ICSC FLORIDA CONFERENCE & DEAL MAKING

Orange County Convention Center, Orlando, FL
August 30 – September 1, 2015
#FLConf

NEW LOCATION

RETAILER ROW DIRECTORY

ICSC

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	ABC Fine Wine and Spirits
Company Representatives	Tom Hartmann and Chris Quarles
Territory Covered	ALL OF FLORIDA
Title	Tom - Director of Real Estate, Chris - Senior Real Estate Site Representative
Address	8989 South Orange Ave, Orlando FL 32824
Phone	407-851-0000 X2221 AND X2514
Fax	407-858-5500
Email	Tom - TomH@abcfws.com, Chris - CQ@abcfws.com
Retail Use	Fine Wine, Beer and Liquor

BROKER INFORMATION	
Company	N/A
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	65,0000+ IN 3 MILES
Average Income Preferred	$65,000+ IN 3 MILES
Preferred Traffic generators or co-tenants	GROCERY ACHORED, BIG BOX,
Typical size or range	8,000 SQ.FT. - 12,000 SQ.FT.
Frontage - Min/Preferred/Max	
Location preferred within Shopping Center/Mall	❑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☑ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	ALL OF FLORIDA
Number of stores to open in 2014	5
Number of stores to open in 2015	5
Current number of stores in chain	160
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION			
Company	Bealls Outlet		
Company Representatives	Phil Knuth	Lauri Mendoza	Jessica Althoff
Territory Covered	FL, GA, AL, LA, MS	TX, AZ, NM, NV	NC, SC, TN, KY, VA, WV
Title	Regional Site Manager	Regional Site Manager	Regional Site Manager
Address	700 13th Ave E, Bradenton, FL 34208		
Phone	941-744-7419	941-744-4194	941-744-7248
Fax			
Email	pknuth@beallsinc.com	lmendoza@beallsinc.com	jalthoff@beallsinc.com
Retail Use			

BROKER INFORMATION	
Company	The Rotella Group
Company Representatives	Steven Miller
Territory Covered	Southeast Florida
Title	
Address	3300 N Federal Hwy, Suite 200, Fort Lauderdale, FL 33306
Phone	954-568-9015
Fax	
Email	steve@rotellagroup.com
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	75,000-100,000 within 10 minute drivetime
Average Income Preferred	$50,000
Preferred Traffic generators or co-tenants	Fashion
Typical size or range	20,000-25,000sf
Frontage - Min/Preferred/Max	100' / 140' / 160'
Location preferred within Shopping Center/Mall	☑ In-line ❑ End cap ❑ Freestanding
Type of centers preferred	❑ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Florida, Georgia, North Carolina, Texas, Arizona
Number of stores to open in 2014	26
Number of stores to open in 2015	30+ in the next 12 months
Current number of stores in chain	446
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Bloomin' Brands, Inc.
Company Representatives	Jackie Vanella, Real Estate Director
Territory Covered	Florida, Puerto Rico and Non-Traditional Development
Title	Real Estate Director
Address	2202 N. West Shore Blvd., Tampa, FL 33607
Phone	(813) 282-1225
Fax	
Email	JackieVanella@BloominBrands.com
Retail Use	Casual Dining

BROKER INFORMATION	
Company	Atlantic Retail Properties
Company Representatives	Noah Jones
Territory Covered	West Palm, Naples, Ft. Myers, Orlando, Tallahassee & Gainesville, Pensacola & P
Title	Broker
Address	1001 N. US Hwy One, Suite 600, Jupiter, FL 33477
Phone	(561) 424-3028
Fax	
Email	njones@atlanticretail.com
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	Varies
Average Income Preferred	Varies
Preferred Traffic generators or co-tenants	Varies
Typical size or range	Varies per Concept
Frontage - Min/Preferred/Max	Varies
Location preferred within Shopping Center/Mall	❑ In-line ❑ End cap ☑ Freestanding
Type of centers preferred	☑ Mall ☑ Power ☑ Specialty/Life Style ❑ Community/Neighborhood ❑ Strip Centers
Focus of expansion in the next 24 months	Varies per Concept
Number of stores to open in 2014	Varies per Concept
Number of stores to open in 2015	Varies per Concept
Current number of stores in chain	Varies per Concept
Other Useful Information	

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COMPANY INFORMATION	
Company	Burlington Stores
Company Representatives	Jeff Morrow
Territory Covered	South, Southeast & Puerto Rico
Title	Director
Address	
Phone	817-939-0796
Fax	
Email	jeff.morrow@burlingtonstores.com
Retail Use	

BROKER INFORMATION	
Company	Atlantic Retail
Company Representatives	Greg Godino
Territory Covered	Florida
Title	
Address	
Phone	
Fax	
Email	ggodino@atlanticretail.com
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	200,000
Average Income Preferred	Middle America
Preferred Traffic generators or co-tenants	
Typical size or range	40,000 - 50,000
Frontage - Min/Preferred/Max	180' - 220'
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☑ Mall ☑ Power ☐ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	
Number of stores to open in 2014	23
Number of stores to open in 2015	25
Current number of stores in chain	546
Other Useful Information	

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COMPANY INFORMATION	
Company	CVS Health
Company Representatives	Bryan Cook
Territory Covered	Florida
Title	Regional Director of Real Estate
Address	3300 N 28th Terrace, Hollywood, FL
Phone	401-527-7266
Fax	
Email	bryan.cook@cvshealth.com
Retail Use	Chain Drug Store

BROKER INFORMATION	
Company	N/A
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	Varies based on competitive environment
Average Income Preferred	Varies based on population density
Preferred Traffic generators or co-tenants	Retail hubs, hard corner, "Main & Main" intersections
Typical size or range	10,000 SF - 15,000 SF
Frontage - Min/Preferred/Max	250' x 250'
Location preferred within Shopping Center/Mall	☐ In-line ☐ End cap ☑ Freestanding
Type of centers preferred	☐ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Florida
Number of stores to open in 2014	N/A
Number of stores to open in 2015	N/A
Current number of stores in chain	8,000+/-
Other Useful Information	

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COMPANY INFORMATION	
Company	Chipotle Mexican Grill
Company Representatives	Jodi Recalt, Hal Hobgood
Territory Covered	Jodi Recalt - Florida (except Panhandle) Hal Hobgood - FL Panhandle, GA, AL ,T
Title	Real Estate Manager
Address	1401 Wynkoop, Denver, Colorado 80202
Phone	Jodi Recalt - (954)608-9788 / Hal Hobgood (404)259-9575
Fax	
Email	jrecalt@chipotle.com / hhobgood@chipotle.com
Retail Use	QSR

