



**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 wide-range of clients.

CORE VALUES

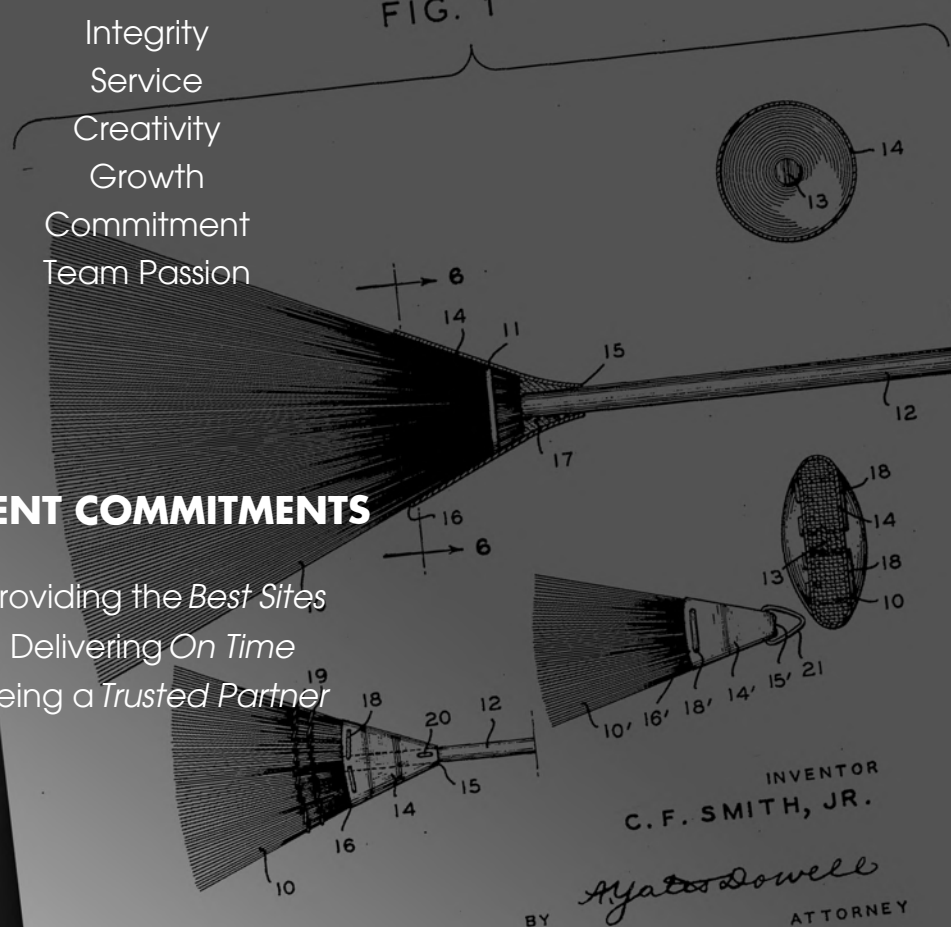
Integrity
Service
Creativity
Growth
Commitment
Team Passion

CLIENT COMMITMENTS

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

C. F. SMITH
BROOM
Filed May 7, 1953
2,696,628
Dec. 14, 1954

FIG. 1



PURPOSE

"Creating Community Value Through
Meaningful Relationships."



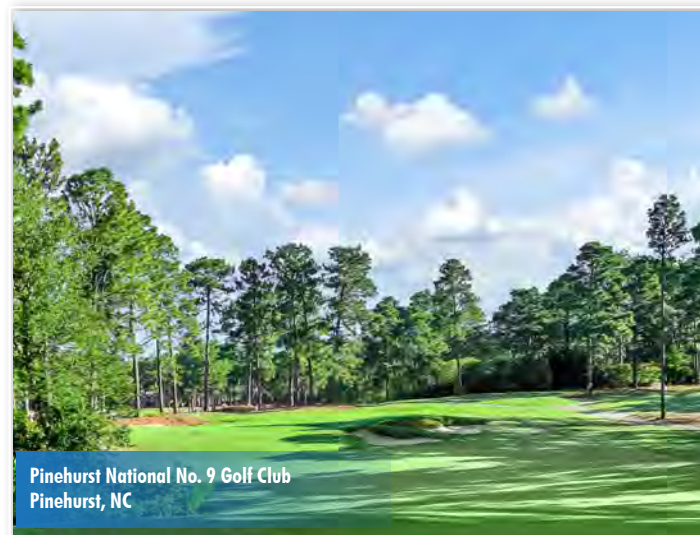
60
YEARS OF
OPERATION

10
MILLION SQ FT
DEVELOPED OR ACQUIRED

23
STATES
WORKED IN



REPRESENTATIVE PROPERTIES



PROVIDING STRATEGIC SOLUTIONS

C.F. Smith invests in its client relationships by learning their specific real estate objectives and finding the best sites, then delivering the projects with exceptional quality to help our clients seamlessly expand to best serve their customers.

CAPABILITIES

C.F. Smith Property Group is a full-service real estate business focused on developing, owning, and managing assets on behalf of growing retail and medical tenants.

As privately-owned, family-operated company and long-term holder of its real estate developments, C.F. Smith is not beholden to outside investors. Because of this, C.F. Smith the focus remains on the best interests of the client and the project while maintaining flexibility in structuring deals to suit client needs.



Development

C.F. Smith has developed real estate across the Carolinas since the 1960s. Its 200+ years of executive leadership experience offers the tools required to solve complex development issues and provide a streamlined approach to construction projects.

Management

As a long-term holder of its developments, C.F. Smith takes pride in serving its clients through on-going management upon project completion. Clients are met with responsiveness and strategic consideration from C.F. Smith's team for the life-cycle of the project.



Acquisition

C.F. Smith utilizes an opportunistic approach to acquiring existing commercial assets that fit its portfolio guidance or offer the potential for the company to add value through management, leasing, redevelopment, or creative strategies.

Build-To-Suit

C.F. Smith specializes in single-tenant build-to-suit assignments. These relationship-driven opportunities continue to be a predominant feature of the company, which now includes assignments with Starbucks, Food Lion, Lowe's, Walgreens, First Health, and others.



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, CBOC Coordinator, VA Coastal Healthcare System

We have enjoyed a positive Landlord/Tenant relationship with C.F. Smith Property Group since 2012.

C.F. Smith Property Group completed a \$1,875,000 renovation to one its existing 25,000 sf buildings located in Chapel Hill, NC, specifically designed for our use and operation as the UNC Center for Rehabilitation Care. During the renovation process, the construction management team listened and worked closely with our architect and several user departments and was flexible and responsive to modifications. The renovation was completed timely with quality and [functionality] for our specific needs.

As our Landlord, we have found C.F. Smith Property Group to be reliable and responsive to our needs in maintaining the quality of the facility and property grounds.

Craig Batts, Facilities Manager, UNC Health Care Real Estate and Development

