



2019 Southeast Conference and Deal Making

Retailer Fact Sheet

Retailer Name	Beall's Outlet/Burke's Outlet
Contact Information	
Retail Category	Off-Price
Total Number of Stores Currently Operating	455
Geographical Area Preferred	FL, GA, AL, MS, LA, TX, OK, NM, AZ, NV, SC, NC, TN, KY, OH, IN, IL, NO, AR
Typical GLA and Preferred Frontage	18,000 to 22,000 with 100 to 120' Frontage
Type of Location Desired	
Preferred Co-Tenants	Grocer and soft goods retailers
Typical Lease Term	5 to 10 years with five 5-year options
Population Density Preferred	20,000 within 10-minute drive
Desired Income Range	
Number of Stores to Open in 2019 in this Region	2019 Complete
Number of Stores Projected to Open in 2020	30
New Developments/Concepts	Home Centric, Home Centric/Outlet Combination Store
Additional Comments	



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Retailer Fact Sheet

Retailer Name	Burlington Stores
Contact Information	Dante Fratarcangelo – dfratarc@burlington.com / 609-500-8373
Retail Category	Off Price Apparel / Household Goods / Baby Supplies
Total Number of Stores Currently Operating	691
Geographical Area Preferred	Coastal markets, boarder markets, sunbelt. Major metro's in between.
Typical GLA and Preferred Frontage	30,000 to 50,000 SF 200 feet frontage
Type of Location Desired	Power Center / Strong Mall / Freestanding in dominant node.
Preferred Co-Tenants	Off price soft goods such as TJX Companies, Ross.
Typical Lease Term	10 year base / 4 options at 5 years each.
Population Density Preferred	200,000 in trade area, urban 3 mile, suburban 5, rural 10.
Desired Income Range	Middle Income
Number of Stores to Open in 2019 in this Region	75
Number of Stores Projected to Open in 2020	TBD
New Developments/Concepts	None
Additional Comments	



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Retailer Name	Chipotle Mexican Grill
Contact Information	Hal Hobgood
Retail Category	Restaurant
Total Number of Stores Currently Operating	2500+
Geographical Area Preferred	Suburban, Business, Urban
Typical GLA and Preferred Frontage	2325 35' width preferred
Type of Location Desired	Free standing, end caps, food courts
Preferred Co-Tenants	Any that isn't a direct competitor as long as we can park
Typical Lease Term	10 year
Population Density Preferred	20K +
Desired Income Range	any
Number of Stores to Open in 2019 in this Region	
Number of Stores Projected to Open in 2020	
New Developments/Concepts	n/a
Additional Comments	



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Retailer Fact Sheet

Retailer Name	First Watch
Contact Information	Dan Albo, dalbo@firstwatch.com
Retail Category	Restaurant/Retail
Total Number of Stores Currently Operating	357
Geographical Area Preferred	Southeast
Typical GLA and Preferred Frontage	3,750-4,500 with 40' of frontage
Type of Location Desired	Free standing, Endcap, High Visibility
Preferred Co-Tenants	High end grocers (Whole Foods, Sprouts, Trader Joe's, etc.), Bloomin' and Darden restaurants
Typical Lease Term	10 years with 3 five year options
Population Density Preferred	Varies by market
Desired Income Range	\$70,000+ Average Household Income
Number of Stores to Open in 2019 in this Region	21 in Southeast
Number of Stores Projected to Open in 2020	70 restaurants nationwide
New Developments/Concepts	
Additional Comments	75+ parking spaces need for weekends. 500+ SF covered patios. New locations will have bars and serve alcohol



