

# AMERICAN DAIRY QUEEN CORPORATION

## COMPANY INFORMATION

### Company Representatives

Jennifer Rude

### Territory Covered

Jennifer Rude

### Address

n/a

### Phone

952-830-0391

### Fax

### Email

jennifer.rude@idq.com

### Retail Use

QSR pad sites with drive thru

## BROKER INFORMATION

### Company

n/a

### Company Representatives

n/a

### Territory Covered

n/a

### Title

n/a

### Address

7505 Metro Blvd

### Phone

n/a

### Fax

n/a

### Email

none@none.com

# SITE SELECTION CRITERIA

## Population Density Preferred

12,500 in 5 minute drive time

## Average Income Preferred

\$45,000+

## Preferred Traffic generators or co-tenants

20,000 vpd

## Typical size or range

2612 sf building, 36,720 sf

## Frontage - Min/Preferred/Max

144' minimum

## Location preferred within Shopping Center/Mall

Freestanding

## Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

## Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

## Focus of expansion in the next 24 months

Lake and Cook Counties in Chicago, Kansas City

## Number of stores to open this year

n/a

## Number of stores to open next year

n/a

## Current number of stores in chain

6,700 locations in the United States, Canada and 27 other countries

## Other Useful Information

# ARBY'S RESTAURANT GROUP

## COMPANY INFORMATION

### Company Representatives

Randy Tomczak

### Territory Covered

Randy Tomczak

### Address

1155 Perimeter Center West, Atlanta, GA

### Phone

219-629-5999

### Fax

### Email

rtomczak@arbys.com

### Retail Use

219-629-5999

## BROKER INFORMATION

### Company

Arby's Restaurant Group

### Company Representatives

Joe Davitt

### Territory Covered

United States - Central

### Title

Sr. Director Real Estate

### Address

1155 Perimeter Center West, Atlanta, GA

### Phone

317-408-1224

### Fax

### Email

jdavitt@arbys.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

20,000 within 2 Miles

**Average Income Preferred**

Median HH Income >\$55,000

**Preferred Traffic generators or co-tenants**

Walmart, Home Depot, Lowes, Best Buy, Kohls

**Typical size or range**

2,400-3,000 sq. ft.

**Frontage - Min/Preferred/Max**

110-150 feet

**Location preferred within Shopping Center/Mall**

End Cap

Freestanding

**Type of centers preferred**

Power

Community/Neighborhood

Strip Centers

**Type of centers preferred**

Power

Community/Neighborhood

Strip Centers

**Focus of expansion in the next 24 months**

National

**Number of stores to open this year**

93

**Number of stores to open next year**

125

**Current number of stores in chain**

3,400

**Other Useful Information**

# ARBY'S RESTAURANT GROUP

## COMPANY INFORMATION

### Company Representatives

Lindsey Morriss

### Territory Covered

Lindsey Morriss

### Address

1155 Perimeter Center West, Atlanta, GA

### Phone

(404) 556-4960

### Fax

### Email

LMorriss@arbys.com

### Retail Use

QSR

## BROKER INFORMATION

### Company

Arby's

### Company Representatives

Lindsey Morriss

### Territory Covered

United States

### Title

Real Estate Manager

### Address

1155 Perimeter Center West, Atlanta, GA

### Phone

(404) 556-4960

### Fax

### Email

LMorriss@arbys.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

20,000 within 2 Miles

**Average Income Preferred**

Median HH Income >\$55,000

**Preferred Traffic generators or co-tenants**

Walmart, Home Depot, Lowes, Best Buy, Kohls

**Typical size or range**

2,400-3,000 sq. ft.

**Frontage - Min/Preferred/Max**

110-150 feet

**Location preferred within Shopping Center/Mall**

End Cap

Freestanding

**Type of centers preferred**

Power

Community/Neighborhood

Strip Centers

**Type of centers preferred**

Power

Community/Neighborhood

Strip Centers

**Focus of expansion in the next 24 months**

National

**Number of stores to open this year**

93

**Number of stores to open next year**

125

**Current number of stores in chain**

3,400

**Other Useful Information**

# BAR LOUIE

## COMPANY INFORMATION

### Company Representatives

Jill Szymanski

### Territory Covered

Jill Szymanski

### Address

4550 Beltway Drive, Addison, TX 75001

### Phone

214-218-2730

### Fax

### Email

jszymanski@blro.net

### Retail Use

Bar & Restaurant

## BROKER INFORMATION

### Company

ARCORE Real Estate Group

### Company Representatives

Al Rodenbostel

### Territory Covered

Chicagoland

### Title

Managing Principal

### Address

2803 Butterfield Road, Suite 310 Oak Brook, IL 60523

### Phone

630-908-5701

### Fax

### Email

al@arcoregrp.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

100,000+

**Average Income Preferred**

\$75,000+

**Preferred Traffic generators or co-tenants**

highend lifestyle centers with theater and late night components

**Typical size or range**

6,000 -9,000

**Frontage - Min/Preferred/Max**

visibility and signage with late night is paramount

**Location preferred within Shopping Center/Mall**

End Cap

Freestanding

**Type of centers preferred**

Specialty/Life Style

**Type of centers preferred**

Specialty/Life Style

**Focus of expansion in the next 24 months**

throughout the US major markets

**Number of stores to open this year**

16 corporate 15 franchised

**Number of stores to open next year**

20 corporate 25 franchised

**Current number of stores in chain**

120

**Other Useful Information**

Founded in Chicago in 1990 Bar Louie is a national collection of over 120 neighborhood bars and eateries featuring hand-crafted cocktails and spirits, delectable scratch food and an inviting atmosphere for people to enjoy time with friends and mingle. Open for lunch, happy hour, dinner and late night – Bar Louie is a progressively hip and lively atmosphere. Layouts vary, as do local food and drink specials. Our guests range from ages 25 to 54 and more than 50 percent are women.



# BEN'S SOFT PRETZELS FRANCHISING, CORP.

## COMPANY INFORMATION

### Company Representatives

Robert L. Thatcher CRX, CSM, CLS, CMD, CDP

### Territory Covered

Robert L. Thatcher CRX, CSM, CLS, CMD, CDP

### Address

1202 W. Pike Street Goshen, Indiana 46526

### Phone

574-970-2188 x 402

### Fax

888-313-7484

### Email

RLT@BensPretzels.com

### Retail Use

Quick Serve Restaurant (QSR) - Treat Category

## BROKER INFORMATION

### Company

None

### Company Representatives

N/A

### Territory Covered

N/A

### Title

N/A

### Address

N/A

### Phone

N/A

### Fax

N/A

### Email

info@benspretzels.com

# SITE SELECTION CRITERIA

## Population Density Preferred

50,000 in 3-5 Miles

## Average Income Preferred

\$40,000 Plus + (Ben's)

## Preferred Traffic generators or co-tenants

Focus is in High "Foot-Fall" Patron Traffic. Happy to compete w/existing Pretzel Operators

## Typical size or range

600-1,200 SF Non-Food Court GLA - Wet Kiosk/RMU's considered

## Frontage - Min/Preferred/Max

15' / 20' / 25'

## Location preferred within Shopping Center/Mall

In-line

## Type of centers preferred

Mall

Power

Specialty/Life Style

## Type of centers preferred

Mall

Power

Specialty/Life Style

## Focus of expansion in the next 24 months

Twenty Eight (28) US States East of the Mississippi + TX, OK & Seeking Airport Concourses

## Number of stores to open this year

(21) Open - Six (6) in Progress

## Number of stores to open next year

Fifty (50) ( 20% of 2017 Goal is already Locked & Loaded! )

## Current number of stores in chain

Seventy-Five (75) Operating in Eight (8) States (IN, OH, MI, IL, WI, KY, FL, AL)

