

TRIPLE BAR GROUP



EXECUTIVE SUMMARY

Triple BAR Group is an owner-operator and developer of commercial real estate in the Mid-Atlantic Region. The executive team has an extensive multi-cycle track record in the retail sector with a focus on value-add acquisitions.

Triple BAR Group is creating an investment fund that has a targeted focus on the acquisition and management of grocery-anchored retail center assets across U.S. East Coast markets. The Group is seeking investment partners to implement its acquisitions strategy.

The fund expects to deliver above-market leveraged investment returns for its investors via strategic acquisitions, appropriate deal capitalization, and disciplined property/asset management.

With the current uncertainty in the commercial real estate markets caused by the COVID-19 pandemic and the historically low interest rate environment, Triple BAR believes that their strong position and relationships in the Mid-Atlantic present a unique opportunity to acquire stable, strong cash flowing grocery-anchored retail assets and obtain attractive long term financing resulting in strong investors returns. Triple BAR Group seeks investors equity to capitalize on these investment opportunities.



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WHY GROCERY ANCHORED RETAIL?

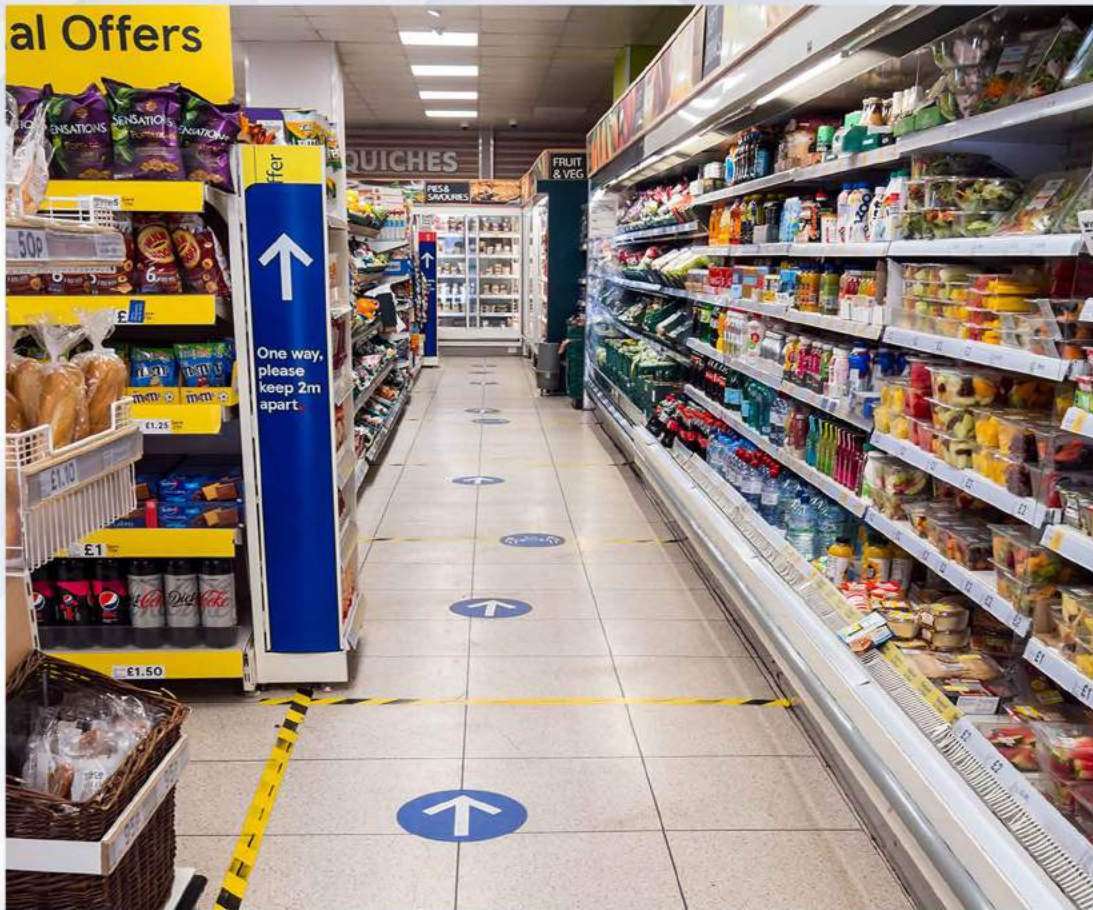


GROCERY-ANCHORED ADVANTAGE

- A focus on necessity, service, convenience, and value is increasingly critical in today's retail landscape.
- Grocery stores are the foundation of retail and the most visited of any retail category. The average consumer goes to the grocery store 1.6x per week.
- Grocery-anchored centers are more resistant to store rationalization from disruptors, including e-commerce.
- Last mile delivery is costly and not profitable. Grocery anchored centers located close to the customer are the foundation of successful multichannel strategy, allowing customers to buy online and pick-up in store, or conveniently access the store for an in-store experience.



