

7-ELEVEN, INC

COMPANY INFORMATION

Company Representatives

Christopher Decre

Territory Covered

Christopher Decre

Address

21130 Hedgerow Terrace Ashburn VA 20147

Phone

410-652-3693

Fax

Email

christopher.decre@7-11.com

Retail Use

Convenience Store

BROKER INFORMATION

Company

Rappaport Retail

Company Representatives

Melissa Webb, Patrick O'Meara

Territory Covered

Metro Washington DC

Title

Brokers

Address

8405 Greensboro Drive McLean VA 22102

Phone

571-382-1200

Fax

Email

mwebb@rappaportco.com

SITE SELECTION CRITERIA

Population Density Preferred

10,000 or less

Average Income Preferred

Varies

Preferred Traffic generators or co-tenants

Varies

Typical size or range

2400 to 3000

Frontage - Min/Preferred/Max

Varies

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

Metro DC

Number of stores to open this year

15

Number of stores to open next year

15

Current number of stores in chain

56,000

Other Useful Information

ARBY'S RESTAURANT GROUP

COMPANY INFORMATION

Company Representatives

Ray Laletti

Territory Covered

Ray Laletti

Address

1155 perimeter ctr w

Phone

404-556-4960

Fax

Email

rlaletti@arbys.com

Retail Use

QSR

BROKER INFORMATION

Company

N/A

Company Representatives

tony tourville

Territory Covered

N/A

Title

N/A

Address

1155 perimeter ctr w

Phone

7703121724

Fax

Email

ttourville@arbys.com

SITE SELECTION CRITERIA

Population Density Preferred

20,000 within 2 Miles

Average Income Preferred

>\$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

In-line

End Cap

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

National

Number of stores to open this year

105

Number of stores to open next year

N/A

Current number of stores in chain

3,400

Other Useful Information

BUFFALO WILD WINGS

COMPANY INFORMATION

Company Representatives

Glenn Remus

Territory Covered

Glenn Remus

Address

5500 Wayzata Blvd. - Suite 1600 Minneapolis, MN 55416

Phone

(248) 765-9733

Fax

Email

gremus@buffalowildwings.com

Retail Use

Restaurant

BROKER INFORMATION

Company

Rappaport

Company Representatives

Bill Dickinson & Melissa Webb

Territory Covered

Washington DC Metro, Northern Va., Baltimore

Title

Executive Director of Brokerage

Address

8405 Greensboro Drive, 8th Floor, McLean, VA 22102-5121

Phone

(571) 382-1226-27

Fax

Email

BDickinson@RappaportCo.com

SITE SELECTION CRITERIA

Population Density Preferred

Variable

Average Income Preferred

\$70,000+

Preferred Traffic generators or co-tenants

Regional Big Box Stores, Daily Needs

Typical size or range

5,000-7,000 sf

Frontage - Min/Preferred/Max

60 feet

Location preferred within Shopping Center/Mall

End Cap

Freestanding

Type of centers preferred

Mall

Power

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Power

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

Northern Virginia, Maryland, DC

Number of stores to open this year

30

Number of stores to open next year

30

Current number of stores in chain

1240

Other Useful Information

BURLINGTON STORES

COMPANY INFORMATION

Company Representatives

Drew Inselman

Territory Covered

Drew Inselman

Address

1830 Route 130 North, Burlington, NJ 08016

Phone

609-387-7800 x 53172

Fax

Email

andrew.inselman@burlingtonstores.com

Retail Use

BROKER INFORMATION

Company

Segall Group, LLC

Company Representatives

Andrew Segall

Territory Covered

DE, DC, VA

Title

Principal

Address

605 South Eden Street, Suite 200, Baltimore, MD 21231

Phone

410-753-3000

Fax

Email

asegall@segallgroup.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

Typical size or range

40,000 - 50,000

Frontage - Min/Preferred/Max

200 SF

Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

Type of centers preferred

Specialty/Life Style

Strip Centers

Type of centers preferred

Specialty/Life Style

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

593

Other Useful Information

CIRCLE K STORES

COMPANY INFORMATION

Company Representatives

David Bordsen

Territory Covered

David Bordsen

Address

305 Gregson Drive, Cary, NC 27511

Phone

919-566-1877

Fax

Email

dbordsen@circlek.com

Retail Use

Convenience Stores & Fuel Stations

BROKER INFORMATION

Company

various

Company Representatives

Sam McCoy, Matt Lafler, Janice Logue

Territory Covered

McCoy - western Virginia; Lafler - eastern Virginia; Logue - central Virginia

Title

Broker/Representative

Address

various

Phone

McCoy - 540-520-1518; Lafler - 757-615-3157; Logue - 804-895-2443

Fax

Email

dbordsen@circlek.com

SITE SELECTION CRITERIA

Population Density Preferred

strong residential, high daytime population

Average Income Preferred

low-middle to upper-middle

Preferred Traffic generators or co-tenants

strong intersections, at least 25,000 VPD

Typical size or range

1.5 to 2.5 acres

Frontage - Min/Preferred/Max

200 front feet 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

global

Number of stores to open this year

n/a

Number of stores to open next year

2,500

Current number of stores in chain

12,000+

Other Useful Information

Circle K self-develops and seeks land to buy, rather than lease; also seeks to buy or otherwise acquire other convenience store companies (single stores and up).

