

2012
Southeast

Retail CONNECTION

RETAILER FACT SHEETS

MARCH 8, 2012



COBB ENERGY PERFORMING ARTS CENTRE ATLANTA, GA

RETAILER FACT SHEETS

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2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	50 East Shoes
Company Representatives:	Lloyd Goldstein with HMS Retail, LLC
Territory Covered:	USA
Title:	National Broker
Address:	500 Midsummer Drive Suite 100 N Potomac, MD 20878
Phone:	(240) 477-8951
Fax:	
Email:	
Retail Use:	Women's Shoes

BROKER INFORMATION

Company:	The Leasing & Management Group, Inc.
Company Representatives:	Michelle D. Belinfante
Territory Covered:	Georgia
Title:	
Address:	145 Cliftwood Drive, Atlanta, GA 30328
Phone:	404 252 1138 x11
Fax:	404 252 1139
Email:	michelle@tlmgusa.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	10,000 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	X Mall <input type="checkbox"/> Power X Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Super regional markets
Number of stores to open in 2012:	2 to 3
Number of stores to open in 2013:	2 to 5
Current number of stores in chain:	New concept
Other Useful Information:	Prefer lifestyle centers or malls with upscale co-tenancy.

2012 RETAILER INFORMATION FORM
ICSC Retail Connection Program
Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	AAA Auto Club South
Company Representatives:	Lynn Magoffin
Territory Covered:	FL, GA, Mid & West TN, Puerto Rico
Title:	Director of Real Estate & Construction
Address:	1515 N. Westshore Blvd.
Address:	Tampa, FL 33607
Phone:	813.289.1335
Fax:	
Email:	imagoffin@aaasouth.com
Retail Use:	Travel Services/Auto Repair

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Ray Uttenhove Sarah Williams
Territory Covered:	GA
Title:	Executive Vice President (Uttenhove) / Senior Associate (Williams)
Address:	3400 Peachtree Road NE., Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	ray.uttnehove@srsre.com / sarah.williams@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	Mid to high
Preferred Traffic generators or co-tenants:	Big box, grocery
Typical size and frontage preferred:	7,500 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Metro Atlanta
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	GA (11), FL (57), TN (6), PR (1)
Other Useful Information:	Location type: Pin corner at light

2012 RETAILER INFORMATION FORM
ICSC Retail Connection Program
Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Academy Sports + Outdoors	
Company Representatives:	Dale Redman	
Territory Covered:	Southeast	
Title:	Sr. Real Estate Manager	
Address:	1800 N. Mason Road	
Address:	Katy, TX 77449	
Phone:		
Fax:		
Email:		
Retail Use:		

BROKER INFORMATION

Company:	Berkshire Realty, LLC	
Company Representatives:	John Park	
Territory Covered:	GA	
Title:	President	
Address:	3715 Northside Pkwy Building 200, Suite 410 Atlanta, GA 30327	
Phone:	(404) 504-6699	
Fax:		
Email:		

SITE SELECTION CRITERIA

Population Density preferred:	200,000+
Average Income preferred:	\$40,000
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	72,000 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end cap <input checked="" type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	GA, Southeast
Number of stores to open in 2012:	15
Number of stores to open in 2013:	15
Current number of stores in chain:	135

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COMPANY INFORMATION

Company:	Allen Edmonds
Company Representatives:	Al McCullough
Territory Covered:	US
Title:	
Address:	
Address:	
Phone:	404-915-7155
Fax:	
Email:	al@mcculloughandassociates.com
Retail Use:	Men's Shoes and Accessories

BROKER INFORMATION

Company:	The Shopping Center Group, LLC	Robert K. Futterman & Associates
Company Representatives:	Lauren Harley, Ruth Coan, Gail Fargason, Ginny Markham	Drew Schaul
Territory Covered:	GA	US
Title:	Real Estate Brokers	Master Broker
Address:	300 Galleria Parkway, 12 th Floor, Atlanta, GA 30339	1221 Brickell Avenue, Suite 900
Phone:	770-955-2434	Miami, FL 33131
Fax:	770-951-0054	
Email:	laurenh@theshoppingcentergroup.com ; Ruthc@theshoppingcentergroup.com ; gailf@theshoppingcentergroup.com ; ginny.markham@theshoppingcentergroup.com	dschaul@rkf.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	High office density; high end restaurants/steakhouses
Typical size and frontage preferred:	2,000 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> endcap <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Specialty/Lifestyle
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

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COMPANY INFORMATION

Company:	AMC Theatres
Company Representatives:	Bart Sides
Territory Covered:	Southeast
Title:	Vice President, Real Estate
Address:	920 Main St.
Address:	Kansas City, MO 64105
Phone:	816.448.7270
Fax:	
Email:	bsides@amctheatres.com
Retail Use:	Movie Theatre

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Ray Uttenhove
Territory Covered:	GA
Title:	Executive Vice President
Address:	3400 Peachtree Road NE., Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	ray.uttnehove@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	Strong disposable income
Preferred Traffic generators or co-tenants:	Restaurant & other retail draws
Typical size and frontage preferred:	40,000 – 50,000 SF
Location preferred within Shopping Center/Mall:	<input checked="" type="checkbox"/> in-line <input checked="" type="checkbox"/> end <input checked="" type="checkbox"/> freestanding
Type of centers preferred:	<input checked="" type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	307
Other Useful Information:	

2012 RETAILER INFORMATION FORM
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COMPANY INFORMATION

Company:	Bevello
Company Representatives:	Chan Namgong
Territory Covered:	US
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	Women's specialty boutique

BROKER INFORMATION

Company:	Katz & Associates
Company Representatives:	Julie Gardner
Territory Covered:	NC/SC/VA
Title:	Senior VP of Southeast Region
Address:	4500 Cameron Valley Parkway Suite 240 Charlotte, NC
Phone:	704-362-5050
Fax:	704-362-5045
Email:	jgardner@dkatz.com

SITE SELECTION CRITERIA

Population Density preferred:	200,000 in trade area
Average Income preferred:	\$75,000+ HHI
Preferred Traffic generators or co-tenants:	High end boutique retail
Typical size and frontage preferred:	2,000 SF; second generation space
Location preferred within Shopping Center/Mall:	X in-line X end X freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power X Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	NC, D.C., Texas
Number of stores to open in 2012:	12
Number of stores to open in 2013:	12
Current number of stores in chain:	9
Other Useful Information:	

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COMPANY INFORMATION

Company:	Blue Moon Pizza
Company Representatives:	Kelvin Slater
Territory Covered:	Atlanta
Title:	Owner
Address:	2359 Windy Hill Rd.
Address:	Marietta, GA 30067
Phone:	770.984.2444
Fax:	
Email:	www.bluemoonpizza.com
Retail Use:	Restaurant

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Sarah Williams
Territory Covered:	GA
Title:	Senior Associate
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	sarah.williams@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	Mid to high
Preferred Traffic generators or co-tenants:	Grocery, specialty
Typical size and frontage preferred:	3,000 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input checked="" type="checkbox"/> end w/patio <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	4
Other Useful Information:	

2012 RETAILER INFORMATION FORM

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COMPANY INFORMATION

Company:	Brooks Brothers
Company Representatives:	Roger Kehm
Territory Covered:	US
Title:	Vice President – Real Estate
Address:	1101 North Congress Ave, Suite 204
Address:	Boynton Beach, FL 33426
Phone:	561-733-2787
Fax:	
Email:	rkehm@retailbrandalliance.com
Retail Use:	Apparel

BROKER INFORMATION

Company:	The Shopping Center Group, LLC	Robert K. Futterman & Associates
Company Representatives:	Lauren Harley, Ruth Coan, Gail Fargason, Ginny Markham	Drew Schaul
Territory Covered:	GA	US
Title:	Real Estate Brokers	Master Broker
Address:	300 Galleria Parkway, 12 th Floor, Atlanta, GA 30339	1221 Brickell Avenue, Suite 900
Phone:	770-955-2434	Miami, FL 33131
Fax:	770-951-0054	
Email:	laurenh@theshoppingcentergroup.com ; Ruthc@theshoppingcentergroup.com ; gailf@theshoppingcentergroup.com ; ginny.markham@theshoppingcentergroup.com	dschaul@rkf.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	High office density; high end restaurants/steakhouses
Typical size and frontage preferred:	7,000-10,000 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> endcap <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Specialty/Lifestyle
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM
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COMPANY INFORMATION

Company:	Carter's / Osh Kosh B'Gosh
Company Representatives:	Tom Carroll
Territory Covered:	USA
Title:	Vice President – Real Estate & Construction
Address:	1170 Peachtree St., Ste 900
Address:	Atlanta, GA 30309
Phone:	404.745.2891
Fax:	
Email:	tom.carroll@carters.com
Retail Use:	Children's Apparel

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Sarah Williams
Territory Covered:	GA
Title:	Senior Associate
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	sarah.williams@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	150,000
Average Income preferred:	\$75,000
Preferred Traffic generators or co-tenants:	Target, Kohl's, Old Navy, Party City, Ross, Marshall's, Justice ULTA
Typical size and frontage preferred:	4,000 SF / 40'x100'
Location preferred within Shopping Center/Mall:	<input checked="" type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	400+
Other Useful Information:	Trade area desired : 5 miles Daytime population 75,000 10,000 kids under age 5

2012 RETAILER INFORMATION FORM
ICSC Retail Connection Program
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COMPANY INFORMATION

Company:	Chuy's
Company Representatives:	Michael Hatcher
Territory Covered:	U.S.
Title:	Vice President, Real Estate & Development
Address:	1623 Toomey Road
Address:	Austin, TX 78704
Phone:	(512) 473-2783
Fax:	(512) 473-8684
Email:	mhatcher@chuys.com
Retail Use:	Full-service Tex-Mex restaurant

BROKER INFORMATION

Company:	Chuck Evans
Company Representatives:	The Trilogy Group, LLC
Territory Covered:	Georgia
Title:	Director of Brokerage Services
Address:	6400 Powers Ferry Rd NW, Suite 100, Atlanta, GA 30339
Phone:	(770) 955-0404
Fax:	(770) 955-6598
Email:	cevans@trilogygroup.net

SITE SELECTION CRITERIA

Population Density preferred:	50,000 households within 3-5 miles
Average Income preferred:	\$65,000+ (median HH income)
Preferred Traffic generators or co-tenants:	Strong daytime and evening population
Typical size and frontage preferred:	7,500 sf with 1,200 patio; prefers existing facilities
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input checked="" type="checkbox"/> end <input checked="" type="checkbox"/> freestanding
Type of centers preferred:	<input checked="" type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Southeast (major metros)
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	32
Other Useful Information:	Prefers existing facilities; requires a patio

2012 RETAILER INFORMATION FORM
ICSC Retail Connection Program
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COMPANY INFORMATION

Company:	CiCi's Pizza
Company Representatives:	Deb Chappell
Territory Covered:	US
Title:	Director of Real Estate
Address:	1080 W Bethel Road
Address:	Coppell, TX 75019
Phone:	972.745.9375
Fax:	972.745.4204
Email:	Dchappell@cicispizza.com
Retail Use:	Pizza Buffet

BROKER INFORMATION

Company:	The Shopping Center Group, LLC
Company Representatives:	Michele Reale and Edie Weintraub
Territory Covered:	GA
Title:	
Address:	300 Galleria Parkway, 12 th Floor
Phone:	770-738-2468 or 770-738-2455
Fax:	770-951-0054
Email:	micheler@theshoppingcentergroup.com or ediew@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	25k or more in two miles
Average Income preferred:	\$40k - \$80k MHI
Preferred Traffic generators or co-tenants:	Wal-Mart, Big Box anchors with daily needs
Typical size and frontage preferred:	4000 sq feet or under with 40 feet of frontage
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input checked="" type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Southern California, the Mid-Atlantic, Northeast and South Florida
Number of stores to open in 2012:	30
Number of stores to open in 2013:	TBD
Current number of stores in chain:	570
Other Useful Information:	

2012 RETAILER INFORMATION FORM

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COMPANY INFORMATION

Company:	The Container Store
Company Representatives:	Valerie Richardson
Territory Covered:	All
Title:	
Address:	500 Freeport Pkwy.
Address:	Coppell, TX 75019
Phone:	972.538.6425
Fax:	
Email:	valerier@containerstore.com
Retail Use:	Specialty, Home Organization

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Ray Uttenhove
Territory Covered:	GA
Title:	Executive Vice President
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	ray.uttnehove@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	Crate & Barrel, Williams Sonoma
Typical size and frontage preferred:	24,000 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input checked="" type="checkbox"/> Mall <input type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	Atlanta & other major metro areas
Current number of stores in chain:	
Other Useful Information:	

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COMPANY INFORMATION

Company:	Cost Plus World Market
Company Representatives:	Anne Mirante
Territory Covered:	Atlanta
Title:	
Address:	
Address:	
Phone:	510.808.9384 x3160
Fax:	
Email:	Anne.mirante@cpwm.com
Retail Use:	Household Accessories

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Ray Uttenhove
Territory Covered:	GA
Title:	Executive Vice President
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	ray.uttnehove@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	Big box
Typical size and frontage preferred:	18,000 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

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COMPANY INFORMATION

Company:	Del Taco
Company Representatives:	Mike Lucero
Territory Covered:	Southeast
Title:	Director of Real Estate
Address:	25521 Commercecentre Drive, Suite 200
Address:	Lake Forest, CA 92630
Phone:	(949) 462-7440
Fax:	(714) 462-7444
Email:	mlucero@deltaco.com
Retail Use:	Fast Food

BROKER INFORMATION

Company:	The Trilogy Group
Company Representatives:	Chuck Evans Steven Bodner Marla Chaliff
Territory Covered:	Atlanta MSA
Title:	
Address:	6400 Powers Ferry Road, Suite 100 Atlanta, GA 30339
Phone:	770.955.0404
Fax:	770.955.6598
Email:	sbodner@trilogygroup.net

SITE SELECTION CRITERIA

Population Density preferred:	35,000 within 4-minute drive-time
Average Income preferred:	\$45,000 - \$85,000
Preferred Traffic generators or co-tenants:	Power Centers, Strong Fast-Food synergy
Typical size and frontage preferred:	2,500+/- sf (Drive-thru a must)
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input checked="" type="checkbox"/> end <input checked="" type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Metro Atlanta
Number of stores to open in 2012:	4 stores
Number of stores to open in 2013:	4 stores
Current number of stores in chain:	500+
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Dickey's Barbeque Pit
Company Representatives:	Lauren Parker
Territory Covered:	United States
Title:	Franchise Development Specialist
Address:	4514 Cole Avenue, Suite 1100, Dallas, TX 75214
Phone:	972-248-9899
Fax:	972-248-8667
Email:	lparker@dickeys.com
Website:	www.dickeys.com
Retail Use:	Restaurant / Tenant

BROKER INFORMATION

Company:	Colliers International	Colliers International	Colliers International
Company Representatives:	Chris Routledge	Alex Deitch	Greg Eisenman
Territory Covered:	Georgia, Alabama	Georgia, Alabama	Georgia, Alabama
Title:	Senior Associate	V.P./Principal	Senior Associate
Address:	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328
Phone:	404-574-1003	404-574-1045	404-574-1067
Fax:	404-252-8666	404-252-8666	404-252-8666
Email:	chris.routledge@colliers.com	alex.deitch@colliers.com	greg.eisenman@colliers.com

SITE SELECTION CRITERIA

Population Density preferred:	30,000
Average Income preferred:	\$60,000
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	1,600 – 2,500 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line - YES <input type="checkbox"/> end cap – YES <input type="checkbox"/> freestanding – NO
Type of centers preferred:	<input type="checkbox"/> Mall - YES <input type="checkbox"/> Power - YES <input type="checkbox"/> Specialty/ Life Style - YES <input type="checkbox"/> Community/ Neighborhood -YES
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	Multiple
Number of stores to open in 2013:	Multiple
Current number of stores in chain:	122
Other Useful Information:	Daytime population of at least 15,000 in trade area

