



ICSC 2019 RETAILER FACT SHEET

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| Retailer Name: | 7 Leaves Café |
| Company Website: | www.7leavescafe.com |
| General Retail Category (per store concept): | Beverage, Coffee & Tea |
| Customer: | Highschool, College Students, Working Professionals, Millennials |
| Total Stores in Operation (per store concept): | 17 Stores |
| Total Square Footage Preferred: | 1200-2200 sq ft |
| Frontage Preferred: | Corner, main intersections, right side of the freeway, great visibility |
| Type of Real Estate Preferred: | Drive thru, Free-standing building or end-cap. Freeway visible. Good morning, daytime, and take-out potential (close to homes). Obviously, dinner is also important. Minimum 150k density within 3 mile radius |
| Co-Tenants Preferred: | Korean BBQ, High traffic restaurants, Asian Super Markets |
| Growth Markets: | San Diego County. South Bay, LA County. Santa Clara County, SF, Alameda County, SAC County, TX, AZ, NV, GA, WA, Honolulu |
| Growth in 2019: | 3 stores |
| Anticipated Growth in 2019-2020: | 15-20 stores every year |
| Demographics Preferred: | Asian (> 12%) & Hispanic demographics preferred. |

CONTACT INFORMATION

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|-----------------------------|---|
| Name: | Sonny Nguyen |
| Title: | President |
| Company Name: | 7 Leaves Café |
| Contact Information: | 714.622.0157 sonny@7leavescafe.com |
| Territory: | Southern California, Hawaii, WA, AZ, OR, GA |
| Real Estate Website: | |



ICSC 2019 RETAILER FACT SHEET

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|---|--|
| Retailer Name: | 7- Eleven |
| Company Website: | 7-Eleven.com |
| General Retail Category (per store concept): | Convenience Store |
| Customer: | All Demographics |
| Total Stores in Operation (per store concept): | 60,000 SF worldwide, 9,000 in the US |
| Total Square Footage Preferred: | 2,500 -3,100 SF |
| Frontage Preferred: | Near Street on Signalized Corner |
| Type of Real Estate Preferred: | Freestanding Endcap Gas Stations with 20,000 SF |
| Co-Tenants Preferred: | None |
| Growth Markets: | Greater Los Angeles, Major Markets across LA |
| Growth in 2019: | 300 stores in the US |
| Anticipated Growth in 2019-2020: | 300 stores in the US |
| Demographics Preferred: | Blue collar, white collar, 7-Eleven serves all markets, but less high upscale. |

CONTACT INFORMATION

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|-----------------------------|---|
| Name: | Jeff Williams |
| Title: | Sr. Real Estate Rep |
| Company Name: | 7-Eleven, Inc. |
| Contact Information: | Jeff.Williams@7-eleven.com 424-672-5034 |
| Territory: | South LA/ West LA |
| Real Estate Website: | https://franchise.7-eleven.com/franchise/submit-a-store |



ICSC 2019 RETAILER FACT SHEET

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|---|--|
| Retailer Name: | Albertsons Companies – Albertsons, Vons, Pavilions |
| General Retail Category (per store concept): | Grocery Store |
| Customer: | Grocery customers. Daily needs, food, drug, health and beauty. |
| Total Stores in Operation (per store concept): | 350+ |
| Total Square Footage Preferred: | 55,000sf |
| Type of Real Estate Preferred: | BTS, GL, Purchase and Expansion opportunities. Mixed Use and Redevelopment. Pads for fuel centers. |
| Co-Tenants Preferred: | Drug stores, daily needs tenants |
| Growth Markets: | So Cal |
| Growth in 2019: | 2 - 4 |
| Anticipated Growth in 2019-2020: | 2- 4 |
| Demographics Preferred: | Middle income. |

CONTACT INFORMATION

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|-----------------------------|--|
| Name: | Sam Shink |
| Title: | SoCal Real Estate |
| Company Name: | Albertsons Companies |
| Contact Information: | sam.shink1@safeway.com 714-300-6727 |
| Territory: | SoCal |
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ICSC 2019 RETAILER FACT SHEET

