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www.REBusinessOnline.com February 2013 - Volume 10, Issue 6

WESTERN REAL ESTATE BUSINESS

Connecting Real Estate in the West

LENDING UPDATE Q&A

Lenders are loosening their wallets, but only so much.

As the market continues to improve, many lenders are anxious to get the good deals on their books. However, that doesn't necessarily mean they're lending to everyone, or every product type. WREB spoke to seven of the West's top lending experts to get their takes on where the money is going.

How will factors like the changing cost of healthcare and the new fixed-rate deal impact the commercial lending environment in 2013?

Rikkind: Certainly, fixed policy influences the lending environment. We are currently "chasing" with the most serious debate, the debt ceiling, on the horizon. The capital markets are most concerned with the outcome of the debt ceiling than with its rate because of the potential adverse effect this could have on the U.S. credit rating. We will likely experience a widening of credit spreads during the debate, if not a moderate widening, or worse if there is a not a definitive resolution.

Do you expect to see an increase in the volume of construction and development loans this year? How about mortgage loans?

Rikkind: Yes, yes and yes. We have already seen a ramp up for multifamily and mixed-use construction. I expect this trend to continue. There has been little new retail, office or industrial properties built in the past five years. The case for new development is beginning to be made. It makes for conservative commercial development. I would not call this a trend yet, but I do expect to see a slow increase in construction loan activity. The mortgage loan market for existing property, either in transition or stabilized, is robust and active, while construction mortgage financing is still very limited.

Many of the lenders who responded to WREB's recent 2013 Outlook Survey seemed optimistic about office — particularly medical office — why do you think this is so?

Rikkind: Healthcare policy and aging Baby Boomers suggest an increase in demand for medical office. This category has performed well throughout the economic downturn, and will likely continue to do so.

I do not currently see a catalyst for increasing demand for general office, or other office properties, except in very specific markets like Washington, Washington D.C., San Francisco and parts of Southern California. Most other office markets will continue to move sideways until there is a meaningful catalyst like an uptick in job and economic growth.

see LENDING, page 24

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LEADING THE WAY THROUGH THE 21ST CENTURY

SHOPPING CENTER BUSINESS

JULY 2012

STREAMLINING DESIGN

Architects are finding that while less is more, the formula for a center's success is not one size fits all.

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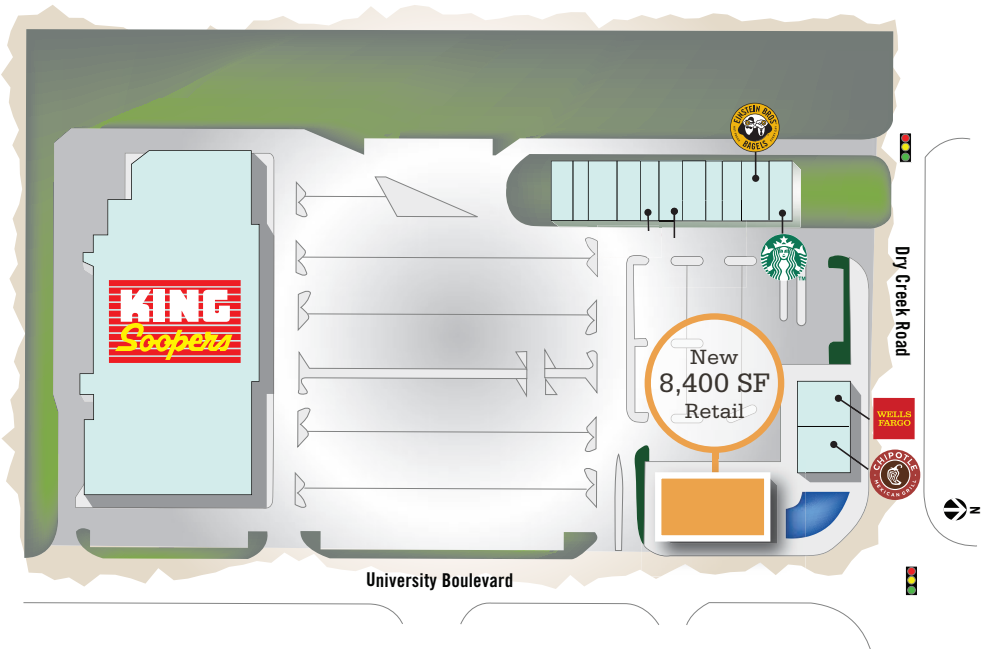
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Cherrywood Square



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303 300 5330

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Senior Leasing Agent
TriciaFreeman@RegencyCenters.com

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Chain Store Age covers the latest retail real estate issues in every edition, including site trends, hot projects and talked-about topics.

