



# Southern California Idea Exchange

Embracing Change: The New Retail Experience

Anaheim Convention Center

Anaheim, CA

February 22, 2018

#ICSC

## RETAILER RUNWAY

FILING A SHOPPING CENTER: A COMPLETE MERCHANDISING PLAN



## MODERATORS



**Terry Bortnick**  
Argent Retail Advisors, Inc.  
Mission Viejo, CA



**Lee Ann Rosenblum**  
Epsteen & Associates  
Marina Del Rey, CA



# **SUPERIOR GROCERIES**



**Smart & Final.**

## Next Gen Exterior



**Burlington**

**Store Innovation**



**seeking new  
locations  
nationwide.**

- 15,000-20,000 square feet
- Heavy foot and vehicular traffic
- High visibility
- Adequate parking

Please submit locations to [sites@blinkfitness.com](mailto:sites@blinkfitness.com)



- **Basic Membership - \$9.99**

- Cardio & Strength Equipment
- Functional Training Area
- Free Weights
- Chuze Cinema
- Express Circuit



- **MORE Membership - \$39.99**

- Unlimited Guest Privileges
- Unlimited Team Training
- Heated Yoga & Barre Studio (select locations)

**CHUZE**  
FITNESS



- **Premium Membership - \$21.99**

- Group X Classes
- Indoor Cycling
- HydroMassage & Tanning
- Lap Pool & Jacuzzi
- Weekend Guest Privileges
- Infrared Saunas & Steam Room



• **25 Locations in 4 Growth Markets:**  
**Southern CA • Tulum, Mexico • AZ • Colorado • New**

• **Footprint:**  
**25,000 SF – 45,000 SF**

• **3 - 5 Year Growth Plan:**  
**6 new clubs per year infill • 5<sup>th</sup> market in**

## ♥ CVSHealth

- Operates over 9,700 Retail Pharmacies and 1,100 Minute Clinics
- Plans to open 200 locations and remodel 3,000 locations in 2018
- Continued growth is critical



Actively pursuing new locations:

- Densely populated metropolitan markets
- Freestanding, hard corner with drive-thru, End-cap, and Ground Floor Mixed-Use
- Flexible Co-Tenancy, Grocer Preferred
- 13,000 – 15,000 square feet

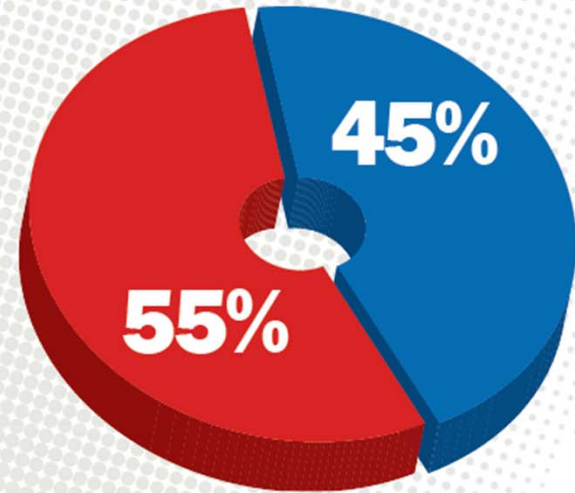
[Holly.Jensen@CVSHealth.com](mailto:Holly.Jensen@CVSHealth.com)

**RITE AID**

# LOCATED IN HIGH TRAFFIC CENTERS



Five Below visit was the first stop in the shopping center



Five Below visit came after another stop in the center

# DAISO

Sq. Ft. Range :	6,000-10,000 S.F.
Frontage Preferred:	8,000 S.F.
Type of Real Estate Preferred:	Grocery anchored neighborhood centers / Power centers
Co-Tenants Preferred:	Target, Marshalls, TJMaxx, Ross, Asian Grocery Store
Growth Markets:	Southern California Northern California Dallas Houston



# Tuesday Morning

- True Close-Out Retailer
- Sales at 55 stores relocated in last 12 months increased approx . 52% on Average for the 2<sup>nd</sup> quarter of Fiscal 2018



**ORIGINAL FORMAT**



**NEW FORMAT**



# BARNES & NOBLE

MORE THAN JUST BOOKS

"A bookstore is first and foremost a place of aspiration. People enter it to pursue their personal passions, to cultivate their minds, and to nourish their dreams."