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Dick's Sporting Goods, Inc.
Company Representatives:	David Stanchak / Steve Jarvis
Territory Covered:	US
Title:	Sr. VP Real Estate/ Director Real Estate
Address:	345 Court Street
Address:	Coraopolis, PS 15108
Phone:	724-273-3400
Fax:	
Email:	
Retail Use:	Sporting Goods

BROKER INFORMATION

Company:	The Trilogy Group, LLC	
Company Representatives:	Chuck Evans	Shelley Jordan Bell
Territory Covered:	Georgia	Georgia
Title:	Director of Brokerage Services	Vice President
Address:	6400 Powers Ferry Rd, Ste. 100 Atlanta, GA 30339	6400 Powers Ferry Rd, Ste. 100 Atlanta, GA 30339
Phone:	(770) 955-0404	(770) 955-0404
Fax:	(770) 955-6598	(770) 955-6598
Email:	cevans@trilogygroup.net	sjordanbell@trilogygroup.net

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	\$70,000+
Preferred Traffic generators or co-tenants:	National big box retailers
Typical size and frontage preferred:	50,000 sf; 229' frontage
Location preferred within Shopping Center/Mall:	<input checked="" type="checkbox"/> in-line <input checked="" type="checkbox"/> end cap <input type="checkbox"/> freestanding
Type of centers preferred:	<input checked="" type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	US
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	450+
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Dots
Company Representatives:	Stephanie Griffith
Territory Covered:	NY, NJ, MA, CT, NH, RI, VT, ME, OH & GA
Title:	Regional Real Estate Manager
Address:	30300 Emerald Valley Parkway
Address:	Glenwillow, OH 44139
Phone:	440-424-2513
Fax:	440-349-7004
Email:	sgriffith@dots.com
Retail Use:	Women's Apparel

BROKER INFORMATION

Company:	The Shopping Center Group, LLC
Company Representatives:	Lauren Harley, Ruth Coan, Gail Fargason, Ginny Markham
Territory Covered:	GA
Title:	Real Estate Brokers
Address:	300 Galleria Parkway, 12 th Floor, Atlanta, GA 30339
Phone:	770-955-2434
Fax:	770-951-0054
Email:	laurenh@theshoppingcentergroup.com ; Ruthc@theshoppingcentergroup.com ; gailf@theshoppingcentergroup.com ; ginny.markham@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	90,000 in the trade area
Average Income preferred:	Middle income
Preferred Traffic generators or co-tenants:	Walmart, Target, Ross Dress For Less, TJ Maxx, Marshalls
Typical size and frontage preferred:	4,000 -5,000 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line
Type of centers preferred:	<input type="checkbox"/> Power Center
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	DSW
Company Representatives:	Steve Ramey
Territory Covered:	US
Title:	Vice President of Real Estate
Address:	810 DSW Drive
Address:	Columbus, OH 43219
Phone:	614-872-1629
Fax:	
Email:	
Retail Use:	Womens/mens footwear

BROKER INFORMATION

Company:	Katz & Associates
Company Representatives:	Julie Gardner
Territory Covered:	NC/SC/GA
Title:	Senior VP of Southeast Region
Address:	4500 Cameron Valley Parkway Suite 240 Charlotte, NC
Phone:	704-362-5050
Fax:	704-362-5045
Email:	jgardner@dkatz.com

SITE SELECTION CRITERIA

Population Density preferred:	200,000 in trade area
Average Income preferred:	\$70,000+ HHI
Preferred Traffic generators or co-tenants:	Women's apparel
Typical size and frontage preferred:	18,000 SF
Location preferred within Shopping Center/Mall:	X in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall X Power X Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	DXL (a division of Casual Male)
Company Representatives:	Peter E. Schmitz
Territory Covered:	
Title:	Sr. VP of Real Estate and Store Development
Address:	555 Turnpike St Canton MA 02021-2724
Address:	
Phone:	(781) 828-9300
Fax:	
Email:	
Retail Use:	Men's Apparel

BROKER INFORMATION

Company:	The Leasing & Management Group, Inc.
Company Representatives:	Michelle D. Belinfante
Territory Covered:	Georgia
Title:	
Address:	145 Cliftwood Drive, Atlanta, GA 30328
Phone:	404 252 1138 x11
Fax:	404 252 1139
Email:	michelle@tlmgusa.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	10,000 sf in super regional markets
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	For GA - Mall of Georgia, Town Center & North Point
Number of stores to open in 2012:	1
Number of stores to open in 2013:	2
Current number of stores in chain:	
Other Useful Information:	Must have strong street visibility in super regional markets.

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Family Dollar Stores, Inc.
Company Representatives:	Pat Senn
Territory Covered:	Georgia, Alabama
Title:	Real Estate Manager
Address:	2526 Mt. Vernon Rd Suite B415
Phone:	770-270-1924
Fax:	704-814-4195
Email:	psenn@familydollar.com
Retail Use:	Discount Retailer/Tenant

BROKER INFORMATION

Company:	Colliers International	Colliers International	Colliers International
Company Representatives:	Alex Deitch	Greg Eisenman	Chris Routledge
Territory Covered:	Georgia, Alabama	Georgia, Alabama	Georgia, Alabama
Title:	V.P./Principal	Senior Associate	Senior Associate
Address:	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328
Phone:	404-574-1045	404-574-1067	404-574-1003
Fax:	404-252-8666	404-252-8666	404-252-8666
Email:	alex.deitch@colliers.com	greg.eisenman@colliers.com	chris.routledge@colliers.com

SITE SELECTION CRITERIA

Population Density preferred:	10,000 in 2 Mile Radius
Average Income preferred:	<\$60,000 Medial HH Income
Preferred Traffic generators or co-tenants:	Food stores, drug stores, hardware stores, video stores, rent-to-own stores, furniture stores, discount apparel stores, discount shoe stores, liquidation stores, toy stores, sporting goods stores, service stores.
Typical size and frontage preferred:	± 7,000-10,000 SF - w/55-80' frontage
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line - YES <input type="checkbox"/> end cap - YES <input type="checkbox"/> freestanding - YES
Type of centers preferred:	<input type="checkbox"/> Mall - NO <input type="checkbox"/> Power - NO <input type="checkbox"/> Specialty/ Life Style - YES <input type="checkbox"/> Community/ Neighborhood - YES
Focus of expansion in the next 24 months:	44 States
Number of stores to open in 2012:	300+
Number of stores to open in 2013:	300+
Current number of stores in chain:	7,000
Other Useful Information:	Low to Low-Middle HH income ranges-slightly higher in urban areas. Minimum trade area is 2,500 HH

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Firestone/Bridgestone
Company Representatives:	Glen Bowman
Territory Covered:	GA
Title:	Manager, Real Estate and Development – SE Zone
Address:	4219 Roswell Rd, Suite A
Address:	Marietta, GA 30062
Phone:	678-403-4147
Fax:	
Email:	gbowman@bfr.com
Retail Use:	Automotive

BROKER INFORMATION

Company:	The Shopping Center Group, LLC
Company Representatives:	Lauren Harley, Ruth Coan, Gail Fargason, Ginny Markham
Territory Covered:	GA
Title:	Real Estate Brokers
Address:	300 Galleria Parkway, 12 th Floor, Atlanta, GA 30339
Phone:	770-955-2434
Fax:	770-951-0054
Email:	laurenh@theshoppingcentergroup.com ; Ruthc@theshoppingcentergroup.com ; gailf@theshoppingcentergroup.com ; ginny.markham@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	30,000 in a 3 mile
Average Income preferred:	\$50,000 in 5 miles
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	7,500-8,000 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> Freestanding outparcels
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Five Below
Company Representatives:	Doug Walrod
Territory Covered:	U.S.
Title:	Vice President of Real Estate
Address:	1818 Market Street, Suite 1900
Address:	Philadelphia, PA 19103
Phone:	(215) 207-2603
Fax:	
Email:	Doug.Walrod@fivebelow.com
Retail Use:	Value merchandise for pre-teen and teen market, priced \$1.00 to \$5.00.

BROKER INFORMATION

Company:	The Trilogy Group, LLC
Company Representatives:	Chuck Evans
Territory Covered:	Georgia
Title:	Director of Brokerage Services
Address:	6400 Powers Ferry Rd NW, Ste. 100, Atlanta, GA 30339
Phone:	(770) 955-0404
Fax:	(770) 955-6598
Email:	cevans@trilogygroup.net

SITE SELECTION CRITERIA

Population Density preferred:	100,000+ within trade area
Average Income preferred:	\$55,000+
Preferred Traffic generators or co-tenants:	Best in class power center tenants
Typical size and frontage preferred:	7,500-10,000 sf; minimum of 55' of frontage
Location preferred within Shopping Center/Mall:	<input checked="" type="checkbox"/> in-line <input checked="" type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input checked="" type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Eastern U.S.
Number of stores to open in 2012:	50
Number of stores to open in 2013:	50
Current number of stores in chain:	192 stores in 16 states
Other Useful Information:	Aggressive growth plan, with 100+ planned stores in the next 2 years.

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Five Guys Famous Burgers & Fries
Company Representatives:	Dana Polonsky (Corporate Locations) Keith Chandler (Franchisee)
Territory Covered:	All of U.S.
Title:	
Address:	10440 Furnace Rd., Ste 205
Address:	Lorton, VA 22079
Phone:	703.339.5900
Fax:	
Email:	
Retail Use:	Restaurant

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Steve Gunning
Territory Covered:	GA
Title:	Sr. Vice President
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	steve.gunning@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	Big box retailers, specialty, grocery, books, other restaurants
Typical size and frontage preferred:	2,500 SF / 30' frontage
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	US
Number of stores to open in 2012:	50
Number of stores to open in 2013:	
Current number of stores in chain:	725
Other Useful Information:	Multi-tenant outparcel location preferred

2011 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2010

COMPANY INFORMATION

Company:	Genghis Grill- The Mongolian Stir Fry
Company Representatives:	Amanda Williams
Territory Covered:	
Title:	Office Manager
Address:	18900 Dallas Pkwy, Suite 125, Dallas, TX 75287
Address:	
Phone:	214.774.4240
Fax:	214.774.4243
Email:	Amanda@genghisgrill.com
Retail Use:	

BROKER INFORMATION

Company:	Position Property Group
Company Representatives:	Ryan Eastman
Territory Covered:	
Title:	Director of Real Estate
Address:	18900 Dallas Pkwy, Suite 125, Dallas, TX 75287
Phone:	972.996.4037
Fax:	214.774.4243
Email:	ryan@genghisgrill.com

SITE SELECTION CRITERIA

Population Density preferred:	75,000 within 3 mi
Average Income preferred:	HH: \$65,000 within 3 mi
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	3,200-4,500 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input checked="" type="checkbox"/> end <input checked="" type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	South & Southeast
Number of stores to open in 2010	
Number of stores to open in 2011:	
Current number of stores in chain:	85
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Golfsmith
Company Representatives:	Adrian Gonzalez
Territory Covered:	U.S.
Title:	VP of Retail Growth & Development
Address:	11000 N. IH 35
Address:	Austin, TX 78753
Phone:	512.821.4886
Fax:	
Email:	adrian.gonzalez@golfsmith.com
Retail Use:	Specialty, Golf

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Ray Uttenhove Steve Gunning
Territory Covered:	GA
Title:	Executive Vice President (Uttenhove) Sr. Vice President (Gunning)
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	ray.uttnehove@srsre.com / steve.gunning@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	Big box, specialty
Typical size and frontage preferred:	35,000 SF minimum
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	73
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Hobby Lobby
Company Representatives:	Les Miller
Territory Covered:	
Title:	
Address:	7707 SW 44 th St.
Address:	Oklahoma City, OK 73179
Phone:	405.745.1658
Fax:	
Email:	les.miller@hobbylobby.com
Retail Use:	Crafts

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Steve Gunning
Territory Covered:	GA
Title:	Sr. Vice President
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	steve.gunning@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	50,000 SF minimum
Location preferred within Shopping Center/Mall:	<input checked="" type="checkbox"/> in-line <input checked="" type="checkbox"/> end <input checked="" type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	498
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	The Home Depot
Company Representatives:	Kate Peterson
Territory Covered:	FL, GA, AL, TN, KY, NC, SC, IL, MO, MS
Title:	Senior Real Estate Manager
Address:	2455 Paces Ferry Rd, C19
Address:	Atlanta, GA 30339
Phone:	770-384-4108
Fax:	
Email:	Kate.peterson@homedepot.com
Retail Use:	Home Improvement

BROKER INFORMATION

Company:	The Shopping Center Group, LLC
Company Representatives:	Lauren Harley, Ruth Coan, Gail Fargason, Ginny Markham
Territory Covered:	GA
Title:	Real Estate Brokers
Address:	300 Galleria Parkway, 12 th Floor, Atlanta, GA 30339
Phone:	770-955-2434
Fax:	770-951-0054
Email:	laurenh@theshoppingcentergroup.com ; Ruthc@theshoppingcentergroup.com ; gailf@theshoppingcentergroup.com ; ginny.markham@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	55,000 households in 10 miles
Average Income preferred:	
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Power
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM
ICSC Retail Connection Program
Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Hurricane Grill & Wings
Company Representatives:	Tom Petska
Territory Covered:	MN, AL, FL, GA
Title:	Area Developer
Address:	4850 Golden Parkway, Ste B-401, Buford, GA 30518
Address:	
Phone:	770 616 9070
Fax:	
Email:	Tom.petska@hurricanewings.com
Retail Use:	

BROKER INFORMATION

Company:	The Leasing & Management Group, Inc.
Company Representatives:	Michelle Belinfante
Territory Covered:	GA
Title:	Broker
Address:	145 Cliftwood Drive, Atlanta, GA 30328
Phone:	404 252 1138 x11
Fax:	
Email:	michelle@tlmgusa.com

SITE SELECTION CRITERIA

Population Density preferred:	50,000 in a 5 mile
Average Income preferred:	50,000
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	3500 to 4500
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input checked="" type="checkbox"/> end <input checked="" type="checkbox"/> freestanding
Type of centers preferred:	<input checked="" type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Metro Atlanta, etc
Number of stores to open in 2012:	6
Number of stores to open in 2013:	6
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Sterling Jewelers Inc – Jared The Galleria of Jewelry
Company Representatives:	Mark Schillaci
Territory Covered:	East of the Mississippi
Title:	Leasing Manager – Jared The Galleria of Jewelry
Address:	375 Ghent Road, Akron, OH 44333
Address:	
Phone:	330/668-5969
Fax:	
Email:	mschillaci@jewels.com
Retail Use:	Jewelry

BROKER INFORMATION

Company:	McWhirter Realty Partners
Company Representatives:	Dan Buyers
Territory Covered:	Atlanta DMA
Title:	Partner
Address:	4045 Orchard Road, Suite 400, Smyrna, GA 30080
Phone:	678/385-2702
Fax:	
Email:	tdb@mcwrealty.com

SITE SELECTION CRITERIA

Population Density preferred:	250K in 10 miles
Average Income preferred:	\$75K+
Preferred Traffic generators or co-tenants:	Regional Mall
Typical size and frontage preferred:	6000 sf and 100 ft of frontage
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end xfreestanding
Type of centers preferred:	xMall xPower <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Nationwide
Number of stores to open in 2012:	10
Number of stores to open in 2013:	TBD
Current number of stores in chain:	190
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	J.C. Penney Company, Inc.
Company Representatives:	Sam Caver
Territory Covered:	Georgia, Florida, North Carolina, South Carolina
Title:	Real Estate Negotiator – Southeast
Address:	6501 Legacy Drive
Address:	Plano, Texas 75024
Phone:	(972) 431-4134
Fax:	
Email:	shcaver@jcpenny.com.
Retail Use:	Department store

BROKER INFORMATION

Company:	The Trilogy Group, LLC	
Company Representatives:	Chuck Evans	Shelley Jordan Bell
Territory Covered:	GA, NC, SC	GA
Title:	Director of Brokerage Services	Vice President
Address:	6400 Powers Ferry Rd, Ste. 100 Atlanta, GA 30339	6400 Powers Ferry Rd, Ste. 100 Atlanta, GA 30339
Phone:	(770) 955-0404	(770) 955-0404
Fax:	(770) 955-6598	(770) 955-6598
Email:	cevans@trilogygroup.net	sjordanbell@trilogygroup.net