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Meet the team:

Katherine Boccaccio
Senior Editor & Real Estate Category Manager

Mike Fickes
Real Estate Reporter

The collage features three main elements: 1) A photograph of a large, modern retail building with a prominent arched entrance and large glass windows, illuminated at night. 2) A screenshot of the Chain Store Age website's real estate section, showing the 'REAL ESTATE' tab selected in the navigation menu. The page displays several articles, including 'OfficeMax to make Chicago debut with new concept store' and 'Gilmcher names new senior VP, development'. 3) A newspaper clipping titled 'Mobile Rising: Hot retail opportunities at Bel Air', which discusses retail trends in Alabama and mentions Bel Air Mall's expansion plans.

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Participating Retailers



Participating Retailers are subject to change.

Participating Retailers



Participating Retailers are subject to change.

RETAIL LIVE!

Retailer

Company: ACE HARDWARE CORP

Address: _____

Contact: Gary John Title: MARKET DEVELOPMENT MANAGER

Phone: _____ Email: gjohn1@ACEHARDWARE.COM

Broker Info

Company: NONE

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: 5000 TO 12,000

T.I. Allowance: _____

Term: 10 YEARS

Renewal Term: 2 FIVES

Type of Center: 2ND GEN

Demographics

Population: -

Traffic Counts: -

Income: 75,000

Current Stores: -

New Stores: -

RETAIL LIVE!

Retailer

Company: **Advance Auto Parts**

Address: _____

Contact: Julie Walker Title: Regional RE Manager

Phone: (720)912-7093 Email: julie.walker@advance-auto.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 7000 sf T.I. Allowance: _____

Term: 10 years for BTS's and 5 years for S/C or 2nd Gen Renewal Term: Four 5 year Options

Type of Center: Freestanding or Endcap

Demographics

Population: 40,000 Traffic Counts: 20K+

Income: \$40K MHI

Current Stores: 3,900 New Stores: 200

RETAIL LIVE!

Retailer

Company: **Baskin Robbins**

Address: 130 Royall Street Canton Massachusetts 02021

Contact: Kim Sims Title: Development Manager - Colorado

Phone: (310)614-0333 Email: kim.sims@dunkinbrands.com

Broker Info

Company: **Legend Retail**

Company: _____

Contact: Kyle Underwood and Sam Zaitz

Contact: _____

Phone: (720)529-2999

Phone: _____

Email: kunderwood@legendretailgroup.com

Email: _____

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: 2,200 s.f. T.I. Allowance: Negotiable depending on Delivery of the Premise

Term: 10 year Renewal Term: 4 - 5 year

Type of Center: Shopping Center end cap/freestanding with a Drive Thru

Demographics

Population: 18,000 5 minute drive time Traffic Counts: 20,000 cars minimum - am side of the street

Income: \$55,000 plus

Current Stores: 6 in Colorado - 6,000 US New Stores: 7 by 2nd quarter in 2014

RETAIL LIVE!

Retailer

Company: **Carl's Jr. Restaurants**

Address: 7009 Briar Meadow Drive Dallas Texas 75230

Contact: Lisa Shaw Title: Real Estate Manager

Phone: (303)810-3420 Email: lshaw@ckr.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 28,000 - 30,000 T.I. Allowance: Yes

Term: 20 Yrs. Renewal Term: 4,5 year options

Type of Center: Regional, Community, Neighborhood

Demographics

Population: 25,000 Residential; 11,000 Daytime Traffic Counts: 30,000 ADT

Income: \$60-80,000

Current Stores: 1380 New Stores: 30 annually

RETAIL LIVE!

Retailer

Company: Carlson

Address: 4201 Marsh Lane Carrollton Texas 75007

Contact: Matthew Scow Title: _____

Phone: _____ Email: mscow@carlson.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 8000- 9000sf T.I. Allowance: TBD

Term: 10 years Renewal Term: 6 five year options

Type of Center: upscale- high traffic evening and late night generators; theatres

Demographics

Population: 300,000+ in a 14 minute drive time Traffic Counts: 30,000ADT

Income: 75,550AHH

Current Stores: 650 New Stores: 10+

RETAIL LIVE!

Retailer

Company: **Cool Cuts 4 Kids**

Address: 7201 Metro Boulevard Minneapolis Minnesota 55439

Contact: Megan Voth Title: Real Estate Director

Phone: (952)918-4703 Email: megan.voth@regiscorp.com

Broker Info

Company: **Crosbie Real Estate Group**

Company: **Crosbie Real Estate Group**

Contact: Rhonda Coy

Contact: Scott Steputis

Phone: (720)287-6866

Phone: (720)287-6868

Email: rcoy@creginc.com

Email: step@creginc.com

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: 800-1400 sf T.I. Allowance: Negotiable

Term: 5 years Renewal Term: 2(5) year options

Type of Center: All

Demographics

Population: 30,000 Traffic Counts: Variable

Income: > \$50,000 (median)

Current Stores: 9,700+ New Stores: 200+

RETAIL LIVE!