BROKER INFORMATION	
Company	Email for contact information
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	
Average Income Preferred	
Preferred Traffic generators or co-tenants	
Typical size or range	2200-2400
Frontage - Min/Preferred/Max	
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☑ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	
Number of stores to open in 2014	
Number of stores to open in 2015	Approximately 20 for Florida
Current number of stores in chain	1900
Other Useful Information	

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COMPANY INFORMATION	
Company	Daily's
Company Representatives	Carrie Breslin and Stu Ratcliffe
Territory Covered	East Coast of Florida
Title	First Coast Energy, LLP.
Address	7014 A.C. Skinner Parkway, Suite 290
Phone	904-596-3200
Fax	904-596-8550
Email	cbreslin@firstcoastenergy.com or sratcliffe@firstcoastenergy.com
Retail Use	convenience store - gas station

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	Depends on the site
Average Income Preferred	Looking in higher income areas ($75,000 +)
Preferred Traffic generators or co-tenants	Target/Publix type centeres w/ dense high-end residental nearby
Typical size or range	5,700 sq' convenience store with gas island & detached carwash
Frontage - Min/Preferred/Max	250'
Location preferred within Shopping Center/Mall	☐ In-line ☐ End cap ☑ Freestanding
Type of centers preferred	☑ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Aquisitions to fill in strategic gaps, raise and rebuilds of existing
Number of stores to open in 2014	
Number of stores to open in 2015	10+
Current number of stores in chain	200+-
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	DESTINATION XL GROUP
Company Representatives	PETER SCHMITZ AND CYNTHIA FARRO
Territory Covered	UNITED STATES
Title	SR. VP & CHIEF REAL ESTATE OFFICER
Address	555 TURNPIKE STREET
Phone	781 828 9300 EXT. 2064
Fax	
Email	PSCHMITZ@DXLG.COM
Retail Use	

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	URBAN - 1,000,000 IN 20 MINUTE DRIVE
Average Income Preferred	$70,000
Preferred Traffic generators or co-tenants	40,000 VEHICLES PER DAY
Typical size or range	5,000 +/- SQUARE
Frontage - Min/Preferred/Max	40 FEET MINIMUM
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☑ Mall ☑ Power ☑ Specialty/Life Style ❑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Nationwide
Number of stores to open in 2014	40
Number of stores to open in 2015	40
Current number of stores in chain	170
Other Useful Information	30 new openings in 2016

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COMPANY INFORMATION	
Company	Dollar General Corporation
Company Representatives	Kevin D. Gromosaik
Territory Covered	Florida
Title	Real Estate Manager
Address	2541 NW 39th Street, Boca Raton, FL 33434
Phone	615.852.9821
Fax	N/A
Email	kgromosa@dollargeneral.com
Retail Use	Discount Retail

BROKER INFORMATION	
Company	*Please contact Real Estate Manager for Broker/Developer Contact Information.
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	Varies by Trade Area Urbanicity
Average Income Preferred	Below $75k Median HH Income
Preferred Traffic generators or co-tenants	Other Discount Retailers/Convenient Shopping Options/QSR
Typical size or range	7,500 - 10,500 SF / 1.0 - 1.5 Acres
Frontage - Min/Preferred/Max	To Be Discussed
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☐ Mall ☐ Power ☐ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	All Florida
Number of stores to open in 2014	700 Total (59 Florida)
Number of stores to open in 2015	730 Total (35 Florida) [2016: 900 Total (47 Florida)]
Current number of stores in chain	12,000 + Total (700 + Florida)
Other Useful Information	Existing Store Locations may be considered for Relocation.

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COMPANY INFORMATION	
Company	Dominos
Company Representatives	Brian Olson
Territory Covered	South Region
Title	Program Leader of Development
Address	30 Frank Lloyd Wright Drive, Ann Arbor, MI 48105
Phone	X
Fax	X
Email	RealEstate.Leads@dominos.com
Retail Use	Food Service

BROKER INFORMATION	
Company	X
Company Representatives	X
Territory Covered	X
Title	X
Address	X
Phone	X
Fax	X
Email	X
Retail Use	X

SITE SELECTION CRITERIA	
Population Density Preferred	X
Average Income Preferred	X
Preferred Traffic generators or co-tenants	In synergy
Typical size or range	1,400 - 3,000
Frontage - Min/Preferred/Max	20'
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☐ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	All Markets
Number of stores to open in 2014	90
Number of stores to open in 2015	150
Current number of stores in chain	12,000 (5,200 Domestic)
Other Useful Information	New Pizza Theatre Model - Curren remodel in process for all sto

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COMPANY INFORMATION	
Company	Express Oil Change & Service Center, Tire Engineers
Company Representatives	Jeff Yetter
Territory Covered	Orlando, Tampa, Jacksonville, Pan Handle, (and remainder of the US)
Title	Vice President of Real Estate
Address	1880 Southpark Drive, Birmingham, AL 35244
Phone	205-945-1771
Fax	336-458-9492
Email	jyetter@expressoil.com
Retail Use	

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	A minimum of 20,000 residents within a 3-mile radius
Average Income Preferred	$55,000 + median income
Preferred Traffic generators or co-tenants	20,000 vpd
Typical size or range	25,000-35,000 sf of land
Frontage - Min/Preferred/Max	
Location preferred within Shopping Center/Mall	❑ In-line ❑ End cap ☑ Freestanding
Type of centers preferred	❑ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ❑ Strip Centers
Focus of expansion in the next 24 months	
Number of stores to open in 2014	12
Number of stores to open in 2015	12-15
Current number of stores in chain	250
Other Useful Information	Daytime population and retail synergy is paramount

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COMPANY INFORMATION	
Company	Great Clips
Company Representatives	Belinda Avera
Territory Covered	GA, AL, TN, FL
Title	Real Estate Manager
Address	2454 Arcadia Dr. Acworth, GA 30101
Phone	770-529-7252
Fax	770-529-5370
Email	belinda.avera@greatclips.com
Retail Use	Hair Cutting Salon