## Other Useful Information

Ben's Soft Pretzels (BSP) is the Fastest Growing Pretzel Franchise in the US! Freshly baked 1/2 Lb. Amish inspired Jumbo Pretzels provide an artisan experience w/ continuous fresh, sights & smells; effectively driving patron traffic. In addition to Enclosed Regional & Open-Air (Outlet) Centers, BSP has secured Master Leases with Walmart & Meijer Super Stores & has a strong concessions business w/ numerous Professional & Collegiate Sporting Venues. Multiple Awards & National Media - Fabulous Menu & Outstanding Value Proposition! Affordable | Simple | Scalable Please Visit: [www.BensPretzelsFranchising.com](http://www.BensPretzelsFranchising.com) NOTE: Landlords Should Consider Becoming BSP Franchisee's

# BUFFALO WINGS & RINGS

## COMPANY INFORMATION

### Company Representatives

Carey Floyd & Philip Schram

### Territory Covered

Carey Floyd & Philip Schram

### Address

564 Old State Route 74, Cincinnati, OH 45244

### Phone

513-831-9464

### Fax

### Email

cfloyd@buffalo-wing.com

### Retail Use

Restaurant

## BROKER INFORMATION

### Company

Anchor Associates

### Company Representatives

David Sheehy

### Territory Covered

Mid West

### Title

Corporate Broker

### Address

3825 Edwards Road, Suite 630, Cincinnati, OH 45209

### Phone

513-784-1106

### Fax

### Email

dsheehy@anchor-associates.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

40,000

**Average Income Preferred**

\$50,000+

**Preferred Traffic generators or co-tenants**

Retail Trade area, Target, Kohls, Wal Mart, Malls, Outdoor shopping Centers

**Typical size or range**

6,000sf

**Frontage - Min/Preferred/Max**

80-100 feet

**Location preferred within Shopping Center/Mall**

End Cap

Freestanding

**Type of centers preferred**

Power

Specialty/Life Style

Strip Centers

**Type of centers preferred**

Power

Specialty/Life Style

Strip Centers

**Focus of expansion in the next 24 months**

We have 7 under construcion currently and will hope to open another 10-13 by the end of 2017

**Number of stores to open this year**

7

**Number of stores to open next year**

10

**Current number of stores in chain**

50

**Other Useful Information**

We are Franchisee Driven there is more information on our website at [www.buffalowingsandrings.com](http://www.buffalowingsandrings.com)

# BURLINGTON STORES

## COMPANY INFORMATION

### Company Representatives

Chris Kiehler

### Territory Covered

Chris Kiehler

### Address

56 Skokie Valley Road, Highland Park, IL 60035

### Phone

609-203-8419

### Fax

### Email

Chris.Kiehler@burlingtonstores.com

### Retail Use

## BROKER INFORMATION

### Company

Metro

### Company Representatives

Robert Melsher

### Territory Covered

Chicago

### Title

Broker

### Address

1830 Route 130 North, Burlington, NJ 08016

### Phone

224-365-8778

### Fax

### Email

melsher@metrocre.com

## SITE SELECTION CRITERIA

Population Density Preferred

200,000+

**Average Income Preferred**

Middle America Incomes

**Preferred Traffic generators or co-tenants**

Off-Price Retail Co-Tenancy a plus

**Typical size or range**

40,000 - 50,000

**Frontage - Min/Preferred/Max**

200 Ft.

**Location preferred within Shopping Center/Mall**

In-line

End Cap

Freestanding

**Type of centers preferred**

Power

Strip Centers

**Type of centers preferred**

Power

Strip Centers

**Focus of expansion in the next 24 months**

Infill existing markets

**Number of stores to open this year**

25 Net New

**Number of stores to open next year**

25 Net New

**Current number of stores in chain**

567

**Other Useful Information**

# CARIBOU COFFEE INC./EINSTEIN BROTHERS BAGELS

## COMPANY INFORMATION

### Company Representatives

Nanette Beiner

### Territory Covered

Nanette Beiner

### Address

3900 Lakebreeze Ave.N.

### Phone

269-806-9607

### Fax

### Email

nbeiner@cariobucoffee.com

### Retail Use

Restaurant

## BROKER INFORMATION

### Company

Commercial Property Associates

### Company Representatives

Tom Treder and Jon Thoresen

### Territory Covered

Wisconsin

### Title

Partner

### Address

1000 N Water St, Suite 160

### Phone

(414) 271-1111

### Fax

### Email

ttreder@cpa-wi.com

# SITE SELECTION CRITERIA

## Population Density Preferred

30,000+

## Average Income Preferred

55,000+

## Preferred Traffic generators or co-tenants

Grocery, daily needs, strong retail

## Typical size or range

2550

## Frontage - Min/Preferred/Max

30

## Location preferred within Shopping Center/Mall

End Cap

Freestanding

## Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

## Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

## Focus of expansion in the next 24 months

Milwaukee, Madison, Green Bay, Appleton

## Number of stores to open this year

30

## Number of stores to open next year

40

## Current number of stores in chain

35 Coffee and Bagels Stores

## Other Useful Information



# CATO FASHIONS

## COMPANY INFORMATION

### Company Representatives

Gary Smith

### Territory Covered

Gary Smith

### Address

4013 14th Street, Suite 407, Plano, Tx 75074

### Phone

9725785149

### Fax

704 551 7594

### Email

gesmi@catocorp.com

### Retail Use

Women and Girls Apparel and accessories

## BROKER INFORMATION

### Company

Cato Fashions

### Company Representatives

Gary Smith

### Territory Covered

IL, IA, SD, ND, NE, WI, MN, LA, MO, AR

### Title

Regional VP Real Estate

### Address

4013 14th Street, Suite 407, Plano, Tx 75074

### Phone

972 578 5149

### Fax

704 551 7594

### Email

gesmi@catocorp.com

# SITE SELECTION CRITERIA

## **Population Density Preferred**

50,000 preferred population in trade area

## **Average Income Preferred**

a broad range of income levels

## **Preferred Traffic generators or co-tenants**

Power Centers, regional centers anchored by Target, WMSC, department stores, and dominant grocers

## **Typical size or range**

4,000

## **Frontage - Min/Preferred/Max**

40

## **Location preferred within Shopping Center/Mall**

In-line

## **Type of centers preferred**

Power

Specialty/Life Style

Strip Centers

## **Type of centers preferred**

Power

Specialty/Life Style

Strip Centers

## **Focus of expansion in the next 24 months**

IL, IN, MO, OH, PA

## **Number of stores to open this year**

## **Number of stores to open next year**

## **Current number of stores in chain**

1300 stores in 32 states

## **Other Useful Information**

# CATO FASHIONS / VERSONA / IT'S FASHION

## COMPANY INFORMATION

### Company Representatives

Gary Smith

### Territory Covered

Gary Smith

### Address

8100 Denmark Road

### Phone

972-578-5149

### Fax

704-551-7594

### Email

gesmi@catocorp.com

### Retail Use

Womens Apparel and Accessories

## BROKER INFORMATION

### Company

CATO Fashions / Versona / It's Fashion

### Company Representatives

Warren Doyle

### Territory Covered

United States

### Title

Vice President of Corporate Real Estate

### Address

8100 Denmark Road, Charlotte, NC. 28273

### Phone

704-551-7641

### Fax

704-551-7594

### Email

wdoyl@catocorp.com

# SITE SELECTION CRITERIA

## Population Density Preferred

50,000 within a conservative trade area

## Average Income Preferred

MHI \$40k and up

## Preferred Traffic generators or co-tenants

Discount and Department Store Anchors, Jr Box Category Leaders with a great mix of better fashion.

## Typical size or range

CATO: 4,000 sf; It's Fashion: 4,000 sf; Versona 5,000 - 6,000 sf

## Frontage - Min/Preferred/Max

CATO: 40 ft min, It's Fashion: 40 ft min, Versona: 50 ft min.