DOLLAR TREE / FAMILY DOLLAR

COMPANY INFORMATION

Company Representatives

Doug Webb

Territory Covered

Doug Webb

Address

500 Volvo Parkway, Chesapeake, VA

Phone

757-321-5669

Fax

757-321-5220

Email

dowebb@dollartree.com

Retail Use

Variety discount store

BROKER INFORMATION

Company

n/a

Company Representatives

n/a

Territory Covered

n/a

Title

n/a

Address

n/a

Phone

n/a

Fax

Email

test@yahoo.com

SITE SELECTION CRITERIA

Population Density Preferred

20,000 in 5-miles

Average Income Preferred

\$25k - \$60k

Preferred Traffic generators or co-tenants

Regional or neighborhood centers, anchored by big box discounters or dominant grocery stores

Typical size or range

8,000 - 10,000 sf.

Frontage - Min/Preferred/Max

70

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

yes

Number of stores to open this year

tbd

Number of stores to open next year

tbd

Current number of stores in chain

14,284, brands include Dollar Tree, Family Dollar and Dollar Tree Canada

Other Useful Information

FIREHOUSE OF AMERICA, LLC

COMPANY INFORMATION

Company Representatives

Robert A. May

Territory Covered

Robert A. May

Address

3400-08 Kori Rd.

Phone

904/606-5168

Fax

Email

bob.may@firehousesubs.com

Retail Use

Fast-casual Restaurant

BROKER INFORMATION

Company

Segall Groul

Company Representatives

Joe Fleischmann

Territory Covered

Baltimore, D.C.

Title

Principal

Address

605 S. Eden Street, Suite 200, Baltimore, MD 21231

Phone

410/753-3000

Fax

Email

jfleischmann@segallgroup.com

SITE SELECTION CRITERIA

Population Density Preferred

30000 (3 miles)

Average Income Preferred

0

Preferred Traffic generators or co-tenants

Fast-casual restaurants

Typical size or range

1,400 - 2,000 sq. ft.

Frontage - Min/Preferred/Max

20' Min.

Location preferred within Shopping Center/Mall

In-line

End Cap

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

200

Number of stores to open this year

100

Number of stores to open next year

100

Current number of stores in chain

1030

Other Useful Information

FIVE GUYS

COMPANY INFORMATION

Company Representatives

Jeff Rubino/Tom Grasberger

Territory Covered

Jeff Rubino/Tom Grasberger

Address

1416 Lehman Ct

Phone

703-964-6987

Fax**Email**

jrubino@fiveguys.com

Retail Use

Fast Casual

BROKER INFORMATION

Company

na

Company Representatives

na

Territory Covered

na

Title

NA

Address

1416 Lehman Ct

Phone

NA

Fax

NA

Email

JRUBINO@fiveguys.com

SITE SELECTION CRITERIA

Population Density Preferred

60,000

Average Income Preferred

60,000

Preferred Traffic generators or co-tenants

Movies, Target H Depot

Typical size or range

2500

Frontage - Min/Preferred/Max

End Cap

Location preferred within Shopping Center/Mall

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

200 stores

Number of stores to open this year

110

Number of stores to open next year

100

Current number of stores in chain

1400

Other Useful Information

GABE'S

COMPANY INFORMATION

Company Representatives

Delena Young

Territory Covered

Delena Young

Address

55 Scott Avenue

Phone

3042257257

Fax

3042923876

Email

delena.young@gabes.net

Retail Use

Discount retailer with savings of up to 70% off famous brand names compared to department store prices

BROKER INFORMATION

Company

Echo Retail

Company Representatives

Aaron Savin and Jay Murphy

Territory Covered

All

Title

n/a

Address

701 Alpha Drive, Pittsburgh, PA 1528

Phone

412-968-1670

Fax

Email

jmurphy@echoretail.com

SITE SELECTION CRITERIA

Population Density Preferred

150,000+ within 15 miles of site

Average Income Preferred

\$35K - \$50K

Preferred Traffic generators or co-tenants

prefer traffic counts to exceed 20,000 vehicles per day and sites in close proximity to major highways and thoroughfares

Typical size or range

Average is 50,000 sq ft. We will consider 35,000 +square feet

Frontage - Min/Preferred/Max

225

Location preferred within Shopping Center/Mall

In-line

Type of centers preferred

Strip Centers

Type of centers preferred

Strip Centers

Focus of expansion in the next 24 months

500 mile ring around Morgantown, WV

Number of stores to open this year

6-8

Number of stores to open next year

12-15

Current number of stores in chain

108 - including our Rugged Warehouse stores.

Other Useful Information

GREAT CLIPS, INC.

COMPANY INFORMATION

Company Representatives

Wayland Benbow and Nick Litterst

Territory Covered

Wayland Benbow and Nick Litterst

Address

4400 West 78th Street, Suite 200, Minneapolis, MN 55435

Phone

203-314-5447

Fax

Email

wayland.benbow@greatclips.com

Retail Use

Haircare

BROKER INFORMATION

Company

Jones Lang LaSalle

Company Representatives

Thomas Jackman

Territory Covered

Baltimore, Washington, D.C.

