

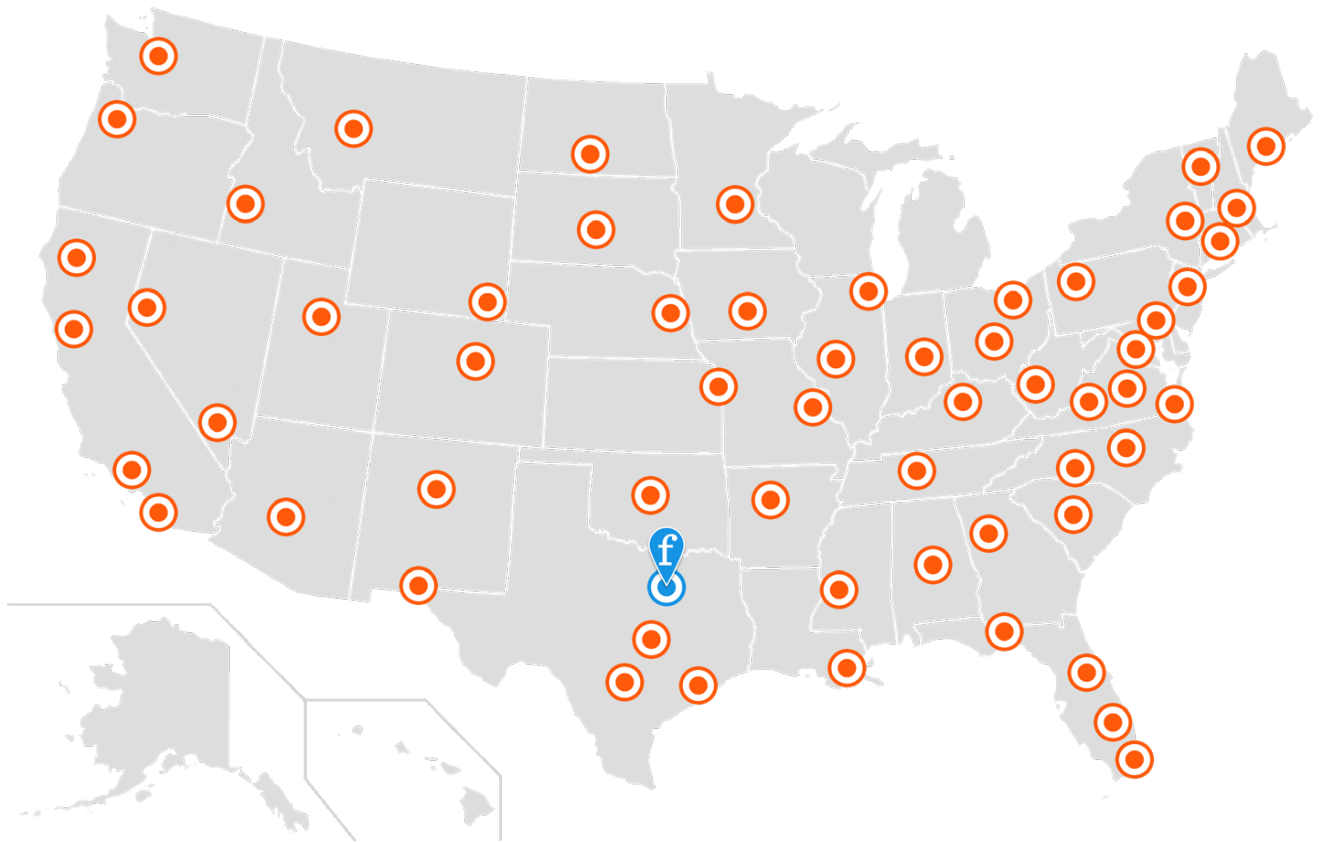


*restaurant &
entertainment group*

*enhancing the quality of life
in the communities we serve*

falcon

Based in Texas



falcon

Nationally Connected

Falcon serves as your outsourced real estate department. We're your single point of contact with national reach via our local experts **Realty Resources**.

Realty Resources is a member-owned retail real estate brokerage group with nearly 55 partner offices of leading firms in more than 30 cities around the country all combined into one network.

Additionally, Falcon has **strategic partners** in nearly all additional major markets throughout the U.S. ensuring Falcon's clients enjoy the best of both worlds:

**WIDE GEOGRAPHICAL
REACH**



**KNOWLEDGEABLE
LOCAL EXPERTISE.**



Puttshack



Coco Shrimp



We have an eye for the unexpected

Low-hanging fruit rarely translates into high returns. That's why we look for less obvious opportunities, applying creative thinking and discerning judgment to hard data so we can capitalize on advantages others might be missing.