Retailer

Company: **Cost Cutters**

Address: 7201 Metro Boulevard Minneapolis Minnesota 55439

Contact: Megan Voth Title: Real Estate Director

Phone: (952)918-4703 Email: megan.voth@regiscorp.com

Broker Info

Company: **Crosbie Real Estate Group**

Company: **Crosbie Real Estate Group**

Contact: Rhonda Coy

Contact: Scott Steputis

Phone: (720)287-6866

Phone: (720)287-6868

Email: rcoy@creginc.com

Email: step@creginc.com

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: 800-1400 sf T.I. Allowance: Negotiable

Term: 5 years Renewal Term: 2(5) year options

Type of Center: All

Demographics

Population: 30,000 Traffic Counts: Variable

Income: > \$50,000 (median)

Current Stores: 9,700+ New Stores: 200+

RETAIL LIVE!

Retailer

Company: **Del Taco** _____

Address: 25521 Commercentre Drive, Suite 200 Lake Forest California 92630

Contact: Bridget Marques Title: BMarques@DelTaco.com

Phone: _____ Email: _____

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: Minimum 30,000 sq. ft. Lot T.I. Allowance: \$500,000

Term: 20 years Renewal Term: Two 5 years options

Type of Center: Regional

Demographics

Population: 25,000 within 7 minutes Traffic Counts: 25,000 ADT at primary access points

Income: \$40,000-\$100,000

Current Stores: 552 New Stores: 20

RETAIL LIVE!

Retailer

Company: **Dunkin Donuts**

Address: 130 Royall Street Canton Massachusetts 02021

Contact: Kim Sims Title: Development Manager - Colorado

Phone: (310)614-0333 Email: kim.sims@dunkinbrands.com

Broker Info

Company: **Legend Retail**

Company: _____

Contact: Kyle Underwood and Sam Zaitz

Contact: _____

Phone: (720)529-2999

Phone: _____

Email: kunderwood@legendretailgroup.com

Email: _____

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: 2,200 s.f. T.I. Allowance: Negotiable depending on Delivery of the Premise

Term: 10 year Renewal Term: 4 - 5 year

Type of Center: Shopping Center end cap/freestanding with a Drive Thru

Demographics

Population: 18,000 5 minute drive time Traffic Counts: 20,000 cars minimum - am side of the street

Income: \$55,000 plus

Current Stores: 6 in Colorado - 6,000 US New Stores: 7 by 2nd quarter in 2014

RETAIL LIVE!

Retailer

Company: **Famous Brands**

Address: 8001 Arista Place Suite 600 Broomfield Illinois 80021

Contact: Allison Coontz Title: Senior Real Estate Manager - Texas and Midwest

Phone: (713)397-5683 Email: acoontz@famousbrandsintl.com

Broker Info

Company: na Company: _____

Contact: na Contact: _____

Phone: (713)397-5683 Phone: _____

Email: acoontz@famousbrandsintl.com Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 1200-1500 SF T.I. Allowance: _____

Term: 5 years Renewal Term: 5 year

Type of Center: na

Demographics

Population: 60,000 + 3 mile radius Traffic Counts: negotiable

Income: \$75,000 +

Current Stores: 360 New Stores: 60 stores in 2014

RETAIL LIVE!

Retailer

Company: **Famous Footwear**

Address: 1745 Shea Center Drive, 4th Floor Highlands Ranch Colorado 80129

Contact: David Angard Title: Director of Real Estate

Phone: (720)344-4820 Email: dangard@famousfootwear.com

Broker Info

Company: **David Hicks Lampert**

Company: _____

Contact: Scott Hagan

Contact: _____

Phone: (303)694-6082

Phone: _____

Email: scott.hagan@dhlb.com

Email: _____

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: 5,000-7,000 T.I. Allowance: Turnkey plus \$15

Term: 5 Renewal Term: 3/5 yr options

Type of Center: Power, regional mall or outlet

Demographics

Population: yes Traffic Counts: yes

Income: yes

Current Stores: 1,200 New Stores: 55/yr

RETAIL LIVE!

Retailer

Company: Fantastic Sams Hair Salons

Address: 10720 Bradford Rd., Suite 100 Littleton Colorado 80127

Contact: Scott Baird Title: Director of Market Development

Phone: (303)273-9600 Email: sbaird@fansams.com

Broker Info

Company: SRS Real Estate Partners Company: _____

Contact: Austin Tillack Contact: _____

Phone: (303)572-1800 Phone: _____

Email: Austin.Tillack@SRSRE.com Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 1200 T.I. Allowance: 30K

Term: 5 with two 5 year options Renewal Term: 5 years

Type of Center: Retail

Demographics

Population: 15K Traffic Counts: 20K

Income: 50K

Current Stores: 1200 New Stores: 40

RETAIL LIVE!

Retailer

Company: **Flix Brewhouse**

Address: 2000 IH-35, Suite Q11 Round Rock Texas 78681

Contact: Matt Silvers Title: SVP Real Estate and Brand Development

Phone: (512)238-0938 Email: msilvers@hospitalityinvestorsinc.com

Broker Info

Company: **Compass Commercial Brokerage**

Company: _____

Contact: Dax Gergen

Contact: _____

Phone: (303)903-5552

Phone: _____

Email: dax@compasscbre.com

Email: _____

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: 35,000 to 40,000 square feet T.I. Allowance: \$75/sf +/- deal dependent

Term: 15 years Renewal Term: Three 5 year options

Type of Center: Lifestyle, power hybrid, regional mall, certain community centers

Demographics

Population: 150,000 people within 5 miles or 10 minutes of drive time

Traffic Counts: _____

strong and consistent, intersection driven traffic counts

Income: \$60,000+ average household income

Current Stores: One in Austin, TX New Stores: _____

Three in 2014, three in 2015, four in 2016 and four in 2017

RETAIL LIVE!