Title

Vice President - Retail Group

Address

1530 Wilson Blvd, Suite 200, Arlington, VA 22209

Phone

202-719-5624

Fax

Email

thomas.jackman@am.jll.com

SITE SELECTION CRITERIA

Population Density Preferred

Varies by market

Average Income Preferred

Middle to upper household income for the area

Preferred Traffic generators or co-tenants

Grocery, national discounter

Typical size or range

900 - 1,200 sq ft

Frontage - Min/Preferred/Max

Minimum 15 ft - Preferred 20 ft

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 mid-Atlantic markets and New England

Number of stores to open this year

200

Number of stores to open next year

200

Current number of stores in chain

4,100

Other Useful Information

JERSEY MIKE'S FRANCHISE SYSTEMS, INC.

COMPANY INFORMATION

Company Representatives

Michael Parkhill, Christine Such, Elizabeth Hutchison, Chris Daniels

Territory Covered

Michael Parkhill, Christine Such, Elizabeth Hutchison, Chris Daniels

Address

2251 Landmark Place, Manasquan, NJ 08736

Phone

732-223-4044

Fax

Email

csuch@jerseymikes.com

Retail Use

Fast-casual restaurant

BROKER INFORMATION

Company

KLNB Retail

Company Representatives

Ryan Minnehan, Matt Skalet, Kirk Cheney

Territory Covered

MD, DC & Northern VA

Title

Principal, Principal, Associate

Address

42395 Ryan Road, Suite 200, Brambleton, VA 20148

Phone

(703) 722-2700

Fax

Email

rminnehan@klnb.com

SITE SELECTION CRITERIA

Population Density Preferred

50,000+

Average Income Preferred

\$45,000+

Preferred Traffic generators or co-tenants

Dominant grocer in market, office supply and convenience users, full price retailers, other quick casual and high end QSR users a plus