Headquartered in  
New York, NY



15-20 New Stores in  
2018



630 Stores nationwide



High education and  
income areas preferred



14,000-15,000 SF  
preferred for new  
prototype



190 Million books sold  
annually

[Barnesandnoble.com](http://Barnesandnoble.com)



285 Locations located in 44 States  
Size ranges from 8,000 – 15,000 sq ft  
Lessons | Repairs | Rentals

As the nation's largest musical store, our stores offer an interactive, hands-on shopping experience with an emphasis on customer service

We create an entertaining and exciting atmosphere in our stores with bold and dramatic merchandise presentations allowing customers to demo our product



## MUSIC & ARTS™

157 Locations located in 26 States  
Size ranges from 2,000 – 4,000 sq ft  
Lessons | Repairs | Rentals

As the nation's largest provider of school rental instruments and lessons, we provide over 1.25M private lessons and rent more than 200,000 instruments annually

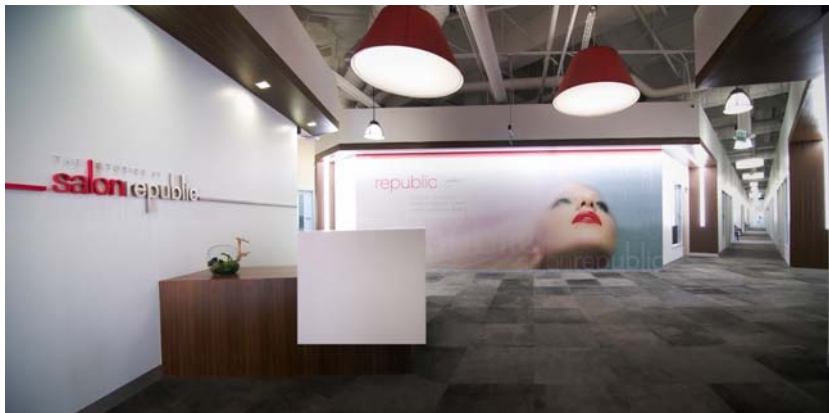
We have 17 repair shops and regional warehouses throughout the country, servicing more than 5,000 schools nationwide



For site submittals: Pedro Vazquez | Sr. Manager, Real Estate | [pedro.vazquez@guitarcenter.com](mailto:pedro.vazquez@guitarcenter.com) | (818) 735-8800 X2702

## THE STUDIOS AT salonrepublic

- 18 years in business, 14 locations, 1,000 beauty pros
- Never closed a location, never missed a rent payment
- Commercially-banked. Corporate-owned locations. No franchisees.
- E-commerce & recession resistant business model

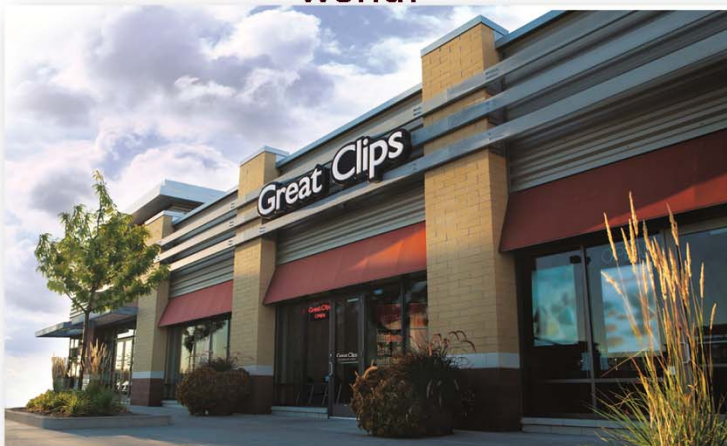


- We drive high-income traffic to the property seven days a week.
- 6 new locations in 2019, increased growth for 2020+



# Great Clips®

The **largest & fastest  
growing** salon brand in the  
world!



