



PAPPAS PROPERTIES

## Table of Contents

3	Company Overview
4 – 7	Business Strategy
8	Retail-Anchored Mixed-Use Development
9 – 12	Healthcare-Anchored Mixed-Use Development
13	Active Projects
14 – 18	Legacy Projects
19 – 22	Leadership
23	Contacts

# The Southeast's Premier Mixed-Use Real Estate Developer

9

completed  
projects

2

in-progress  
projects

13

dedicated  
team members  
cross-discipline

20

average years  
of senior level  
experience

\$4.2 B

total capital  
investment



PAPPAS PROPERTIES



# Business Strategy

Pappas Properties is committed to partnering with investors to develop experience-driven properties that maximize returns. Our deep expertise and understanding of the market allows us to deliver projects that enhance the experience of investors, tenants, end-users and our communities.



## Ours is an Experience-Driven Economy

It is no longer enough to simply build and develop spaces, instead end-users and tenants are drawn to communities that deliver vibrant, exceptional experiences. By focusing on how people interact with and connect to our developments, Pappas Properties has been able to differentiate itself with expertise and offerings that stand apart in a crowded market.



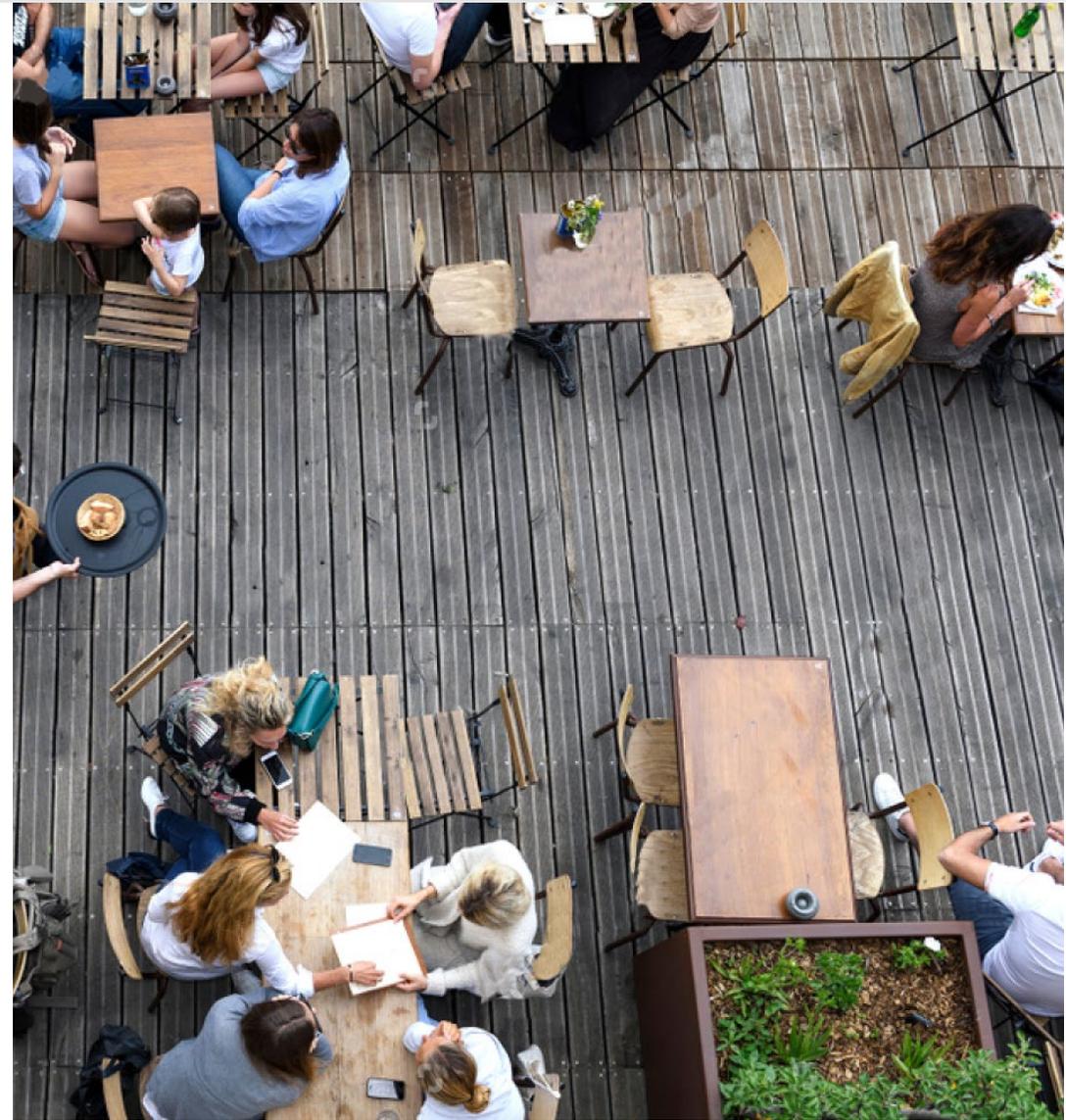
**74% of Americans of all ages prioritize experiences over products.**



