

## Meet The Retailers

Nashville Renaissance Hotel & Convention Center

Nashville, TN



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MEET THE RETAILERS- 2012

DRESS BARN  
DUNKIN DONUTS  
FACTORY CONNECTION  
FAMILY DOLLAR  
FIREHOUSE SUBS  
HIBBETT SPORTS  
INTERSTATE ALL BATTERY  
KROGER  
PAPA MURPHY'S  
PET SENSE  
PLANET FITNESS  
SHOE SHOW  
SLEEP OUTFITTERS  
SPORT CLIPS  
UNCLE BUD'S CATFISH  
VERIZON WIRELESS/CELLULAR SALES  
WORKOUT ANYTIME

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: DRESS BARN, INC  
CONTACT: MICHAEL CLEM  
TITLE: AVP REAL ESTATE  
ADDRESS: \_\_\_\_\_

PHONE: (845) 369-4802  
FAX: \_\_\_\_\_  
EMAIL: MICHAEL.CLEM@DRESSBARN.COM  
COMPANY WEBSITE: DRESSBARN.COM

**CRITERIA:**

STORE SF: 7,000 TO 7500  
LAND NEEDS: \_\_\_\_\_  
PARKING REQUIREMENTS: \_\_\_\_\_  
LOCATION (**PLEASE CHECK ONE**):  
 Freestanding    Endcap    Inline

**TYPICAL LEASE TERMS:**

BASE RENT:  
CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (**IF "OTHER" PLEASE EXPLAIN**)  
% RENT (**PLEASE CHECK ONE**): \_\_\_\_\_ YES; \_\_\_\_\_ NO  
INITIAL TERM: 5  
RENEWAL OPTIONS: 3(5) YEAR  
OTHER LEASE REQUIREMENTS: \_\_\_\_\_

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: \_\_\_\_\_  
TRAFFIC COUNT: \_\_\_\_\_  
INCOME: MINIMUM HH INCOME \$60,000+

**OPENING PLANS FOR 2010 & 2011:**

	<u>U.S.</u>	<u>TN</u>	<u>KY</u>
STORES OPENED IN 2011:	<u>840</u>	<u>17</u>	<u>10</u>
NEW STORES PLANNED FOR 2012:	<u>30-40</u>	<u>0</u>	<u>0</u>
RENOVATIONS PLANNED FOR 2012:	<u>0</u>	<u>0</u>	<u>0</u>
NEW STORES PLANNED FOR 2013:	<u>0</u>	<u>0</u>	<u>0</u>

**TOTAL NUMBER OF CURRENT STORES:** \_\_\_\_\_ **WORLDWIDE**

**COMMENTS:** \_\_\_\_\_

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: DUNKIN' DONUTS  
CONTACT: RYAN E. CRUMLEY  
TITLE: DEVELOPMENT MANAGER  
ADDRESS: 465 BENTMOOR WAY, HELENA, AL

PHONE: 205-739-9686  
FAX: 781-737-4203  
EMAIL: RYAN.CRUMLEY@DUNKINBRANDS.COM  
COMPANY WEBSITE: WWW.DUNKINBRANDS.COM

**CRITERIA:**

STORE SF: 1,800 - 2,000SF  
LAND NEEDS: LESS THAN 1 ACRE  
PARKING REQUIREMENTS: 20+  
LOCATION (*PLEASE CHECK ONE*):

Freestanding    Endcap    Inline

**TYPICAL LEASE TERMS:**

BASE RENT:  
CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (*IF "OTHER" PLEASE EXPLAIN*)  
% RENT (*PLEASE CHECK ONE*): \_\_\_\_\_ YES; \_\_\_\_\_ NO  
INITIAL TERM: 5 TO 10 YEARS  
RENEWAL OPTIONS: 2 5 YR OPTIONS \_\_\_\_\_ YEAR  
OTHER LEASE REQUIREMENTS: \_\_\_\_\_

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: 10K IN 3 MINS  
TRAFFIC COUNT: 20K + ON PRIMARY ROAD  
INCOME: \$ 50K MEDIAN INCOME

**OPENING PLANS FOR 2010 & 2011:**

	<u>TN</u>	<u>KY</u>
STORES OPENED IN 2011:	<b>6</b>	<b>0</b>
NEW STORES PLANNED FOR 2012:	<b>8</b>	<b>0</b>
RENOVATIONS PLANNED FOR 2012:	<b>0</b>	<b>0</b>
NEW STORES PLANNED FOR 2013:	<b>10</b>	<b>0</b>

