



Tauro Capital Advisors, Inc.

Run with the Bulls



Tauro Capital Advisors, Inc.
Mantra

**Tauro Capital Advisors deliver Debt and
Equity Capital Solutions, Asset
Management, and Sound Advice to
Clients with integrity and transparency**



Tauro Capital Advisors, Inc.

Letter from the Founders

Thank you for your interest in Tauro Capital Advisors, Inc. (“Tauro”) and the investment of your time to learn more about the firm. Tauro was created with a unique and collaborative culture unparalleled in the industry, supported by the mission of providing the resources and support necessary for its professionals to seamlessly solve clients’ financing needs and challenges with integrity and transparency.

We are bullish on delivering the best outcomes for our clients through innovative and sound financing solutions, based on 70 years of collective real estate experience among our leadership team. As passionate advisors, we dream big, and we aim to deliver results beyond expectation.

This means we constantly push the envelope in solving our client’s financing needs and exceeding client expectations.


At Tauro, we believe that great people are the key to great companies. Tauro is always seeking intelligent, hard-working, passionate individuals that want to be part of a culture and company that is very different. We take pride in empowering our team to think outside of the box, take risks, speak up and possess a work ethic that inspires those around them.

For our dedicated team members, we provide the tools needed for success. We foster a rewarding environment that is filled with collaboration, personal development, mentorship, and unique benefits. We strongly believe that the more we invest in our teams, the better equipped they are to take the bull by the horns with each capital assignment, carefully structuring capital solutions to fit each client’s specific needs.

As we continue to redefine capital advisory, holding steadfast in our mission to maintain integrity and transparency, it’s our commitment to deliver results beyond expectation and establish trusted relationships.

We look forward to empowering you to join the bullpen and achieve success within our supportive and dynamic environment.




Stephen Stein
Managing Partner


D. Scott Lee
Managing Partner



Tauro Capital Advisors, Inc.

Origin

Tauro Capital Advisors, Inc. (“Tauro”) is a fully integrated financial services company with a diverse background in all aspects of commercial real estate. Founded in 2014, its principals have more than 65 years of combined experience rooted in investment real estate and capital markets that enables the team to provide clients innovative and sound solutions for debt and equity requirements and advisory services related to opportunities, re-capitalizations, dispositions, asset management, portfolio and capital structuring, due diligence/analysis manpower, and down-market situation strategies.

With longstanding lender and equity investor relationships, vast experience in structured finance, and access to capital from traditional and non-traditional sources, Tauro has an unparalleled track record of success. The firm’s principals are steadfast in providing the resources and support necessary for its professionals to flawlessly execute in solving client’s financing needs and challenges with integrity and transparency.

Working alongside clients as a true advisor, Tauro’s team achieves results that far exceed expectations and establish trusted relationships.





Tauro Capital Advisors, Inc.

Guiding Principles

1. **Passion**
Get out there and really make a difference - Speak up, think positive, take risks, look for solutions -Motivate others through leadership
2. **Dependability**
Team members get things done on time and meet expectations
3. **Structure and Clarity**
Clear goals with well-defined roles
4. **Meaning**
The work we do has personal significance
5. **Impact**
Work is purposeful and positively impacts the greater good
6. **Psychological Safety**
Everyone is safe to take risks, voice their opinions, and ask judgment-free questions. This is a culture where team members can speak freely
7. **Collaboration**
A working practice whereby individuals work together on a defined and common purpose, and to achieve personal and business benefit
8. **Integrity**
The word Integrity evolved from the Latin adjective integer, meaning whole or complete. It is a personal choice to hold oneself to the highest state one can be
9. **Mindfulness**
Look inward and stay connected
10. **Balance**
Happiness: Family, Health, Spirituality, Business, Philanthropy
11. **Know Yourself**
Embrace who you are
12. **Diversity**
Embrace and respect the differences of others and appreciate that diversity empowers organizations' practices and idea generation



Tauro Capital Advisors, Inc.

Stephen Stein

Founding Principal



Stephen Stein has arranged more than \$3 billion of investment sales and financing during his 30-year career and has helped clients source capital for all types of construction, bridge and permanent financing. He is able to creatively solve for complex assignments through long-standing and deep lender relationships.

