

WHO WE ARE

Paragon is an experienced commercial real estate firm that actively develops, acquires and manages retail, industrial and healthcare properties nationwide. As a well-capitalized, privately held firm, Paragon swiftly delivers results for its clients and partners, whether they are large corporations, start-ups, brokers, lenders or property owners. This entrepreneurial approach guarantees straightforward, creative deal making, focused on fiscal responsibility.

Development / Build-to-Suit

From a single building to a range of multi-faceted projects, across the street or across the nation, Paragon provides unmatched real estate solutions to clients seeking a single-source company for their development and expansion needs. Through a process-driven method of client services from project inception through completion, Paragon maximizes building potential and creates exceptional value. Paragon draws on its vast experience in ground-up development, land acquisitions, entitlements, permitting, design, environmental issues and construction to create attractive, efficient and highly functional buildings.

Acquisitions

With the vision to see a property's potential and value, Paragon acquires value-add single- and multi-tenant retail, industrial and healthcare facilities in markets throughout the United States. Diversified real estate experience and a deep supply of internal capital enable Paragon to effectively evaluate, structure, negotiate and close on targeted properties, with all cash or without financing contingencies. Paragon's ideal acquisitions range from \$1 million to \$12 million and may be fully or partially occupied, or vacant.

Sale-Leaseback Program

Paragon also offers a sale-leaseback program that allows companies the ability to free up and redeploy capital. Paragon helps companies unlock capital bound by real estate ownership while ensuring that companies maintain appropriate controls over the long-term use of the facility. Paragon's flexible and innovative approach has helped corporate and individual property owners achieve their investment objectives, giving them the ability to monetize assets at a low cost of capital.



Paragon swiftly delivers results for its clients, whether they are large corporations, start-ups, brokers, lenders or property owners.

THE PARAGON ADVANTAGE

Execution:

- **Strong capital position.** By tapping into Paragon's internal funds, there's no need to search for outside resources to raise money for each project or acquisition, which means a **quick, certain close**. This capital strength allows Paragon to execute transactions simultaneously, in multiple markets across the country, and structure competitive financing as well as flexible leasing arrangements for its clients.
- **National mobility.** Wherever the client wants to go, Paragon goes. It's part of a commitment to building long-term client relationships. Paragon executives have worked effectively in **many different geographic markets throughout the United States**. By using "project local" contractors and/or consultants to aid its team, Paragon remains focused on being a "one source" provider.
- **Open book policy.** Paragon collaborates with clients at every stage of the streamlined development process, encouraging transparent access to all project costs coupled with open communication so there are **no surprises**.

Experience:

- **Knowledge.** Paragon orchestrates a seamless real estate experience for its clients, navigating the development process from client vision to reality, from project planning through entitlements and construction to project closeout. Paragon's people, technical know-how and local market expertise converge to bring about the **best possible facility at the lowest possible cost**. Paragon's management team has developed, financed and acquired more than 100 transactions, including several multi-unit retail concepts under 15,000 square feet.
- **Trust.** Paragon has cultivated a **network of trust** among municipal leaders, tenants, brokers, lenders, and industry-leading architects and contractors that keeps its development and acquisition activity running smoothly.

Entrepreneurial:

- **Flexibility.** Paragon tailors its services to the client, whether it is fee development, sale-leaseback, ground lease, reverse build-to-suit or a client purchase option. Paragon's **client-first approach** focuses on doing whatever it takes to meet its tenants' business needs. Paragon's financial structure clears the way for nimbleness and speed to meet those needs.
- **Collaboration.** In-person, phone or virtual communication, in addition to password-secured online project updates, creates **true partnership** between Paragon and each and every team member, whether municipal leader, tenant, broker or vendor.



An internal supply of capital, nationwide experience and collaborative processes result in attractive, efficient and highly functional buildings.



WHAT WE DO

Development

Paragon develops net-leased retail, industrial and health-care properties nationwide that advance its clients' long-term business objectives. Following a full analysis of its client's business operations and long-term real estate needs, Paragon prepares a thorough evaluation. Working with CEOs, CFOs and other high-level corporate real estate executives, Paragon's Development Division applies its expertise and market knowledge to serve as a real estate services division for companies that may not possess this operation in-house. Paragon accomplishes strong results by applying a simple approach to complex objectives: be on time, understand clients' business needs, stay on top of the myriad of environmental, legal and regulatory issues associated with commercial development, and always exceed expectations.