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|---|---|
| Retailer Name: | Inspire Brands – Arby’s |
| Company Website: | www.inspirebrands.com |
| General Retail Category (per store concept): | Restaurant |
| Customer: | Those who love meat! Core: 35 – 45 yr old males, hardworking people who want a quality meat filled lunch without wait service |
| Total Stores in Operation (per store concept): | 3,400 |
| Total Square Footage Preferred: | 2,400+ |
| Frontage Preferred: | 30’ |
| Type of Real Estate Preferred: | Freestanding or endcap drive thru, high traffic, lunch centered, easy access |
| Co-Tenants Preferred: | Busy street with traffic generators and competitor bubble in proximity |
| Growth Markets: | US |
| Growth in 2019: | 82 stores |
| Anticipated Growth in 2019-2020: | 2019 – 82 2020 – 100 |
| Demographics Preferred: | Daytime including blue collar, \$45 - \$75K HH income, 15K 2 mi HHs |

CONTACT INFORMATION

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|-----------------------------|--|
| Name: | Bonnie Gatine |
| Title: | Director of Real Estate |
| Company Name: | Inspire Brands – Arby’s |
| Contact Information: | bgatine@inspirebrands.com 949-874-3696 |
| Territory: | US West Coast |
| Real Estate Website: | www.arbysfranchising.com |



ICSC 2019 RETAILER FACT SHEET

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|---|--|
| Retailer Name: | Bellacures Salon for Hands and Feet |
| Company Website: | www.bellacures.com |
| General Retail Category (per store concept): | Beauty Brand Luxury manicure/pedicure salon |
| Customer: | Women 18 – 45 |
| Total Stores in Operation (per store concept): | 8 |
| Total Square Footage Preferred: | 1,200sf |
| Frontage Preferred: | 30ft frontage |
| Type of Real Estate Preferred: | Urban High Street locations |
| Co-Tenants Preferred: | Fashion, hair salons, coffee |
| Growth Markets: | SoCal – LA County, Orange County, San Diego County |
| Growth in 2019: | 3 |
| Anticipated Growth in 2019-2020: | 5 |
| Demographics Preferred: | High income |

CONTACT INFORMATION

| | |
|-----------------------------|--|
| Name: | Garry E. Adams |
| Title: | President, CCIM, CPA |
| Company Name: | Capital Realty, Inc / Bellacures |
| Contact Information: | gadams@capitalrealty.net 818-907-7235 |
| Territory: | SoCal |
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ICSC 2019 RETAILER FACT SHEET

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|---|---|
| Retailer Name: | Bellami Beauty Bar |
| Company Website: | www.bellamihair.com |
| General Retail Category (per store concept): | Beauty Brand Beauty Bar, Accessories, Hair Extensions |
| Customer: | Women 18 – 45 |
| Total Stores in Operation (per store concept): | 6 – LA / NYC/ Vegas / Miami / Houston / Vancouver |
| Total Square Footage Preferred: | 2,500sf |
| Frontage Preferred: | All glass storefront; 30ft frontage |
| Type of Real Estate Preferred: | Premium Luxury locations High Street locations |
| Co-Tenants Preferred: | Christian Louboutin, Jimmy Choo, Gucci, Hermes, Celine, Chanel, ... |
| Growth Markets: | Orange County, CA / Chicago, Atlanta, London, Paris, Sydney |
| Growth in 2019: | 2 |
| Anticipated Growth in 2019-2020: | 4 |
| Demographics Preferred: | Premium luxury, high income \$120,000+ HH Income |

CONTACT INFORMATION

| | |
|-----------------------------|--|
| Name: | Garry E. Adams |
| Title: | President, CCIM, CPA |
| Company Name: | Capital Realty, Inc / Bellami Beauty |
| Contact Information: | gadams@capitalrealty.net 818-907-7235 |
| Territory: | National and International |
| | |



ICSC 2019 RETAILER FACT SHEET

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|---|--|
| Retailer Name: | Blink Fitness |
| Company Website: | www.blinkfitness.com |
| General Retail Category (per store concept): | Fitness / Gym |
| Customer: | \$35k-100k income across all segments |
| Total Stores in Operation (per store concept): | 80+ |
| Total Square Footage Preferred: | 12,000-20,000 |
| Frontage Preferred: | 50' |
| Type of Real Estate Preferred: | Grocery anchored, neighborhood centers |
| Co-Tenants Preferred: | Grocery, Value Fashion, Discount Stores, Pharmacy, QSR |
| Growth Markets: | Los Angeles, Chicago, New York, Miami, Houston, Dallas |
| Growth in 2019: | 20 units |
| Anticipated Growth in 2019-2020: | 20+ units per year |
| Demographics Preferred: | Varies per market |