## Location preferred within Shopping Center/Mall

In-line

## Type of centers preferred

Mall

Power

## Type of centers preferred

Mall

Power

## Focus of expansion in the next 24 months

Expanding all three divisions Nationwide

## Number of stores to open this year

20-40

## Number of stores to open next year

20-40

## Current number of stores in chain

1400

## Other Useful Information

The Company, founded in 1946, operates approximately 1,300 apparel and accessories specialty stores in 32 states under the names "Cato", "Versona", "It's Fashion" and "It's Fashion Metro". Cato offers the latest fashion styles for any occasion – work or play, dressy or casual in junior/misses and plus sizes, jewelry, shoes and accessories at low prices every day. A substantial portion of Cato's merchandise is sold under its private labels and is produced by various vendors in accordance with the Company's specifications. Versona is a unique fashion destination for women's jewelry, handbags, apparel and shoes and reflects a commitment to high quality fashions at exceptional prices, every day. It's Fashion offers the trendy looks you'll find in mall specialty stores and It's Fashion Metro offers urban-inspired, nationally recognized brands and the latest fashions for juniors, junior plus sizes, men and big men's, boys and girls, infants and toddlers, newborn and layette and jewelry, shoes and accessories as well, all at low prices every day. Stores primarily range in size from 3,000 to 8,000 square feet with the Cato and It's Fashion concepts primarily in strip shopping centers while Versona stores are located in premier lifestyle centers and power centers. The Company emphasizes customer service and coordinated merchandise presentations in an appealing store environment. The Company offers its own credit card and layaway plan.



# CIRCLE K

## COMPANY INFORMATION

### Company Representatives

Aditi Shah

### Territory Covered

Aditi Shah

### Address

550 W Warrenville Road, Suite 400

### Phone

8478902344

### Fax

8478902344

### Email

ashah@circlek.com

### Retail Use

Motor fuel facilities

## BROKER INFORMATION

### Company

N/A

### Company Representatives

N/A

### Territory Covered

N/A

### Title

N/A

### Address

N/A

### Phone

N/A

### Fax

### Email

ashah@circlek.com

# SITE SELECTION CRITERIA

## **Population Density Preferred**

5,000+ in 1 mile radius

## **Average Income Preferred**

\$30,000+

## **Preferred Traffic generators or co-tenants**

N/A

## **Typical size or range**

2+ acres

## **Frontage - Min/Preferred/Max**

300 ft+

## **Location preferred within Shopping Center/Mall**

Freestanding

## **Type of centers preferred**

Community/Neighborhood

## **Type of centers preferred**

Community/Neighborhood

## **Focus of expansion in the next 24 months**

IL, MO

## **Number of stores to open this year**

10

## **Number of stores to open next year**

20

## **Current number of stores in chain**

5000+

## **Other Useful Information**

# CIRCLE K

## COMPANY INFORMATION

### Company Representatives

Mark Stinson

### Territory Covered

Mark Stinson

### Address

550 Warrenville Road, Suite 400, Lisle, Illinois 60532

### Phone

8152937747

### Fax

### Email

MStinson@CircleK.com

### Retail Use

Convenience Stores with Motor Fuel Facilities

## BROKER INFORMATION

### Company

N/A

### Company Representatives

N/A

### Territory Covered

N/A

### Title

N/A

### Address

N/A

### Phone

N/A

### Fax

### Email

MStinson@CircleK.com

## SITE SELECTION CRITERIA



**Population Density Preferred**

5,000+ in 1 mile radius

**Average Income Preferred**

\$30,000+

**Preferred Traffic generators or co-tenants**

N/A

**Typical size or range**

2+ Acres

**Frontage - Min/Preferred/Max**

300 ft+

**Location preferred within Shopping Center/Mall**

Freestanding

**Type of centers preferred**

Community/Neighborhood

**Type of centers preferred**

Community/Neighborhood

**Focus of expansion in the next 24 months**

IL

**Number of stores to open this year**

10

**Number of stores to open next year**

20

**Current number of stores in chain**

5,000+ in US

**Other Useful Information**

# CITI TRENDS

## COMPANY INFORMATION

### Company Representatives

Kyle Koenig

### Territory Covered

Kyle Koenig

### Address

104 Coleman Blvd, Savannah, GA 31408

### Phone

912-443-1229

### Fax

### Email

kkoenig@cititrends.com

### Retail Use

value-priced retailer of urban fashion apparel, shoes, accessories and home décor for the entire family

## BROKER INFORMATION

### Company

CBRE

### Company Representatives

Jim Sakanich

### Territory Covered

IL

### Title

Senior Vice President

### Address

500 Lake Cook Road, Suite 350 | Deerfield, IL 60015

### Phone

847 572 1455

### Fax

### Email

jim.sakanich@cbre.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

10,000+ African Americans in 5 Miles

**Average Income Preferred**

Middle to Lower Income

**Preferred Traffic generators or co-tenants**

Grocery Store

**Typical size or range**

12,000

**Frontage - Min/Preferred/Max**

70

**Location preferred within Shopping Center/Mall**

In-line

**Type of centers preferred**

Mall

Community/Neighborhood

Strip Centers

**Type of centers preferred**

Mall

Community/Neighborhood

Strip Centers

**Focus of expansion in the next 24 months**

All existing markets

**Number of stores to open this year**

18

**Number of stores to open next year**

20

**Current number of stores in chain**

530

**Other Useful Information**

# CLUB PILATES

## COMPANY INFORMATION

### Company Representatives

Richard Feinberg

### Territory Covered

Richard Feinberg

### Address

2803 Butterfield Road, Suite 310 | Oak Brook, Illinois 60523

### Phone

949.346.9791

### Fax

### Email

richard@clubpilates.com

### Retail Use

boutique fitness

## BROKER INFORMATION

### Company

ARCORE Real Estate Group

### Company Representatives

John Maresh

### Territory Covered

Chicago

### Title

Senior Sales Associate

### Address

3185 Pullman St Costa Mesa CA 92626

### Phone

630.908.5706

### Fax

### Email

jmaresh@arcoregrp.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

50,000 w/in 2 miles

**Average Income Preferred**

\$60,000+

**Preferred Traffic generators or co-tenants**

Grocery, Drug, Pet Store and food

**Typical size or range**

1500-2000

**Frontage - Min/Preferred/Max**

20 min to 30 max

**Location preferred within Shopping Center/Mall**

In-line

**Type of centers preferred**

Community/Neighborhood

**Type of centers preferred**

Community/Neighborhood

**Focus of expansion in the next 24 months**

entire US

**Number of stores to open this year**

100

**Number of stores to open next year**

150

**Current number of stores in chain**

71

**Other Useful Information**

Class size is 12, so light parking impact with minimum needed TI improvements

# CONSORTIUM FOOD GROUP, LLC DBA SBARRO

## COMPANY INFORMATION

### Company Representatives

Kevin Erickson and Jeff Pingor (Sbarro Director of Operations/Development)

### Territory Covered

Kevin Erickson and Jeff Pingor (Sbarro Director of Operations/Development)

### Address

N/A

### Phone

(214) 243-0056

### Fax

### Email

kerickson@consortiumfg.com

### Retail Use

Sbarro

## BROKER INFORMATION

### Company

N/A

### Company Representatives

N/A

### Territory Covered

N/A

### Title

N/A

### Address

322 Walnut Grove Ln

### Phone

N/A

### Fax

### Email

kerickson@consortiumfg.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

Varies

**Average Income Preferred**

Varies

**Preferred Traffic generators or co-tenants**

Food Courts

**Typical size or range**

850 SF to 950 SF

**Frontage - Min/Preferred/Max**

24 LF/28 LF

**Location preferred within Shopping Center/Mall**

End Cap

**Type of centers preferred**

Mall

**Type of centers preferred**

Mall

**Focus of expansion in the next 24 months**

Mid- West/East Coast

**Number of stores to open this year**

2 to 3

**Number of stores to open next year**

2 to 3

**Current number of stores in chain**

4

**Other Useful Information**

# CVS HEALTH

## COMPANY INFORMATION

### Company Representatives

Larry Webb, Mark Bettenhausen, AJ Barbato and Rob Antrim

### Territory Covered

Larry Webb, Mark Bettenhausen, AJ Barbato and Rob Antrim

### Address

2800 Enterprise Street Indianapolis IN 46218

### Phone

401-665-8433

### Fax

### Email

[larry.webb@cvscaremark.com](mailto:larry.webb@cvscaremark.com)