**Consumers are willing to pay more, or travel farther, for an enhanced brand experience.**



**Everything – from everyday moments to exceptional experiences – is social currency. If they visit, they will share.**



## Pappas Properties: The Proven Partner

Developing experience-driven mixed-use communities can be a complex process that often includes numerous stakeholders, intricate approval processes and compressed schedules. That's why choosing a proven development partner is critical to success. Informed by deep expertise and connections, Pappas Properties understands how to successfully identify, secure and deliver facilities that meet business objectives, investment goals and strict timelines.



### Deep Experience

From planning and development to zoning and community buy-in, our team brings deep knowledge and a proven track record with public-private partnerships to ensure every project runs smoothly from start to finish.



### Efficient and Effective Decision-Making

Backed by years of expertise, our team makes efficient and effective decisions that keep projects on track by addressing potential challenges before they arise.



### Extensive In-House Expertise

With leasing, master planning and asset management all under one roof, our team streamlines development in a way that enhances both quality and efficiency.



### Fast Speed to Market

With a deep understanding of the importance of on-time project delivery – especially in areas and industries where competition is fierce – our team is adept at meeting tight timelines and crucial milestones.



### Key Partnerships

From our work with Terwilliger Pappas, a leading multifamily developer, to our relationships with key community stakeholders, the partnerships we've established over the past 25 years provide us with vital insights and relationships that facilitate and inform our development efforts.

PAPPAS PROPERTIES

## Combining Sound Strategy with Proven Experience

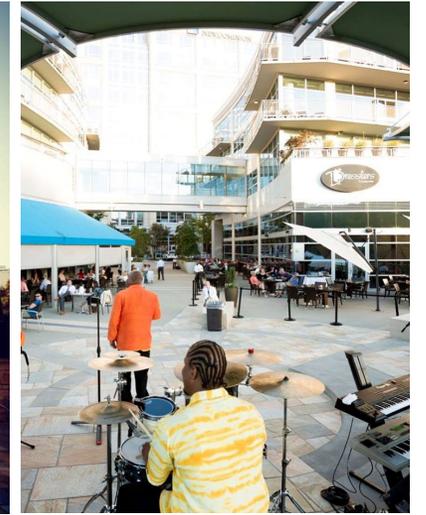
With growing competition from online retailers and service providers, retail-anchored mixed-use developments offer an opportunity to create destinations and experiences that draw customers in again and again. Pappas Properties' deep expertise in developing experience-driven environments informs our approach and drives success for our clients.

### Sound Strategy

Our understanding of market needs, strategic land assembly, public/private partnerships and the right tenant mix leads to successful developments. Our projects are shaped to align with market trends and community needs while maximizing clients' goals.

### Proven Experience

Our track record of executing public/private structures with complex zoning and entitlement needs enhances our ability to deliver the “right” experience.



PAPPAS PROPERTIES  
FEATURED PROJECT

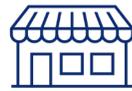
## Berewick Town Center

Charlotte, NC

### Project Overview

With shops, restaurants, offices and apartment communities, Berewick's 92-acre Town Center provides retail, restaurants, medical office and multifamily housing in a walkable amenity-rich environment. The completed Town Center is a quick drive, bike ride or walk for Berewick residents. Plus, proximity to three major interstates makes it a regional destination.

As part of the 38th fastest selling master planned community in the U.S., the center is anchored by a 53,000-square-foot Harris Teeter, a Walgreen's and more than 100,000 square feet of retail and restaurants.



