



2015 VRN Spring Outlet Retail Deal Making PROGRAM GUIDE



March 26-27

**Loews Royal Pacific Resort
Orlando, Florida**





FASHION OUTLETS OF SAN FRANCISCO @ CANDLESTICK
200 LUXURY OUTLETS WATERSIDE DINING CULTURAL ACTIVITIES NIGHTLIFE



Dawny Roberts

HOLIDAY 2017

 **MACERICH**[®]

fashionoutlets@macerich.com 716.805.0101

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Value Retail News

1221 Avenue of the Americas, 41st Floor, New York, NY 10020-1099

Phone: (727) 781-7557 ■ www.valueretailnews.com



Program at a Glance

THURSDAY, MARCH 26

1:00 pm – 7:00 pm Registration
 2:00 pm – 5:00 pm Deal Making
 5:00 pm – 7:00 pm Hosted Reception

FRIDAY, MARCH 27

8:30 am – 3:00 pm Registration
 9:00 am – 10:00 am Breakfast
 9:00 am – 3:00 pm Deal Making
 12:00 noon – 1:00 pm Lunch
 3:00 pm Meeting adjourns



GRAND PLANS

Grand Opening 2016
LAREDO, TX
HARTFORD, CT

Grand Opening 2017
TULSA, OK

Grand Opening 2015
 Phase II Expansions
ATLANTA, GA
LOUISVILLE, KY

HGP
 Horizon Group Properties
 Leasing: Andrew Pelmoter (301)312-6104

www.horizongroup.com

Atlanta, GA | Burlington, WA | El Paso, TX | Fremont, IN | Gettysburg, PA | Hartford, CT
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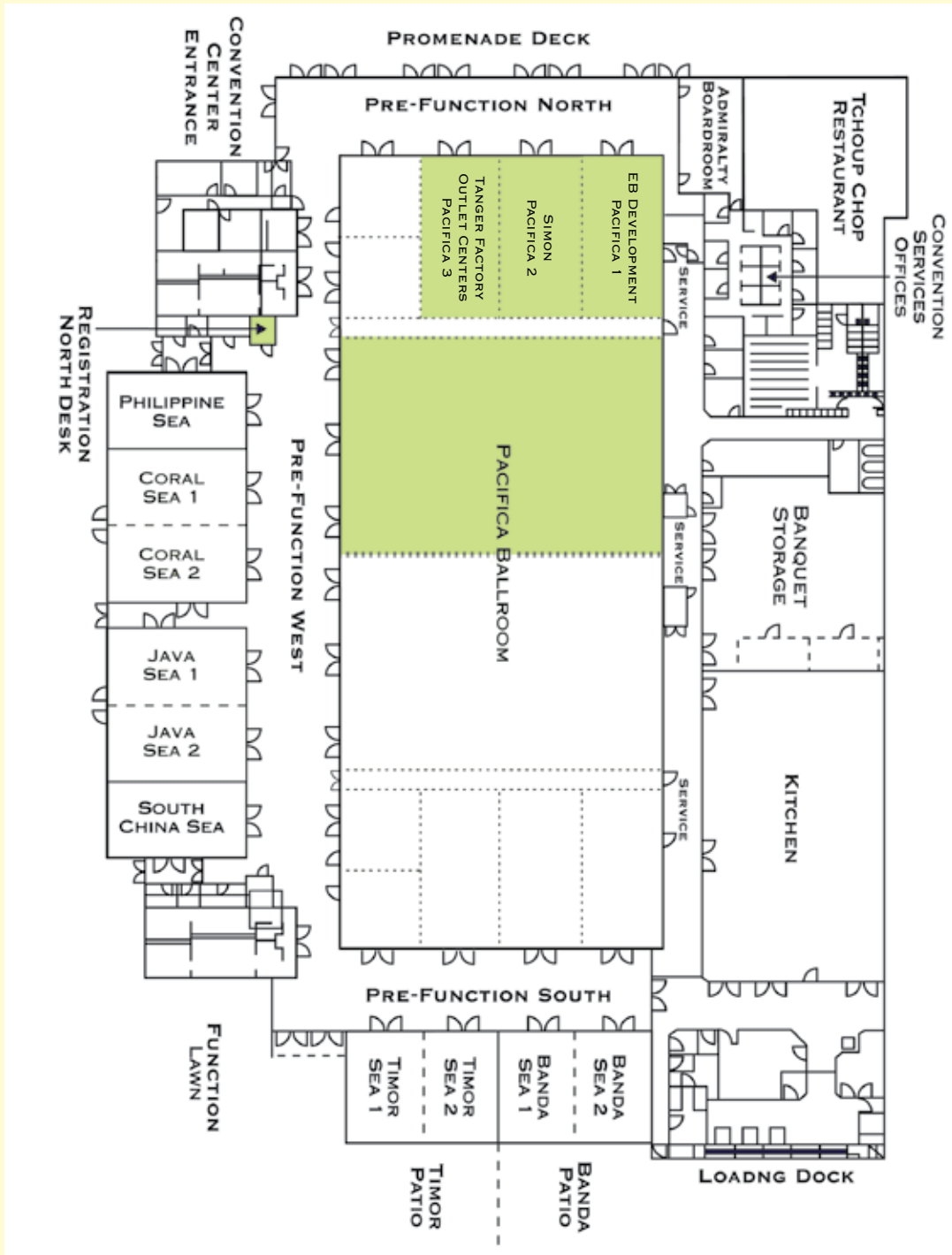


