



TKG
DEVELOPMENT



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ABOUT US

TKG DEVELOPMENT IS A PRIVATELY OWNED, VERTICALLY INTEGRATED REAL ESTATE INVESTMENT FIRM FOUNDED IN NEWPORT BEACH, CA. OUR MANAGEMENT TEAM HAS OVER 70 YEARS OF COMBINED EXPERIENCE IN COMMERCIAL REAL ESTATE AND CONSTRUCTION.

WHILE OUR PRIMARY FUNCTION IS TO DEVELOP COMMERCIAL REAL ESTATE ASSETS IN RESPONSE TO OUR CLIENT'S NEEDS, WE PROVIDE SERVICES IN DESIGN, CONSTRUCTION, ASSET MANAGEMENT, CAPITAL MARKETS, LEASING AND INVESTMENT SALES, MARKETING, AND CREATIVE STRATEGY.

MISSION STATEMENT

TKG DEVELOPMENT WAS FOUNDED ON THE SHARED BELIEF THAT THE BUILT ENVIRONMENT PROVIDES THE FOUNDATION FOR INNOVATION, COLLABORATION, AND OPPORTUNITIES TO GATHER AS BUSINESSES AND COMMUNITIES. WHETHER WE BUILD GROUND-UP OR REDEVELOP ASSETS, WE BELIEVE IN THE INTEGRITY OF THE PROCESS, PRODUCT, AND RELATIONSHIP WITH OUR CLIENTS.



ANDREW KLEIN

CHIEF EXECUTIVE OFFICER

Andrew has been in the construction industry since he was 16 years old. He began building houses during summer breaks in high school. After attending college, he founded a construction company in the Bay Area focusing on high-end residential projects.

When the market crashed in 2008, he shifted his focus to commercial construction. He moved back to the greater Sacramento area and learned the business from an established commercial contractor, where he managed diverse projects, from shopping centers to healthcare facilities.

Andrew took an interest in electrical construction after working on cell tower projects. In 2013, Andrew was hired by a large electrical contractor to manage their non-standard projects division. He quadrupled the size of the department in two years.

In late 2017, Andrew felt a call back to entrepreneurship. He and his childhood friend decided to start a commercial construction firm. He enjoys the complexity of navigating business deals, working with and empowering employees, and building successful processes that maximize the company's efficiency and helps employees' roles be more sustainable.

The company currently has 39 employees and operates in 42 states, Canada, and Puerto Rico. Their portfolio of completed includes 100 SF kiosks, 80,000 SF office buildings, ground-up retail, industrial, agricultural facilities, and local facility service contracts, with a client list including Tesla, Best Buy, Verizon, Wireless, Scotch & Soda, Sierra College, CBRE. They have doubled their business every year since inception, growing revenue from \$2 million to \$60 million.

Andrew's latest venture was co-founding TKG Development with Greg Cline, a commercial real estate veteran. He saw an opportunity to better assist his clients by going beyond the scope of commercial construction. His knowledge of all facets of the building process is invaluable to the trajectory of TKG.

During his spare time, Andrew serves on the board of Brody International, a non-profit that provides construction management services to other non-profits. His passions include diving, flying, skiing, boating, and spending time with his family in his beautiful hometown of Grass Valley, CA.



GREG CLINE

CHAIRMAN OF THE BOARD, HEAD OF REAL ESTATE



Greg's career in commercial real estate, spanning almost 50 years, provides a considerable breadth of knowledge on complex acquisitions, development, dispositions, and asset management. He received his salesperson license at the age of 18 and began his career selling land and homes. After accumulating enough college credits, he took the broker's exam in 1976, at the age of 19, to become the youngest broker in California. He moved to Sacramento in 1985 to begin working with a boutique commercial firm. In 1989, Greg founded The Cline Company out of the desire to foster lasting client relationships, built on trust and integrity.

One of his first endeavors was contracting with the JB Company, currently known as J.B. Enterprises – a commercial/investment real estate corporation and property management service company – where he was responsible for 6 million-square-feet of space.

He spent 38 years growing his company in Northern California. Greg built a large client base based on his ability to problem solve through complicated transactions. His projects include developing raw land into a 65-lot residential tentative map to sizeable leases with publicly traded companies.

After working on net lease investments teams at renowned national brokerage firms for a few years in Southern California, he co-founded TKG Development with Andrew Klein and Tyson Steward to create value through investing directly in projects that benefit his clients needs. Greg enjoys being able to participate in all aspects of a project, from its inception, to conceptualization, execution and disposition.

During his leisure time, Greg is an active member of Oceans Church and a board member of the non-profit, Kendu Kid's. His passions include golfing and spending time with his family.

S T R A T E G Y

CORE+

VALUE-ADD

DISTRESSED



R E T A I L



H O S P I T A L I T Y



O F F I C E



I N D U S T R I A L



S E L F - S T O R A G E



M U L T I F A M I L Y

MARKET OVERVIEW

LICENSED CONTRACTORS IN: **42**
STATES