BROKER INFORMATION	
Company	BluRock Commercial Real Estate
Company Representatives	Joe Schuemann, Heather Coons
Territory Covered	Orlando DMA
Title	
Address	1150 South Orlando Ave, Suite B Winter Park,FL 32789
Phone	305-283-1521
Fax	
Email	heather@blurockcommercial.com
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	20K-25K in 3 mile radius
Average Income Preferred	Middle to middle upper
Preferred Traffic generators or co-tenants	Grocery anchored, national discounter anchored, or high visibilit
Typical size or range	900-1200
Frontage - Min/Preferred/Max	minimum of 15' interior frontage
Location preferred within Shopping Center/Mall	☑ In-line ❑ End cap ❑ Freestanding
Type of centers preferred	❑ Mall ☑ Power ❑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	All of Florida with focus on Tampa, West Palm Beach, Jacksonv
Number of stores to open in 2014	20
Number of stores to open in 2015	25
Current number of stores in chain	3800
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Ratner Companies d/b/a Hair Cuttery
Company Representatives	David Oremland
Territory Covered	FL
Title	Real Estate Leader
Address	3215 NE 184th St. #14408
Phone	954-288-9187
Fax	
Email	doremland@ratnerco.com
Retail Use	Hair Cuts

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	
Average Income Preferred	Mid-High Income
Preferred Traffic generators or co-tenants	Publix
Typical size or range	1,000-1,400 sq. ft.
Frontage - Min/Preferred/Max	15' min
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☐ Freestanding
Type of centers preferred	☐ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Major DMA's excluding the panhandle
Number of stores to open in 2014	40
Number of stores to open in 2015	40
Current number of stores in chain	1,000
Other Useful Information	

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Orange County Convention Center, Orlando, FL | August 30 - September 1, 2015

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COMPANY INFORMATION	
Company	Hibbett Sporting Goods, Inc.
Company Representatives	Sam Killian
Territory Covered	Missouri, Georgia, Florida
Title	Real Estate Manager
Address	2700 Milan Court Birmingham, AL 35211
Phone	205-942-4292
Fax	
Email	Sam.Killian@hibbett.com
Retail Use	Sporting Goods

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA			
Population Density Preferred	20,000 in 5-mile		
Average Income Preferred			
Preferred Traffic generators or co-tenants	Apparel, Mass Merchandisers		
Typical size or range	4,000 - 6,000 sf		
Frontage - Min/Preferred/Max	40 - 60 sf		
Location preferred within Shopping Center/Mall	☑ In-line	☐ End cap	☐ Freestanding
Type of centers preferred	☑ Mall ☐ Community/Neighborhood	☑ Power	☐ Specialty/Life Style ☑ Strip Centers
Focus of expansion in the next 24 months	Sun Belt		
Number of stores to open in 2014	80		
Number of stores to open in 2015	90		
Current number of stores in chain	1,005		
Other Useful Information			

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Jeremiah's Italian Ice
Company Representatives	Irving Forestier
Territory Covered	Florida
Title	New Store Development Manager
Address	PO Box 947824
Phone	407-309-0775
Fax	407-704-3970
Email	Irving@jeremiahsice.com
Retail Use	Restaurant

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	60K (3 mile radius) & 120K (5 mile radius)
Average Income Preferred	$50K
Preferred Traffic generators or co-tenants	Starbucks & Chipotle
Typical size or range	800 sq ft- 1600 sq ft
Frontage - Min/Preferred/Max	16 linear ft
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☐ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Tampa, Jacksonville, South Florida & West South Florida
Number of stores to open in 2014	
Number of stores to open in 2015	4
Current number of stores in chain	10
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Jimmy John's Gourmet Sandwiches
Company Representatives	Dan Albo
Territory Covered	Southeast
Title	Regional Real Estate Manager
Address	2212 Fox Drive, Champaign, IL 61820
Phone	(217) 356-9900
Fax	(217) 359-2956
Email	realestate@jimmyjohns.com
Retail Use	Restaurant

BROKER INFORMATION	
Company	Different in each market - Contact Dan for Broker info
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	10,000 daytime employment in 1 mile radius
Average Income Preferred	$40,000 Median Household Income
Preferred Traffic generators or co-tenants	Anchors, Coffee Shop, Other Fast Casual Restaurants
Typical size or range	1100-1500 SF
Frontage - Min/Preferred/Max	18'/20'/flexible
Location preferred within Shopping Center/Mall	❑ In-line ☑ End cap ❑ Freestanding
Type of centers preferred	❑ Mall ☑ Power ❑ Specialty/Life Style ❑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Miami, Orlando, Tampa, SW Florida, Melbourne, Jacksonville, J
Number of stores to open in 2014	275
Number of stores to open in 2015	300
Current number of stores in chain	2300
Other Useful Information	Drive-Thru preferred

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Mattress 1 One
Company Representatives	Marwan Salem, Maged Salem
Territory Covered	Florida, Georgia, Texas
Title	President
Address	2507 Investor Row Suite
Phone	407-240-3061
Fax	407-240-3091
Email	
Retail Use	Mattresses and bedding products

BROKER INFORMATION	
Company	Real Property Specialists
Company Representatives	Mike Charron, Brandon Wiley
Territory Covered	Florida, Georgia (South GA)
Title	Vice President of Sales & Leasing
Address	2345 W Sand Lake Rd. Suite #100
Phone	407-624-5601
Fax	
Email	mike@rps-fl.com brandon@rps-fl.com
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	
Average Income Preferred	
Preferred Traffic generators or co-tenants	Mattress or Furniture stores, Big Box and high traffic generators
Typical size or range	2,500-6,000 square feet
Frontage - Min/Preferred/Max	40' - 100'
Location preferred within Shopping Center/Mall	❑ In-line ❑ End cap ❑ Freestanding
Type of centers preferred	❑ Mall ❑ Power ❑ Specialty/Life Style ❑ Community/Neighborhood ❑ Strip Centers
Focus of expansion in the next 24 months	Southwest,Northeast &Central FL; Palm Beach/Broward county
Number of stores to open in 2014	55
Number of stores to open in 2015	60
Current number of stores in chain	220
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	National Stores, Inc.
Company Representatives	Alejandra Godoy
Territory Covered	Nationwide
Title	Real Estate Manager
Address	15001 S Figueroa St, Gardena, CA 90248
Phone	(310) 984-3835
Fax	
Email	agodoy@fallasstores.com
Retail Use	