MARKET OVERVIEW



With the U.S. in the midst of the COVID-19 pandemic, the grocery store sector of commercial real estate is thriving. Consumers are flocking to the essential businesses and stocking up on food and cleaning supplies, ultimately wiping out retailers and requiring multiple shipments to fulfill needed products.

Recent reports from the Chain Store Age magazine show that 61% of retail tenants nationwide had paid their June rent, as of June 15. This represents a 15% increase in rent received by Landlords in May. Essential providers like supermarkets continue to be committed to make their monthly payments during the pandemic with little to no disruption in rent.

The “brick-and-mortar” retail sector has been in a precarious state for most of the last decade as a growing number of consumers opt to shop online. Customers that savor the in-store experience are now stuck at home.

While many retailers are struggling to reach sustainable sales or pay rent, grocery stores and/or grocery-anchored retail centers are performing well through the outbreak.

CURRENT MARKET BUYERS

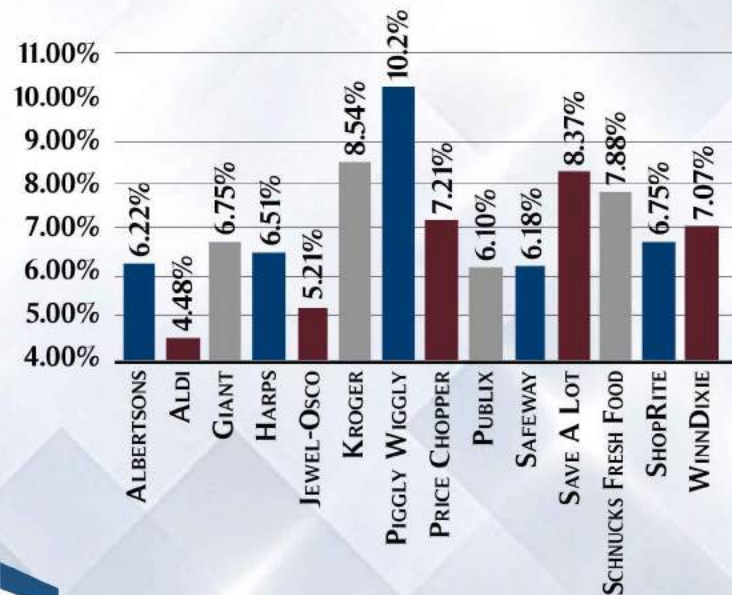
- Investors are looking to actively acquire the neighborhood grocery-anchored shopping center and find that stores are now increasingly competing with online shopping. As a result, it has become one of the most sought-after retail investment sectors during this cycle, along with drug stores.
- Current buyers in the market may be having trouble securing financing, as Lenders are hesitant to provide financing due to COVID-19. However, neighborhood grocery-anchored shopping centers has been a favored retail class for Lenders as they recognize that the grocery store is a significant draw to customers that frequent the service businesses within a center that may be closed due to the virus.
- By the end of the quarter, the active players looking to purchase will consist of private equity firms and 1031 Exchange Buyers as they seek a stable cash flow while sheltering their capital gain.



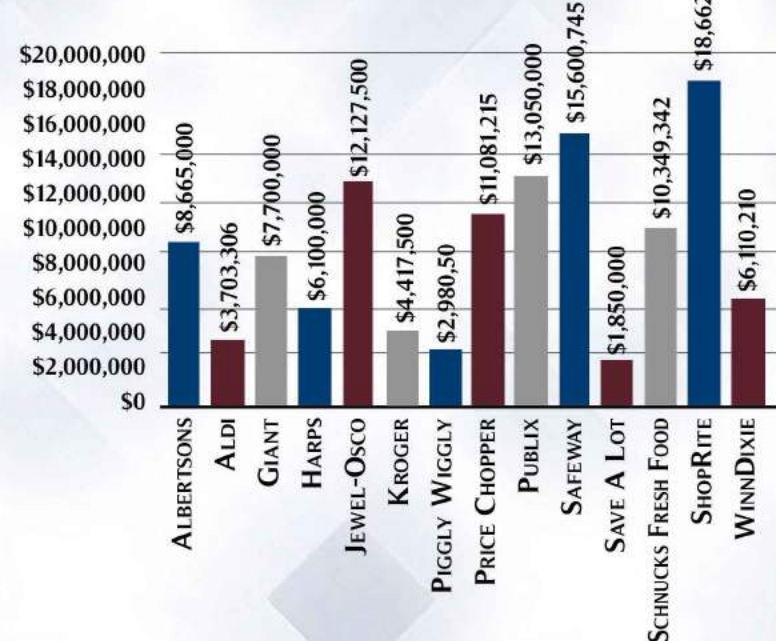
CAP RATE TRENDS

- The essential service nature of the grocery-anchored shopping centers has caused CAP rates to remain steady, even through the COVID-19 Pandemic.
- Grocery-anchored centers remain a strong retail asset to investors because of the low e-commerce disruption risk and the perceived resilience against a recession and/or pandemic. New store prototypes incorporate technology that attract consumers, translating into higher store sales.
- ALDI has remained in high demand throughout 2020 and COVID-19, despite their aggressive CAP rate. Their free-standing stores and prime locations, along with lease a structure, keep buyers seeking this net lease investment.