**TOTAL NUMBER OF CURRENT STORES:** 16,000+ **WORLDWIDE**  
**COMMENTS:** \_\_\_\_\_

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: FACTORY CONNECTION  
CONTACT: GAYLAN HAMILTON  
TITLE: REAL ESTATE DIRECTOR  
ADDRESS: 701 RAILROAD AVE, ALBERTVILLE, AL 35951-3421

PHONE: 256-878-2866  
FAX: 256-878-0629  
EMAIL: GHAMILTON@FACTORY-CONNECTION.COM  
COMPANY WEBSITE: WWW.FACTORY-CONNECTION.COM

**CRITERIA:**

STORE SF: 3,500 - 5,000 SQUARE FEET  
LAND NEEDS: N/A  
PARKING REQUIREMENTS: AS REQUIRED BY THE CITY  
LOCATION (*PLEASE CHECK ONE*):

Freestanding     Endcap     Inline

**TYPICAL LEASE TERMS:**

BASE RENT: DEPENDS ON THE AREA AND THE SQUARE FOOTAGE  
CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_X\_\_\_ OTHER (*IF "OTHER" PLEASE EXPLAIN*)

**PREFER A GROSS LEASE**

% RENT (*PLEASE CHECK ONE*): \_\_\_X\_\_\_ YES; \_\_\_\_\_ NO

INITIAL TERM: 5 YEARS

RENEWAL OPTIONS: 1 - 5 YEAR TERM

OTHER LEASE REQUIREMENTS: ACCORDING TO AREA AND PROPERTY

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: 25,000 IN THE COUNTY

TRAFFIC COUNT: 14,000 PLUS

INCOME: \$ 27,000 - \$35,000

**OPENING PLANS FOR 2010 & 2011:**

	<u>U.S.</u>	<u>TN</u>	<u>KY</u>
STORES OPENED IN 2011:	32	0	6
STORES RELOCATED IN 2011:	11	2	1
NEW STORES PLANNED FOR 2012:	18	1	2
RELOCATIONS FOR 2012:	6	1	1
RENOVATIONS PLANNED FOR 2012:	3	1	0
NEW STORES PLANNED FOR 2013:	25	3	3

**TOTAL NUMBER OF CURRENT STORES:** 261 WORLDWIDE

**COMMENTS:** THE DROP IN THE AMOUNT OF STORES FOR 2012 IS DUE TO THE RELOCATION OF OUR WAREHOUSE AND CORPORATE OFFICES SOMETIME IN AUGUST OF THIS YEAR.

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: FAMILY DOLLAR STORES, INC.  
CONTACT: RICHARD GROFF, CCIM  
TITLE: REAL ESTATE MANAGER  
ADDRESS: 1403 PEABODY AVENUE, MEMPHIS, TN 38104  
PHONE: (901) 569-4565  
FAX:  
EMAIL: RGROFF@FAMILYDOLLAR.COM  
COMPANY WEBSITE: WWW.FAMILYDOLLAR.COM

**CRITERIA:**

STORE SF: 8,000 – 12,000+ SF/FREESTANDING: 8,000 – 9,180 SF  
LAND NEEDS: 150' MINIMUM FRONTAGE/ 0.75 -1.0 AC  
PARKING REQUIREMENTS: 20 – 30+  
LOCATION (*PLEASE CHECK ONE*):

Freestanding     Endcap     Inline

**TYPICAL LEASE TERMS:**

BASE RENT: DEPENDS ON THE MARKET  
CAM, TAX, & INSURANCE:  X  PRORATA; \_\_\_\_\_ OTHER (*IF "OTHER" PLEASE EXPLAIN*)  
% RENT (*PLEASE CHECK ONE*): \_\_\_\_\_ YES;  X  NO  
INITIAL TERM: 5 YEARS  
RENEWAL OPTIONS: 6 EXTENSIONS OF 5 YEARS EACH  
OTHER LEASE REQUIREMENTS: EXCLUSIVE FOR VARIETY OR DISCOUNT STORE

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: 900 HOUSEHOLDS OR 2,500 PEOPLE WITHIN 5 MILE MINIMUM (RURAL); 1,200 HOUSEHOLDS OR 4,000 PEOPLE WITHIN 2 MILES MINIMUM (URBAN)

TRAFFIC COUNT:

INCOME: PREFER <\$50,000 MEDIAN HH INCOME; UP TO \$70,000 MEDIAN HH INCOME CONSIDERED

**OPENING PLANS FOR 2012 & 2013:**

	<u>U.S.</u>	<u>TN</u>	<u>KY</u>
STORES OPENED IN 2012:	450+	0	0
NEW STORES PLANNED FOR 2013:	500+	25	15
RENOVATIONS PLANNED FOR 2012:	0	0	0

