

# 7-ELEVEN, INC.

The company operates, franchises and licenses close to 8,700 convenience stores in the U.S. and Canada. Of the more than 7,800 stores the company operates and franchises in the United States, more than 6,200 are franchised.

Outside of the U.S. and Canada there are more than 44,800 7-Eleven and other convenience stores in Japan, Taiwan, Thailand, South Korea, China,

Malaysia, Mexico, Singapore, Australia, Philippines, Indonesia, Norway, Sweden, and Denmark.

7-Eleven is the world's largest convenience store chain with more than 53,500 stores in 16 countries, of which close to 10,400 are in North America.

#### **Headquarters:**

Dallas, Tx

# **Retail Brand / Concepts:**

Convenience Store, Gas

# **Anticipated New Brands / Concepts:**

NA

#### **Key Customer Profile:**

- Middle income
- Strong percentage of population in the 18 to 34 year old range

#### **Site Selection:**

- Chicago Loop Only Corner location preferred, but will consider off corner
- > 1900 3000 SF
- Prefer minimum of 30-foot store frontage
- > Prefer majority (80%+) glass coverage to storefront or ability to modify
- Strong pedestrian traffic
- Ability to operate 24-hours
- Ability to sell beer & wine

#### **Site Selection / Analysis Software:**

N/A

# **Lease Administration / Asset Management:**

N/A

# Contact(s):

Angela Clark, Senior Real Estate Representative 312-613-8497



<b>Headquarters:</b> Dallas, TX
Retail Brand / Concepts: AT&T
Anticipated New Brands / Concepts: None
<b>Key Customer Profile:</b> N/A
Site Selection:
Actively Expanding
Prefer Endcap or Free-standing locations
Company Owned stores are 3,500-5,000sf
Authorized Retailer stores are 1,500 - 2,500sf
Site Selection / Analysis Software: N/A
<b>Lease Administration / Asset Management:</b> N/A
Contact(s):
Jeff Middlebrook
Sr. Transaction Manager
200 W. AT&T Center Drive
Hoffman Estates, IL 60192
off 847-248-4434

mob. 630-659-8286



# **BAR LOUIE**

Bar Louie with 100 unique locations across the country is a bar & eatery with stunning handcrafted drinks, a dynamic beer selection and food that stands out in a unique, comfortable, urban atmosphere; where above all people have a great time with old friends while making new ones. Bar Louie is the bridge between independents and upscale "more pretentious" bars. At

number 6 in the Top 200 Bar Louie lead the segment in this "sister report" to the Top 100. Having the same metrics as Top 100, this smaller, more growth-oriented universe is known as the "watch-list" of emerging and growth brands. With it's evolving menu, strong ownership, good market position and understanding of its customer, Bar Louie is poised for dramatic growth for the next 5 years. 2014 will finish with 13 new corporate locations and we are actively seeking both franchise and corporate locations across the country. With our unique and flexible footprint size can range from 5,000 - 8,000 square feet with 150 accessible parking spaces. Patios and sometimes mezzanines are an integral part of our design along with signage. We cater to a 21-54 demographic with \$75K household income. 100,000 people within a 10 minute drive time along with sporting venues and movie theaters. Adequate businesses around the location also are necessary for profitable operations. Our Guests are: -51% Female -68% 25-54 yrs old • Frequency -73% visit 1x month or more -21% visit 1x week or more -Spend an average 2:15 hours per visit • 23% of our sales come after 10pm -Drinks, Food, Atmosphere, Value

### **Headquarters:**

4550 Beltway Drive, Addison, TX 75001

# **Retail Brand / Concepts:**

Bar Louie

#### **Anticipated New Brands / Concepts:**

none

#### **Key Customer Profile:**

Our Guests are: -51% Female -68% 25-54 yrs old • Frequency -73% visit 1x month or more -21% visit 1x week or more -Spend an average 2:15 hours per visit • 23% of our sales come after 10pm -Drinks, Food, Atmosphere, Value

# Site Selection:

-100K people in a 10 minute Drive Time -5,000 - 8,000 square feet -patios and sometimes mezzanines -150 accessible parking spots -strong brand awareness with signage -presence of sporting venues and movie theaters -strong business segment in the immediate trade area -ability to convert many existing restaurant spaces

#### Site Selection / Analysis Software:

**Buxton** 

#### **Lease Administration / Asset Management:**

Finance

#### Contact(s):

Chris Devlin, SVP, New Business Development cdevlin@blro.net 972-342-7103 Kevin Fitzgerald, Director of Real Estate - East kfitzgerald@blro.net 623-451-0340 Jill Szymanski, Director of Franchise and Real Estate - Middle jszymanski@blro.net 214-218-2730 Robert Levyssohn, Director of Real Estate - West



# **BUFFALO WINGS & RINGS**

We are a Franchise that takes game-time to the next level. We are a club-level sports restaurant experience with bright inviting dining rooms, 50+ TVs and a chef-inspired menu that makes every guest feel like a VIP. The proof is in our numbers with 17+ consecutive quarters of positive growth and 13% annual unit volume growth for 8 years in a row.

60 Locations Worldwide

45 Locations in the United States (18 states)

Investment:

Franchisee Fee= \$35,000 Minimum Liquid Capital Requirements= \$250,000

Royalty= 5% Minimum Investment=\$970,000-\$1,500,000

Agreed Terms= 10/10 Minimum Net Worth Requirements= \$500,000

#### **Headquarters:**

564 Old State Route 74, Cincinnati, OH 45244

#### **Retail Brand / Concepts:**

**Buffalo Wings & Rings** 

# **Anticipated New Brands / Concepts:**

None

#### **Key Customer Profile:**

# **Trade Area Demographics**

- Minimum Population= 40,000
- Minimum 12,000 Targeted Customers= 25-55
- Minimum Households with Children= 5,000
- Minimum # of Full Time Employees= 15,000
- Targeted Median Household Income \$50,000

#### Site Selection:

# Site Criteria

- Freestanding, Retail or Restaurant conversions & End-caps, also build to suit conversions
- Ability to Incorporate select branding elements
- > Size: 5,000- 6,000sf
- > Access to ample parking spaces, 1 parking spot for every 2 seats
- Both road side and building signage at least 8ft in diameter with prototypical logo signage over front entrance
- Excellent visibility/ access/ ingress/ egress
- > Evening (going home) side of the street
- Open ceiling with a minimum of 13'6" to any ductwork, beams, or joist
- > Storefront minimum of approximately 80 feet wide
- Availability for full liquor license and seven-day-per-week liquor sales
- At least 29,000 Vehicles per Day
- Strong Co-tenancy and/ or Strong traffic generators, ie: National Retailers, movie theaters, malls, etc.)

