



DEVELOPMENT • COMMERCIAL • RESIDENTIAL • INVESTMENT



SINATRA
& COMPANY
REAL ESTATE



This company is rooted in **PUTTING PEOPLE FIRST**. We will strive to make a positive impact in our community and to improve the lives of the people we touch. Our company's goal is to grow through shared sustainability with our projects, our people and our communities.

ONE TEAM - ONE DIRECTION!



LETTER FROM THE PRESIDENT



In the six years spent leading this company from its infancy, to an owner and manager of over \$585 million in real estate assets, it's vital to reflect upon where we started, but more importantly, map out where we will go. Consider the observation by Kahlil Gibran, "Progress lies not in enhancing what is, but in advancing towards what will be." Our progress as a company cannot rely upon the static or the status quo, but must embrace change and the growth that will come with it. To that point, as we look to diversify outside of our original Western New York heritage, our company will collectively advance to new markets, with new project partners and employing new practices to become the best we can be. Our Buffalo portfolio is strong, and serves as the model of practice for the management of expansion portfolios. We continue to look for smart acquisitions, though the current market may require us to increasingly look outside the area, as has been demonstrated by our San Diego and Chicago acquisitions. One of the defining recent organizational characteristics has been to ensure we have the right people in the right places. Our team is strong, and I am confident they will be the leaders key to taking us forward into new markets. The next five plus years will be busier than the previous. We embrace this change and are well prepared for it.

Nick

Nicholas Sinatra, *President and Founder*

IN 2010, NICK SINATRA FOUNDED

the real estate firm, Sinatra & Company Real Estate, focused on value-add real estate investment and development in Western New York. The entrepreneurial company invested heavily in the multi-family real estate sector, with rapid diversification into retail, office and mixed-use properties.

Three years after its founding, Nick expanded the firm's footprint outside of its Western New York roots. This expansion included both development of management of assets. Through this expansion, Sinatra & Company Real Estate broadened relationships with both family office and institutional capital sources.

Today, Nick as President, directly oversees the \$585 million in assets under the firms management throughout New York, Illinois, and California. In addition to these current



planned strategic investments, Nick, and his team of more than 150, work in tandem to be a premier provider of real estate investment, management and development services.

Prior to founding Sinatra & Company Real Estate, Nick Sinatra served as Associate Political Director at the White House, where he managed President Bush's Political Affairs in the Northeastern part of the United States.

Before joining the Bush Administration in April 2005, Nick was approved by Governor George Pataki to the state's primary economic development agency, Empire State Development.


A graduate of Yale University, Nick also received his MBA with a concentration in Real Estate Finance at the Wharton School of Business at the University of Pennsylvania.

“ We’re making big bets on Buffalo.
You also have to make big bets on
the children of Buffalo, because you
can’t have a successful city without
a successful school system. ”

- Nick Sinatra

To The Buffalo News, on partnership with
Say Yes To Education Buffalo.





“Progress lies not in
enhancing what is,
but in advancing
towards what will be.”

- Kahlil Gibran

THE SINATRA & COMPANY REAL ESTATE STORY

SINATRA & COMPANY REAL ESTATE IS A visionary real estate firm founded in Buffalo, New York by Nick Sinatra. It is a privately held, full-service real estate investment, development and management company, which focuses on value-add acquisitions and development. At inception, the firm's focus was to source and invest in properties that had not yet, or were no longer meeting, their full potential in the market. After seeing the impact of capital resource investment in area neighborhoods, Sinatra & Company Real Estate expanded its portfolio to include commercial property.

Fast forward to today, the firm is comprised of a seasoned team, who work in tandem to forge continued growth in assets, and services, including development, rehabilitation, professional brokerage, advisory and property management as its core services. The financial returns resulting from strategic acquisitions, along with the company's commitment to projects that attract ripple effect growth has strengthened relationships with capital partners who hold the same vision. Philosophically, Sinatra & Company Real Estate remains driven by smart growth decisions, skilled capital management and impactful projects that are location-driven. Sinatra & Company Real Estate seeks to be not only a leader in its field, but also a leader in the communities it serves. Placing people before profits, and continuing to invest not only in property, but also in the surrounding neighborhoods and beyond.





