# ICSC Southern California ideaexchange

#### **Retail Runway Fact Sheets**

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Retailer Name:	Altitude Trampoline Park
Company Website:	http://www.altitudetrampolinepark.com/
General Retail Category (per store concept):	Entertainment
Customer:	Diverse customer base with core customer being 5-15 year old.
Total Stores in Operation (per store concept):	29 stores open, with another 20 under construction.
Total Square Footage Preferred:	+/- 30,000 SF
Frontage Preferred:	Flexible
Type of Real Estate Preferred:	Neighborhood Centers and Community Centers
Co-Tenants Preferred:	Movie theatres, Fitness, and Daily Needs
Growth Markets:	Franchisee driven
Growth in 2016:	20 new locations
Anticipated Growth in 2016-2017:	30 new locations
Demographics Preferred:	>100,000 people with 10 min drive time

Name:	Joseph Williams
Title:	Senior Vice President
Company Name:	The Woodmont Company
Contact Information:	jwilliams@woodmont.com
Territory:	U.S.
Real Estate Website:	



Retailer Name:	Burger Lounge
Company Website:	www.burgerlounge.com
General Retail Category (per store concept):	Fast Casual Restaurant
Customer:	Urban professionals. Health-conscious millennials. Conscientious parents and their children. Anybody who enjoys great food.
Total Stores in Operation (per store concept):	20
Total Square Footage Preferred:	1,500-1,800
Frontage Preferred:	25+ Feet
Type of Real Estate Preferred:	Upscale urban neighborhoods and suburban centers in upscale communities with premium co-tenancy & excellent access with street visibility.
Co-Tenants Preferred:	Other premium fast casual restaurants, high end grocers like Whole Foods and Trader Joe's, fitness tenants, premium retail.
Growth Markets:	San Diego, Orange County, Los Angeles, Inland Empire, Greater Bay Area
Growth in 2016:	5 stores
Anticipated Growth in 2016-2017:	6-8 stores
Demographics Preferred:	Median income of at least \$65k per year and 40,000 residents in a 2 mile radius, plus daytime business population of at least 12,000 in a 1 mile radius.

Name:	Adam Rinella
Title:	VP of Development
Company Name:	Burger Lounge
Contact Information:	(760) 809-0485 (mobile) adam@burgerlounge.com
Territory:	All areas
Real Estate Website:	



Retailer Name:	Burlington (formerly "Burlington Coat Factory")
Company Website:	www.burlingtonstores.com
General Retail Category:	Off-Price
Customer:	Value-Conscious Families
Total Stores in Operation:	570
Total Square Footage Preferred:	45,000 square feet preferred (40,000 – 50,000 square feet)
Frontage Preferred:	200 feet preferred
Type of Real Estate Preferred:	In-line power/strip center
Co-Tenants Preferred:	Soft goods and other off-price, national retailers.
Growth Markets:	All states
Growth in 2015:	25 net new
Anticipated Growth in 2016:	25 net new
Demographics Preferred:	200,000+ population within a site's trade area

Name:	Eric Corpuz (DRE) / Chris Kiehler (DRE)
Company Name:	Burlington Stores, Inc.
Contact Information:	Eric: 858-395-4084 cell / eric.corpuz@burlingtonstores.com Chris: 714-322-2545 cell / chris.kiehler@burlingtonstores.com
Territory:	Eric: CA (Northern), OR, WA, NV, ID, UT, AZ, MT, WY, CO, NM, ND, SD, NE, KS, MN, IA, WI, AK, HI Chris: CA (Southern), MO, IL, MI, IN, OH, KY
Real Estate Website:	www.burlingtonstores.com



Retailer Name:	Crunch Fitness
Company Website:	www.crunch.com
General Retail Category (per store concept):	Health Club
Customer:	Average age: 30-40 years old Active/motivated
Total Stores in Operation (per store concept):	200 Total Franchise – 150 stores Corporate – 50 stores
Total Square Footage Preferred:	18,000 – 30,000 square feet
Frontage Preferred:	80 Feet
Type of Real Estate Preferred:	Power centers, supermarket centers, neighborhood centers, malls, freestanding
Co-Tenants Preferred:	Supermarket, soft goods
Growth Markets:	National
Growth in 2016:	Over 100 clubs
Anticipated Growth in 2016-2017:	Over 100 clubs
Demographics Preferred:	High density – average household income \$55,000