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# **Site Selection / Analysis Software:**

In house program and Fishbowl

# **Lease Administration / Asset Management:**

Lease Administration- Real Estate Manager

Asset Management- Controller

# Contact(s):

Real Estate Manager- Carey Floyd (513)831-9464 (937)441-7577

VP of Development- Philip Schram (513)831-9464 (513) 919-3396



# BURGER KING/TRI CITY FOODS, INC. (FRANCHISEE)

Tri City Foods, Inc. operates more-than 170 franchised Burger King restaurants in the Chicagoland area and over 270 overall across the Midwest. Joined with its sister entities, the combined organization is the second-largest franchisee and operator of Burger King restaurants, having more than 470 locations across the following DMAs:

Tri City Foods, Inc.: Chicago; Minneapolis-St. Paul; Rochester; Omaha

Houston Foods, Inc.: Houston; BeaumontNortheast Foods, LLC: Boston; Hartford

The organization has numerous other real estate and retail interests throughout these and other markets nationally.

#### **Headquarters:**

Downers Grove, IL

# **Retail Brand / Concepts:**

Burger King

# **Anticipated New Brands / Concepts:**

Burger King

#### **Key Customer Profile:**

Blue collar and middle-class markets, 20,000+ population within 5-minute drive-time. Multiple day-parts desired (lunch & dinner traffic). New locations should be > 2-miles from nearest Burger King, but company does consider closer proximity in dense, urban and specialty markets.

# **Site Selection:**

Sites: High visibility with convenient access on primary and strong-secondary arterials.

Signalized intersections in corner positions is preferred, 20,000-45,000 SF suitable for development of free-standing Burger King restaurants with drive-through lane and 20+ parking stalls. Roadside signage is required.

# Site Selection / Analysis Software:

n/a

#### **Lease Administration / Asset Management:**

n/a

#### Contact(s):

Adam Cole

Director of Development

Tri City Foods, Inc.

1400 Opus PI, Ste. 900

Downers Grove, IL 60515-5762

email: acole@3cityfoods.com

(312) 310-0880 - Cell

(630) 598-3332 - Office

(630) 598-2322 - Fax

# **BURLINGTON STORES**

Seeking new store locations in regional retail locations with other off-price retailers.

Headquarters	
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Burlington, NJ

# **Retail Brand / Concepts:**

**Burlington Stores** 

# **Anticipated New Brands / Concepts:**

**Burlington Stores** 

# **Key Customer Profile:**

Middle America demographics.

# **Site Selection:**

45,000 SF - 60,000 SF

# **Site Selection / Analysis Software:**

A+

# **Lease Administration / Asset Management:**

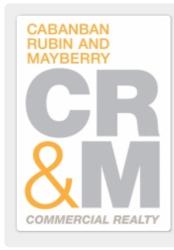
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# Contact(s):

Chris Kiehler

Director, Real Estate

(714) 322-2545



# CABANBAN RUBIN & MAYBERRY COMMERCIAL REALTY

cabanban rubin & mayberry commercial realty

<b>Headquarters</b>
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Chicago

# **Retail Brand / Concepts:**

retail tenants

# **Anticipated New Brands / Concepts:**

retail tenants

# **Key Customer Profile:**

Chicago

# **Site Selection:**

Chicago

# **Site Selection / Analysis Software:**

N/a

# **Lease Administration / Asset Management:**

N/a

# Contact(s):

vy dang 312.477.0345

# **CATO FASHIONS**

Cato Corporation operates over 1,300 stores under the trade names of Cato Fashions, Versona and ITS Fashion.

### **Headquarters:**

Charlotte, NC

# **Retail Brand / Concepts:**

Women's Fashions and Accessories

# **Anticipated New Brands / Concepts:**

Versona is the newest concept with a footprint of 5,000 - 7,000 SF with a minimum of 50' of frontage.

# **Key Customer Profile:**

Female Shopper

#### **Site Selection:**

Site: 4,000 - 4,500 SF Frontage: Minimum 40' Types of Locations: Power Centers and Regional and Community Centers Preferred Co-Tenancy: Walmart, Target and Kohl's along with other National Soft Goods Retailers Demographics: ALL

# **Site Selection / Analysis Software:**

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# **Lease Administration / Asset Management:**

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# Contact(s):

Dan McCall Markets: OH, IN, KY, MI, PA, NY, VA, WV Ph:704-551-7508 dhmcc@catocorp.com Gary Smith Markets: IL, WI, SD, NE, IA, MO, AR, LA Ph: 972-578-5149



# CHILDREN'S LEARNING ADVENTURE

Children's Learning Adventure (CLA) provides comprehensive preschool, before-and-after school care and summer camp programs that

are state of the art in today's industry. CLA's proprietary curriculum and unique approach to these services truly sets us apart from traditional daycare providers.

Our customers are affluent, educated and fit the target demographic of most retailers.

Further, our centers are of the highest-quality design, construction and finishes; rivaling many high-end retailers.

# **Headquarters:**

Phoenix Arizona

# **Retail Brand / Concepts:**

Childrens' Learning Adventure

# **Anticipated New Brands / Concepts:**

The Studio

#### **Key Customer Profile:**

The typical CLA customer is a family-oriented female, college educated, has a median household income of \$100,000 (can vary slightly by metro area) and is the primary consumer in her respective household. Our customers are coveted by respected retailers such as Target, Whole Foods, Lifetime Fitness, and many others.