SITE SELECTION CRITERIA

Population Density preferred:	150,000+ in trade area
Average Income preferred:	\$35,000-\$100,000
Preferred Traffic generators or co-tenants:	National retailers
Typical size and frontage preferred:	87,000 – 104,000 sf
Location preferred within Shopping Center/Mall:	<input checked="" type="checkbox"/> in-line <input checked="" type="checkbox"/> end cap <input checked="" type="checkbox"/> freestanding
Type of centers preferred:	<input checked="" type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	US
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	1,100
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Jimmy John's Gourmet Sandwiches
Company Representatives:	Chris Newman
Territory Covered:	USA
Title:	Director of Real Estate
Address:	2212 Fox Drive, Champaign IL 61820
Phone:	(217) 356-9900
Fax:	
Email:	cnewman@jimmyjohns.com
Retail Use:	Gourmet Sub Sandwiches

BROKER INFORMATION

Company:	The Leasing & Management Group, Inc.
Company Representatives:	Michelle D. Belinfante
Territory Covered:	Georgia
Title:	
Address:	145 Cliftwood Drive, Atlanta, GA 30328
Phone:	404 252 1138 x11
Fax:	404 252 1139
Email:	michelle@tlmgusa.com

SITE SELECTION CRITERIA

Population Density preferred:	Residential population greater than 25,000 within the defined trade area
Average Income preferred:	Median income greater than \$40,000
Preferred Traffic generators or co-tenants:	Hospitals, universities, business districts, high schools, and industrial /technology parks. Proximity to strong national and regional restaurants (Chipotle, Panera, Qdoba, Five Guys, Smashburger, and Starbucks. Regional malls and dense retail areas
Typical size and frontage preferred:	1,200 to 1,800 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input checked="" type="checkbox"/> end <input checked="" type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Franchisee driven.
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	Daytime employee population greater than 8,000 within a 3 minute drive time and greater than 20,000 within a 5 minute drive time Traffic count in front of the location greater than 25,000 vehicles per day

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Jo-Ann Fabric and Craft Stores
Company Representatives:	Tony Carosello
Territory Covered:	AL, AR, FL, GA, KS, KY, LA, MI, MS, OH, OK, TN, TX
Title:	Director of Real Estate
Address:	5555 Darrow Rd
Address:	Hudson, OH 44236
Phone:	330-463-6600
Fax:	330-463-6660
Email:	Anthony.carosello@joann.com
Retail Use:	Fabric and Crafts

BROKER INFORMATION

Company:	The Shopping Center Group, LLC
Company Representatives:	Ruth Coan, Lauren Harley, Gail Fargason, Ginny Markham
Territory Covered:	GA
Title:	Real Estate Brokers
Address:	300 Galleria Parkway, 12 th Floor, Atlanta, GA 30339
Phone:	770-955-2434
Fax:	770-951-0054
Email:	Ruthc@theshoppingcentergroup.com ; laurenh@theshoppingcentergroup.com ; gailf@theshoppingcentergroup.com ; ginny.markham@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	Variable
Average Income preferred:	Variable
Preferred Traffic generators or co-tenants:	National Anchors such as Kohl's, Bed Bath & Beyond, TJ Maxx, Target, Walmart
Typical size and frontage preferred:	12,000-25,000 depending on market size, 75'-150' frontage
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Nationwide
Number of stores to open in 2012:	50+
Number of stores to open in 2013:	50+
Current number of stores in chain:	785
Other Useful Information:	Jo-Ann takes pride in working with landlords to achieve creative solutions!

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Sterling Jewelers
Company Representatives:	Jackie Weigel
Territory Covered:	MD, VA, NC, SC, GA, AL, TN, KY
Title:	Leasing Manager
Address:	375 Ghent Rd
Address:	Akron, OH 44333
Phone:	330-668-5304
Fax:	330-668-5050
Email:	jweigel@jewels.com
Retail Use:	Jewelry

BROKER INFORMATION

Company:	The Shopping Center Group
Company Representatives:	Edie Weintraub and Michele Reale
Territory Covered:	GA
Title:	
Address:	300 Galleria Parkway, Suite 1200
Phone:	770-955-2434
Fax:	770-951-0054
Email:	ediew@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	50,000+
Average Income preferred:	
Preferred Traffic generators or co-tenants:	Power Center 250,000 sf +
Typical size and frontage preferred:	2,000 – 2,500
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input checked="" type="checkbox"/> end <input checked="" type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Nationwide
Number of stores to open in 2012:	40 – 50
Number of stores to open in 2013:	Not publically released
Current number of stores in chain:	1,400
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	The Krystal Company
Company Representatives:	James Throckmorton
Territory Covered:	Southeast US
Title:	Real Estate Manager
Address:	One Union, Chattanooga, TN 37402
Address:	
Phone:	O. 404-549-8927
Fax:	
Email:	jthrockmorton@krystalco.com
Retail Use:	Fast Food Restaurant

BROKER INFORMATION

Company:	Couriam Realty Services
Company Representatives:	Miriam Smith-Robinson Courtney Brumbelow
Territory Covered:	GA, AL, MS
Title:	Broker
Address:	4080 McGinnis Ferry Road, Suite 1402, Alpharetta, GA 30005
Phone:	770-889-5050
Fax:	866-209-7196
Email:	msmith@couriam.com/cbrumbelow@couriam.com

SITE SELECTION CRITERIA

Population Density preferred:	35,000+ within 3 mile ring
Average Income preferred:	\$25,000.00 to \$75,000.00 Median Income
Preferred Traffic generators or co-tenants:	Wal-Mart, Target, Home Depot, Lowe's, Sam's Club, Costco
Typical lot size and frontage preferred:	20,000 – 30,000sf/100 -110 feet of frontage
Location preferred within Shopping Center/Mall:	Freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Orlando/Tampa/Atlanta/Greenville/Spartanburg/FL Panhandle
Number of stores to open in 2012:	10
Number of stores to open in 2013:	15
Current number of stores in chain:	368
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	LA Fitness
Company Representatives:	Varies depending on site location
Territory Covered:	GA, IL, IN
Title:	
Address:	2600 Michelson Dr, Suite 300
Address:	Irvine, CA 92612
Phone:	949-255-7200
Fax:	
Email:	
Retail Use:	Fitness

BROKER INFORMATION

Company:	The Shopping Center Group, LLC
Company Representatives:	Ruth Coan, Lauren Harley, Gail Fargason, Ginny Markham
Territory Covered:	GA
Title:	Real Estate Brokers
Address:	300 Galleria Parkway, 12 th Floor, Atlanta, GA 30339
Phone:	770-955-2434
Fax:	770-951-0054
Email:	Ruthc@theshoppingcentergroup.com ; laurenh@theshoppingcentergroup.com ; gailf@theshoppingcentergroup.com ; gabby.markham@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	60,000 residential and strong daytime population in 3 miles
Average Income preferred:	At least \$20,000 per capita in 3 miles
Preferred Traffic generators or co-tenants:	Flexible
Typical size and frontage preferred:	Typical: 45,000 sf; 210' frontage. Newer configurations as low as 38,000 sf
Location preferred within Shopping Center/Mall:	<ul style="list-style-type: none"> ✓ in-line ✓ end ✓ freestanding
Type of centers preferred:	<ul style="list-style-type: none"> ✓ Mall ✓ Power ✓ Specialty/ Life Style ✓ Community/ Neighborhood
Focus of expansion in the next 24 months:	Markets where LA Fitness already has clubs
Number of stores to open in 2012:	+ 40
Number of stores to open in 2013:	+ 40
Current number of stores in chain:	300 +
Other Useful Information:	Tenant prefers Reverse Build to Suits.

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	La Madeleine
Company Representatives:	Holland Burton
Territory Covered:	U.S.
Title:	Real Estate Manager
Address:	159 Bank Street
Address:	Burlington, VT 05401
Phone:	(802) 881-3604
Fax:	
Email:	hburton@brueggers.com
Retail Use:	Bakery café

BROKER INFORMATION

Company:	The Trilogy Group, LLC
Company Representatives:	Shelley Jordan Bell Chuck Evans
Territory Covered:	Georgia
Title:	
Address:	6400 Powers Ferry Rd. NW, Ste. 100, Atlanta, GA 30339
Phone:	(770) 955-0404
Fax:	(770) 955-6598
Email:	sjordanbell@trilogygroup.net cevans@trilogygroup.net

SITE SELECTION CRITERIA

Population Density preferred:	60,000+ within trade area; daytime population of 30,000+
Average Income preferred:	\$75,000+
Preferred Traffic generators or co-tenants:	Strong daytime population; female-oriented retail
Typical size and frontage preferred:	3,500 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input checked="" type="checkbox"/> end <input checked="" type="checkbox"/> freestanding
Type of centers preferred:	<input checked="" type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	North Atlanta
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	60
Other Useful Information:	50,000 cpd on major roads

2012 RETAILER INFORMATION FORM
ICSC Retail Connection Program
Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	LifeWay Christian Stores
Company Representatives:	David Atchison
Territory Covered:	All
Title:	
Address:	106 Mission Court, Suite 304
Address:	Franklin, TN 37067
Phone:	615.791.9782
Fax:	
Email:	dwatchison@comcast.net
Retail Use:	Christian Bookstore

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Ray Uttenhove Steve Gunning
Territory Covered:	GA, FL
Title:	Executive Vice President (Uttenhove) Sr. Vice President (Gunning)
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	ray.uttnehove@srsre.com / steve.gunning@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	Strong retail draws
Typical size and frontage preferred:	4,000 – 7,000 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	Selective expansion
Current number of stores in chain:	153
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Massage Heights
Company Representatives:	None
Territory Covered:	Georgia
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	Richard Bowers & Company
Company Representatives:	Jeff McMullen Jonathan Alford
Territory Covered:	Georgia
Title:	
Address:	260 Peachtree Street, Suite 260, Atlanta, GA 30303
Phone:	404/ 816-1600
Fax:	404/ 880-0077
Email:	jmcmullen@richardbowers.com jalford@richardbowers.com

SITE SELECTION CRITERIA

Population Density preferred:	30K within 3 miles
Average Income preferred:	\$80,000 plus within 3 miles
Preferred Traffic generators or co-tenants:	Grocery, LA Fitness, Restaurants
Typical size and frontage preferred:	2,000 to 3,000 SF 30' minimum
Location preferred within Shopping Center/Mall:	X in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall X Power X Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Metro Atlanta 3 to 5 stores
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	40 +
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Mattress Firm
Company Representatives:	Bruce Levy
Territory Covered:	United States
Title:	Vice President
Address:	5815 Gulf Freeway, Houston, Texas 77023
Phone:	
Fax:	
Email:	www.mattressfirm.com
Retail Use:	Mattress Retailer / Tenant

BROKER INFORMATION

Company:	Colliers International	Colliers International	Colliers International
Company Representatives:	Alex Deitch	Greg Eisenman	Chris Routledge
Territory Covered:	Georgia, Alabama	Georgia, Alabama	Georgia, Alabama
Title:	V.P./Principal	Senior Associate	Senior Associate
Address:	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328
Phone:	404-574-1045	404-574-1067	404-574-1003
Fax:	404-252-8666	404-252-8666	404-252-8666
Email:	alex.deitch@colliers.com	greg.eisenman@colliers.com	chris.routledge@colliers.com

SITE SELECTION CRITERIA

Population Density preferred:	100,000 in 5 Mile Radius
Average Income preferred:	\$65,000 +
Preferred Traffic generators or co-tenants:	Major National Anchors, Furniture Retailers
Typical size and frontage preferred:	± 4,000 - 6,000 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line - YES <input type="checkbox"/> end cap - YES <input type="checkbox"/> freestanding - YES
Type of centers preferred:	<input type="checkbox"/> Mall - YES <input type="checkbox"/> Power - YES <input type="checkbox"/> Specialty/ Life Style - NO <input type="checkbox"/> Community/ Neighborhood - NO
Focus of expansion in the next 24 months:	44 States
Number of stores to open in 2012:	Multiple
Number of stores to open in 2013:	Multiple
Current number of stores in chain:	700
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	metroPCS
Company Representatives:	None
Territory Covered:	Georgia
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	Cellular

BROKER INFORMATION

Company:	Richard Bowers & Company
Company Representatives:	Jeff McMullen Jonathan Alford
Territory Covered:	Georgia
Title:	
Address:	260 Peachtree Street, Suite 260, Atlanta, GA 30303
Phone:	404/ 816-1600
Fax:	404/ 880-0077
Email:	jmcmullen@richardbowers.com jalford@richardbowers.com

SITE SELECTION CRITERIA

Population Density preferred:	20K in 3 miles
Average Income preferred:	\$50,000 within 3 miles
Preferred Traffic generators or co-tenants:	Title Max, Aarons Rent to Own, Family Dollar
Typical size and frontage preferred:	1,000 SF on the street, high visibility
Location preferred within Shopping Center/Mall:	X in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power X Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	5 to 10 stores
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	75+
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Michaels Stores, Inc.
Company Representatives:	Karen Slayton
Territory Covered:	GA, AL, MS
Title:	Director of Real Estate
Address:	8000 Bent Branch Drive
Address:	Irving, TX 75063
Phone:	(469) 759-5550
Fax:	(469) 759-5576
Email:	slaytonk@michaels.com
Retail Use:	Arts & Crafts

BROKER INFORMATION

Company:	The Trilogy Group, LLC	
Company Representatives:	Shelley Jordan Bell	Chuck Evans
Territory Covered:	GA, AL, MS	GA, AL, MS
Title:	Vice President	Director of Brokerage Services
Address:	6400 Powers Ferry Rd, Ste. 100 Atlanta, GA 30339	6400 Powers Ferry Rd, Ste. 100 Atlanta, GA 30339
Phone:	(770) 955-0404	(770) 955-0404
Fax:	(770) 955-6598	(770) 955-6598
Email:	sjordanbell@trilogygroup.net	cevans@trilogygroup.net

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	\$65,000+
Preferred Traffic generators or co-tenants:	Target, TJMaxx, Marshall's, JCPenney, Kohl's, Dick's Sporting Goods, Bed Bath & Beyond
Typical size and frontage preferred:	21,000 sf; 120' frontage
Location preferred within Shopping Center/Mall:	<input checked="" type="checkbox"/> in-line <input type="checkbox"/> end cap <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	US
Number of stores to open in 2012:	40
Number of stores to open in 2013:	50
Current number of stores in chain:	1,060
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

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COMPANY INFORMATION

Company:	Music and Arts Center
Company Representatives:	Shawn Womer
Territory Covered:	National
Title:	
Address:	4626 Wedgewood Blvd
Address:	Frederick, MD 21703
Phone:	267-246-3791
Fax:	
Email:	swomer@musicarts.com
Retail Use:	

BROKER INFORMATION

Company:	The Shopping Center Group, LLC
Company Representatives:	Lauren Harley, Ruth Coan, Gail Fargason, Ginny Markham
Territory Covered:	GA
Title:	Real Estate Brokers
Address:	300 Galleria Parkway, 12 th Floor, Atlanta, GA 30339
Phone:	770-955-2434
Fax:	770-951-0054
Email:	laurenh@theshoppingcentergroup.com ; Ruthc@theshoppingcentergroup.com ; gailf@theshoppingcentergroup.com ; ginny.markham@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	2,500 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line
Type of centers preferred:	<input type="checkbox"/> Power
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	NCG Cinemas
Company Representatives:	Jeff Geiger
Territory Covered:	United States
Title:	Senior Vice President – Real Estate
Address:	
Phone:	
Fax:	
Email:	
Website:	www.ncgmovies.com
Retail Use:	Tenant