CONTACT INFORMATION

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|-----------------------------|--|
| Name: | Lyle Trued |
| Title: | Director, Real Estate |
| Company Name: | Blink Fitness |
| Contact Information: | Lyle.trued@blinkfitness.com |
| Territory: | Los Angeles / Inland Empire / Orange County |
| Real Estate Website: | |



ICSC 2019 RETAILER FACT SHEET

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|---|--|
| Retailer Name: | Burgerim |
| Company Website: | www.burgerim.com |
| General Retail Category (per store concept): | Restaurant |
| Customer: | Middle to upper class |
| Total Stores in Operation (per store concept): | 135 Locations open |
| Total Square Footage Preferred: | 1,200-1,600 S.F. |
| Frontage Preferred: | 24 |
| Type of Real Estate Preferred: | End-Cap, In-Line & Freestanding. |
| Co-Tenants Preferred: | Universities, Supermarkets, Big Box Retailers. |
| Growth Markets: | Los Angeles County, San Diego County, New York, New Jersey, Texas, Florida, Arizona, Colorado. |
| Growth in 2019: | 70 Locations |
| Anticipated Growth in 2019-2020: | 250 Locations |
| Demographics Preferred: | \$60,000-\$90,000 Household Income 50,000 Population within 2 mile radius |

CONTACT INFORMATION

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|-----------------------------|--|
| Name: | Lizeth Gomez |
| Title: | Director of Real Estate |
| Company Name: | Burgerim Group USA |
| Contact Information: | 310.806.1322 Lizeth@iburgerim.com |
| Territory: | Nation-wide |
| Real Estate Website: | N/A |
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ICSC 2019 RETAILER FACT SHEET



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|---|---|
| Retailer Name: | Darden Core Brands – Olive Garden, LongHorn Steakhouse and Cheddar’s Scratch Kitchen Specialty Brands - Yard House, Bahama Breeze, Seasons 52, The Capital Grille and Eddie V’s |
| Company Website: | https://www.darden.com |
| General Retail Category (per store concept): | Casual Dining, Polished Casual, Fine Dining |
| Customer: | Depends on brand: Middle income, middle to upper income, upper income |
| Total Stores in Operation (per store concept): | Olive Garden (854), Long Horn Steakhouse (513), Bahama Breeze (42), Cheddars (159) Yard House (78), The Capital Grille (57), Eddie V’s (20), Seasons 52 (42) |
| Total Square Footage Preferred: | Depends on brand – see website/broker |
| Frontage Preferred: | Depends on brand – see website/broker |
| Type of Real Estate Preferred | Ground lease deals, Freestanding Pad opportunities, Highly visible/prominent end caps, Ground floor space of high rise office/residential in downtown environments |
| Co-Tenants Preferred: | Depends on brand – see website/broker |
| Growth Markets: | All states |
| Growth in 2019: | Approximately 50 new restaurant openings |
| Anticipated Growth in 2019- 2020: | Approximately 50 new restaurant openings |
| Demographics Preferred: | Depends on brand – see website/broker |

CONTACT INFORMATION

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|-----------------------------|---|
| Name: | Andrea Garcia |
| Title: | Director of Real Estate Development |
| Company Name: | Darden |
| Contact Information: | Andrea Garcia/agarcia@darden.com |
| Territory: | CA, NV, AZ, UT, NM |
| Real Estate Website: | https://www.darden.com/our-company/doing-business-with-darden/site-selection-criteria |



**ICSC 2019
RETAILER FACT SHEET**

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|---|---|
| Retailer Name: | Dunkin Brands: Dunkin' & Baskin Robbins |
| Company Website: | www.dunkindonuts.com |
| General Retail Category (per store concept): | Quick Service Restaurant: Donuts, Coffee, Breakfast Sandwiches, Ice Cream, Frozen Deserts |
| Customer: | On The Go |
| Total Stores in Operation (per store concept): | 12,000 plus |
| Total Square Footage Preferred: | 900- 1,800 +/- |
| Frontage Preferred: | 40' |
| Type of Real Estate Preferred: | Drive Thru, Endcaps, |
| Co-Tenants Preferred: | Grocery Anchored, Daily Needs |
| Growth Markets: | Arizona, California, Hawaii, Nevada, Texas |
| Growth in 2018: | 400 plus stores |
| Anticipated Growth in 2019 & 2020: | 400 plus stores |
| Demographics Preferred: | 25K Population, \$60K Median Income within 5 Minute Drive |