AVERAGE ASKING CAP RATE

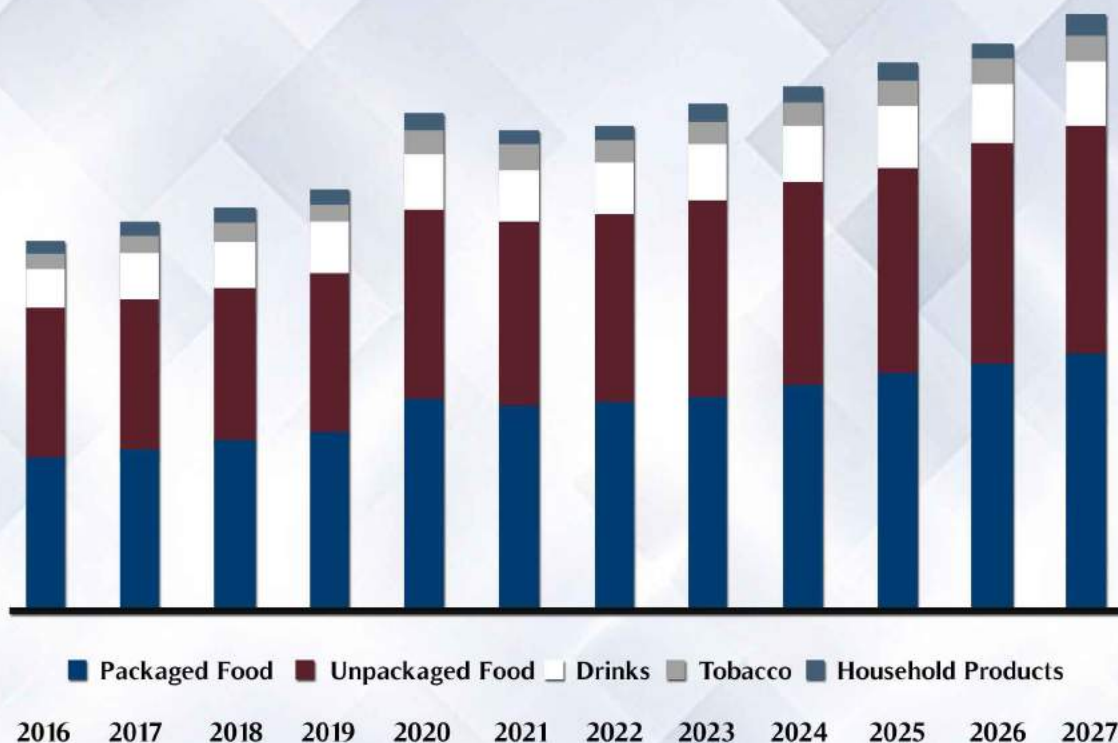


AVERAGE ASKING PRICE



GROCERY-ANCHORED RETAIL

U.S. FOOD AND GROCERY RETAIL MARKET SIZE, BY PRODUCT, 2016 - 2027 (USD BILLION)



Source: www.grandviewresearch.com



THE RISE OF FOOD AND GROCERY RETAIL

The global food and grocery retail market size was valued at \$11.7 trillion in 2019 and is expected to grow at a compounded annual growth rate (CAGR) of 5.0% from 2020 - 2027. Increased disposable income as a result of economic growth has fueled the spending on consumables.

As a result of COVID-19, the food and grocery retail market is witnessing a significant rise in global demand. Furthermore, the revenue of vendors has jumped up remarkably in the first quarter of 2020.