BROKER INFORMATION

Company:	Colliers International	Colliers International	Colliers International
Company Representatives:	Alex Deitch	Greg Eisenman	Chris Routledge
Territory Covered:	Georgia, Alabama	Georgia, Alabama	Georgia, Alabama
Title:	V.P./Principal	Senior Associate	Senior Associate
Address:	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328
Phone:	404-574-1045	404-574-1067	404-574-1003
Fax:	404-252-8666	404-252-8666	404-252-8666
Email:	alex.deitch@colliers.com	greg.eisenman@colliers.com	chris.routledge@colliers.com

SITE SELECTION CRITERIA

Population Density preferred:	50,000 in 5 mile radius
Average Income preferred:	
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	10 + acres
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line - NO <input type="checkbox"/> end cap – NO <input type="checkbox"/> freestanding – YES
Type of centers preferred:	<input type="checkbox"/> Mall - YES <input type="checkbox"/> Power - YES <input type="checkbox"/> Specialty/ Life Style - NO <input type="checkbox"/> Community/ Neighborhood - NO
Focus of expansion in the next 24 months:	Southeast
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	13
Other Useful Information:	5 miles from existing movie theatres

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

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COMPANY INFORMATION

Company:	Old Navy / Gap / Banana Republic
Company Representatives:	Erich Melsheimer Patricia Luster
Territory Covered:	
Title:	Director of Real Estate (Patricia Luster)
Address:	5607 Glendridge Dr., Ste 700
Address:	Atlanta, GA 30339
Phone:	404.236.8870
Fax:	
Email:	erich_melsheimer@gap.com / patricia_luster@gap.com
Retail Use:	Apparel

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Ray Uttenhove
Territory Covered:	GA, AL
Title:	Executive Vice President
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	ray.uttenthove@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	Other soft goods
Typical size and frontage preferred:	15,000 – 17,000 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

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COMPANY INFORMATION

Company:	OSI Restaurant Partners, LLC (Bonefish, Outback Steakhouse, Carrabas)
Company Representatives:	Barry Cowart
Territory Covered:	Various
Title:	Director of Development
Address:	2202 N. Westshore Blvd., 5 th Floor
Address:	Tampa, FL 33607
Phone:	813.282.1225
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Ray Uttenhove Steve Gunning
Territory Covered:	GA, AL
Title:	Executive Vice President (Uttenhove) Sr. Vice President (Gunning)
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	ray.uttnehove@srsre.com / steve.gunning@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	4,500 – 6,500 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Party City Retail Group
Company Representatives:	Jason Gendel
Territory Covered:	PA,CT,NJ,VA, MD,DE,WV,NY,TN,NC,GA,AL,SC,FL
Title:	Real Estate Manager
Address:	25 Green Pond Rd. Suite 1
Address:	Rockaway, NJ 07866
Phone:	973.453.3047
Fax:	
Email:	jgendel@partycity.com
Retail Use:	

BROKER INFORMATION

Company:	The Shopping Center Group, LLC
Company Representatives:	Michele Reale and Edie Weintraub
Territory Covered:	GA
Title:	
Address:	300 Galleria Parkway, 12 th Floor
Phone:	770-738-2468 or 770-738-2455
Fax:	770-951-0054
Email:	micheler@theshoppingcentergroup.com or ediew@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	150,000+ w/in 5 mile radius
Average Income preferred:	
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	12,000-15,000 SF/ 100 ft. frontage
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

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COMPANY INFORMATION

Company:	Payless Shoesource
Company Representatives:	Cindy Stout
Territory Covered:	
Title:	
Address:	120 E. 6 th Street, Suite 102
Address:	Topeka, KS 66603
Phone:	785-270-7891
Fax:	785-270-7879
Email:	Cindy_stout@payless.com
Retail Use:	Shoe Retailer

BROKER INFORMATION

Company:	The Shopping Center Group, LLC
Company Representatives:	Lauren Harley, Ruth Coan, Gail Fargason, Ginny Markham
Territory Covered:	GA
Title:	Real Estate Brokers
Address:	300 Galleria Parkway, 12 th Floor, Atlanta, GA 30339
Phone:	770-955-2434
Fax:	770-951-0054
Email:	laurenh@theshoppingcentergroup.com ; Ruthc@theshoppingcentergroup.com ; gailf@theshoppingcentergroup.com ; ginny.markham@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	50,000
Average Income preferred:	\$50,000-\$80,000
Preferred Traffic generators or co-tenants:	Target, Kohl's, Ross Dress for Less, TJ Maxx, Marshall's
Typical size and frontage preferred:	3,000 sf; 30' frontage
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Pholicious
Company Representatives:	Tony Doan
Territory Covered:	National
Title:	President/Founder
Address:	5507 Legacy Crescent Pl. Suite 304
Address:	Riverview, Florida 33578
Phone:	510.508.1730
Fax:	
Email:	Dtony1960@aol.com
Retail Use:	

BROKER INFORMATION

Company:	Katz & Associates
Company Representatives:	David Stockwell
Territory Covered:	National
Title:	Real Estate Specialist
Address:	4500 Cameron Valley Pkwy, Suite 240, Charlotte, NC 28211
Phone:	704-362-5050
Fax:	704-362-5045
Email:	davidstockwell@dkatz.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input checked="" type="checkbox"/> Kiosk <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input checked="" type="checkbox"/> Mall <input type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	20
Number of stores to open in 2013:	20
Current number of stores in chain:	7
Other Useful Information:	www.pholiciousinc.com

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Pier 1 imports
Company Representatives:	Jim Tycom
Territory Covered:	SE – FL, GA, MS, AL, NC, SC, VA (Exc. DC)
Title:	Div. RE Mgr. - SE
Address:	
Address:	
Phone:	
Fax:	NA
Email:	
Retail Use:	Home goods

BROKER INFORMATION

Company:	The Shopping Center Group, LLC
Company Representatives:	Michele Reale and Edie Weintraub
Territory Covered:	GA
Title:	
Address:	300 Galleria Parkway, 12 th Floor
Phone:	770-738-2468 or 770-738-2455
Fax:	770-951-0054
Email:	micheler@theshoppingcentergroup.com or ediew@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	9,000-10,000 SF with 70 FT + frontage
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Nationwide
Number of stores to open in 2012:	20
Number of stores to open in 2013:	30
Current number of stores in chain:	1050
Other Useful Information:	All corporate stores

2012 RETAILER INFORMATION FORM
ICSC Retail Connection Program
Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Rainbow Apparel
Company Representatives:	
Territory Covered:	
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	Ladies and Kids Apparel

BROKER INFORMATION

Company:	Coe & Associates, Inc.
Company Representatives:	Bill Coe
Territory Covered:	Georgia
Title:	Broker
Address:	3255 Allegheny Drive, Marietta, GA 30066-4438
Phone:	770-509-7672
Fax:	
Email:	billcoe@coeaa.com

SITE SELECTION CRITERIA

Population Density preferred:	50,000 or more within 3 miles
Average Income preferred:	Low to Moderate income areas
Preferred Traffic generators or co-tenants:	Value anchors and grocery stores
Typical size and frontage preferred:	5,000 to 11,000 sf, 40 foot frontage minimum
Location preferred within Shopping Center/Mall:	<input checked="" type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Nationwide
Number of stores to open in 2012:	As many as possible
Number of stores to open in 2013:	As many as possible
Current number of stores in chain:	1,000+
Other Useful Information:	Looking for markets with a minimum of 25% African American or Latino customers

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Regis Corp
Company Representatives:	Josh Gardner
Territory Covered:	Hawaii, Texas, Louisiana, Mississippi, Alabama, Georgia, Florida panhandle
Title:	Real Estate Director
Address:	7201 Metro Blvd
Address:	Minneapolis, MN 55439
Phone:	817-230-4885
Fax:	817-886-7274
Email:	Joshua.gardner@regiscorp.com
Retail Use:	Haircutter

BROKER INFORMATION

Company:	The Shopping Center Group
Company Representatives:	Christie Carden, Gregg Katz, Marc Weinberg
Territory Covered:	Georgia
Title:	Tenant Representative
Address:	300 Galleria Parkway, 12 th Floor, Atlanta GA 30039
Phone:	770.955.2434
Fax:	770.951.0054
Email:	christiec@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	30,000 people per trade area
Average Income preferred:	At least \$50,000 median income
Preferred Traffic generators or co-tenants:	Weekly uses/convenience oriented
Typical size and frontage preferred:	1000-1200 sf, at least 15' of frontage
Location preferred within Shopping Center/Mall:	X in-line X end X freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	Supercuts, Roosters
Number of stores to open in 2012:	About 200 (nationwide)
Number of stores to open in 2013:	About 250 (nationwide)
Current number of stores in chain:	Multiple chains, but almost 13,000 salons in the company
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Rent-A-Center
Company Representatives:	Esmeralda Lopez
Territory Covered:	
Title:	Real Estate Manager – US New Site Development
Address:	5501 Headquarters Drive
Address:	Plano, TX 75204
Phone:	972-624-6424
Fax:	972-801-1487
Email:	esmeralda.lopez@rentacenter.com
Retail Use:	Furniture

BROKER INFORMATION

Company:	The Shopping Center Group, LLC
Company Representatives:	Lauren Harley, Ruth Coan, Gail Fargason, Ginny Markham
Territory Covered:	GA
Title:	Real Estate Brokers
Address:	300 Galleria Parkway, 12 th Floor, Atlanta, GA 30339
Phone:	770-955-2434
Fax:	770-951-0054
Email:	laurenh@theshoppingcentergroup.com ; Ruthc@theshoppingcentergroup.com ; gailf@theshoppingcentergroup.com ; ginny.markham@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	3000 Households in trade area
Average Income preferred:	Under \$50,000 HH income
Preferred Traffic generators or co-tenants:	Grocery anchored centers; Walmart
Typical size and frontage preferred:	3,500 sf – 4,500 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Retro Fitness
Company Representatives:	Rich Roser
Territory Covered:	
Title:	Director of Real Estate
Address:	43 County Road 537 W
Address:	Colts Neck, NJ 07722
Phone:	(732) 431-0062
Fax:	
Email:	
Retail Use:	Full service fitness; no classes

BROKER INFORMATION

Company:	Katz & Associates
Company Representatives:	Julie Gardner
Territory Covered:	NC/SC/GA/Southern VA
Title:	Senior VP of Southeast Region
Address:	4500 Cameron Valley Pkwy Suite 240 Charlotte, NC 28211
Phone:	704-362-5050
Fax:	704-362-5045
Email:	jgardner@dkatz.com

SITE SELECTION CRITERIA

Population Density preferred:	100,000 within 5 miles
Average Income preferred:	\$60,000+ HHI
Preferred Traffic generators or co-tenants:	Office, residential, big boxes
Typical size and frontage preferred:	11,000-16,000 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line x end x freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	NJ, DC, NE
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	Franchise driven concept

2012 RETAILER INFORMATION FORM
ICSC Retail Connection Program
Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Shoe Carnival
Company Representatives:	Mike Smith
Territory Covered:	U.S.
Title:	
Address:	7500 East Columbia St.
Address:	Evansville, IN 47715
Phone:	812.867.4260
Fax:	
Email:	msmith@scvl.com
Retail Use:	Shoe Store

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Steve Gunning
Territory Covered:	GA, AL, MS
Title:	Sr. Vice President
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	steve.gunning@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	Ross, TJ Maxx, Marshalls, Target
Typical size and frontage preferred:	8,000 – 12,000 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input checked="" type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	25
Number of stores to open in 2013:	30
Current number of stores in chain:	312
Other Useful Information:	Trade area desired – 3,5,7 mile

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Shopper's World
Company Representatives:	Amanda Royalty
Territory Covered:	U.S.
Title:	Exclusive Master Broker
Address:	433 Fifth Avenue, 3 rd Floor
Address:	New York, NY 10016
Phone:	646.214.0272
Fax:	
Email:	aroyalty@aacrealty.com / www.shoppersworldusa.com
Retail Use:	Discount Dept. Store

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Sarah Williams Steve Gunning John Artope
Territory Covered:	GA, FL
Title:	Sr. Associate (Williams) Sr. Vice President (Gunning) Executive Vice President (Artope)
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	Sarah.williams@srsre.com / steve.gunning@srsre.com / john.artope@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	Dense
Average Income preferred:	
Preferred Traffic generators or co-tenants:	Apparel, fashion
Typical size and frontage preferred:	50,000 – 80,000 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input checked="" type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	24
Other Useful Information:	Trade area : major metro

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION : The Shumacher Group Inc.

Company:	Palace Indian
Company Representatives:	
Territory Covered:	Buckhead, Sandy Springs
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Shumacher Group Inc.
Company Representatives:	Irv Jacobson
Territory Covered:	(see above)
Title:	
Address:	235 Zephyr Ct.
Phone:	404 550-6389
Fax:	770 396 4657
Email:	Irving@shumacher.com

SITE SELECTION CRITERIA

Population Density preferred:	90,000 3 miles
Average Income preferred:	\$40,000 and above
Preferred Traffic generators or co-tenants:	Convenience retail, grocery, big box
Typical size and frontage preferred:	1,800-2,000 sq. ft. /30 ft.
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	West Cobb (see Above)
Number of stores to open in 2012	1-2
Number of stores to open in 2013	1
Current number of stores in chain:	

Other Useful Information:	easy access Critical.
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2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION: The Shumacher Group Inc.

Company:	Buckhead Pizza
Company Representatives:	
Territory Covered:	Metro Atlanta
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Shumacher Group, Inc.
Company Representatives:	Irv jacobson
Territory Covered:	Metro Atlanta
Title:	Brk.
Address:	3188 Saybrook Dr. NE
Phone:	404550-6389
Fax:	770 396-4657
Email:	irving@shumacher.com

SITE SELECTION CRITERIA

Population Density preferred:	90,000 plus 3 miles
Average Income preferred:	\$60,000 and above
Preferred Traffic generators or co-tenants:	White collar office, retail
Typical size and frontage preferred:	2600-3,200
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	West of Ga. 400
Number of stores to open in 2012	1-2
Number of stores to open in 2013	2
Current number of stores in chain:	20
Other Useful Information:	Appeals to white collar daytime population, suburban moms, health conscious consumers.

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION: The Shumacher Group Inc.

Company:	Naan Stop
Company Representatives:	
Territory Covered:	Metro Atlanta
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Shumacher Group, Inc.
Company Representatives:	Irving Jacobson
Territory Covered:	Metro Atlanta
Title:	Broker.
Address:	3188 Saybrook Dr. NE
Phone:	404 550 6389
Fax:	404 396 4657
Email:	irving@shumacher.com

SITE SELECTION CRITERIA

Population Density preferred:	90,000 plus 3 miles
Average Income preferred:	\$60,000 and above
Preferred Traffic generators or co-tenants:	White collar office, retail
Typical size and frontage preferred:	2600-3,200
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Perimeter
Number of stores to open in 2012	1
Number of stores to open in 2013	1
Current number of stores in chain:	1
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION: The Shumacher Group Inc.

Company:	La Parrilla
Company Representatives:	
Territory Covered:	Metro Atlanta
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Shumacher Group, Inc.
Company Representatives:	Irving Jacobson
Territory Covered:	Metro Atlanta
Title:	Broker.
Address:	3188 Saybrook Dr. NE
Phone:	404 550 6389
Fax:	770 396 4657
Email:	irving@shumacher.com

SITE SELECTION CRITERIA

Population Density preferred:	90,000 plus 3 miles
Average Income preferred:	\$60,000 and above
Preferred Traffic generators or co-tenants:	White collar office, retail
Typical size and frontage preferred:	3,500-5,000
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Inside 285 (Midtown, Buckhead, Emory)
Number of stores to open in 2012	1
Number of stores to open in 2013	1
Current number of stores in chain:	28
Other Useful Information:	6000 sf for ultra-successful, award winning mexican restaurant.

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION: The Shumacher Group Inc.