Typical size or range

1,200 - 1,800 SF

Frontage - Min/Preferred/Max

20'+

Location preferred within Shopping Center/Mall

In-line

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

Across US

Number of stores to open this year

200

Number of stores to open next year

200+

Current number of stores in chain

1500+ open & under development

Other Useful Information

JIMMY JOHN'S

COMPANY INFORMATION

Company Representatives

Bobby Slawek & Tim Hammond

Territory Covered

Bobby Slawek & Tim Hammond

Address

2212 Fox Drive Champaign, IL 61820

Phone

217.356.9900

Fax

Email

bslawek@jimmyjohns.com

Retail Use

Restaurant

BROKER INFORMATION

Company

NA

Company Representatives

NA

Territory Covered

NA

Title

NA

Address

NA

Phone

NA

Fax

Email

realestate@jimmyjohns.com

SITE SELECTION CRITERIA

Population Density Preferred

20,000 in a 5-min drive time

Average Income Preferred

\$40k+

Preferred Traffic generators or co-tenants

Fast casual

Typical size or range

1,200sf - 1,500sf

Frontage - Min/Preferred/Max

20ft

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

NA

Number of stores to open this year

NA

Number of stores to open next year

NA

Current number of stores in chain

2,600+

Other Useful Information

LITTLE CAESAR ENTERPRISES

COMPANY INFORMATION

Company Representatives

Rawley Shelton

Territory Covered

Rawley Shelton

Address

2211 Woodward Ave - Detroit MI

Phone

484-602-3701

Fax

Email

Rawley.Shelton@lcecorp.com

Retail Use

Pizza

BROKER INFORMATION

Company

In house

Company Representatives

none

Territory Covered

none

Title

none

Address

none

Phone

none

Fax

Email

none@none.com

SITE SELECTION CRITERIA

Population Density Preferred

Varies

Average Income Preferred

Middle

Preferred Traffic generators or co-tenants

Flexable

Typical size or range

1200 to 1600

Frontage - Min/Preferred/Max

20

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

All of the US

Number of stores to open this year

Many

Number of stores to open next year

Many

Current number of stores in chain

Many thousand

Other Useful Information

Privately held corpotation

MCDONALD'S

COMPANY INFORMATION

Company Representatives

Mark Solomon, Larry Allewalt, Matt Cullen, Joe Bertucci

Territory Covered

Mark Solomon, Larry Allewalt, Matt Cullen, Joe Bertucci

Address

69003 Rockledge Dr, Bethesda, MD

Phone

8624851832

Fax

Email

mark.solomon@us.mcd.com

Retail Use

QSR

BROKER INFORMATION

Company

-

Company Representatives

-

Territory Covered

-

Title

-

Address

-

Phone

-

Fax

-

Email

-@mcd.com

SITE SELECTION CRITERIA

Population Density Preferred

-

Average Income Preferred

-

Preferred Traffic generators or co-tenants

-

Typical size or range

-

Frontage - Min/Preferred/Max

-

Location preferred within Shopping Center/Mall

In-line

Freestanding

Type of centers preferred

Mall

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

-

Number of stores to open this year

-

Number of stores to open next year

-

Current number of stores in chain

14,000 +/-

Other Useful Information

MCDONALDS

COMPANY INFORMATION

Company Representatives

MARK SOLOMON

Territory Covered

MARK SOLOMON

Address

BETHESDA, MD

Phone

8624851832

Fax

Email

mark.solomon@us.mcd.com

Retail Use

QSR

BROKER INFORMATION

Company

-

Company Representatives

-

Territory Covered

-

Title

-

Address

-

Phone

-

Fax

-

Email

MARK.SOLOMON@US.MCD.COM

SITE SELECTION CRITERIA

Population Density Preferred

-

Average Income Preferred

-

Preferred Traffic generators or co-tenants

HOME/WORKSHOP/OTHER

Typical size or range

1.5 ACRE

Frontage - Min/Preferred/Max

-

Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

-

Number of stores to open this year

-

Number of stores to open next year

-

Current number of stores in chain

-

Other Useful Information

MILLER'S ALE HOUSE

COMPANY INFORMATION

Company Representatives

Brad McNaught

Territory Covered

Brad McNaught

Address

5750 Major Blvd., Suite 400 Orlando, FL 32019

Phone

(612) 839-9715

Fax

Email

bmcnaught@millersalehouse.com

Retail Use

Restaurant

BROKER INFORMATION

Company

CBRE

Company Representatives

Jeff Bach

Territory Covered

Baltimore

Title

VP

Address

100 East Pratt St., 17th Floor Baltimore, MD 21202

Phone

(410) 244-3115

Fax

Email

jeff.bach@cbre.com

SITE SELECTION CRITERIA

Population Density Preferred

200k in five miles

Average Income Preferred

\$60k

Preferred Traffic generators or co-tenants

Bass Pro Shops, Dick's Sporting Goods, Home Goods, and SIC Movie Theaters

Typical size or range

6,300 - 7,300

Frontage - Min/Preferred/Max

N/A

Location preferred within Shopping Center/Mall

Freestanding

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

East of Mississippi

Number of stores to open this year

8

Number of stores to open next year

10

Current number of stores in chain

76

Other Useful Information

MYEYEDR

COMPANY INFORMATION

Company Representatives

Geri Welch & Mallory Cason

Territory Covered

Geri Welch & Mallory Cason

Address

1950 Old Gallows Road, Vienna VA 22182

Phone

410-739-7340

Fax

Email

geri.welch@myeyedr.com

Retail Use

Optometry/Retail

BROKER INFORMATION

Company

H & r

Company Representatives

Brad Buslik

Territory Covered

Mid Atlantic

Title

broker

Address

7201 Wisconsin Avenue, suite 600, Bethesda MD 20814

Phone

240-482-3609

Fax

Email

bbuslik@hrretail.com

SITE SELECTION CRITERIA

Population Density Preferred

50,000 in 5 miles

Average Income Preferred

\$75,000+

Preferred Traffic generators or co-tenants

Strong upscale grocery stores

Typical size or range

1600-2000 sq. ft.

Frontage - Min/Preferred/Max

20' minimum

Location preferred within Shopping Center/Mall

In-line

End Cap

Type of centers preferred

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

Eastern United States

Number of stores to open this year

50

Number of stores to open next year

50

Current number of stores in chain

322

Other Useful Information

PACIFIC DENTAL SERVICES

COMPANY INFORMATION

Company Representatives

Cory Bird

Territory Covered

Cory Bird

Address

1413 Beaver Creek Dr., Plano, TX

Phone

(214) 616-1430

Fax

Email

Birdc@pacden.com

Retail Use

Dental

BROKER INFORMATION

Company

CBRE

Company Representatives

Lance Marine

Territory Covered

Metro DC

Title

Sr. Vice President

Address

1861 International Drive, Suite 300, McLean, VA 22102

Phone

(703) 905-0331

Fax

Email

lance.marine@cbre.com

SITE SELECTION CRITERIA

Population Density Preferred

60,000+ In 3 Mi.

Average Income Preferred

75,000+

Preferred Traffic generators or co-tenants

Daily Needs, Grocer, Drug, Casual Dining

Typical size or range

2,400sf to 4,200sf

Frontage - Min/Preferred/Max

30ft - 50ft.