Our customers generate 10 visits/week to our locations. That translates into 4,000-5,000 visits/week from the affluent customers most coveted by retailers. Further, our parking requirements are much lower than expected because average pick-up/drop-off times are under 10 minutes. On average, CLA only requires 75 parking spaces.

#### Site Selection:

Unlike traditional franchise-operated daycares, CLA's real estate criteria requires first-rate, high traffic locations in affluent markets. Typically we need 3.5 to 4 acres. Visibility, access and high traffic counts are of paramount importance. Trade areas require high levels of population, median income and levels of children 0-9 years of age.

#### **Site Selection / Analysis Software:**

N/A

#### **Lease Administration / Asset Management:**

N/A

# Contact(s):

Mike Clements

MClements@ChildrensLearningAdventure .com

602-524-4995

# **CITY OF ST. CHARLES**

N/A

N/A

Headquarters: 2 E. Main Street St. Charles IL 60174
Retail Brand / Concepts: City
<b>Anticipated New Brands / Concepts:</b> N/A
Key Customer Profile: N/A
Site Selection: N/A
Site Selection / Analysis Software: N/A
<b>Lease Administration / Asset Management</b> N/A
Contact(s):

# **CVS HEALTH**

What year and where was CVS Health incorporated?

CVS Corporation was incorporated in Delaware on August 23, 1996. It became a public company following a merger with Melville Corporation on November 20, 1996. On March 22, 2007, following its merger of equals with Caremark Rx, Inc., the Company's name was changed to CVS Caremark Corporation. On September 3, 2014, the Company changed its name to CVS Health Corporation to better reflect its broader health care commitment as well as its understanding of the challenges faced by patients, payors, and providers.

How many people does CVS Health employ?

The various subsidiaries of CVS Health employ approximately 200,000 people.

How can I obtain a copy of your Annual Report?

If you would like a hard copy of the Annual Report, please contact CVS Health's Investor Relations department.

How can I obtain SEC reports such as a 10-K or a 10-Q?

If you would like a hard copy of our reports on Form 10-K or 10-Q, please contact CVS Health's Investor Relations department.

How can I contact the non-management Directors of CVS Health Corporation?

Stockholders and other parties interested in communicating directly with the non-management directors as a group may do so by writing to: Non-Management Directors, CVS Health Corporation, One CVS Drive, Woonsocket, RI 02895. The Nominating and Corporate Governance Committee has approved a process for handling letters received by the Company and addressed to non-management members of the Board. Under that process, the Corporate Secretary of the Company reviews all such correspondence and regularly forwards to the Board a summary of all such correspondence and copies of all correspondence that, in the opinion of the Corporate Secretary, deals with the functions of the Board or committees thereof or that he otherwise determines requires their attention. Directors shall from time to time review a log of all correspondence received by the Company that is addressed to members of the Board and may request copies of any such correspondence. Concerns relating to accounting, internal controls or auditing matters will be promptly brought to the attention of the Company's internal audit department and handled in accordance with procedures established by the Audit Committee with respect to such matters.

When was the last Annual Meeting of Stockholders?

CVS Health's last Annual Meeting was on May 7, 2015.

What is CVS Health's credit rating?

As of December 31, 2014, our long-term debt was rated "Baa1" by Moody's and "BBB+" by Standard & Poor's. Our commercial paper program was rated "P-2" by Moody's and "A-2" by Standard & Poor's. The outlook for our short-term and long-term debt is currently "Stable" by Moody's and "Stable" by Standard & Poor's.

#### **Headquarters:**

Woonsocket, RI

#### **Retail Brand / Concepts:**

Retail Pharmacy

# **Anticipated New Brands / Concepts:**

# **Key Customer Profile:**

Sufficient population in the trade area.

# **Site Selection:**

Highly visible with pylon sign identity

Easy access with electronic traffic control

High traffic intersections

Freestanding sites with drive-thru pharmacy capability (1.5-2 acres preferred)

Parking for 70-85 cars

Sufficient population in the trade area

# **Site Selection / Analysis Software:**

NA

# **Lease Administration / Asset Management:**

Suzanne Lanois Director of Lease Administration 401-770-4097

# Contact(s):

Larry Webb 317-460-0841



# **DAIRY QUEEN**

Our Story of Sweet Success....

At *DQ®*, we have created an award-winning American tradition for 75 years. Over the years, the *DQ* system recipe for success has been simple. It's been a combination of hardworking people who own and operate

restaurants, great tasting food and tempting treats. With over 6,000 restaurant world-wide, our DQ *Grill & Chill®* restaurants offer something unique; a warm, inviting atmosphere, a variety of menu items and our world famous DQ® soft serve treats. With industry-leading franchise support and great markets available for development across the US, discover for yourself what DQ® has to offer. It's never been a better time to franchise with DQ®.

Franchise Fee: \$35,000

Royalty Fee: 4%

Marketing Fee: 5-6%

Term: 20 Years

Estimated Initial Investment nbsp; \$1,077,225 - \$1,833,125

Liquid Capital Requirement: \$400,000

Net Worth Requirement: \$750,000

#### **Headquarters:**

American Dairy Queen Corporation, 7505 Metro Blvd, Minneapolis, MN 55439

# **Retail Brand / Concepts:**

DQ Grill & Chill®

#### **Anticipated New Brands / Concepts:**

none

**Key Customer Profile:** 

# **Trade Area Demographics:**

# **Residential Population:**

12,500+ (5 minute drive-time)

**Employees:** 

5,000+ (5 minute drive-time)

Median Household Income: Minimum of \$40,000

Prefer \$50,000 and above

Site Selection:

Our Primary Design - DQ Grill & Chill® - Core 72 Seating:

72

Minimum Lot Size:

29,670 Sq. Ft. & 129' Frontage

**Building Sizes:** 

2,612 Square Feet

**Dedicated Parking:** 

Minimum of 48 Parking Spaces

**Traffic Count Minimum:** 

20,000 Average Daily Traffic in front of location, prefer additional traffic on intersecting street *DQ Grill & Chill* **Image:** 