**TOTAL NUMBER OF CURRENT STORES:** 7,200+ WORLDWIDE

**COMMENTS:** CONVENIENCE ORIENTED TO SERVE VALUE CONSCIOUS CUSTOMERS. PREFERRED CO-TENANTS INCLUDE: DRUG & GROCERY STORE, BANK, CHECK CASHING, LAUNDROMAT, AUTOPARTS, NO GROCERY, TOBACCO, OR HEALTH/BEAUTY AID RESTRICTIONS.

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: FIREHOUSE SUBS

CONTACT: **BOB CONOCHALLA**

TITLE: **AREA REPRESENTATIVE**

ADDRESS: **1018 FOREST LAKE DRIVE, LEXINGTON, KY 40515**

PHONE: (859)509-2108

FAX: \_\_\_\_\_

EMAIL: [BCONOCHALLA@FIREHOUSESUBS.COM](mailto:BCONOCHALLA@FIREHOUSESUBS.COM)

COMPANY WEBSITE: WWW.FIREHOUSESUBS.COM

**CRITERIA:**

STORE SF: 1800 -2400

LAND NEEDS: \_\_\_\_\_

PARKING REQUIREMENTS: 35 SPACES

LOCATION (**PLEASE CHECK ONE**):

Freestanding  Endcap  Inline

**TYPICAL LEASE TERMS:**

BASE RENT: VARIES

CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (**IF "OTHER" PLEASE**

**EXPLAIN**)

% RENT (**PLEASE CHECK ONE**): \_\_\_\_\_ YES; \_\_\_\_\_ NO

INITIAL TERM: **5 TO 10 YEARS**

RENEWAL OPTIONS: **2-FIVE YEAR**

OTHER LEASE REQUIREMENTS: **IMPROVEMENT ALLOWANCE FOR SHELL**

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: 22,000 WITHIN 3 MILES

TRAFFIC COUNT: 25,000

INCOME: **\$35 - 54**

**OPENING PLANS FOR 2010 & 2011:**

	<u>U.S.</u>	<u>TN</u>	<u>KY</u>
STORES OPENED IN 2009:	0	1	0
NEW STORES PLANNED FOR 2010:	0	0	0
RENOVATIONS PLANNED FOR 2012:	60	4	1
NEW STORES PLANNED FOR 2013:	75	4	1

**TOTAL NUMBER OF CURRENT STORES:** 510 WORLDWIDE

**COMMENTS:** \_\_\_\_\_



2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: HIBBETT SPORTS  
CONTACT: TIFFANY KILPATRICK AND JIMMY WHITE  
TITLE: REAL ESTATE MANAGER  
ADDRESS: 451 INDUSTRIAL LANE BIRMINGHAM, AL 35211

PHONE: 205-942-4292  
FAX: 205-912-7279  
EMAIL: TIFFANY.KILPATRICK@HIBBETT.COM AND JIMMY.WHITE@HIBBETT.COM  
COMPANY WEBSITE: HIBBETT.COM

**CRITERIA:**

STORE SF: 4,000-6,000  
LAND NEEDS: NA  
PARKING REQUIREMENTS: TO CODE  
LOCATION (*PLEASE CHECK ONE*):

Freestanding    Endcap    Inline

**TYPICAL LEASE TERMS:**

BASE RENT: TBD  
CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (*IF "OTHER" PLEASE*

**EXPLAIN)**

% RENT (*PLEASE CHECK ONE*): \_\_\_\_\_ YES; \_\_\_\_\_ NO  
INITIAL TERM: 5, 7 OR 10 YEARS  
RENEWAL OPTIONS: 3 FIVE YEAR OPTIONS  
OTHER LEASE REQUIREMENTS:

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: 20,000 WITHIN 5 MILES  
TRAFFIC COUNT: 10,000+  
INCOME:

**OPENING PLANS FOR 2012-2013:**

	<u>U.S.</u>	<u>TN</u>	<u>KY</u>
STORES OPENED IN 2011:	52	2	3
NEW STORES PLANNED FOR 2012:	55-60	2	5
RENOVATIONS PLANNED FOR 2012:	20-25	2	1
NEW STORES PLANNED FOR 2013:	60	2-3	3-5