CONTACT INFORMATION

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|-----------------------------|--|
| Name: | Jason Askinosie, Laurie New, Ivan Abreu, Ed Williams, Chris Minerella, Samantha Jupe, |
| Title: | Development Manager |
| Company Name: | Dunkin Brands |
| Contact Information: | Jason.askinosie@dunkinbrands.com |
| Territory: | Western US |
| Real Estate Website | www.dunkinbrands.com |



ICSC 2019 RETAILER FACT SHEET

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|---|---|
| Retailer Name: | GREAT CLIPS, INC |
| Company Website: | www.greatclips.com |
| General Retail Category (per store concept): | Hair Salon Franchisee |
| Customer: | 72% of our customers are Men & Boys |
| Total Stores in Operation (per store concept): | +/-4,300 salon locations in US & Canada |
| Total Square Footage Preferred: | 900 Sq.Ft to 1,200 Sq.Ft. |
| Frontage Preferred: | 17' Minimum Frontage, High visibility out-parcel or inline from Anchor |
| Type of Real Estate Preferred: | Grocery Anchored Centers, High Visibility Intersections, National Discounter-anchored Centers |
| Co-Tenants Preferred: | Other evening and weekend retail drivers |
| Growth Markets: | Los Angeles & Orange County and San Diego County |
| Growth in 2019: | Plan to sign 200 leases nationwide / Consistently Opening +/-175 store annually |
| Anticipated Growth in 2019-2020: | |
| Demographics Preferred: | Middle to Upper Income younger families and Busy Professionals |

CONTACT INFORMATION

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|-----------------------------|---|
| Name: | TRICIA DELGALLEGO |
| Title: | REAL ESTATE MANAGER |
| Company Name: | GREAT CLIPS INC |
| Contact Information: | (619) 246-8578 / tricia.Delgallego@greatclips.com |
| Territory: | SOUTHERN CALIFORNIA, FRESNO, LAS VEGAS |
| Real Estate Website: | www.greatclips.com/about-us/real-estate |



ICSC 2019 RETAILER FACT SHEET

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|---|---|
| Retailer Name: | Handel's Homemade Ice Cream |
| Company Website: | www.handelsicecream.com |
| General Retail Category (per store concept): | Ice Cream, Frozen Dessert |
| Customer: | Families that are middle to upper-class |
| Total Stores in Operation (per store concept): | 47 (national); two in Orange County |
| Total Square Footage Preferred: | 2,000 |
| Frontage Preferred: | Close to major freeway, 30' – 40' |
| Type of Real Estate Preferred: | Shopping centers located in family communities, not malls or super centers such as the Spectrum |
| Co-Tenants Preferred: | Grocery, movies, fast food |
| Growth Markets: | South Orange County and north San Diego County |
| Growth in 2019: | Carlsbad Village opening in Spring, other stores are TBD |
| Anticipated Growth in 2019-2020: | TBD depending on locations, etc. |
| Demographics Preferred: | 25-54, families, \$75,000+ HHI |

CONTACT INFORMATION

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|-----------------------------|---|
| Name: | Keith Kesler |
| Title: | Partner |
| Company Name: | CKW Enterprises, Inc. – Handel's Homemade Ice Cream |
| Contact Information: | info.handelsoc@gmail.com (949) 683-8059 |
| Territory: | Southern California |
| Real Estate Website: | None |



ICSC 2019 RETAILER FACT SHEET

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|---|---|
| Retailer Name: | HILLTOP COFFEE + KITCHEN |
| Company Website: | WWW.FINDYOURHILLTOP.COM |
| General Retail Category (per store concept): | RESTAURANT/COFFEE SHOP |
| Customer: | Urban Professionals, Families, Remote Creatives/Entrepreneurs |
| Total Stores in Operation (per store concept): | 1 - opened August 2018 (with 2 additional locations - Inglewood Q2/3 + Eagle Rock Q2 2019) |
| Total Square Footage Preferred: | 1500-2000 |
| Frontage Preferred: | High Traffic Intersections with allotted parking |
| Type of Real Estate Preferred: | Corner Buildings, Free standing; ground floor retail of mixed use developments |
| Co-Tenants Preferred: | Complimentary, Newer Fast Casual concepts |
| Growth Markets: | South Bay, Inland Empire |
| Growth in 2019: | 4-5 LOCATIONS |
| Anticipated Growth in 2019-2020: | + 10 |
| Demographics Preferred: | |

