

# Creating Community Value Through Meaningful Relationships



**C.F. SMITH**  
PROPERTY GROUP

100 Magnolia Rd \* Suite 300 \* Pinehurst, NC \* 28374  
[cfsmithpg.com](http://cfsmithpg.com)



## Purpose

*"Creating Community Value Through Meaningful Relationships"*

## Corporate Background

C.F. Smith Property Group was founded in 1964 by founder, Claude F. Smith who instilled a legacy of service, problem solving, and visionary entrepreneurship. The company has maintained a focus on commercial real estate development, ownership and management in service to its retail and medical office clients.



**55+**  
YEARS  
OF OPERATION



**23**  
STATES  
WORKED IN



**10+**  
MILLION  
SQ FT

## Client Commitments

Providing the *Best Sites*  
Delivering *On Time*  
Being a *Trusted Partner*

## Core Values

*Integrity*  
*Service*  
*Creativity*  
*Growth*  
*Commitment*  
*Team*  
*Passion*



## Key Current Portfolio List

Pinehurst National Golf Club	Pinehurst, NC	450-lot community; Jack Nicklaus golf course
St. James Plantation	Southport, NC	3,000-acre community; 4.5 golf courses; 6,000 residents
UNC Center for Rehabilitation Care	Chapel Hill, NC	26,000 sf center developed in 2012
Lowe's Home Improvement	Various	Three units developed in NC & IN
Walgreens	NC	Three units in NC
CVS	SC	Two units in SC
Starbucks	Various	Four units in NC & SC
Advance Auto Parts	Various	Twenty-one units in multiple states
McDonald's	Various	Three units in NC
Richmond Plaza	Rockingham, NC	210,000 sf center (Belk, Burkes, & Ross)
Market at Standing Springs	Simpsonville, SC	62,000 sf center (Publix)
Southern Pines Marketplace	Southern Pines, NC	54,000 sf center (Ashley Homestore)
Pinecroft Shopping Center	Taylortown, NC	100,000 sf center (Harris Teeter)
Timber Crossing	Garner, NC	81,000 sf center (Food Lion)
Winston-Salem Outparcel	Winston-Salem, NC	6,000 sf development (Aspen Dental & Chipotle)
Market Station	Wilmington, NC	16,000 sf center (FastMed)
Richmond Plaza Outparcel	Rockingham, NC	7,800 sf development (Aspen Dental, Firehouse Subs, & Verizon)
ALDI Grocery	Fort Wayne, IN	22,000 sf grocery development
Southeastern Spine Institute	Mt. Pleasant, SC	75,000 sf medical office
Medical Office	Various	50,000 sf medical office space
Downtown Retail	Southern Pines, NC	20,000 sf historical commercial
Single Tenant/Outparcel Retail	Various	+/- 25 restaurant, bank, retail
Solar Projects	NC & SC	100,000 acres of solar farm projects
Land Holdings	Various	4,340 acres of land holdings



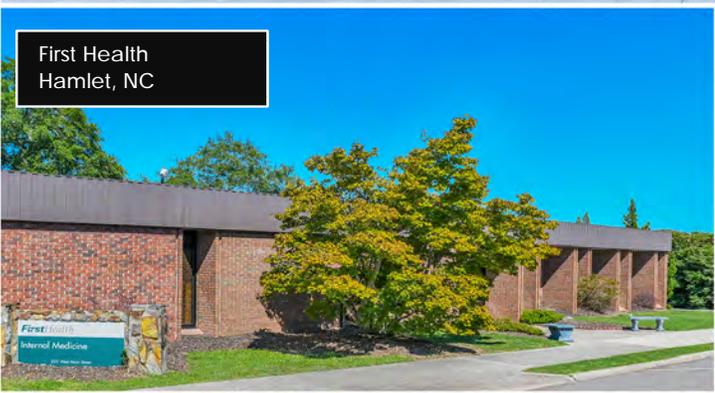
PineCrest Medical  
Taylortown, NC



FastMed  
Rockingham, NC



UNC Healthcare  
Chapel Hill, NC



First Health  
Hamlet, NC



Hamlet VA Clinic  
Hamlet, NC



Walgreens  
Rockingham, NC



First Bank  
Rockingham, NC





Medical Facility  
Mt Pleasant, NC



Starbucks  
Pinehurst, NC



Publix  
Simpsonville, SC



Aldi  
Fort Wayne, IN



Harris Teeter  
Pinehurst, NC



## Claudia Robinette

PRESIDENT

[crobinette@cfsmithpg.com](mailto:crobinette@cfsmithpg.com)



Claudia has been an integral part of C.F. Smith Property Group since 1980, including the oversight of numerous commercial development projects and the management of the company's resort development projects.