**TOTAL NUMBER OF CURRENT STORES:** 833 US

**COMMENTS:** SMALL ISOLATED MARKETS

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: INTERSTATE ALL BATTERY CENTERS  
CONTACT: PAUL MCCARTHY  
TITLE: FRANCHISE DEVELOPMENT MANAGER  
ADDRESS: 12770 MERIT DR., SUITE 1000  
PHONE: (972) 715-6780  
FAX: (469) 374-6110  
EMAIL: PAUL.MCCARTHY@IBSA.COM  
COMPANY WEBSITE: WWW.ALLBATTERYFRANCHISE.COM

**CRITERIA:**

STORE SF: 1500  
LAND NEEDS:  
PARKING REQUIREMENTS: 1-5  
LOCATION (**PLEASE CHECK ONE**):  
 Freestanding    Endcap    Inline

**TYPICAL LEASE TERMS:**

BASE RENT:  
CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (**IF "OTHER" PLEASE EXPLAIN**)  
% RENT (**PLEASE CHECK ONE**): \_\_\_\_\_ YES; \_\_\_\_\_ NO  
INITIAL TERM: \_\_\_\_\_  
RENEWAL OPTIONS: \_\_\_\_\_ YEAR  
OTHER LEASE REQUIREMENTS: \_\_\_\_\_

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: \_\_\_\_\_  
TRAFFIC COUNT: \_\_\_\_\_  
INCOME: \$50K - \$150K

**OPENING PLANS FOR 2010 & 2011:**

	<u>U.S.</u>	<u>TN</u>	<u>KY</u>
STORES OPENED IN 2011:	40	4	3
NEW STORES PLANNED FOR 2012:	51	0	0
RENOVATIONS PLANNED FOR 2012:	0	0	0
NEW STORES PLANNED FOR 2013:	60	0	0

**TOTAL NUMBER OF CURRENT STORES:** 203 WORLDWIDE

**COMMENTS:** INTERSTATE ALL BATTERY CENTER IS LOOKING FOR OPPORTUNITIES IN THE KY/TN AREA.

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: **KROGER, MID SOUTH DIVISION**

CONTACT: **DAVE PRUETER**

TITLE: **SR. REAL ESTATE MANAGER**

ADDRESS: **1600 ORMSBY STATION COURT, LOUISVILLE, KY 40223**

PHONE: 502-423-4933

FAX: 502-423-4930

EMAIL: DAVID.PRUETER@KROGER.COM

COMPANY WEBSITE: WWW.KROGER.COM

**CRITERIA:**

STORE SF: 90 TO 125K SF.

LAND NEEDS: 10 TO 15 ACRES

PARKING REQUIREMENTS: 4 PER 1,000

LOCATION (***PLEASE CHECK ONE***):

Freestanding    Endcap    Inline

**TYPICAL LEASE TERMS:**

REQUIRE COMPANY OWNERSHIP

INTERESTED IN SELF DEVELOPMENT OR CO-DEVELOPMENT OPPORTUNITES

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: 35,000

TRAFFIC COUNT: 25,000

INCOME: \$ 45,000

**OPENING PLANS FOR 2012 & 2013:**

	<u><i>TN</i></u>	<u><i>KY</i></u>
STORES AND EXPANSIONS OPENED IN 2011:	2	2
NEW STORES PLANNED FOR 2012:	0	1
RENOVATIONS PLANNED FOR 2012:	1	3
NEW STORES AND EXPANSIONS PLANNED FOR 2013:	2	4

FUEL STATIONS: 8 IN 2011, 8 IN 2012, 5 IN 2013

**TOTAL NUMBER OF CURRENT STORES:**      162 DIVISION-WIDE

**COMMENTS: NASHVILLE, LOUISVILLE, AND LEXINGTON ARE THE PRIMARY MSA'S IN THE MID SOUTH DIVISION**

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: PAPA MURPHY'S  
CONTACT: TIM RUMSEY  
TITLE: DIRECTOR OF REAL ESTATE  
ADDRESS: \_\_\_\_\_

PHONE: 502-243-8372  
FAX: \_\_\_\_\_  
EMAIL: TIM.RUMSEY@PAPAMURPHYS.COM  
COMPANY WEBSITE: WWW.PAPAMURPHYS.COM

**CRITERIA:**

STORE SF: 1200-1500  
LAND NEEDS: \_\_\_\_\_  
PARKING REQUIREMENTS: 10+  
LOCATION (*PLEASE CHECK ONE*):  INLINE  
 Freestanding  Endcap  Inline