Logos, building design and materials allowed

#### **Drive-Thru:**

Site can acquire drive-thru zoning approval. Prefer 6 car stack between window and menu with additional stack at entrance of drive thru

American Dairy Queen is focusing *on DQ Grill & Chill* restaurant development in free-standing locations with the designs noted above. The Core 72 is our primary design for all markets. With market and trade area considerations, ADQ will consider shopping center endcaps with drive thru capability. Conversion of restaurant or retail facilities and multiple use facilities is also a possibility. The restaurant location must have an efficient drive-thru service lane. The *DQ®* portion of the facility will convey the full *DQ Grill & Chill* exterior signage and image – including the stone chimney, lighting band, and Alpolic panel (changes to a copper hue when the sun hits it; images of fire & cooking).

# **Site Selection / Analysis Software:**

In house program

# **Lease Administration / Asset Management:**

Lease Administration - Real Estate Manager

# Contact(s):

Jennifer Rude

Manager of Nontraditional Develoment

Franchise Developer - Upper Midwest

jennifer.rude@idq.com

952-830-0391

# **DOLLAR GENERAL**

<b>Headquarters:</b> Goodlettsville, TN
Retail Brand / Concepts: Variety/Discount
Anticipated New Brands / Concepts: none
Key Customer Profile:
Site Selection:
Site Selection / Analysis Software:
Lease Administration / Asset Management:
Contact(s):

#### DOLLAR GENERAL

# **DOLLAR GENERAL CORPORATION**

Dollar General Corporation has been delivering value to shoppers for over 75 years. Dollar General helps shoppers Save Time. Save money. Every Day! by offering products that are frequently used and replenished, such as food, snacks, health and beauty aids, cleaning supplies, basic apparel,

house wares and seasonal items at low everyday prices in convenient neighborhood locations. Dollar General operates 12,198 stores in 43 states as of July 21, 2015. In addition to high quality private brands, Dollar General sells products from America's most trusted manufacturers such as Clorox, Energizer, Procter & Gamble, Hanes, Coca-Cola, Mars, Unilever, Nestle, Kimberly-Clark, Kellogg's, General Mills and PepsiCo. For more information, please visit www.dollargeneral.com.

# **Headquarters:**

Goodlettsville, TN

# **Retail Brand / Concepts:**

Discount Retailer

# **Anticipated New Brands / Concepts:**

Small box retailer

# **Key Customer Profile:**

Dollar General Corporation has been delivering value to shoppers for over 75 years.

#### Site Selection:

In house

#### **Site Selection / Analysis Software:**

In house

# **Lease Administration / Asset Management:**

In house

#### Contact(s):

Jill Harper 615.855.4694

# **Headquarters:**

Chesapeake, VA

# **Retail Brand / Concepts:**

Dollar Tree, Family Dollar, Deals, Dollar Tree Canada

# **Anticipated New Brands / Concepts:**

N/A

# **Key Customer Profile:**

N/A

# **Site Selection:**

See Real Estate Flyer on table.

# **Site Selection / Analysis Software:**

N/A

# **Lease Administration / Asset Management:**

N/A

# Contact(s):

See Real Estate flyer on table.

# DUNHAM'S ATHLEISURE CORPORATION (D.B.A. DUNHAM'S SPORTS)

Dunham's Sports is a full line sporting goods retailer that carries a huge variety of name brand sporting goods, shoes and outerwear by makers such as Nike, Reebok, Under Armor, Adidas, Wilson, Columbia, Rawlings, Brunswick, Carhartt, Browning, Callaway, Taylor Made and Woolrich. In addition to providing the biggest and best names in sporting goods and apparel, Dunham's Sports has technicians trained in racket stringing, bowling ball drilling, gun site mounting, and bow/arrow repair. Dunham's Sports currently has over 235 retail locations in 19 states with plans to grow the company by 15 to 20 new locations annually.

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Troy, Michigan

# **Retail Brand / Concepts:**

Sporting Goods - Full Line

# **Anticipated New Brands / Concepts:**

N/A

#### **Key Customer Profile:**

Dunham's caters to all sections of the buying public.

#### **Site Selection:**

Dunham's Sports seeks locations in highly visible strip centers, enclosed malls and free standing sites in retail areas with average daily traffic counts of at least 20,000 VPD. Dunham's Sports considers primary, secondary and tertiary markets with the store size catered to the market size (typically between 30,000 square feet and 100,000 square feet).

When a location is submitted to Dunham's Sports, the marketing packet should include:

Shopping Center Site Plan

LOD of the Proposed Location (or as-built drawings)

Market Retail Map

**Aerial Photo** 

**Traffic Counts** 

Demographic Information (Population, Median Household Incomes and Retail Sales)

#### Site Selection / Analysis Software:

In house

## **Lease Administration / Asset Management:**

In house

#### Contact(s):

John Palmer - Executive Vice President - (248) 530-6715

Michael Stozicki - Corporate Counsel - Real Estate - (248) 530-6719

# **FAMILY DOLLAR**

Family Dollar Stores, Inc

# **Headquarters:**

Matthews, NC

# **Retail Brand / Concepts:**

Genneral Merchadse -

# **Anticipated New Brands / Concepts:**

treasure Hunt items

# **Key Customer Profile:**

PCI 28K & MHI 55K

# **Site Selection:**

Rural & Urban Markets

# **Site Selection / Analysis Software:**

TAS

# **Lease Administration / Asset Management:**

Yes

# Contact(s):

david Jose

# fam<u>ily</u>Video FAMILY VIDEO

779 Family Video Locations

113 Marco's Pizza Locations

20 Digital Doc Locations

9 Stay Fit 24 locations

# **Headquarters:**

Glenview

# **Retail Brand / Concepts:**

Family Video, Marco's Pizza, Stay Fit 24, Digital Doc

# **Anticipated New Brands / Concepts:**

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# **Key Customer Profile:**

Any

#### Site Selection:

Only looking to purchase properties.