BROKER INFORMATION	
Company	Creative Realty Group
Company Representatives	Gregg Lurie and Kevin Lurie
Territory Covered	East
Title	Principal
Address	3610 NE 1st Ave, Miami, FL 33137
Phone	(305) 677-8774
Fax	
Email	glurie@creativerealtygroup.com
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	15,000 - 25,000 in 1 mile
Average Income Preferred	$45,000
Preferred Traffic generators or co-tenants	Discount Retailers & Grocery Stores
Typical size or range	18,000 +
Frontage - Min/Preferred/Max	110'
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☑ Mall ☑ Power ❑ Specialty/Life Style ❑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	
Number of stores to open in 2014	30+
Number of stores to open in 2015	30+
Current number of stores in chain	335
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Office Depot, Inc.
Company Representatives	Julie M. Augustyn, John Vryonides
Territory Covered	Eastern US, Southeast
Title	Director - Real Estate, Senior Manager - Real Estate
Address	6600 N. Military Trail, Boca Raton, FL 33496
Phone	561-438-0000
Fax	
Email	Julie.Augustyn@officedepot.com , John.Vryonides@officedepot.com
Retail Use	Office supply

BROKER INFORMATION	
Company	Avison Young, Colliers International, Fimiani Development, JLL
Company Representatives	Katz & Associates, LandQwest
Territory Covered	Various
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	Variable
Average Income Preferred	Variable
Preferred Traffic generators or co-tenants	Variable
Typical size or range	15K
Frontage - Min/Preferred/Max	90' min
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☐ Mall ☑ Power ☐ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Relocations / Improving existing portfolio
Number of stores to open in 2014	
Number of stores to open in 2015	
Current number of stores in chain	Approx 1,800
Other Useful Information	Office Depot and OfficeMax brands

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COMPANY INFORMATION	
Company	Ollie's Bargain Outlet
Company Representatives	Jeff Powers
Territory Covered	FL, NC, SC, KY
Title	Director of Real Estate
Address	4 Teaberry Court, Greer, SC 29651
Phone	864.303.2362
Fax	864.234.7864
Email	jpowers@ollies.us
Retail Use	Discount Department/Variety Store

BROKER INFORMATION	
Company	The Shopping Center Group
Company Representatives	Joanna Robinson/Marc Sullivan
Territory Covered	Orlando Metro and Surrounding Area
Title	
Address	2170 W. State Road 434, Longwood, FL 32779
Phone	407.788.8818
Fax	407.788.0971
Email	joanna.robinson@tscg.com
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	50,000/10 Miles in Rural Area. 100,000 in 5 miles in Metro.
Average Income Preferred	$35,000 - $75,000 Median Household Income
Preferred Traffic generators or co-tenants	
Typical size or range	27,000 - 33,000 square feet
Frontage - Min/Preferred/Max	120' minimum
Location preferred within Shopping Center/Mall	☑ In-line ❑ End cap ❑ Freestanding
Type of centers preferred	❑ Mall ☑ Power ❑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Southeast
Number of stores to open in 2014	
Number of stores to open in 2015	25-30
Current number of stores in chain	185
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	On The Border
Company Representatives	Tom McCord
Territory Covered	United States
Title	VP of Real Estate
Address	2201 West Royal Lane Suite 240, Irving, TX 75063
Phone	972-499-3043
Fax	
Email	tom.mccord@ontheborder.com
Retail Use	Full Service Restaurant

BROKER INFORMATION	
Company	CBRE
Company Representatives	James Mitchell, Dave Conn, Patxi Diaz
Territory Covered	Florida
Title	Brokers
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	100,000+ within 5 miles
Average Income Preferred	$50,000+
Preferred Traffic generators or co-tenants	Mid and Large box anchors
Typical size or range	1.5 acres
Frontage - Min/Preferred/Max	
Location preferred within Shopping Center/Mall	❑ In-line ❑ End cap ☑ Freestanding
Type of centers preferred	☑ Mall ☑ Power ☑ Specialty/Life Style ❑ Community/Neighborhood ❑ Strip Centers
Focus of expansion in the next 24 months	12-20
Number of stores to open in 2014	4
Number of stores to open in 2015	5-7
Current number of stores in chain	150
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Pacific Dental Services
Company Representatives	Jason Mallette
Territory Covered	TX,MN,NM,KS,MO,CO, ID,UT,GA,REFL
Title	Real Estate Manager
Address	17000 Red Hill Ave., Irvine, CA 92614
Phone	
Fax	
Email	mallettej@pacden.com
Retail Use	dental

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	30,000 within 3 miles
Average Income Preferred	$65-$95k+
Preferred Traffic generators or co-tenants	Daily Needs Grocery, Target's, Costco's, Wal-Marts and Sam's
Typical size or range	2,600-3000+
Frontage - Min/Preferred/Max	
Location preferred within Shopping Center/Mall	❑ In-line ☑ End cap ❑ Freestanding
Type of centers preferred	❑ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Nationally
Number of stores to open in 2014	70
Number of stores to open in 2015	70
Current number of stores in chain	450
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Panera Bread
Company Representatives	Garrett Williams
Territory Covered	FL, GA, AL, TN (Corporate Cafes only)
Title	Senior Real Estate Manager
Address	
Phone	813-309-0188
Fax	
Email	garrett.williams@panerabread.com
Retail Use	

BROKER INFORMATION	
Company	Jim Kovacs-Colliers(Tampa Bay), John Mounce-Landqwest(SW FL)
Company Representatives	Brian Gelley-Centre Line (Miami), Kate Clifford-Strategic Sites(JAX)
Territory Covered	Allan Bell-Southtrust(Panhandle)
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	
Average Income Preferred	
Preferred Traffic generators or co-tenants	
Typical size or range	4,200 - 4,300 sf with drive thru
Frontage - Min/Preferred/Max	
Location preferred within Shopping Center/Mall	❑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	❑ Mall ❑ Power ❑ Specialty/Life Style ❑ Community/Neighborhood ❑ Strip Centers
Focus of expansion in the next 24 months	
Number of stores to open in 2014	
Number of stores to open in 2015	
Current number of stores in chain	
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Papa Murphy's
Company Representatives	Chris Dewolff & Tom Fihe
Territory Covered	Florida
Title	Real Estate Manager & Director of Sales
Address	8000 NE Parkway Dr #350, Vancouver, WA 98662
Phone	(404) 670-0686
Fax	
Email	Chris.dewolff@papamurphys.com
Retail Use	Mercantile - Take & Bake Pizza

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	25k (min. 15k) with in 2 miles
Average Income Preferred	Median - $40k-70k HH income
Preferred Traffic generators or co-tenants	Grocerty Anchored/Neighborhood Oriented
Typical size or range	1000-1500 sq ft (min. 20' frontage)
Frontage - Min/Preferred/Max	20' min.
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☐ Freestanding
Type of centers preferred	☐ Mall ☐ Power ☐ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	
Number of stores to open in 2014	
Number of stores to open in 2015	110
Current number of stores in chain	1500
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Pet Supermarket, Inc.
Company Representatives	Rebecca Smith
Territory Covered	US
Title	Director of Real Estate
Address	1100 International Pkwy., Sunrise, FL 33323
Phone	954-557-6709
Fax	954-302-5405
Email	rsmith@petsupermarket.com
Retail Use	Pet Food & Supplies