**TYPICAL LEASE TERMS:**

BASE RENT: 15-22  
CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (*IF "OTHER" PLEASE EXPLAIN*)  
% RENT (*PLEASE CHECK ONE*): \_\_\_\_\_ YES; \_\_\_\_\_ NO  
INITIAL TERM: 5 YEARS  
RENEWAL OPTIONS: ONE FIVEYEAR  
OTHER LEASE REQUIREMENTS: \_\_\_\_\_

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: 25,000  
TRAFFIC COUNT: 20,000 CPD  
INCOME: \$40,000-70,000

**OPENING PLANS FOR 2010 & 2011:**

	<u>U.S.</u>	<u>TN</u>	<u>KY</u>
STORES OPENED IN 2011:	<u>67</u>	<u>3</u>	<u>0</u>
NEW STORES PLANNED FOR 2012:	<u>95</u>	<u>5</u>	<u>2</u>
RENOVATIONS PLANNED FOR 2012:	<u>0</u>	<u>0</u>	<u>0</u>
NEW STORES PLANNED FOR 2013:	<u>0</u>	<u>0</u>	<u>0</u>

**TOTAL NUMBER OF CURRENT STORES:** 1300 WORLDWIDE

**COMMENTS:** \_\_\_\_\_

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: PETSENSE  
CONTACT: ROBIN J. MUIR, CCIM  
TITLE: DIRECTOR OF REAL ESTATE  
ADDRESS: \_\_\_\_\_

PHONE: 806-570-2874  
FAX: \_\_\_\_\_  
EMAIL: ROBIN.MUIR@PETSENSELLC.COM  
COMPANY WEBSITE: \_\_\_\_\_

**CRITERIA:**

STORE SF: 5200 MIN.  
LAND NEEDS: \_\_\_\_\_  
PARKING REQUIREMENTS: \_\_\_\_\_  
LOCATION (**PLEASE CHECK ONE**): ALL  
 Freestanding  Endcap  Inline

**TYPICAL LEASE TERMS:**

BASE RENT:  
CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (**IF "OTHER" PLEASE EXPLAIN**)  
% RENT (**PLEASE CHECK ONE**): \_\_\_\_\_ YES; X NO  
INITIAL TERM: 0  
RENEWAL OPTIONS: TWO (2) FIVE YEAR  
OTHER LEASE REQUIREMENTS: 3 YEAR TERMINATION

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: \_\_\_\_\_  
TRAFFIC COUNT: \_\_\_\_\_  
INCOME: \$ \_\_\_\_\_

**OPENING PLANS FOR 2010 & 2011:**

	<u>U.S.</u>	<u>TN</u>	<u>KY</u>
STORES OPENED IN 2011:	<b>18</b>	<b>1</b>	<b>1</b>
NEW STORES PLANNED FOR 2012:	<b>23</b>	<b>2</b>	<b>2</b>
RENOVATIONS PLANNED FOR 2012:	<b>0</b>	<b>0</b>	<b>0</b>
NEW STORES PLANNED FOR 2013:	<b>30</b>	<b>2</b>	<b>2</b>

**TOTAL NUMBER OF CURRENT STORES:**

**61 WORLDWIDE**

**COMMENTS:** \_\_\_\_\_

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: PLANET FITNESS- PFTN  
CONTACT: CHRIS CAVOLO  
TITLE: OPERATIONS DIRECTOR-PRINCIPAL  
ADDRESS: 161 BELLE FOREST CIR, NASHVILLE, TN 37221  
  
PHONE: 615-418-7006  
FAX: \_\_\_\_\_  
EMAIL: CHRIS@PFOFTN.COM  
COMPANY WEBSITE: WWW.PLANETFITNESS.COM

**CRITERIA:**

STORE SF: 17,500 APPROX  
LAND NEEDS: \_\_\_\_\_  
PARKING REQUIREMENTS: 10 SPACES PER 1000 LEASED  
LOCATION (**PLEASE CHECK ONE**):  
 Freestanding    Endcap    Inline

**TYPICAL LEASE TERMS:**

BASE RENT: FIRST 12 TO 15 MOS ABATED;  
CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (**IF "OTHER" PLEASE EXPLAIN**) **TENANT RESPONSIBLE FOR PRO-RATA SHARE**  
% RENT (**PLEASE CHECK ONE**):     X   YES; \_\_\_\_\_ NO  
INITIAL TERM: 10 YEARS  
RENEWAL OPTIONS:   2 X 5   YEAR  
OTHER LEASE REQUIREMENTS: EXCLUSIVE: ONLY HEALTH CLUB/TANNING IN CENTER

