

ICSC FLORIDA CONFERENCE | AUGUST 19-21, 2012

NEW IDEAS
NEW GOALS

NEW PLANS

INNOVATION

NEW DEALS

RETAILER DIRECTORY

Gaylord Palms Resort & Convention Center | Kissimmee, FL



2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **ABC Fine Wine & Spirits**
Contact Person: **Tom Hartmann** Title: **Director of Real Estate**
Address: **8989 South Orange Avenue, Orlando, FL 32824-7904**
Telephone: **+1 407 851 000 x2221** Fax: **+1 407 857 0469** E-Mail: **tomh@abcfws.com**
Website: Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: USA Florida Only

Florida Markets of Interest (check all that apply):

Panhandle	X	Jacksonville	X
Orlando	X	Tampa/St. Petersburg	X
Daytona		Southwest Florida	X
Palm Beach Co.	X	Broward Co.	X
Miami-Dade Co.	X	Florida Keys	

Store Criteria & Lease Term

Store Size: **10,000 – 12,000 Square Feet** Land Size: **1 ¼ - 1 ½ Acres**

Parking Requirements: **CODE # of parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **NO LEASES**

Renewal Options: of: Option Term: ____ Years per each term

Type of Deal (check all that are applicable):

Purchase	X	Lease
Build To Suit		Self Development
Vanilla Shell		Cold Dark Shell

TI \$'s Required \$ _____ /square foot (minimum)

Demographic Requirements

Trade Area Defined: Mile Radius Custom Polygon

Population Required: 1 Mile Radius 2 Mile Radius
65,000 3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: **\$65K minimum**
Type: **Average**

Traffic Count: **25,000 Vehicles Per Day (minimum)**

Side of Street Required: Work-bound Home-bound X Either

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August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Advanced Auto Parts**
Contact Person: **Laura Foster** Title: **Real Estate Manager**
Address: **14213 Hampshire Bay Cr. Winter Garden FL 34787**
Telephone: **+1 407 656 3705** Fax: E-Mail: **laura.foster@advance-auto.com**
Website: **advanceautoparts.com** Stock Symbol: **AAP** Exchange Traded: **NYSE**

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 3,500** **Florida Only 500**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **7,000 Square Feet** Land Size: **1 Acres**
Parking Requirements: **5 # of parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **10/15 Years**
Renewal Options: **4 of:** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	<input checked="" type="checkbox"/>
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	<input checked="" type="checkbox"/>

TI \$'s Required **\$12.00 /square foot (minimum)**

Demographic Requirements

Trade Area Defined: **3 Mile Radius** Custom Polygon

Population Required: **20,000** 1 Mile Radius **30,000** 2 Mile Radius
40,000 3 Mile Radius **50,000** 5 Mile Radius
100,000 10 Mile Radius

Required Annual Income Level: Amount: **\$40-75K** (minimum/maximum)
Type: **30% Blue Collar** (median/average, etc)

Traffic Count: **20,000 Vehicles Per Day (minimum)**

Side of Street Required: Work-bound **Home-bound X** Either

2012 ICSC Florida Conference

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Retailer Criteria Form

Company Name: **ALDI**

Contact Person:

Title:

Address: **P.O. Box 97 Haines City, FL 33845**

Telephone: **+1 863 353 4919**

Fax: **+1 863 353 4939**

E-Mail: **realestate1@aldi.us**

Website: **www.aldi.us**

Stock Symbol:

Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores:

USA 1,200

Florida Only 53

Florida Markets of Interest (check all that apply):

Panhandle		Jacksonville	X
Orlando	X	Tampa/St. Petersburg	X
Daytona	X	Southwest Florida	
Palm Beach Co.	X	Broward Co.	X
Miami-Dade Co.	X	Florida Keys	

Store Criteria & Lease Term

Store Size: **15,945 Square Feet**

Land Size: **2+ Acres**

Parking Requirements:

85 parking spaces per 1,000 rental square feet

Typical Initial Lease Term: **10 Years**

Renewal Options: **4 of:**

Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	X	Lease	X
Build To Suit		Self Development	
Vanilla Shell		Cold Dark Shell	
TI \$'s Required	\$	/square foot (minimum)	

Demographic Requirements

Trade Area Defined:

3 Mile Radius

Custom Polygon

Population Required:

35,000 3 mile radius,

Required Annual Income Level:

Amount: \$ (minimum/maximum)

Type (median/average, etc)

Traffic Count:

20,000 Vehicles Per Day (minimum)

Side of Street Required:

Work-bound

Home-bound

X Either

2012 ICSC Florida Conference

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Retailer Criteria Form

Company Name: **Bealls Outlets Stores, Inc.**
Contact Person: **Jessica Althoff** Title: **Market Analyst**
Address: **700 13TH Avenue East, Bradenton, FL 34208**
Telephone: **+1 941-744-4378** Fax: **+1 941-744-4931** E-Mail: **jalthoff@beallsinc.com**
Website: **beallsoutlet.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA - 462** **Florida Only**

Florida Markets of Interest (check all that apply):

Panhandle	X	Jacksonville	
Orlando		Tampa/St. Petersburg	X
Daytona		Southwest Florida	X
Palm Beach Co.	X	Broward Co.	
Miami-Dade Co.		Florida Keys	X

Store Criteria & Lease Term

Store Size: **20,000 Square Feet** Land Size: Acres
Parking Requirements: **5 of parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **5 Years**
Renewal Options: **5** Option Term: **5** **Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	X
Build To Suit	X	Self Development	
Vanilla Shell	X	Cold Dark Shell	
TI \$'s Required	\$ 10	/square foot (minimum)	

Demographic Requirements

Trade Area Defined: **40,000/ 10 minute drive time** Custom Polygon

Population Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: **\$40,000** (minimum/maximum)
Type (median/average, etc)

Traffic Count: Vehicles Per Day (minimum)

Side of Street Required: Work-bound Home-bound **Either X**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Big Lots Stores, Inc.**

Contact Person: **Jeff Powers**

Title: **Regional Real Estate Manager**

Address: **4 Teaberry Court Greet, SC 29651**

Telephone: **+1 864 297 0304**

Fax: **+1 864 234 7864**

E-Mail: **jeffpowers@biglots.com**

Website: **www.biglots.com**

Stock Symbol: **BIG**

Exchange Traded: **NYSE**

Existing Markets & Expansion Markets

Total # of Current Stores:

USA 1460

Florida Only 110

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona		Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **25 – 35K Square Feet**

Land Size: **3 Acres**

Parking Requirements: **4-5 parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **5-10 Years**

Renewal Options: **4**

Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	<input checked="" type="checkbox"/>
TI \$'s Required	<input checked="" type="checkbox"/>	\$ /square foot (minimum)	

Demographic Requirements

Trade Area Defined:

Mile Radius

Custom Polygon

Population Required:

1 Mile Radius

2 Mile Radius

50,000 Rural

3 Mile Radius

5 Mile Radius

70,000 Metro

10 Mile Radius

Required Annual Income Level:

Amount: **\$35-125K** (minimum/maximum)

Type **Median** (median/average, etc)

Traffic Count:

Vehicles Per Day (minimum)

Side of Street Required:

Work-bound

Home-bound

Either X

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Retailer Criteria Form

Company Name: **Bonefish, Outback & Carrabba's**
Contact Person: **Timothy Martin** Title: **VP, Real Estate & Development**
Address: **2202 North West Shore Boulevard, 5th Floor, Tampa, FL 33607**
Telephone: **+1 813 282 1225** Fax: **+1 813 282 9195** E-Mail: **timmartin@outback.com**
Website: **advanceautoparts.com** Stock Symbol: **AAP** Exchange Traded: **NYSE**

Existing Markets & Expansion Markets

Total # of Current Stores: USA Florida Only

Florida Markets of Interest (check all that apply):

Panhandle	X	Jacksonville	X
Orlando	X	Tampa/St. Petersburg	X
Daytona	X	Southwest Florida	X
Palm Beach Co.	X	Broward Co.	X
Miami-Dade Co.	X	Florida Keys	X

Store Criteria & Lease Term

Store Size: **5-6K Square Feet** Land Size: **1.75 Acres**
Parking Requirements: **125 parking spaces**
Typical Initial Lease Term: **10 Years**
Renewal Options: **of: 4** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	X	Lease	X
Build To Suit		Self Development	X
Vanilla Shell	X	Cold Dark Shell	X