SIMON
 PREMIUM OUTLETS

United States Canada Japan Korea Malaysia Mexico

PREMIUMOUTLETS.COM

L oews Royal Pacific Resort



E exhibitors

Avison Young

30 Ivan Allen Jr. Blvd. Suite 900
Atlanta, GA 30308
Jacquelin S. Young
703-395-3356

Berkshire Hathaway Commercial

9600 SW Barnes Road Suite 100
Portland, OR 97225
Tom Hanaceil
503-292-8191

Charles Company

9034 W. Sunset Blvd.,
West Hollywood, CA 90069
AJ Jaranilla
310-247-0900

Craig Realty Group

4100 Mac Arthur Blvd. Suite 200
Newport Beach, CA 92660
Rachel Chaney
949-224-4100

Dorsky + Yue International

23240 Chagrin Blvd., Suite 325
Cleveland, OH 44122
Kevin Zak
216-468-1850

EB Development

21 Essex Way
Essex Junction, VT 05452
Morgan Boyle
215-839-6674

Equinox Square

PO Box 369
Manchester, VT 05482
Peter Keelan
802-353-0489

Ferrara Jerum International, LLC

339 East Avenue Suite 4320
Rochester, NY 14604
David Schroth
585-454-6991

FFO Real Estate Advisors

1340 Smith Avenue, Suite 200
Baltimore, MD 21209
Scott Fisher
410-779-1284

Fortune International Realty


2666 Brickell Av
Miami, FL 33129
Alexandra Escudero
305-962-3948

French Mountain Commons/ Log Jam Outlets

1439 State Route 9 # 16
Lake George, NY 12845
Zack Moore
518-792-1982

Continued on page 8



Introducing
Tallahassee Outlets
at Park  Place

NOW LEASING PHASE 1 - 2017 OCCUPANCY
VISIT OUR BOOTH @ VRN ORLANDO
MARCH 26-27

I-10, EXIT 196 (Capital Circle NW interchange)
44,000 ADT • Daytime Employment +22,000 within 3 miles
12th fastest growing metro area in Florida (12.4% growth rate)
30 mile radius = 389,206; plus 3 area colleges with total enrollment est. 75,000+
Nearest Outlet Centers are 150+ miles (southwest) or 200+ miles (east)
Pylon & Billboard signage (PUD has 1 mile frontage on I-10)

Leasing Contact: Frank P. Territo 352-279-1413 • fptbroker@outlook.com

PARK PLACE PUD presented by Meyer Development, LLC
Heather Richmond, VP: 561-273-4633 heather@meyerdev.com

E

xhibitors

Continued from page 7

Horizon Group Properties, Inc.