Retail & Restaurant  
**53K SF Harris Teeter**  
**25K Retail Shops**



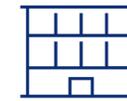
Residential  
**Berewick master-planned community:**  
**2400 homes and townhomes**



Multifamily  
**Solis Berewick**  
**Axis Berewick**  
**Solis Keltonwood**  
**773 total apartment units**



Hotel  
**Hampton Inn & Suites**  
**130 Rooms**



Medical Office  
**16K SF**  
**Novant**

PAPPAS PROPERTIES

## Creating a Top-Tier Healthcare Destination in a Competitive Market

Using a holistic approach that elevates the healthcare experience on every level, healthcare-anchored mixed-use developments stand out as the top choice for patients, providers and the local community. In a highly competitive industry with more options for care than ever before, healthcare-anchored mixed-use developments offer significant advantages over more conventional healthcare campuses.



### **Attract and retain top talent**

Offering top-tier amenities and a true sense of community, healthcare-anchored mixed-use developments can help hospitals draw top talent from around the country.



### **Enhance patient satisfaction and loyalty**

Healthcare-anchored mixed-use developments elevate the typical healthcare experience and create a destination of choice for patients seeking the highest level of care.



### **Enrich the greater community**

Featuring vibrant spaces designed to enhance daily life, healthcare-anchored mixed-use developments foster long-term relationships with patients, providers and the broader community.

## Healthcare-Anchored Mixed-Use: The Next Generation of Healthcare Development

Part of an emerging industry trend that is moving away from large campuses and individual satellite locations, healthcare-anchored mixed-use developments are intentionally designed to enhance the patient and provider experience while fully integrating into the fabric of the local community.

Pappas Properties' focus on healthcare-anchored mixed-use developments creates game-changing experiences for patients and healthcare professionals. From various living options, which can eliminate commute times for staff, to walkable restaurants where patients and visitors can recharge and refuel, these developments offer thoughtfully planned spaces that make healthcare – and a better healthcare experience – accessible to everyone.



### **Residential**

*Market-driven*

*Co-living*

### **Hospitality**

*Hotel*

*Restaurants*

### **Senior Living**

*Office*

*Retail*

*Green Space*

PAPPAS PROPERTIES  
FEATURED PROJECT

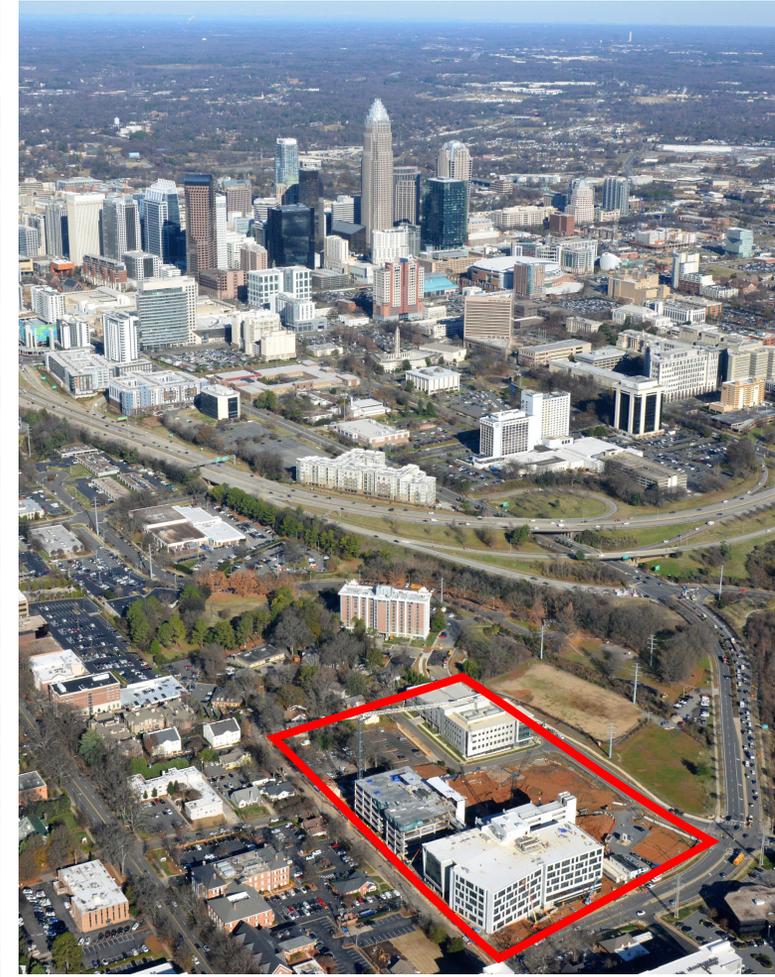
**Midtown**  
Charlotte, NC

**Project Overview**

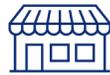
Adjacent to Pearl Park and Little Sugar Creek Greenway, Midtown will provide patients, providers, office tenants, visitors and hotel guests with an urban, walkable mixed-use environment.