Retailer

Company: **Garbanzo Mediterranean Grill** _____

Address: **6950 S Tucson Way Suite G Centennial Colorado 80112** _____

Contact: **Kevin Greve** _____ Title: **RE Manger** _____

Phone: _____ Email: **kgreve@evergreencd.com** _____

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: _____ T.I. Allowance: _____

Term: _____ Renewal Term: _____

Type of Center: _____

Demographics

Population: _____ Traffic Counts: _____

Income: _____

Current Stores: _____ New Stores: _____

RETAIL LIVE!

Retailer

Company: **Genghis Grill**

Address: 18900 Dallas Parkway, Suite 125 Dallas Texas 75287

Contact: Ryan Eastman Title: Real Estate Manager

Phone: _____ Email: ryan@positionpropertygroup.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 4,000 SF T.I. Allowance: \$30.00 / SF

Term: 10 years Renewal Term: 2 - 5 year options

Type of Center: Street Retail, Power Center, Lifestyle Center

Demographics

Population: 35,000 daytime within 3 miles Traffic Counts: 30,000

Income: \$65,000 within 3 miles

Current Stores: 109 New Stores: 12 openings in 2103, 15 projected openings in 2014

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Retailer

Company: **Goodwill** _____

Address: 6850 Federal Blvd Denver Colorado 80221

Contact: Rob Tallmadge Title: VP of Special Projects

Phone: _____ Email: rtallmadge@goodwilldenver.org

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 1500sf - 25,000sf T.I. Allowance: TBD

Term: 3-15 Years Renewal Term: 2 - 5 year options

Type of Center: _____

Demographics

Population: _____ Traffic Counts: _____

Income: _____

Current Stores: _____ New Stores: 2-4+

RETAIL LIVE!

Retailer

Company: **Great Clips**

Address: 4400 West 78th Street, Suite 700 Minneapolis Minnesota 55435

Contact: Bob Riggle Title: _____

Phone: _____ Email: bob.riggle@greatclips.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 900-1,200 T.I. Allowance: TBD

Term: 5 year initial term Renewal Term: 2 - 5 year options

Type of Center: Grocery anchored, power centers, neighborhood convenience centers

Demographics

Population: N/A Traffic Counts: N/A

Income: N/A

Current Stores: 3,400+ New Stores: 200-300

RETAIL LIVE!

Retailer

Company: Hallmark

Address: _____

Contact: Paul Miller Title: RE Manager

Phone: _____ Email: pmille1@hallmark.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 3500 - 4500 sf T.I. Allowance: TBD

Term: 5 year initial term Renewal Term: 2 - 5 year options

Type of Center: _____

Demographics

Population: 25k+ Traffic Counts: 25k+

Income: 25k+

Current Stores: 2600+ New Stores: 250+

RETAIL LIVE!

Retailer

Company: Jersey Mike's Subs

Address: 2251 Landmark Place Manasquan New Jersey 08736

Contact: Cindy Frye Title: Vice President of Real Estate, East Coast

Phone: _____ Email: cfrye@jerseymikes.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 1500 sf T.I. Allowance: _____

Term: 10 Renewal Term: 5-Mar

Type of Center: Shopping Center, Non-traditional, CBD

Demographics

Population: 50000 Traffic Counts: 25000

Income: 75000

Current Stores: 630 New Stores: 150

RETAIL LIVE!

Retailer

Company: Jimmy John's Gourmet Sandwiches

Address: 2212 Pebblecreek Pl. Champaign Illinois 61820

Contact: Chris Newman Title: Director of Real Estate

Phone: (217)356-9900 Email: realestate@jimmyjohns.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 900-1600 sf T.I. Allowance: Negotiable

Term: 10 years Renewal Term: 2-five year terms

Type of Center: Streetfront, strip, freestanding, power, lifestyle

Demographics

Population: 20,000 daytime within 3-5 minutes Traffic Counts: >40K

Income: >\$50K

Current Stores: 1650 and counting New Stores: 300 in '13

RETAIL LIVE!

Retailer

Company: **Jos. A. Bank Clothiers**

Address: 500 Hanover Pike Hampstead Maryland 21074

Contact: Victoria Chastain Title: Sr. Site Selection Manager

Phone: (972)548-0993 Email: vchastain@jos-a-bank.com

Broker Info

Company: **John Eliot**

Company: _____

Contact: Cadence

Contact: _____

Phone: (720)428-8442

Phone: _____

Email: jeliot@cadencecap.com

Email: _____

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: 3,500 - 4,500 T.I. Allowance: negotiable

Term: 10 years with 5 year kick Renewal Term: 2-5 year options

Type of Center: Power/Lifestyle/Outparcel/Upscale Grocery/Downtown

Demographics

Population: minimum 200,000 in area Traffic Counts: minimum of 20,000 VPD

Income: above 75,000 average income

Current Stores: 619 New Stores: 35-45

RETAIL LIVE!