Mr. Stein began his career at Marcus & Millichap in 1990 as a sales agent representing principals in the sale and purchase of investment real estate. In recognition of his rapid success in the sales force and mentoring of young agents, the principals of Marcus & Millichap invited Mr. Stein into the management team to lead and turn around an office of 40 agents. He was soon thereafter promoted to oversee managers of multiple offices and more than 200 agents.

Upon leaving Marcus & Millichap in 2012, he joined George Smith Partners, Inc. sourcing debt and equity for principals for the construction, acquisition or refinance of various commercial property types across the country.

Stephen Stein | Managing Partner

sstein@taurocapitaladvisors.com

(213) 268 4006



Tauro Capital Advisors, Inc.

D. Scott Lee

Founding Principal



Scott Lee is a commercial real estate and finance professional with 35 years of experience in lending, work outs, capital markets, development, joint ventures, acquisitions, consulting, asset management, bankruptcy process management and litigation support. His experience and time in the industry have allowed him to develop an extensive and deep network of clients, lenders and equity providers.

Mr. Lee began his career in 1984 working for Chase Manhattan Bank's Real Estate Lending Group and spent the next 16 years at Chase, Bank of Montreal, and Bank of America. In 2002, Mr. Lee transitioned to the principal/equity side of the business. He was ultimately recruited by GE Capital to open the Los Angeles Joint Venture Equity office where he originated \$250 million in GE investment in Joint Ventures (\$1 Billion in Acquisitions).

In 2009 Mr. Lee formed LT Ventures to provide:

- Distressed debt and bankruptcy advisory
- TIC re-organization advisory
- Interim operations management, investment review, and brokerage services

