

# Staying Ahead of the Trends



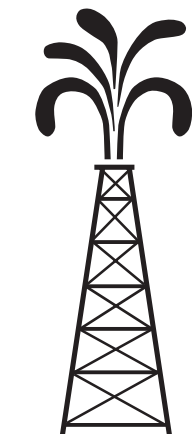
**1975**  
The Townsend Company  
Founded

After leaving Thomson McKinnon Securities where he specialized in the newly emerging field of tax-advantaged investments, Dennis Townsend establishes his own company

Dennis incorporates under 3 separate company names:

- Townsend Associates, Inc.
- The Townsend Company
- Windsor Financial

The company name was later changed to Townsend Capital, LLC



**1975**  
Belden & Blake  
Oil & Gas

The Townsend Company's  
FIRST DEAL!

**1977**  
First Employee  
George Johnson  
is the company's  
first employee

**1977**  
1st Real Estate  
Syndication

• Queen Anne-Belvedere  
Maryland



**1977-1986**  
**1991-1994**  
Johns Hopkins Blue Jays  
Assistant Coach  
5 National Championships  
4 Time Runner-Up  
63 All-Americans

**1983**  
10th Real Estate  
Syndication  
• Lincoln Square  
North Carolina



**1983**  
Dennis is one of  
the first owners  
of a Motorola  
Cell Phone

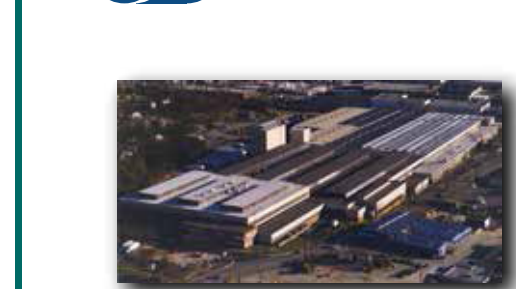
**1983**  
Acquisition

• BALTIMORE BEVERAGES, INC.  
Baltimore, MD



**1983**  
Acquisition

• CEMCOM CORPORATION  
Lanham, MD



**1988**  
Acquisition  
Owned and operated  
• HALETHORPE EXTRUSIONS, INC.  
Baltimore, MD



**1989**  
Acquisition  
Two Greenspoint  
Houston, TX

• Second of six acquisitions of  
distressed properties in Houston



**1989**  
The Townsend Company  
opens office in  
Houston, TX

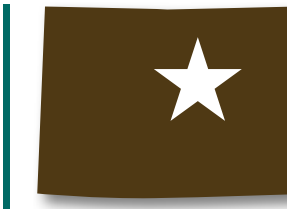


**1994**  
First private  
placement  
Carson Pirie Scott  
Chicago, IL

**1994**  
The Townsend  
Company  
opens office in  
Boston, MA

**1996**  
Company name  
is changed to  
TOWNSEND  
CAPITAL, LLC

**1996**  
First Portfolio  
Acquisition  
• NOMURA  
CAPITAL  
Townsend  
Capital  
establishes  
\$250+ million/  
27 property  
acquisitions/  
loan facility



**1998**  
Townsend Capital  
opens office in  
Denver, CO

TOWNSEND CAPITAL  
EMPLOYS 42 NATIONWIDE



**1999**  
First Build-to-Suit  
Lucent Technologies  
Denver, CO



**2002**  
Acquisition  
• ADVANCED H2O  
Burlington, WA



**2007**  
Company moves to  
present location in  
Hunt Valley, MD



**2006**  
Townsend Capital  
opens office in  
Jackson, MS

**2005**  
Sale of Research  
Park Business to  
Wexford Equities

**2007**

**TOWNSEND CAPITAL  
SURPASSES \$1.5 BILLION  
in Cumulative Acquisitions**

**2010**  
Midland Battery Park  
Construction begins  
Midland, MI



**2009**  
Townsend Ventures  
• DOW KOKAM LLC  
Joint Venture formed

**2011**  
Sold equity position  
• KOKAM CO., LTD.

**2011**  
Sold Encelium to  
Osram Sylvania



**2012**  
First cell produced  
at Midland Battery Park

**2016**

Townsend Partners with  
Northpoint Development  
for development of  
Summit Apartments  
Lee's Summit, MO