Location preferred within Shopping Center/Mall

In-line

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

Virginia / Metro DC

Number of stores to open this year

75 US / 8 VA

Number of stores to open next year

80 US / 10 VA

Current number of stores in chain

565

Other Useful Information

PCM SERVICES

COMPANY INFORMATION

Company Representatives

Agnes Ikotun, Bobby Zichelli, Aaron Kuzemka

Territory Covered

Agnes Ikotun, Bobby Zichelli, Aaron Kuzemka

Address

10511 Tucker St.

Phone

410-812-4492

Fax

Email

aikotun@pcmservices.com

Retail Use

N/A

BROKER INFORMATION

Company

PCM Services

Company Representatives

Agnes Ikotun, Bobby Zichelli, Aaron Kuzemka

Territory Covered

Maryland, Virginia, Washington DC

Title

Marketing Manager

Address

10511 Tucker St.

Phone

410-812-4492

Fax

Email

aikotun@pcmservices.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

In-line

Type of centers preferred

Mall

Type of centers preferred

Mall

Focus of expansion in the next 24 months

N/A

Number of stores to open this year

N/A

Number of stores to open next year

N/A

Current number of stores in chain

N/A

Other Useful Information

We are not a retailer organizer but a property management solutions provider

POLLO CAMPERO

COMPANY INFORMATION

Company Representatives

John Jackson, Rodolfo Bianchi

Territory Covered

John Jackson, Rodolfo Bianchi

Address

12404 Park Central Drive, Suite 250, Dallas, TX, 75251

Phone

2149080730

Fax

Email

jjackson@campero.com

Retail Use

Restaurant

BROKER INFORMATION

Company

KLNB

Company Representatives

Kirk Cheney

Territory Covered

Washington DC, Virginia, Maryland

Title

Broker

Address

42395 Ryan Road, Suite 200 Brambleton, VA 20148

Phone

703-722-2709

Fax

Email

kcheney@KLNB.com

SITE SELECTION CRITERIA

Population Density Preferred

50,000+ at 8-minute drive time (2-3 miles)

Average Income Preferred

\$50,000 - \$100,000

Preferred Traffic generators or co-tenants

Grocery anchors, Power Centers, Mall Food Courts

Typical size or range

2500 SF

Frontage - Min/Preferred/Max

30 feet

Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

Northern Virginia, Maryland, Washington DC, Long Island NY

Number of stores to open this year

15

Number of stores to open next year

20

Current number of stores in chain

70

Other Useful Information

Some nearby Hispanic presence a plus

RATNER COMPANIES DBA HAIR CUTTERY

COMPANY INFORMATION

Company Representatives

Kelly Ratner Mistretta, Denny Weiss, Les Mardiks

Territory Covered

Kelly Ratner Mistretta, Denny Weiss, Les Mardiks

Address

1577 Spring Hill Road, Suite 500

Phone

703-269-5337

Fax

Email

kratner@ratnerco.com

Retail Use

Beauty

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

kratner@ratnerco.com

SITE SELECTION CRITERIA

Population Density Preferred

depends on the market

Average Income Preferred

50-70K minimum avg income per family

Preferred Traffic generators or co-tenants

Harris Teeter, Whole Foods, Publix, Wegmans, Giant, Safeway, Target, Walmart

Typical size or range

900-1,400 sf

Frontage - Min/Preferred/Max

15'-17'

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

Maryland and PA

Number of stores to open this year

50

Number of stores to open next year

50

Current number of stores in chain

975

Other Useful Information

RITE AID CORPORATION

COMPANY INFORMATION

Company Representatives

Carrie E. Hoffman

Territory Covered

Carrie E. Hoffman

Address

Kings Hwy., Suite #100

Phone

--- (ext.)

Fax

Email

mplasky@riteaid.com

Retail Use

Real Estate Development for East Coast of US.

BROKER INFORMATION

Company

Rite Aid Corporation

Company Representatives

Carrie E. Hoffman

Territory Covered

East Coasty

Title

VP Real Estate Development

Address

Kings Hwy., Suite #100

Phone

1-856-686-0841 (ext. 222)

Fax

Email

mplasky@riteaid.com

SITE SELECTION CRITERIA

Population Density Preferred

yes

Average Income Preferred

\$78,000

Preferred Traffic generators or co-tenants

na

Typical size or range

varies

Frontage - Min/Preferred/Max

varies

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

no

Number of stores to open this year

25

Number of stores to open next year

varies

Current number of stores in chain

5,000

Other Useful Information

ROSES/ROSES EXPRESS

COMPANY INFORMATION

Company Representatives

Wayne Stainback, Jim Germann

Territory Covered

Wayne Stainback, Jim Germann

Address

218 S. Garnett St.

Phone

540-816-9858

Fax

Email

jgermann@vwstores.com

Retail Use

Discount Variety Store

BROKER INFORMATION

Company

NA

Company Representatives

NA

Territory Covered

NA

Title

NA

Address

NA

Phone

NA

Fax

NA

Email

jgermann@vwstores.com

SITE SELECTION CRITERIA

Population Density Preferred

30,000 plus

Average Income Preferred

30-50k

Preferred Traffic generators or co-tenants

Grocery

Typical size or range

20,000-50,000

Frontage - Min/Preferred/Max

150' Plus

Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

Type of centers preferred

Mall

Power

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Power

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

All existing states

Number of stores to open this year

25 plus

Number of stores to open next year

30 plus

Current number of stores in chain

Over 350

Other Useful Information

ROTI MODERN MEDITERRANEAN

COMPANY INFORMATION

Company Representatives

Michele Dodd

Territory Covered

Michele Dodd

Address

600 West Fulton, Suite 101, Chicago, Illinois 60661

Phone

312 605 9076

Fax

Email

mdodd@roti.com

Retail Use

Fast casual restaurant

BROKER INFORMATION

Company

KLNB

Company Representatives

Andy Feldman, Ryan Wilner & Jake Levin

Territory Covered

DC/ Baltimore

Title

Principal

Address

100 West Road, Suite 505 Baltimore, Maryland 21204

Phone

202-909-6102

Fax

Email

jlevin@klnb.com

SITE SELECTION CRITERIA

Population Density Preferred

The more the merrier

Average Income Preferred

The higher the better - look at MHI

Preferred Traffic generators or co-tenants

Whole Foods, healthy fast casual restaurants, work out facilities, high daytime pop

Typical size or range

2,000- 2,500

Frontage - Min/Preferred/Max

35

Location preferred within Shopping Center/Mall

End Cap

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Focus of expansion in the next 24 months

DC, Baltimore

Number of stores to open this year

10-12

Number of stores to open next year

20-12

Current number of stores in chain

25

Other Useful Information

Typically high catering, look for CBDs and other trade areas with strong daytime pop and high education.