D. Scott Lee | Managing Partner

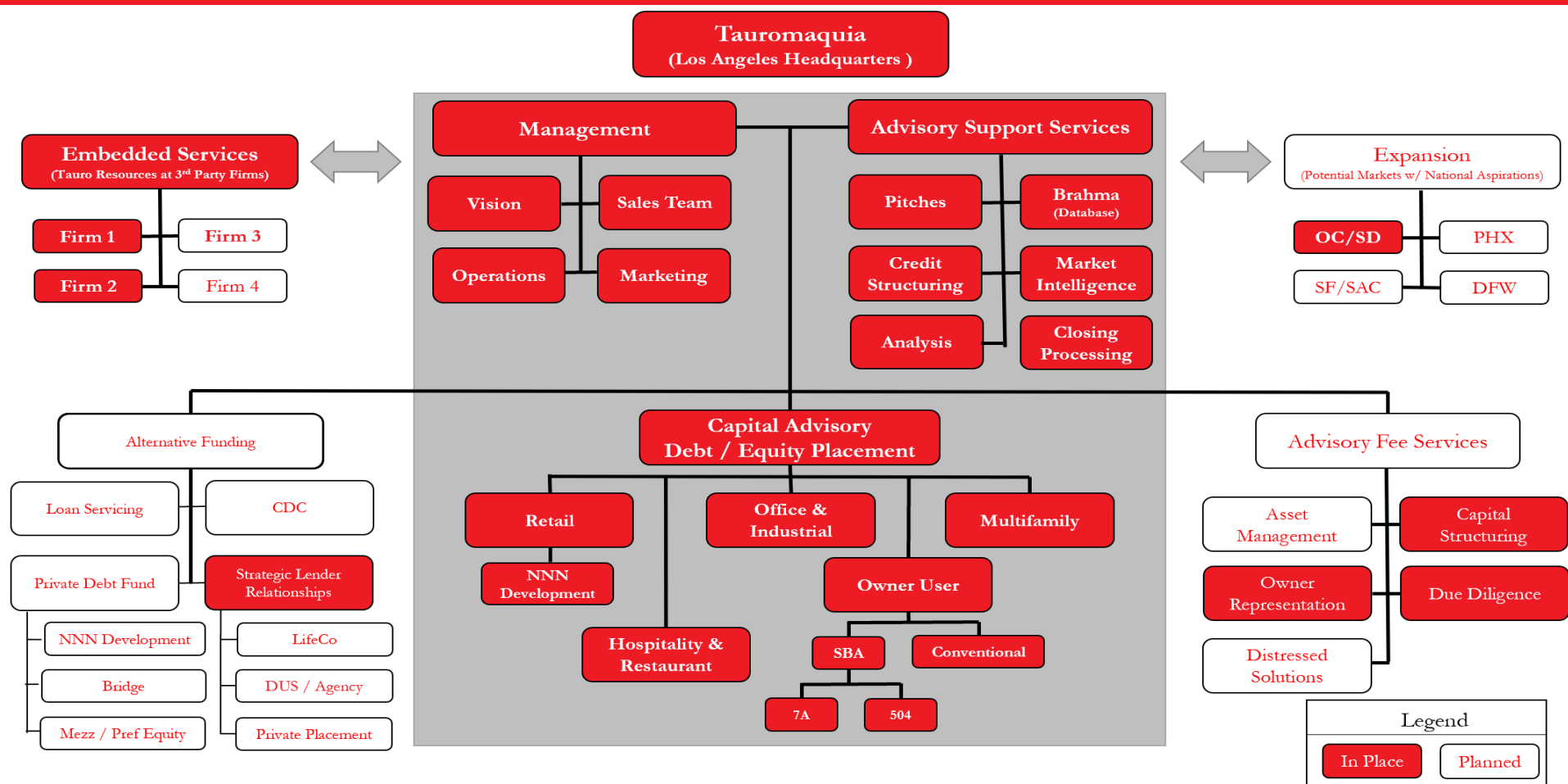
dslee@taurocapitaladvisors.com

(213) 760 8111



Tauro Capital Advisors, Inc.

Organizational Vision Plan

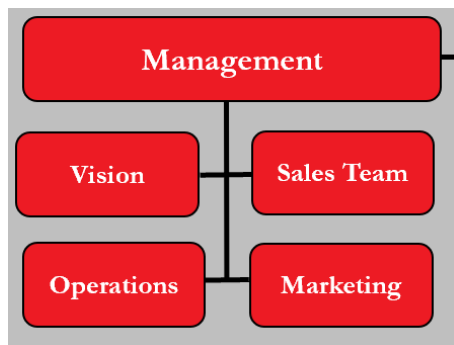




Tauro Capital Advisors, Inc.

Vision Plan

Management



Management of Tauro Capital Advisors, Inc. will function as the guiding light of the firm providing overall direction and business functions/procedures

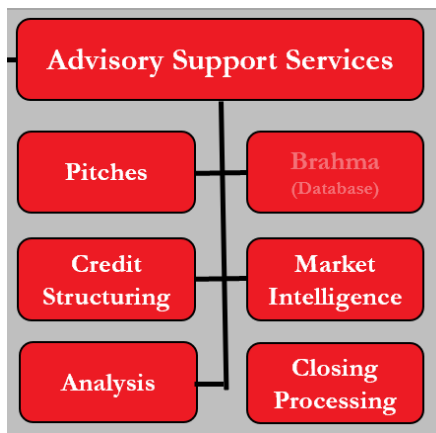
- Execute, expand, and revise the vision of the firm's founders with respect to:
 - Culture
 - Values
 - Practices
 - People
 - Narrative
 - Environment
- Manage sales team (Capital Advisors)
 - Recruit
 - Educate
 - Retain
- Oversee operations of the firm including:
 - Accounting
 - Procedures & Processes
 - Strategies
 - Licensing



Tauro Capital Advisors, Inc.

Vision Plan

Resource & Support Center



The primary function of Advisory Support Services is to provide support to the various business activities (verticals) of Tauro with an emphasis on the Capital Advisory vertical.