Company:	Monkey Joe's
Company Representatives:	
Territory Covered:	Metro Atlanta
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Shumacher Group, Inc.
Company Representatives:	Harold Shumacher
Territory Covered:	Metro Atlanta
Title:	Pres.
Address:	3188 Saybrook Dr. NE
Phone:	404 240-0040
Fax:	404 266-9271
Email:	Harold@shumacher.com

SITE SELECTION CRITERIA

Population Density preferred:	150,000 five miles (25,000 children under 10)
Average Income preferred:	\$60,000 and above
Preferred Traffic generators or co-tenants:	Suburban families,
Typical size and frontage preferred:	13500-15,000
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Cumberland/Vinings
Number of stores to open in 2012	1
Number of stores to open in 2013	1
Current number of stores in chain:	9

Other Useful Information:	Caters to young families, special events
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2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION: The Shumacher Group Inc.

Company:	Sage
Company Representatives:	
Territory Covered:	Metro Atlanta
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Shumacher Group, Inc.
Company Representatives:	Irving jacobson
Territory Covered:	Metro Atlanta
Title:	Pres.
Address:	3188 Saybrook Dr. NE
Phone:	404 550 6389
Fax:	770 396 4657
Email:	irving@shumacher.com

SITE SELECTION CRITERIA

Population Density preferred:	150,000 five miles
Average Income preferred:	\$50, ,000 and above
Preferred Traffic generators or co-tenants:	Suburban families, blue collar
Typical size and frontage preferred:	7,000-7,500 sq. ft.
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Exurbs
Number of stores to open in 2012	1
Number of stores to open in 2013	1
Current number of stores in chain:	9

Other Useful Information:	Proximity to interstate, hotels, major employment centers all pluses.
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2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION: The Shumacher Group Inc.

Company:	Figo Pasta
Company Representatives:	
Territory Covered:	Metro Atlanta
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Shumacher Group, Inc.
Company Representatives:	Harold Shumacher
Territory Covered:	Metro Atlanta
Title:	Pres.
Address:	3188 Saybrook Dr. NE
Phone:	404 240-0040
Fax:	404 266-9271
Email:	Harold@shumacher.com

SITE SELECTION CRITERIA

Population Density preferred:	90,000 (3 miles)
Average Income preferred:	\$60,000 and above
Preferred Traffic generators or co-tenants:	White collar employment, upper middle-middle residential
Typical size and frontage preferred:	2,800-3,000
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Deal Driven
Number of stores to open in 2012	1
Number of stores to open in 2013	1
Current number of stores in chain:	7

Other Useful Information:	Impeccably fresh ingredients, value driven concept. Broad appeal to singles and families.
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2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION: The Shumacher Group Inc.

Company:	Verizon Wireless
Company Representatives:	
Territory Covered:	Metro Atlanta/Outstate Ga.
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Shumacher Group, Inc.
Company Representatives:	Harold Shumacher/Irving Jacobson
Territory Covered:	Metro Atlanta/Outstate Ga.
Title:	Pres.
Address:	3188 Saybrook Dr. NE
Phone:	404 240-0040
Fax:	404 266-9271
Email:	Harold@shumacher.com

SITE SELECTION CRITERIA

Population Density preferred:	150,000 five miles (
Average Income preferred:	\$50,000 and above
Preferred Traffic generators or co-tenants:	Target, Home Depot, Lowe's, Mass Retailers
Typical size and frontage preferred:	4,200-4,500 sq. ft.
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Loganville, N.E. Atlanta
Number of stores to open in 2012	2-3 (including re-locations)
Number of stores to open in 2013	2
Current number of stores in chain:	Thousands

Other Useful Information:	Full service cellular stores including product and repair facilities. High visibility, easy access critical
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2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION: The Shumacher Group Inc.

Company:	Golden Corral
Company Representatives:	
Territory Covered:	Metro Atlanta
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Shumacher Group, Inc.
Company Representatives:	Harold Shumacher
Territory Covered:	Metro Atlanta
Title:	Pres.
Address:	3188 Saybrook Dr. NE
Phone:	404 240-0040
Fax:	404 266-9271
Email:	Harold@shumacher.com

SITE SELECTION CRITERIA

Population Density preferred:	150,000 five miles (
Average Income preferred:	\$40,000
Preferred Traffic generators or co-tenants:	Suburban families, blue and white collar employment centers-home improvement, sporting goods, merchandise
Typical size and frontage preferred:	12,000
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Rome, Cartersville, Athens, Camp Creek, Sandy Springs
Number of stores to open in 2012	1
Number of stores to open in 2013	1
Current number of stores in chain:	500 plus nationwide

Other Useful Information:	Where America Eats. Sites need to be 2.5-3 acres or a pad with parking for 180 cars.
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2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION: The Shumacher Group Inc.

Company:	J. Alexander's
Company Representatives:	
Territory Covered:	Metro Atlanta
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Shumacher Group, Inc.
Company Representatives:	Harold Shumacher
Territory Covered:	Metro Atlanta
Title:	Pres.
Address:	3188 Saybrook Dr. NE
Phone:	404 240-0040
Fax:	404 266-9271
Email:	Harold@shumacher.com

SITE SELECTION CRITERIA

Population Density preferred:	150,000 3 miles/250,000 5 miles
Average Income preferred:	\$60,000 and above
Preferred Traffic generators or co-tenants:	Upscale restaurants and retail
Typical size and frontage preferred:	7,000 sq. ft.
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Midtown/ Buckhead
Number of stores to open in 2012	1
Number of stores to open in 2013	
Current number of stores in chain:	35

Other Useful Information:	High volume American style restaurant renowned for food quality and ambiance.
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2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION: The Shumacher Group Inc.

Company:	Pei Wei
Company Representatives:	
Territory Covered:	Metro Atlanta
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Shumacher Group, Inc.
Company Representatives:	Harold Shumacher
Territory Covered:	Metro Atlanta
Title:	Pres.
Address:	3188 Saybrook Dr. NE
Phone:	404 240-0040
Fax:	404 266-9271
Email:	Harold@shumacher.com

SITE SELECTION CRITERIA

Population Density preferred:	250,000 5 miles
Average Income preferred:	\$75,000 and above
Preferred Traffic generators or co-tenants:	Boutique retail, white collar employment, restaurants
Typical size and frontage preferred:	3,500
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Midtown/buckhead
Number of stores to open in 2012	1
Number of stores to open in 2013	1
Current number of stores in chain:	175

Other Useful Information:	Owned by P.F. Chang's. Regarded as best in class for fast casual Asian food.
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2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION: The Shumacher Group Inc.

Company:	Hooter's
Company Representatives:	
Territory Covered:	Metro Atlanta
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Shumacher Group, Inc.
Company Representatives:	Harold Shumacher
Territory Covered:	Metro Atlanta
Title:	Pres.
Address:	3188 Saybrook Dr. NE
Phone:	404 240-0040
Fax:	404 266-9271
Email:	Harold@shumacher.com

SITE SELECTION CRITERIA

Population Density preferred:	175,000 (5 miles)
Average Income preferred:	\$60,000 and above
Preferred Traffic generators or co-tenants:	Home Improvement, Sporting Goods, Retail
Typical size and frontage preferred:	5-6,000 sq. ft.
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Re-locations
Number of stores to open in 2012	1
Number of stores to open in 2013	1
Current number of stores in chain:	200

Other Useful Information:	America's best known chicken wings, beer and sassy servers emporium.
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2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION: The Shumacher Group Inc.

Company:	Wing Stop
Company Representatives:	
Territory Covered:	Metro Atlanta
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Shumacher Group, Inc.
Company Representatives:	Harold Shumacher/Irving Jacobson
Territory Covered:	Metro Atlanta
Title:	Pres.
Address:	3188 Saybrook Dr. NE
Phone:	404 240-0040
Fax:	404 266-9271
Email:	Harold@shumacher.com

SITE SELECTION CRITERIA

Population Density preferred:	150,000 five miles (
Average Income preferred:	\$45,000 and above
Preferred Traffic generators or co-tenants:	Universities, power centers, other restaurants
Typical size and frontage preferred:	1,400-1800 20-30 ft. frontage
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Roswell, S. Decatur, Gwinnett, Midtown West, S. Buckhead
Number of stores to open in 2012	1-2
Number of stores to open in 2013	2-3
Current number of stores in chain:	500 plus nationwide

Other Useful Information:	Caters to young families, special events
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2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Smashburger
Company Representatives:	Maria Fernandez
Territory Covered:	
Title:	
Address:	1515 Arapahoe Street, Tower One, 10 th Floor, Denver, CO 80202
Phone:	303-633-1532
Fax:	
Email:	www.smashburger.com
Retail Use:	Restaurant / Tenant

BROKER INFORMATION

Company:	Colliers International	Colliers International	Colliers International
Company Representatives:	Alex Deitch	Greg Eisenman	Chris Routledge
Territory Covered:	Georgia, Alabama	Georgia, Alabama	Georgia, Alabama
Title:	V.P./Principal	Senior Associate	Senior Associate
Address:	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328
Phone:	404-574-1045	404-574-1067	404-574-1003
Fax:	404-252-8666	404-252-8666	404-252-8666
Email:	alex.deitch@colliers.com	greg.eisenman@colliers.com	chris.routledge@colliers.com

SITE SELECTION CRITERIA

Population Density preferred:	3 mile radius > 50,000 / Employee Pop > 40,000 (desired 75,000)
Average Income preferred:	\$60,000 in 3 mile radius
Preferred Traffic generators or co-tenants:	50,000 traffic counts per day
Typical size and frontage preferred:	1,600 – 2,200 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line - YES <input type="checkbox"/> end cap – YES <input type="checkbox"/> freestanding – YES
Type of centers preferred:	<input type="checkbox"/> Mall - YES <input type="checkbox"/> Power - NO <input type="checkbox"/> Specialty/ Life Style - YES <input type="checkbox"/> Community/ Neighborhood -YES
Focus of expansion in the next 24 months:	USA
Number of stores to open in 2012:	Multiple
Number of stores to open in 2013:	Multiple
Current number of stores in chain:	100 +
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Smoothie King
Company Representatives:	Richard Leveille
Territory Covered:	Continental US
Title:	EVP, Director of Franchise Development
Address:	2400 Veterans Blvd Suite 110, Kenner, LA, 70062
Phone:	504-723-0362
Fax:	985-635-9687
Email:	rleveille@smoothieking.com
Retail Use:	Smoothies

BROKER INFORMATION

Company:	Colliers International
Company Representatives:	Chris Routledge
Territory Covered:	GA
Title:	Associate
Address:	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328
Phone:	404-252-2288
Fax:	404-574-1103
Email:	CHRIS.ROUTLEDGE@Colliers.com

SITE SELECTION CRITERIA

Population Density preferred:	Greater than 25,000 in 2 Mile Radius – Mix of Residential and Business
Average Income preferred:	Above median for the metro area
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	+/-1200 w/15' minimum width
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line - YES <input type="checkbox"/> end cap – YES - w/drive-thru when possible <input type="checkbox"/> freestanding – YES – w/drive-thru
Type of centers preferred:	<input type="checkbox"/> Mall - YES <input type="checkbox"/> Power - YES <input type="checkbox"/> Specialty/ Life Style - YES <input type="checkbox"/> Community/ Neighborhood - YES
Focus of expansion in the next 24 months:	32 States
Number of stores to open in 2012:	50+
Number of stores to open in 2013:	75+
Current number of stores in chain:	630
Other Useful Information:	Greater than 25,000 in 2 Mile Radius – Mix of Residential and Business

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Spa Sydell
Company Representatives:	
Territory Covered:	
Title:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	The Leasing & Management Group, Inc.
Company Representatives:	Michelle D. Belinfante
Territory Covered:	Georgia
Title:	
Address:	145 Cliftwood Drive, Atlanta, GA 30328
Phone:	404 252 1138 x11
Fax:	404 252 1139
Email:	michelle@tlmgusa.com

SITE SELECTION CRITERIA

Population Density preferred:	Super regional markets.
Average Income preferred:	Mid to Upper Income
Preferred Traffic generators or co-tenants:	Better tenants.
Typical size and frontage preferred:	5 to 7,500 sf
Location preferred within Shopping Center/Mall:	X in-line X end X freestanding
Type of centers preferred:	X Mall X Power X Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	Ideally, Town Center and MOG markets
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Sprint
Company Representatives:	Monica Smith
Territory Covered:	Georgia, Texas, Arkansas
Title:	Transaction Manager
Address:	
Address:	
Phone:	
Fax:	913-523-0600
Email:	
Retail Use:	Cellular

BROKER INFORMATION

Company:	The Trilogy Group, LLC
Company Representatives:	Marla Chaliff
Territory Covered:	Georgia
Title:	Senior Vice President
Address:	6400 Powers Ferry Road, Suite 100, Atlanta, GA 30339
Phone:	770-955-0404
Fax:	770-955-6598
Email:	mchaliff@trilogygroup.net

SITE SELECTION CRITERIA

Population Density preferred:	50,000+ households within 5 miles
Average Income preferred:	\$35,000+
Preferred Traffic generators or co-tenants:	Class A Regional locations
Typical size and frontage preferred:	2700 – 3000 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Major top 10 markets
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM
ICSC Retail Connection Program
Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Stars and Strikes Family Entertainment
Company Representatives:	
Territory Covered:	Georgia
Title:	
Address:	
Address:	
Phone:	
Fax:	
Website:	www.starsandstrikes.com
Retail Use:	Family Entertainment Center

BROKER INFORMATION

Company:	Couriam Realty Services
Company Representatives:	Miriam Smith-Robinson Courtney Brumbelow
Territory Covered:	GA, AL, MS
Title:	Broker
Address:	4080 McGinnis Ferry Road, Suite 1402, Alpharetta, GA 30005
Phone:	678-889-5050
Fax:	866-209-7196
Email:	msmith@couriam.com/cbrumbelow@couriam.com

SITE SELECTION CRITERIA

Population Density preferred:	55,000-150,000 within 3 mile ring
Average Income preferred:	\$50,000.00+ Median Income
Preferred Traffic generators or co-tenants:	Wal-Mart, Target, Home Depot, Lowe's, Sam's Club, Costco
Typical size and frontage preferred:	50,000 SF
Location preferred within Shopping Center/Mall:	Freestanding Inline
Type of centers preferred:	Power Community/ Neighborhood
Focus of expansion in the next 24 months:	Georgia
Number of stores to open in 2012:	1
Number of stores to open in 2013:	2
Current number of stores in chain:	4
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	TACO BELL / YUM! Brands
Company Representatives:	Peter Schaap
Territory Covered:	FL, NC, SC, VA
Title:	Real Estate Manager
Address:	211 Annandale Drive, Cary, NC 27511
Phone:	919.467.4416
Fax:	peter.schaap@yum.com
Email:	www.yum.com
Retail Use:	Tenant

BROKER INFORMATION

Company:	Colliers International	Colliers International	Colliers International
Company Representatives:	Alex Deitch	Greg Eisenman	Chris Routledge
Territory Covered:	Georgia, Alabama	Georgia, Alabama	Georgia, Alabama
Title:	V.P./Principal	Senior Associate	Senior Associate
Address:	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328
Phone:	404-574-1045	404-574-1067	404-574-1003
Fax:	404-252-8666	404-252-8666	404-252-8666
Email:	alex.deitch@colliers.com	greg.eisenman@colliers.com	chris.routledge@colliers.com

SITE SELECTION CRITERIA

Population Density preferred:	20,000 in 2 mile radius
Average Income preferred:	
Preferred Traffic generators or co-tenants:	25,000 per day
Typical size and frontage preferred:	2,000 - 3,000 SF / 0.7-1 acre
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line - NO <input type="checkbox"/> end cap - NO <input type="checkbox"/> freestanding - YES w/ drive thru
Type of centers preferred:	<input type="checkbox"/> Mall - NO <input type="checkbox"/> Power - NO <input type="checkbox"/> Specialty/ Life Style - NO <input type="checkbox"/> Community/ Neighborhood - YES
Focus of expansion in the next 24 months:	Multiple
Number of stores to open in 2012:	Multiple
Number of stores to open in 2013:	Multiple
Current number of stores in chain:	6,472
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Taylor Brooks Hair Salon
Company Representatives:	
Territory Covered:	Georgia
Title:	
Address:	
Address:	
Phone:	
Fax:	
Website:	www.taylorbrooks.com
Retail Use:	Full Service Salon