TI \$'s Required \$N/A/square foot (minimum)

Demographic Requirements

Trade Area Defined: Mile Radius Custom Polygon

Population Required: **10,000** 1 Mile Radius 2 Mile Radius
70,000 3 Mile Radius 5 Mile Radius
150,000 10 Mile Radius

Required Annual Income Level: Amount: **\$75K Minimum**
Type **Average**

Traffic Count: **30,000 Vehicles Per Day (minimum)**

Side of Street Required: Work-bound Home-bound X Either

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Retailer Criteria Form

Company Name: **Burlington Coat Factory**

Contact Person: **Alan B. Eichberg**

Title: **Director of Real Estate**

Address:

Telephone: **+1 609 784 2910**

Fax: **+1 609 589 2953**

E-Mail: **alan.eichberg@coat.com**

Website: **coat.com/realestate** Stock Symbol: **BCF**

Exchange Traded: **NYSE**

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 875**

Florida Only 33

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	

Store Criteria & Lease Term

Store Size: **50-65K Square Feet**

Land Size: Acres

Parking Requirements: **4 parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **10 Years**

Renewal Options: **4**

Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	
TI \$'s Required	<input checked="" type="checkbox"/>	\$ /square foot (minimum)	

Demographic Requirements

Trade Area Defined: Mile Radius **Custom Polygon**

Population Required: 1 Mile Radius **2 Mile Radius**

25,000 in trade area 3 Mile Radius **5 Mile Radius**

10 Mile Radius

Required Annual Income Level: Amount: (minimum/maximum)

Type (median/average, etc)

Traffic Count: Vehicles Per Day (minimum)

Side of Street Required: Work-bound Home-bound **Either**

2012 ICSC Florida Conference

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Retailer Criteria Form

Company Name: **Cash America Pawn**
Contact Person: **Bob Turner** Title: **Real Estate Manager**
Address: **4700 Millenia Boulevard, Suite 270 Orlando, FL 32839**
Telephone: **+1 248 390 4000** Fax: **+1 817 258 6869** E-Mail: **bturner@casham.com**
Website: **cashamerica.com** Stock Symbol: **CSH** Exchange Traded: **NYSE**

Existing Markets & Expansion Markets

Total # of Current Stores: **USA** **Florida Only**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona		Southwest Florida	
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	

Store Criteria & Lease Term

Store Size: **7,000-10,000 Square Feet** Land Size: **Acres**
Parking Requirements: **# of parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **Years**
Renewal Options: **# of:** Option Term: **Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	<input checked="" type="checkbox"/>
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	<input checked="" type="checkbox"/>

TI \$'s Required **\$/square foot (minimum)**

Demographic Requirements

Trade Area Defined: **Mile Radius** **Custom Polygon**

Population Required: **1 Mile Radius** **2 Mile Radius**
3 Mile Radius **5 Mile Radius**
10 Mile Radius

Required Annual Income Level: **Amount: \$ (minimum/maximum)**
Type (median/average,etc.)

Traffic Count: **Vehicles Per Day (minimum)**

Side of Street Required: **Work-bound** **Home-bound** **Either**

2012 ICSC Florida Conference

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Retailer Criteria Form

Company Name: **CATO (Women's Apparel)**
Contact Person: **Peter M. Hogan** Title: **VP., Director of Real Estate**
Address: **c/o The Cato Corporation, 8100 Denmark Road, Charlotte, NC 28273**
Telephone: **+1 704 551 7687** Fax: **+1 704 551 7594** E-Mail: **phoga@catocorp.com**
Website: **catofashions.com** Stock Symbol: **CATO** Exchange Traded: **NYSE**

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 1289** **Florida Only 63**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **4,000 – 5,000 Square Feet (Minimum 40 ft. frontage)**
Parking Requirements: **5 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **5 Years**
Renewal Options: **3** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	<input checked="" type="checkbox"/>
Build To Suit		Self Development	
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	

TI \$'s Required **\$7.00 /square foot (minimum)**

Demographic Requirements

Trade Area Defined: **5 Mile Radius** **Custom Polygon**

Population Required: **5 Mile Radius – 25,000**

Required Annual Income Level: Amount: **All Ranges**
Type: **All Ranges**

Traffic Count: **20,000 Vehicles Per Day (minimum)**

Side of Street Required: **Work-bound** **Home-bound** **X Either**

2012 ICSC Florida Conference

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Retailer Criteria Form

Company Name: **Chipotle Mexican Grill**
Contact Person: **Jodi Recalt** Title: **Real Estate Manager**
Address: **421 SE 3rd Avenue, Pompano Beach, Florida 33060**

Telephone: **+1 954-946-5675** Fax: E-Mail: **jrecalt@chipotle.com**
Website: **www.chipotle.com** Stock Symbol: **CMG** Exchange Traded: **NYSE**

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 1200+** **Florida Only 70**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **2100 - 2600 Square Feet** Land Size: **Acres**
Parking Requirements: **Per code for restaurant use**
Typical Initial Lease Term: **5 -10 Years**
Renewal Options: **4** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	<input checked="" type="checkbox"/>
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	<input checked="" type="checkbox"/>
TI \$'s Required	<input checked="" type="checkbox"/>	\$	/square foot (minimum)

Demographic Requirements

Trade Area Defined: **2 Mile Radius** **Custom Polygon**

Population Required: **1 Mile Radius** **2 Mile Radius 15 – 20K**
3 Mile Radius **5 Mile Radius**
10 Mile Radius

Required Annual Income Level: Amount: \$ (minimum/maximum)
Type (median/average, etc)

Traffic Count: Vehicles per Day (minimum)

Side of Street Required: **Work-bound** **Home-bound** **Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Circle K Stores**
Contact Person: **Edward Giunta** Title: **Director – Real Estate**
Address: **12911 North Telecom Parkway, Tampa FL 33637**
Telephone: **+1 813 910 5307** Fax: **+1 813 910 6912** E-Mail: **egiunta@circlek.com**
Website: Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA** **Florida Only**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **4,400 Square Feet** Land Size: **1-3 Acres**
Parking Requirements: **5 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **10 Years**
Renewal Options: **6** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	<input checked="" type="checkbox"/>
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	<input checked="" type="checkbox"/>

TI \$'s Required **\$/square foot (minimum)**

Demographic Requirements

Trade Area Defined: **1-2-3 Mile Radius** **Custom Polygon**

Population Required: **1 Mile Radius** **2 Mile Radius**
3 Mile Radius **5 Mile Radius**
10 Mile Radius

Required Annual Income Level: Amount: \$ (minimum/maximum)
Type (median/average, etc.)

Traffic Count: **35,000 Vehicles Per Day - combined primary and secondary**

Side of Street Required: **Work-bound** **Home-bound** **X Either**

2012 ICSC Florida Conference

Meet the Retailers

August 20 – 21, 2012

Retailer Criteria Form

Company Name: CVS/pharmacy

Contact Person: Bryan Cook

Title: Regional Director of Real Estate

Address: 3300 North 28th Terrace, Hollywood, FL 33020

Telephone: 401-665-9040

Facsimile: 401-652-9976

E-Mail: bryan.cook@cvscaremark.com

Website: www.cvscaremark.com Stock Symbol: CVS

Exchange Traded: Dow Jones

Existing Markets & Expansion Markets

Total # of Current Stores: USA 7,300+ Florida Only

Florida Markets of Interest (check all that apply):

Panhandle	X	Jacksonville	X
Orlando	X	Tampa/St. Petersburg	X
Daytona	X	Southwest Florida	X
Palm Beach Co.	X	Broward Co.	X
Miami-Dade Co.	X	Florida Keys	X

Store Criteria & Lease Term

Store Size: 12,900 TO 14,600 Square Feet Land Size: 1.15 to 2.0 acres

Parking Requirements: 75 to 85 spaces

Typical Initial Lease Term: 25 Years

Renewal Options: 9 Option Term: 5 Years per each term

Type of Deal (check all that are applicable):

Purchase Preferred	Lease	X
Build To Suit	Self Development	X
Vanilla Shell	Cold Dark Shell	
TI \$'s Required	\$ /square foot (minimum)	

Demographic Requirements

Trade Area Defined: 1, 1.5, 2 Mile Radius Custom Polygon X

Population Required: 18,000 in Trade Area
1 Mile Radius 2 Mile Radius
3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: \$ (minimum/maximum)
Type (median/average, etc)

Traffic Count: 50,000 Vehicles Per Day (minimum)