SAVE-A-LOT FOOD STORES

COMPANY INFORMATION

Company Representatives

Jeffrey Eney

Territory Covered

Jeffrey Eney

Address

16 Old Maple Court, Baltimore, MD 21221

Phone

443-630-5331

Fax

Email

Jeffrey.M.Eney@Save-A-Lot.com

Retail Use

Grocery

BROKER INFORMATION

Company

MacKenzie Retail, LLC

Company Representatives

Virginia Vernick

Territory Covered

DC Metro Area and Northern VA

Title

Vice President

Address

410 Severn Avenue, Annapolis, MD 21403

Phone

410.974.9336

Fax

Email

GVernick@MacKenzieCommercial.com

SITE SELECTION CRITERIA

Population Density Preferred

Pop of 30K.

Average Income Preferred

\$55K or less

Preferred Traffic generators or co-tenants

Value oriented tenants.

Typical size or range

14,500 to 18,000

Frontage - Min/Preferred/Max

90 feet

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

US

Number of stores to open this year

70

Number of stores to open next year

TBD

Current number of stores in chain

1,300 +

Other Useful Information

SHEETZ, INC.

COMPANY INFORMATION

Company Representatives

Mike LaCesa

Territory Covered

Mike LaCesa

Address

5700 Sixth Avenue

Phone

814-946-3611

Fax

Email

mlacesa@sheetz.com

Retail Use

Convenience Store

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

mlytle@sheetz.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

1-3 acres

Frontage - Min/Preferred/Max

Varies

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

Maryland/Northern Virginia

Number of stores to open this year

28

Number of stores to open next year

30

Current number of stores in chain

542

Other Useful Information

SIMEX IWERKS

COMPANY INFORMATION

Company Representatives

Ryan Engles

Territory Covered

Ryan Engles

Address

10600 York Rd Ste 200 Cockeysville MD 21030

Phone

4433187605

Fax

Email

rengles@iwerks.com

Retail Use

yes

BROKER INFORMATION

Company

IRES

Company Representatives

Stever Aronow

Territory Covered

National

Title

Principal

Address

Wicksham Way

Phone

4433187605

Fax

Email

rengles@iwerks.com

SITE SELECTION CRITERIA

Population Density Preferred

Major metro markets

Average Income Preferred

40K plus

Preferred Traffic generators or co-tenants

co-tenants

Typical size or range

3000-5000

Frontage - Min/Preferred/Max

20' min

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

major metro markets

Number of stores to open this year

2

Number of stores to open next year

3

Current number of stores in chain

5

Other Useful Information

We are an attractions company looking to invest and develop attractions (4D movie theaters, escape rooms, zip lines, etc.) in major us markets and are investigating power malls.

SPIRIT HALLOWEEN

COMPANY INFORMATION

Company Representatives

Sharon Bodden; Eric Flocco

Territory Covered

Sharon Bodden; Eric Flocco

Address

6826 Black Horse Pike, Egg Harbor Township, NJ 08234

Phone

609-645-5761

Fax

Email

sharon.bodden@spirithalloween.com

Retail Use

Temporary Halloween Stores

BROKER INFORMATION

Company

N/A

Company Representatives

N/A

Territory Covered

N/A

Title

N/A

Address

N/A

Phone

N/A

Fax

Email

noemail@none.com

SITE SELECTION CRITERIA

Population Density Preferred

All

Average Income Preferred

All

Preferred Traffic generators or co-tenants

Grocery Stores, Junior Anchors, Apparel, Home Goods

Typical size or range

6,000 - 30,000 sq ft

Frontage - Min/Preferred/Max

N/A

Location preferred within Shopping Center/Mall

In-line

End Cap

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

United States & Canada

Number of stores to open this year

1200

Number of stores to open next year

1300

Current number of stores in chain

1200

Other Useful Information

As the nation's #1 temporary Halloween retailer, Spirit stores open in late August through early November each year, stocked with everything you can imagine for Halloween including costumes, masks, wigs, indoor and outdoor décor items, animatronics, makeup, collectibles, props and in-depth accessories. With its "So Much Fun It's Scary" mission statement, Spirit provides an entertaining and interactive in-store experience for all.

SPIRIT HALLOWEEN

COMPANY INFORMATION

Company Representatives

Eric Flocco

Territory Covered

Eric Flocco

Address

6826 Black Horse Pike, Egg Harbor Township, N.J. 08234

Phone

609-770-6309

Fax

Email

eric.flocco@spirithalloween.com

Retail Use

Season retailer of Halloween costumes, accessories, and decor

BROKER INFORMATION

Company

na

Company Representatives

na

Territory Covered

na

Title

na

Address

na

Phone

609-770-6309

Fax

Email

eric.flocco@spirithalloween.com

SITE SELECTION CRITERIA

Population Density Preferred

5,000 +

Average Income Preferred

any

Preferred Traffic generators or co-tenants

Kohl's, Target, Walmart

Typical size or range

4,000SF - 50,000SF +

Frontage - Min/Preferred/Max

25'

Location preferred within Shopping Center/Mall

In-line

End Cap

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

continental U.S. and Canada

Number of stores to open this year

1,250

Number of stores to open next year

1,350

Current number of stores in chain

1,250

Other Useful Information

SPORT CLIPS INC.