Key areas of support:

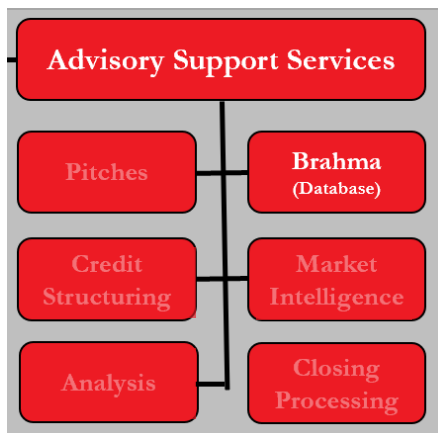
- Pitches
 - Assist in bidding process (winning assignments)
 - Deliver marketing and pitch books to capital providers and investors
- Credit Structuring
 - Manage underwriting process
 - Work with clients and capital providers to process closing and funding
- Analysis
 - Feasibility analysis
 - Accommodate clients with market information
- Closing Process
 - Satisfying requirements of capital providers
 - Assisting in legal process
- Market Intelligence
 - Argus and Excel modeling
 - Financial Statement review and analysis
 - Research deal market, location, and physical attributes
 - Background checks and other
 - Utilize third party data to create deal metrics



Tauro Capital Advisors, Inc.

Vision Plan

Resource & Support Center cont.



Key features:

- Thousands of capital providers in Tauro's network
- Transaction tracking following the full lifecycle of each deal from identification through close detailed information about past, current, and potential clients
- Encourages collaboration to identify potential capital providers
- Basis for Weekly pipeline
- The Resource and Support Center oversees and manages Brahma
 - Ensuring information is accurate, timely, and useable
 - Forming insights and performing analysis based on historical trends
 - Manages client coverage for Tauro

Brahma is a proprietary and comprehensive Capital Advisory database

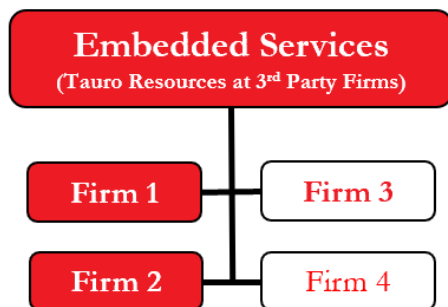
- Property, capital, and client database with actual transactions
- Updated every day with timely information and new entries

Ant. Close Date	M	Status	Name	Adv	Resource Center Point	Product Type	Capital Types	Size
19	-	Marketing	Ventura Multifamily	Fpap	Jack	Multifamily	Common Equity	\$15.1
20	-	Marketing	"A" 1920 Whitely	Ajohn	Jack	Multifamily	Construction	\$8.1
21	-	Marketing	"T" Village 1373, Greensboro MF	mmuel	Jack	Multifamily	Common Equity	\$8.6
22	-	Marketing	Hacienda Heights Plaza	Matt	Andrey	Retail	Perm	\$4.5
23	-	Marketing	"T" "A" Burbank SBA 2021	Ajohn	Jack	Office	Perm	\$8.9
24	8/1/2021	Marketing	"A" Wilmer Industrial Warehouse (DEBT)	Ajohn	Jack	Industrial	Construction	\$51.6
25	-	Marketing	"A" Wilmer Industrial Warehouse	Ajohn	Jack	Industrial	Common Equity, Construction	\$88.7
26	-	Marketing	Heritage Oaks Shopping Center	Tony	Jack	Retail	Perm, Bridge	\$10.9
27	2/22/2021	Application	Walgreens Phoenix Ref	Mingi	Mingi	Retail	Perm	\$3.7
28	2/26/2021	Application	Camarillo St Multi	Fpap	Andrey	Multifamily	Perm	\$1.0
29	3/15/2021	Application	Four Creeks Townhomes	mmuel	mmuel	Multifamily	Perm	\$12.5
30	-	Application	Eagle Rock Development	Fpap	Andrey	SFR (Construction)	Construction	\$12.5
31	2/26/2021	Application	Treehouse Co-Living, Gramercy	Deryl	Jack	Multifamily	Construction	\$7.5
32	10/30/2020	Application	Via Marisol	Ayous	Jack	Multifamily	Perm	\$6.5
33	-	Application	Franklin 10U	Tony	Jack	Multifamily	Perm	\$3.6
34	3/23/2021	Application	"T" Panama City Multi	Fpap	Andrey	Multifamily	Perm	\$1.1
35	2/28/2021	Application	Creative Industrial Ghost Kitchens	Matt	Jack	Industrial	Construction	\$12.5
36	2/28/2021	Application	CVS Ogden, UT	Mingi	Mingi	Retail	Perm	\$1.9
37	2/26/2021	Application	14535 - 14545 Calvert Street	Ajohn	Jack	Special Purpose	Land Loans	\$1.6
38	3/10/2021	Application	Colorado Blvd - SBA	Fpap	Fpap	Office	Perm	\$3.6
39	2/26/2021	Application	Bakersfield Multi	Matt	Andrey	Multifamily	Perm	\$0.5



Tauro Capital Advisors, Inc.

