

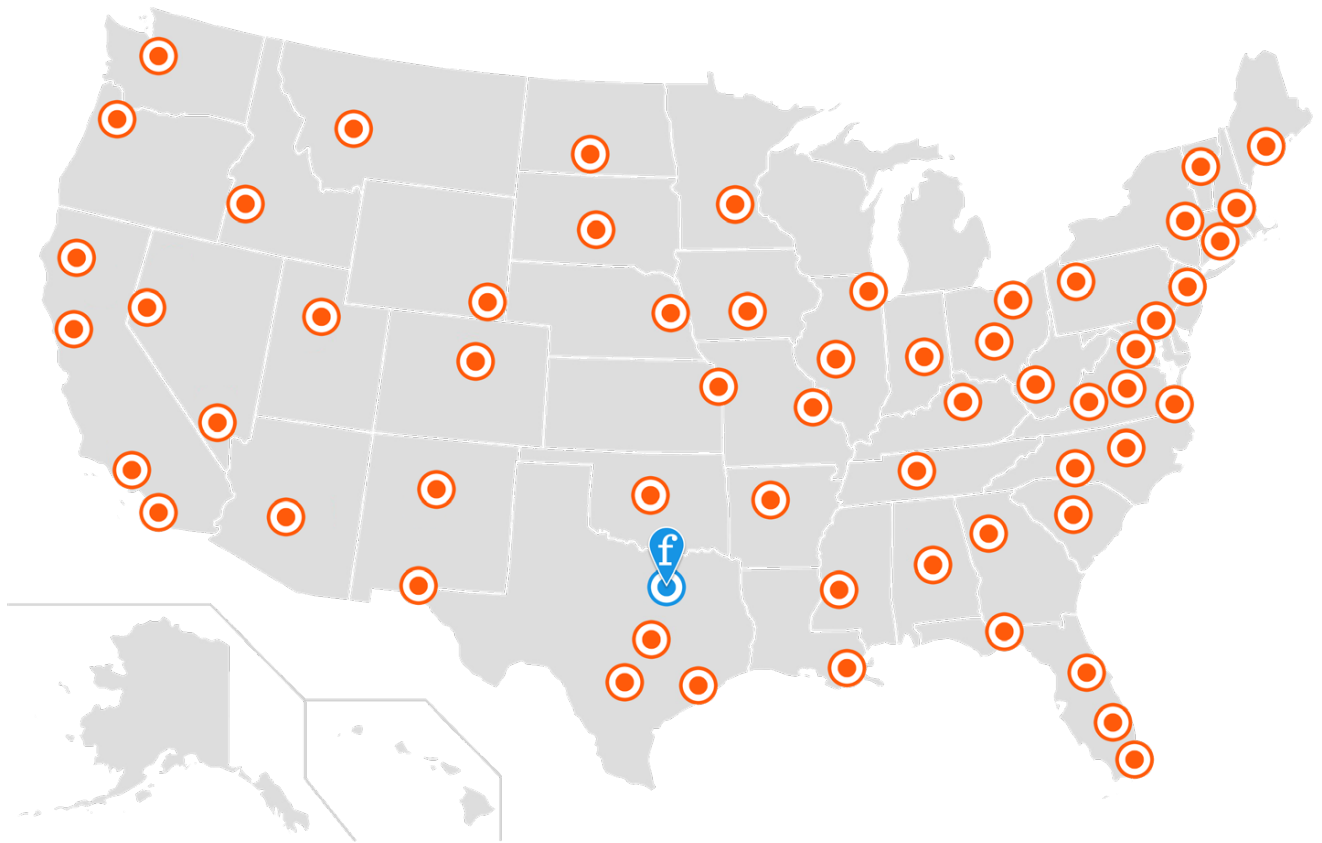


*restaurant &  
entertainment group*

*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.