COMPANY INFORMATION

Company Representatives

Joel Reichman & Keith Kostek

Territory Covered

Joel Reichman & Keith Kostek

Address

46 Ralph Rd Marblehead, MA 01945

Phone

Joel- 617-510-6419

Fax

Email

joel.reichman@sportclips.com

Retail Use

Men & Boys Haircutting

BROKER INFORMATION

Company

Same as above

Company Representatives

Same as above

Territory Covered

Same as above

Title

Same as above

Address

same as above

Phone

same as above

Fax

Email

joel.reichman@sportclips.com

SITE SELECTION CRITERIA

Population Density Preferred

30,000 within a 3 mile radius

Average Income Preferred

Medium to Higher

Preferred Traffic generators or co-tenants

Grocery Anchored

Typical size or range

1000 - 1400 SF

Frontage - Min/Preferred/Max

15' / 20'

Location preferred within Shopping Center/Mall

In-line

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

New England, Eastern PA MD, VA, OH, DE, Washington DC, Miami FL

Number of stores to open this year

160

Number of stores to open next year

150-180

Current number of stores in chain

1600 +

Other Useful Information

TACO BELL

COMPANY INFORMATION

Company Representatives

Greg Eickholt, Julie Krupa

Territory Covered

Greg Eickholt, Julie Krupa

Address

7100 Corporate Drive, Plano, TX 75024

Phone

214-587-7512

Fax

Email

greg.eickholt@yum.com

Retail Use

QRS

BROKER INFORMATION

Company

None

Company Representatives

None

Territory Covered

None

Title

None

Address

None

Phone

None

Fax

Email

greg.eickholt@yum.com

SITE SELECTION CRITERIA

Population Density Preferred

10,000 + within 2 miles

Average Income Preferred

N/A

Preferred Traffic generators or co-tenants

Grocer-anchored with other QSR

Typical size or range

25,000 SF

Frontage - Min/Preferred/Max

100/120/200

Location preferred within Shopping Center/Mall

Freestanding

Type of centers preferred

Power

Type of centers preferred

Power

Focus of expansion in the next 24 months

Nation wide

Number of stores to open this year

220

Number of stores to open next year

220

Current number of stores in chain

7,000

Other Useful Information

TBC CORPORATION

COMPANY INFORMATION

Company Representatives

Anthony Fedele, Casey Hesser

Territory Covered

Anthony Fedele, Casey Hesser

Address

9300 Warm Springs Circle Plano Texas 75024

Phone

214-701-2769

Fax

Email

afedele@tbccorp.com

Retail Use

Automotive

BROKER INFORMATION

Company

Segall Group

Company Representatives

Bryan Spund

Territory Covered

MD, DC, VA

Title

Associate

Address

605 South Eden Street, Suite 200

Phone

410.753.3000

Fax

Email

bspund@segallgroup.com

SITE SELECTION CRITERIA

Population Density Preferred

50,000 - 3 mile

Average Income Preferred

\$80,000 +

Preferred Traffic generators or co-tenants

Grocery and Automotive

Typical size or range

1 acre

Frontage - Min/Preferred/Max

120 min

Location preferred within Shopping Center/Mall

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

NC, VA, DC

Number of stores to open this year

30

Number of stores to open next year

30

Current number of stores in chain

3000 +

Other Useful Information

TBC CORPORATION (NATIONAL TIRE AND BATTERY / MIDAS / MERCHANT'S TIRE / BIG O TIRE)

COMPANY INFORMATION

Company Representatives

Anthony Fedele, Casey Hesser

Territory Covered

Anthony Fedele, Casey Hesser

Address

4300 TBC Way, West Palm Beach, FL 33410

Phone

901-626-5775

Fax

Email

chesser@tbccorp.com

Retail Use

Automotive Retail

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

chesser@tbccorp.com

SITE SELECTION CRITERIA

Population Density Preferred

70,000

Average Income Preferred

60,000

Preferred Traffic generators or co-tenants

Grocery / Fast Food / Big Box

Typical size or range

1 acre / 7,000 building size

Frontage - Min/Preferred/Max

120' - 200'

Location preferred within Shopping Center/Mall

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

Number of stores to open next year

Current number of stores in chain

Approximately 3,600 total from all brands

Other Useful Information

Prefer Purchases / Self Development or BTS's - Areas of focus are: Boston / Rhode Island / Philadelphia / Pittsburgh / Baltimore / DC / Virginia / North Carolina / South Carolina / Florida / Georgia