Side of Street Required: Work-bound Home-bound Either

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Retailer Criteria Form

Company Name: **Dollar Tree Stores, Inc.**
Contact Person: **Terry Erney** Title: **Sr. Real Estate Manager**
Address: **500 Volvo Parkway Chesapeake, VA 23320**
Telephone: **+1 757 321 5618** Fax: **+1 757 321 5220** E-Mail: **terney@dollartree.com**
Website: **dollartree.com** Stock Symbol: **DTLR** Exchange Traded: **NASDAQ**

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 4300** **Florida Only 450**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **8,000 – 12,000 Square Feet** Land Size: Acres
Parking Requirements: # of parking spaces per 1,000 rental square feet

Typical Initial Lease Term: **5 Years**
Renewal Options: **3** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	<input checked="" type="checkbox"/>
Build To Suit		Self Development	<input checked="" type="checkbox"/>
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	

TI \$'s Required \$ /square foot (minimum)

Demographic Requirements

Trade Area Defined: **5 Mile Radius** Custom Polygon

Population Required: **1 Mile Radius** **2 Mile Radius**
3 Mile Radius 20,000 **5 Mile Radius**
10 Mile Radius

Required Annual Income Level: Amount: **\$40 – 80K** (minimum/maximum)
Type: **Median** (median/average, etc)

Traffic Count: Vehicles Per Day (minimum)

Side of Street Required: Work-bound Home-bound Either

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Retailer Criteria Form

Company Name: **Dots**
Contact Person: **Justin Holtzman** Title: **Real Estate Representative**
Address: **30300 Emerald Valley Parkway**
Telephone: **+1 440 424 2535** Fax: **+1 440 349 7004** E-Mail: **jholtzman@dots.com**
Website: **dots.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 425** **Florida Only 40**

Florida Markets of Interest (check all that apply):

Panhandle		Jacksonville	X
Orlando	X	Tampa/St. Petersburg	X
Daytona	X	Southwest Florida	
Palm Beach Co.		Broward Co.	X
Miami-Dade Co.	X	Florida Keys	

Store Criteria & Lease Term

Store Size: **4,000 – 5,000 Square Feet** Land Size: Acres
Parking Requirements: # of parking spaces per 1,000 rental square feet
Typical Initial Lease Term: **5 Years**
Renewal Options: **3** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	X
Build To Suit		Self Development	
Vanilla Shell	X	Cold Dark Shell	
TI \$'s Required	X	\$ /square foot (minimum)	

Demographic Requirements

Trade Area Defined: Mile Radius Custom Polygon
Population Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius 75,000 5 Mile Radius
10 Mile Radius
Required Annual Income Level: Amount: **\$45 – 65K** (minimum/maximum)
Type: **Median** (median/average, etc)
Traffic Count: Vehicles Per Day (minimum)
Side of Street Required: Work-bound Home-bound **X Either**

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Retailer Criteria Form

Company Name: **Dunkin Brands**
Contact Person: **Luis Laboy (Miami, Ft. Lauderdale, West Palm Beach)**
Tel: +1 954 616 7450 Email: luis.laboy@dunkinbrands.com

Alan Corwith (Tampa, Ft. Meyers, Naples)
Tel: +1 863 632 3123 Email: alan.corwith@dunkinbrands.com

Ryan Cromley (Pensacola, Panama City)
Tel: +1 205 739 9686 Email: ryan.cromley@dunkinbrands.com

Michael Morin (Orlando, Daytona Beach, Jacksonville, Gainesville, Tallahassee)
Tel: +1 407 808 6244 Email: michael.morin@dunkinbrands.com

Existing Markets & Expansion Markets

Total # of Current Stores: USA Florida Only

Florida Markets of Interest (check all that apply):

Panhandle	X	Jacksonville	X
Orlando	X	Tampa/St. Petersburg	X
Daytona	X	Southwest Florida	X
Palm Beach Co.	X	Broward Co.	X
Miami-Dade Co.	X	Florida Keys	X

Store Criteria & Lease Term

Store Size: **1,800 – 2,000 Square Feet** Land Size: Acres
Parking Requirements: # of parking spaces per 1,000 rental square feet

Typical Initial Lease Term: **10 Years**
Renewal Options: **2 - 4** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	X	Lease	X
Build To Suit	X	Self Development	X
Vanilla Shell	X	Cold Dark Shell	X
TI \$'s Required	X	\$ /square foot (minimum)	

Demographic Requirements

Trade Area Defined: Variable Mile Radius Custom Polygon

Population Required: **3 Mile Radius 9,000** 2 Mile Radius
7 Mile Radius 5 Mile Radius
9 Mile Radius 70,000

Required Annual Income Level: Amount: **\$60K** (minimum/maximum)
Type: **Median** (median/average, etc)

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Family Dollar**
Contact Person: **Gerald Martin** Title: **RVP Real Estate**
Address: **P.O. Box 1017 Charlotte, NC**
Telephone: **+1 704 814 3267** Fax: **+1 704 844 1570** E-Mail: **gmartin@familydollar.com**
Website: **familydollar.com** Stock Symbol: **FDO** Exchange Traded: **NYSE**

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 7300+** **Florida Only 63**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **6,000 – 10,000 Square Feet (Minimum 60 ft. frontage)**
Parking Requirements: **1:4 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **5 Years**
Renewal Options: **5** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	
TI \$'s Required	Neg	\$___/square foot (minimum)	

Demographic Requirements

Trade Area Defined: **Metro – 2,000 – 5,000 households**

Population Required: **Mile Radius**

Required Annual Income Level: Amount: **Up to \$50,000**
Type

Traffic Count: **Market Dependent Vehicles Per Day (minimum)**

Side of Street Required: **Work-bound** **X Home-bound** **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **First Coast Energy, LLP** "Daily's"
Contact Person: **Carrie Breslin/ Stu Radcliff** Title: **Real Estate Representative**
Address: **7014 A.C. Skinner Parkway**
Telephone: **+1 904 596 3200** Fax: **+1 904 596 8550** E-Mail: **cbreslin@firstcoastenergy.com**
Website: **dailystores.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: USA 7300+ Florida Only 84 company operated
(We supply 170 total with gas)

Florida Markets of Interest (check all that apply):

Panhandle		Jacksonville	X
Orlando		Tampa/St. Petersburg	
Daytona		Southwest Florida	
Palm Beach Co.	X	Broward Co.	X
Miami-Dade Co.		Florida Keys	

Store Criteria & Lease Term

Store Size: **5,000 Square Feet** **50 – 60K Sq**
Parking Requirements: **4 parking spaces per 1,000 rental square feet**
(usually want a total of 20 min. at each location)

Typical Initial Lease Term: Years

Renewal Options: Option Term: ___ Years per each term

Type of Deal (check all that are applicable):

Purchase	X	Lease	
Build To Suit		Self Development	X
Vanilla Shell		Cold Dark Shell	
TI \$'s Required		\$___/square foot (minimum)	

Demographic Requirements

Trade Area Defined: Mile Radius

Population Required: **1 Mile Radius 10,000**

Required Annual Income Level: Amount: **\$50,000+**
Type

Traffic Count: **35,000 Vehicles Per Day (minimum)**

Side of Street Required: Work-bound Home-bound X Either

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Genghis Grill**
Contact Person: **Ryan Eastman** Title: **Director of Real Estate**
Address: **18900 Dallas Parkway, Suite 125, Dallas, TX 75287**
Telephone: **+1 214 744 4240** Fax: **+1 214 744 4243** E-Mail: **ryan@positionpropertygroup.com**
Website: **genghisgrill.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 88** **Florida Only 4**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	

Store Criteria & Lease Term

Store Size: **3,200 – 4,500 Square Feet** Land Size: **1 Acres**
Parking Requirements: **65 parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **10 Years**
Renewal Options: **4** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	<input checked="" type="checkbox"/>
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	<input checked="" type="checkbox"/>
TI \$'s Required	<input checked="" type="checkbox"/>	\$N/A /square foot (minimum)	

Demographic Requirements

Trade Area Defined: **3 Mile Radius** Custom Polygon

Population Required: **75,000+** 1 Mile Radius 2 Mile Radius
3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: **\$65,000 minimum**
Type **Average**

Traffic Count: _____ Vehicles Per Day (minimum)