5000 Hakes Dr., Ste. 500
Muskegon, MI 49441
Melanie Galarneau
231-798-9276

The Howard Hughes Corporation

13355 Noel Rd. 22nd Floor
Dallas, TX 75204
Michelle Waak
972-392-6219

Ivanhoé Cambridge Inc.

95 Wellington St. W. 300
Toronto, ON M5J 2R2
Kristiina Aaltonen
416-369-4418

Jeffrey R. Anderson Real Estate

3805 Edwards Rd. Ste 700
Cincinnati, OH 45209
Gina Bohl
513-241-5800

Lou Phillips Painting & Sun Paints & Coatings

18206 Keystone Grove Blvd
Odessa, FL 33556
Austin McCrory
813-380-0485

Macerich

131 Briggswood Drive
Elma, NY 14059
Eileen Kusowski
716-805-10101

Manchester Designer Outlets

1601 Depot Street
Manchester Center, VT 05255
Alissa Hauben-Appel
802-362-3736

McArthur Glen

41 Madison Avenue Suite 3105
New York, NY 10010
Andrew Schulman
646-202-2684

Miromar Development

10801 Corkscrew Road #305
Estero, FL 33928
Lyna Parrino
239-390-5100

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CAYEY GROUP
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WWW.FASHIONOUTLETS-CARIBBEAN.COM

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New England Development

One Wells Avenue
Newton, MA 02459
Karen A. Trentman
617-243-7387

Outlets of the Pacific

3660 Waiialae Ave suite 304
Honolulu, HI 96816
Erica Shannon
808-479-6568

OVP Management, Inc.

1340 Centre Street
Newton, MA 02459
Robert M. Barsamian
617-965-9700

P & A Roofing and Sheet Metal

4495 35th Street
Orlando, FL 32811
Frank DeVarona
407-650-9541

Paragon Outlet Partners

217 E. Redwood St.
21st Floor
Baltimore, MD 21202
Shannon Sewell
410-856-1812

The PRISM Company/ Centralia Outlets

PO Box 51823
Durham, NC 27717
Janet L. Grady
919-968-0326

Pyramid Management Group

4 Clinton Square
Syracuse, NY 13201
Gina Vecchiarelli
315-634-7781

RED Development

One E. Washington St. #300
Phoenix, AZ 85004
Christine Martin
480-947-7772

RED Legacy

4717 Central
Kansas City, MO 64112
Lee Ra Johnson
816-777-3500

Shopping Center Business

3500 Piedmont Road #415
Atlanta, GA 30305
Scott France
404-832-8262

Continued on page 10



EXPERIENCE THE TANGER DIFFERENCE

Partner with Tanger Outlets and expand your business in today's fastest growing retail sector. With more than 185 million shoppers visiting Tanger Outlets annually, Tanger is the outlet industry leader. The Tanger portfolio consist of 45 upscale outlet shopping centers in 25 states coast to coast and in Canada.

CENTERS UNDER CONSTRUCTION OR IN DEVELOPMENT

Savannah, GA	Opening April 2015
Foxwoods, CT	Opening May 2015
Grand Rapids, MI	Opening July 2015
Southaven, MS (Memphis)	Opening November 2015
Columbus, OH	Opening Summer 2016
Daytona Beach, FL	Opening Summer 2016
Fort Worth, TX	Opening Fall 2016

A Good Partner is the Best Choice
Contact Tanger Outlets Leasing
3200 Northline Avenue, Suite 360 | Greensboro,
NC 27408 | 336.292.3010

TangerOutlets
THINK OUTLETS. THINK TANGER.