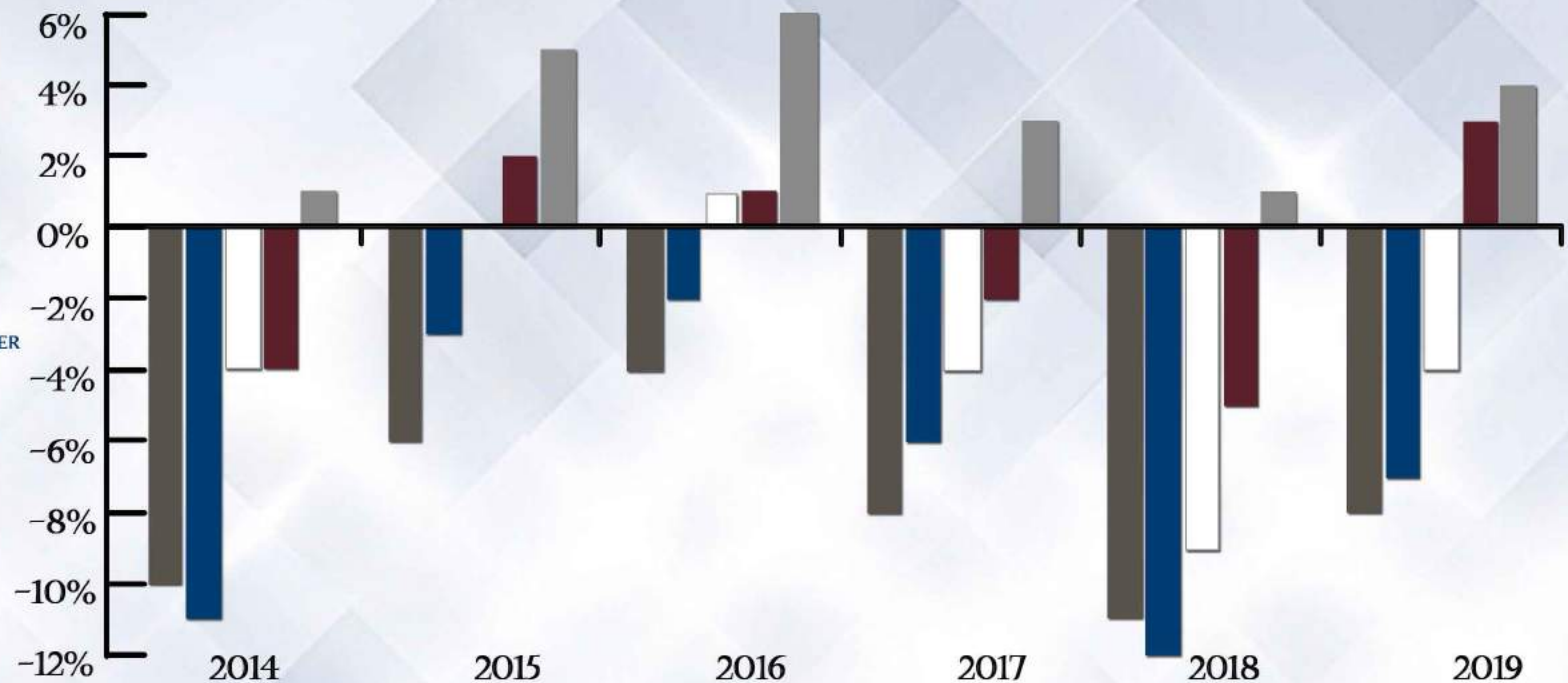
CHANGE IN FREQUENCY OF VISITS TO RETAIL LOCATIONS

SHOPPERS ARE INCREASING THEIR VISITS TO GROCERY-ANCHORED RETAIL

LEGEND

- SHOPPING CENTERS WITH A GROCERY ANCHOR
- OUTLET MALLS
- LARGE REGIONAL SHOPPING MALLS
- SHOPPING CENTERS WITH ANOTHER TYPE OF ANCHOR TENANT
- STORES THAT ARE NOT PART OF A SHOPPING CENTER OR MALL

Source: UBS Evidence Lab



THE FUTURE OF GROCERY

Grocery stores are located close to where consumers reside and will continue to serve as critical food distribution points, fulfilling both in-store and online purchases.



CURB-SIDE PICK UP

CLICK AND COLLECT SITES



PERSONAL SHOPPER

GROCERY DELIVERY

BUSINESS TECH

Walmart launches two-hour delivery service for groceries, electronics, and more

It's called Express Delivery

By Jay Peters | @jayspeters | Apr 30, 2020, 8:21pm EDT

TECHNOLOGY

How COVID-19 Has Caused a Surge in Online Grocery Orders

Consumer survey forecasts ongoing surge in online grocery

By WGB Staff on Apr. 20, 2020

CONNECTING WITH THRIVING GROCERS

Top grocers are investing in their physical footprint to provide a seamless and differentiated shopping experience to meet the evolving needs of their customers.



Publix continues to invest in both new and existing locations with plans to redevelop many stores as part of their \$1.5B capital plan. On average the company has opened 30 new stores a year for the last 6 years



Kroger is partnering with Ocado, one of the largest online grocery delivery companies in the world to build 20 fulfillment centers over the next 3 years to better service their customers.



Amazon has announced an aggressive roll out of physical locations, including a new 35K SF full service grocery store in addition to their acquisition to Whole Foods in 2017.



Albertsons/Safeway is investing \$1B annually related to in store remodel and technology enhancements, including partnering with Takeoff Technologies to build microfulfillment centers within select stores.



Wegmans is partnering with Door Dash to offer delivery of the grocer's prepared foods. They plan to open 15 new stores in 2020 and beyond. Wegmans average store size is over 100K SF.



INVESTMENT FUND OVERVIEW



INVESTMENT APPROACH

Triple BAR Group is a proven buyer of value-add and opportunistic grocery-anchored retail properties on the U.S. East Coast with predominate focus on the Mid-Atlantic Region secondary and tertiary retail markets.

Triple BAR Group's typical value-add asset strategies leverage the Group's leasing relationships, development capabilities and overall asset management strength. The Group's long term relationships with national credit tenants, specialized brokers and commercial banks will be leveraged in this retail investment program.



