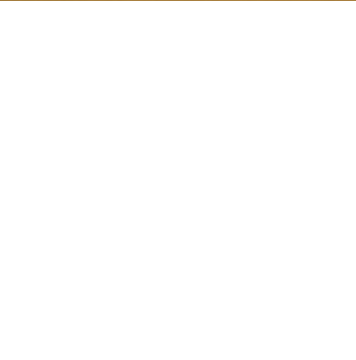
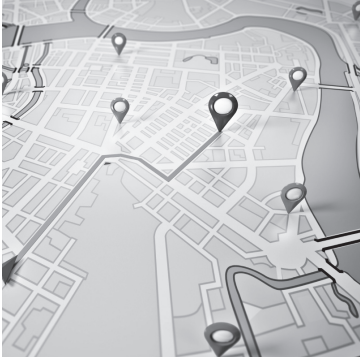
## INVESTMENT SALES

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 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 candidates, and competitive projects.

## RECEIVERSHIP

As a court-appointed receiver, TSCG acquires control of shopping center assets in order to protect and preserve the real estate collateral on behalf of interested parties. As retail 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

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## SURPLUS PROPERTY DISPOSITION

Our team provides a range of services including Property Dispositions, Lease Restructuring Services, Due Diligence Services and Development Services. Our full service program is designed to accelerate excess property dispositions through in-house relationships with the users/occupiers and a nationwide network of over 40 regional best-in-class brokerage firms.

## NET LEASE SALES AND FINANCING

Our team includes Investment Sales and Finance professionals that are focused on marketing your asset for sale to a targeted pool of qualified investors through our national marketing platform. We accomplish this by identifying the most compelling attributes of your asset, creating an exceptional market offering utilizing unsurpassed market knowledge, qualifying prospective investors and exposing your asset to the market by leveraging the most advanced tools available in the industry. Once a buyer is identified we can also assist with securing acquisition financing. We assure maximum exposure of your asset using our extensive proprietary investor database, in addition to our network of 6,000 brokers and over 750 retail real estate specialists within our network of 57 ChainLinks offices.

## HEALTHCARE REAL ESTATE ADVISORY

Our team takes a data driven approach to create a real estate portfolio that enhances care being delivered closer to patients, increases brand awareness to help attract and retain patients, while improving patient experience and satisfaction. From hundreds of medical related data points to a comprehensive medical market analysis, we execute strategies for property owners and health systems looking to expand.

## TSCG ANALYTICS

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

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## CHAINLINKS

ChainLinks is the leading retail-only real estate services network in North America with 56 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 3,000 landlords. 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.

## THE GLOBAL RETAIL GROUP

As a founding member of The Global Retail Group, TSCG can access a global network of retail property advisors, who together can offer retailer and landlord clients with multi-national, cross continent needs.

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

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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 the service level and consistency our clients have come to rely upon.

An advisory company without the distraction or liability associated with investment and development, for its own account. 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 global 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 four separate and distinct business lines; working collaboratively but each governed and operated independently.





The landlord services group is led by Sam Latone (co-CEO) and geographically under the direction of our managing directors. Our managing 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 managing director 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 investment sales and finance teams are integrated into the landlord services group with all landlord services managing directors collaborating with each other to achieve each client's investment objectives.

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.

The tenant services group, which currently exclusively represents over 560 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.

Under the direction of Bryan Chandler, TSCG's Managing Director and SVP of Innovation and Technology, our analytics group provides 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.

Under the direction of its CEO Sam Latone, TSCG Investors institutional investors expect their investments to achieve consistently superior returns. Partnering with an investment adviser with nationwide access to viable investment opportunities is essential. As an SEC Registered Investment Adviser TSCG Investors has proven its ability to identify, structure, and manage real estate investments designed to maximize returns and control risk for institutional clients. Over three decades our mission and sole purpose has remained the same - providing consistently strong real estate investment performance, outstanding client service, and continually putting our fiduciary duties first, earning the trust and respect from clients, operators, partners, and employees.

# Select Landlord Clients



Deutsche Asset  
& Wealth Management



# Select Tenant Clients



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