E

xhibitors

Continued from page 9

Simon

60 Columbia Rd., 3rd Flr. Bldg B
Morristown, NJ 07960
Elaine Galari
9730-403-2582

Tallahassee Outlets at Park Place

1601 Belvedere Rd. #407-S
West Palm Beach, FL 33406
Frank P. Territo
561-689-6601

Tanger Factory Outlet Centers

3200 Northline Avenue, Suite 360
Greensboro, NC 27408
Jessica Murphy
336-834-6887

Taubman

200 E. Long Lake Rd.,
Bloomfield Hills, MI 48304
Marc Cohen
248-258-6800

Urban Edge Properties

210 Route 4 East
Paramus, NJ 07652
David Reiff
201-571-3500

The WAS Group

33 Sicomac Road, Suite 305
North Haledon, NJ 07508
Frank Was
862-203-4352

WLS Lighting Systems

1919 Windsor Place
Fort Worth, EX 76011
Tye Chittum
817-840-9331

WP Glimcher

180 East Broad Street
Columbus, OH 43215
Krista Naber
614-887-5618

The Woodmont Company

2100 W 7th St.
Fort Worth, TX 76107
Chad Christensen
817-732-4000

Wiley Creek Company

38 Fuller Pointe Drive
Hilton Head Island, SC 29926
Roger Healey
843-422-1255



Outlets OF SOUTHEAST MICHIGAN

CAPTURE THE MARKET.

Announcing the newest 330,000 sq. ft. outlet project from leading developer Jeffrey R. Anderson Real Estate Inc., strategically located on I-94 between two of the top US-Canada entry points in the country.

Boasting solid permanent population of over 4.5 million residents in a 60-minute drive time, the added influx of Canadian visitors makes this the premier outlet opportunity in Southeast Michigan to serve the Canadian market, without the costs of an international center.

- Rosewater Bridge sees over 10 million crossings per year
- Detroit Windsor Tunnel serves 9 million crossings
- Over 4.5 million residents in a 60-minute drive time

LEASING INQUIRIES:
Mark Fallon | mfallon@JRAretail.com
Emily Bevis | ebevis@JRAretail.com
Kevin Thobe | kthobe@JRAretail.com
JRAretail.com

JEFFREY R. ANDERSON
REAL ESTATE

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A tteendees

ABOUT

Andre Costa
Gilson Costa

Adidas America

Angela Bertolino

Aeropostale

Eric Stevenson

AM Retail Group

Marc S. Gurstel
Jeffrey L. Montang
Dan Ogiba

Asics

Casey Nolter

Athena Property Management

Michael W. Garner

Auntie Anne's

Janice M. Fisher
Okey M. Reese

Avison Young

David Hinkle, CLS
Lisa Quier-Wagner
Jacquelin Young

B562 Terminal Facility Limited Partnership

Bert Evans

Berkshire Hathaway Home Services

Tom Hanacek

Brown Shoe Company

James Pye

Carduner Commercial

Rick Carduner

Carter's Inc.

David G. Krueger

Casandra Properties

James Prendamano

Charlotte Russe

Kristin Niehl Dess
Heidi Graybill
Emily A. Watkins

Chico's FAS

Luke Baranich

The Children's Place

Steven T. Flaten
Joel R. Patterson

Christopher & Banks Corp.

Donna Fauchald

City of Bristol Virginia

Gale Burton
Claudia A. Sagan
Andrew O. Trivette

Coldwell Banker Commercial Advisors

Alanna Hogan, CCIM

Columbia Sportswear

Chuck Anderson

Craig Realty Group

Lauren Corsi Burger
Claudia J. Fanaras
Rick Hopper, CLS
Kelley Maher-Neff
Kathy J. Santelli
Kimberly A. Shelford, CMD
Sally Terando

CSM Consulting

Tae Y. Yi

The Daniel Group

Mark H. Brown

Dorsky Yue International

Kimberly A. Summers
Kevin Zak

Dressbarn

Charles V. Devine

DTZ Retail - Terranomics

James S. Chung
Rhonda A. Diaz

EB Development

Morgan F. Boyle
Paulette Russell

Equinox Square

Katherine Cohen
Pete Keelan

Express

Matthew Reid

Fandel Retail Group

Lynne M. Bremer

Fashion Retail Group

Robin L. Klein, CSM

Federal Realty Investment Trust

Stuart Biel
Brett Christopoulos

Felenstein Was & Associates

Marshall E. Felenstein

Ferrara Jerum Int'l.