Embedded Services

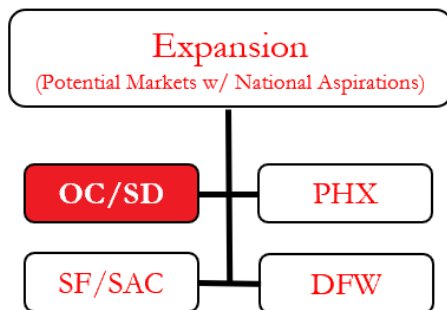


- Commercial real estate firms without capital markets originators benefit from Tauro's expertise in the market through Embedded Services
- Provides capital market expertise, support, and market data for firms that do not have in-house capital markets teams to support their Advisors
- Increases fee generation to host offices through referral fees
- Scalable strategies and procedures allow expansion to other markets
 - 1-2 Capital Advisors are embedded as necessary up to 4 days/week

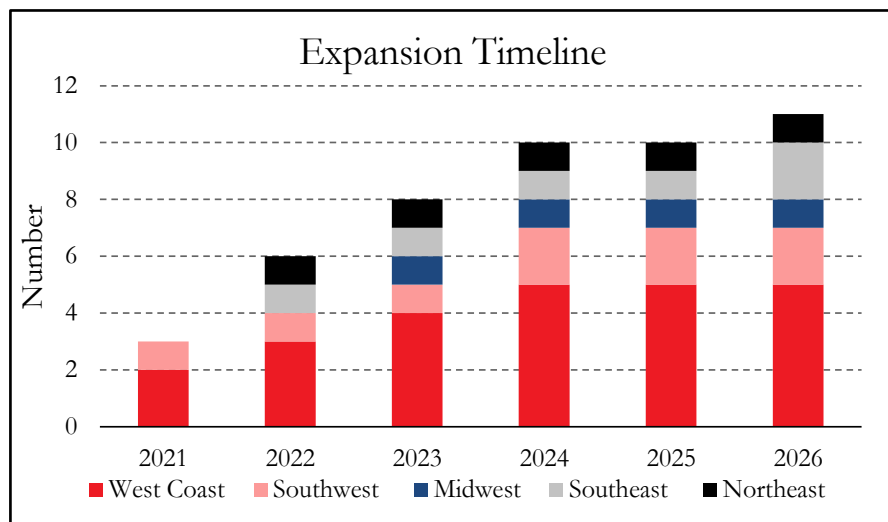


Tauro Capital Advisors, Inc.

Expansion



Potential Expansion Markets				
West Coast	Southwest	Midwest	Southeast	Northeast
OC	PHX	CHI	ATL	NYC
SD	DFW	MSP	MIA	BOS
SF	DEN	KC	MEM	DC
LV	HOU	SL	NSH	PHI

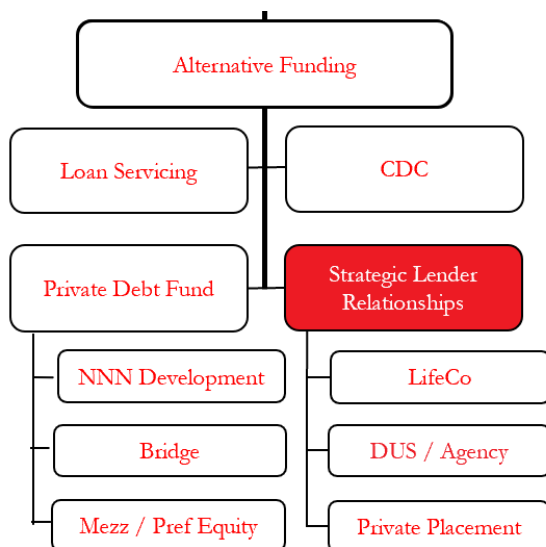


- Expansion beyond the initial office is expected to be driven in one of two ways:
 - Recruiting or promoting a partner level manager and or team in other markets; or
 - Organic growth in Embedded Service business to a critical mass level supporting the investment of an additional office (say 10 + embedded in that particular market)
- Expansion offices will be supported by the Resource Center



Tauro Capital Advisors, Inc.