CONTACT INFORMATION

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| Name: | THOMAS LAMBIASE |
| Title: | DIRECTORS OF OPERATIONS |
| Company Name: | GVO |



ICSC 2019 RETAILER FACT SHEET

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|---|--|
| Retailer Name: | JuneShine |
| Company Website: | www.juneshine.co |
| General Retail Category (per store concept): | Brewery Tasting Room Organic Hard Kombucha Tasting Room |
| Customer: | Age: 21-35 (70%), 35-45 (30%) Gender: 57% Female and 43% Male |
| Total Stores in Operation (per store concept): | One Store |
| Total Square Footage Preferred: | 900 - 1,300 sqft |
| Frontage Preferred: | Close to road |
| Type of Real Estate Preferred: | CUP or MCUP in place for alcohol license and sales. Smaller unit on a high foot traffic street. Trendy neighborhoods with new and notable concepts as cotenants. |
| Co-Tenants Preferred: | Other Breweries, Trendy and notable restaurant concepts, |
| Growth Markets: | San Diego, Los Angeles, San Francisco, Portland, Seattle, Hawaii |
| Growth in 2019: | Los Angeles & 2 nd San Diego Location, San Francisco, & Possibly Portland |
| Anticipated Growth in 2019-2020: | San Diego, Los Angeles, San Francisco, Portland, Seattle, Hawaii |
| Demographics Preferred: | Age: 21-35 (70%), 35-45 (30%) Gender: 57% Female and 43% Male |

CONTACT INFORMATION

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|-----------------------------|--------------------|
| Name: | Kevin Newburg |
| Title: | Co Founder |
| Company Name: | JuneShine |
| Contact Information: | kevin@juneshine.co |
| Territory: | West Coast |
| Real Estate Website: | |



ICSC 2019 RETAILER FACT SHEET

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|---|--|
| Retailer Name: | La Michoacana Premium |
| Company Website: | www.lamichoacanapremium.com |
| General Retail Category (per store concept): | Food Use- Ice Cream Shop |
| Customer: | All demographic- Low to Mid Income |
| Total Stores in Operation (per store concept): | 85 Store Nationwide |
| Total Square Footage Preferred: | Flagship Stores: 3,000 - 4,500 sq. ft. License Stores 1,400 – 1,800 sq.ft. |
| Frontage Preferred: | Urban storefront, shopping centers, mixed use Mix of dense residential and daytime population with heavy foot traffic Daytime and Evening traffic generators (theaters/restaurants/retail) Patio Seating a plus |
| Type of Real Estate Preferred: | Neighbor and Power Center |
| Co-Tenants Preferred: | Hispanic Grocery Anchored Centers preferred, Food and Retail co-tenancy |
| Growth Markets: | CA- South Bay, Northern California, San Diego County, Los Angeles County, |
| Growth in 2019: | TX, UT, AZ and NV |
| Anticipated Growth in 2019-2020: | 10-15 Licensed Stores 15-20 OPA |
| Demographics Preferred: | Latino Markets Low- High |

CONTACT INFORMATION

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|-----------------------------|--|
| Name: | Patricia Cabezas |
| Title: | Exclusive Broker |
| Company Name: | EWC Commercial Realty |
| Contact Information: | Patricia Cabezas (818) 389-0918- pjcabezas22@yahoo.com |
| Territory: | Nationwide |
| Real Estate Website: | www.lamichoacanapremium.com |



ICSC 2019 RETAILER FACT SHEET

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|---|--|
| Retailer Name: | Locali |
| Company Website: | www.localiyours.com |
| General Retail Category (per store concept): | Quick Service Restaurant |
| Customer: | Health Conscious Millennials, Middle Age and Baby Boomers |
| Total Stores in Operation (per store concept): | 4 |
| Total Square Footage Preferred: | 800 - 1000 sqft |
| Frontage Preferred: | Street facing |
| Type of Real Estate Preferred: | High density residential with parking for delivery drivers. Near college campuses or tech work communities. Mixed Use Building. End-cap preferred. Indoor and Outdoor seating. Good daytime and take-out potential at night. |
| Co-Tenants Preferred: | Fitness Concepts |
| Growth Markets: | Corporate - Highland Park/Pasadena; Calabasas; Santa Monica; Long Beach; Orange County; Ventura; Santa Barbara; San Diego; San Francisco Franchise - Miami (2019); Nationally in markets like Portland, Austin, Boulder |
| Growth in 2019: | 1 - 2 locations in Miami with Franchisee |
| Anticipated Growth in 2019-2020: | 1-2 Units |
| Demographics Preferred: | Gentrifying and/or hip areas |