**For Capitol Crossing  
October 2017**

Great Clips®  
IT'S GONNA BE GREAT™

# SoHa

LIVING

## ABOUT

- Curated beach inspired home decor & gifts
- Founded in 2002 by two sisters
- Strong local and tourist following
- Unique product selection
- Locally themed items designed for each location
- 60% of store sales consisting of SoHa products
- Focused on Customer Experience

## LOCATIONS

- 8 Locations in Hawaii
- 4 Locations in California for 2018

## CATEGORIES

Home Decor, Kitchen, Stationery, Bath & Body  
Gourmet & Sweets, Books, Baby & Kids. Novelty



[Instagram.com/sohaliving](https://www.instagram.com/sohaliving)

62K Followers  
High Engagement

[sohaliving.com](https://sohaliving.com)





80  
Stores  
Nationwide

High-end,  
grocery-anchored  
centers

3,000-4,500 SF  
preferred

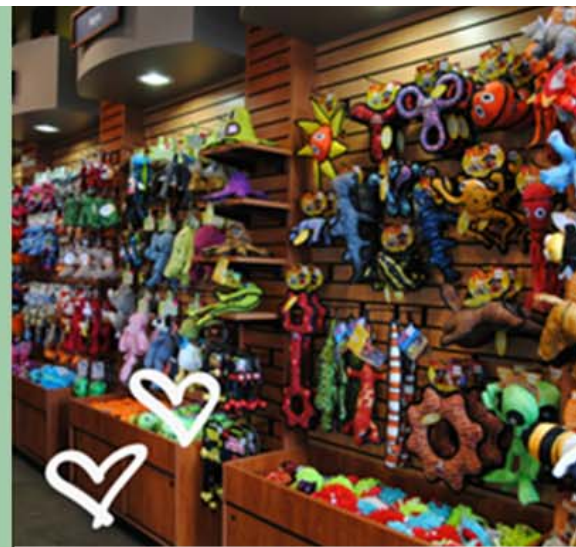


**KRISER'S**  
**NATURAL PET**

Natural-conscience  
pet owners

15 new store  
growth for 2018

[WWW.KRISERS.COM](http://WWW.KRISERS.COM)



**FAST 5 XPRESS**  
**CAR WASH**



# Site Criteria



- Purchase Preferred. Les Schwab Self Develops its locations.
- Prefer 40,000-65,000 SF of land. (LS Building SF is 9,700-12,000)
- Stand-alone parcels or pads in shopping centers with major retail anchors in the boxes.
- Primary hard corners, secondary corners, and mid-block sites are acceptable.
- Parking: minimum of 25 parking stalls
- Site plan needs to accommodate tractor trailer delivery trucks.

## Preferred Demographics:

- Population: 30,000 minimum in trade area
- Proximity to daytime population
- Prefer trade areas with incomes middle and above for the market
- Located on a major community arterial

## Who are we?

- 7,542,010 Members
- \$90 Billion in Assets
- \$67 Billion in Loans
- Military, Veterans, & Family
  - Army
  - Navy
  - Air Force
  - Marine Corps
  - Coast Guard
  - DoD

## Retail Needs:

- 3,500 – 4,500+ SF
- In-line or Freestanding
  - Drive Thru Not Mandatory
- High Visibility and Traffic
- Established Anchor Tenants
- 5.5-10 / 1,000 Parking
- No Adjacent Nail Salon or Fitness Centers







## THE MADERA GROUP

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Tosh Berman, CEO and co-founder

### TOCAYA ORGANICA

*Fresh-casual restaurant with an elevated design serving Modern Organic Mexican cuisine with a chef-driven menu committed to sustainability and using locally-sourced organic ingredients.*

- 5 Locations Open – Venice, Santa Monica, West Hollywood, Playa Vista and Century City, CA
- +11 locations by 2018
  - 16 total locations by 2018
- +16 locations by 2019
- 32 locations total by 2019