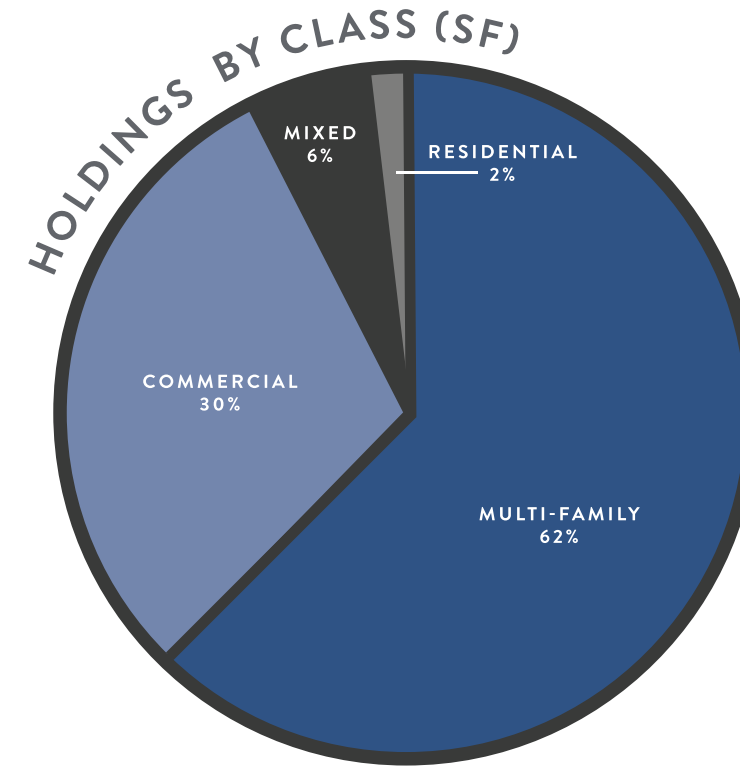
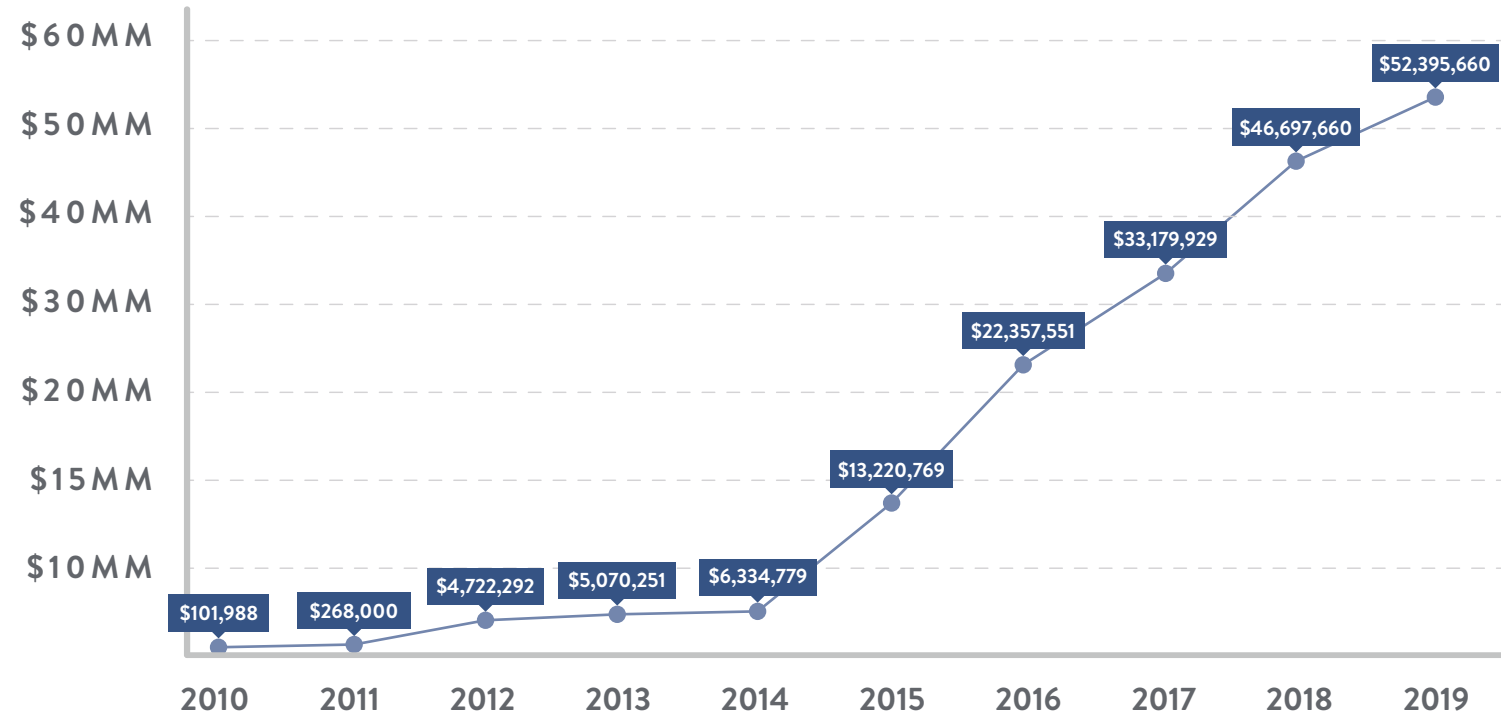
WWW.SINATRAANDCOMPANY.COM