Claudia is a life-long resident of Richmond County, North Carolina. She is a 1978 graduate of Lenoir-Rhyne College, where she received a Bachelor of Science degree in Business Administration. Claudia also holds a master's degree in International Business from the University of South Carolina.

Claudia is very involved with education and serves as a Trustee on the Richmond Community College Board of Trustees, which she has been a member of for 20 years and Chairman since 2013. In conjunction with her service on the community college board, she also serves on the Executive Board of the North Carolina Association of Community College Trustees. Claudia has also been a Trustee at Wingate University for 17 years and chaired the Richmond County Education Foundation. Her other civic and community service activities include serving as a board member of Richmond Community Theater and past board or committee member at Richmond County United Way, Richmond County Hospice, Richmond County Literacy Council and the Richmond County 2010 Index Committee. Claudia and her husband, Kenneth, were named Citizens of the Year by Richmond County Chamber of Commerce in 2007 and by Richmond Community College Foundation in 2012.



## Kenneth Robinette

CHIEF OPERATING OFFICER

[krobinette@cfsmithpg.com](mailto:krobinette@cfsmithpg.com)



Born and raised in Spartanburg, South Carolina, Kenneth moved to Richmond County after graduating from Newberry College with a Business Management degree. He quickly became ingrained in the community and has served as County Commissioner for 23 years, 21 of which he has been the chairman. During this period he has helped grow the community through economic development initiatives and industry recruitment.

Kenneth has been involved with many civic and community organizations in Richmond and Moore Counties. He has been a member of the Breakfast Lions Club, Chairman of Richmond County Chamber of Commerce, Co-Chair of the Richmond County 2010 Index Committee, Co-Chair of Richmond County Vision 2020 and a board member of the Moore County Education Foundation. His state leadership appointments include the North Carolina Cooperative Extension Advisory Board and the North Carolina Southeast Economic Development Commission. Kenneth and his wife, Claudia, were named 2007 and 2012 Citizens of the Year by the Richmond County Chamber of Commerce and the Richmond Community College Foundation, respectively. Kenneth has been an active member of First Baptist Church of Rockingham and has served on and chaired the Deacon Board and Finance Committee.

Kenneth also has extensive experience in construction and development. He was intimately involved with the development of multiple grocery anchored centers and numerous built-to-suit retail establishments for Dollar General, Advance Auto Parts and others. He has been involved with residential community development at Pinehurst Plantation (now called Mid South Club), National Golf Club and McLendon Hills.

Kenneth helps C.F. Smith Property Group with his experience in all aspects of real estate development and management.



## Barry Embler

CHIEF FINANCIAL OFFICER

[bembler@cfsmithpg.com](mailto:bembler@cfsmithpg.com)



Barry joined the C.F. Smith Property Group in 2006. He brings over 30 years of real estate development experience to the team and has played an integral role in the company's strategic financial and business decisions and planning by working closely with 3 generations of the Smith and Robinette family members. Barry works closely with the Development team in the asset management and development of new business and is responsible for overseeing the financial activities of the company including the accounting, tax, treasury, banking relations & financing, and strategic financial planning.

Barry holds a Bachelor of Science in Accounting from the University of North Carolina at Charlotte and a Master of Science in Taxation from the University of Cincinnati. Prior to joining C.F. Smith, Barry was a senior level auditor for nearly five years with Arthur Andersen and Co. in Charlotte before leaving to become Vice President of Finance and Operations of Club Development Associates in 1989. He formed Signet Golf Associates in 1996, where he and his partner managed the construction and operations of multiple golf clubs throughout the Southeast and performed consulting services for real estate developers and financial institutions.

Barry has volunteered in many capacities within the community, including serving as President of the West Pine Middle School Boosters Club, President of Sandhills Optimist Youth Football, Vice President of Sandhills Optimist Baseball, Treasurer of Sandhills Alliance Church and serving on several Golf Club Boards.



## Neil Robinette

CHIEF EXECUTIVE OFFICER

[nrobinette@cfsmithpg.com](mailto:nrobinette@cfsmithpg.com)



Neil joined C.F. Smith in 2014, returning to the family business after residing in the Upstate of South Carolina for 8 years. Since joining C.F. Smith, the team has elevated its presence by executing on more than \$200 million in real estate value from development projects, acquisitions, value created through new leases and dispositions. In addition to being responsible for the strategic business direction and development of C.F. Smith, he also takes an active role in real estate development, leasing and transaction activities.

Neil graduated from Wofford College in 2010 where he studied finance and was a four-year letterman on the baseball team. He went on to receive his Masters of Real Estate Development from Clemson University in 2012. Neil worked with Titan Real Estate, a multi-family investment firm located in Greenville, South Carolina. At Titan, he was responsible for various asset management functions for 7 apartment communities in South Carolina and Georgia. Later, he joined McCall Capital, a multi-family developer, owner and manager. There he was the development manager for the firm and also assisted with asset management and accounting functions. During his tenure, the firm developed apartment assets totaling approximately \$45 million in value.