### TOCA MADERA

*Upscale restaurant that reimagines traditional Mexican cuisine by taking a modern, shared-plate approach using locally-sourced and sustainable ingredients paired with bold flavors.*

- Located at 8450 W 3rd St, Los Angeles, CA 90048
- Dubai and Scottsdale locations by 2018
- 3 locations total by 2018
- 4 locations total by 2019



*Over 100 locations open or  
under construction with  
over 100 additional  
Franchises sold*



 **BURGERIM**  
*Great Food, Just Right*



**Complete Franchisee  
support from build to  
burger.**



*No other burger concept  
offers 11 different burgers  
served in a sensible size*

# NOW, AMERICA HAS BEEN SPOTTED!



- **PASSION**  
This is how we spice up our lives.
- **COMMITMENT**  
Quality, our main ingredient.
- **CREATIVITY**  
Innovation, our favorite recipe!
- **VISION**  
Craving -and crazy- for new ideas.





# SITE CRITERIA

Seeking Sites Nationwide: 3,500 SF - 4,500SF  
with drive-thru & outdoor patio

## COMPANY OVERVIEW

NASDAQ:PNRA  
nearly 58 MKT CAP

- FOUNDED IN 1981
- OVER 2,000 LOCATIONS
- OVER \$2.5 MILLION AVG.
- UNIT SALES INDUSTRY LEADER IN FAST-CASUAL RESTAURANT SEGMENT
- 100+ OPENINGS PER YEAR IN 2015 & 2016



## PREFERRED DEMOGRAPHICS

	1-Mile	2-Mile
Population	10,000+	30,000+
Daytime Pop	6,000+	20,000+
Median Income	\$50,000+	\$50,000+
Bachelor Degree or Above	35%	35%
Traffic Count (VPD)	25,000+	

## PREFERRED CO-TENANTS

- "Big Box" Retail Anchors
- Regional Retail Anchors
- Prominent Local Shopping Center Anchors
- Major Colleges or Universities
- Hospitals & Medical Centers

## SPACE & PARAMETERS

- Drive-Thru Sites Preferred
- Freestanding or Endcap
- Prominent regional trade areas within Power Centers, Lifestyle Centers, or Strong Regional Centers
- Easy access from main arterial w/ preference to signalized ingress/ egress
- 7-day/ week locations with weeknight & weekend activity
- Strong daytime population
- Ample Parking- 70 for freestanding, 150+ shared
- Three exclusive "Pickup Only" parking stalls
- Interior seating for 95-120
- Outdoor patio seating for 35-50 w/ umbrellas & furniture
- Signage on at least 2 building sides
- & position on any freestanding signs

*Panera bread is one of the nation's leading fast-casual restaurant concepts with its identity rooted in handcrafted, fresh baked artisan bread.*

*Our menu is highlighted by antibiotic free proteins, whole grain bread, and select organic and all-natural ingredients.*

## SHELL & TENANT IMPROVEMENT (MINIMUM & NOT ALL INCLUSIVE)

- 800amp service 120/208v, 3phase, 4 wire electrical service stubbed to a main distribution panel in Premises & furnished with meter, circuit breakers & disconnect as required by code
- 4 gas rooftop HVAC units (min) supplying 1 ton/ 140 SF and 20 CFM/ person fresh air
- 2" water service (60PSI) and 2" gas service (2 PSI, 1500 MBHNG), metered, valved, & capped
- 4" sewer inside & 36" below grade; grease trap or interceptor as required by code
- 1" insulated, glazed & dual pane exterior glass & storefront
- Men's and Women's restrooms per ADA and Tenant's Plans (or \$30,000 credit)
- Tenant Improvement Allowance: \$150,000 above and beyond tenant's standard workletter
- All service tap fees, impact, meter fees & development fees to be paid by landlord
- See Real Estate Manager for complete Tenant Workletter & details