Close to Charlotte's premier neighborhoods, major employers and several key highways, Midtown is centrally located and will give patients and their families easy access to both wellness, retail and hospitality facilities.

The nearby Metropolitan, originally developed by Pappas Properties, complements this site with 200K SF of corporate office, 400K SF of retail and restaurants, plus 101 condominiums, creating an amenity-rich destination.



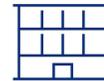
Medical  
**280K SF**  
*Atrium Health*



Retail & Restaurant  
**30K+ SF**



Hotel  
**150 keys**  
*Hilton Tapestry*



Office  
**430K SF**



Multifamily  
**230 Units**  
*Solis Midtown*

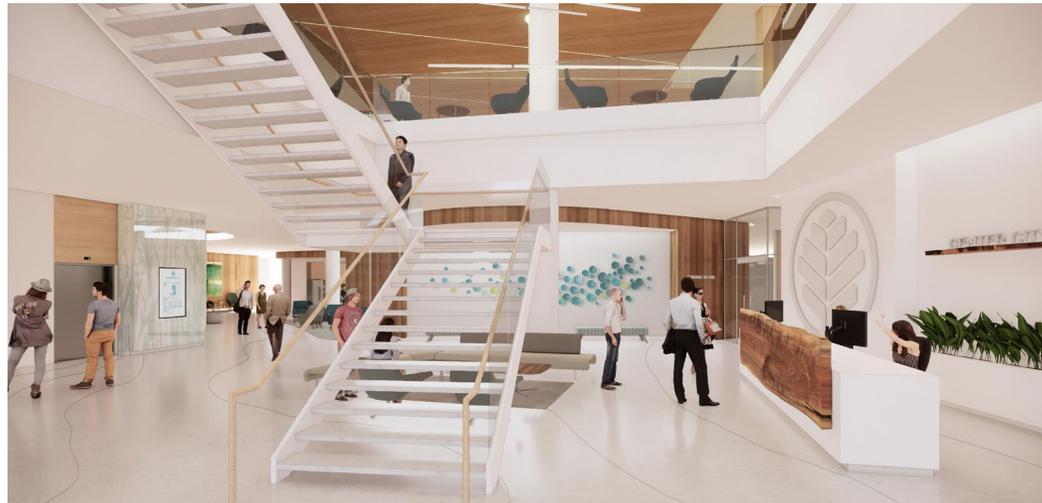
PAPPAS PROPERTIES

PAPPAS PROPERTIES  
FEATURED PROJECT

**Midtown**  
Charlotte, NC

**Project Overview (cont.)**

Pappas Properties Midtown is currently under development in Charlotte. Anchored by Atrium Health, this \$400M healthcare mixed-use development features 280K SF of medical outpatient space. Two state-of-the-art medical office buildings will be occupied by the Sanger Heart and Vascular Institute, as well as general clinical medical office space.



## Active Projects

With broad mixed-use experience across a range of project sizes and types, Pappas Properties brings the expertise necessary to ensure every development is a success.



Retail & Restaurant



Residential



Multifamily



Hotel



Office



Education



Community



Medical Office

### Berewick Town Center

Charlotte, NC  
Phase I – Complete  
*Harris Teeter & 25K of retail*  
Phase II – In Progress  
*Retail, Entertainment & Office*

**150K SF**

**2400  
Homes and  
Townhomes**

**773 units  
Solis Town  
Center  
Berewick  
Solis  
Keltonwood**

**130 rooms  
Hampton  
Inn & Suites**

**16K SF**

**Berewick  
Elementary**

**Village  
Town  
Center**

**Regional  
Park**

**16K SF  
Novant  
Health**

### Midtown

Charlotte, NC  
Phase I – Complete  
*Infrastructure, CRRRA  
Headquarters*  
Phase II – In Progress  
*MOB 1, & MOB 2, Parking Deck*  
Phase III – Planning  
*Hotel, Office*

**30K+ SF**

**NA**

**315 Solis  
Midtown  
Units**

**150 rooms  
Hilton  
Tapestry**

**430K SF**

**Mingle  
School of  
Real Estate**

**Greenway  
and public  
park**

**280K SF  
Atrium**

## Legacy Projects

With broad mixed-use experience across a range of project sizes and types, Pappas Properties brings the expertise necessary to ensure every development is a success.