Neil resides in Pinehurst with his wife, Catherine, and three daughters, Claudia, Beverly, and Ruthie. He enjoys spending quality time and traveling with his family of girls and Theodore (the labradoodle), being physically active through exercise, sports, and many outdoor activities such as hunting, fishing, and golf. Neil has served on various local boards including the Chamber of Commerce for Richmond and Moore Counties, Partners for Progress, Richmond Community College Foundation, First Health Richmond Board of Advisors, ICSC Governmental Relations and NC Interagency Coordinating Council for Children with Special Needs.



## Steve Trythall

DIRECTOR OF LEASING & DEVELOPMENT

[strythall@cfsmithpg.com](mailto:strythall@cfsmithpg.com)



Steve is a 15-plus year veteran of the commercial real estate industry and joins C.F. Smith Property Group from Sessions Group, LLC, where he was a Senior Vice President in Denver, Colorado, responsible for the leasing, management, and development of office, retail, and industrial buildings in the region. He has a wide range of experience in the industry and has held positions at Cassidy Turley (now Cushman Wakefield) in Colorado, Carolina Holdings in South Carolina, and Cresleigh Management in Northern California. Steve is a licensed real estate broker in both Colorado and North Carolina. He holds a Bachelor of Science in Land Planning and Russian from Brigham Young University and a Master of Real Estate Development from Clemson University.

Steve has a dual focus on both the retail and business development transactions. In the retail sector, he co-leads C.F. Smith's asset management advisory team with Chief Executive Officer, Neil Robinette and Chief Financial Officer, Barry Embler. Steve pursues client transactions in the company's core Carolina markets and expansion of the portfolio in opportunistic regions.

## Zach Von Rupp

DEVELOPMENT & ASSET MANAGER

[zvonrupp@cfsmithpg.com](mailto:zvonrupp@cfsmithpg.com)



Zach joined C.F. Smith Property Group in 2021 and serves as the Development & Asset Manager. He is the founder of Kodiak Clean Company, a pressure-washing service specializing in commercial properties across North and South Carolina. There he worked directly with property managers and facility maintenance directors to ensure all properties were up to company standards. His attention to detail and exterior cleaning knowledge has grown Kodiak Clean to an area leader in commercial cleaning.

Zach and his wife, Gabrielle, live in Whispering Pines with their son, Ari. When Zach is not working he is spending time outdoors with his family, traveling, playing golf, and exercising. He is an active member at Forest Creek Golf Club where he serves as the voice for the Young Professionals members. He and his wife are active in Sandhills Teen Challenge, Grace church, and various charity organizations across the country.



## Dennis Holloway

DIRECTOR OF CONSTRUCTION & PROPERTY

[dholloway@csmithpg.com](mailto:dholloway@csmithpg.com)



Dennis joined C.F. Smith Property Group in 2015 after owning a construction firm dealing with commercial, military, and light industrial projects. He is a Licensed General Contractor with over 25 years of experience in the construction industry. Dennis is a graduate of UNC Pembroke with a bachelor's degree in Business Management.

After college, Dennis worked at a family-owned building firm that dealt with design build construction. Design aspects incorporated wood, light gauge steel and heavy steel framing used in a variety of building types such as animal confinement, hangars, commercial storage, and multi-use space learning all aspects of the business. Dennis took over the role of Sales Manager and the company's general contractor after working through the different roles of the business. He left the company in 2008 pursuing other opportunities.

Dennis took over the role of Project Manager and General Contractor with a commercial restoration company for the next two years dealing with emergency fire, water, and storm damage. He received certifications in asbestos, lead, and mold remediation while dealing with projects throughout eastern North Carolina. Restoration and remediation work helped further develop a high degree of dealing with crisis construction and mitigating varying levels of damage both structural and emotional.



## Heather Adams

DIRECTOR OF FINANCE

[hadams@cfsmithpg.com](mailto:hadams@cfsmithpg.com)



Heather joined C.F. Smith Property Group in 2021 and serves as Director of Finance. During her previous role in public accounting with Dixon Hughes Goodman, LLP, she specialized in taxation for individuals, estates, trusts, and small businesses. She also acted as the Pinehurst office DHG IMPACT Chair for the Eastern NC region, helping to carry out the mission of sustaining the well-being of DHG employees and their communities. During her seven years with DHG, she helped organize events and fundraisers for various non-profit organizations, including the local Food Bank CENC at Sandhills, Walk to End Alzheimer's, Southern Pines Monarch, and the annual "Festival of Trees" event at the Sandhills Children's Center.