BROKER INFORMATION

Company:	Couriam Realty Services
Company Representatives:	Miriam Smith-Robinson Courtney Brumbelow
Territory Covered:	GA, AL, MS
Title:	Broker
Address:	4080 McGinnis Ferry Road, Suite 1402, Alpharetta, GA 30005
Phone:	678-889-5050
Fax:	866-209-7196
Email:	msmith@couriam.com/cbrumbelow@couriam.com

SITE SELECTION CRITERIA

Population Density preferred:	55,000-150,000 within 3 mile ring
Average Income preferred:	\$50,000.00+ Median Income
Preferred Traffic generators or co-tenants:	Wal-Mart, Target, Home Depot, Lowe's, Sam's Club, Costco
Typical size and frontage preferred:	2,500 SF (retail), 6,000 SF (school)
Location preferred within Shopping Center/Mall:	Freestanding Inline
Type of centers preferred:	Power Community/ Neighborhood
Focus of expansion in the next 24 months:	Georgia
Number of stores to open in 2012:	1
Number of stores to open in 2013:	2
Current number of stores in chain:	1
Other Useful Information:	Markets: Buford, Cumming, Roswell, and Alpharetta

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Tilted Kilt
Company Representatives:	
Territory Covered:	Georgia
Title:	
Address:	
Address:	
Phone:	
Fax:	
Website:	www.tiltedkilt.com
Retail Use:	Restaurant

BROKER INFORMATION

Company:	Couriam Realty Services
Company Representatives:	Miriam Smith-Robinson Courtney Brumbelow
Territory Covered:	GA, AL, MS
Title:	Broker
Address:	4080 McGinnis Ferry Road, Suite 1402, Alpharetta, GA 30005
Phone:	678-889-5050
Fax:	866-209-7196
Email:	msmith@couriam.com/cbrumbelow@couriam.com

SITE SELECTION CRITERIA

Population Density preferred:	55,000-150,000 within 3 mile ring
Average Income preferred:	\$50,000.00+ Median Income
Preferred Traffic generators or co-tenants:	Wal-Mart, Target, Home Depot, Lowe's, Sam's Club, Costco
Typical size and frontage preferred:	5,500 SF
Location preferred within Shopping Center/Mall:	Freestanding Inline
Type of centers preferred:	Power Community Neighborhood
Focus of expansion in the next 24 months:	Georgia
Number of stores to open in 2012:	1
Number of stores to open in 2013:	1
Current number of stores in chain:	8 in GA
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Tires Plus
Company Representatives:	Mark Whitwell/ Mike Tardrew
Territory Covered:	
Title:	Director, Field Real Estate/ Development Manger
Address:	2021 Sunnydale Blvd
Address:	Clearwater, FL 33765
Phone:	727-298-5788
Fax:	
Email:	mwhitwell@tiresplus.com / mtardrew@tiresplus.com
Retail Use:	Automotive

BROKER INFORMATION

Company:	The Shopping Center Group, LLC
Company Representatives:	Lauren Harley, Ruth Coan, Gail Fargason, Ginny Markham
Territory Covered:	GA
Title:	Real Estate Brokers
Address:	300 Galleria Parkway, 12 th Floor, Atlanta, GA 30339
Phone:	770-955-2434
Fax:	770-951-0054
Email:	laurenh@theshoppingcentergroup.com ; Ruthc@theshoppingcentergroup.com ; gailf@theshoppingcentergroup.com ; ginny.markham@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	30,000 in a 3 mile
Average Income preferred:	\$50,000 in 5 miles
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	7,500-8,000 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> Freestanding outparcels
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	TJ Maxx / Marshalls / Home Goods
Company Representatives:	Keith Schantz
Territory Covered:	FL, GA, AR, MS, AL, PR
Title:	Director of Real Estate
Address:	543 SW 132 nd Terrance
Address:	Newberry, FL 32669
Phone:	352.332.4388
Fax:	
Email:	keith.schantz@tjx.com / www.tjx.com
Retail Use:	Discount Retail Fashion

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Ray Uttenhove Sarah Williams
Territory Covered:	GA
Title:	Executive Vice President (Uttenhove) / Sr. Associate (Williams)
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	ray.uttnehove@srsre.com / sarah.williams@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	Mid to high
Preferred Traffic generators or co-tenants:	Major retail draws
Typical size and frontage preferred:	25,000 – 28,000 SF
Location preferred within Shopping Center/Mall:	<input checked="" type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input checked="" type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	2,000 +
Other Useful Information:	Trade area desired : 5 mile radius +

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	T-Mobile USA Corporate Stores
Company Representatives:	Michael Brandon
Territory Covered:	Southeast
Title:	Sr. Real Estate Manager
Address:	One Ravinia Drive, Suite 1000, Atlanta, GA 30346
Address:	
Phone:	678-690-4090
Fax:	678-690-4117
Email:	Michael.brandon@t-mobile.com
Retail Use:	Cellular

BROKER INFORMATION

Company:	Couriam Realty Services
Company Representatives:	Miriam Smith-Robinson Courtney Brumbelow
Territory Covered:	GA, AL, MS
Title:	Broker
Address:	4080 McGinnis Ferry Road, Suite 1402, Alpharetta, GA 30005
Phone:	678-889-5050
Fax:	866-209-7196
Email:	msmith@couriam .com/cbrumbelow@couriam.com

SITE SELECTION CRITERIA

Population Density preferred:	50,000 – 100,000 3 mile radius
Average Income preferred:	\$40,000.00 - \$75,000.00
Preferred Traffic generators or co-tenants:	Big Box, Restaurant, Grocery Anchored
Typical size and frontage preferred:	1,000 – 2,400 sf
Location preferred within Shopping Center/Mall:	in-line end freestanding
Type of centers preferred:	Mall Power Specialty/ Life Style Community/ Neighborhood
Focus of expansion in the next 24 months:	15
Number of stores to open in 2012:	15
Number of stores to open in 2013:	15
Current number of stores in chain:	2,040 +
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Toys'R'Us / Babies'R'Us
Company Representatives:	Philip Greenwald
Territory Covered:	Southeast
Title:	Director of Real Estate
Address:	One Geoffrey Way
Address:	Wayne, NJ 07470
Phone:	813.831.4685
Fax:	
Email:	
Retail Use:	Toy Store / Baby Store

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Ray Uttenhove Steve Gunning
Territory Covered:	GA, TN, AL, MS, NC, SC
Title:	Executive Vice President (Uttenhove) / Sr. Vice President (Gunning)
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	ray.uttnehove@srsre.com / steve.gunning@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	Target
Typical size and frontage preferred:	47,000 – 62,000 SF
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Combo TRU/BRU Stores
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	847 – (585/TRU, 262/BRU)
Other Useful Information:	Trade area size desired : 3,5,10 mile radius Population desired : 200k

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	ULTA Salon, Cosmetics & Fragrance, Inc.	
Company Representatives:	Rick Franz	
Territory Covered:	GA, AL, FL, NC, SC, LA, MS, TN	
Title:	Vice President Real Estate	
Address:	1135 Arbor Drive	
Address:	Romeoville, IL 60446	
Phone:	(480) 344-7710	
Fax:	(480) 344-7712	
Email:	Rick.franz@ultainc.com	
Retail Use:	Salon, cosmetics, fragrance, accessories	

BROKER INFORMATION

Company:	The Trilogy Group, LLC	
Company Representatives:	Shelley Jordan Bell	
Territory Covered:	GA, AL	
Title:	Vice President	
Address:	6400 Powers Ferry Road, Suite 100 Atlanta, GA 30339	
Phone:	(678) 322-1163	
Fax:	(770) 955-6598	
Email:	sjordanbell@trilogygroup.net	

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	Middle to upper income
Preferred Traffic generators or co-tenants:	National big box retailers
Typical size and frontage preferred:	10,000 sf 80 feet frontage
Location preferred within Shopping Center/Mall:	<input checked="" type="checkbox"/> in-line <input type="checkbox"/> end cap <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	US
Number of stores to open in 2012:	100
Number of stores to open in 2013:	125
Current number of stores in chain:	449+
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Weight Watchers
Company Representatives:	Bradley Taylor
Territory Covered:	Georgia
Title:	Associate
Address:	721 Emerson, Suite 300, St. Louis, MO 63141
Phone:	314.392.2770
Fax:	314.392.2701
Email:	bradley.taylor@cassidyurley.com
Website:	www.weightwatchers.com
Retail Use:	Tenant

BROKER INFORMATION

Company:	Colliers International	Colliers International	Colliers International
Company Representatives:	Alex Deitch	Greg Eisenman	Chris Routledge
Territory Covered:	Georgia, Alabama	Georgia, Alabama	Georgia, Alabama
Title:	V.P./Principal	Senior Associate	Senior Associate
Address:	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328
Phone:	404-574-1045	404-574-1067	404-574-1003
Fax:	404-252-8666	404-252-8666	404-252-8666
Email:	alex.deitch@colliers.com	greg.eisenman@colliers.com	chris.routledge@colliers.com

SITE SELECTION CRITERIA

Population Density preferred:	50,000
Average Income preferred:	\$40,000
Preferred Traffic generators or co-tenants:	Grocery or fresh food store
Typical size and frontage preferred:	1,400 – 1,800 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line - YES <input type="checkbox"/> end cap – YES <input type="checkbox"/> freestanding – YES
Type of centers preferred:	<input type="checkbox"/> Mall - YES <input type="checkbox"/> Power - NO <input type="checkbox"/> Specialty/ Life Style - YES <input type="checkbox"/> Community/ Neighborhood -YES
Focus of expansion in the next 24 months:	USA
Number of stores to open in 2012:	Multiple
Number of stores to open in 2013:	Multiple
Current number of stores in chain:	1,000
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Which Wich?
Company Representatives:	Colt Hothorn
Territory Covered:	Georgia
Title:	Area Director
Address:	915 Laurens Way, Brentwood, TN 37027
Address:	
Phone:	615-584-5232
Fax:	615-376-9278
Email:	colt@whichwich.net
Retail Use:	Custom Sandwiches

BROKER INFORMATION

Company:	Cobblestone Retail Group
Company Representatives:	Michele Del Monaco and Leslie Collins
Territory Covered:	Atlanta Metro Markets
Title:	
Address:	1507 Johnson Ferry Road, Suite 150, Marietta, GA 30062
Phone:	770-977-1071
Fax:	
Email:	Michele@cobblestoneretail.com or leslie@cobblestoneretail.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	1,600-1,800 square feet
Location preferred within Shopping Center/Mall:	x in-line - patio preferred x end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power X Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	8
Number of stores to open in 2013:	
Current number of stores in chain:	150
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Wolfgang Puck Pizza Bistro
Company Representatives:	Joe Essa
Territory Covered:	
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	Fresh casual, pizza bar, full bar

BROKER INFORMATION

Company:	Katz & Associates
Company Representatives:	Julie Gardner
Territory Covered:	Nationwide
Title:	Senior VP of Southeast Region
Address:	4500 Cameron Valley Pkwy Suite 240 Charlotte, NC 28211
Phone:	704-362-5050
Fax:	704-362-5045
Email:	jgardner@dkatz.com

SITE SELECTION CRITERIA

Population Density preferred:	200,000 in trade area
Average Income preferred:	\$80,000+ HHI
Preferred Traffic generators or co-tenants:	Office, daytime pops, malls, residential
Typical size and frontage preferred:	4,000+ sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	Recycled funky sites (think gas stations, etc.)

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

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COMPANY INFORMATION

Company:	World of Beer
Company Representatives:	Rick Burdick
Territory Covered:	Georgia
Title:	Partner
Address:	Contact Broker for Information
Phone:	
Fax:	
Email:	
Website:	www.wobusa.com
Retail Use:	Tenant

BROKER INFORMATION

Company:	Colliers International	Colliers International	Colliers International
Company Representatives:	Alex Deitch	Greg Eisenman	Chris Routledge
Territory Covered:	Georgia, Alabama	Georgia, Alabama	Georgia, Alabama
Title:	V.P./Principal	Senior Associate	Senior Associate
Address:	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328	5871 Glenridge Dr, Suite 400, Atlanta, GA 30328
Phone:	404-574-1045	404-574-1067	404-574-1003
Fax:	404-252-8666	404-252-8666	404-252-8666
Email:	alex.deitch@colliers.com	greg.eisenman@colliers.com	chris.routledge@colliers.com

SITE SELECTION CRITERIA

Population Density preferred:	75,000
Average Income preferred:	\$80,000
Preferred Traffic generators or co-tenants:	Upscale restaurants and entertainment concepts
Typical size and frontage preferred:	2,000 – 3,000 sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line - YES <input type="checkbox"/> end cap – YES <input type="checkbox"/> freestanding – YES
Type of centers preferred:	<input type="checkbox"/> Mall - YES <input type="checkbox"/> Power - YES <input type="checkbox"/> Specialty/ Life Style - YES <input type="checkbox"/> Community/ Neighborhood -YES
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	Patio seating required.

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

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COMPANY INFORMATION

Company:	Yankee Candle
Company Representatives:	Marc Campbell
Territory Covered:	USA
Title:	Director of Real Estate
Address:	P.O. Box 110 – 16 Yankee Candle Way
Address:	South Deerfield, MA 01373
Phone:	413.665.8306
Fax:	
Email:	mcampbell@yankeecandle.com
Retail Use:	Gifts

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Sarah Williams
Territory Covered:	GA
Title:	Senior Associate
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	sarah.williams@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	High
Preferred Traffic generators or co-tenants:	Apparel, specialty
Typical size and frontage preferred:	1,000 – 1,600 SF / 25' frontage
Location preferred within Shopping Center/Mall:	<input checked="" type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input checked="" type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	500 +
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Yogli Mogli
Company Representatives:	None
Territory Covered:	Georgia
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	Self-service frozen yogurt

BROKER INFORMATION

Company:	Richard Bowers & Company
Company Representatives:	Jeff McMullen Jonathan Alford
Territory Covered:	Georgia
Title:	
Address:	260 Peachtree Street, Suite 260, Atlanta, GA 30303
Phone:	404/ 816-1600
Fax:	404/ 880-0077
Email:	jmcmullen@richardbowers.com jalford@richardbowers.com

SITE SELECTION CRITERIA

Population Density preferred:	30K within 3 miles
Average Income preferred:	\$65K +
Preferred Traffic generators or co-tenants:	Schools, Activity centers, grocery
Typical size and frontage preferred:	2,000 SF minimum 30'
Location preferred within Shopping Center/Mall:	X in-line X end X freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power X Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	Georgia
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	20 +
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Yogurtland
Company Representatives:	Cesar Shih
Territory Covered:	USA
Title:	Director of Real Estate Development
Address:	1911 East Wright Circle
Address:	Anaheim, CA 92806
Phone:	714.939.7737
Fax:	
Email:	cesar.shih@yogurt-land.com
Retail Use:	Frozen Yogurt

BROKER INFORMATION

Company:	SRS Real Estate Partners
Company Representatives:	Sarah Williams
Territory Covered:	GA
Title:	Senior Associate
Address:	3400 Peachtree Rd., NE, Ste 1100, Atlanta GA 30326
Phone:	404.231.2232
Fax:	404.231.1066
Email:	sarah.williams@srsre.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	High
Preferred Traffic generators or co-tenants:	Restaurants, grocery, big box
Typical size and frontage preferred:	1,200 – 1,600 SF / 18' frontage
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input checked="" type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input checked="" type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input checked="" type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	170 +
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	zpizza
Company Representatives:	
Territory Covered:	Georgia
Title:	
Address:	
Address:	
Phone:	
Fax:	
Website:	www.zpizza.com
Retail Use:	Restaurant

BROKER INFORMATION

Company:	Couriam Realty Services
Company Representatives:	Miriam Smith-Robinson Courtney Brumbelow
Territory Covered:	GA, AL, MS
Title:	Broker
Address:	4080 McGinnis Ferry Road, Suite 1402, Alpharetta, GA 30005
Phone:	678-889-5050
Fax:	866-209-7196
Email:	msmith@couriam.com/cbrumbelow@couriam.com