MARKET ARCADE
617 MAIN STREET #200
BUFFALO, NY 14203

FOUNDED IN
2010

RENT GROWTH PATTERN



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ASSET CLASSES: MULTIFAMILY, RESIDENTIAL, OFFICE, MEDICAL OFFICE, RETAIL, MIXED-USE, INDUSTRIAL, AND OFFICE FLEX

MARKETS SERVED: BUFFALO-NIAGARA • CHICAGOLAND • SOUTH BEND • SYRACUSE • DALLAS

165
EMPLOYEES

5,109
RENTAL UNITS



COMMERCIAL SQUARE FEET
975,000

\$585,500,000
ASSETS UNDER MANAGEMENT

DEVELOPMENT

CASE STUDY: THE PHOENIX BREWERY APARTMENTS



PHOENIX
BREWERY APARTMENTS

Sinatra & Company Real Estate's value-add method resulted in an organic passage into development projects. The recent completion of Fenton Village, Wayne and Waldorf, Elmwood Avenue and Phoenix Brewery Apartments, reflect the firm's capacity to bring new life to complex historic and adaptive reuse projects.

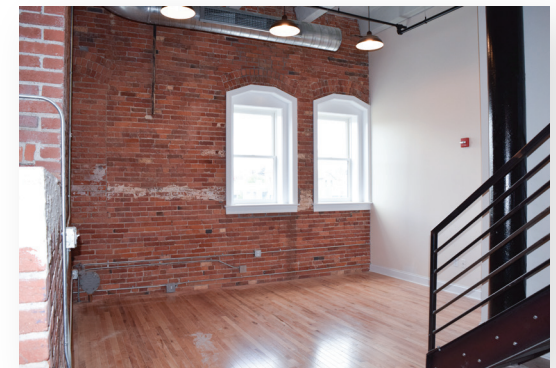


**THE PHOENIX BREWERY
APARTMENTS
847 WASHINGTON STREET
BUFFALO, NEW YORK 14222**

**NEIGHBORHOOD:
BUFFALO NIAGARA
MEDICAL CAMPUS**



COMPLETED IN SUMMER OF 2016, adaptive reuse project, The Phoenix Brewery Apartments turned the former The Phoenix Brewing Company building, turned furniture warehouse facility, into 31 luxury apartments. Designed by Carmina Wood Morris, with each of its loft style units having a unique design. A reflection of what today's urban dweller seeks, with in-unit laundry, gourmet kitchens, indoor parking, and outdoor gathering spaces. Also incorporated into this historic site are commercial loft office units.



CLASSIFICATION:
Adaptive Reuse

PROJECT COMPLETE 2016

\$7.7 million

PROJECT BUDGET

3,400

COMMERCIAL SQUARE FEET

31
RENTAL UNITS


SAYYES
TO EDUCATION
sayyestoeducation.org

COMMUNITY BENEFIT:
10%
OF PROFITS DONATED
TO SAY YES TO
EDUCATION
BUFFALO

COMMERCIAL

CASE STUDY: THE WOODLANDS CORPORATE CENTER

The commercial property portfolio centered in Western New York added diversity and provided the opportunity to capitalize on strength in operations and management to balance its residential assets. Our approach to commercial investment is highly reliant upon an asset being a natural extension of multifamily interest, or a strategic acquisition in areas the company has confidence in.