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: 30K AND ABOVE  
TRAFFIC COUNT: 15, 000 DRIVE BY  
INCOME: \$ 30K TO 100K

**OPENING PLANS FOR 2010 & 2011:**

	<u>U.S.</u>	<u>TN</u>
STORES OPENED IN 2011:	3	0
NEW STORES PLANNED FOR 2012:	4	2
RENOVATIONS PLANNED FOR 2012:	2	0
NEW STORES PLANNED FOR 2013:	4	3

**TOTAL NUMBER OF CURRENT STORES:**    15    WORLDWIDE

**COMMENTS:** PLANET FITNESS HAS 550 GYMS NATIONWIDE, ONLY ONE HAD CLOSED DUE TO POOR PERFORMANCE. PFTN HAS RIGHT TO OPEN 11 LOCATION IN MID TN AND LOOKING FOR MORE. PARTNERED WITH PFMD WHO HAVE 13 OPERATING PF GYMS AND RIGHT TO OPEN 17 MORE

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: SHOE SHOW, INC, DBA SHOE DEPT,  
SHOE SHOW, BURLINGTON SHOES, SHOE DEPT. ENCORE  
CONTACT: ROGER HYPES  
TITLE: REAL ESTATE DIRECTOR OF SOUTHEAST  
ADDRESS: P.O. BOX 648  
CONCORD, NC 28026-0648  
PHONE: 704-782-4143  
FAX: 704-721-7323  
EMAIL: RHYPES@SHOESHOW.COM  
COMPANY WEBSITE: WWW.SHOESHOW.COM

**CRITERIA:**

STORE SF: SHOE SHOW IS 3,000-5,000 SF; SHOE DEPT IS 5,000 - 10,000 SF;  
WITH SHOE DEPT ENCORE STARTING AT 12,000+ SF

LAND NEEDS: .75 ACRES

PARKING REQUIREMENTS: \_\_\_\_\_

LOCATION (*PLEASE CHECK ONE*):

**TYPICAL LEASE TERMS:**

BASE RENT:

CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (*IF "OTHER" PLEASE EXPLAIN*)

% RENT (*PLEASE CHECK ONE*): \_\_\_\_\_ YES; \_\_\_\_\_ NO

INITIAL TERM: 10 YRS

RENEWAL OPTIONS: 3 OPTIONS @ 5-YR EACH

OTHER LEASE REQUIREMENTS: \_\_\_\_\_

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: \_\_\_\_\_

TRAFFIC COUNT: \_\_\_\_\_

INCOME: \$ \_\_\_\_\_

**OPENING PLANS FOR 2010 & 2011:**

	<u>U.S.</u>	<u>TN</u>	<u>KY</u>
STORES OPENED IN 2009:	30	3	2
RENOVATIONS PLANNED FOR 2011:	30	4	1
NEW STORES PLANNED FOR 2011:	30	4	1

**TOTAL NUMBER OF CURRENT STORES:** 1,115 LOCATIONS AND IN 38 STATES

**COMMENTS:** \_\_\_\_\_

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

TRADE NAME:

COMPANY: SLEEP OUTFITTERS & MATTRESS WAREHOUSE INNOVATIVE MATTRESS SOLUTION

CONTACT: STEVE BLAIR

TITLE: DIRECTOR OF REAL ESTATE

ADDRESS: 2982 WINFIELD ROAD, WINFIELD WV, 25213

PHONE: (800) 766-4163 EXT: 156

FAX: (304) 586-4442

EMAIL: SBLAIR@SLEEPONTHEBEST.COM

COMPANY WEBSITE: SLEEPONTHEBEST.COM

CRITERIA:

STORE SF: 4,000 -6,000 SQ FT

LAND NEEDS: \_\_\_\_\_

PARKING REQUIREMENTS: \_\_\_\_\_

LOCATION (*PLEASE CHECK ONE*):

Freestanding     Endcap     Inline

TYPICAL LEASE TERMS:

BASE RENT: NEG

CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (*IF "OTHER" PLEASE EXPLAIN*)

% RENT (*PLEASE CHECK ONE*): \_\_\_\_\_ YES; \_\_\_\_\_ NO

INITIAL TERM: 5 OR 10 YRS

RENEWAL OPTIONS: 2 - 5 YEAR

OTHER LEASE REQUIREMENTS: \_\_\_\_\_

DEMOGRAPHIC REQUIREMENTS:

POPULATION IN TRADE AREA: 50,000+

TRAFFIC COUNT: 30,000+

INCOME: \$40,000

OPENING PLANS FOR 2011 & 2012:

	<u>IN U.S.</u>	<u>IN TN</u>	<u>IN KY</u>
STORES OPENED IN 2010:	20	0	0
NEW STORES PLANNED FOR 2012:	40	6	10
RENOVATIONS PLANNED FOR 2012:	12	0	0
NEW STORES PLANNED FOR 2013:	25	4	8

TOTAL NUMBER OF CURRENT STORES: 135 WORLDWIDE

COMMENTS: OUR AGGRESSIVE GROWTH PLANS INCLUDE BUT NOT LIMITED TO WESTERN KENTUCKY, TENNESSEE, ALABAMA AND EXISTING MARKETS.