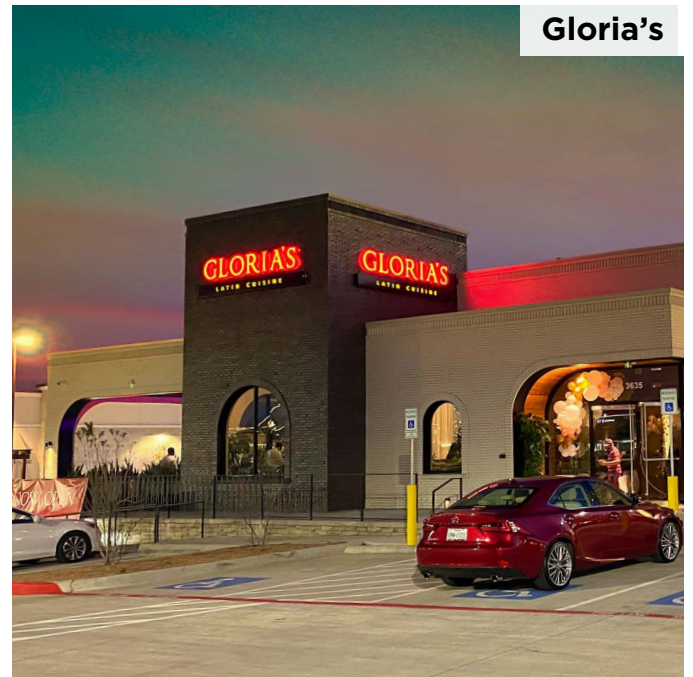


In my opinion, Falcon is the gold standard for brokers throughout the country. Their consistent hard work, knowledge of the market, and creativity are just a few of many attributes that have put our brand in position to have great success in an extremely competitive market.

Blaise Hadley, Coco Shrimp



Haywire



Gloria's



Portillo's



Thirsty Lion

We do what's right, not just right now

It's our responsibility to sometimes tell clients things they may not want to hear. In our book, long-term compatibility trumps instant gratification any day of the week — and creates much happier marriages of client and community.

It's more than transactions to us. We're patient to find the right location. Sometimes the ideal fit isn't right today.

“*Following the acquisition of a substantial Wendy's portfolio in the Dallas/Fort Worth market in 2021, we selected Falcon Realty Advisors to represent our real estate needs after a detailed interview process of several Brokerage Firms in DFW. Michael and Walker are exceeding our expectations with their high level of service and understanding of WKS needs for new growth and portfolio decisions. Their analytic tools and application to our strategy is exceptional and based firmly with a very high level of integrity and professionalism.*

Daniel Rooney, Director of Real Estate, WKS Restaurant Group

Revolving Kitchen



54th Street Restaurant & Drafthouse



We have boundary issues – in the best way possible

At Falcon, it's not a matter of "us" and "them" — it's a matter of "we." We work with clients whose cultures align with our own, and whose organizations we fully embrace. That means we're invested, not just from a financial perspective, but from an emotional one as well.

“We are absolutely thrilled with Falcon and the job they have done for us in Texas. They immediately understood what we were looking for and were able to help us better understand the market. Our stores are doing phenomenal and we are excited to grow further in Texas with Falcon's help.”

Tom Norsworthy, Owner & President, 54th Street Restaurant & Draffhouse

“We get behind the curtain to learn your business and your priorities. In our eyes, we don't work for you; we're an extension of you.”

Michael Walters, President, Restaurant & Entertainment Group



We build bridges

Where some see transactions, we see long-term investments. It's an attitude that applies to every aspect of our firm, from our "quality over quantity" approach to our focus on community, and from our culture of collaboration to our lightning-fast responsiveness to clients. It's all about making connections that make a difference.

“For more than 20 years, we've worked successfully with Falcon to pinpoint the best communities to roll out new stores. They are an integral extension of our team and know our business inside and out, making it an invaluable partnership.”

Whole Foods

“Our clients—and the relationships that we've built together—have been key to Falcon's growth. Many of our clients have been with us for 15-20 years and we see that as a clear indicator of our success.”