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Retailer Fact Sheet

Retailer Name	Great Clips
Contact Information	Amy Blenker amy.blenker@greatclips.com 612-310-6506 Belinda Avera Belinda.avera@greatclips.com 678-516-0231
Retail Category	Hair
Total Number of Stores Currently Operating	4500 stores
Geographical Area Preferred	Southeast and Mid-Atlantic, opening stores across the US and Canada
Typical GLA and Preferred Frontage	900-1400sf
Type of Location Desired	Grocery-anchored, high visibility-strips, outparcels, urban
Preferred Co-Tenants	Service-oriented, daily needs, and food uses
Typical Lease Term	5- or 10-year with options
Population Density Preferred	15-20K in the trade area
Desired Income Range	Slightly below average HH median income and up
Number of Stores to Open in 2019 in this Region	45 stores
Number of Stores Projected to Open in 2020	45 stores
New Developments/Concepts	Online Check-in, Clip Notes
Additional Comments	



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Retailer Fact Sheet

Retailer Name	Jason's deli
Contact Information	Kimberly Kneier - (865) 599-8106 cell kimberly.kneier@jasonsdeli.com
Retail Category	Fast Casual Restaurant
Total Number of Stores Currently Operating	285 (186 corporate & 99 franchise)
Geographical Area Preferred	TX FL - Tampa, Brandon, Orlando, Ocala, Gainesville, Jacksonville GA - Greater Atlanta SC – Mt. Pleasant, Columbia (Forest Acres) NC - Charlotte, Greater Raleigh, Burlington, Greenville, High Point VA - Williamsburg, Roanoke, Short Pump
Typical GLA and Preferred Frontage	4500 – 5000 sf (4690 sf is preferred) – 62 feet of frontage
Type of Location Desired	In-Line, End Cap, End Cap with Drive Thru, Freestanding with Drive Thru (depends upon the economics & our projected sales)
Preferred Co-Tenants	Every day shopping (grocery) with an element of nights/weekends plus lunch walk-in.
Typical Lease Term	10 year base term (maybe 15)
Population Density Preferred	>50k
Desired Income Range	>\$50k
Number of Stores to Open in 2019 in this Region	11
Number of Stores Projected to Open in 2020	12
New Developments/Concepts	12
Additional Comments	<p>Catering makes up 32% - 40% of our sales so daytime employment is important. While we do need an element of lunch walk-in, we don't have to be sitting exactly on top of the catering.</p> <p>Since catering is so important to us, it's important to know be aware of cannibalization. This means a 15 minute drive time could cannibalize an existing deli.</p>



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Retailer Fact Sheet

Retailer Name	PACIFIC DENTAL SERVICES
Contact Information	JASON MALLETTE
Retail Category	MEDICAL/RETAIL
Total Number of Stores Currently Operating	800
Geographical Area Preferred	METRO MARKETS IN SOUTHEAST(NC, SC, GA, TN, & FL)
Typical GLA and Preferred Frontage	3,000-3,200 SF
Type of Location Desired	GROCERY ANCHORED SC W/ PAD ENDCAPS
Preferred Co-Tenants	TOP TIER DAILY NEEDS GROCERY, CHICK FILA, PANERA, FIRST WATCH, STARBUCKS
Typical Lease Term	10 YR W/ THREE (3) FIVE (5) YR OPTIONS
Population Density Preferred	45K WITHIN 3 MILES
Desired Income Range	\$80K-\$100K
Number of Stores to Open in 2019 in this Region	30-35 OFFICES
Number of Stores Projected to Open in 2020	35-40 OFFICES
New Developments/Concepts	ALSO PEDIATRIC DENTIST CONCEPT CALLED "MY KIDS DENTIST"
Additional Comments	



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Retailer Fact Sheet

Retailer Name	Panera Bread
Contact Information	Paige Mamula, Director of Real Estate – East U.S. paige.mamula@panerabread.com
Retail Category	Fast Casual
Total Number of Stores Currently Operating	2,166
Geographical Area Preferred	Across the U.S.; located in 47 states
Typical GLA and Preferred Frontage	3,200-4,500 square feet; minimum frontage of 60 feet
Type of Location Desired	Free Standing Drive-Thru or highly visible End Cap with Drive-Thru
Preferred Co-Tenants	National big box and mid box retailers
Typical Lease Term	10 years
Population Density Preferred	30,000 + in 2 miles
Desired Income Range	Median Income \$50,000 + and 35% with a Bachelor degree and above
Number of Stores to Open in 2019 in this Region	100+
Number of Stores Projected to Open in 2020	100+
New Developments/Concepts	Refining our smaller prototype building (3,200 – 3,500 s.f.); aggressively growing our Delivery, Catering and Rapid Pick Up channels
Additional Comments	Deal structured preferred includes Purchases, Landlord Build to Suit and Tenant Improvement Allowance package