Retailer

Company: Longhorn Steakhouse

Address: 1000 Darden Center Dr Orlando Florida 32837

Contact: Marc Braun Title: Director of Real Estate

Phone: _____ Email: mbraun@darden.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 1.5-2 acres T.I. Allowance: Varies

Term: 10 years Renewal Term: 20-30 years

Type of Center: Regional

Demographics

Population: Varies Traffic Counts: Varies

Income: Varies

Current Stores: Varies by concept New Stores: _____

RETAIL LIVE!

Retailer

Company: LYFE Kitchen

Address: 2500 El Camino Real Suite 200 Palo Alto California 94306

Contact: Katie Hummer Title: Director of Real Estate

Phone: _____ Email: katie.hummer@lyfekitchen.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 3,500-4,000 SF T.I. Allowance: _____

Term: 10 Years Renewal Term: 2 - 5 year options

Type of Center: Street front urban, Lifestyle, neighborhood speciality grocer anchored

Demographics

Population: 1 mi: 10,000 residential, 3,000 daytime pop, likeminded lifestyle retailers Traffic Counts: A lot

Income: Above Median

Current Stores: 2 New Stores: 12+

RETAIL LIVE!

Retailer

Company: Maui Wowi

Address: _____

Contact: Mike Weinverger Title: VP of Operations

Phone: _____ Email: mweinberger@mauiwowi.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 150-1700sf T.I. Allowance: TBD

Term: 5 Years Renewal Term: 2 - 5 year options

Type of Center: _____

Demographics

Population: _____ Traffic Counts: _____

Income: _____

Current Stores: 50+ New Stores: 15+

RETAIL LIVE!

Retailer

Company: Maurices

Address: 105 West Superior Street Duluth Minnesota 55802

Contact: Chris Thompson Title: Director, Real Estate

Phone: (218)249-6645 Email: cthompson@maurices.com

Broker Info

Company: N/A

Company: _____

Contact: N/A

Contact: _____

Phone: _____

Phone: _____

Email: cthompson@maurices.com

Email: _____

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: 5,000 sq. ft. +- with a minimum of 45' of frontage T.I. Allowance: Deal specific

Term: 5 years Renewal Term: 3 - 5 year options

Type of Center: Power Centers, Malls, and Outlet Centers

Demographics

Population: 25,000 to 150,000 Traffic Counts: N/A

Income: \$50,000 to \$90,000

Current Stores: 875 New Stores: 50

RETAIL LIVE!

Retailer

Company: McDonald's

Address: 4643 South Ulster Street Suite 1300 Denver Colorado 80237

Contact: Wendy Roth Title: Area Real Estate manager

Phone: (720)443-7206 Email: wendy.roth@us.mcd.com

Broker Info

Company: Sullivan Hayes Company: Sullivan Hayes

Contact: Brian Shorter and Courtney Dahlberg Contact: _____

Phone: (303)534-0900 Phone: _____

Email: bshorter@sullivanhayes.com Email: cdahlberg@sullivanhayes.com

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: Approx. 1 acre T.I. Allowance: _____

Term: prefer to purchase ; GL 20 year term Renewal Term: eight 5 year options

Type of Center: any

Demographics

Population: TBD Traffic Counts: TBD

Income: TBD

Current Stores: TBD New Stores: 20

RETAIL LIVE!

Retailer

Company: Mrs. Field's

Address: 8001 Arista Place Suite 600 Broomfield Illinois 80021

Contact: Allison Coontz Title: Senior Real Estate Manager - Texas and Midwest

Phone: (713)397-5683 Email: acoontz@famousbrandsintl.com

Broker Info

Company: na Company: _____

Contact: na Contact: _____

Phone: (713)397-5683 Phone: _____

Email: acoontz@famousbrandsintl.com Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 1200-1500 SF T.I. Allowance: _____

Term: 5 years Renewal Term: 5 year

Type of Center: na

Demographics

Population: 60,000 + 3 mile radius Traffic Counts: negotiable

Income: \$75,000 +

Current Stores: 360 New Stores: 60 stores in 2014

RETAIL LIVE!

Retailer

Company: **Olive Garden**

Address: 1000 Darden Center Dr Orlando Florida 32837

Contact: Marc Braun Title: Director of Real Estate

Phone: Email: mbraun@darden.com

Broker Info

Company: Company:

Contact: Contact:

Phone: Phone:

Email: Email:

Company: Company:

Contact: Contact:

Phone: Phone:

Email: Email:

Site Requirements

Size: 1.5-2 acres T.I. Allowance: Varies

Term: 10 years Renewal Term: 20-30 years

Type of Center: Regional

Demographics

Population: Varies Traffic Counts: Varies

Income: Varies

Current Stores: Varies by concept New Stores:

RETAIL LIVE!