David Schroth

FFO Real Estate Advisors

Scott Ferguson
Scott Fisher
Laurence F. Oster
John Vitullo

Fortune International Realty

Alexandra Escudero

Fossil

Shelley G. Anderson
Robert D. Higgins

The Fragrance Outlet

Thomas Bowyer
Scott Kanter
Jorge L. Martin

Francesca's Collections

Clary Groen
Mike Stanley

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A ttendees

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French Mountain/ Log Jam Outlets

Edward T. Moore, Sr.
Zachary Moore

Genesco Inc.

Richard M. Proffitt

GK Development

Kelsey Blindt

Global Franchise Group

Caroline Cheng

Gold Toe Stores

Lori Ayres
Debbie Williamson

Guess?

Barry Sturm

The Gymboree Corporation

Brenda Wurtz

Hawkins Construction

RJ Walker

Helzberg Diamonds

Randy S. Swain

High Street Retail USA

Sharon Dresser

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Andrew Pelmoter

Howard Hughes Corporation

Lisa Palazzola
Michelle Waak

ICSC

Ingrid Gonzalez
Madison R. Gross
Rita Malek
Rudolph E. Milian, CRX, CMD, CSM
Sally Stephenson
Ester Vivona

Interstate Realty/Development

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Expansions

Lake Buena Vista Factory Stores, FL *2016
The Outlet Shoppes of Lake George, NY *2015

Open

Fashion Outlets of Las Vegas, NV *Assisting AWE Talisman
Fashion Outlets of Santa Fe, NM *Assisting AWE Talisman
The Outlets at Sands Bethlehem, PA
Rockvale Outlets, PA
Viejass Outlet Center, CA
Woodbury Centre, NY

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Sandra K. Smith, R.K. Getty Corp. (253) 383-2858 • email: sandra@gettycorp.com
www.centraliaoutlets.com

Jeffrey R. Anderson Real Estate

Jeffrey R. Anderson
Emily R. Bevis
Mark Fallon
Kevin Thobe

JLL

Steven Ferris
Jennifer Wise

Jones Retail Corporation

John McCormack
Joshua S. Podell
Michael Sadi

Justice

Kelly Bailey
Anne M. Mendez

The Kitchen Collection

Lawrence White

Lane Bryant

Marina Marchik

Le Creuset of America

Heather Kaminsky

Lou Phillips Painting

Austin McCrory
Lou Phillips

Luxottica Retail

Jack G. Beaumier

M & M Asphalt/All County Paving

Cliff Barfield

Macerich

Ann Ackerman, CMD
Jamie Bourbeau
Donald Chapman
Mary L. Kamien
Nikki Keiser
Carol L. Schillne, CRX, CLS

Manchester Designer Outlets

Alissa Hauben

McArthurGlen UK

Andrew Schulman

Middlebrook Properties

Paul R. Schaffer

Milestone Associates

Ellen M. Lee Kiely
Rick Kiely

Miromar Development

Kay Shortway
Marshall Stahl

Morguard Management Company

Marc Dusang

New Balance Athletic Shoes

Stephen Dix
Ron R. Wilson

New England Development

Carol F. Carbonaro, CLS
Andrew E. Marsallo
Manny Steiner
Karen A. Trentman

Oakley

Tara Cazian
Ferron Manwaring

The Outlets of the Pacific

Erica Shannon
Joe Shannon

OVP Management

Robert M. Barsamian
Lisa B. Green
Dorthea Seybold

P & A Roofing and Sheet Metal

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PA Outlet Management

David Ober

Paragon Outlet Partners

Robert A. Brvenik
Stephen R. Brvenik
Michele Dawson
Lisa H. Kessler
Nicholas King