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Retailer Fact Sheet

Retailer Name	Petsense
Contact Information	Al Compton- acompton@tractorsupply.com 615-440-4675
Retail Category	Pet Supplies/ Grooming
Total Number of Stores Currently Operating	180
Geographical Area Preferred	Southeast
Typical GLA and Preferred Frontage	50 ft
Type of Location Desired	Grocery anchored center
Preferred Co-Tenants	Grocery store/ Walmart
Typical Lease Term	10 years
Population Density Preferred	50k
Desired Income Range	Median 50k
Number of Stores to Open in 2019 in this Region	10
Number of Stores Projected to Open in 2020	25
New Developments/Concepts	
Additional Comments	



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Retailer Fact Sheet

Retailer Name	Publix Super Markets, Inc.
Contact Information	Brad Crenshaw
Retail Category	Grocery
Total Number of Stores Currently Operating	1,233
Geographical Area Preferred	Florida, Georgia, Alabama, South Carolina, North Carolina, Tennessee, Virginia
Typical GLA and Preferred Frontage	20,000 – 56,000 SF
Type of Location Desired	Neighborhood Shopping Centers
Preferred Co-Tenants	First Class Tenants
Typical Lease Term	20 Years with options
Population Density Preferred	Varies by Market
Desired Income Range	Varies by Market
Number of Stores to Open in 2019 in this Region	
Number of Stores Projected to Open in 2020	
New Developments/Concepts	GreenWise Market
Additional Comments	



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Retailer Name	Racetrac Petroleum, Inc.
Contact Information	Lesleigh Batchelor: 770-431-7600 x1105
Retail Category	Gas/Convenience
Total Number of Stores Currently Operating	780
Geographical Area Preferred	Georgia, Alabama, Tennessee, Florida, Louisiana, Texas
Typical GLA and Preferred Frontage	2 ac +/- for a traditional store; Up to 8 acres for a travel center
Type of Location Desired	Generally near an interstate
Preferred Co-Tenants	N/A
Typical Lease Term	N/A
Population Density Preferred	N/A
Desired Income Range	N/A
Number of Stores to Open in 2019 in this Region	16 Region; 44 Company-wide
Number of Stores Projected to Open in 2020	20 Region; 45 Company-wide
New Developments/Concepts	Truck diesel offers
Additional Comments	



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Retailer Name	Sport Clips Haircuts
Contact Information	Shea Laffere Shea.Laffere@SportClips.com (469) 236-0918
Retail Category	Haircutter
Total Number of Stores Currently Operating	1,850
Geographical Area Preferred	Southeast
Typical GLA and Preferred Frontage	1,000 – 1,400 SF 15 feet minimum frontage
Type of Location Desired	Power
Preferred Co-Tenants	Power or Grocery Anchored Centers, retail strip centers with national co-tenants
Typical Lease Term	5-10 Years
Population Density Preferred	30,000+ within 5 Miles
Desired Income Range	\$50,000+ Median HH Income
Number of Stores to Open in 2019 in this Region	100+
Number of Stores Projected to Open in 2020	100
New Developments/Concepts	
Additional Comments	



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Retailer Fact Sheet

Retailer Name	Sprouts Farmers Market
Contact Information	Rae Speciale – 602-682-3213 office – raespeciale@sprouts.com
Retail Category	Grocer
Total Number of Stores Currently Operating	340 stores in 22 states
Geographical Area Preferred	CA, AZ, TX, GA, FL and Mid-Atlantic
Typical GLA and Preferred Frontage	20,000 to 22,000 sf 125-135 feet of frontage
Type of Location Desired	Neighborhood center, Power center or Freestanding
Preferred Co-Tenants	Big Box/Soft Good retailers (Marshall's/TJ Maxx, PetsMart, DSW), smaller format gyms
Typical Lease Term	10 years with 4 – 5 year options
Population Density Preferred	75,000-100,000 pop. trade areas
Desired Income Range	+\$50,000 HH Income - +\$30,000 Per Capita income
Number of Stores to Open in 2019 in this Region	28 new stores in 2019
Number of Stores Projected to Open in 2020	22 new stores in 2020
New Developments/Concepts	
Additional Comments	