Side of Street Required: Work-bound Home-bound **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Great Clips**
Contact Person: **Belinda Avera** Title: **Real Estate Manager**
Address: **7700 France Avenue South, Suite 425, Minneapolis, MN 55435**
Telephone: _____ Fax: _____ E-Mail: _____
Website: **greatclips.com** Stock Symbol: _____ Exchange Traded: _____

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 3100** **Florida Only 141**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **900 – 1,200 Square Feet** Land Size: _____ Acres
Parking Requirements: _____ parking spaces per 1,000 rental square feet
Typical Initial Lease Term: **5 Years**
Renewal Options: **2** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit	<input type="checkbox"/>	Self Development	<input type="checkbox"/>
Vanilla Shell	<input type="checkbox"/>	Cold Dark Shell	<input type="checkbox"/>
TI \$'s Required	\$_____ /square foot (minimum)		

Demographic Requirements

Trade Area Defined: **10 min. drive time** Mile Radius Custom Polygon

Population Required: 1 Mile Radius 2 Mile Radius
Depends on Area 3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: **Greater than DMA average**
Type: **Middle to Upper Income**

Traffic Count: _____ Vehicles Per Day (minimum)

Side of Street Required: Work-bound Home-bound **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Hair Cuttery**
Contact Person: **David Oremland** Title: **Regional Leasing Leader**
Address: **1577 Spring Hill Road, Suite 500 Vienna, VA 22182**
Telephone: **+1 954 288 9187** Fax: **+1 703 269 5418** E-Mail: **doremland@ratnerco.com**
Website: Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: USA Florida Only

Florida Markets of Interest (check all that apply):

Panhandle		Jacksonville	
Orlando		Tampa/St. Petersburg	X
Daytona		Southwest Florida	
Palm Beach Co.	X	Broward Co.	X
Miami-Dade Co.	X	Florida Keys	

Store Criteria & Lease Term

Store Size: **1,000 – 1,500 Square Feet** Land Size: Acres
Parking Requirements: # of parking spaces per 1,000 rental square feet
Typical Initial Lease Term: **5 Years**
Renewal Options: **2** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	
Build To Suit		Self Development	
Vanilla Shell	X	Cold Dark Shell	
TI \$'s Required	X	\$15.00 /square foot (minimum)	

Demographic Requirements

Trade Area Defined: Mile Radius Custom Polygon

Population Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount:
Mid- High Preferred Type

Traffic Count: Vehicles Per Day (minimum)

Side of Street Required: Work-bound Home-bound Either

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Halloween Megastore**
Contact Person: **Theresa Blauch-Mitchell**
Address:

Title:

Telephone: **+1 239 265 2628** Fax: **+1 239 437 4469** E-Mail: **Theresa@bobackcommercialgroup.com**
Website: **halloweenmegastore.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA Variable Florida Only**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **3,000 – 20,000 Square Feet** Land Size: Acres
Parking Requirements: _____ parking spaces per 1,000 rental square feet

Typical Initial Lease Term: **Seasonal – 3 Months – August - October**
Renewal Options: Option Term: Years per each term

Type of Deal (check all that are applicable):

Purchase		Lease	<input checked="" type="checkbox"/>
Build To Suit		Self Development	
Vanilla Shell		Cold Dark Shell	
TI \$'s Required	\$	/square foot (minimum)	

Demographic Requirements

Trade Area Defined: - **Varies** Mile Radius Custom Polygon

Population Required: **OPEN** 1 Mile Radius 2 Mile Radius
3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: **OPEN** Amount:
Type

Traffic Count: **25K Vehicles Per Day (minimum)**

Side of Street Required: Work-bound Home-bound **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Hibbett Sports**
Contact Person: **Sam Killian** Title: **Real Estate Manager**
Address: **451 Industrial Lane, Birmingham, AL 35211**
Telephone: **+1 205 912 7368** Fax: **+1 205 912 7279** E-Mail: **sam.killian@hibbett.com**
Website: **hibbett.com** Stock Symbol: **HIBB** Exchange Traded: **NADAQ**

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 837** **Florida Only 42**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.		Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.		Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **5,000 Square Feet** Land Size: Acres
Parking Requirements: **5 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **5-10 Years**
Renewal Options: **3** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit	<input type="checkbox"/>	Self Development	<input type="checkbox"/>
Vanilla Shell	<input type="checkbox"/>	Cold Dark Shell	<input type="checkbox"/>

TI \$'s Required **\$_____ /square foot (minimum)**

Demographic Requirements

Trade Area Defined: Mile Radius Custom Polygon

Population Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius **5 Mile Radius – 20,000**
10 Mile Radius

Required Annual Income Level: Amount: \$ (minimum/maximum)
Type (median/average, etc.)

Traffic Count: Vehicles Per Day

Side of Street Required: Work-bound Home-bound **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **It's Fashion Metro (Apparel)**
Contact Person: **Peter M. Hogan** Title: **VP., Director of Real Estate**
Address: **c/o The Cato Corporation, 8100 Denmark Road, Charlotte, NC 28273**
Telephone: **+1 704 551 7687** Fax: **+1 704 551 7594** E-Mail: **phoga@catocorp.com**
Website: **catofashions.com** Stock Symbol: **CATO** Exchange Traded: **NYSE**

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 1289** **Florida Only 63**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	

Store Criteria & Lease Term

Store Size: **7,000 – 9,000 Square Feet (Minimum 67 ft. frontage)**
Parking Requirements: **5 parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **5 Years**
Renewal Options: **3** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	<input checked="" type="checkbox"/>
Build To Suit		Self Development	
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	
TI \$'s Required		\$ /square foot (minimum)	

Demographic Requirements

Trade Area Defined: **5 Mile Radius** **Custom Polygon**

Population Required: **5 Mile Radius – 25,000**

Required Annual Income Level: Amount: **\$ Low to Middle Income**
Type: **Low to Middle Income**

Traffic Count: **20,000 Vehicles Per Day (minimum)**

Side of Street Required: **Work-bound** **Home-bound** **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Jersey Mike's Franchise Systems**
Contact Person: **Taylor Jones** Title: **Regional Vice President, RE**
Address: **2251 landmark Place, Manasquan, NJ 08736**
Telephone: **+1 732 223 0777** Fax: E-Mail: **tjones@jerseymikes.com**
Website: **jerseymikes.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 570** **Florida Only 57**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **1,200 – 2,000 Square Feet** Land Size: Acres
Parking Requirements: **10 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **5-10 Years**
Renewal Options: **3-5** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	<input checked="" type="checkbox"/>
Build To Suit		Self Development	
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	<input checked="" type="checkbox"/>
TI \$'s Required	<input checked="" type="checkbox"/>	\$10.00 /square foot (minimum)	

Demographic Requirements

Trade Area Defined: **1 Mile Radius** Custom Polygon

Population Required: **1 Mile Radius X** **2 Mile Radius X**
3 Mile Radius X 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: **\$70K** (minimum/maximum)
Type: **Middle to High** (median/average,etc.)

Traffic Count: **25K Vehicles Per Day**

Side of Street Required: Work-bound Home-bound **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **The Krystal Company**
Contact Person: **James Throckmorton** Title: **Real Estate Manager**
Address: **One Union Square, Chattanooga, TN 37402**

Telephone: **+1 404 549 8924** Fax: E-Mail: **jthrockmorton@krystalco.com**
Website: **krystal.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 360** **Florida Only 40+**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	
Palm Beach Co.		Broward Co.	
Miami-Dade Co.		Florida Keys	

Store Criteria & Lease Term

Store Size: **2,000 Square Feet** Land Size: **.55 Acres**
Parking Requirements: **12 parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **Years**
Renewal Options: **# of:** Option Term: **Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	
Build To Suit	<input checked="" type="checkbox"/>	Self Development	<input checked="" type="checkbox"/>
Vanilla Shell		Cold Dark Shell	

TI \$'s Required \$_____/square foot (minimum)

Demographic Requirements

Trade Area Defined: **Mile Radius** **Custom Polygon**

Population Required: **1 Mile Radius** **2 Mile Radius**
3 Mile Radius - 30,000+ **5 Mile Radius**
10 Mile Radius

Required Annual Income Level: Amount: **\$40K** **(minimum/maximum)**
Type **Average** **(median/average, etc)**

Traffic Count: **25,000 Vehicles Per Day (minimum)**

Side of Street Required: **Home-bound is preferred**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **The Learning Experience**
Contact Person: **Rick Kerper (Tampa, Orlando, Jacksonville)** **rkerper@tlecorp.com**
Nick Vanella (South Florida) **nvanella@tlecorp.com**