BRAND FOCUS

In the secondary and tertiary Mid-Atlantic markets, local and regional grocers dominate. Our focus will be on the following national grocers with well-known regional banners.



Giant Food Stores was established in 1923, in Carlisle, PA. They purchased the Martin's chain in Hagerstown, MD in 1970 and joined Royal Ahold Corporation (Ahold Delhaize) in 1981. Today, there are 349 Giant, Food Lion, Martin's, and Stop and Shop stores in 23 states. The Ahold Delhaize U.S. Brands had a collective annual revenue of \$44 billion in 2019. Giant-anchored Forks Town Center is estimated to perform \$570/SF annual sales in 2020.



Weis was established in 1912, in Sunbury, PA. In 1967, Weis expanded into Hagerstown, MD and Albany, NY. Today there are over 200 stores in PA, MD, NY, NJ, DE, VA, and WV. Annual sales equalled \$3.5 billion dollars in 2019. In 2018, Mitchellville Plaza, a Weis-anchored center, had an annual revenue of over \$13 million.



Kroger Co was established in 1883 in Cincinnati, OH and currently operates over 2,700 stores under various banner names, including Harris Teeter. Kroger Co had a collective annual revenue of \$122.29 Billion in 2019. There are 260 Harris Teeter stores in NC, SC, VA, GA, FL, DE, MD, and Washington, D.C.



Publix was established in 1930 in Winter Haven, FL. Publix is the largest employee-owned company and one of the ten largest supermarket chains in the country. Today there are over 1,252 stores in AL, FL, GA, NC, SC, TN, and VA. In 2018, retail sales reached \$38.1 Billion.

GROCERY BRAND FINANCIALS

2019 REVENUES

Q1 2020
SALES GROWTH

CREDIT RATING



Ahold Delhaize

\$44
BILLION

+13.7%

BBB

weis

\$3.5
BILLION

+12.4 %

NR

Kroger
FRESH FOR EVERYONE™

\$122.29
BILLION

+19.1 %

BBB

Publix

\$38.1
BILLION

+16.1 %

NR

INVESTMENT FUNDAMENTALS

TARGETED RETAIL CENTERS:	Triple BAR Group will target core grocery-anchored retail centers with attractive cash flows. The focus will be where the Triple BAR core skills of asset management can improve cash flows.
GEOGRAPHIC LOCATION:	Secondary and Tertiary markets on the U.S. East Coast, with primary focus on the Mid-Atlantic Region.
INDIVIDUAL ASSET SIZE:	\$5 - \$40 Million
LEVERAGE:	50% - 75% Loan to Cost
FUND OFFERING SIZE:	\$50 Million
MINIMUM INVESTMENT:	\$250,000
CLOSING DATE:	November 1, 2020
HOLD PERIOD:	7 - 10 Years
TARGETED ANNUAL CASH YIELD:	10% +, Paid Quarterly
TARGETED INVESTOR IRR:	15%

INVESTMENT FUND PROGRAM

EQUITY

Capital Partners include J.C. BAR Properties, Inc., Triple Crown Corporation, and Weathervane Capital Partners, along with outside investors. Sponsors will contribute between 5% - 10% of capital, with the remainder from outside investors.

DEBT

Triple BAR Group typically uses asset level senior debt between 50% - 75% loan to cost. The Group's principals have well-established relationships with traditional and non-traditional lenders and brokers active in grocery-anchored real estate. The Group structures debt financing at acquisition to include funding for physical improvements and other value-add activities including tenant improvement and leasing commission capital needs.

ASSET MANAGEMENT

Triple BAR Group is a well-positioned collective of sponsors that provide complete leasing, asset management, and construction management abilities to every center in the portfolio. The Group believes in using best-in-class vendors and agents in each sub-market to assist with leasing, management, architecture, engineering, and construction.

INVESTMENT STRATEGIES

Triple BAR Group is focused on capital preservation and minimizing risk whenever possible. Risk mitigation strategies include buying properties with the following attributes:

- Acquisition below replacement cost or with under market rent
- Motivated sellers and/or off-market transactions
- Acquisition metrics are based on in-place NOI despite above-market vacancy and below market lease rates.
- Properties with profitable physical improvement strategies.
- Identifying prospective new retail tenants or roll-over prospects in the due diligence period.
- Prudent acquisition underwriting criteria with judicious use of debt.

EXIT STRATEGY

Triple BAR Group continuously analyzes the market to determine an appropriate time for disposition. Anticipated hold periods are based on the business plan as well as the timing. Buyers for most properties will be institutional investors with core or core plus investment mandates; however, in select instances private individuals interested in acquiring stabilized assets for long-term holds will be candidates.

TARGETED PIPELINE & DEAL SOURCES

PIPELINE

With decades of retail sector success, Triple BAR Group principals have developed strong, positive reputations in the marketplace through many projects.