# **Site Selection / Analysis Software:**

All site selection parameters are ran in house.

# **Lease Administration / Asset Management:**

All asset management is run in house.

# Contact(s):

Director of Real Estate

Sam Stilp- 847-904-9013

**Leasing Executives** 

Adam Howard- 847-904-9144

George Mavrogenes- 847-904-9142

Renee Sclafani- 847-904-9143

# Great Clips<sup>1</sup>

# **GREAT CLIPS, INC.**

- → 43 straight quarters of same store sales growth (6/30/15)
- ≥ 500 customers/week
- > 170 open markets in U.S. and Canada
- >3,700 salons
- ▶ 30,000 franchise employees working in the salons
- 90M haircuts/year
- World's largest haircare brand with >\$1B in sales

# **Headquarters:**

Minneapolis

# **Retail Brand / Concepts:**

**Great Clips** 

# **Anticipated New Brands / Concepts:**

n/a

# **Key Customer Profile:**

Prefer a younger demographic with middle to upper incomes

#### **Site Selection:**

- > 900 1,200 square feet
- Grocery-anchored centers
- > High-visibility strip centers
- National discounter-anchored centers

# Site Selection / Analysis Software:

n/a

# **Lease Administration / Asset Management:**

n/a

# Contact(s):

- Nate Minnis, Real Estate Manager
- nate.minnis@greatclips.com
- > 217-766-8112
- > Nate Ohme, Real Estate Manager
- nate.ohme@greatclips.com
- > 952-746-6416

# **HEARTLAND DENTAL**

All sites: Middle to upper middle demographic characteristics. Median household income of \$50,000. Presence on main road. Minimum traffic count of 20,000 cars per day. Minimum parking ratio of 5 spaces per 1,000 ft. Good ingress and egress. Leasing sites: Highly visible spaces on out parcels on main roads (endcaps or stand alone)., 2,400 sq. ft. to 4,000 sq. ft. - 3,200 sq. ft. is ideal. Grocery anchored or Big Box tenants close by, such as Target, Wal-Mart, Kohl's, etc. No in-line space. Purchasing sites: Land to accommodate single or multi-tenant buildings at intersections or hard corners. 0.5 to 2 acres. No ground leases; fee simple only. Heartland Dental also considers existing restaurants, bank sites, distressed property or similar facilities.

# **Headquarters:**

Effingham, IL

# **Retail Brand / Concepts:**

Heartland Dental

# **Anticipated New Brands / Concepts:**

**Heartland Dental** 

#### **Key Customer Profile:**

Heartland Dental is one of the leading dental support organizations in the United States with over 675 affiliated locations in 31 states. Our mission is to aid in the development of our affiliated locations through non-clinical support services such as staffing, human resources, procurement, marketing, administration, financial and information technology. In order to effectively do this, we must have the best sites to construct offices for our affiliated dentists. Our impressive five year growth plan of adding 400+ offices will include affiliating with existing dentists and creating de novo (scratch start) locations for supported dentists. Maybe you have a site that would fit our model.

#### **Site Selection:**

See fact sheet information above.

#### **Site Selection / Analysis Software:**

n/a

#### **Lease Administration / Asset Management:**

John Collier - Real Estate Management Brandon Weber - Real Estate Coordinator Doug Jansen - Real Estate Analyst

# Contact(s):

Submit Opportunities to: www.heartland.com/submitleases or realestate@heartland.com



# **HEARTLAND DENTAL**

All sites: Middle to upper middle demographic characteristics. Median household income of \$50,000. Presence on main road. Minimum traffic count of 20,000 cars per day. Minimum parking ratio of 5 spaces per 1,000

ft. Good ingress and egress. Leasing sites: Highly visible spaces on out parcels on main roads (endcaps or stand-alone)., 2,400 sq. ft. to 4,000 sq. ft. - 3,200 sq. ft. is ideal. Grocery anchored or Big Box tenants close by, such as Target, Wal-Mart, Kohl's, etc. No in-line space. Purchasing sites: Land to accommodate single or multi-tenant buildings at intersections or hard corners. 0.5 to 2 acres. No ground leases; fee simple only. Heartland Dental also considers existing restaurants, bank sites, distressed property or similar facilities.

# **Headquarters:**

Effingham, IL

# **Retail Brand / Concepts:**

Dental offices.

#### **Anticipated New Brands / Concepts:**

**Heartland Dental** 

#### **Key Customer Profile:**

Heartland Dental is one of the leading dental support organizations in the United States with over 675 affiliated locations in 31 states. Our mission is to aid in the development of our affiliated locations through non-clinical support services such as staffing, human resources, procurement, marketing, administration, financial and information technology. In order to effectively do this, we must have the best sites to construct offices for our affiliated dentists. Our impressive five year growth plan of adding 400+ offices will include affiliating with existing dentists and creating de novo (scratch start) locations for supported dentists. Maybe you have a site that would fit our model.

# **Site Selection:**

See Fact Sheet information above.

#### **Site Selection / Analysis Software:**

n/a

# **Lease Administration / Asset Management:**

John Collier - Real Estate Management Brandon Weber - Real Estate Coordinator Doug Jansen - Real Estate Analyst

# Contact(s):

Submit Opportunities to: www.heartland.com/submitleases or realestate@heartland.com

# **JEWEL OSCO**

Jewel Osco operates 184 combination grocery & drug stores in the Chicago Metro Area.

# **Headquarters:**

Itasca, IL

# **Retail Brand / Concepts:**

Jewel Osco

## **Anticipated New Brands / Concepts:**

n/a

## **Key Customer Profile:**

Jewel Osco endeavors to serve all customers in all demographics.