Address: **2430 Estancia Boulevard, #112 Clearwater, FL 33761**
Telephone: **+1 727 723 0254** Fax: **+1 727 725 4254**
Website: **www.thelearningexperience.com**

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 125+** **Florida Only 3**

Florida Markets of Interest (check all that apply):

Panhandle		Jacksonville	X
Orlando	X	Tampa/St. Petersburg	X
Daytona		Southwest Florida	
Palm Beach Co.	X	Broward Co.	X
Miami-Dade Co.	X	Florida Keys	

Store Criteria & Lease Term

Store Size: **10,000 Square Feet** Land Size: **1 ½ +/- Acres**
Parking Requirements: **4 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **15 Years**
Renewal Options: **2-5 Year Options** Option Term:

Type of Deal (check all that are applicable):

Purchase		Lease	
Build To Suit	X	Self Development	
Vanilla Shell		Cold Dark Shell	
TI \$'s Required	\$7.50 /square foot (minimum)		

Demographic Requirements

Trade Area Defined: **5 Mile Radius** Custom Polygon

Population Required: **1 Mile Radius** **2 Mile Radius**
3 Mile Radius 75,000 **5 Mile Radius**
10 Mile Radius

Required Annual Income Level: Amount: **\$68,000** (minimum/maximum)
Type **Avg** (median/average, etc)

Traffic Count: **20, 000 +/-Vehicles Per Day (minimum)**

Side of Street Required: Work-bound Home-bound **Either X**

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Retailer Criteria Form

Company Name: **Louis Pappas Market Café**
Contact Person: **Hani Haddad** Title: **Marketing Director**
Address: **731 Wesley Avenue**
Telephone: **+1 727 937 1770** Fax: E-Mail: **info@louispappas.com**
Website: **louispappasr.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 4 Florida Only 63**

Florida Markets of Interest (check all that apply):

Panhandle		Jacksonville	
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona		Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	

Store Criteria & Lease Term

Store Size: **2,000 Square Feet**
Parking Requirements: **18 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **5 Years**
Renewal Options: **3** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	<input checked="" type="checkbox"/>
Build To Suit		Self Development	
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	
TI \$'s Required	<input checked="" type="checkbox"/>	\$35/square foot (minimum)	

Demographic Requirements

Trade Area Defined: **3 Mile Radius**

Population Required: **1 Mile Radius 6 – 12K** **2 Mile Radius 30-90K**
3 Mile Radius 70K **5 Mile Radius**
10 Mile Radius

Required Annual Income Level: Amount: **\$70K minimum**
Type: **Average**

Traffic Count: **20K Vehicles Per Day (minimum)**

Side of Street Required: Work-bound **X Home-bound** **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **National Stores, Inc.**
Contact Person: **Rob Langer/Alejandra Godoy** Title: **SVP Real Estate/Real Estate Administrator**
Address: **15001 South Figueroa Street, Gardena, CA 90248**
Telephone: **+1 310 984 3835** Fax: E-Mail: **agodoy@nationalstoresinc.com**
Website: **nationalstoresinc.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 204** **Florida Only**

Florida Markets of Interest (check all that apply):

Panhandle		Jacksonville	X
Orlando	X	Tampa/St. Petersburg	X
Daytona		Southwest Florida	
Palm Beach Co.	X	Broward Co.	X
Miami-Dade Co.	X	Florida Keys	

Store Criteria & Lease Term

Store Size: **13,000 – 30,000 Square Feet** Land Size:
Parking Requirements: **2 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **10-15 Years**
Renewal Options: **4** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	X	Lease	X
Build To Suit		Self Development	
Vanilla Shell	X	Cold Dark Shell	
TI \$'s Required	X	\$12.00 /square foot (minimum)	

Demographic Requirements

Trade Area Defined: **1-3-5 Mile Radius** **Custom Polygon**

Population Required: **15-30K** 1 Mile Radius **2 Mile Radius**
25-100K 3 Mile Radius **5 Mile Radius**
10 Mile Radius

Required Annual Income Level: Amount: **\$25-50K** (minimum/maximum)
Type **Average** (median/average, etc)

Traffic Count: **Negotiable- Vehicles Per Day (minimum)**

Side of Street Required: **Work-bound** **Home-bound** **Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Office Depot**
Contact Person: **Ilya Steinberg** Title: **Sr. Analyst**
Address: **6600 North Military Trail, Boca Raton, FL 33496**
Telephone: **+1 561 438 4431** Fax: E-Mail: **ilya.steinberg@officedepot.com**
Website: **officedepot.com** Stock Symbol: **ODP** Exchange Traded: **NYSE**

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 1,117** **Florida Only**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **15,390 and 6,050 Square Feet**
Parking Requirements: **4 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **5 Years**
Renewal Options: **2** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	Lease
Build To Suit	Self Development
Vanilla Shell	Cold Dark Shell
TI \$'s Required	\$_____/square foot (minimum)

Demographic Requirements

Trade Area Defined: 3 Mile Radius

Population Required: 1 Mile Radius 2 Mile Radius 30-90K
3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount:
Type

Traffic Count: _____ **Vehicles Per Day (minimum)**

Side of Street Required: Work-bound Home-bound Either

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Party City Retail Group**
Contact Person: **Jason Gendel** Title: **Real Estate Manager**
Address: **25 Green Pond Road, Rockaway, NJ 07866**
Telephone: **+1 973 453 3047** Fax: E-Mail: **jgendel@partycity.com**
Website: **partycity.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA** **Florida Only**

Florida Markets of Interest (check all that apply):

Panhandle	Jacksonville
Orlando	Tampa/St. Petersburg
Daytona	Southwest Florida
Palm Beach Co.	Broward Co.
Miami-Dade Co.	Florida Keys

Store Criteria & Lease Term

Store Size: **12,000 – 15,000 Square Feet**
Parking Requirements: **4-1 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **10 Years**
Renewal Options: **2** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	Lease	X
Build To Suit	Self Development	
Vanilla Shell	Cold Dark Shell	
TI \$'s Required	\$_____/square foot (minimum)	

Demographic Requirements

Trade Area Defined: 3 Mile Radius

Population Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius **5 Mile Radius – 150K**
10 Mile Radius

Required Annual Income Level: Amount: **\$50,000+**
Type

Traffic Count: _____ **Vehicles Per Day (minimum)**

Side of Street Required: Work-bound Home-bound Either

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **PEI WEI/PF Changs**
Contact Person: **Angie Kenyon** Title: **Director of Real Estate**
Address: **7676 East Pinnacle Peak Park, Scottsdale, AZ 85255**
Telephone: **+1 305 746 4341** Fax: E-Mail: **angie.kenyon@pfcfb.com**
Website: Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 175** **Florida Only 24**

Florida Markets of Interest (check all that apply):

Panhandle		Jacksonville	X
Orlando	X	Tampa/St. Petersburg	X
Daytona		Southwest Florida	X
Palm Beach Co.	X	Broward Co.	X
Miami-Dade Co.	X	Florida Keys	

Store Criteria & Lease Term

Store Size: **3,000 Square Feet** Land Size: Acres
Parking Requirements: **25 - 45 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **10 Years**
Renewal Options: **4** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	X
Build To Suit	X	Self Development	
Vanilla Shell		Cold Dark Shell	X
TI \$'s Required	X	\$____/square foot (minimum)	

Demographic Requirements

Trade Area Defined: 1 Mile Radius Custom Polygon

Population Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: (minimum/maximum)
Type **Above Average Median**

Traffic Count: **20K Vehicles Per Day**

Side of Street Required: Work-bound **X Home-bound** Either

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Pet Supermarket, Inc.**
Contact Person: **Rebecca M. Smith** Title: **Director of Real Estate**
Address: **1100 International Parkway Sunrise, FL 33323**
Telephone: **+1 954 351 0834** Fax: **+1 954 351 0897** E-Mail: **rsmith@petsupermarket.com**
Website: Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 131** **Florida Only 97**

Florida Markets of Interest (check all that apply):

Panhandle		Jacksonville	X
Orlando	X	Tampa/St. Petersburg	X
Daytona		Southwest Florida	X
Palm Beach Co.	X	Broward Co.	X
Miami-Dade Co.	X	Florida Keys	