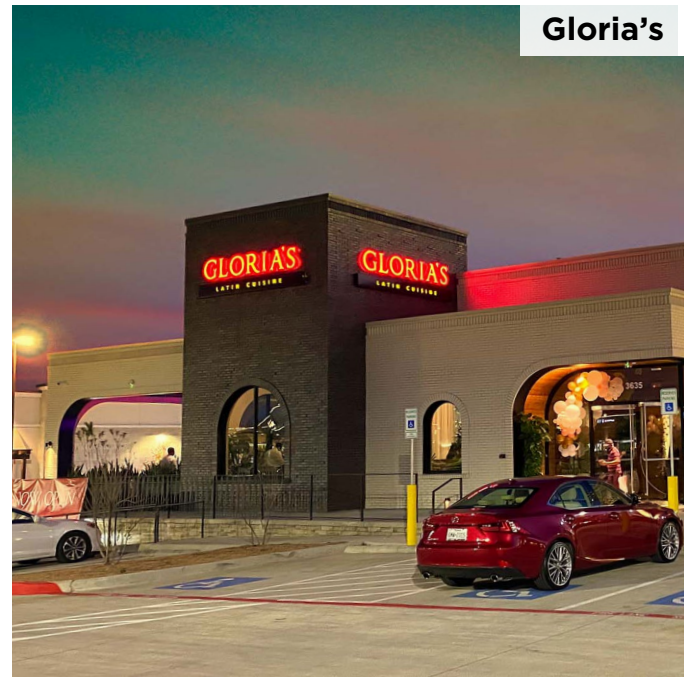
*In my opinion, Falcon is the gold standard for brokers throughout the country. Their consistent hard work, knowledge of the market, and creativity are just a few of many attributes that have put our brand in position to have great success in an extremely competitive market.*

**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, 54<sup>th</sup> 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





# realty advisors **falcon**

## Boutique shop with big firm experience



**Tim Hughes**

President/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



### **Travis Lawrie**

Vice President

**Role:** Retail / Restaurant



### **Brian Tormoehlen**

Vice President

**Role:** Retail / Restaurant



### **Maddie Heal**

Associate

**Role:** Retail / Restaurant



### **Cooper Monroe**

Associate

**Role:** Retail / Restaurant



### **Danial Zamora**

Associate

**Role:** Retail / Restaurant



### **Connor Coughlin**

Associate

**Role:** Retail / Restaurant



### **Luke Boston**

Associate

**Role:** Retail / Restaurant



### **Vann Piazza**

Director of Marketing

**Role:** Marketing & Analytics



### **Emma Bar**

Marketing Coordinator

**Role:** Marketing & Research



### **Nancy Tauzin**

Office Manager

**Role:** Operations



### **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



salata  
salad kitchen

Tacodeli  
- SINCE 1999 -



Swig

Freddy's  
FROZEN CUSTARD &  
STEAKBURGERS



BATBOX



due  
cucina

IMMERSIVE  
GAMEBOX

San Martin

Hash  
Kitchen



JOY  
MACARONS

Kerbey Lane  
CAFE

isla  
& co.



**FIREBIRDS**  
WOOD FIRED GRILL

**54<sup>TH</sup>**  
**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

**WALK-ON'S**  
BISTREAUX & BAR

**GAPC**  
GREENVILLE AVE  
PIZZA COMPANY

**PETRA**  
AND THE  
**BEAST**

**JOEY RESTAURANTS**

**Willie's**  
GRILL &  
ICEHOUSE

**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*

FUNCTIONAL 45  
**Training**

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  
EST. 1977

**MO'BETTANS**  
HAWAIIAN STYLE FOOD

**C**  
**E**

**Fir & Feathers**

**COCO SHRIMP**

**URBAN PLATES**

*Amrina*

**FORWARD** HOSPITALITY  
GROUP

**COLD BEERS & CHEESEBURGERS**  
Midwest Style Food

# Notes

Let's work **together**  
to enhance our  
communities

for all





# falcon

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