CONTACT INFORMATION

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|-----------------------------|---|
| Name: | Melissa Rosen |
| Title: | Retail Associate |
| Company Name: | JLL |
| Contact Information: | Greg.Briest@am.jll.com |
| Territory: | Los Angeles |
| Real Estate Website: | https://www.us.jll.com/ |



ICSC 2019 RETAILER FACT SHEET

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|---|---|
| Retailer Name: | Movita Juice Bar |
| Company Website: | www.movitajuicebar.com |
| General Retail Category (per store concept): | Food Use- Natural Juice Bar |
| Customer: | All demographic- Mid to Higher Income |
| Total Stores in Operation (per store concept): | Store Nationwide 12 |
| Total Square Footage Preferred: | OPA Stores: 1,000 - 2,000 sq. ft. License Stores 900 – 1,200 sq. ft. |
| Frontage Preferred: | Urban storefront, shopping centers, mixed use Mix of dense residential and daytime population with heavy foot traffic Daytime and Evening traffic generators (gyms/theaters/restaurants/retail) Patio Seating a plus |
| Type of Real Estate Preferred: | Neighbor and Power Center |
| Co-Tenants Preferred: | Gyms, Fitness, Food and Retail Co-tenancy |
| Growth Markets: | CA- Gateway Area, Los Angeles County, Orange County, San Diego County |
| Growth in 2019: | Northern California and Orange County |
| Anticipated Growth in 2019-2020: | 10-15 Licensed Stores 5 OPA |
| Demographics Preferred: | All Mid- High Income Demographics |

CONTACT INFORMATION

| | |
|-----------------------------|--|
| Name: | Patricia Cabezas |
| Title: | Broker |
| Company Name: | EWC Commercial Realty |
| Contact Information: | Patricia Cabezas (818) 389-0918- pjcabezas22@yahoo.com |
| Territory: | Regional |
| Real Estate Website: | www.movitajuicebar.com |

SALON PLAZA



ICSC 2019 RETAILER FACT SHEET

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|---|--|
| Retailer Name: | My Salon Suite & Salon Plaza |
| Company Website: | www.mysalonsuite.com |
| General Retail Category (per store concept): | Beauty salons |
| Customer: | Middle & upper income |
| Total Stores in Operation (per store concept): | 113 |
| Total Square Footage Preferred: | 4,000 – 12,000 |
| Frontage Preferred: | 50 – 170 sq ft |
| Type of Real Estate Preferred: | Freestanding, in-line or endcap unit in mall, strip center, power center, etc. |
| Co-Tenants Preferred: | |
| Growth Markets: | Southern California: Los Angeles County, Ventura County, Orange County, San Diego County, San Bernadino County, and nationwide |
| Growth in 2019: | 1 unit in southern California opened in 2019 to date |
| Anticipated Growth in 2019-2020: | Over 30 nationwide; 6 in southern California |
| Demographics Preferred: | Middle & upper income |

CONTACT INFORMATION

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|-----------------------------|--|
| Name: | Riley Le Brun |
| Title: | Franchise Owner |
| Company Name: | My Salon Suite & Salon Plaza |
| Contact Information: | rlebrun@mysalonsuite.com |
| Territory: | Los Angeles County, Ventura County, Orange County |
| Real Estate Website: | n/a |



ICSC 2019 RETAILER FACT SHEET

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|---|--|
| Retailer Name: | Peet's Coffee |
| Company Website: | www.peets.com |
| General Retail Category (per store concept): | Specialty Restaurant |
| Customer: | |
| Total Stores in Operation (per store concept): | 500 |
| Total Square Footage Preferred: | 1,800-2,200 SF |
| Frontage Preferred: | Minimum 30 ft |
| Type of Real Estate Preferred: | Premium ! |
| Co-Tenants Preferred: | Elevated Fast Casual – Specialty Grocery |
| Growth Markets: | California |
| Growth in 2019: | 20 new units |
| Anticipated Growth in 2019-2020: | Confidential |
| Demographics Preferred: | Premium, educated, affluent |

CONTACT INFORMATION

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|-----------------------------|-------------------------|
| Name: | Ed Hoban |
| Title: | Sr. Real Estate Manager |
| Company Name: | Peet's Coffee |
| Contact Information: | ehoban@peets.com |
| Territory: | California |
| Real Estate Website: | N/A |