Name:	James Manarino
Title:	President
Company Name:	Manarino & Associates
Contact Information:	300 Spectrum Center Drive, Ste. 300 Irvine, CA 92618 949-290-1059
Territory:	Corporate: Southern California Franchise: National
Real Estate Website:	



Retailer Name:	Dick's Sporting Goods
Company Website:	www.DicksSportingGoods.com
General Retail Category (per store concept):	Sporting Goods
Customer:	Professionals who are Athletes & Outdoor Enthusiasts, and Families with Children striving to achieve their personal best.
Total Stores in Operation as of 12/31/16  (per store concept):	Dick's Sporting Goods: 679 Field & Stream: 27 Combos (DKS and F&S): 10 Triples (DKS, F&S, and GG): 2 Golf Galaxy: 74
Total Square Footage Preferred:	50,000 s.f. regional markets 35,000 s.f. small markets (minimum 150K pop)
Frontage Preferred:	222'
Type of Real Estate Preferred:	Regional Mall / Regional Shopping Center / Power Center. Freeway visibility. Very strong co-tenancy. Ample at-grade parking.
Co-Tenants Preferred:	Major Power Anchor Tenants such as Costco, BB&B, Nordstrom Rack, etc.
Growth Markets:	US – metro markets are priority
Anticipated Store Openings in 2017 including relos:	45-50
Demographics Preferred:	Average to above average incomes; minimum 150,000 pop in the determined trade area; limited competition

Name:	Kristen Holst
Title:	Director of Real Estate
Company Name:	Dick's Sporting Goods
Contact Information:	Kristen.Holst@dcsg.com
Territory:	WEST: CA, AZ, UT, NM, NV, and HI



Retailer Name:	Dunkin Brands
Company Website:	www.dunkindonuts.com
General Retail Category (per store concept):	QSR
Customer:	Someone on the go who appreciates quality coffee, baked goods, and breakfast sandwiches at a great value
Total Stores in Operation (per store concept):	12K plus worldwide
Total Square Footage Preferred:	1,000 – 2,500
Frontage Preferred:	30' TBD
Type of Real Estate Preferred:	Freestanding Drive Thru, end-cap drive thru, will consider end-cap non drive thru
Co-Tenants Preferred:	Dailey needs, grocery stores
Growth Markets:	California, Hawaii
Growth in 2016:	400 plus stores in US
Anticipated Growth in 2016-2017:	50 plus stores in CA and Hawaii
Demographics Preferred:	25k pop within 5 minutes of site, \$60K MHI, 25k pus traffic count, AM side of the road,

Name:	Jason Askinosie
Title:	Development Manager
Company Name:	Dunkin Brands
Contact Information:	310-968-9980 Jason.askinosie@dunkinbrands.com
Territory:	Los Angeles & Hawaii
Real Estate Website:	www.dunkindonuts.com



Retailer Name:	DXL
Company Website:	WWW.DXLG.COM
General Retail Category (per store concept):	Men's Apparel Big and Tall
Customer:	Big and Tall Men
Total Stores in Operation (per store concept):	DXL -191, DXL Outlet-12, Casual Male-100, Casual Male Outlet-36, Rochester - 5
Total Square Footage Preferred:	5,000 to 7,500 sf
Frontage Preferred:	50' minimum
Type of Real Estate Preferred:	Free standing, end caps, power strip center
Co-Tenants Preferred:	Regular price – Dick's Sporting Goods, Bed, Bath & Beyond, Ulta Cosmetics and Best Buy
Growth Markets:	All growth markets
Growth in 2016:	30
Anticipated Growth in 2016-2017:	20
Demographics Preferred:	250,000 population minimum in trade area

Name:	Michelle Austin
Title:	Retail Specialist
Company Name:	Retail West, Inc.
Contact Information:	650-393-9944
Territory:	Western US
Real Estate Website:	www.dxlg.com



