

INTRO TO RPG

FOUNDING

Richmond Property Group was founded to address the trend of lost chapter assets. The mission and vision of RPG is to provide housing resources, social, educational, and fraternal programming to and for chapters and house corporations of Alpha Tau Omega Fraternity, Inc.

RPG was incorporated in 2001 and is wholly owned by the National Fraternity. The first property acquired was the Chapter House at Muhlenberg College. Since that time we have seen our portfolio grow to 15 properties owned and operated by RPG along with multiple examples of RPG working with a local housing corporation to secure financing for chapter improvements and/or new construction.

SERVICES

Our core business is to own and manage, preserve and protect the real estate assets of ATO. RPG offers full scale professional property management at each of our portfolio properties. Our knowledge of the legal and financial complexities that are intrinsic to property ownership, especially on university & college campuses, allows us to consistently execute our objective.

Blending historic preservation with modern amenities is a challenge but one that RPG has successfully navigated over the years. From design to material selection and budgeting to collections, student housing is in its own category of property management and needs to be handled by experienced and knowledgeable parties.

Other services we are able to provide include but are not limited to financing opportunities, insurance for housing corporations, and consultation.

Ownership & Management

- RPG Currently Owns 15 ATO Chapter Houses
 - Cornell
 - Georgia
 - Georgia Southern
 - Georgia Tech
 - Idaho
 - Indiana State
 - Kansas
 - Marshall
 - Maryland
 - Michigan
 - Minnesota
 - Muhlenberg
 - South Carolina
 - Wyoming
 - Leadership Consultant House

Ownership & Management

- RPG Ownership Offers
 - Long-term Ownership Commitment
 - Financial Strength & Stability
 - Professional Property Management
 - Time to Alumni Volunteers

Long Term Ownership Commitment

- RPG Commits to House Corporation
 - If an ATO Chapter is present on campus; the chapter will live in the house*
 - If no ATO Chapter on Campus or Chapter is Closed; RPG will secure a 3rd party tenant and operate the house until such time that an ATO chapter is reformed and ready to retake occupancy of the house.
 - Purchase agreement allows alumni first right of offer should RPG ever desire to sell a property.
 - Only reasons RPG would consider selling a property are;
 - RPG & Alumni wanted to trade-up to a more desirable or sensible location
 - ATO National decided to close the chapter and never return to campus

Financial Strength & Stability

- Assets & Revenues
 - Assets in Excess of \$15MM
 - Annual Revenues over \$2MM
- Financial backing of ATO National Fraternity
- Access to Larger, Cheaper Credit Facilities
- RPG Ownership = Long Term Security for ATO Chapter Houses

Professional Property Management

- Legal Compliance
- Insurance
- Taxation
- Budgets
- Repairs & Maintenance, Depreciation Schedule & Capital Improvements
- Lease Rate & Structure

Time to Alumni Volunteers

- Property Management is Time Consuming
- Alumni Volunteers are Typically in Short Supply
- RPG Ownership Allows Volunteers to Devote Time to Chapter Leaders & Members

Brokerage Services

- RPG has a Large Network of Commercial Lenders
- New Purchase, Refinance, Renovation Financing

Consulting

- Property Management & Leasing
- Financial
- Renovations