Alternative Funding



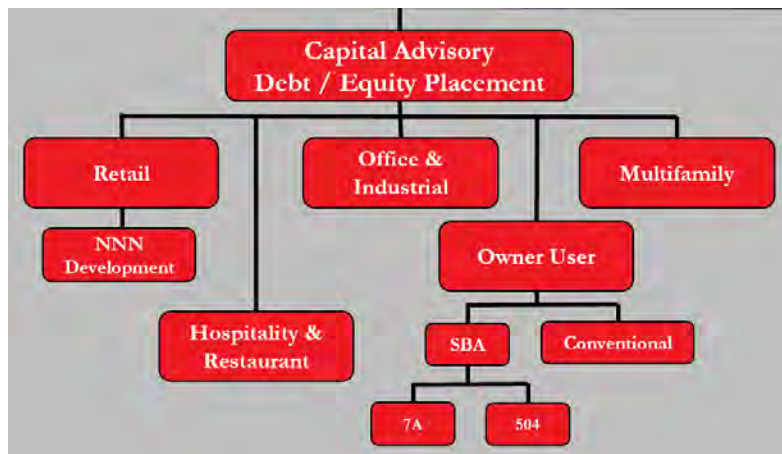
Alternative Funding will allow Tauro to further serve clients by providing direct investment or proprietary strategic relationships

- Private Debt Fund
 - NNN Development
 - Bridge
 - Mezz/Pref Equity
- Strategic Lender Relationships
 - Correspondent underwriter relationships
 - DUS / Agency – proprietary partnership with SunTrust Bank provides Tauro with a competitive advantage in Agency debt placement
 - Private Placement



Tauro Capital Advisors, Inc.

Capital Advisory



- Teams will be established based on product types with senior capital advisors being promoted to a player/coach for a specific product type such as Multifamily

- Advisors may be engaged to arrange capital for any product type for their clients but will be encouraged to collaborate with product level team to maximize service to the clients

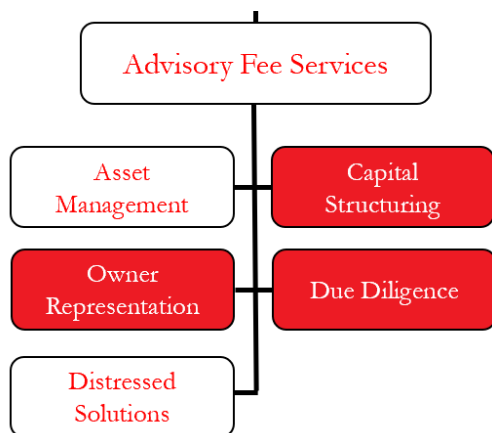
- Tauro's primary business is the arranging both debt and equity financing for commercial real estate clients
- Capital Advisors will be hired to identify, obtain, and maintain clients
- Capital Advisory clients enter into Exclusive Fee Agreements to engage Tauro
- The Resource and Support Center will provide Advisors with marketing materials and analytical support
- Advisors are responsible for marketing to and maintaining relationships with capital sources

Tauromaquia Capital Advisors						
Year	2017A	2018A	2019A	2020A	2021E	2022E
Capital Advisors	3	8	10	13	20	30



Tauro Capital Advisors, Inc.

Other Advisory



Tauro's Other Advisory vertical balances the Firm's ability to be a "True Advisor" to clients related to all real estate activities

- Provides stable cash flows for the firm, acting as a hedge against cycles in the Capital Advisory business
 - Real Estate Asset Management
 - Increase asset efficiency to maximize returns
 - Financial reporting and analysis
 - Capital Structuring
 - Positioning of assets and optimal capital structure breakdown
 - Portfolio level analysis
 - Owner Representation
 - Project management and negotiation
 - Navigation of complex regulatory environment
 - Due Diligence
 - Market research
 - Feasibility analysis
 - Distressed Solutions will allow Tauro to earn fee income during down cycles, including
 - Bankruptcy work
 - Expert witness and court litigation report creation
 - Loan workouts
 - Arrangement of distressed loan pools



Tauro Capital Advisors, Inc.