WHEATFIELD, NEW YORK

3780 COMMERCE CT

3794 COMMERCE CT

3790 COMMERCE CT

3949 FOREST PKWY

3784 COMMERCE CT

3829 FOREST PKWY

3799 COMMERCE CT

REGION: WESTERN NEW YORK



ACQUIRED IN 2015 THROUGH A JOINT VENTURE, this commercial property portfolio, spread over 120 acres of wooded parkland allowed Sinatra & Company Real Estate to increase its portfolio by 212,000 square feet, offering Class A, NNN leasing options to industrial, flex, medical and office users. This standout property was prized for its close proximity to international bridge crossings, and transit corridors with strong suburban value and design choices for tenants.



29
RENTAL UNITS

PROJECT OBJECTIVE

Operate stabilized asset using best practices in commercial management to maximize revenue.

CLASSIFICATION:

Industrial Office Flex

ACQUISITION:

Summer, 2015

\$30 million

PROJECT INVESTMENT

212,000

COMMERCIAL SQUARE FEET



INVESTMENT

CASE STUDY: PATIO VILLAGE APARTMENTS

Sinatra & Company Real Estate's growth is based on principles of future site vision, balanced with current and projected future returns and opportunities. Sinatra & Company relies on data-driven evaluative methods, coupled with round-table consideration for the risks and rewards of proposed projects. This approach has fueled its strength, and allowed the company to systematically increase its project scope.



**8501 GLENHAVEN STREET
SAN DIEGO, CALIFORNIA**

REGION: SAN DIEGO, CA



ACQUIRED IN 2015 AS AN UNDER-MANAGED ASSET held by a foundation. At acquisition, a locally-based management partner was put in place to implement Sinatra & Company Real Estate's management approach – utilizing local, on-site professional management, guided by the principals and oversight of the Buffalo-based team. Through a strategic, year-long plan of capital improvements, and unit renovations to improve the tenant experience, the property has a market value that has increased over 40%.



52
RENTAL UNITS

PROJECT OBJECTIVE

Acquire, add value through capital improvements, cosmetic renovations and best-practices in management.

CLASSIFICATION:

Value Add Investment

ACQUISITION:

\$8.4 million

\$11.8 million

MARKET VALUE



MULTIFAMILY

CASE STUDY: ORCHARD VILLAGE APARTMENTS

Multifamily investment, development and operations are the core of Sinatra & Company Real Estate's success. Its team, infrastructure and operation systems are built to support, sustain, and strategically grow this real estate asset class around this foundation. Multifamily interests are diverse across product type and region. Holdings reflect the core belief in this investment asset's strength, along with its interest in reflecting the housing needs and interests of today and tomorrow.



**1240 W. INDIAN TRAIL ROAD
AURORA, ILLINOIS**

REGION: CHICAGOLAND



FURTHERING ITS REACH OUTSIDE THE REGION, the acquisition of Orchard Village Apartments allowed a replication of its value-add program on an increased asset size, in a larger market. Integrating the approach of site-based management, with the support and resources available through Sinatra & Company Real Estate, the investment into Orchard Village Apartments will serve as a model for future strategic growth.



Expansion beyond existing core markets is part of the Sinatra mission to expand into areas that can fold into a centralized management program.

 **272**
RENTAL UNITS

PROJECT OBJECTIVE
Strategic acquisition of stabilized asset to catalyze entry in Chicago market.

CLASSIFICATION:
Value Add Investment

ACQUISITION:
\$34.5 million

\$37.2 million

PROJECT BUDGET

244,800

SQUARE FEET



REAL ESTATE. REDEFINED.





INDUSTRY PARTNERS

Essex Homes
Lawley Insurance
Ontario Specialty Contracting
JT Vaeth
Masiello Martucci Calabrese and Associates
Calamar Construction
Stadt Group

KEY TENANT RELATIONSHIPS

Cornell University
Empire State University
Kaleida Health Labs
Eastern Niagara OB/GYN
Allentown Pediatrics
Paula's Donuts
Flynn Battaglia Architects
Enterprise Rent-A-Car
Sherwin Williams
Rite-Aid
Sinatra's Restaurant

CAPITAL AND LENDING PARTNERS

Pritzker/Vlock Family Office
Colony Capital
Prospect Capital
Five Star Bank
M&T Bank
Northstar
Northwest Savings Bank
Berkshire Bank
Bank on Buffalo
United Bank
Torchlight Capital

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