Store Criteria & Lease Term

Store Size: **7,000 – 9,000 Square Feet** Land Size: Acres
Parking Requirements: **10 parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **5 Years**
Renewal Options: **2** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	X	Lease	X
Build To Suit	X	Self Development	X
Vanilla Shell	X	Cold Dark Shell	X

TI \$'s Required **\$10.00 /square foot (minimum)**

Demographic Requirements

Trade Area Defined: **5 Mile Radius** 15 min drive Custom Polygon

Population Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius **5 Mile Radius – 50,000**
10 Mile Radius

Required Annual Income Level: Amount: **\$50,000+** (minimum/maximum)
Type: **Median** (median/average, etc)

Traffic Count: **30,000 Vehicles Per Day (minimum)**

Side of Street Required: Work-bound **Home-bound X** Either

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Pinch A Penny, Inc.**

Contact Person: **Brian Andriese**

Title: **Real Estate Manager**

Address: **6385 150th Avenue North Clearwater, FL 33760**

Telephone: **+1 727 531 8913**

Fax: **+1 727 536 8066**

E-Mail: **bandriese@pinchapenny.com**

Website: **pinchapenny.com**

Stock Symbol:

Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores:

USA 212

Florida Only 209

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **1,400 – 2,400 Square Feet**

Land Size: Acres

Parking Requirements: **Ample parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **5 Years**

Renewal Options: **# of: 2**

Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	<input checked="" type="checkbox"/>
Build To Suit		Self Development	
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	
TI \$'s Required	<input checked="" type="checkbox"/>	\$_____ /square foot (minimum)	

Demographic Requirements

Trade Area Defined:

Mile Radius

Custom Polygon

Population Required:

1 Mile Radius

2 Mile Radius

3 Mile Radius

5 Mile Radius

10 Mile Radius

Required Annual Income Level:

Amount: \$ (minimum/maximum)

Type (median/average, etc)

Traffic Count:

Vehicles Per Day (minimum)

Side of Street Required:

Work-bound

Home-bound

Either

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Publix Super Markets**

Contact Person:

Title:

Address: **3300 Publix Corp. Parkway, Lakeland, FL 33811**

Telephone: **+1 863 658 1138**

Fax:

E-Mail:

Website: **publix.com**

Stock Symbol:

Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 1,055** **Florida Only**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **28,000-61,000 Square Feet** Land Size: Acres

Parking Requirements: **5 parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **5 Years**

Renewal Options: **20** Option Term: **Years per each term**

Type of Deal (check all that are applicable):

Purchase	Lease
Build To Suit	Self Development
Vanilla Shell	Cold Dark Shell
TI \$'s Required	\$_____ /square foot (minimum)

Demographic Requirements

Trade Area Defined: Mile Radius Custom Polygon

Population Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: \$ (minimum/maximum)
Type (median/average, etc)

Traffic Count: Vehicles Per Day (minimum)

Side of Street Required: Work-bound Home-bound Either

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Racetrac Petroleum**

Contact Person: **Trey Spivey**

Title: **Real Estate Manager**

Address: **3225 Cumberland Boulevard, Suite 100 Atlanta, GA 30339**

Telephone: **+1 770 431 7600**

Fax:

E-Mail: **racetracrealestate@racetrac.com**

Website: **www.racetrac.com**

Stock Symbol:

Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **600+ USA**

180+Florida Only

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	

Store Criteria & Lease Term

Store Size: **6,000 Square Feet**

Land Size: **2+ Acres**

Parking Requirements: # of parking spaces per 1,000 rental square feet

Typical Initial Lease Term: Years

Renewal Options: # of:

Option Term:

Years per each term

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit		Self Development	<input checked="" type="checkbox"/>
Vanilla Shell		Cold Dark Shell	
TI \$'s Required	\$	/square foot (minimum)	

Demographic Requirements

Trade Area Defined: Mile Radius Custom Polygon

Population Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: \$ (minimum/maximum)
Type (median/average, etc)

Traffic Count: **25,000 Vehicles Per Day (minimum)**

Side of Street Required: Work-bound Home-bound **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Save-A-Lot**
Contact Person: **Neil Kirchoff** Title: **Sr. Real Estate Manager**
Address: **4075 B. South Golden Rod Road, Orlando, FL 32822**
Telephone: **+1 407 491 0482** Fax: E-Mail: **neil.kirchoff@savealot.com**
Website: **savealot.com** Stock Symbol: **SVU** Exchange Traded: **NYSE**

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 1386** **Florida Only 140**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	

Store Criteria & Lease Term

Store Size: **12 – 16K Square Feet** Land Size: **2/2.5 Acres**

Parking Requirements: **5 parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **5 Years**

Renewal Options: **4** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	<input checked="" type="checkbox"/>
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	<input checked="" type="checkbox"/>
TI \$'s Required	TBD	\$_____ /square foot (minimum)	

Demographic Requirements

Trade Area Defined: **Mile Radius** **Custom Polygon**

Population Required: **1 Mile Radius** **2 Mile Radius**
30,000 Urban **3 Mile Radius** **5 Mile Radius**
20,000 Rural **10 Mile Radius**

Required Annual Income Level: Amount: **Below \$75,000** (minimum/maximum)
Type: **Median** (median/average, etc)

Traffic Count: **15,000 Vehicles Per Day (minimum)**

Side of Street Required: **Work-bound** **Home-bound X** **Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Sears Hometown Stores**
Contact Person: **Jackie Adams** Title: **Regional Development Manager**
Address: **6259 Braidwood Way, Acworth, GA 30101**
Telephone: **+1 678 524 5062** Fax: **+1 678 354 7597** E-Mail: **jacalynn.adams@sears.com**
Website: **searshometownstores.com** Stock Symbol: **SHC** Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 1000** **Florida Only**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona		Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.		Broward Co.	
Miami-Dade Co.		Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **7 – 10K Square Feet** Land Size: **Acres**
Parking Requirements: **___ parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **5 Years**
Renewal Options: **2** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	<input checked="" type="checkbox"/>
Build To Suit		Self Development	
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	
TI \$'s Required		\$___ /square foot (minimum)	

Demographic Requirements

Trade Area Defined: **6** **Mile Radius** **Custom Polygon**

Households Required: **1 Mile Radius** **2 Mile Radius**
3 Mile Radius 2500-25,000 **5 Mile Radius**
10 Mile Radius

Required Annual Income Level: Amount: (minimum/maximum)
Type (median/average, etc)

Traffic Count: **___ Vehicles Per Day (minimum)**

Side of Street Required: **Work-bound** **Home-bound** **Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Sedano's Supermarket**
Contact Person: **Damon Del Rossi** Title: **Real Estate Representative**
Address: **8500 SW 8th Street, Suite 228, Miami, FL 33144**
Telephone: **+1 305 262 6533 x13** Fax: **+1 305 262 4118** E-Mail: **damon@greccorp.com**
Website: **sedanos.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 34** **Florida Only**

Florida Markets of Interest (check all that apply):

Panhandle		Jacksonville	
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona		Southwest Florida	
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **15 – 40K Square Feet** Land Size: **4+ Acres**
Parking Requirements: **4-5 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **5-10 Years**
Renewal Options: **5-6** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	<input checked="" type="checkbox"/>
Vanilla Shell		Cold Dark Shell	

TI \$'s Required \$ _____ /square foot (minimum)

Demographic Requirements

Trade Area Defined: **3 Mile Radius** Custom Polygon

Households Required: **1 Mile Radius - 6,000** 2 Mile Radius
Hispanic Population **3 Mile Radius - 25,000** 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: (minimum/maximum)
Type (median/average, etc)

Traffic Count: _____ Vehicles Per Day (minimum)

Side of Street Required: Work-bound Home-bound **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **SHOE DEPT., SHOE SHOW, SHOE DEPT. ENCORE and Burlington Shoes**
Contact Person: **Roger Hypes** Title: **Director SE Division**
Address: **PO Box 648, Concord, NC 28026-0648**
Telephone: **+1 704 782 4143** Fax: E-Mail:
Website: Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 1,100+** **Florida Only 19**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona		Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.		Broward Co.	
Miami-Dade Co.		Florida Keys	

Store Criteria & Lease Term

Store Size: **2,800 – 30,000 Square Feet** Land Size: **Acres**
Parking Requirements: _____ parking spaces per 1,000 rental square feet

Typical Initial Lease Term: **10 Years**
Renewal Options: **3** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit		Self Development	<input checked="" type="checkbox"/>
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	<input checked="" type="checkbox"/>

TI \$'s Required \$ _____ /square foot (minimum)