#### **Site Selection:**

David F. Hene Senior Real Estate Manager Jewel Osco/New Albertsons, Inc. 150 Pierce Rd., Suite 200, Itasca, IL 60143 Office: 630.948.6076 | Fax: 630.948.6664 | Cell: 773-343-0690 david.hene@jewelosco.com

# **Site Selection / Analysis Software:**

David F. Hene Senior Real Estate Manager Jewel Osco/New Albertsons, Inc. 150 Pierce Rd., Suite 200, Itasca, IL 60143 Office: 630.948.6076 | Fax: 630.948.6664 | Cell: 773-343-0690 david.hene@jewelosco.com

# **Lease Administration / Asset Management:**

David F. Hene Senior Real Estate Manager Jewel Osco/New Albertsons, Inc. 150 Pierce Rd., Suite 200, Itasca, IL 60143 Office: 630.948.6076 | Fax: 630.948.6664 | Cell: 773-343-0690 david.hene@jewelosco.com

# Contact(s):

David F. Hene Senior Real Estate Manager Jewel Osco/New Albertsons, Inc. 150 Pierce Rd., Suite 200, Itasca, IL 60143 Office: 630.948.6076 | Fax: 630.948.6664 | Cell: 773-343-0690 david.hene@jewelosco.com

# **LBRANDS**

LBRANDS IS A LARGE SPECIALTY RETAILER WITH A FAMILY OF 5 BRANDS LOCATED IN 70+ COUNTRIES WITH NEARLY 3,000 OWNED AND 650 FRANCHISE STORES

## **Headquarters:**

COLUMBUS, OHIO

# **Retail Brand / Concepts:**

BATH & BODY WORKS, WHITE BARN CANDLE, VICTORIA'S SECRET, PINK, HENRI BENDEL

# **Anticipated New Brands / Concepts:**

VICTORIA SECRET, PINK, BATH & BODY, WHITE BARN CANDLE, HENRI BENDEL, LA SENZA

#### **Key Customer Profile:**

BROAD AND LOYAL CUSTOMER BASE AMONG ALL AGES

#### **Site Selection:**

ALL TYPES OF VENUES

#### **Site Selection / Analysis Software:**

N/A

# **Lease Administration / Asset Management:**

N/A

# Contact(s):

CHUCK LANGER, DIRECTOR

LBRANDS RETAIL REAL ESTATE

MIDWEST, SOUTHERN CA

614-415-7783 OFFICE



# LITTLE CAESARS

Little Caesars is the fastest-growing pizza chain in the U.S.\* and is the largest carryout-only chain globally

For the 8th year in a row, Little Caesars was named "Best Value in America" of all quick-serve restaurant chains.

Little Caesars offers strong brand awareness with one of the most recognized and appealing characters in the country - Little Caesar.

\*Based on 2013 U.S. store growth

#### **Headquarters:**

Detroit Michigan

#### **Retail Brand / Concepts:**

Little Caesars

# **Anticipated New Brands / Concepts:**

n/a

# **Key Customer Profile:**

25,000 TO 30,000 people in the trade area with a high percentage of young families

#### **Site Selection:**

1,200-1,600 square feet of space, easy access especially at dinner hours, minimum of 10 parking spaces for Little Caesars use, clear siteline to store front from street, end caps in active community or neighborhood centers. Multi-tenant pad sites or free-standing buildings with pick up window/drive-thru. Site should allow Little Caesars to utilize its national sign package and pylon signs.

<u>Space requirements</u>: minimum of 20 ft, minimum of 20 feet of frontage, full-height glass storefront, 2" gas line to oven, 400-amp three-phase electrical service to space, full height glass storefront, two 5 ton HVAC units with duct work and diffusers, demising walls drywalled to roof deck, tape and sanded, T-bar ceiling system with 2'x4' lay-in lighting, underground plumbing roughed in, 4' smooth concrete floor

#### **Site Selection / Analysis Software:**

In-House

#### **Lease Administration / Asset Management:**

In-House

# Contact(s):

Robert Karwan

Robert.Karwan@LCEcorp.com

Telephone: 313-471-6541



# MCDONALD'S CORP

largest QSR in world

# **Headquarters:**

oak brook illinois

# **Retail Brand / Concepts:**

qsr

# **Anticipated New Brands / Concepts:**

open

# **Key Customer Profile:**

all

# **Site Selection:**

in house

# **Site Selection / Analysis Software:**

proprietary

# **Lease Administration / Asset Management:**

in house

# Contact(s):

ross yeschek

1650 w. 82nd st (900)

Bloomington, mn. 55431

# **MCDONALD'S USA**

# **Headquarters:** Oak Brook III

# **Retail Brand / Concepts:**

Resturants

# **Anticipated New Brands / Concepts:**

None

# **Key Customer Profile:**

Non specific profile

# **Site Selection:**

43 to 55,000 square feet

# **Site Selection / Analysis Software:**

Internal

# **Lease Administration / Asset Management:**

Internal

# Contact(s):

available based on geography

# MCDONALD'S USA

Quick Service Restaurant

# **Headquarters:**

Oak Brook, IL

# **Retail Brand / Concepts:**

Retail Brand

# **Anticipated New Brands / Concepts:**

None

# **Key Customer Profile:**

Communities seeking Quick Service Restaurants

# **Site Selection:**

Major streets

# **Site Selection / Analysis Software:**

Bob O'Conell

# **Lease Administration / Asset Management:**

Bob O'Conell

# Contact(s):

Bob O'Connell

# **PARTY CITY RETAIL GROUP**

PARTY CITY loves to CELEBRATE! America's largest party goods retailer takes great pride in making it easy and fun for consumers to celebrate special times with family and friends by offering a complete selection of fresh and exciting merchandise at a great value in a fun shopping environment. Nobody has more party for less, and Party City offers an unbeatable assortment of party supplies, decorations and costumes perfect for every type of life's special moments.

Whether it's a bridal shower, child's first birthday, or a couple's 40th wedding anniversary, Party City's collection of party supplies and décor transforms any event into an extraordinary occasion. Party City Corporation is America's largest party goods chain and the country's premier retailer of Halloween costumes, themed party supplies, birthday decorations and other specialty party supplies. As of March 31, 2015, Party City operated nearly 900 company-owned and franchise stores throughout the United States, Canada, and Puerto Rico.