### Retail Use

Pharmacy

## BROKER INFORMATION

### Company

TMCrowley

### Company Representatives

AJ Barbato, Rob Antrim, Mark Bettenhausen

### Territory Covered

IL, IN, MO

### Title

VP

### Address

Indianapolis IN

### Phone

317-574-7338

### Fax

### Email

[Rantrim@TMCrowley.com](mailto:Rantrim@TMCrowley.com)

## SITE SELECTION CRITERIA



**Population Density Preferred**

15K 1 mile

**Average Income Preferred**

na

**Preferred Traffic generators or co-tenants**

Grocery

**Typical size or range**

13K

**Frontage - Min/Preferred/Max**

hard corner

**Location preferred within Shopping Center/Mall**

Freestanding

**Type of centers preferred**

Specialty/Life Style

Community/Neighborhood

**Type of centers preferred**

Specialty/Life Style

Community/Neighborhood

**Focus of expansion in the next 24 months**

Chicago

**Number of stores to open this year**

15

**Number of stores to open next year**

15

**Current number of stores in chain**

9000 plus

**Other Useful Information**

Our stores that are listed as opening are stores withing within the states listed above

# DOLLAR GENERAL CORP

## COMPANY INFORMATION

### Company Representatives

Chris Meyer, Michael Tegge, Les Lockhart, Curtis Hopkins

### Territory Covered

Chris Meyer, Michael Tegge, Les Lockhart, Curtis Hopkins

### Address

100 Mission Ridge, Goodlettsville, TN 37072

### Phone

615-855-5464

### Fax

### Email

chopkins@dollargeneral.com

### Retail Use

General Merchandise

## BROKER INFORMATION

### Company

Warner Retail Group

### Company Representatives

Drew Warner

### Territory Covered

Michigan, Indiana, Minnesota

### Title

Broker

### Address

55 Monument Circle, Indianapolis, IN 46204

### Phone

317-523-1081

### Fax

### Email

dwarner@warnerretail.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

3,000 in trade area

**Average Income Preferred**

50,000

**Preferred Traffic generators or co-tenants**

Rooftops in trade area

**Typical size or range**

7,500 - 9,100sf

**Frontage - Min/Preferred/Max**

70'

**Location preferred within Shopping Center/Mall**

Freestanding

**Type of centers preferred**

Strip Centers

**Type of centers preferred**

Strip Centers

**Focus of expansion in the next 24 months**

United States

**Number of stores to open this year**

900

**Number of stores to open next year**

1000

**Current number of stores in chain**

13,000

**Other Useful Information**

# DUNHAM'S ATHLEISURE CORPORATION (D.B.A. DUNHAM'S SPORTS)

## COMPANY INFORMATION

### Company Representatives

John H. Palmer & Michael J. Stozicki

### Territory Covered

John H. Palmer & Michael J. Stozicki

### Address

5607 New King Drive, Suite 125, Troy, MI 48098

### Phone

248-530-6700

### Fax

248-530-6717

### Email

jpalmer@dunhamshq.com

### Retail Use

Sporting Goods

## BROKER INFORMATION

### Company

NA

### Company Representatives

NA

### Territory Covered

NA

### Title

NA

### Address

NA

### Phone

NA

### Fax

NA

### Email

mstozicki@dunhamshq.com

# SITE SELECTION CRITERIA

## Population Density Preferred

Dunham's considers locations with varying population density

## Average Income Preferred

Dunham's has stores in locations with varied average incomes

## Preferred Traffic generators or co-tenants

NA

## Typical size or range

30,000 sf - 100,000 sf

## Frontage - Min/Preferred/Max

130' minimum

## Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

## Type of centers preferred

Mall

Power

Strip Centers

## Type of centers preferred

Mall

Power

Strip Centers

## Focus of expansion in the next 24 months

10-15

## Number of stores to open this year

15

## Number of stores to open next year

10-15

## Current number of stores in chain

233

## Other Useful Information

Dunham's Sports seeks locations in highly visible strip centers, enclosed malls and free standing retail areas with average daily traffic counts of at least 20,000 VPD. Dunham's Sports considers primary, secondary and tertiary markets with the store size catered to the market size (typically between 30,000 sf and 100,000 sf).

# FAMILY VIDEO

## COMPANY INFORMATION

### Company Representatives

George Mavrogenes, Renee Sclafani, Adam Howard

### Territory Covered

George Mavrogenes, Renee Sclafani, Adam Howard

### Address

2500 Lehigh Ave Glenview, IL 60026

### Phone

847-904-9200

### Fax

### Email

info@legacypro.com

### Retail Use

Video

## BROKER INFORMATION

### Company

N/A

### Company Representatives

N/A

### Territory Covered

N/A

### Title

N/A

### Address

N/A

### Phone

N/A

### Fax

### Email

info@legacypro.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

> 10,000

**Average Income Preferred**

>\$40K

**Preferred Traffic generators or co-tenants**

N/A

**Typical size or range**

3,-7,000

**Frontage - Min/Preferred/Max**

20'

**Location preferred within Shopping Center/Mall**

End Cap

Freestanding

**Type of centers preferred**

Community/Neighborhood

Strip Centers

**Type of centers preferred**

Community/Neighborhood

Strip Centers

**Focus of expansion in the next 24 months**

N/A

**Number of stores to open this year**

5-10

**Number of stores to open next year**

5-10

**Current number of stores in chain**

767

**Other Useful Information**

# GREAT CLIPS, INC.

## COMPANY INFORMATION

### Company Representatives

Nate Ohme, Amy Blenker

### Territory Covered

Nate Ohme, Amy Blenker

### Address

4400 West 78th Street, Suite 700, Minneapolis, MN 55435

### Phone

952.746.6416

### Fax

### Email

nate.ohme@greatclips.com

### Retail Use

Hair Salon

## BROKER INFORMATION

### Company

Jameson Commercial

### Company Representatives

Jacob Strom

### Territory Covered

Chicago

### Title

Broker

### Address

425 W. North Ave. | Chicago, IL 60610

### Phone

312.929.1582

### Fax

### Email

jstrom@Jameson.com

## SITE SELECTION CRITERIA



**Population Density Preferred**

Yes.

**Average Income Preferred**

Middle to upper income

**Preferred Traffic generators or co-tenants**

National Cotenants

**Typical size or range**

800 - 1,200 sq. ft.

**Frontage - Min/Preferred/Max**

16 ft. minimum

**Location preferred within Shopping Center/Mall**

In-line

End Cap

**Type of centers preferred**

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

**Type of centers preferred**

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

**Focus of expansion in the next 24 months**

All over

**Number of stores to open this year**

220

**Number of stores to open next year**

220

**Current number of stores in chain**

4,000

**Other Useful Information**

# HEARTLAND DENTAL

## COMPANY INFORMATION

### Company Representatives

Brandon Weber

### Territory Covered

Brandon Weber

### Address

1200 Network Centre Dr., Effingham, IL 62401

### Phone

2175405100

### Fax

### Email

brweber@heartland.com

### Retail Use

Dental offices

## BROKER INFORMATION

### Company

Tenant Advocates, Inc.

### Company Representatives

Carol Narens-Pahl

### Territory Covered

Nationwide

### Title

Master Broker

### Address

1200 Network Centre Dr., Effingham, IL 62401

### Phone

2175405100

### Fax

### Email

carol@tenantadvocatesinc.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

25,000

**Average Income Preferred**

\$55,000+

**Preferred Traffic generators or co-tenants**

Regional grocer

**Typical size or range**

2,000 - 4,000 sq. ft.