ICSC 2019 RETAILER FACT SHEET

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|---|--|
| Retailer Name: | RANDY'S DONUTS |
| Company Website: | www.randysdonuts.com |
| General Retail Category (per store concept): | Restaurant - Specialty dessert concept; and coffee service |
| Customer: | Lower to Upper Class Income |
| Total Stores in Operation (per store concept): | 4 |
| Total Square Footage Preferred: | 300-500 kiosk, or 800-1200 inline; or 1,200 to 2,500 drive thru |
| Frontage Preferred: | Close to freeway or high-traffic office centers |
| Type of Real Estate Preferred: | Drive-thru, freestanding, or in-line with mix of other food concepts |
| Co-Tenants Preferred: | Food concepts other than coffee and bakery, |
| Growth Markets: | All southern California counties |
| Growth in 2019: | 2-4 stores (2 drive-thru and 2 inline) |
| Anticipated Growth in 2019-2020: | 4-8 stores |
| Demographics Preferred: | High office, industrial, and residential areas |

CONTACT INFORMATION

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|-----------------------------|---|
| Name: | Mark Kelegian |
| Title: | President |
| Company Name: | RANDY'S DONUTS |
| Contact Information: | mark@randysdonuts.com |
| Territory: | Southern California for company stores; remainder of USA for franchise stores |
| Real Estate Website: | None |



ICSC 2019 RETAILER FACT SHEET

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|---|--|
| Retailer Name: | Red Effect |
| Company Website: | www.redeffectfitness.net/carmelvalley |
| General Retail Category (per store concept): | Fitness |
| Customer: | 25-50 year old female |
| Total Stores in Operation (per store concept): | 1 |
| Total Square Footage Preferred: | 5,000 – 6,500 |
| Frontage Preferred: | Yes |
| Type of Real Estate Preferred: | |
| Co-Tenants Preferred: | Upscale retail that drives traffic; Trader Joes, Starbucks |
| Growth Markets: | San Diego, Orange, and Los Angeles County |
| Growth in 2019: | 4 locations |
| Anticipated Growth in 2019-2020: | 7 locations |
| Demographics Preferred: | Higher income |

CONTACT INFORMATION

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|-----------------------------|---|
| Name: | Josh Epstein |
| Title: | CEO |
| Company Name: | Red Fit |
| Contact Information: | 760.815.3962 jnepstein@gmail.com |
| Territory: | San Diego County, Orange County, Los Angeles County |
| Real Estate Website: | |



SMART PARKE
LUXURY SUITES AND DAYCARE

ICSC 2019 RETAILER FACT SHEET

| | |
|---|--|
| Retailer Name: | SMART PARKE |
| General Retail Category (per store concept): | Pet Care |
| Customer: | People who care about their pets. Pets are part of the family. Ritz Carlton for pets. |
| Total Stores in Operation (per store concept): | Emerging brand. |
| Total Square Footage Preferred: | 15,000sf – 20,000sf |
| Frontage Preferred: | 100 feet of storefront |
| Type of Real Estate Preferred: | Freestanding buildings, endcap space Outdoor play area of 5,000sf |
| Co-Tenants Preferred: | Grocery, power center |
| Growth Markets: | SoCal, Las Vegas |
| Growth in 2019: | 2 - 4 |
| Anticipated Growth in 2019-2020: | 4 - 8 |
| Demographics Preferred: | Middle to upper income. |

CONTACT INFORMATION

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| Name: | Garry E. Adams |
| Title: | President |
| Company Name: | Capital Realty / Smart Parke |
| Contact Information: | gadams@capitalrealty.net 818-907-7235 |
| Territory: | US |
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ICSC 2019 RETAILER FACT SHEET

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|---|---|
| Retailer Name: | Starbucks Coffee |
| Company Website: | www.starbucks.com |
| General Retail Category (per store concept): | Coffee |
| Customer: | Everyone! |
| Total Stores in Operation (per store concept): | 29,865 total US & Canada – Company Operated: 9,768 US & Canada – Licensed stores: 7,876 |
| Total Square Footage Preferred: | 2,000 to 2,500 SF |
| Frontage Preferred: | 40' – 60' |
| Type of Real Estate Preferred: | Drive thru (0.4 acre with good access and visibility) Freeway Oriented / Morning Commuter Retail, Leisure & Business Parks High Street & Shopping Centers Train Stations & Airports Hospitals & Universities |
| Co-Tenants Preferred: | Grocery, Soft Goods |
| Growth Markets: | Southern & Central CA |
| Growth in 2019: | 400+ stores nation wide; 100+ in L.A./Central CA and SoCal regions |
| Anticipated Growth in 2019-2020: | 400+ stores nation wide; 100+ in L.A./Central CA and SoCal regions |
| Demographics Preferred: | 1 store per 10,000 people |