2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: SPORT CLIPS  
CONTACT: JOHNNY WEBER  
TITLE: AREA DEVELOPER  
ADDRESS: 344 FRANKLIN ROAD, FRANKLIN, TN 37069

PHONE: 501-940-8245  
FAX: 866-311-3026  
EMAIL: JOHN.WEBER@SPORTCLIPS.COM  
COMPANY WEBSITE: WWW.SPORTCLIPS.COM

**CRITERIA:**

STORE SF: 1200  
LAND NEEDS: N/A  
PARKING REQUIREMENTS: MIN. 3 PER 1000  
LOCATION (*PLEASE CHECK ONE*):

Freestanding    Endcap    Inline

**TYPICAL LEASE TERMS:**

BASE RENT:  
CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (*IF "OTHER" PLEASE*

**EXPLAIN**)

% RENT (*PLEASE CHECK ONE*): \_\_\_\_\_ YES; \_\_\_\_\_ NO

INITIAL TERM: FIVE YEAR

RENEWAL OPTIONS: 2 TO 3 FIVE YEAR

OTHER LEASE REQUIREMENTS: CONDITIONAL ASSIGNMENT

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: 30,000 IN 3 MILE  
TRAFFIC COUNT: 15,000 CPD  
INCOME: MIDDLE TO HIGHER

**OPENING PLANS FOR 2010 & 2011:**

	<u>U.S.</u>	<u>TN</u>	<u>KY</u>
STORES OPENED IN 2009:	<u>0</u>	<u>0</u>	<u>0</u>
NEW STORES PLANNED FOR 2012:	<u>50</u>	<u>3</u>	<u>0</u>
RENOVATIONS PLANNED FOR 2011:	<u>0</u>	<u>5</u>	<u>2</u>
NEW STORES PLANNED FOR 2013:	<u>105</u>	<u>6</u>	<u>2</u>

**TOTAL NUMBER OF CURRENT STORES:**      850 WORLDWIDE

**COMMENTS:** \_\_\_\_\_

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: UNCLE BUD'S CATFISH SHACK  
CONTACT: CRAIG DEVER  
TITLE: MEMBER  
ADDRESS: PO BOX 153 NOLENSVILLE, TN 37135

PHONE: 615-305-5005  
FAX: 615-250-0571  
EMAIL: CRAIG@UNCLEBUDS.COM  
COMPANY WEBSITE: UNCLEBUDS.COM

**CRITERIA:**

STORE SF: 2,400  
LAND NEEDS: \_\_\_\_\_  
PARKING REQUIREMENTS: 30 PARKS  
LOCATION (*PLEASE CHECK ONE*):

Freestanding    Endcap    Inline

**TYPICAL LEASE TERMS:**

BASE RENT: \_\_\_\_\_  
CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (*IF "OTHER" PLEASE EXPLAIN*)  
% RENT (*PLEASE CHECK ONE*): \_\_\_\_\_ YES; \_\_\_\_\_ NO  
INITIAL TERM: FIVE OR TEN YEARS  
RENEWAL OPTIONS: TWO (2) FIVE (5) YEAR  
OTHER LEASE REQUIREMENTS: PREFER EXISTING RESTAURANT SPACE

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: 25,000 IN 3 MILE  
TRAFFIC COUNT: 20,000 +  
INCOME: \$40,000

**OPENING PLANS FOR 2010 & 2011:**

	<u>U.S.</u>	<u>TN</u>	<u>KY</u>
STORES OPENED IN 2011:	0	2	0
NEW STORES PLANNED FOR 2012:	0	3	0
RENOVATIONS PLANNED FOR 2012:	0	0	0
NEW STORES PLANNED FOR 2013:	0	4	0

**TOTAL NUMBER OF CURRENT STORES:** 5 WORLDWIDE

**COMMENTS:** WE CAN GO INTO SMALL RURAL MARKETS

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: VERIZON WIRELESS PREMIUM RETAILER, CELLULAR SALES OF KNOXVILLE, INC.