**Frontage - Min/Preferred/Max**

40 ft. min.

**Location preferred within Shopping Center/Mall**

End Cap

Freestanding

**Type of centers preferred**

Community/Neighborhood

**Type of centers preferred**

Community/Neighborhood

**Focus of expansion in the next 24 months**

100+

**Number of stores to open this year**

50+

**Number of stores to open next year**

50+

**Current number of stores in chain**

700+

**Other Useful Information**

## COMPANY INFORMATION

### Company Representatives

Nate Minnis

### Territory Covered

Nate Minnis

### Address

752 N 129th St

### Phone

217-766-8112

### Fax

### Email

nate@frcgroup.net

### Retail Use

Restaurant

## BROKER INFORMATION

### Company

None

### Company Representatives

None

### Territory Covered

None

### Title

None

### Address

None

### Phone

None

### Fax

### Email

None@hotmail.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

100,000

**Average Income Preferred**

\$65,000

**Preferred Traffic generators or co-tenants**

Main retail hub

**Typical size or range**

4,500-5,500 sqft

**Frontage - Min/Preferred/Max**

4,500-5,500 sqft

**Location preferred within Shopping Center/Mall**

In-line

End Cap

Freestanding

**Type of centers preferred**

Power

Strip Centers

**Type of centers preferred**

Power

Strip Centers

**Focus of expansion in the next 24 months**

10

**Number of stores to open this year**

2

**Number of stores to open next year**

4

**Current number of stores in chain**

23

**Other Useful Information**

IL, MN, KC sub markets are the main focus for expansion.

# JERSEY MIKE'S SUBS

## COMPANY INFORMATION

### Company Representatives

Dan Shanahan

### Territory Covered

Dan Shanahan

### Address

28835 N Herky Drive Suite 115 Lake Bluff, IL 60044

### Phone

847-370-0404

### Fax

### Email

pzadan@aol.com

### Retail Use

Jersey Mike's store

## BROKER INFORMATION

### Company

Peak Group

### Company Representatives

Matt Chambers

### Territory Covered

IL

### Title

owner

### Address

1776 Legacy Cir #104 Naperville, IL 60563

### Phone

630-692-6772

### Fax

### Email

mattchambers@peakgroupllc.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

30,000

**Average Income Preferred**

75,000

**Preferred Traffic generators or co-tenants**

Grocery

**Typical size or range**

1400-1800

**Frontage - Min/Preferred/Max**

20'

**Location preferred within Shopping Center/Mall**

In-line

End Cap

**Type of centers preferred**

Strip Centers

**Type of centers preferred**

Strip Centers

**Focus of expansion in the next 24 months**

IL and MO

**Number of stores to open this year**

6

**Number of stores to open next year**

10

**Current number of stores in chain**

1175 total, 60 in this geography

**Other Useful Information**

# JEWEL OSCO

## COMPANY INFORMATION

### Company Representatives

David Hene

### Territory Covered

David Hene

### Address

150 Pierce Rd, Itasca, IL 60143

### Phone

630-948-6076

### Fax

### Email

david.hene@jewelosco.com

### Retail Use

grocery

## BROKER INFORMATION

### Company

Jewel Osco

### Company Representatives

Jewel Osco

### Territory Covered

TBD

### Title

TBD

### Address

150 Pierce Rd

### Phone

6309486076

### Fax

### Email

david.hene@jewelosco.com

## SITE SELECTION CRITERIA



**Population Density Preferred**

TBD

**Average Income Preferred**

TBD

**Preferred Traffic generators or co-tenants**

TBD

**Typical size or range**

TBD

**Frontage - Min/Preferred/Max**

TBD

**Location preferred within Shopping Center/Mall**

End Cap

Freestanding

**Type of centers preferred**

Community/Neighborhood

Strip Centers

**Type of centers preferred**

Community/Neighborhood

Strip Centers

**Focus of expansion in the next 24 months**

TBD

**Number of stores to open this year**

TBD

**Number of stores to open next year**

TBD

**Current number of stores in chain**

TBD

**Other Useful Information**

# KIRKLAND'S, INC.

## COMPANY INFORMATION

### Company Representatives

Matthew Mehring

### Territory Covered

Matthew Mehring

### Address

N/A

### Phone

615-477-8725

### Fax

### Email

matthew.mehring@kirklands.com

### Retail Use

Retail sale of decorative accessories (including framed art), home furnishings (including lighting and lamps), housewares, gifts and related items.

## BROKER INFORMATION

### Company

Multiple Brokers - Contact for more details.

### Company Representatives

Multiple Brokers - Contact for more details.

### Territory Covered

Multiple Brokers - Contact for more details.

### Title

N/A

### Address

5310 Maryland Way, Brentwood, TN 37027

### Phone

N/A

### Fax

### Email

matthew.mehring@kirklands.com

# SITE SELECTION CRITERIA

## Population Density Preferred

50,000 Household in 15 Minutes

## Average Income Preferred

\$60,000+

## Preferred Traffic generators or co-tenants

Target, Ikea, Bed Bath and Beyond, HomeGood's, Pier 1, Hobby Lobby, TJ Maxx, Marshall's, Ross, Costco,

## Typical size or range

7,000-10,000 sq. ft.

## Frontage - Min/Preferred/Max

65'

## Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

## Type of centers preferred

Mall

Power

Specialty/Life Style

Strip Centers

## Type of centers preferred

Mall

Power

Specialty/Life Style

Strip Centers

## Focus of expansion in the next 24 months

Nationwide

## Number of stores to open this year

40+

## Number of stores to open next year

40+

## Current number of stores in chain

400

## Other Useful Information

# KOHL'S DEPARTMENT STORES

## COMPANY INFORMATION

### Company Representatives

Patrick Cairns

### Territory Covered

Patrick Cairns

### Address

N56W17000 Ridgewood Drive, Menomonee Falls, WI 53051

### Phone

2627036371

### Fax

### Email

patrick.cairns@kohls.com

### Retail Use

Department Store

## BROKER INFORMATION

### Company

Varies

### Company Representatives

Varies

### Territory Covered

Varies

### Title

Varies

### Address

varies

### Phone

2627036371

### Fax

### Email

patrick.cairns@kohls.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

75,000 minimum in trade area

**Average Income Preferred**

\$50,000-\$75,000

**Preferred Traffic generators or co-tenants**

Grocery, non-apparel/soft goods

**Typical size or range**

35,000-70,000

**Frontage - Min/Preferred/Max**

190 Min

**Location preferred within Shopping Center/Mall**

In-line

End Cap

Freestanding

**Type of centers preferred**

Mall

Power

Strip Centers

**Type of centers preferred**

Mall

Power

Strip Centers

**Focus of expansion in the next 24 months**

National

**Number of stores to open this year**

8

**Number of stores to open next year**

N/A

**Current number of stores in chain**

1,150

**Other Useful Information**

# LAREDO HOSPITALITY

## COMPANY INFORMATION

### Company Representatives

Charity Johns

### Territory Covered

Charity Johns

### Address

2800 S. River Road, Suite 110 Des Plaines, IL 60018

### Phone

847-268-4964

### Fax

847-789-9481

### Email

charity@laredohospitality.com

### Retail Use

Restaurant / Cafe

## BROKER INFORMATION

### Company

Escalona Real Estate

### Company Representatives

Noel Escalona

### Territory Covered

Chicago Metro

### Title

Managing Broker

### Address

2800 S. River Road, Suite 110 Des Plaines, IL 60018

### Phone

847-778-6616

### Fax

847-789-9481

### Email

nescalona@escalonare.com

# SITE SELECTION CRITERIA

## Population Density Preferred

10,000 in 1 mile

## Average Income Preferred

\$60,000

## Preferred Traffic generators or co-tenants

Grocery anchored / Drug store

## Typical size or range

1200 - 1500 sf

## Frontage - Min/Preferred/Max

15'