SITE SELECTION CRITERIA

Population Density preferred:	55,000-150,000 within 3 mile ring
Average Income preferred:	\$50,000.00+ Median Income
Preferred Traffic generators or co-tenants:	Wal-Mart, Target, Home Depot, Lowe's, Sam's Club, Costco
Typical size and frontage preferred:	1,700 SF
Location preferred within Shopping Center/Mall:	Inline
Type of centers preferred:	Power Community/ Neighborhood
Focus of expansion in the next 24 months:	Georgia
Number of stores to open in 2012:	1
Number of stores to open in 2013:	1
Current number of stores in chain:	2 in GA
Other Useful Information:	Roswell, Perimeter, and Cumberland

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Aspen Dental Management
Company Representatives:	Jon Tedesco and Todd Phillips
Territory Covered:	GA
Title:	Real Estate Manager
Address:	281 Sanders Creek Parkway
Address:	East Syracuse, NY 13057
Phone:	315-454-6000 x1231
Fax:	
Email:	jtedesco@aspendental.com
Retail Use:	General Dentistry

BROKER INFORMATION

Company:	The Shopping Center Grou
Company Representatives:	Michele Reale and Edie Weintraub
Territory Covered:	GA
Title:	
Address:	300 Galleria Parkway, 12 th Floor, Atlanta, GA 30339
Phone:	770-738-2468
Fax:	
Email:	micheler@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	Market area – 100,000+
Average Income preferred:	Median HH Income \$50,000 to \$80,000 preferred
Preferred Traffic generators or co-tenants:	Target, Kohl's, TJ Maxx/Marshalls/Ross, Old Navy
Typical size and frontage preferred:	
Location preferred within Shopping Center/Mall:	in-line <input checked="" type="checkbox"/> end <input checked="" type="checkbox"/> freestanding
Type of centers preferred:	xMall xPower Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	50+ stores per year
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

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COMPANY INFORMATION

Company:	Bealls/Burkes Outlet
Company Representatives:	Phil Knuth
Territory Covered:	GA, AL, MS, LS, AR
Title:	Real Estate Manager
Address:	700 13 th Ave East
Address:	Bradenton, FL 34208
Phone:	941-744-4719
Fax:	941-744-4931
Email:	pknuth@beallsinc.com
Retail Use:	Junior Department Store

BROKER INFORMATION

Company:	Franklin street
Company Representatives:	Monetha Cobb, Sterling Hale, Alex Wright
Territory Covered:	GA, AL, MS, LS, AR
Title:	Senior Director, Director, Associate
Address:	3525 Piedmont Rd NE, Bldg 8, Ste 420, Atlanta GA 30305
Phone:	404-832-1250
Fax:	404-842-1755
Email:	Monetha.Cobb@fsfp.com ; Sterling.Hale@fsfp.com ; Alex.wright@fsfp.com

SITE SELECTION CRITERIA

Population Density preferred:	25,000 within 5 minute drivetime
Average Income preferred:	\$40,000 Median HH Income
Preferred Traffic generators or co-tenants:	Walmart, Belk, Ross
Typical size and frontage preferred:	20,000 – 25,000 SF; Min. 120' frontage
Location preferred within Shopping Center/Mall:	X in-line <input type="checkbox"/> end X freestanding
Type of centers preferred:	X Mall X Power X Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	75+
Number of stores to open in 2012:	40
Number of stores to open in 2013:	40
Current number of stores in chain:	462
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

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COMPANY INFORMATION

Company:	BURGERFI
Company Representatives:	Ed Lee, Kelly Wilson
Territory Covered:	Greater Atlanta Area
Title:	Representative
Address:	1266 West Paces Ferry Road, Suite 643,Atlanta GA 30327
Address:	
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net , Kelly@capitalpropertiesgroup.com
Retail Use:	Restaurant

BROKER INFORMATION

Company:	Capital Properties Group
Company Representatives:	Ed Lee, Kelly Wilson
Territory Covered:	Greater Atlanta Area
Title:	Managing Member
Address:	1266 West Paces Ferry Road, Suite 643,Atlanta GA 30327
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net , Kelly@capitalpropertiesgroup.com

SITE SELECTION CRITERIA

Population Density preferred:	60,000 – 3 mile
Average Income preferred:	+ 50,000
Preferred Traffic generators or co-tenants:	Grocery Anchor
Typical size and frontage preferred:	2,500 – 3,000
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Active
Number of stores to open in 2012:	3
Number of stores to open in 2013:	3
Current number of stores in chain:	6
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

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COMPANY INFORMATION

Company:	Catch Air
Company Representatives:	Ryan Kim
Territory Covered:	GA
Title:	Owner
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	Kids Indoor Play Facility

BROKER INFORMATION

Company:	The Shopping Center Group
Company Representatives:	Edie Weintraub and Michele Reale
Territory Covered:	GA
Title:	
Address:	300 Galleria Parkway, Suite 1200
Phone:	770-955-2434
Fax:	770-951-0054
Email:	ediew@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	50,000+
Average Income preferred:	\$50,000+
Preferred Traffic generators or co-tenants:	Power Center 250,000 sf +
Typical size and frontage preferred:	10,000- 25,000 sq ft
Location preferred within Shopping Center/Mall:	X in-line X end X freestanding
Type of centers preferred:	<input type="checkbox"/> Mall X Power <input type="checkbox"/> Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	Southeast
Number of stores to open in 2012:	3
Number of stores to open in 2013:	5
Current number of stores in chain:	4
Other Useful Information:	Prefer regional markets. Can consider former grocery and vacant big boxes. Prefer HVAC in place.

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ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	CATO
Company Representatives:	Peter Hogan
Territory Covered:	Florida, Georgia, South Carolina
Title:	Director of Real Estate
Address:	PO Box 34216
Address:	Charlotte, NC 28234
Phone:	704-551-7687
Fax:	
Email:	phoga@catocorp.com
Retail Use:	Apparel

BROKER INFORMATION

Company:	Franklin street
Company Representatives:	Monetha Cobb, Sterling Hale, Alex Wright
Territory Covered:	North GA, Metro Atlanta
Title:	Senior Director, Director, Associate
Address:	3525 Piedmont Rd NE, Bldg 8, Ste 420, Atlanta GA 30305
Phone:	404-832-1250
Fax:	404-842-1755
Email:	Monetha.Cobb@fsfp.com ; Sterling.Hale@fsfp.com ; Alex.wright@fsfp.com

SITE SELECTION CRITERIA

Population Density preferred:	25,000 minimum
Average Income preferred:	Broad range of income levels
Preferred Traffic generators or co-tenants:	Target, Walmart, Dominant Grocer
Typical size and frontage preferred:	4,500 – 6,000 sf; Min. frontage of 40'
Location preferred within Shopping Center/Mall:	X in-line X end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall X Power <input type="checkbox"/> Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	31 States in the Southeast, Midwest, & Mid-Atlantic
Number of stores to open in 2012:	20-25
Number of stores to open in 2013:	20-25
Current number of stores in chain:	1067
Other Useful Information:	A Division of The Cato Corporation (1,299 Stores)

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

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COMPANY INFORMATION

Company:	Deal\$
Company Representatives:	Michael Houle, Derek Luedtke
Territory Covered:	Houle – Metro Atlanta, North GA Luedtke – South GA
Title:	Real Estate Manager
Address:	500 Volvo Pkwy
Address:	Chesapeake, VA 23320
Phone:	757-321-5898
Fax:	757-321-5220
Email:	dluedtke@dollartree.com ; mhoule@dollartree.com
Retail Use:	Multi Price Point Variety Retail

BROKER INFORMATION

Company:	Franklin street
Company Representatives:	Monetha Cobb, Sterling Hale, Alex Wright
Territory Covered:	State of Georgia
Title:	Senior Director, Director, Associate
Address:	3525 Piedmont Rd NE, Bldg 8, Ste 420, Atlanta GA 30305
Phone:	404-832-1250
Fax:	404-842-1755
Email:	Monetha.Cobb@fsfp.com ; Sterling.Hale@fsfp.com ; Alex.wright@fsfp.com

SITE SELECTION CRITERIA

Population Density preferred:	50,000 within 5 miles
Average Income preferred:	\$25,000 - \$60,000
Preferred Traffic generators or co-tenants:	Discount Retailers
Typical size and frontage preferred:	10,000 – 12,500 SF; Min. frontage of 70'
Location preferred within Shopping Center/Mall:	X in-line X end X freestanding
Type of centers preferred:	<input type="checkbox"/> Mall X Power <input type="checkbox"/> Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	National
Number of stores to open in 2012:	40
Number of stores to open in 2013:	
Current number of stores in chain:	185
Other Useful Information:	Big, bright stores with excellent signage. Must have no food restrictions

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

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COMPANY INFORMATION

Company:	Dollar Stop
Company Representatives:	Michael Houle, Derek Luedtke
Territory Covered:	Houle – Metro Atlanta, North GA Luedtke – South GA
Title:	Real Estate Manager
Address:	500 Volvo Pkwy
Address:	Chesapeake, VA 23320
Phone:	757-321-5898
Fax:	757-321-5220
Email:	dluedtke@dollartree.com ; mhoule@dollartree.com
Retail Use:	Retail Merchandise

BROKER INFORMATION

Company:	Franklin street
Company Representatives:	Monetha Cobb, Sterling Hale, Alex Wright
Territory Covered:	State of Georgia
Title:	Senior Director, Director, Associate
Address:	3525 Piedmont Rd NE, Bldg 8, Ste 420, Atlanta GA 30305
Phone:	404-832-1250
Fax:	404-842-1755
Email:	Monetha.Cobb@fsfp.com ; Sterling.Hale@fsfp.com ; Alex.wright@fsfp.com

SITE SELECTION CRITERIA

Population Density preferred:	100,000 within 3 miles
Average Income preferred:	HH Income of \$50,000+ within 3 miles
Preferred Traffic generators or co-tenants:	Target, High end grocery stores
Typical size and frontage preferred:	4,500-5,700 SF; 50' x 100'
Location preferred within Shopping Center/Mall:	X in-line X end X freestanding
Type of centers preferred:	<input type="checkbox"/> Mall X Power X Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	National
Number of stores to open in 2012:	15
Number of stores to open in 2013:	
Current number of stores in chain:	10
Other Useful Information:	Bright stores with excellent signage.

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Dollar Tree
Company Representatives:	Michael Houle, Derek Luedtke
Territory Covered:	Houle – Metro Atlanta, North GA Luedtke – South GA
Title:	Real Estate Manager
Address:	500 Volvo Pkwy
Address:	Chesapeake, VA 23320
Phone:	757-321-5898
Fax:	757-321-5220
Email:	dluedtke@dollartree.com ; mhoule@dollartree.com
Retail Use:	Retail Merchandise

BROKER INFORMATION

Company:	Franklin street
Company Representatives:	Monetha Cobb, Sterling Hale, Alex Wright
Territory Covered:	State of Georgia
Title:	Senior Director, Director, Associate
Address:	3525 Piedmont Rd NE, Bldg 8, Ste 420, Atlanta GA 30305
Phone:	404-832-1250
Fax:	404-842-1755
Email:	Monetha.Cobb@fsfp.com ; Sterling.Hale@fsfp.com ; Alex.wright@fsfp.com

SITE SELECTION CRITERIA

Population Density preferred:	20,000 within 5 miles
Average Income preferred:	\$20,000 to \$60,000
Preferred Traffic generators or co-tenants:	Target, Walmart
Typical size and frontage preferred:	8,000-12,000 SF. Minimum frontage of 70'
Location preferred within Shopping Center/Mall:	X in-line X end X freestanding
Type of centers preferred:	<input type="checkbox"/> Mall X Power <input type="checkbox"/> Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	National
Number of stores to open in 2012:	325
Number of stores to open in 2013:	
Current number of stores in chain:	4,100
Other Useful Information:	Big, bright stores with excellent signage.

2012 RETAILER INFORMATION FORM

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COMPANY INFORMATION

Company:	Brown Shoe dba, Famous Footwear
Company Representatives:	Harold van Ommeren
Territory Covered:	FL, GA, AL, MS, LA, AR, TX, OK, KS, NE
Title:	Director of Real Estate
Address:	116 East Madison Street
Address:	Lake Mills WI 53551
Phone:	920-648-8989
Fax:	314-827-0054
Email:	hvanommeren@famousfootwear.com
Retail Use:	Family Footwear

BROKER INFORMATION

Company:	The Shopping Center Group
Company Representatives:	Michele Reale
Territory Covered:	GA
Title:	
Address:	300 Galleria Parkway, 12 th Floor, Atlanta, GA 30339
Phone:	770-738-2468
Fax:	
Email:	micheler@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	5 miles – 100,000+
Average Income preferred:	Median HH Income \$60,000
Preferred Traffic generators or co-tenants:	Target, Kohl's, TJ Maxx/Marshalls/Ross, Old Navy
Typical size and frontage preferred:	
Location preferred within Shopping Center/Mall:	xin-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	xMall xPower xSpecialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	100 stores per year
Number of stores to open in 2012:	50
Number of stores to open in 2013:	50
Current number of stores in chain:	1122
Other Useful Information:	

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ICSC Retail Connection Program

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COMPANY INFORMATION

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

BROKER INFORMATION

Company:	Franklin street
Company Representatives:	Monetha Cobb, Sterling Hale, Alex Wright
Territory Covered:	Metro Atlanta, Macon, Columbus, Augusta
Title:	Senior Director, Director, Associate
Address:	3525 Piedmont Rd NE, Bldg 8, Ste 420, Atlanta GA 30305
Phone:	404-832-1250
Fax:	404-842-1755
Email:	Monetha.Cobb@fsfp.com ; Sterling.Hale@fsfp.com ; Alex.wright@fsfp.com

SITE SELECTION CRITERIA

Population Density preferred:	30,000 within 3 miles
Average Income preferred:	Low to middle
Preferred Traffic generators or co-tenants:	Major grocers, Discount Retailers
Typical size and frontage preferred:	1200 sf; Min 15' frontage
Location preferred within Shopping Center/Mall:	X in-line X end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	Atlanta, Nashville
Number of stores to open in 2011:	150
Number of stores to open in 2012:	
Current number of stores in chain:	3000+
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Great Expressions Dental
Company Representatives:	Ed Lee, Kelly Wilson
Territory Covered:	Greater Atlanta Area
Title:	
Address:	1266 West Paces Ferry Road, Suite 643,Atlanta GA 30327
Address:	
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net , Kelly@capitalpropertiesgroup.com
Retail Use:	Dental

BROKER INFORMATION

Company:	Capital Properties Group
Company Representatives:	Ed Lee, Kelly Wilson
Territory Covered:	Greater Atlanta Area
Title:	Managing Member
Address:	1266 West Paces Ferry Road, Suite 643,Atlanta GA 30327
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net , Kelly@capitalpropertiesgroup.com

SITE SELECTION CRITERIA

Population Density preferred:	50,000 – 3 miles
Average Income preferred:	+ 60,000
Preferred Traffic generators or co-tenants:	Grocery anchor
Typical size and frontage preferred:	4,000
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Active
Number of stores to open in 2012:	3
Number of stores to open in 2013:	3
Current number of stores in chain:	175
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Guitar Center
Company Representatives:	Roberto Guerrero
Territory Covered:	
Title:	Director of Real Estate
Address:	5796 Lindero Canyon Rd
Address:	Westlake Village, CA 91362
Phone:	818-735-8800 X2001
Fax:	818-735-7923
Email:	rguerrero@guitarcenter.com
Retail Use:	Music Variety store