	 Retail & Restaurant	 Residential	 Multifamily	 Hotel	 Office	 Education	 Community	 Medical Office
<b>Phillips Place   \$78M</b> Charlotte, NC   1999 <i>Mixed-Use Development</i>	<b>130K SF</b>	NA	<b>402 units</b>	<b>124 room Hampton Inn &amp;</b>	<b>Suites NA</b>	NA	NA	NA
<b>Land Design Headquarters   \$14M</b> Charlotte, NC   2001 <i>Corporate Office</i>	NA	NA	NA	NA	<b>32K SF</b>	NA	<b>Renovations of the Original Coca-Cola Bottling Plant</b>	NA
<b>Charlotte Cotton Mills   \$30M</b> Charlotte, NC   2003 <i>Urban Mixed-Use</i>	<b>4K</b>	NA	<b>183 urban loft units</b>	NA	<b>57K SF</b>	NA	NA	NA
<b>Birkdale   \$65M</b> Huntersville, NC   2003 <i>Master-Planned Golf Community</i>	<b>130K SF</b>	<b>890 homes</b>	<b>180 units</b>	NA	<b>130K SF</b>	NA	<b>Resident Golf Club</b>	NA
<b>Birkdale Village   \$84M</b> Huntersville, NC   2003 <i>Mixed-Use Development</i>	<b>333K SF</b>	NA	<b>320 units</b>	NA	<b>77K SF</b>	NA	NA	NA

## Legacy Projects

With broad mixed-use experience across a range of project sizes and types, Pappas Properties brings the expertise necessary to ensure every development is a success.

	 Retail & Restaurant	 Residential	 Multifamily	 Hotel	 Office	 Education	 Community	 Medical Office
<b>Chatsworth   \$4M</b> Waxhaw, SC   2004 Residential Lot Development	NA	<b>37 homes</b>	NA	NA	NA	NA	NA	NA
<b>Metropolitan   \$187M</b> Charlotte, NC   2011 <i>Urban Mixed-Use</i>	<b>397K SF</b>	<b>101 Condos</b>	NA	NA	<b>170K SF</b>	NA	<b>19-mile Greenway &amp; reclamation project</b>	<b>Atrium Health Corporate Medical Office Space</b>
<b>South Village   \$6.5M</b> Charlotte, NC   2017 <i>Townhomes</i>	NA	<b>96 Townhomes</b>	NA	NA	NA	NA	NA	NA
<b>Sharon Square   \$136M</b> Charlotte, NC   2019 <i>Mixed-Use Community</i>	<b>78K SF</b>	NA	<b>239 units</b>	NA	<b>83K SF</b>	NA	<b>Walkable Main Street</b>	NA
<b>Berewick   \$255M</b> Charlotte, NC   2020 <i>Master-Planned Community</i>	<b>250K SF</b>	<b>3K+ homes</b>	<b>1K+ units</b>	<b>130 Key Hotel</b>	<b>100K SF</b>	<b>Berewick Elementary</b>	<b>195-acre regional park</b>	NA

## Legacy Projects



**Phillips Place | 1999**  
Charlotte, NC

Centered in the bustling SouthPark neighborhood of Charlotte, Phillips Place is known for providing an upscale, curated experience for discerning shoppers and gourmets alike.



**LandDesign Headquarters | 2001**  
Charlotte, NC

Located in Fourth Ward in Uptown Charlotte, the LandDesign Headquarters are housed in the historic redesigned Charlotte Coca-Cola Bottling Plant. Redeveloped in 2001, the building still maintains the original exterior.



**Charlotte Cotton Mills | 2003**  
Charlotte, NC

Developed in conjunction with the Historic Landmarks Commission, Charlotte Cotton Mills is a uniquely urban development, making adaptive reuse of an historic 1895 cotton mill and Coca-Cola factory.