Heather attended North Carolina State University, where she received a Bachelor of Science in Plant Biology with a Minor in Accounting. Throughout her undergraduate studies, she worked in the accounting office for the Department of Plant Pathology. She returned to her alma mater to earn a Master of Accounting with a concentration in Enterprise Risk Management from North Carolina State University's Pool College of Management in 2013.

Heather and her husband, Dustin, live in Pinehurst with their two sons, Dawson and Hunter Ridge, and their wheaten terrier, Tango. When she's not working, she enjoys family adventures, gardening, and visiting the family mountain house.



## Mandy McGee

MARKETING & TRANSACTION MANAGER

[mmcgee@cfsmithpg.com](mailto:mmcgee@cfsmithpg.com)



Mandy joined C.F. Smith Property Group in 2016 and serves as the Marketing & Transaction Manager. Mandy is responsible for accounts receivable, annual NNN reconciliations, social media content creation, and lease/contract administration.

Mandy graduated from the University of North Carolina at Charlotte in 2006 with a Bachelor of Arts in Communication Studies and a minor in Journalism. During her college career, she worked in the UNCC Financial Aid Office before moving on to the Accounting/HR department of a Charlotte-based steel fabricator. Upon relocating back to Rockingham in 2009, Mandy was employed as the primary legal assistant at a local law office.

Mandy remains a proud Niner. She enjoys spending time with family, attending concerts, and reading. Mandy has also published two novels and is currently buried beneath a mountain of works-in-progress.



Mary Murphy

ACCOUNTING MANAGER

[mmurphy@cfsmithpg.com](mailto:mmurphy@cfsmithpg.com)

Mary joined C.F. Smith Property Group in 2022 and serves as the Accounting Manager. Mary has worked in several industries in varying financial functions, including taxation, auditing, and public accounting. Prior to joining the CFSPG team, Mary served as CFO of the Boys & Girls Club of the Sandhills, actively involved in serving children across Moore County.

Mary attended University of South Florida, where she received a B.A. in Accounting with a minor in Spanish. Mary went on to receive a Masters in Accounting with an Audit Concentration at USF and obtained her CPA license.

Mary and her husband, Antwan, live in Southern Pines with their three children. As a family, they enjoy going to the beach, visiting local parks, and exercising. Mary loves weightlifting, hiking, and enjoys the sunshine of the summer months.



## Jyoti Patel

PROPERTY MANAGEMENT COORDINATOR

[jpatel@cfsmithpg.com](mailto:jpatel@cfsmithpg.com)



Born and raised in India, Jyoti moved to California in 1986, but is now a proud North Carolinian. She received a BA in Commerce from S.B. Garda College of Commerce in India. Jyoti joined C.F. Smith after a 22-year hospitality career in owning and operating independent and franchise motels and serving as a Certified Financial Aid Counselor.

At C.F. Smith, Jyoti acts as Property Management Operations Controller, providing assistance to Property Management and Development Departments and serves as the primary point of contact for tenants and vendors in resolving issues or concerns.

Jyoti is a member of the Richmond County Tourism board, supports the Richmond County Community Theatre, and helps coordinate local South-Asian Community events. She enjoys cooking, playing board games and watching comedy shows with her husband and three adult children, and traveling with family.



*The VA Clinic in Hamlet, NC is proud to have a strong landlord and property management relationship with C.F. Smith Property Group. Our veterans expect exceptional care and quality facilities at their local VA, and we rely heavily on our landlord partners to deliver that experience. We ask our landlords to provide turnkey property and building management services and C.F. Smith meets this challenge every time. C.F. Smith is a reliable and dependable landlord that takes care of our daily and long-term property needs. C.F. Smith recently managed and oversaw an expansion and a renovation of existing clinic space for the VA. This renovation was done while the VA continued to operate and serve its veterans. The planning, organization, and construction of the project was well executed by the C.F. Smith team and they made extra efforts to ensure the least amount of disruption to our clinic operations. The project was completed on time, in budget and with a great deal of care. They go above and beyond in the interest of serving their tenants and catering to their specific needs and we are very appreciative to have C.F. Smith as our landlord partner.*

Alvin D. Scroggins, Health System Specialist, CBOC Coordinator, NC VA Coastal Healthcare System

## References

**Douglas E. Byrom**

First Citizens  
Bank SVP, Strategic  
CRE Banking

P.O Box 27131  
Raleigh, NC  
27611

919.716.7634

**Robert L. Boggs, Jr.**

BB&T  
Senior Vice  
President

P.O. Box 1727  
Wilmington, NC  
28402

910.815.2784

**Clark Jenkins**

Bellwether Enterprise  
Senior Vice  
President

434 Fayetteville St.  
Suite 2120  
Raleigh, NC 27601

919.835.9825

**Aaron Olsen**

UNC Dept. of  
Physical Medicine  
and Rehabilitation  
NC Memorial  
Hospital

7th Floor, N7012

984.974.0293