## Location preferred within Shopping Center/Mall

In-line

End Cap

## Type of centers preferred

Power

Community/Neighborhood

Strip Centers

## Type of centers preferred

Power

Community/Neighborhood

Strip Centers

## Focus of expansion in the next 24 months

Chicago Metro

## Number of stores to open this year

10

## Number of stores to open next year

12

## Current number of stores in chain

43

## Other Useful Information

# LIFE TIME FITNESS

## COMPANY INFORMATION

### Company Representatives

Shawn Welk

### Territory Covered

Shawn Welk

### Address

2902 Corporate Place, Chanhassen, MN 55317

### Phone

952-401-2650

### Fax

### Email

swelk@lifetimefitness.com

### Retail Use

Health and Wellness

## BROKER INFORMATION

### Company

Cushman and Wakefield

### Company Representatives

Danny Jacobson and Meredith Oliver

### Territory Covered

Chicago

### Title

Senior Director of Retail Services

### Address

200 South Wacker Dr. Suite 2800, Chicago, IL 60606

### Phone

312-470-2301

### Fax

### Email

danny.jacobson@cushmanwakefield.com

## SITE SELECTION CRITERIA



**Population Density Preferred**

200K

**Average Income Preferred**

N/A

**Preferred Traffic generators or co-tenants**

N/A

**Typical size or range**

120K

**Frontage - Min/Preferred/Max**

N/A

**Location preferred within Shopping Center/Mall**

Freestanding

**Type of centers preferred**

Community/Neighborhood

**Type of centers preferred**

Community/Neighborhood

**Focus of expansion in the next 24 months**

U.S.

**Number of stores to open this year**

10

**Number of stores to open next year**

10

**Current number of stores in chain**

124

**Other Useful Information**

# LITTLE CAESARS

## COMPANY INFORMATION

**Company Representatives**

Robert Karwan

**Territory Covered**

Robert Karwan

**Address**

none

**Phone**

313-471-6541

**Fax****Email**

Robert.Karwan@LCEcorp.com

**Retail Use**

Carry out Pizza - Quick Service

## BROKER INFORMATION

**Company**

none

**Company Representatives**

none

**Territory Covered**

none

**Title**

none

**Address**

2211 Woodward Avenue

**Phone**

none

**Fax**

none

**Email**

Realestate@LCEcorp.com

# SITE SELECTION CRITERIA

## **Population Density Preferred**

15,00 - 20,000+ in the trade area with high percentage of young families

## **Average Income Preferred**

\$40k - \$75k

## **Preferred Traffic generators or co-tenants**

Supermarkets, Dollar Stores, Drug Stores

## **Typical size or range**

1400-1600 sq ft

## **Frontage - Min/Preferred/Max**

20' min frontage

## **Location preferred within Shopping Center/Mall**

In-line

End Cap

Freestanding

## **Type of centers preferred**

Community/Neighborhood

Strip Centers

## **Type of centers preferred**

Community/Neighborhood

Strip Centers

## **Focus of expansion in the next 24 months**

Wherever we do not have a location within 3 miles of each other

## **Number of stores to open this year**

as many as possible

## **Number of stores to open next year**

as many as possible

## **Current number of stores in chain**

unavailable

## **Other Useful Information**

Site should allow Little Caesars to utilize its national sign package and pylon signs. Clear siteline to store front from street. Easy access, especially at dinner hours

# MENARDS

## COMPANY INFORMATION

### Company Representatives

Alex Bushey, Tom O'Neil, Scott Nuttelman, Jaymon Hajos

### Territory Covered

Alex Bushey, Tom O'Neil, Scott Nuttelman, Jaymon Hajos

### Address

5101 Menard Drive

### Phone

715-876-2532

### Fax

### Email

properties@menard-inc.com

### Retail Use

Home Improvement

## BROKER INFORMATION

### Company

N/A

### Company Representatives

N/A

### Territory Covered

N/A

### Title

N/A

### Address

N/A

### Phone

N/A

### Fax

N/A

### Email

properties@menard-inc.com

# SITE SELECTION CRITERIA

## Population Density Preferred

100,000

## Average Income Preferred

N/A

## Preferred Traffic generators or co-tenants

Walmart, Meijer

## Typical size or range

+/-20 acres

## Frontage - Min/Preferred/Max

850 ft./900 ft./1,000 ft.

## Location preferred within Shopping Center/Mall

In-line

## Type of centers preferred

Power

## Type of centers preferred

Power

## Focus of expansion in the next 24 months

5-10

## Number of stores to open this year

7

## Number of stores to open next year

0

## Current number of stores in chain

300

## Other Useful Information

# NORTH SHORE MANAGEMENT GROUP/ DUNKIN DONUTS- BASKIN ROBBINS

## COMPANY INFORMATION

### Company Representatives

Karim Khoja

### Territory Covered

Karim Khoja

### Address

701 Frontage Road Northfield Illinois 60093

### Phone

847-791-0572

### Fax

### Email

karim.khoja@ddnmg.com

### Retail Use

Quick Serve Restaurants featuring Dunkin Brands

## BROKER INFORMATION

### Company

Horizon Realty Services, inc.

### Company Representatives

Barry Millman

### Territory Covered

Northern Illinois

### Title

Principal

### Address

1130 Lake Cook Road suite 280

### Phone

8478708585

### Fax

### Email

bmillman@horizonrealtyservices.com

# SITE SELECTION CRITERIA

## Population Density Preferred

25,000

## Average Income Preferred

35,000-65,000

## Preferred Traffic generators or co-tenants

Morning side of street

## Typical size or range

1800

## Frontage - Min/Preferred/Max

20-30

## Location preferred within Shopping Center/Mall

End Cap

## Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

## Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

## Focus of expansion in the next 24 months

Free standing Drive through units

## Number of stores to open this year

10

## Number of stores to open next year

10

## Current number of stores in chain

70+

## Other Useful Information

Prefers to purchase. Seeking outlots and vacant land for construction of free standing Dunkin Donut locations with Drive Through Suburban and City