Retailer

Company: **Panda Restaurant Group**

Address: 1683 Walnut Grove Rosemead California 91770

Contact: Colin Crawford

Title: _____

Phone: _____

Email: colin.crawford@pandarg.com

Broker Info

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: FSDT 30,000 sf, End Cap 2,000 sf T.I. Allowance: _____

Term: 20 yrs GL, 10 yrs EC

Renewal Term: 4 options 5 yrs each

Type of Center: Prefer Anchored

Demographics

Population: Varies

Traffic Counts: Varies

Income: Varies

Current Stores: 1600+

New Stores: 100+

RETAIL LIVE!

Retailer

Company: **Panera Bread** _____

Address: _____

Contact: Scott Rosenthal Title: Sr. Real Estate Manager

Phone: _____ Email: scott.rosenthal@breadsoftheworld.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 2500sf T.I. Allowance: Negotiable

Term: 10 years Renewal Term: 2 - 5 year options

Type of Center: High Traffic

Demographics

Population: 30k+ Traffic Counts: Varies

Income: \$55k+

Current Stores: 60 New Stores: 5

RETAIL LIVE!

Retailer

Company: Papa Murphy's

Address: 8000 NE Parkway Dr. Suite 350 Vancouver Colorado 98662

Contact: Jesse Stiles Title: Real Estate Manager

Phone: (720)454-2268 Email: jesse.stiles@papamurphys.com

Broker Info

Company: Sullivan Hayes

Company: _____

Contact: Michael Kendall

Contact: _____

Phone: (720)530-8905

Phone: _____

Email: mkendall@sullivanhayes.com

Email: _____

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: 1100-1500

T.I. Allowance: _____

Term: 5 years

Renewal Term: 2 5 year options

Type of Center: multi tenant pad sites and inline

Demographics

Population: 15,000 in trade area

Traffic Counts: N/A

Income: varies

Current Stores: 1300

New Stores: 100

RETAIL LIVE!

Retailer

Company: Pei Wei Asian Diner

Address: 7676 East Pinnacle Peak Road Scottsdale Arizona 85255

Contact: Chris Allen Title: Director of Real Estate Development

Phone: (404)444-6401 Email: chris.allen@pfc.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 2800-3200 T.I. Allowance: _____

Term: 10 years Renewal Term: 4 x 5 years

Type of Center: Grocery anchored

Demographics

Population: 50,000+ within 3 miles Traffic Counts: 30,000+

Income: \$70,000+

Current Stores: 190 New Stores: 15 for 2014

RETAIL LIVE!

Retailer

Company: Randall's

Address: 6900 S.Yosemite Street Centennial Colorado 80112

Contact: Terry Kunz Title: Real Estate Representative

Phone: (303)843-7561 Email: Terry.Kunz@Safeway.com

Broker Info

Company: SRS Real Estate Partners Company: _____

Contact: Tony Pierangeli Contact: _____

Phone: (303)390-5257 Phone: _____

Email: Tony.Pierangeli@SRSRE.com Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 350,000/sf T.I. Allowance: _____

Term: 25 Renewal Term: 50

Type of Center: Neighborhood Market

Demographics

Population: 17,500 Traffic Counts: 50,000

Income: 75,000

Current Stores: 145 New Stores: 5

RETAIL LIVE!



Retailer

Company: Red Lobster

Address: 1000 Darden Center Dr Orlando Florida 32837

Contact: Marc Braun Title: Director of Real Estate

Phone: _____ Email: mbraun@darden.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 1.5-2 acres T.I. Allowance: Varies

Term: 10 years Renewal Term: 20-30 years

Type of Center: Regional

Demographics

Population: Varies Traffic Counts: Varies

Income: Varies

Current Stores: Varies by concept New Stores: _____



RETAIL LIVE!

Retailer

Company: Red Robin Gourmet Burgers

Address: 6312 S Fiddlers Green Circle, Suite 200 North Greenwood Village Colorado 80111

Contact: Jim McCarron Title: Vice President Real Estate

Phone: (303)809-0684 Email: jmccarron@redrobin.com

Broker Info

Company: SRS Retail Services

Company: _____

Contact: Joe Beck

Contact: _____

Phone: (303)295-4835

Phone: _____

Email: joe.beck@srsre.com

Email: _____

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: 1800sf to 5500sf T.I. Allowance: negotiable

Term: 10-15 years depending upon concept Renewal Term: negotiable

Type of Center: Power Centers, urban downtown locations, lifestyle centers, shopping malls

Demographics

Population: 75,000 in 3 mile ring Traffic Counts: determined by site

Income: 70,000 average household income

Current Stores: 335 New Stores: 22 planned in 2013, TBD in 2014

RETAIL LIVE!

