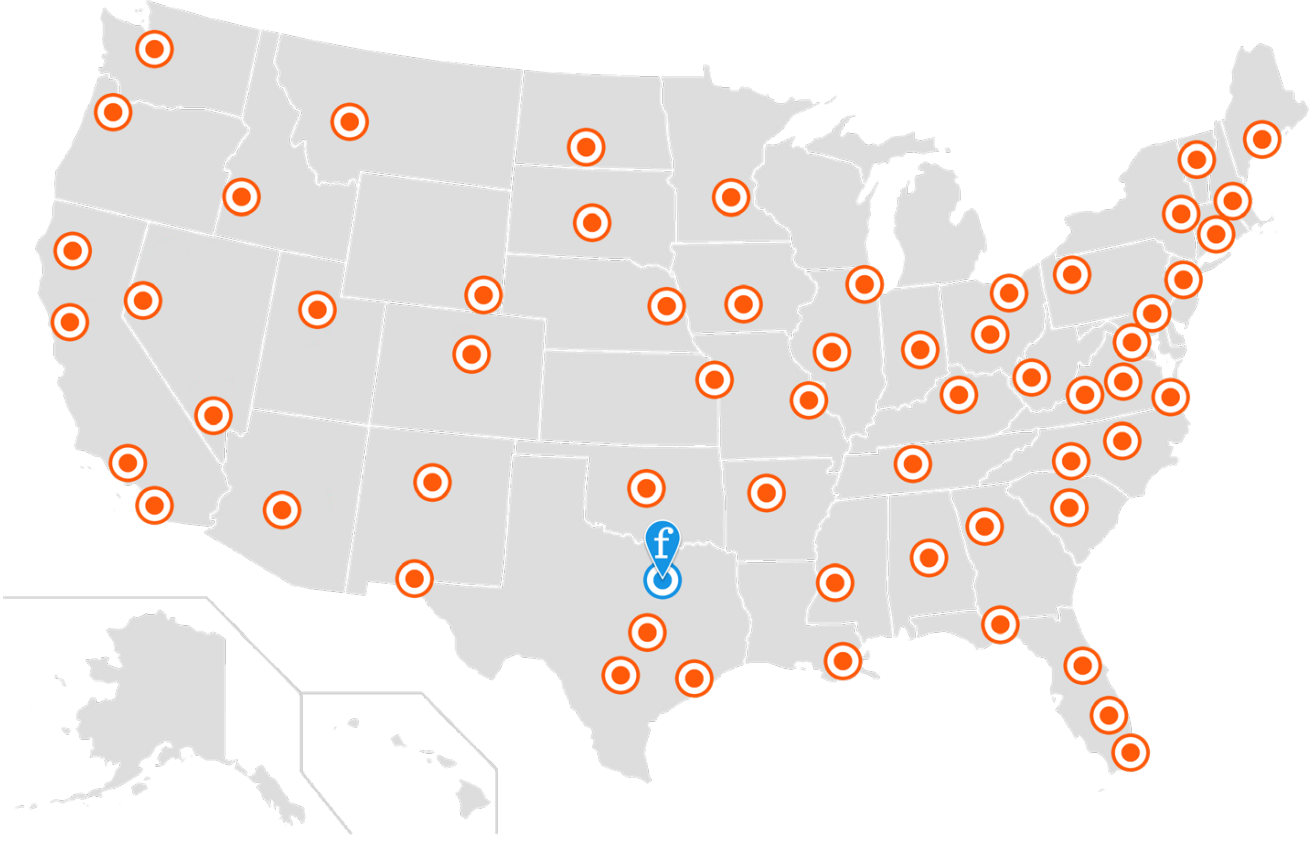

restaurant &
entertainment group
enhancing the quality of life
in the communities we serve
falcon

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.

REALTY RESOURCES

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 & Drafthouse

> *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


WHOLE FOODS MARKET
FIRE LANE

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



Michael Walters
Partner



Tucker Szybala
Partner



Tey Tiner
Partner



David Hurst, AIA
President: Development/
Construction



Carter Butler
Chief Operating Officer



Noah Champan
Director of Development



Hunter Brous
Director of Landlord Services



Jaquie Stone
Vice President



Thomas D Salanty
President: Capital Markets



Gabe Austein
Vice President



Sean Lockovich
Vice President



Walker Hairston
Senior Vice President



Brian Tormoehlen
Vice President



Connor Coughlin
Associate



Julie Miller
Associate



Vann Piazza
Director of Marketing



Melissa Green
Marketing Coordinator



Travis Lawrie
Vice President



Maddie Heal
Associate



Cooper Monroe
Associate



Luke Boston
Associate



Jodi Jordan
Director of Client Services





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


















































































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


VIDORRA


51
Coffee


Goddess
AND THE BAKER


IPIC


LITTLE GREEK
FRESH GRILL


Andy's
Frozen Custard


CULPEPPER
CATTLE COMPANY


GAPC
GREENVILLE AVE
PIZZA COMPANY


Fuego
TORTILLA
GRILL


JOEY RESTAURANTS


Willie's


BEN & JERRY'S


CRAFT BEER
OAK
&
STONE
ARTISAN PIZZA


SIXES
SOCIAL CRICKET


Leela's
wine bar


SIMPLY TEX MEX
TACO
JOINT
SIMPLY AWESOME


MEXICAN SUGAR
cocina y cantina


Chick'nCone


La Parisienne


LITTLE
WOODROW'S
DRINKS ☆ SPORTS ☆ PATIO ☆ FOOD


FOOD FORWARD EATERY
VESSEL
KITCHEN


CULPEPPER
CATTLE COMPANY


B&B
BOURBON & BONES
CHOPHOUSE • 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'BETTAHS
HAWAIIAN STYLE FOOD

C
E

Tin & Feathers

COCO SHRIMP

URBAN
PLATES

Amrina

FORWARD
HOSPITALITY
GROUP

COLD BEERS &
CHEESEBURGERS

Notes

Let's work together
to enhance our
communities

falcon



falcon

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