Retailer Name:	Grocery Outlet
Company Website:	www.groceryoutlet.com
General Retail Category (per store concept):	Discount grocer
Customer:	Upper middle to low income
Total Stores in Operation (per store concept):	266
Total Square Footage Preferred:	15,000 – 20,000
Frontage Preferred:	120' – 130'
Type of Real Estate Preferred:	2 <sup>nd</sup> generation space, vanilla shell delivery, AS-IS delivery, space located in or in close proximity to prominent retail shopping areas, +40,000 traffic count intersections, excellent signage and parking
Co-Tenants Preferred:	drug stores; soft goods retailers – i.e. Ross, TJ Maxx; discount retailers – i.e. Dollar Tree, Family Dollar, fitness
Growth Markets:	Western U.S., Pennsylvania
Growth in 2016:	Western U.S., Pennsylvania
Anticipated Growth in 2016-2017:	Western U.S., Pennsylvania
Demographics Preferred:	Ideal minimum median household income of \$60,000 but can vary depending on location. 100,000 people within three miles in urban locations, 50,000 people within three miles in suburban locations

Name:	Schuyler Jackson
Title:	Director of Real Estate
Company Name:	Grocery Outlet Inc.
Contact Information:	(323) 213-0624; <u>sjackson@cfgo.com</u>
Territory:	Southern California – LA, Orange, Ventura, Riverside and San Bernardino Counties
Real Estate Website:	www.groceryoutlet.com/real-estate



Retailer Name:	Hibbett Sports
Company Website:	www.Hibbett.com
General Retail Category (per store concept):	Sporting Goods
Customer:	All
Total Stores in Operation (per store concept):	1,074 (as of December 2016)
Total Square Footage Preferred:	5,000sf
Frontage Preferred:	50 ft.; can go as low as 40 ft.
Type of Real Estate Preferred:	Regional mall locations as well as regional strip centers, anchored by big box discounters and/or department stores
Co-Tenants Preferred:	Soft-good apparel users
Growth Markets:	All within current Hibbett Sports footprint.
Growth in 2016:	50 new stores across Hibbett Sports footprint.
Anticipated Growth in 2016-2017:	50 new stores across Hibbett Sports footprint.
Demographics Preferred:	Population of 20,000 in a 5-mile radius  Retail sales numbers of at least \$200 million  Sites should be located within 2 1/2 hours of an existing Hibbett Store

Name:	Jake Datnoff
Title:	Real Estate Manager
Company Name:	Hibbett Sports
Contact Information:	<u>Jake.Datnoff@Hibbett.com</u> 205-912-7284
Territory:	AZ, CA, CO, ID, NM, UT, WY
Real Estate Website:	www.Hibbett.com



Retailer Name:	L A Fitness
Company Website:	www.lafitness.com
General Retail Category (per store concept):	Health Clubs/Fitness
Customer:	Entire adult population of over 200 million in the U S.
Total Stores in Operation (per store concept):	685
Total Square Footage Preferred:	34,000-37,000
Frontage Preferred:	
Type of Real Estate Preferred:	Convenient to the rooftops Club will serve
Co-Tenants Preferred:	Day to Day needs such as grocery, fast casual food
Growth Markets:	Locally- All of Southern California
Growth in 2016:	28 units
Anticipated Growth in 2016-2017:	30-35 per year
Demographics Preferred:	Pop 60,000 min in a 3 mile

Name:	Nick Roberts
Title:	Director of Real Estate
Company Name:	Fitness International
Contact Information:	(494) 255-7372 nick.roberts@itnessintl.com
Territory:	All of Southern California- supported by a master broker and local brokers having specific territories within the region.
Real Estate Website:	



Retailer Name:	Numero Uno Markets
Company Website:	http://www.numerounomarkets.com/
General Retail Category (per store concept):	Supermarkets
Customer:	Primarily Hispanics, low-to-moderate income
Total Stores in Operation (per store concept):	13
Total Square Footage Preferred:	25,000 – 30,000 square feet ideally; will consider sites small as 20,000 sq. ft. & large as 35,000 sq. ft.
Frontage Preferred:	100-150 feet
Type of Real Estate Preferred:	Standalone sites, neighborhood centers, community centers
Co-Tenants Preferred:	Pharmacy (CVS,Walgreens/Rite-Aid), Off-Price Retail(DD's, Ross)
Growth Markets:	Los Angeles County, Ventura County, Orange County
Growth in 2016:	Two stores
Anticipated Growth in 2016-2017:	2-3 stores over next 12 months
Demographics Preferred:	Low-to-moderate income areas; predominantly Hispanic and/or increasingly Hispanic