Our reputation and track record puts the Triple BAR Group on the preferred lists of significant commercial real estate brokerage companies as well as a wide variety of on and off-market sellers including individuals, institutions, REITs who provide the Group with an array of investment opportunities. At any given time, the Group has multiple investment opportunities in its acquisitions pipeline.

TARGET PROPERTY & SELLER PROFILE

Target acquisitions typically are under-managed grocery-anchored properties that are being sold by capital constrained ownership and/or owners for whom the target properties are not central to their core business. Given such broad seller profiles, acquisitions are often unlisted and/or sources through off-market channels. Acquisitions are often marketed on limited basis and sold with information that may not communicate a value-maximizing asset plan.

BROKERAGE RELATIONSHIP

Triple BAR Group has developed decades long relationships with brokers who specialize in retail property transactions in the Group's target markets. These long-term relationships built on repeat business and loyalty are the result of numerous transactions and a policy of protecting the broker. Leasing brokers are excellent sources for such properties.

INDUSTRY RELATIONSHIPS

Triple BAR Group's in-depth knowledge of local markets and strong personal relationships with notable industry veterans provide the company with early knowledge of a property's availability. First-hand local knowledge distinguishes the Group from other buyers in responsibly underwriting, repositioning and investment opportunities.

LENDER RELATIONSHIPS

Triple BAR Group has relationships with lenders as both a borrower and a buyer. As a result, mortgage bankers and lenders have confidence in the Group's ability to perform and provide access to REO and under-performing assets.

THIRD-PARTY SERVICE PROVIDERS

Our industry contacts, including attorneys, engineers, architects, and fiduciaries, are a significant source of new investment opportunities. Our industry contacts often foresee potential transactions through their work for an owner. Using fully-engaged consultants active in our target markets puts us early on their call list then they see a potential new off-market opportunity

SPONSORSHIP



SPONSORSHIP OVERVIEW

Over the last two decades, Triple BAR Group has acquired, developed, managed, and sold hundreds of commercial assets, primarily located on the U.S. East Coast, predominately in the Mid-Atlantic Region. Triple BAR Group's value-add investment strategy is led by the following team of seasoned retail professionals. See the Sponsors & Strategic Partners section for complete bios.



Robert V. Gothier, Jr.
CEO



York, PA



Mark X. DiSanto
Owner/CEO



Harrisburg, PA



Michael S. Murchie
Chief Investment Officer



York, PA



Thomas Paulus
Principal



Key Largo, FL

SPONSOR TRACK RECORD

+ \$300 MILLION
IN ACQUISITIONS OVER
THE LAST TEN YEARS

+ \$900 MILLION
IN DEVELOPMENTS OVER
THE LAST TEN YEARS

16+ GROCERY-ANCHORED
SHOPPING CENTERS
DIRECTLY OWNED &
MANAGED

+\$250 MILLION
IN 3RD PARTY ASSETS

772,348 SF
MANAGED PROPERTIES

STABLE OCCUPANCY

Since 2017, Triple BAR Group has maintained stable occupancy levels while outperforming industry averages.



SPONSORSHIP TIMELINE

Year	Project	Description	Location
2011	Shoppes at Muncy Creek	702,150 SF, 7-lot development property (CVS, Sheetz, etc)	Muncy, PA
2014	Waynesboro Shopping Center	167,264 SF GLA MARTIN'S anchored community center	Waynesboro, PA
2015	Penn House Commons	100,000 SF GLA GIANT anchored neighborhood center	Lewisburg, PA
2015	Hampden MarketPlace	Construction of 93,000 SF GLA GIANT anchored center	Enola, PA
2016	Liberty Marketplace	68,200 SF GLA retail shopping center anchored by MARTIN'S	DuBois, PA
2017	Forks Town Center	100,250 SF GLA retail shopping center anchored by GIANT	Easton, PA
2018	The Pavilion at Lansdale	135,808 SF GLA lifestyle center anchored by GROCERYOUTLET bargain market	Lansdale, PA
2019	Camp Hill Commons	Redevelopment of 230,647 SF into retail, hotel, gas, and dining	Camp Hill, PA
2019	Airport Plaza	87,922 SF GLA community center anchored by Redner's	Allentown, PA
2020	Mitchellville Plaza	152,500 SF weis anchored shopping center in D.C. submarket	Mitchellville, MD

WAYNESBORO SHOPPING CENTER

ANCHOR TENANT

MARTIN'S

NATIONAL TENANTS



SHERWIN-WILLIAMS

YEAR ACQUIRED 2014

GLA 102,830 SF

LOT AREA 12 AC

WAYNESBORO, PA

92%

**CURRENT
OCCUPANCY**

PROPERTY HIGHLIGHTS

Waynesboro Shopping Center came into the Triple BAR portfolio in 2014 at 85% occupied and has seen steady growth through the years with a current occupancy to date of 92%. There was no detrimental impact on the Center's profitability during the COVID-19 shut downs.