BROKER INFORMATION	
Company	Katz & Associates
Company Representatives	David Emihovich, Marty Hennessy
Territory Covered	SE United States
Title	
Address	2300 Glades Rd., Suite 460W, Boca Raton, FL 33431
Phone	561-361-4345/561-361-4343
Fax	561-361-7276
Email	demihovich@dkatz.com/MartinHennessy@dkatz.com
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	50,000+
Average Income Preferred	$50,000+
Preferred Traffic generators or co-tenants	First Tier Grocery Anchors
Typical size or range	7,000 - 9,000 sq. ft.
Frontage - Min/Preferred/Max	60' Minimum
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	❑ Mall ❑ Power ❑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	SE US including Houston & Dallas, TX
Number of stores to open in 2014	15
Number of stores to open in 2015	20
Current number of stores in chain	153
Other Useful Information	Need ADT of 30,000

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Pinch A Penny
Company Representatives	Mike Del Duca & Brian Andriese
Territory Covered	Florida
Title	Real Estate Manager
Address	6385 150th Avenue North, Clearwater, FL 33760
Phone	(727) 531-8913
Fax	(727) 536-8066
Email	mdelduca@pinchapenny.com &bandriese@pinchapenny.com
Retail Use	Sale and service of pool, patio and spa supplies

BROKER INFORMATION	
Company	N/A
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	Pool owners
Average Income Preferred	Pool owners
Preferred Traffic generators or co-tenants	Grocery and/or service
Typical size or range	1,600 - 2,400 sf
Frontage - Min/Preferred/Max	20'/30'/40'
Location preferred within Shopping Center/Mall	❑ In-line ☑ End cap ❑ Freestanding
Type of centers preferred	❑ Mall ❑ Power ❑ Specialty/Life Style ☑ Community/Neighborhood ❑ Strip Centers
Focus of expansion in the next 24 months	Florida, Louisiana and Texas
Number of stores to open in 2014	6
Number of stores to open in 2015	10
Current number of stores in chain	225
Other Useful Information	Largest franchised retail pool, patio and spa company in country

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Primrose Schools
Company Representatives	Bob Rossman
Territory Covered	Northeast, Mid Atlantic, FL
Title	Site aquisition Manager
Address	55 Peabody Drive, Brentwood NH 03833
Phone	603-642-7472
Fax	603-642-5985
Email	brossman@primroseschools.com
Retail Use	child care

BROKER INFORMATION		
Company	NAI Realvest	CREC
Company Representatives	Matt Cichocki	Mark Goldstein
Territory Covered	Orlando	SE FL
Title	Principal	
Address	Maitland FL	Coral Gables FL
Phone	407-949-0738	305-779-3162
Fax		
Email	mcichocki@realvest.com	mgoldstein@crec.com
Retail Use	child care	

SITE SELECTION CRITERIA	
Population Density Preferred	2,000 children 0-4 within 3 miles
Average Income Preferred	$70,000 plus
Preferred Traffic generators or co-tenants	Daily services
Typical size or range	12,000 sq ft
Frontage - Min/Preferred/Max	150
Location preferred within Shopping Center/Mall	❑ In-line ❑ End cap ☑ Freestanding
Type of centers preferred	❑ Mall ❑ Power ❑ Specialty/Life Style ☑ Community/Neighborhood ❑ Strip Centers
Focus of expansion in the next 24 months	Orlando, SE Florida,
Number of stores to open in 2014	23 chain wide
Number of stores to open in 2015	27 +/- chain wide
Current number of stores in chain	300+
Other Useful Information	Prefer to buy

ICSC FLORIDA CONFERENCE & DEAL MAKING

Orange County Convention Center, Orlando, FL
August 30 – September 1, 2015
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NEW LOCATION

RETAILER ROW DIRECTORY

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NEW LOCATION

RETAILER ROW DIRECTORY

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MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Roses/Roses Express
Company Representatives	N Wayne Stainback
Territory Covered	16 States
Title	Director of Leasing
Address	PO Box 947, Henderson, North Carolina 27536
Phone	252-430-2609
Fax	252-430-2673
Email	wstainback@vwstores.com
Retail Use	Discount Store

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	15000 households in trade area
Average Income Preferred	$50,000 and under
Preferred Traffic generators or co-tenants	Grocery
Typical size or range	20,000 to 50,000 square feet
Frontage - Min/Preferred/Max	Variable
Location preferred within Shopping Center/Mall	☑ In-line ❑ End cap ❑ Freestanding
Type of centers preferred	❑ Mall ❑ Power ❑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	All States
Number of stores to open in 2014	13
Number of stores to open in 2015	18-20
Current number of stores in chain	350
Other Useful Information	No Walmart across the street.

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	SPORT CLIPS
Company Representatives	Jessica Rossy, Joel Reichman
Territory Covered	Jessica - All of FL with the exception of Panhandle and Miami; Joel - Miami
Title	Real Estate Director
Address	110 Briarwood Drive, Georgetown, TX 78628
Phone	Jessica - 972-746-4820; Joel - 617-510-6419
Fax	
Email	Jessica.Rossy@SportClips.com; Joel.Reichman@SportClips.com
Retail Use	Hair

BROKER INFORMATION	
Company	Six Brokers in FL - Please contact Jessica Rossy for contact information
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	> 30,000 in a 3 mile radius
Average Income Preferred	Moderate to higher income areas preferred
Preferred Traffic generators or co-tenants	National co-tenants; can co-exist with other haircutters/salons
Typical size or range	1,000sf - 1,400sf preferred
Frontage - Min/Preferred/Max	Minimum of 15' of frontage
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☐ Freestanding
Type of centers preferred	☐ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	All FL markets
Number of stores to open in 2014	TBD
Number of stores to open in 2015	TBD
Current number of stores in chain	1,400 +/-
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Save-A-Lot
Company Representatives	Neil Kirchoff,* Jim Bauman** & James Velazquez **
Territory Covered	*Central/ SW FL/ **FL Pan Handle/***West Palm, Broward & Miami-Dade
Title	Sr Real Estate Manager
Address	FL Regional Office: 4075 South Goldenrod Rd, Orlando, FL 32822
Phone	*407-491-0482/**(614) 790-0147 /*** 954-998-8238
Fax	*407-736-9327/**(614) 846-8727/james.velazquez@savealot.com
Email	neil.k.kirchoff@savealot.com / James.Bauman@savealot.com/james.velazquez@s
Retail Use	Grocery