Matador

MATADOR
TAURO
DESIGN EXTRAORDINARY
MARKETING WITH OUR
PRELOADED TEMPLATES

Email

Password

☐ Remember me

[Forgot password?](#)

Matador is Tauro's proprietary online marketing portal. Advisors can create extraordinary marketing from more than 100 preloaded customizable branded templates right from their computer. All designs are auto-populated with Advisor's picture and contact information. Each Advisor's dashboard saves all past flyers, mailers, business cards, media posts and provides access to a full suite of designs, email services and print vendor.

Why Clients Select Tauro Capital Advisors, Inc.

- Creativity**
Our advisors create clients with creative capital and marketing solutions, meeting their needs and the objectives they face.
- Collaboration**
A working practice of combined energy, creativity and innovation. Working together, we create the best results for clients.
- Lender Relationships**
Database of more than 1,000 lenders and 100 money sources.
- Focus**
Tauro Capital Advisors focus solely on capital advisory and premium results beyond expectations.
- Structure and Clarity**
Streamlined solutions designed to maximize profit and transparency.
- Experience**
Collectively, more than 100 years experience in capital advisory, investment, and business building.
- Centralized Process**
All engagements are centrally administered and packaged following strict guidelines.
- Track Record**
We strive to build our track record on achieving the payment for which we are hired and building long-term relationships.
- Make a Market**
Advisors create opportunities among capital sources to provide the best possible financing options for clients.
- Outsourced CFO**
Our clients utilize Tauro Capital Advisors' experience and commitment for capital advisory, financing, or their valuable time to focus on the opportunity.



Tony Fetta
Director Capital Advisor

1111 W. 10th St.
Los Angeles, CA 90015
404.555.1111 (toll-free)

Recently FUNDED

Why Development / Coffee Shop

Santa Rosa, CA

Funding Purpose:
Provide high-leverage capital for development and construction of Starbucks coffee shop with drive-thru.

Property Description:
Custom build Starbucks for its high-volume drive-thru coffee shop with drive-thru.

Special:
Experienced Starbucks California-based developer with a strong track record and source experience in retail development.

Challenges:
• 97% Loan to Cost request
• Property located in an area with high density and high competition
• High competition in the area

Solutions:
• Located near major highway and in a high-traffic area
• Located near major highway and in a high-traffic area
• Located near major highway and in a high-traffic area

Funding:
• Loan Amount: \$1.1M
• Term: 12 months
• Interest: 12%
• Repayment: Monthly payments

Tony Fetta
Director Capital Advisor
Date: 10/1/15
1111 W. 10th St.
Los Angeles, CA 90015
404.555.1111 (toll-free)

[taurocapitaladvisors.com](#)

AVI YOUSHAIE

Exceeding expectations and exceeding funding requirements

Adviser Director | Capital Advisor
aviyoushaie@taurocapitaladvisors.com
916.952.6396

Mr. Youshaie joined Tauro Capital Advisors in 2018. He has over 10 years of experience in construction, multifamily, commercial, and self-storage development.

Mr. Youshaie began his career in 2008 working at a well-known private equity firm in operations. After six years, he transitioned to the acquisition side of the business, managing, developing, acquiring, and negotiating real estate transactions for the firm. He has successfully negotiated multifamily, retail, special-use, and self-storage investments.

Mr. Youshaie received his BA in History from California State University, Monterey Park. He is currently pursuing his MBA from Santa Clara University. He is also a member of the American Institute of Architects (AIA) and the National Association of Real Estate Brokers (NAREB).

Mr. Youshaie is currently in English, Hebrew and Spanish.



Tauro Capital Advisors, Inc.

Tauro Capital Advisors, Inc.

444 S. Flower Street, Suite 620

Los Angeles, CA. 90071

www.taurocapitaladvisors.com