Demographic Requirements

Trade Area Defined: Mile Radius Custom Polygon

Households Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: (minimum/maximum)
Type (median/average, etc)

Traffic Count: _____ Vehicles Per Day (minimum)

Side of Street Required: Work-bound Home-bound Either

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Smoothie King**
Contact Person: **Richard Leveille** Title: **EVP of Real Estate Development**
John Gordon Title: **Real Estate Associate**
Address: **121 Park Place, Covington, LA 70433**
Telephone: **+1 905 635 6973** Fax: **+1 905 635 6987** E-Mail: **johng@smoothking.com**
Website: **smoothieking.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 515** **Florida Only 74**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona		Southwest Florida	
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	

Store Criteria & Lease Term

Store Size: **800 – 1,600 Square Feet** Land Size: **½ Acres**
Parking Requirements: _____ parking spaces per 1,000 rental square feet

Typical Initial Lease Term: **5 Years**
Renewal Options: **2** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	<input checked="" type="checkbox"/>
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	<input checked="" type="checkbox"/>
TI \$'s Required	<input checked="" type="checkbox"/>	\$NEG /square foot (minimum)	

Demographic Requirements

Trade Area Defined: **Mile Radius** **Custom Polygon**

Households Required: **1 Mile Radius** **2 Mile Radius**
3 Mile Radius **5 Mile Radius**
10 Mile Radius

Required Annual Income Level: Amount: (minimum/maximum)
Type: (median/average, etc)

Traffic Count: _____ Vehicles Per Day (minimum)

Side of Street Required: **Work-bound** **Home-bound** **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Spirit Halloween**
Contact Person: **Frank Pacera** Title: **Sr Director of Real Estate**
Address: **6826 Black Horse Pike, Egg Harbor Township, NJ 08234**

Telephone: **+1 609 645 5447** Fax: **+1 609 645 5343** E-Mail: **frank.pacera@spirithalloween.com**
Website: **spirithalloween.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: USA Florida Only

Florida Markets of Interest (check all that apply):

Panhandle		Jacksonville	X
Orlando	X	Tampa/St. Petersburg	X
Daytona	X	Southwest Florida	X
Palm Beach Co.	X	Broward Co.	X
Miami-Dade Co.	X	Florida Keys	

Store Criteria & Lease Term

Store Size: **5,000 – 40,000 Square Feet** Land Size: Acres

Parking Requirements: _____ parking spaces per 1,000 rental square feet

Typical Initial Lease Term: **Seasonal 3 month term (August 1 – November15)**

Renewal Options: # of: Option Term: Years per each term

Type of Deal (check all that are applicable):

Purchase	Lease	X
Build To Suit	Self Development	
Vanilla Shell	Cold Dark Shell	
TI \$'s Required	\$ /square foot (minimum)	

Demographic Requirements

Trade Area Defined: Mile Radius Custom Polygon

Population Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius - 30,000 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: \$ (minimum/maximum)
Type (median/average, etc)

Traffic Count: **25,000 Vehicles Per Day (minimum)**

Side of Street Required: Work-bound Home-bound **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Sports Clips**
Contact Person: **Jessica Rossy** Title: **Real Estate Manager**
Address: **682110 Briarwood Drive, Georgetown, TX 78628**

Telephone: **+1 972 821 9883** Fax: E-Mail: **Jessica.rossy@sportsclips.com**
Website: **sportsclips.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 940+** **Florida Only 37**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.		Florida Keys	

Store Criteria & Lease Term

Store Size: **1,000 – 1,400 Square Feet** Land Size: Acres
Parking Requirements: **TBD parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **Seasonal 3 month term (August 1 – November15)**
Renewal Options: # of: Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	<input checked="" type="checkbox"/>
Build To Suit		Self Development	
Vanilla Shell		Cold Dark Shell	TBD
TI \$'s Required	\$	/square foot (minimum)	

Demographic Requirements

Trade Area Defined: Mile Radius Custom Polygon

Population Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius - 30,000 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: \$ (minimum/maximum)
Type **Moderate to High Income** median/average, etc)

Traffic Count: _____ Vehicles Per Day (minimum)

Side of Street Required: Work-bound Home-bound Either

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Starbucks**
Contact Person: **Jen Bethel** Title: **Real Estate Representative**
Address: **2987 Clairmont Road, Suite 300, Atlanta, GA 30329**

Telephone: **+1 404 320 8906** Fax: E-Mail: **jbenthel@starbucks.com**
Website: **starbucks.com** Stock Symbol: **SBUX** Exchange Traded: **NASDAQ**

Existing Markets & Expansion Markets

Total # of Current Stores: USA Florida Only

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **16 – 19K Square Feet** Land Size: **.5+ Acres**
Parking Requirements: **20+ parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **10 Years**
Renewal Options: **4** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	
Vanilla Shell	Upgraded	Cold Dark Shell	
TI \$'s Required	Variable	\$ /square foot (minimum)	

Demographic Requirements

Trade Area Defined: Mile Radius Custom Polygon

Population Required: 1 Mile Radius **2 Mile Radius – 20K**
3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: **\$40,000 minimum**
Type: **Median**

Traffic Count: **30,000 Vehicles Per Day (minimum)**

Side of Street Required: **X Work-bound** Home-bound Either

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Tijuana Flats Burrito Co.**
Contact Person: **Matthew Livingston** Title: **Real Estate Manager**
Address: **9439 Forest City Cove Road, Altamonte Springs, FL 32714**

Telephone: **+1 407 575 7942** Fax: E-Mail: **matthew.livingston@tijuanaflats.com**
Website: **tijuanaflats.com** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 85** **Florida Only**

Florida Markets of Interest (check all that apply):

Panhandle		Jacksonville	X
Orlando	X	Tampa/St. Petersburg	X
Daytona		Southwest Florida	X
Palm Beach Co.	X	Broward Co.	X
Miami-Dade Co.	X	Florida Keys	

Store Criteria & Lease Term

Store Size: **2,400+ Square Feet** Land Size: Acres
Parking Requirements: **30+ parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **10 Years**
Renewal Options: **2** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	X
Build To Suit	X	Self Development	
Vanilla Shell	X	Cold Dark Shell	
TI \$'s Required	\$	/square foot (minimum)	

Demographic Requirements

Trade Area Defined: **Mile Radius X** **Custom Polygon X**

Population Required: **1 Mile Radius - 8K** **2 Mile Radius – 25K**
3 Mile Radius – 75K **5 Mile Radius – 150K**
10 Mile Radius

Required Annual Income Level: Amount: **\$60,000**
Type: **Average HH**

Traffic Count: **35,000 Vehicles Per Day (minimum)**

Side of Street Required: **Work-bound** **Home-bound** **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Tuesday Morning**
Contact Person: **Michael Peck** Title: **Regional Real Estate Representative**
Address: **6250 LBJ Freeway, Dallas, TX 75240**

Telephone: **+1 972 387 3562** Fax: E-Mail: **mpeck@tuesdaymorning.com**
Website: **tuesdaymorning.com** Stock Symbol: **TUES** Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 843** **Florida Only 67**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **10,000 Square Feet** Land Size: Acres
Parking Requirements: _____ parking spaces per 1,000 rental square feet
Typical Initial Lease Term: **5 Years**
Renewal Options: **2** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	<input checked="" type="checkbox"/>
Build To Suit		Self Development	
Vanilla Shell	<input checked="" type="checkbox"/>	Cold Dark Shell	
TI \$'s Required	\$	/square foot (minimum)	

Demographic Requirements

Trade Area Defined: - **Varies** Mile Radius Custom Polygon
Population Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius 5 Mile Radius
10 Mile Radius
Required Annual Income Level: Amount:
Type
Traffic Count: _____ Vehicles Per Day (minimum)
Side of Street Required: Work-bound Home-bound Either

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **The UPS Store**
Contact Person: **Bob Wright** Title: **Franchise Development**
Address: **1901 Ulmerton Road**
Telephone: _____ Fax: _____ E-Mail: **bobwright@bizbizbrokerusa.net**
Website: _____ Stock Symbol: _____ Exchange Traded: _____

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 5,000** **Florida Only 300+**

Florida Markets of Interest (check all that apply):

Panhandle		Jacksonville	X
Orlando	X	Tampa/St. Petersburg	X
Daytona	X	Southwest Florida	X
Palm Beach Co.		Broward Co.	
Miami-Dade Co.		Florida Keys	