BROKER INFORMATION	
Company	Various
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	30,000 urban 20,000 rural areas
Average Income Preferred	$40,000 or less
Preferred Traffic generators or co-tenants	Value-oriented retailers
Typical size or range	12,000 to 18,000 sq. ft.
Frontage - Min/Preferred/Max	80' minimum, prefer 100'
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☐ Mall ☐ Power ☐ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Coast to Coast
Number of stores to open in 2014	65
Number of stores to open in 2015	85
Current number of stores in chain	1335
Other Useful Information	Parking need is 5 per 1000 sq.ft. Receiving is via 53 ft trailer

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Sears Hometown & Outlet Stores
Company Representatives	Jackie Adams
Territory Covered	US
Title	Regional Development Manager
Address	6259 Braidwood Way, Acworth, GA 30101
Phone	678-524-5062
Fax	847-396-2357
Email	jacalynn.adams@shos.com
Retail Use	Appliances, Lawn & Garden, Tools, Mattresses, Floor Care, related

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	any
Average Income Preferred	any
Preferred Traffic generators or co-tenants	grocery, womens apparel, national tenants
Typical size or range	8,000-10,000 sq ft; 2nd generation space
Frontage - Min/Preferred/Max	60 ft wide
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☑ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Nationwide
Number of stores to open in 2014	28
Number of stores to open in 2015	25-30
Current number of stores in chain	1200+
Other Useful Information	Must be more than 8 miles from any existing Sears concept

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Sedano's Supermarkets
Company Representatives	Damon Del Rossi
Territory Covered	Central/South Florida
Title	Real Estate Representative
Address	8500 SW 8th St, Suite 228, Miami, FL 33144
Phone	305-262-6533 X 106
Fax	305-262-1703
Email	damon@greccorp.com
Retail Use	

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	6,000 - one mile hispanic | 25,000 - 3 mile hispanic
Average Income Preferred	
Preferred Traffic generators or co-tenants	
Typical size or range	+/- 15,000 - +/- 40,000
Frontage - Min/Preferred/Max	
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☐ Mall ☑ Power ☐ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Miami - Dade county, Broward County
Number of stores to open in 2014	
Number of stores to open in 2015	1-2
Current number of stores in chain	34
Other Useful Information	Hispanic Supermarket Chain

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Smashburger
Company Representatives	Grant Guidinger
Territory Covered	National
Title	Director of Real Estate
Address	3900 East Mexico Avenue, Suite 1200, Denver, CO 80210
Phone	(415) 734-0337
Fax	(855) 505-9059
Email	gguidinger@smashburger.com
Retail Use	Fast-casual restaurant

BROKER INFORMATION	
Company	Atlantic Retail (Orlando) Franklin Street (Jacksonville, Tampa to Naples)
Company Representatives	Brent & Patrick of Atlantic & Carrie Smith, Samantha Berk, Brian Bern of Frankli
Territory Covered	
Title	
Address	
Phone	Brent: 561.424.3016; Carrie: 904.271.4120; Samantha: 813.386.0456
Fax	carrie.smith@franklinst.com, samantha.berk@franklinst.com
Email	bandrews@atlanticretail.com, pwagor@atlanticretail.com
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	
Average Income Preferred	
Preferred Traffic generators or co-tenants	Fast-casual, daily needs, work and family drivers
Typical size or range	1,800-2,200 sf
Frontage - Min/Preferred/Max	
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☑ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Tampa to Naples, Orlando to Jacksonville, Tallahassee to Destin
Number of stores to open in 2014	65
Number of stores to open in 2015	80
Current number of stores in chain	330
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Spirit Halloween
Company Representatives	Sharon Bodden
Territory Covered	Florida
Title	Leasing Manager
Address	6826 Black Horse Pike Egg Harbor Twp NJ 08234
Phone	609-645-3300
Fax	
Email	sharon.bodden@spirithalloween.
Retail Use	

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	35,000 + in a 3-5 mile radius with a car count of 25,000 per day
Average Income Preferred	
Preferred Traffic generators or co-tenants	Big Box Retailers driven by visibility
Typical size or range	5,000 - 50,000
Frontage - Min/Preferred/Max	
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☑ Mall ☑ Power ☑ Specialty/Life Style ❑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	
Number of stores to open in 2014	
Number of stores to open in 2015	1152
Current number of stores in chain	n/a
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Studio Movie Grill
Company Representatives	Jim Gdula
Territory Covered	US
Title	Vice President
Address	8350 North Central Expressway, Suite 400, Dallas, TX 75206
Phone	240-446-3277
Fax	
Email	jgdula@studiomoviegrill.com
Retail Use	Theatre

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	300,000 within a 20 min drive time
Average Income Preferred	85,000+
Preferred Traffic generators or co-tenants	Open
Typical size or range	39,000 - 45,000
Frontage - Min/Preferred/Max	max
Location preferred within Shopping Center/Mall	❑ In-line ❑ End cap ❑ Freestanding
Type of centers preferred	❑ Mall ☑ Power ☑ Specialty/Life Style ❑ Community/Neighborhood ❑ Strip Centers
Focus of expansion in the next 24 months	CA, IL, FL, Atlanta, Houston, DC/MD/VA
Number of stores to open in 2014	3
Number of stores to open in 2015	5
Current number of stores in chain	22
Other Useful Information	Dine in theatre concept

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Supercuts
Company Representatives	Corinna Ragsdale
Territory Covered	FL, GA, NC, SC
Title	Real Estate Director
Address	
Phone	404-862-3209
Fax	
Email	corinna.ragsdale@regiscorp.com
Retail Use	

BROKER INFORMATION	
Company	Multiple
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	30,000+ in 3 miles
Average Income Preferred	$60,000+
Preferred Traffic generators or co-tenants	Grocery, coffee
Typical size or range	+/- 1,200 sf
Frontage - Min/Preferred/Max	min 15 ft of frontage
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☐ Freestanding
Type of centers preferred	☐ Mall ☐ Power ☐ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Nationwide
Number of stores to open in 2014	200+
Number of stores to open in 2015	200+
Current number of stores in chain	2440
Other Useful Information	Supercuts, Inc signs all leases and sub-leases to franchisees