**Birkdale Master Plan Golf Community | 2003**  
Huntersville, NC

Located Northwest of Uptown Charlotte near Lake Norman, the master-planned golf course community of Birkdale offers something for everyone, including an 18-hole Arnold Palmer-designed golf course and events and activities at the Residents Club.

## Legacy Projects



**Birkdale Village | 2003**  
Huntersville, NC

Birkdale Village provides a complete one-stop shopping experience in an inviting atmosphere on a Nantucket-style main street setting.



**Chatsworth | 2004**  
Waxhaw, NC

This beautiful new residential community in Union County features 37 wooded homesites developed by Pappas Properties and homes by Turnberry Homes.



**Metropolitan | 2009**  
Charlotte, NC

Adjacent to uptown Charlotte, Metropolitan appeals to those wanting location and convenience, as well as access to the Little Sugar Creek Greenway, a 19-mile reclamation project completed as part of development.

## Legacy Projects



**Pulte South Village Townhomes | 2017**  
Charlotte, NC

Located at the northernmost Park and Ride station on the LYNX Light Rail, South Village is truly the gateway of South Charlotte to SouthEnd and Uptown Charlotte.



**Sharon Square | 2019**  
Charlotte, NC

Sharon Square brings a distinctive look and feel to the SouthPark neighborhood, as well as Charlotte's first Whole Foods, The SunTrust regional headquarters, Starbucks and Solis' luxury apartment residences.



**Berewick Residential | 2020**  
Charlotte, NC

Based in rapidly growing Southwest Charlotte, Berewick offers excellent access to Charlotte-Douglas International Airport and all of Charlotte's major employment centers, becoming the 38th fastest selling community in the U.S.

## Executive Leadership Team



**Peter A. Pappas**  
CEO and Founder

With 21 years of experience developing mixed-use properties in the Southeast, Peter understands the importance of creating destinations that people want to enjoy. Peter founded Pappas Properties in 1999 after seven years as partner at The Harris Group. Peter led development and marketing for major projects including Phillips Place; Ballantyne, a 2,000-acre mixed-use community; Morrocroft, a 178-acre multi-use project; and 330 South Tryon.

Since 2013, Peter has expanded his focus and joined industry icon Ron Terwilliger to form Terwilliger Pappas, the Southeast's premier multifamily developer.

### Honors

Trustee and Governor of the Urban Land Institute and Chairman of its 2012 Spring Meeting, Realtor® Citizenship Award, Charlotte Region Commercial Realtor of the Year, SouthPark Citizen of the Year, Charlotte Executive Leadership Council member

### Education

North Carolina State University, Bachelor of Arts – Business Management and Economics



**Tom Walsh**  
Managing Director

Tom joined Pappas Properties in 2017. His role at the company involves financing, deal structure, asset management, and lease and sale transactions.

Prior to joining Pappas Properties, Thomas spent three years at Tishman Construction, an AECOM Company in New York City. During his tenure, he held roles and responsibilities in program management, finance, accounting and data management. He also worked with multiple government municipalities and agencies (local, city, state and federal) on the Hurricane Sandy Build-It-Back project.

### Education

The University of North Carolina at Chapel Hill, dual Bachelor of Arts – Economics and Communications

## Executive Leadership Team



### **Mark Furlan**

Director of Healthcare Development

Having delivered more than 45 healthcare projects in nearly every regional market in the United States, Mark has seen the impact that a positive patient and provider experience can have on a healthcare property. And with more than 28 years of experience, Mark knows how to successfully navigate the complexities and efficiently deliver projects of all types.

Prior to joining Pappas, Mark was with Lend Lease Healthcare Development since its 2011 acquisition of DASCO where he was a partner and head of development and leasing, Mark was also previously with MMBC (now Ventas) and Universal Medical Buildings (now Landmark). Mark is responsible for both the acquisition and delivery of Healthcare projects and manages both the internal and external teams associated with bringing the vision to reality for our clients.

### **Education**

Loyola University of Chicago, Bachelor of Business Administration – Economics



### **Brian Roth**

Vice President of Marketing

Brian has spent the past 25 years earning a reputation as a luxury lifestyle marketer. A native Charlottean, he spent 17 years in New York where he held senior Sales and Marketing positions with such brands as Lacoste, Bobby Jones, Hugo Boss and Joseph Abound.