CONTACT INFORMATION

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|-----------------------------|---|
| Name: | Keri Hellinga |
| Title: | Store Development Manager |
| Company Name: | Starbucks Coffee |
| Contact Information: | khelling@starbucks.com 714-885-3931 |
| Territory: | South & East Los Angeles County (south bay, south-central and east L.A. county) |
| Real Estate Website: | https://www.starbucks.com/promo/store-design/contact-list |



ICSC 2019 RETAILER FACT SHEET

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|---|--|
| Retailer Name: | The Kebab Shop |
| Company Website: | www.thekebabshop.com |
| General Retail Category (per store concept): | Fast-Casual Mediterranean Restaurant |
| Customer: | Middle to Upper-Middle Class |
| Total Stores in Operation (per store concept): | 11 open (3 additional in permitting or construction) |
| Total Square Footage Preferred: | 2000-2400 |
| Frontage Preferred: | Visibility from high traffic roads |
| Type of Real Estate Preferred: | Strip shopping centers; pad, in-line, or end-cap; even mix of lunch and dinner traffic; proximity to office parks and dense residential communities (SFR and multi-family) |
| Co-Tenants Preferred: | National or regional fast-casual chains; big box retailers; natural grocery chains; cinemas |
| Growth Markets: | San Diego, Orange, Los Angeles, Santa Clara, Alameda, and Contra Costa Counties; Austin, Houston, and Dallas in Texas; possibly Phoenix and Scottsdale in Arizona |
| Growth in 2019: | 6-7 units |
| Anticipated Growth in 2019- 2020: | 6-7 additional units in 2020 |
| Demographics Preferred: | Incomes supporting \$15 average ticket price |
| CONTACT INFORMATION | |
| Name: | Arian Baryalai |
| Title: | CEO/CFO |
| Company Name: | TKS Restaurants, LLC |
| Contact Information: | 12520 Kirkham Court, Ste 2 Poway, California 92064 arian@thekebabshop.com ; (858) 748-2800 |
| Territory: | N/A |
| Real Estate Website: | N/A |



ICSC 2019 RETAILER FACT SHEET

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|---|---|
| Retailer Name: | Xponential Fitness: AKT, CycleBar, The Row House, YogaSix, Stride |
| Company Website: | Xponential.com (also check out the individual brand websites) |
| General Retail Category (per store concept): | Boutique Fitness – Health & Wellness (Dance, Pilates, Indoor Cycling, Barre, Stretching, Rowing, Yoga, Running) |
| Customer: | Fitness enthusiasts of all fitness levels, and ages |
| Total Stores in Operation (per store concept): | Over 1,100 open studios total for Xponential Fitness |
| Total Square Footage Preferred: | AKT, Cyclebar, The Row House, YogaSix , Stride: 1900-2200 sq ft |
| Frontage Preferred: | Minimum Frontage Width: 28’-30’ |
| Type of Real Estate Preferred: | Shopping centers with national covenants and daily use anchors. Urban street level retail or mixed use is suitable, depending on market type. |
| Co-Tenants Preferred: | National brands, higher-end grocers and services providers. Other fitness concepts. |
| Growth Markets: | Across the U.S. and Canada |
| Growth in 2019: | Goal: AKT: 50, Cyclebar: 70, The Row House: 110, YogaSix 100 , Stride 30 |
| Anticipated Growth in 2019-2020: | Beat 2019 |
| Demographics Preferred: | Average Member Age Range: 24-65 years with a minimum household income of \$60,000. |

CONTACT INFORMATION

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| Name: | Christina Froehling Dale |
| Title: | EVP of Real Estate |
| Company Name: | Xponential Fitness |
| Contact Information: | For Yoga Six: Morgan@yogasix.com For CycleBar and Stride: Gabby.Levine@cyclebar.com For Row House: Natalie@therowhouse.com For AKT: Wayne@theakt.com For Portfolio Reviews: Christina@xponential.com |
| Territory: | U.S. and Canada |
| Real Estate Website: | https://www.xponential.com/realestate/ |