Paragon's ability to finance the development and its expertise to manage the project allow clients to focus on what they do best - operate their core businesses. Paragon provides "turn-key" build-to-suit services or, for those clients who desire to own their own real estate, Paragon also provides customized services such as feasibility analysis and consulting, entitlement processing, fee development or construction management. Functioning as a client's "in-house" real estate department, Paragon takes complete responsibility of the development project from start to finish. Paragon supplements its team with industry-leading architects, consultants, contractors and professionals with recognized national experience to deliver successful projects on time and within budget, whether it be for

a single pilot location, a regional market or a multi-unit, nationwide expansion. The end result is a building that is completed to the client's specifications in a professional, cost-efficient manner. With Paragon's array of services, expertise and professionalism regardless of the project size or scope, clients receive the following benefits:

- Quick, on-the-ground response to fast-track permitting and approvals
- Site search and feasibility analysis to pinpoint the optimal location
- Value-added building design and engineering to maximize facility function and long-term operating efficiencies
- Financial fortitude to deliver the most cost-competitive project financing in evolving capital environments
- Upfront guaranteed pricing to eliminate surprises
- On-time completions without financial contingencies
- Capital resources to assume pre-development risks in acquiring property
- Real-time, online project information and live web cam monitoring of construction progress
- Detailed punch list review and satisfaction audit to ensure the building meets the client's specifications
- Maintenance and warranty programs to assure long-term facility performance
- Flexible leasing solutions to create the best scenario for each client
- In-place procedures for a smooth, hassle-free move-in



Paragon develops properties that advance its clients' long-term business objectives.





Build-to-Suit Program

Paragon offers a corporate build-to-suit development program to retail, industrial and healthcare clients. The program enables clients to expand their businesses within their desired market areas without needing to commit the resources or the substantial amounts of capital for land and construction costs. Acting as the client's single point of contact, Paragon handles all development and construction activities. This seamless service assures maximum efficiency with regard to time, cost and quality. Paragon has the expertise, flexibility and capital for each client's development needs. Paragon brings exceptional levels of experience to every aspect of the development process, from site identification and market research through construction management, to ensure that each project is delivered on time and on budget. Paragon's team works closely with clients to develop a preferred expansion program that will enable them to meet their operational and growth needs. Paragon's multi-unit build-to-suit program includes:

- Market analysis
- Site identification and acquisition
- Due diligence
- Project design and procurement
- Entitlements
- Construction management
- Asset management

Build-to-Suit Advantages

The build-to-suit process results in a facility tailored to the client's exact needs, realizing the following benefits:

- Capital conservation
- Improved cash flow
- Cost-effective energy systems
- Location to maximize business needs
- Maximum space efficiency coupled with minimal long-term operating costs
- The most cost-effective method of development
- Typically, a shorter development cycle

Acquisitions

Capital, experience and relationships fuel Paragon's acquisition of industrial properties ranging from \$1 million to \$12 million in primary and secondary markets throughout the United States. Paragon's deep supply of internal capital results in closings within 30 days on industrial properties of all types, from regional warehouses and distribution centers to light industrial and manufacturing facilities. Acquisitions can be single-tenant, multi-tenant, and fully or partially occupied to vacant. Purchases include single facilities or multiple locations nationwide.

Paragon values its relationships with brokers and relies on this community to stay apprised of transaction opportunities. In return Paragon works hand in hand with brokers to get deals done quickly through its access to internally funded private capital and through its expert transactional capabilities. Brokers further experience the following benefits in working with Paragon:

- Experienced investors providing a quick response
- Direct dealings with Paragon decision makers (no approvals required from an investment committee or board)
- Quick, certain close in less than 30 days
- Purchasers of a wide product range: regional warehouse, distribution centers, manufacturing and light industrial
- Ability to simultaneously buy short- and long-term leased assets, surplus properties and single assets
- Committed capital for all cash closings, with no financing contingencies
- Privately funded equity for fast, decisive closings

Sale-Leaseback Program

Clients want to work closely with a real estate expert that understands their corporate strategic objectives, helps them reduce operating costs, maximizes proceeds from property assets, minimizes taxes on gain, gives them operating control and flexibility, and reduces real estate risk. With these objectives in mind, Paragon provides flexible sale-leaseback solutions. Paragon views ownership of buildings and other real estate as a customer service business. Clients across the credit spectrum further realize these benefits:

- Immediate access to capital
- Potential to keep transaction off balance sheet
- Continued operational control of facilities
- Increased borrowing capacity through strengthened balance sheet
- Locked-in occupancy costs and reduced after-tax costs due to the ability to expense rent payments

HOW WE WORK

Development / Transaction Process

Taking a development from the client's initial vision to a successful project requires a carefully thought-out process. Paragon's development process includes reassessing the project with its client at each phase to ensure that the end product remains viable in terms of economics, schedule and mission.