Retailer

Company: **Regis Corporation**

Address: 7201 Metro Boulevard Minneapolis Minnesota 55439

Contact: Megan Voth Title: Real Estate Director

Phone: (952)918-4703 Email: megan.voth@regiscorp.com

Broker Info

Company: **Crosbie Real Estate Group**

Company: **Crosbie Real Estate Group**

Contact: Rhonda Coy

Contact: Scott Steputis

Phone: (720)287-6866

Phone: (720)287-6868

Email: rcoy@creginc.com

Email: step@creginc.com

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: 800-1400 sf T.I. Allowance: Negotiable

Term: 5 years Renewal Term: 2(5) year options

Type of Center: All

Demographics

Population: 30,000 Traffic Counts: Variable

Income: > \$50,000 (median)

Current Stores: 9,700+ New Stores: 200+

RETAIL LIVE!

Retailer

Company: Relax The Back

Address: 6 Centerpointe Drive, Suite #350 La Palma California 90623

Contact: Kurt Buehler Title: Real Estate Manager

Phone: (714)736-7941 Email: kurtb@relaxtheback.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 2,500 SF +/- T.I. Allowance: Neg.

Term: 5 years Renewal Term: 5 years

Type of Center: Lifestyle/Regional

Demographics

Population: 150K + w/in 5 miles Traffic Counts: 25K +

Income: \$75K +

Current Stores: 100 New Stores: 4

RETAIL LIVE!

Retailer

Company: Roosters Men's Grooming Center

Address: 7201 Metro Boulevard Minneapolis Minnesota 55439

Contact: Megan Voth Title: Real Estate Director

Phone: (952)918-4703 Email: megan.voth@regiscorp.com

Broker Info

Company: Crosbie Real Estate Group Company: Crosbie Real Estate Group

Contact: Rhonda Coy Contact: Scott Steputis

Phone: (720)287-6866 Phone: (720)287-6868

Email: rcoy@creginc.com Email: step@creginc.com

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 800-1400 sf T.I. Allowance: Negotiable

Term: 5 years Renewal Term: 2(5) year options

Type of Center: All

Demographics

Population: 30,000 Traffic Counts: Variable

Income: > \$50,000 (median)

Current Stores: 9,700+ New Stores: 200+

RETAIL LIVE!

Retailer

Company: Safeway

Address: 6900 S.Yosemite Street Centennial Colorado 80112

Contact: Terry Kunz Title: Real Estate Representative

Phone: (303)843-7561 Email: Terry.Kunz@Safeway.com

Broker Info

Company: SRS Real Estate Partners Company: _____

Contact: Tony Pierangeli Contact: _____

Phone: (303)390-5257 Phone: _____

Email: Tony.Pierangeli@SRSRE.com Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 350,000/sf T.I. Allowance: _____

Term: 25 Renewal Term: 50

Type of Center: Neighborhood Market

Demographics

Population: 17,500 Traffic Counts: 50,000

Income: 75,000

Current Stores: 145 New Stores: 5

RETAIL LIVE!



Retailer

Company: Subway

Address: _____

Contact: Dave Larson Title: _____

Phone: _____ Email: dave@socosubway.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 800 sf to 1400 sf T.I. Allowance: \$10 - \$20 psf

Term: 5 year initial plus three X 5 year options Renewal Term: 3% increase from previous rent

Type of Center: Class A Retail Centers, in-line or end cap

Demographics

Population: 10,000 day time employment within 1 mile Traffic Counts: 45,000 + cpd

Income: household income of over \$45,000

Current Stores: 240 in Orange County, CA New Stores: 10 more

RETAIL LIVE!

Retailer

Company: Supercuts

Address: 7201 Metro Boulevard Minneapolis Minnesota 55439

Contact: Megan Voth Title: Real Estate Director

Phone: (952)918-4703 Email: megan.voth@regiscorp.com

Broker Info

Company: Crosbie Real Estate Group Company: Crosbie Real Estate Group

Contact: Rhonda Coy Contact: Scott Steputis

Phone: (720)287-6866 Phone: (720)287-6868

Email: rcoy@creginc.com Email: step@creginc.com

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 800-1400 sf T.I. Allowance: Negotiable

Term: 5 years Renewal Term: 2(5) year options

Type of Center: All

Demographics

Population: 30,000 Traffic Counts: Variable

Income: > \$50,000 (median)

Current Stores: 9,700+ New Stores: 200+

RETAIL LIVE!



Retailer

Company: TCBY

Address: 8001 Arista Place Suite 600 Broomfield Illinois 80021

Contact: Allison Coontz Title: Senior Real Estate Manager - Texas and Midwest

Phone: (713)397-5683 Email: acoontz@famousbrandsintl.com

Broker Info

Company: na Company: _____

Contact: na Contact: _____

Phone: (713)397-5683 Phone: _____

Email: acoontz@famousbrandsintl.com Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 1200-1500 SF T.I. Allowance: _____

Term: 5 years Renewal Term: 5 year

Type of Center: na

Demographics

Population: 60,000 + 3 mile radius Traffic Counts: negotiable

Income: \$75,000 +

Current Stores: 360 New Stores: 60 stores in 2014

RETAIL LIVE!