CONTACT: TODD MILLER

TITLE: NATIONAL LEASING AGENT

ADDRESS: 6513 KINGSTON PIKE, STE. 106, KNOXVILLE, TN 37919

PHONE: (865) 292-5692

FAX:

EMAIL: TODD.MILLER@CELLULARSALES.COM

COMPANY WEBSITE: WWW.CELLULARSALES.COM

**CRITERIA:**

STORE SF: 2,000 – 6,000 SF

LAND NEEDS: .75 ACRES

PARKING REQUIREMENTS: MINIMAL

LOCATION (**PLEASE CHECK ONE**):

FREESTANDING

ENDCAP

INLINE

**TYPICAL LEASE TERMS:**

BASE RENT:

CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (**IF "OTHER" PLEASE EXPLAIN**)

% RENT (**PLEASE CHECK ONE**): \_\_\_\_\_ YES; \_\_\_\_\_ NO

INITIAL TERM: 5 YEARS

RENEWAL OPTIONS: 2, 5 YEAR OPTIONS

OTHER LEASE REQUIREMENTS:

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: 15,000+

TRAFFIC COUNT: 20,000+

INCOME: \$35,000+

**OPENING PLANS FOR 2012 & 2013:**

	<u>IN U.S.</u>	<u>IN TN</u>	<u>IN KY</u>
STORES OPENED IN 2011:	139	5	5
NEW STORES PLANNED FOR 2012:	137	5	3
RENOVATIONS PLANNED FOR 2012:			
NEW STORES PLANNED FOR 2013:	100	5	3

**TOTAL NUMBER OF CURRENT STORES:** 522+ WORLDWIDE

**COMMENTS:** WE PREFER EXISTING FREESTANDING LOCATIONS AT OR NEAR SIGNALIZED INTERSECTIONS IN A STRONG RETAIL CORRIDOR. WE WILL ALSO ENTERTAIN ENDCAP SPACES THAT HAVE THE VISIBILITY AND FEEL OF A FREE STANDING LOCATION. WE REQUIRE A BLACK BACKGROUND FOR OUR SIGN BAND.

2012 ICSC TENNESSEE/KENTUCKY IDEA EXCHANGE

**TRADE NAME:**

COMPANY: WORKOUT ANYTIME  
CONTACT: GREG PARKER  
TITLE: FRANCHISE DEVELOPMENT  
ADDRESS: 3014 ALBRECHT DR. PROSPECT, KY 40054

PHONE: 865-604-8262  
FAX: \_\_\_\_\_  
EMAIL: GPARKER@WORKOUTANYTIME.COM  
COMPANY WEBSITE: WWW.WORKOUTANYTIME.COM

**CRITERIA:**

STORE SF: 4,000-7,500 SF  
LAND NEEDS: N/A  
PARKING REQUIREMENTS: 40  
LOCATION (**PLEASE CHECK ONE**): ALL (ENDCAP, INLINE, FREE STANDING)  
 Endcap       Inline

**TYPICAL LEASE TERMS:**

BASE RENT: VARIES  
CAM, TAX, & INSURANCE: \_\_\_\_\_ PRORATA; \_\_\_\_\_ OTHER (**IF "OTHER" PLEASE EXPLAIN**)  
% RENT (**PLEASE CHECK ONE**): \_\_\_\_\_ YES; X NO  
INITIAL TERM: 5 YRS  
RENEWAL OPTIONS: ONE (1) FIVE YEAR  
OTHER LEASE REQUIREMENTS: FULL OR PARTIAL TI

**DEMOGRAPHIC REQUIREMENTS:**

POPULATION IN TRADE AREA: 30,000 IN A 3 MILE  
TRAFFIC COUNT: STRONG  
INCOME: MIDDLE

**OPENING PLANS FOR 2010 & 2011:**

	<u>U.S.</u>	<u>TN</u>	<u>KY</u>
STORES OPENED IN 2011:	<u>0</u>	<u>0</u>	<u>0</u>
NEW STORES PLANNED FOR 2012:	<u>0</u>	<u>0</u>	<u>0</u>
RENOVATIONS PLANNED FOR 2012:	<u>0</u>	<u>0</u>	<u>0</u>
NEW STORES PLANNED FOR 2013:	<u>0</u>	<u>0</u>	<u>0</u>

**TOTAL NUMBER OF CURRENT STORES:** 43 WORLDWIDE

**COMMENTS:** \_\_\_\_\_



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