Store Criteria & Lease Term

Store Size: **1,200 Square Feet** Land Size: _____ Acres
Parking Requirements: **5 # of parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **5 Years**
Renewal Options: **2** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase		Lease	X
Build To Suit		Self Development	
Vanilla Shell	X	Cold Dark Shell	
TI \$'s Required	TBD	\$_____ /square foot (minimum)	

Demographic Requirements

Trade Area Defined: **3 Mile Radius** Custom Polygon
Population Required: **30,000** 1 Mile Radius 2 Mile Radius
3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount: (minimum/maximum)
Type (median/average, etc)

Traffic Count: _____ Vehicles Per Day (minimum)

Side of Street Required: Work-bound Home-bound **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Verizon Wireless Retailer, Cellular Sales**
Contact Person: **Todd Miller** Title: **National Leasing Agent**
Address: **6513 Kingston Park, Suite 106, Knoxville, TN 37919**

Telephone: **+1 865 292 5692** Fax: E-Mail: **todd.miller@cellularsales.com**
Website: **cellularsales.com/realestate** Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 525** **Florida Only 102**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.		Florida Keys	

Store Criteria & Lease Term

Store Size: **2,500 – 3,500 Square Feet** Land Size: Acres
Parking Requirements: **4-6 parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **5 Years with 2-3 five (5) year options**
Renewal Options: Option Term: Years per each term

Type of Deal (check all that are applicable):

Purchase		Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	
Vanilla Shell		Cold Dark Shell	
TI \$'s Required	\$	/square foot (minimum)	

Demographic Requirements

Trade Area Defined: Mile Radius Custom Polygon

Population Required: 1 Mile Radius 2 Mile Radius
* 25K people in trade area 3 Mile Radius 5 Mile Radius
or greater 10 Mile Radius

Required Annual Income Level: Amount:
Type **\$45,000**

Traffic Count: **25,000 Vehicles Per Day (minimum)**

Side of Street Required: Work-bound Home-bound **Either**

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Retailer Criteria Form

Company Name: **Versona (Accessories)**
Contact Person: **Peter M. Hogan** Title: **VP., Director of Real Estate**
Address: **c/o The Cato Corporation, 8100 Denmark Road, Charlotte, NC 28273**
Telephone: **+1 704 551 7687** Fax: **+1 704 551 7594** E-Mail: **phoga@catocorp.com**
Website: **catofashions.com** Stock Symbol: **CATO** Exchange Traded: **NYSE**

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 1289** **Florida Only 63**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **6,000 – 8,000 Square Feet (Minimum 60 ft. frontage)**
Parking Requirements: **5 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **5-10 Years**
Renewal Options: **2** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	Lease	<input checked="" type="checkbox"/>
Build To Suit	Self Development	
Vanilla Shell	Cold Dark Shell	<input checked="" type="checkbox"/>

TI \$'s Required **\$50 - 60/square foot (minimum)**

Demographic Requirements

Trade Area Defined: **5 Mile Radius** Custom Polygon

Population Required: **5 Mile Radius – 25,000**

Required Annual Income Level: Amount: **\$ Upper Middle to Upper Income**
Type: **Upper Middle to Upper Income**

Traffic Count: **25,000 Vehicles Per Day (minimum)**

Side of Street Required: Work-bound Home-bound **X Either**

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Wendy's International, Inc.**
Contact Person: **Ashley Sperling** Title: **Field Director of Real Estate – South Region**
Christie Meyer Title: **Field Director of Real Estate – South Region**
Joe Keith Title: **Director of Development – South Region**
Address: **1165 Sanctuary Parkway, Suite 300, Alpharetta, GA 30009**
Telephone: **+1 770 283 3800** Fax: **+1 770 283 3808** E-Mail: **Ashley_sperling@wendys.com**
Website: **wendys.com** Stock Symbol: **WII** Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 6,800+** **Florida Only**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.	<input checked="" type="checkbox"/>	Broward Co.	<input checked="" type="checkbox"/>
Miami-Dade Co.	<input checked="" type="checkbox"/>	Florida Keys	<input checked="" type="checkbox"/>

Store Criteria & Lease Term

Store Size: **3,350 Square Feet** Land Size: **1 Acres**
Parking Requirements: **30+ parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: **10 Years**
Renewal Options: **4-5** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	<input checked="" type="checkbox"/>
Build To Suit	<input checked="" type="checkbox"/>	Self Development	<input checked="" type="checkbox"/>
Vanilla Shell		Cold Dark Shell	
TI \$'s Required	\$	/square foot (minimum)	

Demographic Requirements

Trade Area Defined: **2 Mile Radius** Custom Polygon
Population Required: **1 Mile Radius – 12,000** **2 Mile Radius – 30,000**
3 Mile Radius 5 Mile Radius
10 Mile Radius
Required Annual Income Level: Amount: **\$N/A**
Type
Traffic Count: _____ Vehicles Per Day (minimum)
Side of Street Required: Work-bound Home-bound Either

2012 ICSC Florida Conference

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Retailer Criteria Form

Company Name: **Yum Brands, Inc. (KFC, Pizza Hut, Taco Bell)**
Contact Person: **Bill Brickman** Title: **Real Estate Manager**
Address: **6210 Olde Moat Way, Davie, FL 33331**

Telephone: **+1 954 494 4049** Fax: + E-Mail: **bill.brickman@yum.com**
Website: Stock Symbol: **YUM** Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 35,000** **Florida Only 4,000**

Florida Markets of Interest (check all that apply):

Panhandle	Jacksonville
Orlando	Tampa/St. Petersburg
Daytona	Southwest Florida
Palm Beach Co.	Broward Co.
Miami-Dade Co.	Florida Keys

Store Criteria & Lease Term

Store Size: **40x72 2,850 Square Feet** Land Size: **30K** **2/3 Acres**
Parking Requirements: **_____ parking spaces per 1,000 rental square feet**

Typical Initial Lease Term: **20 Years**
Renewal Options: **4** Option Term: **5 Years per each term**

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease
Build To Suit		Self Development
Vanilla Shell		Cold Dark Shell
TI \$'s Required	\$	/square foot (minimum)

Demographic Requirements

Trade Area Defined: - **Varies** Mile Radius Custom Polygon

Population Required: 1 Mile Radius 2 Mile Radius
3 Mile Radius 5 Mile Radius
10 Mile Radius

Required Annual Income Level: Amount:
Type

Traffic Count: _____ Vehicles Per Day (minimum)

Side of Street Required: Work-bound Home-bound Either

2012 ICSC Florida Conference

August 20 – 21, 2012

Retailer Criteria Form

Company Name: **Zaxby's**
Contact Person: **Tommy Mitchell** Title:
Address: **1040 Founders Boulevard, Athens, GA 30606**
Telephone: **+1 706 433 2289** Fax: + E-Mail: **tmitchell@zaxbys.com**
Website: Stock Symbol: Exchange Traded:

Existing Markets & Expansion Markets

Total # of Current Stores: **USA 555** **Florida Only 46**

Florida Markets of Interest (check all that apply):

Panhandle	<input checked="" type="checkbox"/>	Jacksonville	<input checked="" type="checkbox"/>
Orlando	<input checked="" type="checkbox"/>	Tampa/St. Petersburg	<input checked="" type="checkbox"/>
Daytona	<input checked="" type="checkbox"/>	Southwest Florida	<input checked="" type="checkbox"/>
Palm Beach Co.		Broward Co.	
Miami-Dade Co.		Florida Keys	

Store Criteria & Lease Term

Store Size: **3,500 Square Feet** Land Size: **1 Acres**
Parking Requirements: **15 parking spaces per 1,000 rental square feet**
Typical Initial Lease Term: Years
Renewal Options: Option Term: Years per each term

Type of Deal (check all that are applicable):

Purchase	<input checked="" type="checkbox"/>	Lease	
Build To Suit		Self Development	
Vanilla Shell		Cold Dark Shell	
TI \$'s Required	\$	/square foot (minimum)	

Demographic Requirements

Trade Area Defined: - **Varies** Mile Radius Custom Polygon

Population Required: **1 Mile Radius – 5K** **2 Mile Radius - 10K**
3 Mile Radius – 25K **5 Mile Radius – 45K**
10 Mile Radius

Required Annual Income Level: Amount: **\$45,000**
Type: **Median**

Traffic Count: **20K Vehicles Per Day (minimum)**

Side of Street Required: Work-bound Home-bound Either