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	The TJX Companies
Company Representatives	Keith Schantz
Territory Covered	FL, GA, AL, AR, MS, PR
Title	AVP, Senior Real Estate Director
Address	543 SW 132nd Terrace, Newberry, FL 32669
Phone	352-332-4388
Fax	941-894-6177
Email	Keith_Schantz@tjx.com
Retail Use	Apparel/Home

BROKER INFORMATION	
Company	Please email for broker information per territory
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	50,000
Average Income Preferred	$40,000 - $100,000
Preferred Traffic generators or co-tenants	Grocer, malls, soft goods, big box, strip centers
Typical size or range	20,000 - 40,000 (combo)
Frontage - Min/Preferred/Max	
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☑ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Florida
Number of stores to open in 2014	TBD
Number of stores to open in 2015	TBD
Current number of stores in chain	
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	The UPS Store
Company Representatives	Mike McNeil, Bob Wright, Sandra Marinez
Territory Covered	Florida
Title	
Address	2841 Executive dr. #100 Tampa, FL 33762
Phone	813-282-1115
Fax	727-573-9131
Email	krgordon@franbiz601.com
Retail Use	Pack and Shipping, Business Services

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	20,000+ in 3 mile range
Average Income Preferred	50,000 Average household income
Preferred Traffic generators or co-tenants	N/A
Typical size or range	1200 -1400 sq feet
Frontage - Min/Preferred/Max	20 feet
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☐ Mall ☐ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	New stores in Orlando, Tampa, jacksonville
Number of stores to open in 2014	7
Number of stores to open in 2015	10
Current number of stores in chain	252 in Florida area of counties
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Thorntons Inc
Company Representatives	Charles Alloway, Zach Matthews
Territory Covered	Pinellas, Pasco, Hillsborough, Sarasota & Manatee counties
Title	Real Estate Manager
Address	10101 Linn Statlion Road, Ste 200 - Louisville, KY 40223
Phone	813-960-3677 (Alloway), 813-442-9831
Fax	n/a
Email	charliea@thorntonsinc.com, zmatthews@thorntonsinc.com
Retail Use	Convenience store with gasoline

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	4,000 HH's 1 mile, 15,000 HH's 3 miles
Average Income Preferred	under $45K Med HH
Preferred Traffic generators or co-tenants	N/A
Typical size or range	approx 1.8 acres
Frontage - Min/Preferred/Max	225 to 300 feet
Location preferred within Shopping Center/Mall	❑ In-line ❑ End cap ☑ Freestanding
Type of centers preferred	❑ Mall ❑ Power ❑ Specialty/Life Style ❑ Community/Neighborhood ❑ Strip Centers
Focus of expansion in the next 24 months	Within the 5 county area indicated
Number of stores to open in 2014	
Number of stores to open in 2015	
Current number of stores in chain	180+
Other Useful Information	Signalized intersections, far corner, good traffic and population

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Tijuana Flats
Company Representatives	Matthew Livingston
Territory Covered	Southeast United States
Title	Real Estate Manager
Address	
Phone	407-575-7942
Fax	
Email	Matthew.Livingston@TijuanaFlats.com
Retail Use	Restaurant

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA			
Population Density Preferred			
Average Income Preferred	50,000 +		
Preferred Traffic generators or co-tenants			
Typical size or range	2,200-2,500		
Frontage - Min/Preferred/Max	30' minimum		
Location preferred within Shopping Center/Mall	❑ In-line	❑ End cap	❑ Freestanding
Type of centers preferred	❑ Mall ❑ Community/Neighborhood	❑ Power	❑ Specialty/Life Style ❑ Strip Centers
Focus of expansion in the next 24 months	Southeast U.S.		
Number of stores to open in 2014	20		
Number of stores to open in 2015	20		
Current number of stores in chain	115		
Other Useful Information			

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Tractor Supply Company
Company Representatives	Mike Porter
Territory Covered	FL, GA, NC, SC, MS, AL, VA, PA, DE, MD, OH
Title	Director of Real Estate
Address	12016 Jasmine Cove Way
Phone	
Fax	
Email	mporter@tractorsupply.com
Retail Use	Farm Store

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	Flexible
Average Income Preferred	Flexible
Preferred Traffic generators or co-tenants	Flexible
Typical size or range	20,000 SF; 3-3.5 Acres
Frontage - Min/Preferred/Max	105' - 120'
Location preferred within Shopping Center/Mall	❑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	❑ Mall ❑ Power ❑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	
Number of stores to open in 2014	100+
Number of stores to open in 2015	100+
Current number of stores in chain	1,400+
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Tuesday Morning, Inc.
Company Representatives	Cory D. Bird
Territory Covered	FL, CT, DE, MA, MD, ME, NH, NJ, NY, PA, RI, VA & VT
Title	Vice President Real Estate
Address	6250 LBJ Freeway, Dallas, TX 75240
Phone	(972) 934-7297
Fax	
Email	cbird@tuesdaymorning.com
Retail Use	Discount Department Store / General Merchandise

BROKER INFORMATION			
Company	Melville & Assoc.	/ Thur & Assoc.	/ Sevell Realty
Company Representatives	Nancy Criswell	/ Shary Thur & Stacey Cachat	/ Robert Lauter
Territory Covered	SW, Panhandle & Cent. FL	/ Miami Dade, P. Beach, Broward CO	/ Duval Co.
Title			
Address			
Phone	(813) 254-1114	/ 561.395.2441	/ 407-310-8644
Fax			
Email			
Retail Use			

SITE SELECTION CRITERIA	
Population Density Preferred	175,000 in 5 Mi.
Average Income Preferred	$65,000 + in 1, 3 & 5 Mi.
Preferred Traffic generators or co-tenants	National Soft Goods Anchors, Grocery, Pet Supplies, Crafts
Typical size or range	10,000sf to 15,000sf
Frontage - Min/Preferred/Max	75ft.
Location preferred within Shopping Center/Mall	☑ In-line ❑ End cap ❑ Freestanding
Type of centers preferred	❑ Mall ☑ Power ☑ Specialty/Life Style ❑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	US
Number of stores to open in 2014	40
Number of stores to open in 2015	60
Current number of stores in chain	770 Stores
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	uBreakiFix
Company Representatives	Ryann Frost and Ashley Buck
Territory Covered	Nationwide
Title	Franchise Development Manager
Address	1806 33rd St. Suite 120
Phone	321-445-8810
Fax	
Email	
Retail Use	Electronic Repair