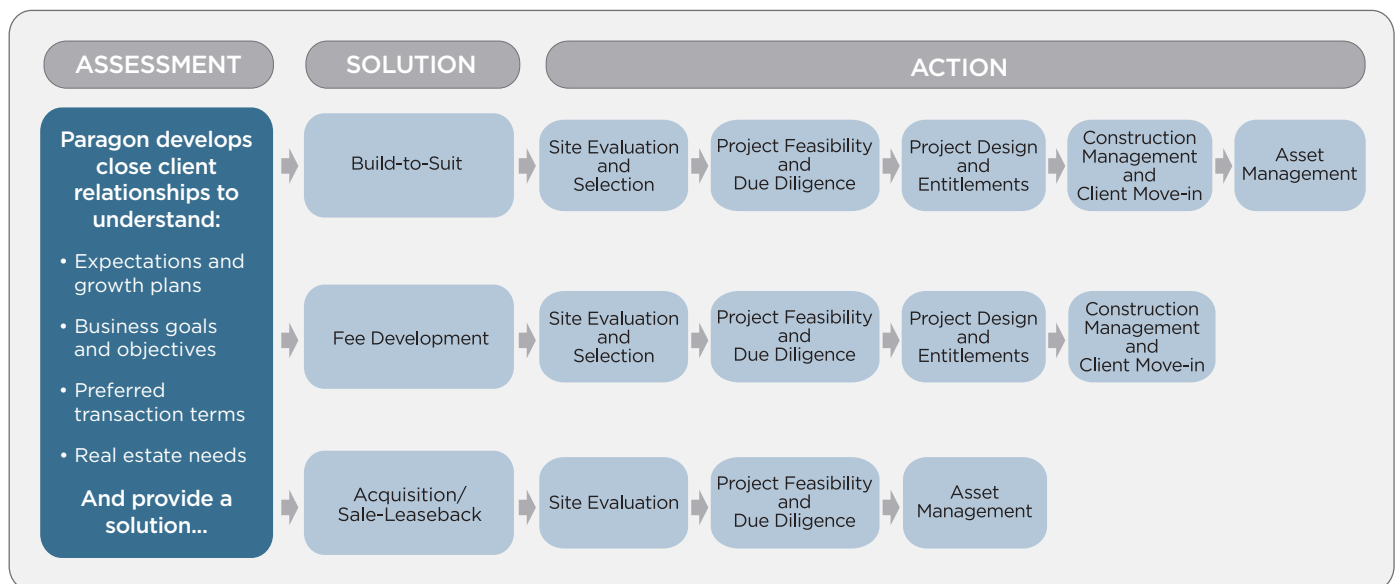
Paragon maps the detailed development process on a project schedule that estimates final delivery date and lists tasks to be done to stay on schedule. Paragon's proprietary, web-based project management program gives the client, contractors, architects and engineers instant access to the latest schedules, plans, specifications, lease documents, construction progress reports

and meeting minutes. Such collaboration speeds the delivery process and, in combination with Paragon's open book policy on project costs, keeps clients informed in real-time.

Saving time and money, clients, critical team members and the field superintendent can hold virtual meetings online with access to the on-site web cam to review project challenges and solutions. This fantastic tool saves the client travel expenses and keeps projects on time and on budget.

Whether build-to-suit, fee development or sale leaseback, Paragon pinpoints the client's needs and delivers solutions.

CLIENT'S NEEDS...PARAGON'S SOLUTION



Paragon began construction of this 19,000-square-foot childcare facility in Crystal Lake, Ill., in the middle of winter and finished a month ahead of schedule. Paragon also closed on the land and started construction in less than 60 days.



Committed Capital / Guaranteed Execution

An abundant capital supply enables Paragon to provide competitive lease rates and to fast-track construction. Also, as a private company, Paragon's entrepreneurial structure allows for quick decision-making and action.

Long-term relationships with lending institutions and banks throughout the country ensure Paragon obtains cost-effective capital at all times within the economic cycle. Paragon's clean balance sheet, excellent credit history and internally funded equity mean quick closings and access to a full spectrum of financial options. Paragon also can underwrite deals that others deem too risky because of tenant credit, lease term, market or asset type. In summary, Paragon's financing advantages include:

- Committed deal equity and debt financing to respond quickly and execute transactions
- Experienced real estate and credit professionals to effectively evaluate, structure, negotiate and close on targeted properties
- Ability to meet the demanding requirements of both institutional and individual sellers
- Fast, efficient, in-house underwriting, qualification and approval process
- Financial relationships and resources to fund and finance a variety of development and purchased projects

Paragon's Reach / National Partners

Paragon extends into every corner of the United States, with partners around the country uncovering hidden value and introducing valuable relationships in local markets. Applying its broad network, deep capital and proficient real estate expertise, Paragon reliably delivers clients' projects consistently in any market across the nation.

Paragon employs a fully integrated, multi-disciplinary development and construction management team for every project. Using strategic alliances with premier local, regional, and national architects, contractors and consultants, Paragon keeps projects on time and on budget anywhere in the United States.

Paragon's abundant capital supply, nimble entrepreneurial structure, and nationwide presence get client businesses up and running quickly.



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