# OFFICE DEPOT

## COMPANY INFORMATION

### Company Representatives

John Vryonides

### Territory Covered

John Vryonides

### Address

6600 North Military Trail Boca Raton, FL 33496

### Phone

561-438-2329

### Fax

### Email

john.vryonides@officedepot.com

### Retail Use

Office Supplies

## BROKER INFORMATION

### Company

Buyers Realty

### Company Representatives

Reuben Rischall

### Territory Covered

IA, ND, NE & SD

### Title

Broker

### Address

1332 North Halstead Chicago, IL 60642

### Phone

312-560-2224

### Fax

### Email

reuben@buyersrealtyinc.com

## SITE SELECTION CRITERIA



**Population Density Preferred**

TBD

**Average Income Preferred**

TBD

**Preferred Traffic generators or co-tenants**

TBD

**Typical size or range**

15,000sf-17,000sf

**Frontage - Min/Preferred/Max**

90ft

**Location preferred within Shopping Center/Mall**

In-line

End Cap

Freestanding

**Type of centers preferred**

Power

**Type of centers preferred**

Power

**Focus of expansion in the next 24 months**

Relocations only

**Number of stores to open this year**

Relocations only

**Number of stores to open next year**

Relocations only

**Current number of stores in chain**

1,500

**Other Useful Information**

# PET SUPPLIES PLUS

## COMPANY INFORMATION

### Company Representatives

Josh Goldstein

### Territory Covered

Josh Goldstein

### Address

17197 Laurel Park Drive, Suite 402

### Phone

734.793.6560

### Fax

### Email

jgoldstein@petsuppliesplus.com

### Retail Use

Pet Supplies

## BROKER INFORMATION

### Company

Bialow

### Company Representatives

Corey Bialow

### Territory Covered

US

### Title

CEO

### Address

200 Highland Ave, Suite 401

### Phone

781.444.2316

### Fax

### Email

cbialow@bialow.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

50K w/in 3 Miles

**Average Income Preferred**

Over 50K

**Preferred Traffic generators or co-tenants**

Grocery/Daily Needs

**Typical size or range**

6500-8500

**Frontage - Min/Preferred/Max**

65

**Location preferred within Shopping Center/Mall**

In-line

End Cap

Freestanding

**Type of centers preferred**

Community/Neighborhood

Strip Centers

**Type of centers preferred**

Community/Neighborhood

Strip Centers

**Focus of expansion in the next 24 months**

whole country

**Number of stores to open this year**

45

**Number of stores to open next year**

55

**Current number of stores in chain**

380

**Other Useful Information**

# PF CHICAGO

## COMPANY INFORMATION

**Company Representatives**

Bryan Rishforth, Brian Ruck

**Territory Covered**

Bryan Rishforth, Brian Ruck

**Address**

1022 E Lancaster Ave

**Phone**

610-525-8696

**Fax**

6107661299

**Email**

donna.harris@rnrgp.com

**Retail Use**

Gym

## BROKER INFORMATION

**Company**

N/A

**Company Representatives**

N/A

**Territory Covered**

Chicago, Canada

**Title**

Managing Principal

**Address**

1022 E Lancaster Ave., Bryn Mawr, PA 19010

**Phone**

610-525-8696

**Fax****Email**

donna.harris@rnrgp.com

# SITE SELECTION CRITERIA

## Population Density Preferred

N/A

## Average Income Preferred

N/A

## Preferred Traffic generators or co-tenants

N/A

## Typical size or range

N/A

## Frontage - Min/Preferred/Max

N/A

## Location preferred within Shopping Center/Mall

End Cap

## Type of centers preferred

Community/Neighborhood

Strip Centers

## Type of centers preferred

Community/Neighborhood

Strip Centers

## Focus of expansion in the next 24 months

Canada

## Number of stores to open this year

5

## Number of stores to open next year

5

## Current number of stores in chain

18

## Other Useful Information

# REGIS CORPORATION

## COMPANY INFORMATION

### Company Representatives

Nicholas Reynolds

### Territory Covered

Nicholas Reynolds

### Address

7201 Metro Boulevard

### Phone

952-918-4756

### Fax

952-995-3001

### Email

nicholas.reynolds@regiscorp.com

### Retail Use

Salon

## BROKER INFORMATION

### Company

Varies

### Company Representatives

Varies

### Territory Covered

Varies

### Title

Varies

### Address

Varies

### Phone

Varies

### Fax

### Email

Varies@aol.com

# SITE SELECTION CRITERIA

## Population Density Preferred

Varies

## Average Income Preferred

Mid-upper

## Preferred Traffic generators or co-tenants

Grocery

## Typical size or range

1000-1200

## Frontage - Min/Preferred/Max

20

## Location preferred within Shopping Center/Mall

End Cap

## Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

## Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

## Focus of expansion in the next 24 months

US & Canada

## Number of stores to open this year

230

## Number of stores to open next year

230

## Current number of stores in chain

9800

## Other Useful Information

# RITA'S ITALIAN ICE COMPANY

## COMPANY INFORMATION

### Company Representatives

Nicole Preisler

### Territory Covered

Nicole Preisler

### Address

1210 Northbrook Drive, Suite 310

### Phone

215.876.9308

### Fax

### Email

n.preisler@ritascorp.com

### Retail Use

Quick Serve Frozen Dessert

## BROKER INFORMATION

### Company

None - we have no national brokers

### Company Representatives

None - we have no national brokers

### Territory Covered

None - we have no national brokers

### Title

None - we have no national brokers

### Address

None - we have no national brokers

### Phone

None - we have no national brokers

### Fax

### Email

n.preisler@ritascorp.com

## SITE SELECTION CRITERIA



**Population Density Preferred**

3-mile :over 60,000

**Average Income Preferred**

mid \$70,000

**Preferred Traffic generators or co-tenants**

any grocery anchored

**Typical size or range**

1,000 - 1,200

**Frontage - Min/Preferred/Max**

18' storefront

**Location preferred within Shopping Center/Mall**

End Cap

Freestanding

**Type of centers preferred**

Specialty/Life Style

Community/Neighborhood

**Type of centers preferred**

Specialty/Life Style

Community/Neighborhood

**Focus of expansion in the next 24 months**

Mid-west to West Coast

**Number of stores to open this year**

50

**Number of stores to open next year**

70

**Current number of stores in chain**

670

**Other Useful Information**

# SPEEDWAY LLC

## COMPANY INFORMATION

### Company Representatives

Mark Redicker, Robert Schroedter, Alexander Chakonas

### Territory Covered

Mark Redicker, Robert Schroedter, Alexander Chakonas

### Address

4320 Dressler Road, Canton OH 44718

### Phone

330-491-9210

### Fax

### Email

maredicker@speedway.com

### Retail Use

Convenience Store/Gas Station

## BROKER INFORMATION

### Company

N/A

### Company Representatives

N/A

### Territory Covered

N/A

### Title

N/A

### Address

N/A

### Phone

N/A

### Fax

### Email

maredicker@speedway.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

1, 3, 5 Mile counts varies per market

**Average Income Preferred**

40-90K

**Preferred Traffic generators or co-tenants**

general retailers, food and service.

**Typical size or range**

2 to 5+ acres

**Frontage - Min/Preferred/Max**

250+

**Location preferred within Shopping Center/Mall**

Freestanding

**Type of centers preferred**

Community/Neighborhood

**Type of centers preferred**

Community/Neighborhood

**Focus of expansion in the next 24 months**

Illinois, Pennsylvania, Tennessee and Georgia. Other markets will be considered

**Number of stores to open this year**

50

**Number of stores to open next year**

50

**Current number of stores in chain**

2,770

**Other Useful Information**

Prefer to be located at a controlled intersection with convenient ingress and egress. Property zoned for our use, 24 hr operation and beer and wine sales permitted. 25,000 VPD or more.

# SPIRIT HALLOWEEN

## COMPANY INFORMATION

**Company Representatives**

Elly Stonis

**Territory Covered**

Elly Stonis

**Address**

NA

**Phone**

815.735.7376

**Fax****Email**

Elly.Stonis@SpiritHalloween.com

**Retail Use**

Seasonal Halloween Store

## BROKER INFORMATION

**Company**

NA

**Company Representatives**

NA

**Territory Covered**

NA

**Title**

NA

**Address**

6826 Black Horse Pike, Egg Harbor Township, NJ 08234

**Phone**

NA

**Fax**

NA

**Email**

noemail@yahoo.com

# SITE SELECTION CRITERIA

## Population Density Preferred

35,000+ in a 3-5 mile radius with a car count of 25,000 per day

## Average Income Preferred

\$65,000

## Preferred Traffic generators or co-tenants

Mixture of national retailers and big box retailers driven by visibility

## Typical size or range

5,000-50,000

## Frontage - Min/Preferred/Max

35' minimum / No Max

## Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

## Type of centers preferred

Mall

Power

Specialty/Life Style

Strip Centers

## Type of centers preferred

Mall

Power

Specialty/Life Style

Strip Centers

## Focus of expansion in the next 24 months

1200+

## Number of stores to open this year

1200+

## Number of stores to open next year

1200+

## Current number of stores in chain

1173

## Other Useful Information

Temporary, seasonal use with a term of 3.5 months starting Aug. 1 through November 16th.

# SPORT CLIPS

## COMPANY INFORMATION

### Company Representatives

Shea Laffere

### Territory Covered

Shea Laffere

### Address

5005 W Royal Ln, Suite 298

### Phone

972-746-4819

### Fax

469-713-2886

### Email

shea.laffere@sportclips.com

### Retail Use

Haircutter

## BROKER INFORMATION

### Company

COMMERCIAL PROPERTY ASSOCIATES, INC.