Name:	Keller Norris
Title:	CFO
Company Name:	Numero Uno Acquisitions, LLC
Contact Information:	323-846-5015 ext. 2008 knorris@numerounomarkets.com
Territory:	Los Angeles County
Real Estate Website:	http://www.numerounomarkets.com/



Retailer Name:	Phenix Salon Suites
Company Website:	www.phenixsalonsuites.com
General Retail Category (per store concept):	Salon Suites
Customer:	Salon professionals
Total Stores in Operation (per store concept):	186
Total Square Footage Preferred:	5,000-7,000 SF
Frontage Preferred:	50-75 LF
Type of Real Estate Preferred:	"Everyday" type centers. Not high end, but good ingress/egress, clean centers, ample parking.
Co-Tenants Preferred:	Prefer grocery/drug, soft goods, but this is not important, just preferred.
Growth Markets:	U.S.
Growth in 2016:	46 new salons
Anticipated Growth in 2016-2017:	50 new salons
Demographics Preferred:	Middle-income and higher. Avoid low end demographics, but do not require the higher end.

Name:	Robert Aertker
Title:	Director of Real Estate
Company Name:	Landmark Commercial Group
Contact Information:	<u>rca@landmark-cs.com</u> 719-641-4637
Territory:	U.S.
Real Estate Website:	www.phenixsalonsuites.com



# **2017 RETAILER FACT SHEET**

Retailer Name:	Planet Fitness
Company Website:	www.planetfitness.com
General Retail Category (per store concept):	Gym
Customer:	
Total Stores in Operation (per store concept):	1200+
Total Square Footage Preferred:	15,000 – 30,000 SF
Frontage Preferred:	70'
Type of Real Estate Preferred:	Vanilla Box, Build to Suit, Ground Up
Co-Tenants Preferred:	Grocery
Growth Markets:	Planet Fitness is expanding in all markets.
Growth in 2016:	120+ Locations (Q4 Results not included), and leased over 5 Million SF in 2016
Anticipated Growth in 2016-2017:	On pair with the previous two years
Demographics Preferred:	Mid-Low Income 20 Minute Drive Time Population of 25,000 or more.

Name:	Jeanie Arnold
Title:	Director of Real Estate; West Coast
Company Name:	Planet Fitness
Contact Information:	Jeanie.arnold@pfhq.com
Territory:	West Coast
Real Estate Website:	



Retailer Name:	Rite Aid
Company Website:	www.riteaid.com
General Retail Category (per store concept):	Pharmacy
Customer:	All
Total Stores in Operation (per store concept):	4,600
Total Square Footage Preferred:	10,000 - 14,000 SF
Frontage Preferred:	Prototype building is 95'x155', 86'x130', 78'x135'
Type of Real Estate Preferred:	High traffic, high profile. Convenient access, signalized intersection. 50,000 – 60,000 sq ft parcel.
Co-Tenants Preferred:	Specialty market, soft goods, daily needs
Growth Markets:	Western U.S. and Western PA
Growth in 2016:	30+
Anticipated Growth in 2016-2017:	30+
Demographics Preferred:	At least 12,000 people per pharmacy counter, within 1 mile.

Name:	Keri Hellinga	&	David Steinberg
Title:	Real Estate Director		Real Estate Director
Company Name:	Rite Aid Corporation		Rite Aid Corporation
Contact Information:	949-753-0614 ext 205 khellinga@riteaid.com		818-519-1858 dsteinberg@riteaid.com
Territory:	1	(San Fernai	C., San Diego, Los Angeles. ndo, Santa Clarita, & Antelope WV & Western PA.
Real Estate Website:	https://www.riteaid.com	n/corporate	e/real-estate



Retailer Name:	Rubio's Coastal Grill
Company Website:	https://www.rubios.com/
General Retail Category (per store concept):	Fast casual restaurant
Customer:	White collar employees; suburban families.
Total Stores in Operation (per store concept):	200
Total Square Footage Preferred:	2500 sf
Frontage Preferred:	30 ft minimum
Type of Real Estate Preferred:	High profile, highly-visible end-caps with patios in lifestyle and grocery-anchored shopping centers
Co-Tenants Preferred:	Grocery and other complementary fast casual restaurants
Growth Markets:	CA, AZ, NV, CO, UT, FL
Growth in 2016:	17
Anticipated Growth in 2016-2017:	20
Demographics Preferred:	Strong daytime and dense residential population