On Thursday, April 16th, 2015, Party City celebrated its Initial Public Offering at the New York Stock Exchange. Thomas H. Lee Partners and Advent International are the financial partners of Party City Holdings, Inc. We maintain financial strength and sound credit by partnering with some of the world's largest and most established equity firms.

To find a Party City location, call 1-800-477-4841 or visit the company's website at partycity.com.

Site Criteria SIZE: 15,000 to 25,000 s/f. STYLE: Rectangle box preferred with a minimum of 90 ft. frontage. CEILING HEIGHT: Minimum 17 foot clear ceiling height. TERM: Party City prefers a turnkey deal with a 10-year lease and three 5-year options. SIGNAGE: Signage requirements include a minimum 48" Party City sign plus a pylon sign. POPULATION: 100,000+ people within a 5-mile radius containing 2.7+ household size; 0-14 years of age over 20%. Site Criteria SIZE: Minimum 6.500+ s/f. SITE LINES: We prefer unobstructed visibility from the main thoroughfare. CO-TENANCY: We favor Target, Kohl's, JC Penney, JoAnn's, PetSmart, Petco, and any of the TJX Brands as preferred anchor co-tenants. PARKING: We prefer lots of parking! 4-5 parking spaces for every 1,000 s/f of leased space is minimally preferred. SIGNAGE: We require signage that allows our prototype signage. Additionally, we require access to available pylon and monument panels. POPULATION: 60,000+ people within the general trade

area with an average HH income of \$50,000+.

TERM: Our preferred lease term is August through mid-November. In November, we return your space to you in "broom clean" condition, while leaving our fixed improvements in place! In the event that you have excess space in any shopping center, you should think of us first to lease the space from you, on a short-term basis. We provide an easy, landlord-friendly, short-term lease, generous rent, utility coverage, a sign exhibit, a "kick-out" clause, and the ability to strike a LONG-TERM lease with a national credit worthy tenant - Party City! As of March 31, 2015, Party City operated nearly 900 company-owned and franchise stores throughout the United States, Canada, and Puerto Rico!

www.partycity.com • 1-800-PARTYCITY www.halloweencity.com • 1-800-HALLOWEEN

HALLOWEEN CITY is the temporary retail division of the Party City Retail Group. Founded in 1977, we are one of the fastest growing temporary retailers in the world. This year, we are seeking up to 375 stores in 30 states! TEMP TO PERM: Over the last five years, we have successfully converted over 80 temporary Halloween City sites to permanent Party City stores! This is a FACT, that no other temporary retailer in the country can claim!

Positive results from a Halloween City store create the potential to ultimately become a permanent Party City store.

Site Criteria

SIZE: Minimum 6,500+ s/f.

SITE LINES: We prefer unobstructed visibility from the main thoroughfare.

CO-TENANCY: We favor Target, Kohl's, JC Penney, JoAnn's, PetSmart, Petco, and any of the TJX Brands as preferred anchor co-tenants.

PARKING: We prefer lots of parking! 4-5 parking spaces

for every 1,000 s/f of leased space is minimally preferred.

SIGNAGE: We require signage that allows our prototype signage. Additionally, we require access to available pylon and monument panels.

POPULATION: 60,000+ people within the general trade

area with an average HH income of \$50,000+.

TERM O considerable and beautiful According

TERM: Our preferred lease term is August through mid-November.

In November, we return your space to you in "broom clean" condition, while leaving our fixed improvements in place!

#### Offices:

25 Green Pond Road • Suite 1 • Rockaway, NJ 07866 • (P) 973-453-8600 • (F) 973-983-6310 35901 Veronica • Livonia, MI 48150 • (P) 734-591-1717 • (F) 734-591-3822 367 Alexdon Rd • Toronto, ON M3J 2B5 • (P) 416-631-8455 realestate@partycity.com

# Headquarters: Party City Corporation, 25 Green Pond Road, Suite 1, Rockaway, NJ 07866 Retail Brand / Concepts: Party City, Halloween City Anticipated New Brands / Concepts: Continued growth of temporary brand to permanent brand conversion Key Customer Profile: Anyone who has a birthday or desire to celebrate life events! Site Selection: See Fact Sheet for both Party City and Halloween City Site Selection / Analysis Software: Proprietary Lease Administration / Asset Management: Accruent Contact(s):

Douglas Calvin, VP of Real Estate

973-453-8810

dcalvin@partycity.com

\_\_\_\_\_

Bob Douponce, Senior Director of Real Estate

734-591-5453

bdouponce@partycity.com

# SALLY BEAUTY HOLDINGS, INC.

More than 5,000 corporately-owned stores

Growing by approximately 125 new stores per year.

## **Headquarters:**

Denton, TX

## **Retail Brand / Concepts:**

Sally Beauty Supply; CosmoProf

## **Anticipated New Brands / Concepts:**

N/A

## **Key Customer Profile:**

Value-oriented customers.

## **Site Selection:**

Chicago MSA (and 7 counties around Chicago: Nicole Curtis - ncurtis@sallybeauty.com

Indiana, Michigan, Ohio: Nicole Curtis - ncurtis@sallybeauty.com

Midwest, except Chicago MSA: Jacqueline Tapella - jtapella@sallybeauty.com

## **Site Selection / Analysis Software:**

N/A

### **Lease Administration / Asset Management:**

N/A

## Contact(s):

Nicole Curtis - Sr. Real Estate Representative

(940) 297-4930

ncurtis@sallybeauty.com

## **SHOE SENSATION**

Shoe Sensation has focused on bringing America's top footwear brands to small communities in the Midwest and South. Currently operating over 120 locations. Shoe Sensation designs its family shoe stores with customer-friendly layouts and strong seasonal graphics.

## **Headquarters:**

Jeffersonville, IN

## **Retail Brand / Concepts:**

Family Branded Footwear

## **Anticipated New Brands / Concepts:**

Family Branded Footwear

### **Key Customer Profile:**

Population of 40,000 or more located within a 25 minute drive time of the subject shopping center. Ideally, the prospective town would be a county seat and home to a small regional university or liberal arts college. Additional bonus attributes of markets include regional medical centers and major manufacturing or distribution facility employers.