BROKER INFORMATION	
Company	Blurock Commercial
Company Representatives	Billy Rodriguez
Territory Covered	Nationwide
Title	Director of RealEstate
Address	1150 S. Orlando Ave
Phone	407-443-3925
Fax	407-583-4572
Email	billy@burockcommercial.com
Retail Use	mixed

SITE SELECTION CRITERIA	
Population Density Preferred	100k
Average Income Preferred	60k
Preferred Traffic generators or co-tenants	cell phone carriers, Best Buy, Gamestop
Typical size or range	800-1200 sq ft
Frontage - Min/Preferred/Max	15' min.
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☐ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	Denver, Florida, Atlanta, Nashville, Boston, IL
Number of stores to open in 2014	75
Number of stores to open in 2015	100
Current number of stores in chain	130
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	The Wendy's Company
Company Representatives	Ashley Sperling, Christie Hughes, and Joe Keith
Territory Covered	Jacksonville, Daytona, Melbourne and Orlando - Ashley Sperling. Tampa, West Pa
Title	Field Real Estate Director
Address	1165 Sanctuary Parkway, #300, Alpharetta, GA 30009
Phone	770-283-3776 (Sperling) and 770-283-3771 (Hughes)
Fax	770-283-3808
Email	ashley.sperling@wendys.com; christie.hughes@wendys.com
Retail Use	Restaurant

BROKER INFORMATION	
Company	Various brokers throughout the state of Florida
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	1 mile 12,000 and 2 mile 30,000
Average Income Preferred	All
Preferred Traffic generators or co-tenants	All
Typical size or range	1 acre site
Frontage - Min/Preferred/Max	160' frontage
Location preferred within Shopping Center/Mall	❑ In-line ❑ End cap ☑ Freestanding
Type of centers preferred	❑ Mall ☑ Power ❑ Specialty/Life Style ☑ Community/Neighborhood ❑ Strip Centers
Focus of expansion in the next 24 months	All of Florida
Number of stores to open in 2014	60+ Restaurants
Number of stores to open in 2015	Goal of 1,000 new units by 2020
Current number of stores in chain	6,500+
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Woof Gang Bakery
Company Representatives	
Territory Covered	FL - GA - NC - NV - NJ - TX - KS - VA
Title	
Address	7703 Kingspointe Parkway, Suite 700 - Orlando, FL 32819
Phone	407-355-9210
Fax	877-554-1020
Email	info@woofgangbakery.com
Retail Use	

BROKER INFORMATION	
Company	Woof Gang Bakery
Company Representatives	Ryan Wesner
Territory Covered	
Title	Real Estate Listing Contact
Address	10743 Narcoossee Road, Suite A21 - Orlando, FL 32832
Phone	407-403-5491
Fax	
Email	rwesner@wesnercps.com
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	30,000+
Average Income Preferred	75,000+
Preferred Traffic generators or co-tenants	Starbucks, Panera Bread, Fresh Market
Typical size or range	1,000-2,500 sq
Frontage - Min/Preferred/Max	16ft - 40ft
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☑ Mall ☑ Power ☑ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	40 stores
Number of stores to open in 2014	16
Number of stores to open in 2015	24
Current number of stores in chain	60
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	XIST Fitness
Company Representatives	Brian Hibbard
Territory Covered	FL, GA, NC
Title	President
Address	
Phone	407-310-3599
Fax	407-862-5743
Email	Brian@southbeachtanningcompany.com
Retail Use	Fitness Club

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA			
Population Density Preferred	75,000 / 3 mile		
Average Income Preferred	50k +		
Preferred Traffic generators or co-tenants			
Typical size or range	18,000-25,000 sq ft		
Frontage - Min/Preferred/Max			
Location preferred within Shopping Center/Mall	❑ In-line	❑ End cap	❑ Freestanding
Type of centers preferred	❑ Mall ❑ Community/Neighborhood	☑ Power	☑ Specialty/Life Style ☑ Strip Centers
Focus of expansion in the next 24 months	FL, GA, NC		
Number of stores to open in 2014			
Number of stores to open in 2015	2015/2016- 8-10		
Current number of stores in chain			
Other Useful Information			

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	YUM BRANDS, INC (KFC, PIZZA HUT, TACO BELL)
Company Representatives	Lorna Ennis, Jess Hepler, Peter Schaap & Joey Clayton
Territory Covered	Florida
Title	Real Estate Manager
Address	Attached Brochure - By Brands
Phone	Attached Brochure - By Brands
Fax	
Email	Attached Brochure - By Brands
Retail Use	KFC, Pizza Hut, Taco Bell

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA	
Population Density Preferred	Various - 3,000 HH's - 35,000 People
Average Income Preferred	Varies according to the Brand
Preferred Traffic generators or co-tenants	Supermarkets, Big Box
Typical size or range	1,200 SF - 2,850 SF
Frontage - Min/Preferred/Max	140' - 210'
Location preferred within Shopping Center/Mall	☑ In-line ☑ End cap ☑ Freestanding
Type of centers preferred	☐ Mall ☑ Power ☐ Specialty/Life Style ☑ Community/Neighborhood ☑ Strip Centers
Focus of expansion in the next 24 months	KFC, Pizza Hut, Taco Bell
Number of stores to open in 2014	200 + USA. 1,200 Worldwide
Number of stores to open in 2015	200 + USA. 1,200 Worldwide
Current number of stores in chain	41,000 Worldwide
Other Useful Information	

MEET THE RETAILERS FORM

COMPANY INFORMATION	
Company	Zaxby's
Company Representatives	Tommy Mitchell
Territory Covered	US
Title	Real Estate Consultant
Address	1040 Founders Blvd, Athens, GA 30606
Phone	706-433-2289
Fax	
Email	tmitchell@zaxbys.com
Retail Use	QSR Out Parcels

BROKER INFORMATION	
Company	
Company Representatives	
Territory Covered	
Title	
Address	
Phone	
Fax	
Email	
Retail Use	

SITE SELECTION CRITERIA			
Population Density Preferred	30K in trade area		
Average Income Preferred	45K		
Preferred Traffic generators or co-tenants			
Typical size or range	1 Acre		
Frontage - Min/Preferred/Max			
Location preferred within Shopping Center/Mall	❑ In-line	❑ End cap	☑ Freestanding
Type of centers preferred	❑ Mall ❑ Community/Neighborhood	❑ Power	❑ Specialty/Life Style ❑ Strip Centers
Focus of expansion in the next 24 months	Southeast, OK, TX, LA, VA		
Number of stores to open in 2014	65		
Number of stores to open in 2015	82		
Current number of stores in chain	700		
Other Useful Information			