Retailer

Company: Tervis Tumbler

Address: 201 Triple Diamond Blvd. North Venice Florida 34275

Contact: Lynn Kisser Title: _____

Phone: None Email: lkisser@tervis.com

Broker Info

Company: (941)441-3146 Company: _____

Contact: lkisser@tervis.com Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 800 to 1,250 sq. ft. T.I. Allowance: Negotiable

Term: 3 to 5 years plus 1 renewal term Renewal Term: 5 years

Type of Center: Tourist venues, entertainment, seek only tourist locations currently.

Demographics

Population: Tourist destinations Traffic Counts: Pedestrian tourist traffic important, cruise ports a plus

Income: 75,000+

Current Stores: 22 New Stores: Varies

RETAIL LIVE!

Retailer

Company: TGI Fridays

Address: 4201 Marsh Lane Carrollton Texas 75007

Contact: Matthew Scow Title: _____

Phone: _____ Email: mscow@carlson.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 8000- 9000sf T.I. Allowance: TBD

Term: 10 years Renewal Term: 6 five year options

Type of Center: upscale- high traffic evening and late night generators; theatres

Demographics

Population: 300,000+ in a 14 minute drive time Traffic Counts: 30,000ADT

Income: 75,550AHH

Current Stores: 650 New Stores: 10

RETAIL LIVE!

Retailer

Company: The UPS Store

Address: 6060 Cornerstone Court West San Diego California 92121

Contact: _____ Title: _____

Phone: _____ Email: _____

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 800-1800 T.I. Allowance: white box

Term: 5 + 5 minimum Renewal Term: 5 + 5 minimum

Type of Center: Food anchored, out parcel, stand-alone

Demographics

Population: flexible Traffic Counts: flexible

Income: unpublished

Current Stores: 4500+/- New Stores: 120/year

RETAIL LIVE!



Retailer

Company: Tide Dry Cleaners

Address: 2 P&G Plaza Cincinnati Ohio 45202

Contact: Steve Collins Title: VP & Real Estate, Construction, & Design

Phone: (773)793-3036 Email: collins.sj.1@pg.com

Broker Info

Company: SRS Real Estate Partners Company: _____

Contact: Tony Pierangeli Contact: _____

Phone: (303)390-5257 Phone: _____

Email: Tony.Pierangeli@SRSRE.com Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 3000 SF +/- T.I. Allowance: _____

Term: 10 years Renewal Term: Two 5 year options

Type of Center: Grocery Anchored

Demographics

Population: 40K people within a 6 minute drive time Traffic Counts: 25K+ VPD

Income: \$100K median household within a 6 minute drive time

Current Stores: 19 New Stores: 7

RETAIL LIVE!

Retailer

Company: T-Mobile

Address: 3407 W Dr MLK Jr Drive Tampa Florida 33607

Contact: Deborah Ferrell

Title: _____

Phone: _____

Email: deborah.ferrell2@t-mobile.com

Broker Info

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Company: _____

Company: _____

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

Site Requirements

Size: 800 - 2,000 s.f.

T.I. Allowance: _____

Term: 5 yr

Renewal Term: 2- 5yr options

Type of Center: regional/super-regional, big box anchored shopping centers/malls, or dense central business/shopping districts.

Demographics

Population: 70,000 in 3 mile radius

Traffic Counts: 25,000 ÷ 50,000

Income: \$50,000

Current Stores: n/a

New Stores: n/a

RETAIL LIVE!



Retailer

Company: Trader Joe's

Address: 12 Vail Road, Suite 600 Vail Colorado 81657

Contact: Kevin Deighan Title: Broker

Phone: (970)476-3436 Email: kevin@timberlinere.com

Broker Info

Company: Timberline Commercial Real Estate Company: _____

Contact: Kevin Deighan Contact: _____

Phone: (970)476-3436 Phone: _____

Email: kevin@timberlinere.com Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: 12,000 to 12,500 SF T.I. Allowance: Vanilla Shell

Term: 10 Years Renewal Term: 4 at 5 years Options

Type of Center: Neighborhood, Lifestyle, Strip

Demographics

Population: 100,000+ Traffic Counts: N/A

Income: Higher Income Areas

Current Stores: 400+ New Stores: Varies

RETAIL LIVE!

Retailer

Company: Wendy's

Address: 12244 S Business Park Dr Suite 100 Draper Utah 84020

Contact: Russ Smith Title: RE Director

Phone: _____ Email: russ.smith@wendys.com

Broker Info

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Company: _____ Company: _____

Contact: _____ Contact: _____

Phone: _____ Phone: _____

Email: _____ Email: _____

Site Requirements

Size: Pad 40k sf T.I. Allowance: TBD

Term: 10-15 years Renewal Term: 5 5 year options

Type of Center: Varies

Demographics

Population: Varies Traffic Counts: 35k vpd

Income: Above Average

Current Stores: 96 New Stores: 1+



Participating Retailers



Participating Retailers are subject to change.

Participating Retailers



Participating Retailers are subject to change.

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