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Retailer Name	Starbucks Coffee Company
Contact Information	Name: Brittany Mixon Phone: 404-320-8941 Email: bmixon@starbucks.com
Retail Category	Coffee
Total Number of Stores Currently Operating	28,218 (2018)
Geographical Area Preferred	GA-AL-FL
Typical GLA and Preferred Frontage	2,500 sf; 7/10 Acre Min; Frontage - 165'-170'
Type of Location Desired	A+ Sites, Drive-thru capability, AM traffic, excellent visibility, lighted intersection
Preferred Co-Tenants	
Typical Lease Term	Negotiable
Population Density Preferred	More than 20,000; More than 15,000 daytime; 20,000 cars daily
Desired Income Range	\$55,000 - \$135,000
Number of Stores to Open in 2019 in this Region	
Number of Stores Projected to Open in 2020	
New Developments/Concepts	
Additional Comments	We are currently in an aggressive development phase – brings us what you have!



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Retailer Name	Tommy's Express Car Wash
Contact Information	Robin J. Muir, CCIM; 806-570-2874; robinm@tommys-express.com
Retail Category	Car Wash
Total Number of Stores Currently Operating	20
Geographical Area Preferred	USA
Typical GLA and Preferred Frontage	1 acre of usable land with one dimension of 160 feet.
Type of Location Desired	In a Retail submarket, grocery, junior box, c-store w/gas, fast food
Preferred Co-Tenants	Automotive service
Typical Lease Term	Purchase
Population Density Preferred	30,000 in 3 miles
Desired Income Range	
Number of Stores to Open in 2019 in this Region	???
Number of Stores Projected to Open in 2020	75
New Developments/Concepts	
Additional Comments	On a road with 20-25K cars per day with a speed limit of 45 MPH or less



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Retailer Name	Tropical Smoothie Cafe
Contact Information	Chris Leavitt 678-221-1893
Retail Category	Fast Casual Restaurant
Total Number of Stores Currently Operating	815+
Geographical Area Preferred	Nationwide with a focus in Atlanta, Chicago, Cleveland, Denver, Colorado Springs, Dallas-Ft. Worth, Houston, Tampa, Orlando, Southeast Florida and N. Virginia / DC
Typical GLA and Preferred Frontage	1,200 – 1,800 SF with 20 ft of frontage
Type of Location Desired	End Cap drive-thru; End Cap no drive-thru, outparcel
Preferred Co-Tenants	Retail developments and fitness users with strong daytime traffic, fast casual/lunch time feeders in the immediate area
Typical Lease Term	10 years + 2 x 5 year options
Population Density Preferred	Minimum of 30k in 3 miles
Desired Income Range	N/A
Number of Stores to Open in 2019 in this Region	130 nationwide
Number of Stores Projected to Open in 2020	130 - 140 nationwide
New Developments/Concepts	N/A
Additional Comments	



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Retailer Fact Sheet

Retailer Name	Walgreen Co.
Contact Information	Vicki Hodge (REPM) – vicki.hodge@walgreens.com
Retail Category	Drugstore
Total Number of Stores Currently Operating	9,000+
Geographical Area Preferred	Nationwide
Typical GLA and Preferred Frontage	
Type of Location Desired	Freestanding or endcap with drive thru
Preferred Co-Tenants	
Typical Lease Term	5 years firm
Population Density Preferred	
Desired Income Range	
Number of Stores to Open in 2019 in this Region	
Number of Stores Projected to Open in 2020	
New Developments/Concepts	
Additional Comments	