Name:	Steve Ishino
Title:	Director of Real Estate
Company Name:	Rubio's Restaurants Inc
Contact Information:	2200 Faraday Avenue, Suite 250 Carlsbad, CA 92008 949-636-8304
Territory:	Southern CA; Colorado, Florida
Real Estate Website:	



Retailer Name:	Smart & Final/Smart & Final Extra!
Company Website:	smartandfinal.com
General Retail Category (per store concept):	Grocery
Customer:	General population
Total Stores in Operation (per store concept):	Smart & Final – 247 Smart & Finals, of which 172 are S&F Extra!
Total Square Footage Preferred:	31,000 square feet
Frontage Preferred:	165 feet
Type of Real Estate Preferred:	Neighborhood center, community center, stand-alone
Co-Tenants Preferred:	All tenants in a typical neighborhood center
Growth Markets:	California, Nevada, Arizona
Growth in 2016:	40 stores
Anticipated Growth in 2016-2017:	60 stores
Demographics Preferred:	All demographics

Name:	Pat Barber
Title:	VP Real Estate
Company Name:	Smart & Final Stores
Contact Information:	323-869-7984 pat.barber@smartandfinal.com
Territory:	Los Angeles County, Ventura County, Central Coast, Central Valley
Real Estate Website:	smartandfinal.com/real-estate/



Retailer Name:	Sport Clips
Company Website:	www.sportclips.com
General Retail Category (per store concept):	Haircutter
Customer:	Male – higher income
Total Stores in Operation (per store concept):	1,600+
Total Square Footage Preferred:	900 – 1,200
Frontage Preferred:	15-20 feet
Type of Real Estate Preferred:	In-line with major anchors, out-parcels or strong retail strip center
Co-Tenants Preferred:	National or regional chains
Growth Markets:	California
Growth in 2016:	135
Anticipated Growth in 2016-2017:	150-180 Stores nationwide
Demographics Preferred:	Median to higher income households

Name:	Shea Laffere
Title:	Real Estate Director
Company Name:	Sport Clips, Inc.
Contact Information:	(972) 746-4819
Territory:	Western U.S.
Real Estate Website:	www.sportclips.com



Retailer Name:	Sprouts Farmers Market
Company Website:	www.sprouts.com
General Retail Category (per store concept):	Sprouts is a healthy grocery store offering fresh, natural and organic foods at great prices
Customer:	American interested in health and value, we make healthy eating affordable
Total Stores in Operation (per store concept):	250 stores
Total Square Footage Preferred:	28,000 to 30,000 square feet
Frontage Preferred:	165'
Type of Real Estate Preferred:	Varied from community centers to free standing to mixed use
Co-Tenants Preferred:	National fashion retailers, drug stores, pet stores, beauty supply
Growth Markets:	Southwest to southeast
Growth in 2016:	36 new stores, over 15%
Anticipated Growth in 2016-2017:	35 stores +/-
Demographics Preferred:	Varied

Name:	Elizabeth Hoxworth
Title:	Director of Real Estate
Company Name:	Sprouts Farmers Market
Contact Information:	elizabethhoxworth@sprouts.com
Territory:	CA, excluding The Bay area, CA, NV, UT
Real Estate Website:	Sproutsrealty.com



# TAILORED BRANDS\* ICSC 2017 RETAILER FACT SHEET

Retailer Name:	Tailored Brands d/b/a Men's Wearhouse, Jos. A. Bank, K&G Fashion Superstore, etc.
Company Website:	http://www.tailoredbrands.com/
General Retail Category (per store concept):	Apparel & Specialty
Customer:	Men. Women and Kids
Total Stores in Operation (per store concept):	Men's Wearhouse: 711 Jos. A Bank: 545 K&G Fashion Superstore: 89
Total Square Footage Preferred:	K&G Fashion Superstore: 10,000 SF – 12,000 SF
Frontage Preferred:	
Type of Real Estate Preferred:	Regional areas Free-standing or end-cap
Co-Tenants Preferred:	Nationally recognized soft goods, electronics, etc.
Growth Markets:	Los Angeles County; Riverside County; San Diego County
Growth in 2016:	-
Anticipated Growth in 2016-2017:	Where appropriate
Demographics Preferred:	Middle / Middle-Upper Income