WELLS FARGO

COMPANY INFORMATION

Company Representatives

Robert Pardon

Territory Covered

Robert Pardon

Address

4340 Innslake Drive - 1st Floor

Phone

804-398-7889

Fax

Email

Robert.S.Pardon@WellsFargo.com

Retail Use

Banking

BROKER INFORMATION

Company

KLNB

Company Representatives

Dimitri Georgelakos, Veronica Salcido, Keith Barnett, Cooper Henry

Territory Covered

Mid Atlantic

Title

VP

Address

Varies

Phone

410-321-0100

Fax

Email

chenry@klnb.com

SITE SELECTION CRITERIA

Population Density Preferred

High density

Average Income Preferred

Varies

Preferred Traffic generators or co-tenants

grocery, starbucks

Typical size or range

2000 - 4000

Frontage - Min/Preferred/Max

Max

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

Forced relocations

Number of stores to open this year

2

Number of stores to open next year

2

Current number of stores in chain

6,000

Other Useful Information

Also need ATMs -- looking to add 50+

WELLS FARGO

COMPANY INFORMATION

Company Representatives

Rob Pardon

Territory Covered

Rob Pardon

Address

4340 Innslake Drive - 1st Floor

Phone

804-398-7889

Fax

Email

robert.s.pardon@wellsfargo.com

Retail Use

Bank Branches

BROKER INFORMATION

Company

KLNB

Company Representatives

Dimitri A. Georgelakos

Territory Covered

Mid Atlantic

Title

Principle

Address

8027 Leesburg Pike, Suite 300

Phone

571.382.2071

Fax

Email

Dimitri@klnb.com

SITE SELECTION CRITERIA

Population Density Preferred

Dense

Average Income Preferred

Varies

Preferred Traffic generators or co-tenants

Grocery anchors Starbucks

Typical size or range

3000

Frontage - Min/Preferred/Max

500

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

Limited

Number of stores to open this year

5

Number of stores to open next year

5

Current number of stores in chain

6500

Other Useful Information

WELLS FARGO BANK

COMPANY INFORMATION

Company Representatives

N/A

Territory Covered

N/A

Address

4340 Innslake Dr. Glen Allen, VA 23060

Phone

804-398-7899

Fax

Email

natalie.n.rogers@wellsfargo.com

Retail Use

Branch locations and offsite ATMs

BROKER INFORMATION

Company

KLNB

Company Representatives

Veronica Salcido

Territory Covered

Greater Washington DC

Title

Broker

Address

N/A

Phone

N/A

Fax

Email

vsalcido@klnb.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

In-line

End Cap

Freestanding

Type of centers preferred

Mall

Power

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Power

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

Offsite ATMs

Number of stores to open this year

N/A

Number of stores to open next year

N/A

Current number of stores in chain

thousands

Other Useful Information

WILLS GROUP / DASH IN

COMPANY INFORMATION

Company Representatives

Renee Montgomery & Briana Jatlow

Territory Covered

Renee Montgomery & Briana Jatlow

Address

102 Centennial Street, Suite 100, La Plata MD 20646

Phone

301-646-1614

Fax

Email

rmontgomery@willsgroup.com

Retail Use

Gas Station, Convenience Store, Car Wash

BROKER INFORMATION

Company

Brokers Vary By Territory

Company Representatives

Renee Montgomery & Briana Jatlow

Territory Covered

Maryland, Virginia & Delaware

Title

Real Estate Manager

Address

102 Centennial St., Suite 100, La Plata MD 20646

Phone

301-646-1614

Fax

Email

Bjatlow@willsgroup.com

SITE SELECTION CRITERIA

Population Density Preferred

Varies by site

Average Income Preferred

varies by site

Preferred Traffic generators or co-tenants

varies by site, high traffic with good visibility, prefer signalized intersection

Typical size or range

1-3 acres

Frontage - Min/Preferred/Max

varies by site

Location preferred within Shopping Center/Mall

Freestanding

Type of centers preferred

Power

Community/Neighborhood

Type of centers preferred

Power

Community/Neighborhood

Focus of expansion in the next 24 months

Maryland, Delaware & Virginia

Number of stores to open this year

7

Number of stores to open next year

5 confirmed

Current number of stores in chain

Aprox. 300

Other Useful Information

Please contact Renee Montgomery for Southern Maryland and VA at 301-646-1614 or Briana Jatlow for Northern Maryland and DE at 240-419-1117 for more detailed information about the broker assigned to each region

COMPANY INFORMATION

Company Representatives

Tommy Mitchell

Territory Covered

Tommy Mitchell

Address

1040 Founders Blvd, Athens, GA 30606

Phone

706-433-2289

Fax

Email

tmitchell@zaxbys.com

Retail Use

Restaurant Outparcels

BROKER INFORMATION

Company

N/A

Company Representatives

N/A

Territory Covered

N/A

Title

N/A

Address

N/A

Phone

N/A

Fax

Email

tmitchell@zaxbys.com

SITE SELECTION CRITERIA

Population Density Preferred

30K in trade area

Average Income Preferred

45K +

Preferred Traffic generators or co-tenants

Major Retail, Grocery,

Typical size or range

3800 sq ft bldg, 1 acre lot

Frontage - Min/Preferred/Max

160'-200'

Location preferred within Shopping Center/Mall

Freestanding

Type of centers preferred

Power

Community/Neighborhood

Type of centers preferred

Power

Community/Neighborhood

Focus of expansion in the next 24 months

Multiple

Number of stores to open this year

100

Number of stores to open next year

100

Current number of stores in chain

820

Other Useful Information