Parigi Group/Hartstrings

Stephen Cantwell

Perfumania

Zachary Hammer
Jason Richter, CRX, CLS

The PRISM Company

Janet L. Grady

Pyramid Management Group

Matthew Ryan Paulus

R. K. Getty Corp.

Sandra K. Smith

Rack Room Shoes

Kent S. Gonnerman
Scot Marsh

RED Development

Scott Rehorn
Sharon Wilkins

Restoration Hardware

Stephanie E. Linman

RETransform

Brandi Cochran

Rue 21

Kyle Koenig

Shoe Show

Paul A. Kiratzis

Shopping Center Business Magazine

Scott B. France

Signet

Teri Robson
Mark Schillaci

Simkin Group

Ronald F. Simkin

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A tteendees

Continued from page 13

Simon

Brent Bane
Elaine Galari
Jon D. Kelty
Richard N. Lewis
Christine Schnauffer Mansfield
Jean Perrotti
Andrew Rice, CSM
Robert Ruzza
Scott S. Sarti
Lisa Snead
Drew D. Steele

Strategy+Style Marketing Group

Karen Fluharty

The Talbots

Kristine A. Murphy

Tallahassee Community College

John R. Vandagriff

Tallahassee Outlets at Park Place

Frank Territo

Tanger Factory Outlet Centers

Shelly L. Atkinson
Brad Breitling
Diane Coulson, CSM, CLS
Maren Donovan
Melissa A. Elleman
Vance Evans
Mary Shifflette

Taubman Centers

Marc Cohen
Steven E. Sacks
Jonathan Schey, CLS
Jennifer Skiba

Taylor Made Golf Company

John Gonsalves

Terra Brokerage International

Jeannie S. De Fazio, CRX, CLS

The TJX Companies

Keith E. Schantz

Tilly's

Jeff R. Sinkey

Tom Hall Retail Consultants

Tom Hall

TravelPro Luggage

Paul Ouellette

Tricom

Giancarlo (GC) Carriero, CLS

Tumi

Adam Levy
Eugene P. Messina

Urban Edge Properties

Terese S. Furry
Sydney Gottwals
Paul Schiffer
Michael L. Zucker

US Polo Association

Joseph H. Cornely, III

Value Retail News

Linda Humphers
Velvet Lattimore
James Mammarella

VF Outdoor & Action Sports

Bernie Bishop

Villa Enterprises Mgmt.

Cheryl Kempf

Vitamin World

Mark Hoffmann
Jeff Sieber

The Was Group

Brian Mainardi
Darren Was
Frank J. Was
Jeffrey T. Was

Wetzel's Pretzels

Cecilia Medrano
Anthony S. Parete

Wharton Realty Group

Susan B. Hunt

Williams Company

Ed McWhorter

WLS Lighting Systems

Tye Chittum

Wolverine World Wide Global Retail Group

Mark Genest

Worth Collection

Steve Duva

WP Glimcher

Kristin Winkel

The Yankee Candle Company

Anthony P. Villani

Zumiez

Jason Stryker



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- Maui Divers Jewelry · Maui Jim - Maui Sunglass
- Michael Kors · Perfumania · Skechers
- Solstice Sunglass Outlet · The Luggage Factory
- Tommy Hilfiger · Wilsons Leather · ABC Stores
- Hard Rock Cafe · PI Artisan Pizzeria
- Ruth's Chris Steak House · Warren & Annabelle's
- Wyndham Vacation Resorts



FOR LEASING INFORMATION CONTACT:

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Erica Shannon ericashannon@earthlink.net
P 239. 498. 9554

Phase 2 The Outlets of Maui Lahaina

The Outlets of Alaska Anchorage



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