## DEAL TYPE & TERMS

- Landlord built Freestanding or co-tenant Endcaps with drive-thru and raised parapet
- Land purchases
- Space lease with tenant improvement package
- 10-year base term with 3 5-year options
- HVAC, Electric, Water, Gas, Restrooms, and storefront requirement
- Ample parking
- Outdoor patio seating
- Approval of full trade dress elements including: signage, awnings, and umbrellas
- Rent commencement 150 days after premises delivery & receipt of all permits



# FarmerBoys®

BREAKFAST, **BURGERS** & MORE



**91 OPEN + 7 signed deals** in CA, NV and AZ

PLAN: 6-8 new restaurants to open each year.

**WE NEED:**

- **Freestanding 3,200 + sq ft Building with Drive thru** (7-car stack)
- PARKING – PLENTY! Prefer 35+ parking stalls
- Signalized corner or entrance to shopping center

**TRADE AREA PREFERRED:**

- Employment- 10,000+ in 1 mi.
- Residential – 15,000+ in 1 mi.
- Medium Incomes - \$50,000 - \$80,000/yr in 1 mi.

**PREFERRED CO-TENANTS:**

- Home Goods, Soft goods retail (Target, Home Depot, Ross, PetSmart...)

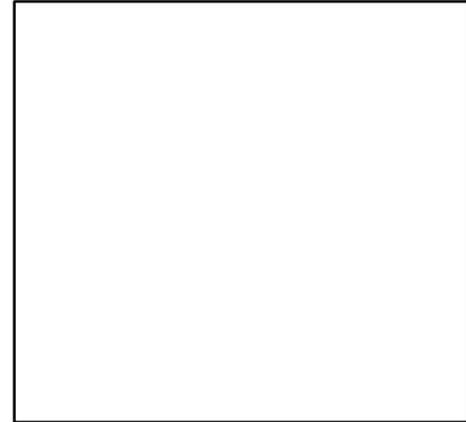
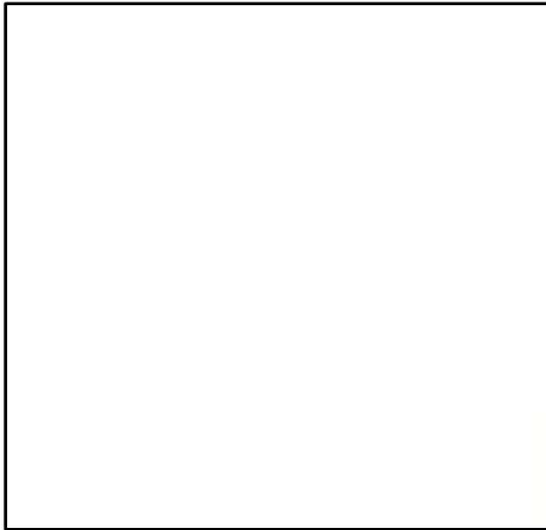
**DEAL TYPES:**

Purchase or Ground Lease

**CONTACT: Joyce Dery -**  
**[jdery@farmerboys.com](mailto:jdery@farmerboys.com)**









We make it **FRESH**  
You make it **BOLD**





2 LOCATIONS:  
INGLEWOOD & CENTURY CITY

EL SEGUNDO LOCATION  
OPENING IN THE 2<sup>ND</sup> QUARTER 2018



15-20 NEW STORES IN 3-5 YEARS



## About us

Since opening its doors in 2008, Tierra Mia Coffee has grown to 12 locations and established itself as a premier café destination. Tierra Mia Coffee has created a buzz and excitement for its coffee offering through its focus on the following:

- An Upscale, Unique Latin Café Experience
- A Superior Culinary Menu Offering

### Size Requirements

- Freestanding 1,500sf-2,100sf
- End-cap/In-line 1,200sf-1,700sf
- Storefront/Downtown 800sf-1,200sf

### Type of Real Estate

- Drive-thru preferred but not required
- Prefer restaurant ready locations in high traffic corridors
- Ample parking with convenient ingress/egress
- Located at, or near, a signalized intersection