### Company Representatives

Ross L. Koepsel

### Territory Covered

Wisconsin

### Title

Partner

### Address

1000 N. Water Street, Suite 160

### Phone

414-271-3298

### Fax

414-271-3789

### Email

rkoepsel@cpa-wi.com

# SITE SELECTION CRITERIA

## Population Density Preferred

30,000+

## Average Income Preferred

\$50,000+

## Preferred Traffic generators or co-tenants

Major Anchors, Grocery and/or national small box tenants

## Typical size or range

900-1,200

## Frontage - Min/Preferred/Max

15' Minimum

## Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

## Type of centers preferred

Power

Community/Neighborhood

Strip Centers

## Type of centers preferred

Power

Community/Neighborhood

Strip Centers

## Focus of expansion in the next 24 months

360

## Number of stores to open this year

180

## Number of stores to open next year

180

## Current number of stores in chain

1,600

## Other Useful Information

Sport Clips has been on the fast track for opening new locations, opening over 450 in the last 3 years and only permanently closing 4 during that time period. Growth for 2016 is estimated to be between 180 – 200 new stores. Same store sales have increased on average nearly 10% year over year. Sport Clips is an international concept located in the US and Canada.

# STANTON OPTICAL

## COMPANY INFORMATION

### Company Representatives

Greg Lyon

### Territory Covered

Greg Lyon

### Address

4300 S. US Hwy One,, suite 203-350, 203-350

### Phone

5616244089

### Fax

### Email

glyon@stantonoptical.com

### Retail Use

Optical

## BROKER INFORMATION

### Company

Stanton Optical

### Company Representatives

Greg Lyon

### Territory Covered

USA

### Title

Real Estate Department

### Address

4300 S. US Hwy One,

### Phone

5616244089

### Fax

### Email

glyon@stantonoptical.com

## SITE SELECTION CRITERIA



**Population Density Preferred**

100,000 in 5 miles or trade area

**Average Income Preferred**

35,000 +

**Preferred Traffic generators or co-tenants**

Regional Trade Areas anchored by Malls or Power Centers

**Typical size or range**

2600 - 4300

**Frontage - Min/Preferred/Max**

50/65 - hard corners, outpads, endcaps

**Location preferred within Shopping Center/Mall**

End Cap

Freestanding

**Type of centers preferred**

Mall

Power

**Type of centers preferred**

Mall

Power

**Focus of expansion in the next 24 months**

USA

**Number of stores to open this year**

15

**Number of stores to open next year**

20

**Current number of stores in chain**

80

**Other Useful Information**

# THE CELLULAR CONNECTION

## COMPANY INFORMATION

### Company Representatives

John Holloway

### Territory Covered

John Holloway

### Address

525 Congressional Blvd, Carmel, IN 46302

### Phone

317.819.7087

### Fax

### Email

jholloway@tccrocks.com

### Retail Use

Verizon Wireless

## BROKER INFORMATION

### Company

Veritas Realty

### Company Representatives

Jamison Downs

### Territory Covered

Midwest

### Title

Broker

### Address

Indianapolis

### Phone

317.472.1800

### Fax

### Email

jamison@veritasrealty.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

Atleast 10k in population in trade area

**Average Income Preferred**

Above state average

**Preferred Traffic generators or co-tenants**

Starbucks, Jimmy Johns, Target, Meijer, Walmart

**Typical size or range**

1,800-2,400

**Frontage - Min/Preferred/Max**

30 ft

**Location preferred within Shopping Center/Mall**

End Cap

Freestanding

**Type of centers preferred**

Power

Community/Neighborhood

Strip Centers

**Type of centers preferred**

Power

Community/Neighborhood

Strip Centers

**Focus of expansion in the next 24 months**

Nationwide

**Number of stores to open this year**

20

**Number of stores to open next year**

20

**Current number of stores in chain**

over 800

**Other Useful Information**

# THE UPS STORE, INC

## COMPANY INFORMATION

### Company Representatives

Mark Johnson

### Territory Covered

Mark Johnson

### Address

210 West Hamilton Ave., #372, State College PA 16801

### Phone

8147699525

### Fax

### Email

markjohnson@upsstore.com

### Retail Use

Printing, Mail Box and package management services, Shipping, Packaging, others

## BROKER INFORMATION

### Company

Real Estate Consultants of Illinois

### Company Representatives

Frank Bedo

### Territory Covered

Greater Chicago

### Title

VP

### Address

n/a

### Phone

n/a

### Fax

### Email

fbedo@rec-illinois.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

30k in 3 miles, minimum, but rural model available

**Average Income Preferred**

\$60,000

**Preferred Traffic generators or co-tenants**

Grocery anchored preferred

**Typical size or range**

1000 - 2000

**Frontage - Min/Preferred/Max**

15" min.

**Location preferred within Shopping Center/Mall**

In-line

End Cap

**Type of centers preferred**

Community/Neighborhood

Strip Centers

**Type of centers preferred**

Community/Neighborhood

Strip Centers

**Focus of expansion in the next 24 months**

Where ever we are not already

**Number of stores to open this year**

~125

**Number of stores to open next year**

~125

**Current number of stores in chain**

~4920 Globally

**Other Useful Information**

100% Franchisee owned

# THORNTONS INC.

## COMPANY INFORMATION

### Company Representatives

Tony Rubino

### Territory Covered

Tony Rubino

### Address

10101 Linn Stations Road, Louisville, KY 40223

### Phone

224-456-5842

### Fax

### Email

tonyr@thorntonsinc.com

### Retail Use

Convenience/Fuel

## BROKER INFORMATION

### Company

None

### Company Representatives

None

### Territory Covered

None

### Title

None

### Address

None

### Phone

None

### Fax

### Email

Tonyr@thorntonsinc.com

## SITE SELECTION CRITERIA

**Population Density Preferred**

4000 Households

**Average Income Preferred**

N/A

**Preferred Traffic generators or co-tenants**

N/A

**Typical size or range**

4,400-5,500

**Frontage - Min/Preferred/Max**

250

**Location preferred within Shopping Center/Mall**

Freestanding

**Type of centers preferred**

Community/Neighborhood

**Type of centers preferred**

Community/Neighborhood

**Focus of expansion in the next 24 months**

Chicago Metro

**Number of stores to open this year**

10

**Number of stores to open next year**

15

**Current number of stores in chain**

185

**Other Useful Information**

# TUESDAY MORNING

## COMPANY INFORMATION

### Company Representatives

John Day

### Territory Covered

John Day

### Address

6250 LBJ Freeway, Dallas, TX 75240

### Phone

972-934-7107

### Fax

### Email

jday@tuesdaymorning.com

### Retail Use

soft goods / home accesories

## BROKER INFORMATION

### Company

Transwestern Retail

### Company Representatives

Patrick Owens

### Territory Covered

IL

### Title

Sr. Vice President

### Address

,

### Phone

312-881-703

### Fax

### Email

patrick.owens@transwestern.com

## SITE SELECTION CRITERIA



**Population Density Preferred**

100000

**Average Income Preferred**

\$50,000 or higher, depending on region, above average income needed

**Preferred Traffic generators or co-tenants**

Home Goods, Pier One, Stein Mart, Ross, TJ Maxx

**Typical size or range**

12,000sf +

**Frontage - Min/Preferred/Max**

70' minimum

**Location preferred within Shopping Center/Mall**

In-line

End Cap

**Type of centers preferred**

Power

**Type of centers preferred**

Power

**Focus of expansion in the next 24 months**

Throughout the continental U.S.

**Number of stores to open this year**

100

**Number of stores to open next year**

100

**Current number of stores in chain**

750

**Other Useful Information**

Tuesday Morning is repositioning itself in the marketplace. Better real estate, bigger stores, fresher merchandise. The treasure hunt is no longer going to be finding our stores but within our stores.