Brian is responsible for Pappas Properties' marketing. He and his teams at our Metropolitan and Berewick projects are responsible for a pre-sale campaign at Metropolitan. Berewick remains one of Southwest Charlotte's most successful residential communities for four consecutive years with more than 2,000 homes sold.

### **Education**

North Carolina State University, Bachelor of Arts – Business Management

## Executive Leadership Team



**Mike Moore**  
Vice President of Construction

Mike joined Pappas Properties in 2017. He is responsible for the construction management of all capital improvements and tenant up-fits at all properties, along with managing the completion of construction activities, tenant up-fits, and the next phase.

Prior to joining Pappas, Mike served as Director of Post-Construction for Campus Crest Communities and Vice President of Salem Services Group where he gained his construction management experience in both the commercial and multifamily sides of the industry.

### Education

University of Tennessee,  
Bachelor of Business  
Administration – Management  
and Marketing Collateral



**Jim Schumacher**  
Construction Consultant

Jim is a former City Engineer/Director of Engineering and Assistant City Manager for the City of Charlotte. As City Engineer, he directed all department functions, including the design of public buildings and infrastructure, construction management, real estate acquisition and sale, land development permitting, drainage and water quality programs, and building and landscape maintenance.

Jim led the site acquisition, design and construction of Spectrum Arena and the NASCAR Hall of Fame. Upon leaving the City, Jim led the design and development of the Charlotte Knights AAA Baseball Stadium in Center City Charlotte.

### Education

West Virginia University, Bachelor  
of Arts – Civil Engineering



**Aly Davis**  
Corporate Controller

Aly is responsible for financial and tax reporting, budgeting, as well as treasury functions for Pappas and its related projects and properties.

Prior to joining Pappas Properties, Aly was a Senior Accountant at Terwilliger Pappas where she gained experience in the commercial real estate industry. Aly began her accounting career at Greer Walker CPAs in Charlotte, NC where she worked as an auditor.

Aly is a licensed CPA in the state of North Carolina and a member of the NCACPA.

### Education

University of North Carolina  
Wilmington – BSBA and Master's  
in Accounting

**PAPPAS PROPERTIES**

## Executive Leadership Team



**Kelly Nowokunski**  
Assistant Corporate Controller

Kelly is responsible for financial statement preparation, completion of quarterly financial reports, budget preparation, and assisting the Corporate Controller with various other projects. She is also responsible for managing the payroll and HR functions.

Kelly has over twelve years of experience in real estate accounting. Prior to joining the company, she was Corporate Controller for Crosland with responsibility for the consolidation and financial reporting for a multicompany ownership structure with complex tax and accounting issues. In addition, she was responsible for the preparation of annual audited statements and coordination of the external audit.

### Education

Appalachian State University - BSBA and Master's in Accounting



**Katie Caltis**  
Property Management

Katie joined Pappas Properties in June of 2017. She is responsible for the management, operations, budgeting, and reporting for all of Pappas Properties' active and underdeveloped properties. She also helps coordinate and ensure successful tenant relationships.

Katie has 15-plus years' experience in different roles in the professional real estate world and holds her NC Real Estate License. Prior to joining Pappas Properties, Katie managed client relations and operations for Carriage Cleaners.

### Education

Meredith College – Bachelor's Degree - Business



**Tori Alexander**  
Development Coordinator

Tori joined Pappas Properties in April 2017 and supports the development and marketing departments. She creates marketing materials for the firm's development projects, plus administers project plans and documents. She maintains websites and social media for Pappas Properties and its properties, coordinates press releases and media communication, and assists with marketing and broker events for the firm and its properties.

Before joining Pappas Properties, Tori was an intern with Primax Properties where she assisted the Chief Financial Officer and property management department.

### Education

Appalachian State University,  
Bachelor's Degree – Communication

**PAPPAS PROPERTIES**

## Contact

Peter Pappas

[ppappas@pappasproperties.com](mailto:ppappas@pappasproperties.com)

(O) 704-716-3900

(C) 704-579-4237

Mark Furlan

[mfurlan@pappasproperties.com](mailto:mfurlan@pappasproperties.com)

(O) 704-716-3928

(C) 214-674-4055

Tori Alexander

[tori@pappasproperties.com](mailto:tori@pappasproperties.com)

(O) 704-716-3927

(C) 704-560-6211



4777 Sharon Road, Ste. 550  
Charlotte, NC  
704.716.3900

PAPPAS PROPERTIES