

Overview of Services

- Over 50 years of cumulative experience in real estate, environmental, and insurance fields. Shepherd Capital Group is an investment and real estate development company dedicated to providing superior investment services for specialty commercial real estate clients. Clients benefit from our ability to source opportunities, assemble implementation teams, package risk mitigation measures, develop strategic and implementable exits, and extract value from each transaction.

- Shepherd Capital Group, Inc. provides multi-disciplinary services to clients in the acquisition of opportunistic and value-add real estate projects. Our team provides clients with complete solutions related to the redevelopment of former industrial properties in the United States, Canada and Europe that are no longer productive.

We have nationwide experience in handling a wide spectrum of property types requiring repositioning or

redevelopment, including land, industrial, retail, residential, medical, and hospitality assets.

Our sole objective is to assist our clients in maximizing the value of their real estate portfolio. We have a proven track record of helping clients select between value enhancement options and managing specific enhancement plans through execution, completion and sale.

HIGH YIELD

COST CERTAINTY

SUSTAINABILITY

SMART GROWTH

URBAN INFILL

VALUE-ADD REAL ESTATE



Acquisition Criteria

- **Preferred Profile** | Well-located value-added opportunities which may include components of new development, redevelopment and/or re-leasing.
- **Preferred Property Types** | Brownfield sites, industrial, port development (air, sea, trucking), office (suburban or central business district), retail (big-box, junior-anchored, grocery-anchored), or in-fill development land.
- **Special Situations** | Ability to purchase or originate non-controlling financial components of a transaction including preferred equity or mezzanine debt on a single asset or portfolio basis.
- **Priority Markets** | All primary and secondary markets.
- **Preferred Deal Size** | \$1-10 million, however smaller and larger acquisition opportunities will be considered. Acquisitions have ranged from \$250 thousand to \$20+ million.
- **Quality** | Class A, Class B & upgradeable Class C.
- **Occupancy** | 0-100% (in the latter case with near-term, below market rent rollover).
- **Environmental** | Environmentally impaired properties are a specialty. If the cost of the cleanup exceeds the value of the parcel, the owner may be required to participate. A variety of services can help the owner reposition these properties in the marketplace to overcome environmental stigma associated with contamination.
- **Due Diligence/Closing** | Can be expedited to meet seller's needs.
- **Structure** | Purchase of 100% fee simple interest preferred; joint venture structures will be considered on a case by case basis; special expertise in ground lease structures; note purchases will be considered.
- **Unsolicited Offers** | May be made if sufficient information is available. Meeting with potential sellers who may not have made the decision to sell is a preferred alternative to unsolicited offers.
- **Broker Relationship** | The firm acts solely as a principal and does not participate in brokerage fees. Third party brokerage services are utilized for all post-acquisition leasing and sale requirements. Shepherd Capital Group will provide fee protection to brokers that bring off-market transactions to the firm and will give first priority for the leasing, management and re-sale services of brokerage firms that procure transactions for the firm. All brokerage companies engaged by Shepherd Capital Group for leasing assignments will cooperate with outside brokers.

GENERAL SERVICE AREAS

- Brownfield Acquisitions
- Corporate Real Estate Functions (brokerage leasing, capital investments, sale and divestiture of environmental liabilities)
- Deal Sponsor
- Dispositions
- Due Diligence Management
- Environmental Risk Analysis and Management
- Financial Administration
- Project Identification and Feasibility Assessments
- Project Management
- Real Estate Entitlements
- Real Estate Development
- Third-Party Management