Waynesboro Shopping Center is anchored by the region's only premier grocery store, Martin's Food Market, which was relocated to the 50,000 SF anchor position on E Main Street in 2013. Waynesboro is located adjacent to Waynesboro Hospital, and easily accessible to Waynesboro Area Schools and the community YMCA.



20,608

POPULATION



8,711

HOUSEHOLDS



\$66,442

**AVERAGE HH
INCOME**



7,654

**DAYTIME
POPULATION**

* Source: Applied Geographic Solutions 10/2019, TIGER Geography



HAMPDEN MARKETPLACE

ANCHOR TENANT

GIANT

NATIONAL TENANTS



YEAR ACQUIRED 2015

GLA 93,700 SF

LOT AREA 2.13 AC

ENOLA, PA

100%

CURRENT
OCCUPANCY

PROPERTY HIGHLIGHTS

Hampden Marketplace came in to the Triple BAR Group portfolio in 2014 and has maintained 100% occupancy. There was no detrimental impact on the Center's profitability during the COVID-19 shut downs.

Hampden Marketplace is anchored by the relocated Giant Food Stores. It is located just off I-81 (85K Cars per day) at the Wertzville Road Interchange and across from the 1 million SF Cumberland Technology Park, home to UPMC Pinnacle West Shore Campus. Members 1st is constructing their new headquarters to Hampden Marketplace in 2021.



39,406

POPULATION



16,197

HOUSEHOLDS



\$110,012

AVERAGE HH
INCOME



6,546

DAYTIME
POPULATION

* Source: Applied Geographic Solutions 10/2019, TIGER Geography

LIBERTY MARKETPLACE

ANCHOR TENANT

MARTIN'S

NATIONAL TENANTS



YEAR ACQUIRED 2016

GLA 68,200 SF

LOT AREA 25.98 AC

DuBois, PA

98.24%

**CURRENT
OCCUPANCY**

PROPERTY HIGHLIGHTS

Liberty Marketplace came into the Triple BAR portfolio in 2016 at 96.48% occupied and has held steady through the years with a current occupancy to date of 98.24%. There was no detrimental impact on the Center's profitability during the COVID-19 shut downs.

Liberty Marketplace is anchored by the region's only premier grocery store, Martin's Food Market. Located in the Heart of DuBois, the hub of north-central Pennsylvania in Clearfield County. Liberty is adjacent to Route 219 (21,000 ADT) and two miles from Interstate-80, a major transportation corridor.

The DuBois Area School District and Penn State University - DuBois campus are within walking distance of the shopping center.



13,768

POPULATION



6,195

HOUSEHOLDS



\$58,538

**AVERAGE HH
INCOME**



14,493

**DAYTIME
POPULATION**

* Source: Applied Geographic Solutions 10/2019, TIGER Geography



FORKS TOWN CENTER

ANCHOR TENANT

GIANT

NATIONAL TENANTS



YEAR ACQUIRED 2017

GLA 97,850 SF

LOT AREA 20 AC

EASTON, PA

98%

**CURRENT
OCCUPANCY**

PROPERTY HIGHLIGHTS

Forks Town Center came into the Triple BAR portfolio in October of 2017 at 97.61% occupied and has held steady through the years. There was no detrimental impact on the center's profitability during the COVID-19 shut downs.

Forks Town Center is anchored by Giant Food Store (currently performing at \$570 per SF in annual sales). With limited grocery options in the area, Forks is the main retail hub of Easton.

Centrally located in the Lehigh Valley, Forks is surrounded by high-volume employers, such as Easton Hospital, Crayola, and Sands Bethlehem Casino.



79,364

POPULATION



30,655

HOUSEHOLDS



\$81,925

**AVERAGE HH
INCOME**



32,759

**DAYTIME
POPULATION**

* Source: Applied Geographic Solutions 10/2019, TIGER Geography



MITCHELLVILLE PLAZA

ANCHOR TENANTS



NATIONAL TENANTS



YEAR ACQUIRED 2020

GLA 131,963 SF

LOT AREA ±14.5 AC

MITCHELLVILLE, MD

86.27%

**CURRENT
OCCUPANCY**

PROPERTY HIGHLIGHTS

Mitchellville Plaza came into Triple BAR Group portfolio at the end of January 2020, just prior to the onset of COVID-19 with an occupancy rate of 86.5%. There was no detrimental impact on the Center's profitability during the COVID-19 shut downs.

Mitchellville Plaza is a ±14.5 acre community shopping center, anchored by Weis Markets. It is centrally located between Washington D.C. (12 miles) and Annapolis, MD (15 miles), and just three miles from Interstate-495.



59,055

POPULATION



22,460

HOUSEHOLDS



\$128,035

**AVERAGE HH
INCOME**



60,366

**DAYTIME
POPULATION**

* Source: Applied Geographic Solutions 10/2019, TIGER Geography



SPONSORS & STRATEGIC PARTNERS



SPONSOR



Robert V. Gothier, Jr.
CEO
J.C. BAR Properties, Inc.