**2020**

Townsend completes  
development of Summit  
Orchards Retail Center  
Lee's Summit, MO



1970

1980

1990

2000

2010

2020

**1975**  
First Office

Hampton Garth,  
an office wing of  
Dennis's residence



**1976**

Company moves to  
the penthouse level  
of The Ridgely  
Towson, MD



**1978**  
First Family  
Employee

Bill Townsend,  
Dennis's father,  
is the first of 11  
family employees

**1983**

Dennis purchases  
first of 10 airplanes



**1984**

Acquisition  
Baltimore, MD



**1985**

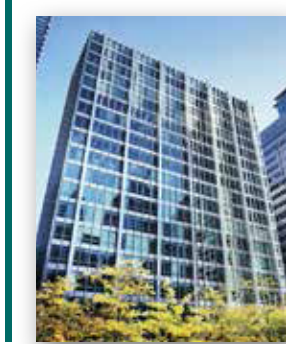
THE TOWNSEND  
COMPANY  
SURPASSES  
\$250 MILLION  
in Cumulative  
Acquisitions

**1985**

29th and Final  
Real Estate  
Syndication  
• Reading  
Pennsylvania

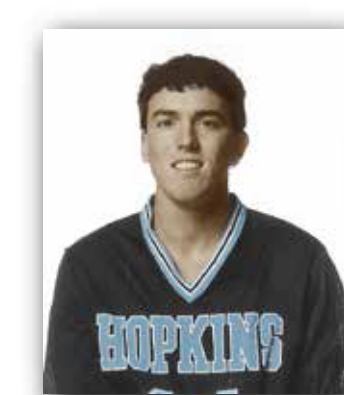
**1985**

Acquisition  
• 6 Carson Pirie Scott Stores  
Chicago, IL



**1987**  
Inland Steel Headquarters  
Chicago, IL

The first investment using  
The Townsend Company's  
own capital



**1993**  
David Townsend  
Joins his father at  
The Townsend Company

**1996**

Townsend Capital  
opens office in  
Newark, NJ



**1997**  
TOWNSEND  
CAPITAL  
SURPASSES  
\$500 MILLION  
in Cumulative  
Acquisitions

**1997**

Acquisition  
Baltimore, MD

**1997**

Townsend Capital  
opens office in  
Lee's Summit, MO



**1997**

Townsend Capital  
opens office in  
Lee's Summit, MO

**2003**

First research  
park development  
Port of Technology  
Philadelphia, PA



**2001**  
Acquisition  
Gladstone, NJ



Townsend Ventures, LLC

**2005**  
David Townsend  
Becomes President  
of Townsend Capital

**2007**

Formed

**2007**

SALE OF PRIMARY  
REAL ESTATE ASSETS  
• SUMMIT TECH CAMPUS  
• INTERNATIONAL FLAVORS  
AND FRAGRANCES



**2007**  
MARKET  
CRASH  
BEGINS

**2008**

First Townsend Ventures Investment  
Ontario, Canada  
ENCELIUM TECHNOLOGIES INC.

**2008**

TOWNSEND CAPITAL  
SURPASSES \$1.5 BILLION  
in Cumulative Sales

**2008**

Townsend Ventures  
Investments  
October  
• KOKAM CO., LTD.  
South Korea

**2008**  
KOKAM AMERICA, INC.  
Lee's Summit, MO

**2013**

Acquisition

Townsend leads buyout of  
Dow Chemical's ownership  
in Dow Kokam creating



**2018**

Townsend sells 12.5 acres  
of land in Lee's Summit for  
phase II multi-family  
development  
Lee's Summit, MO

**2014**

XALT cells power all 42 race cars  
Formula E Inaugural Season



**2019**

URBAN RESEARCH PARK  
SURPASSES \$500 MILLION  
of NMTC financing

Urban Research Park CDE, LLC

Tax Syndications → Real Estate Investments → Energy Ventures