BROKER INFORMATION

Company:	Franklin Street
Company Representatives:	Monetha Cobb
Territory Covered:	GA, SC, NC
Title:	Senior Director
Address:	3525 Piedmont Rd NE, Bldg 8, Ste 420, Atlanta, GA 30305
Phone:	404-832-1257
Fax:	404-842-1755
Email:	Monetha.cobb@fsfp.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	
Preferred Traffic generators or co-tenants:	
Typical size and frontage preferred:	9,000 – 20,000
Location preferred within Shopping Center/Mall:	X in-line <input type="checkbox"/> end X freestanding
Type of centers preferred:	<input type="checkbox"/> Mall X Power <input type="checkbox"/> Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2011:	
Number of stores to open in 2012:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Its Fashion Metro
Company Representatives:	Peter Hogan
Territory Covered:	Florida, Georgia, South Carolina
Title:	Director of Real Estate
Address:	PO Box 34216
Address:	Charlotte, NC 28234
Phone:	704-551-7687
Fax:	
Email:	phoga@catocorp.com
Retail Use:	Apparel

BROKER INFORMATION

Company:	Franklin street
Company Representatives:	Monetha Cobb, Sterling Hale, Alex Wright
Territory Covered:	North GA, Metro Atlanta
Title:	Senior Director, Director, Associate
Address:	3525 Piedmont Rd NE, Bldg 8, Ste 420, Atlanta GA 30305
Phone:	404-832-1250
Fax:	404-842-1755
Email:	Monetha.Cobb@fsfp.com ; Sterling.Hale@fsfp.com ; Alex.wright@fsfp.com

SITE SELECTION CRITERIA

Population Density preferred:	25,000
Average Income preferred:	Low to Middle income
Preferred Traffic generators or co-tenants:	National discounter, Variety Store, Grocer
Typical size and frontage preferred:	10,000 SF; Min. 70' frontage
Location preferred within Shopping Center/Mall:	X in-line X end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall X Power <input type="checkbox"/> Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	Southeast & Mid-Atlantic
Number of stores to open in 2012:	10
Number of stores to open in 2013:	10
Current number of stores in chain:	110
Other Useful Information:	A Division of The Cato Corporation (1,299 Stores)

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Krispy Kreme
Company Representatives:	Bobby Speir
Territory Covered:	USA
Title:	Development Manager
Address:	370 Knollwood
Address:	Suite 500
Phone:	336-726-8985
Fax:	
Email:	BSpeir@krispykreme.com
Retail Use:	QSR – Fast Food

BROKER INFORMATION

Company:	Colliers International
Company Representatives:	Mike Neal
Territory Covered:	Georgia
Title:	Senior Vice President
Address:	5871 Glenridge Drive
Phone:	Suite 400
Fax:	404-574-1024
Email:	Mike.neal@colliers.com

SITE SELECTION CRITERIA

Population Density preferred:	90k in 10 min drive time
Average Income preferred:	\$60k median HH income
Preferred Traffic generators or co-tenants:	AM traffic generators (hospitals, schools, other AM QSRs)
Typical size and frontage preferred:	2,500sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line x Freestanding
Type of centers preferred:	X Mall X Power X Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	Company – ATL, DC/Baltimore, Dallas, build-out SE trade areas
Number of stores to open in 2012:	10 company; 30 franchise
Number of stores to open in 2013:	12 company; 40 franchise
Current number of stores in chain:	240
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Little Caesars Pizza
Company Representatives:	Jeff White
Territory Covered:	Southeastern United States
Title:	Director of Franchise Real Estate
Address:	2211 Woodward Ave
Address:	Detroit, MI 48201
Phone:	770-645-5577
Fax:	770-645-5577
Email:	Jeff.white@lcecorp.com
Retail Use:	Quick service Pizza chain

BROKER INFORMATION

Company:	Franklin street
Company Representatives:	Monetha Cobb, Sterling Hale, Alex Wright
Territory Covered:	Metro Atlanta
Title:	Senior Director, Director, Associate
Address:	3525 Piedmont Rd NE, Bldg 8, Ste 420, Atlanta GA 30305
Phone:	404-832-1250
Fax:	404-842-1755
Email:	Monetha.Cobb@fsfp.com ; Sterling.Hale@fsfp.com ; Alex.wright@fsfp.com

SITE SELECTION CRITERIA

Population Density preferred:	30,000 within 3 miles
Average Income preferred:	Low to Middle
Preferred Traffic generators or co-tenants:	Grocer, Discount retailer, Strip center on main rd
Typical size and frontage preferred:	1300 - 1500
Location preferred within Shopping Center/Mall:	X in-line X end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	Southeast
Number of stores to open in 2011:	Undisclosed
Number of stores to open in 2012:	Undisclosed
Current number of stores in chain:	3000+
Other Useful Information:	Drive-thru and designated parking spaces preferred.

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Planet Fitness
Company Representatives:	Brian Kunkel
Territory Covered:	USA
Title:	National Director of Real Estate
Address:	26 Fox Run Road Newington, NH 03801
Phone:	603-750-0001
Fax:	(603) 750-0004
Email:	brian.kunkel@planetfitness.com
Retail Use:	Health & Fitness

BROKER INFORMATION

Company:	Colliers International
Company Representatives:	Mike Neal
Territory Covered:	Georgia
Title:	Senior Vice President
Address:	5871 Glenridge Drive
Phone:	Suite 400
Fax:	404-574-1024
Email:	Mike.neal@colliers.com

SITE SELECTION CRITERIA

Population Density preferred:	Trade Area of 75,000
Average Income preferred:	\$35,000 to \$75,000 (median HH inc.)
Preferred Traffic generators or co-tenants:	Value/discount brands & grocery
Typical size and frontage preferred:	15,000-20,000 SF with a min. of 70' of frontage
Location preferred within Shopping Center/Mall:	X in-line x Freestanding
Type of centers preferred:	X Mall X Power X Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	Metro Atlanta
Number of stores to open in 2011:	3 in Atlanta (104 nationally)
Number of stores to open in 2012:	3 in Atlanta (115 nationally)
Current number of stores in chain:	500
Other Useful Information:	www.planetfitness.com

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Rue21
Company Representatives:	Michael Udekwu
Territory Covered:	Southeast Region (Maryland, Delaware, Virginia, Kentucky, Tennessee, North Carolina, South Carolina, Georgia, Alabama, Mississippi, Florida)
Title:	Director of Real Estate
Address:	800 Commonwealth Dr
Address:	Warrendale, PA 15086
Phone:	724-776-7456
Fax:	
Email:	mudekwu@rue21.com
Retail Use:	Teen Apparel/Soft Goods

BROKER INFORMATION

Company:	The Shopping Center Group, LLC
Company Representatives:	Michele Reale and Edie Weintraub
Territory Covered:	GA
Title:	
Address:	300 Galleria Parkway, 12 th Floor
Phone:	770-738-2468 or 770-738-2455
Fax:	770-951-0054
Email:	micheler@theshoppingcentergroup.com or ediew@theshoppingcentergroup.com

SITE SELECTION CRITERIA

Population Density preferred:	30K – 50K
Average Income preferred:	\$40K-75K
Preferred Traffic generators or co-tenants:	Wal-Mart, Target, Ross, Marshalls, TJ Maxx
Typical size and frontage preferred:	Minimum 45' of frontage 4,500-5,000sqft
Location preferred within Shopping Center/Mall:	X in-line X end <input type="checkbox"/> freestanding
Type of centers preferred:	X Mall X Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Smaller Isolated Markets,
Number of stores to open in 2012:	125
Number of stores to open in 2013:	125
Current number of stores in chain:	770
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Saks Off 5 th
Company Representatives:	
Territory Covered:	US
Title:	
Address:	
Address:	
Phone:	
Fax:	
Email:	
Retail Use:	

BROKER INFORMATION

Company:	Katz & Associates
Company Representatives:	Julie Gardner
Territory Covered:	NC/SC/GA
Title:	Senior VP of Southeast Region
Address:	4500 Cameron Valley Parkway Suite 240 Charlotte, NC 28211
Phone:	704-362-5050
Fax:	704-362-5050
Email:	jgardner@dkatz.com

SITE SELECTION CRITERIA

Population Density preferred:	400,000 Trade Area
Average Income preferred:	\$85,000+
Preferred Traffic generators or co-tenants:	Major mall, high fashion retailers
Typical size and frontage preferred:	28,000 sf
Location preferred within Shopping Center/Mall:	X in-line X end X freestanding
Type of centers preferred:	<input type="checkbox"/> Mall X Power X Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	
Number of stores to open in 2012:	
Number of stores to open in 2013:	
Current number of stores in chain:	
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Shoney's On the Go
Company Representatives:	Ed Lee
Territory Covered:	Greater Atlanta Area
Title:	Representative
Address:	1266 West Paces Ferry Road, Suite 643, Atlanta GA 30327
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net
Retail Use:	Restaurant

BROKER INFORMATION

Company:	Capital Properties Group
Company Representatives:	Ed Lee
Territory Covered:	Greater Atlanta Area
Title:	Managing Member
Address:	1266 West Paces Ferry Road, Suite 643, Atlanta GA 30327
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net

SITE SELECTION CRITERIA

Population Density preferred:	50,000 – 3 miles
Average Income preferred:	+ 60,000
Preferred Traffic generators or co-tenants:	Regional Shopping Centers
Typical size and frontage preferred:	2,500 – Drive Thru
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Active
Number of stores to open in 2012:	3
Number of stores to open in 2013:	6
Current number of stores in chain:	3
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Stir Crazy
Company Representatives:	Ed Lee
Territory Covered:	
Title:	Representative
Address:	1266 West Paces Ferry Road, Suite 643,Atlanta GA 30327
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net
Retail Use:	Restaurant

BROKER INFORMATION

Company:	Capital Properties Group
Company Representatives:	Ed Lee
Territory Covered:	
Title:	Managing Member
Address:	1266 West Paces Ferry Road, Suite 643,Atlanta GA 30327
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net

SITE SELECTION CRITERIA

Population Density preferred:	70,000 – 3 miles
Average Income preferred:	+ 80,000
Preferred Traffic generators or co-tenants:	Urban Properties
Typical size and frontage preferred:	6,000
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Yes
Number of stores to open in 2012:	2
Number of stores to open in 2013:	4
Current number of stores in chain:	18
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Agile Pursuits dba Tide Dry Cleaners
Company Representatives:	Steve Collins
Territory Covered:	USA
Title:	VP of Real Estate, Construction & Design
Address:	2 P&G Plaza, Cincinnati, OH
Address:	
Phone:	773-793-3036
Fax:	
Email:	collins.sj.1@pg.com
Retail Use:	Dry Cleaner

BROKER INFORMATION

Company:	Colliers International
Company Representatives:	Mike Neal
Territory Covered:	Georgia
Title:	Senior Vice President
Address:	5871 Glenridge Drive
Phone:	Suite 400
Fax:	404-574-1024
Email:	Mike.neal@colliers.com

SITE SELECTION CRITERIA

Population Density preferred:	25,000+ in a 6 minute drive time
Average Income preferred:	\$90,000 median income in a 6 minute drive time
Preferred Traffic generators or co-tenants:	Grocery Anchored Centers
Typical size and frontage preferred:	3,300sf
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input checked="" type="checkbox"/> End Cap <input checked="" type="checkbox"/> Freestanding
Type of centers preferred:	X Mall X Power X Specialty/ Life Style X Community/ Neighborhood
Focus of expansion in the next 24 months:	5-6 stores to open
Number of stores to open in 2011:	0
Number of stores to open in 2012:	3
Current number of stores in chain:	8
Other Useful Information:	On top of the 8 currently open Tide Dry Cleaner Locations, we have over a dozen in the development process to open across the country in 2012 with that number doubling in 2013.

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Ted's Montana Grill
Company Representatives:	Ed Lee
Territory Covered:	
Title:	Representative
Address:	1266 West Paces Ferry Road, Suite 643,Atlanta GA 30327
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net
Retail Use:	Restaurant

BROKER INFORMATION

Company:	Capital Properties Group
Company Representatives:	Ed Lee
Territory Covered:	
Title:	Managing Member
Address:	1266 West Paces Ferry Road, Suite 643,Atlanta GA 30327
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net

SITE SELECTION CRITERIA

Population Density preferred:	60,000 – 3 miles
Average Income preferred:	+ 100,000
Preferred Traffic generators or co-tenants:	Urban Properties
Typical size and frontage preferred:	4,200 – Frontage 42 x 100
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Yes
Number of stores to open in 2012:	0
Number of stores to open in 2013:	2
Current number of stores in chain:	50
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Texas Roadhouse
Company Representatives:	Ed Lee
Territory Covered:	Greater Atlanta Area
Title:	Representative
Address:	1266 West Paces Ferry Road, Suite 643,Atlanta GA 30327
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net
Retail Use:	Restaurant

BROKER INFORMATION

Company:	Capital Properties Group
Company Representatives:	Ed Lee
Territory Covered:	
Title:	Managing Member
Address:	1266 West Paces Ferry Road, Suite 643,Atlanta GA 30327
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net

SITE SELECTION CRITERIA

Population Density preferred:	60,000 – 5 miles
Average Income preferred:	+ 65,000
Preferred Traffic generators or co-tenants:	Major Shopping Center
Typical size and frontage preferred:	7,800
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Active
Number of stores to open in 2012:	2
Number of stores to open in 2013:	2
Current number of stores in chain:	300
Other Useful Information:	

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	Versona
Company Representatives:	Peter Hogan
Territory Covered:	Florida, Georgia, South Carolina
Title:	Director of Real Estate
Address:	PO Box 34216
Address:	Charlotte, NC 28234
Phone:	704-551-7687
Fax:	
Email:	phoga@catocorp.com
Retail Use:	Jewelry, Accessories, and Apparel

BROKER INFORMATION

Company:	Franklin street
Company Representatives:	Monetha Cobb, Sterling Hale, Alex Wright
Territory Covered:	North GA, Metro Atlanta
Title:	Senior Director, Director, Associate
Address:	3525 Piedmont Rd NE, Bldg 8, Ste 420, Atlanta GA 30305
Phone:	404-832-1250
Fax:	404-842-1755
Email:	Monetha.Cobb@fsfp.com ; Sterling.Hale@fsfp.com ; Alex.wright@fsfp.com

SITE SELECTION CRITERIA

Population Density preferred:	
Average Income preferred:	Middle to upper incomes
Preferred Traffic generators or co-tenants:	Upscale fashion tenants
Typical size and frontage preferred:	8,000 – 10,000 sf
Location preferred within Shopping Center/Mall:	X in-line X end <input type="checkbox"/> freestanding
Type of centers preferred:	X Mall X Power X Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Southeast, Midwest, & Mid-Atlantic
Number of stores to open in 2012:	25
Number of stores to open in 2013:	25
Current number of stores in chain:	10
Other Useful Information:	Division of The Cato Corporation (1,299 Stores)

2012 RETAILER INFORMATION FORM

ICSC Retail Connection Program

Thursday, March 8th, 2012

COMPANY INFORMATION

Company:	ZINGA Frozen Yogurt
Company Representatives:	Ed Lee, Kelly Wilson
Territory Covered:	Greater Atlanta Area
Title:	Representative
Address:	1266 West Paces Ferry Road, Suite 643,Atlanta GA 30327
Address:	
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net , Kelly@capitalpropertiesgroup.com
Retail Use:	Restaurant

BROKER INFORMATION

Company:	Capital Properties Group
Company Representatives:	Ed Lee, Kelly Wilson
Territory Covered:	Greater Atlanta Area
Title:	Managing Member
Address:	1266 West Paces Ferry Road, Suite 643,Atlanta GA 30327
Phone:	404-233-8450
Fax:	404-233-8453
Email:	Welee@bellsouth.net , Kelly@capitalpropertiesgroup.com

SITE SELECTION CRITERIA

Population Density preferred:	50,000 – 3 mile
Average Income preferred:	+ 65,000
Preferred Traffic generators or co-tenants:	Grocery Anchor
Typical size and frontage preferred:	1,400 – 1,800
Location preferred within Shopping Center/Mall:	<input type="checkbox"/> in-line <input type="checkbox"/> end <input type="checkbox"/> freestanding
Type of centers preferred:	<input type="checkbox"/> Mall <input type="checkbox"/> Power <input type="checkbox"/> Specialty/ Life Style <input type="checkbox"/> Community/ Neighborhood
Focus of expansion in the next 24 months:	Active
Number of stores to open in 2012:	3
Number of stores to open in 2013:	6
Current number of stores in chain:	11
Other Useful Information:	