Name:	Max Rosenberg
Title:	Director of Real Estate
Company Name:	Tailored Brands
Contact Information:	310-314-6996 Max.Rosenberg@TailoredBrands.com
Territory:	CA, HI, AK, NV, AZ, UT, NM, CO, OK, KS, AR, MO
Real Estate Website:	

Retailer Name:	TruFusion
<b>Company Website:</b>	www.trufusion.com
General Retail Category (per store concept):	Exclusively Group Fitness
Customer:	Active, educated, health - oriented and above average income levels
Total Stores in Operation (per store concept):	Three (3) Units Open in Las Vegas Market
Total Square Footage Preferred:	10,000 SF - 12,000 SF
Frontage Preferred:	Minimum 50 Feet
Type of Real Estate Preferred:	Freestanding with Parking Mixed - Use Development Shopping Center Street / Downtown
<b>Co-Tenants Preferred:</b>	
Growth Markets:	Los Angeles
Growth in 2016:	Secured Rights to Los Angeles County
Anticipated Growth in 2017 - 2018:	3-4 Units
Demographics Preferred:	250,000 people within 3 miles \$85,000 Average Household Income

Name:	Scott Lifschultz
Title:	President
<b>Company Name:</b>	SPL Realty Partners
Contact Information:	scott@splrealty.com
Territory:	Los Angeles County
Real Estate Website:	http://splrealty.com/portfolio/trufusion



Retailer Name:	UFC Gym
Company Website:	www.ufcgym.com
General Retail Category (per store concept):	Health Club
Customer:	Average age: 30-40 years old Active/motivated
Total Stores in Operation (per store concept):	Franchise – 150 stores Corporate – 20 stores
Total Square Footage Preferred:	Franchise: 10,000 – 18,000 square feet Corporate: 30,000 – 50,000 square feet
Frontage Preferred:	100 Feet
Type of Real Estate Preferred:	Power centers, supermarket centers, neighborhood centers, malls, freestanding
Co-Tenants Preferred:	Supermarket, soft goods
Growth Markets:	Global
Growth in 2016:	Corporate: 7-10 clubs Franchise: 60 clubs
Anticipated Growth in 2016-2017:	Same as above
Demographics Preferred:	High density – average household income \$70,000 Over 100,000 people within 3 miles

Name:	James Manarino
Title:	President
Company Name:	Manarino & Associates
Contact Information:	300 Spectrum Center Drive, Ste. 300 Irvine, CA 92618 949-290-1059
Territory:	Southern California
Real Estate Website:	



Retailer Name:	WaBa Grill Franchise Corp
Company Website:	www.wabagrill.com
General Retail Category (per store concept):	Quick Service/Fast Casual Restaurant
Customer:	18-35
Total Stores in Operation (per store concept):	153
Total Square Footage Preferred:	1300 to 1500 square feet
Frontage Preferred:	Yes
Type of Real Estate Preferred:	Major brand anchored centers Hispanic heavy shopping center
Co-Tenants Preferred:	Costco, Northgate, Cardenas, El Super, Target
Growth Markets:	Fresno, Lancaster
Growth in 2016:	30 stores
Anticipated Growth in 2016-2017:	25 stores
Demographics Preferred:	Hispanic 18-35

Name:	Steven Wang
Title:	Real Estate Manager
Company Name:	WaBa Grill Franchise Corp
Contact Information:	(562) 215-6106
Territory:	Worldwide
Real Estate Website:	www.wabagrill.com



Retailer Name:	Wood Ranch
Company Website:	www.WoodRanch.com
General Retail Category (per store concept):	Restaurant
Customer:	Middle to upper-middle class.
Total Stores in Operation (per store concept):	16
Total Square Footage Preferred:	4,000-6,000
Frontage Preferred:	Close to the road/freeway.
Type of Real Estate Preferred:	Free-standing building or end-cap. Freeway visible. Good daytime and take-out potential (close to homes). Obviously, dinner is also important.
Co-Tenants Preferred:	Upscale retail that drives traffic.
Growth Markets:	San Diego County. South Bay, LA County. Possibly Central Coast.
Growth in 2016:	No units opened.
Anticipated Growth in 2016-2017:	One to two units.
Demographics Preferred:	Generally higher income.

Name:	Alex Benes
Title:	Partner
Company Name:	Wood Ranch
Contact Information:	abenes@woodranch.com. 805.719.9030
Territory:	The universe.
Real Estate Website:	none