Robert Gothier, Jr. is the Founder and President of J.C. BAR Properties. Property development and management is Rob Gothier's passion; one that inspired him to build J.C. BAR Properties from the ground up, and to be known as the partner of choice for client's seeking creative solutions to complex strategies. As President of J.C. BAR Properties, Rob inspires his team to seek non-traditional, non-cookie-cutter approaches to all aspects of the construction and property management process. He maintains a hands-on, visible presence in the office and in the field, and is proud of the enduring relationships his team has built over the years. Over the course of his career, Mr. Gothier has successfully developed in excess of \$800 million of commercial and retail real estate.

Specifically, Rob is responsible for the coordination of the J.C. Bar's development, brokerage, and asset management services. Active in strategic and financial analysis, zoning, leasing, and project financing, Rob is recognized as a developer willing to take on complex projects with an attention to detail that brings quality and superior service to each project. This proven track record makes Mr. Gothier a developer recognized for his willingness to take on complex projects with an attention to detail that brings quality a superior service to each project.

J.C. BAR PROPERTIES, INC AT A GLANCE



40+

Grocery-Anchored
Shopping Centers

60+

Neighborhood
Pharmacies

100+

Convenience
Stores

80+

Financial
Institutions

+3MIL

Square Feet of
Shopping Centers

SPONSOR



Triple Crown Corporation
DEVELOPERS ■ BUILDERS ■ MANAGERS
Providing excellence in real estate services since 1977



Mark X. DiSanto
Owner/CEO
JC. BAR Properties, Inc.

Triple Crown Corporation is a second and third-generation developer, builder and property management company that was founded in 1977 by Alex DiSanto. Alex sold the company to his sons, Mark and John, in 1997. In 2012, Mark purchased John's shares and became 100% stockholder in the company. In December 2016, Nicolas DiSanto, Mark's oldest son, purchased ownership in the company. One of the company's greatest successes was the ability to transfer ownership from the founding generation to the second and now the third, while continuing to create growth and increase profitability.

They currently own and manage sixteen residential communities, half a dozen warehouse/flex properties, half a dozen office buildings as well as commercial, retail, manufacturing, and mini-storage properties. Triple Crown also develops land, goes through approval processes and has several communities of lots for sale.

As CEO, Mr. DiSanto oversees all acquisition and development activity. He is a licensed attorney in Pennsylvania and holds a Juris Doctorate from the University of Toledo College of Law as well as a Master's degree in Real Estate Development from Columbia University.

TRIPLE CROWN CORPORATION AT A GLANCE

42YRS 3,000+ 1,500+ +6.4M SF

Construction &
Development Experience

Single Family
Homes Constructed

Apartments
Constructed & Managed

Commercial, Retail,
Grocery & Multi-Family
Constructed



TRIPLE BAR GROUP

STRATEGIC PARTNER



Michael S. Murchie.
Chief Investment Officer
J.C. BAR Properties, Inc.

Michael S. Murchie is an experienced executive in the financial services industry. Over his almost 30 year career at M&T Bank, Michael both honed his understanding of the commercial real estate finance business as well as launched many new businesses.

Most recently, Michael led M&T's commercial banking operation in the Mid-Atlantic region including commercial real estate finance as well as leading many specialty businesses during his career including the investment banking business, leveraged lending/sponsor coverage as well as asset based lending. Further, Michael was a permanent member of M&T's loan committee and is respected for his credit acumen and commercial real estate finance judgement.

Regarding commercial real estate, early in his career Michael built a west coast commercial real estate business for M&T while later in his career Michael was a Board Member of M&T Realty Capital Corp., M&T's commercial mortgage brokerage arm which included Fannie Mae DUS, FreddieMac and life company placements.

Michael retired from M&T in early 2020 and joined J.C. BAR Properties, Inc as Chief Investment Officer.

Michael obtained his BA in economics at Williams College graduating cum laude and earned his MBA at the Wharton School at the University of Pennsylvania with concentrations in Finance and Real Estate.



STRATEGIC PARTNERSHIP



WEATHERVANE
Capital Partners



Thomas Paulus
Principal
Weatherovane Capital Partners

Tom Paulus is the founding Principal of Weatherovane Capital Partners, a private equity real estate investment firm. Weatherovane provides equity to respected, experienced and well-capitalized real estate developers and operators across various asset classes and markets in the U.S. Weatherovane has been involved in over \$350 million of commercial real estate projects since inception in 2009. Tom is focused on high-level company strategy, equity capital raising, and investor relations.

Tom is also Senior Lead Advisor and Managing Principal at JFS Wealth Advisors, one of the nation's Top 100 Wealth Management firm that manages over \$2.5 Billion of invested client assets. He is also a member of the firm's Investment committee.

Tom is a 30-year veteran in the investment industry. He has extensive experience working with high-net worth families in various senior level positions at wealth management firms.

Tom started his investment career at Shearson Lehman Brothers as a Financial Consultant. He graduated from Temple University with a BBA in Finance and currently resides in South Florida.