Tim Hughes, President/CEO



Tim Hughes

Founder/CEO

Role: Strategy



Michael Walters

Partner

Role: Restaurant / Entertainment



Tucker Szybala

Partner

Role: Retail / Restaurant



Tey Tiner

Partner

Role: Retail / Restaurant



David Hurst, AIA

President: Development/
Construction

Role: Construction Management



Noah Champan

Director of Development

Role: Development



Jaquie Stone

Vice President

Role: Retail / Restaurant



Carter Butler

Chief Operating Officer

Role: Operations



Thomas D Salanty

President: Capital Markets

Role: Investment Sales



Scott Williams

Capital Markets

Role: Investment Sales



Gabe Austein

Vice President

Role: Retail / Restaurant



Sean Lockovich

Vice President

Role: Retail / Restaurant



Walker Hairston

Senior Vice President

Role: Retail / Restaurant



Brian Tormoehlen

Vice President

Role: Retail / Restaurant



Cooper Monroe

Associate

Role: Retail / Restaurant



Connor Coughlin

Associate

Role: Retail / Restaurant



Vann Piazza

Director of Marketing

Role: Marketing / Analytics



Nancy Tauzin

Office Manager

Role: Operations



Travis Lawrie

Vice President

Role: Retail / Restaurant



Maddie Heal

Associate

Role: Retail / Restaurant



Danial Zamora

Associate & GIS Analyst

Role: Retail / Restaurant



Luke Boston

Associate

Role: Retail / Restaurant



Melissa Green

Executive Administration

Role: Support / Operations





Services

Falcon's Restaurant & Entertainment Group has been advising clients on a variety of services since 2002.

- Market Strategy
- Site Selection
- Negotiations & Coordination
- Build to Suit
- Construction Management
- Concept & Branding Advisory
- Franchise Recruitment
- Surplus Disposition
- Private Equity
- Sale/Leasebacks

“*I worked with the Falcon Team while I was CEO of Eatzi's Market & Bakery. Their long term view impressed me and set them apart from others that I have worked with. Working closely with them today has only strengthened my original opinion. They treat every location like it will be your only location.*”

Lane Cardwell, Restaurant & Entertainment Group

Why the Falcon Team

1

100% FOCUSED

Falcon has **more than 20 years** expertise in the rollout of new retail, restaurant & entertainment concepts throughout Texas and US markets.

2

TEAM APPROACH

We have unique **team expertise** to leverage. We believe that **two heads** are better than one.

3

ART & SCIENCE

We start by looking for a concept we can **believe in**. **Identify the crave** — understand the art — develop the science.

4

NATIONAL REACH

Use our **national network** and relationships for new intelligence and solutions outside of our local market.

5

POWER OF NO

Prioritize sites that **fit**. We're in it for the long haul and we advise our clients accordingly. **Patience = success**.

Stakeholder Partner Map



A few of Falcon's Clients



Puttshack

Portillo's

J. ALEXANDER'S
RESTAURANT

FIRST WATCH
THE DAYTIME CAFE

Thirsty Lion
GASTROPUB & GRILL



NAKED
FARMER

HG
SPLY
CO.
NUTRIMENT & SPIRITS



PAPPASITO'S
Cantina



due
cucina



SUERTE

MODERN
market
EATERY



HAYWIRE



Allen, TX
Armor
COFFEE

salata
salad kitchen

Tacodeli
- SINCE 1999 -



Swig

Melting Pot



BATBOX



due
cucina

IMMERSIVE
GAMEBOX

San Martin

Hash
Kitchen



JOY
MACARONS

Kerbey Lane
CAFE

isla
& co.

SQUEEZE

FIREBIRDS
WOOD FIRED GRILL

54TH
STREET

ON THE
BORDER

GLORIA'S
LATIN CUISINE

TWIN PEAKS

HIDEAWAY
PIZZA

WINE + DINE
SIXTY
VINES

WHISKEY
CAKE KITCHEN
BAR.

V
VIDORRA

151
Coffee

Goddess
AND THE BAKER

IPIC

LITTLE GREEK
FRESH GRILL

Andy's
Frozen Custard
SINCE 1964

CULPEPPER
CATTLE COMPANY

GAPC
GREENVILLE AVE
PIZZA COMPANY

Fuego
TORTILLA
GRILL

JOEY RESTAURANTS

Willie's
GRILL &
ICEHOUSE

BEN & JERRY'S

RAFT BEER
OAK
STONE
ARTISAN PIZZA

SIXES
SOCIAL CRICKET

Leela's
wine bar

SIMPLY TEX MEX
TACO
JOINT
SIMPLY AWESOME

MEXICAN SUGAR
cocaína y confites

Chick'nCone

La Parisienne

LITTLE
WOODROW'S
DRINKS • SPORTS • PATIO • FOOD

FOOD FORWARD EATERY
VESSEL
KITCHEN

CULPEPPER
CATTLE COMPANY

B&B
BOURBON & BONES
CLOUHOUSE • BAR

TACO BELL

THE
HERITAGE
TABLE

TRUDY'S
AUTHENTIC
TEX-MEX

MILKSHAKE
CONCEPTS
AN EXPERIENTIAL HOSPITALITY GROUP

MUSUME
娘

HURTADO
BARBECUE CO.

LUKE'S

Le Colonial

ELEPHANT & CASTLE
PUB AND RESTAURANT
1977

MO'BETTANS
HAWAIIAN STYLE FOOD

C
E

Fir & Feathers

COCO SHRIMP

URBAN
PLATES

Amrina

FORWARD HOSPITALITY
GROUP

COLD BEERS &
CHEESEBURGERS
Midwest Beer & Burger Co.

Notes

Let's work together
to enhance our
communities

for all



falcon

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