#### **Site Selection:**

4,800-6,500 square feet

Malls & Strip Centers

45 foot minimum frontage

Co-Tenancy Anchors: Junior Department Stores, Major Grocer, Farm Supply Store and /or Hobby Supply Store.

3-5 year Initial Terms with Renewal Options

Exclusive on Family Footwear

## Site Selection / Analysis Software:

In House

#### **Lease Administration / Asset Management:**

In House

## Contact(s):

Deborah L. Shurlow-Parson

Director of Real Estate

dparson@shoesensation.com

(812)288-7659 x265



## SPIRIT HALLOWEEN

Founded in 1983, Spirit Halloween is North America's Largest Halloween Retailer!

Over 1,150 Seasonal Stores in high-visibility, high-traffic centers in all 50 states and Canada and online 24/7 all year long

## **Headquarters:**

6826 Black Horse Pike, Egg Harbor Township, NJ 08234

### **Retail Brand / Concepts:**

Spirit Halloween

### **Anticipated New Brands / Concepts:**

## **Key Customer Profile:**

Community Population: 35,000+ within a 3-5 mile radius

Daily Traffic Count: At least 25,000 cars per day

#### Site Selection:

- Temporary leases from early August through mid-November (include a kick-out clause)
- Situated in power centers, strip centers, free-standing stores, major downtown retail locations and in major malls surrounded by a national retailer mix
- ▶ Ideal location 5,000 to 50,000 SF of sales floor space
- No space too large (or too small). We can adapt to a store format as low as 3,000 SF

## **Site Selection / Analysis Software:**

## **Lease Administration / Asset Management:**

## Contact(s):

Frank Pacera Sr. Director, Real Estate 609-645-5447

Frank.Pacera@SpiritHalloween.com

# **TACO BELL**

6,000 restaurants Nationwide

## **Headquarters:**

Irvine, CA

## **Retail Brand / Concepts:**

Taco Bell

## **Anticipated New Brands / Concepts:**

None

## **Key Customer Profile:**

Male 18-35

## **Site Selection:**

25,000 to 35,000 square feet, good access/visibility, near other QSRs, Daily needs/generators

## **Site Selection / Analysis Software:**

Proprietary sofware

## **Lease Administration / Asset Management:**

We have an intnernal team that works on this with all our franchisees

## Contact(s):

Ryan Huo - 310-400-4708

# THE KROGER CO.

Headquarters: Cincinatti					
Retail Brand / Concepts: Grocery					
<b>Anticipated New Brands / Concepts:</b> N/A					
Key Customer Profile:					
Site Selection:					
Site Selection / Analysis Software:					
Lease Administration / Asset Management:					
Contact(s):					



## THE UPS STORE

## Company Profile

The UPS Store, Inc., a wholly owned subsidiary of United Parcel Service ("UPS") of America, Inc., is the world's largest franchisor of retail shipping, postal, printing and business service centers. The UPS Store® and Mail Boxes Etc.® together comprise approximately 4,800 independently owned locations in the U.S., Puerto Rico and Canada, providing convenient and value-added business services to the small-office/home-office (SOHO) market, corporate "road warriors," and consumers.

#### History

The Mail Boxes Etc. concept was introduced in 1980 as a convenient alternative to the post office. Throughout its evolution, it has continued to define and lead the business services category it created. In 2001, UPS acquired Mail Boxes Etc., Inc. In 2003, the two companies introduced The UPS Store brand. On April 7, 2003, approximately 3,000 Mail Boxes Etc. locations in the United States (at the time, nearly 90% of the domestic U.S. network) re-branded as The UPS Store and began offering lower (around 20% on average) UPS-direct shipping rates. In 2012, Mail Boxes Etc., Inc. became The UPS Store, Inc. The centers remain locally owned and operated, and continue to offer a variety of shipping, freight, postal, digital online printing, document and business services, with convenient locations and world-class service.

#### Growth

In the year following the re-branding, The UPS Store, Inc., sold more than 500 new The UPS Store franchise locations in the United States – a record for the company, and phenomenal growth for a quarter-century-old franchise. Non-Traditional site development has also grown the franchise steadily with locations on college campuses and military bases, as well as in convention centers and hotels. Non-Traditional sites create an opportunity to provide services to consumers, regardless of where they live, work or travel.

In addition to its U.S. network, The UPS Store, Inc., has had a master license agreement in place for Canada since 1988. In 2005, more than 260 Mail Boxes Etc. locations in Canada re-branded as The UPS Store. Throughout the company's historic growth, one thing has remained constant: the commitment of its franchisees in providing personalized and convenient business solutions and a world-class customer experience.

#### **Industry Recognition**

In 2013, *Entrepreneur®* magazine's annual "Franchise 500," a ranking of franchise opportunities based on factors such as financial strength, growth rate and size, rated The UPS Store/Mail Boxes Etc. #1 in the postal and business services category for the 23rd consecutive year\*. Additionally, the company has a rich tradition of award-winning marketing and public relations campaigns, among other accolades.

\* 1990-2003 listed under the Mail Boxes Etc. brand

#### Did you know?

Entrepreneur magazine's annual "Franchise 500®" rated The UPS Store #1 in the postal and business services category for the 23rd consecutive year.

## **Headquarters:**

6060 Cornerstone Court W, San Diego, CA 92121

#### **Retail Brand / Concepts:**

Packaging, Shipping, Freight Services, Printing Services, Mailbox and Postal Services, Corporate Retail Solutions, Franchising

#### **Anticipated New Brands / Concepts:**

3d Printing, Small Business Solutions

## **Key Customer Profile:**

"Busy household manager", Small Office, Home Office owner, significant and large The UPS Store National Accounts customer, and more.

#### Site Selection:

The ideal space should have:

- > 800 to 1,800 square feet
- Glass frontage 20 to 25 feet
- Rear-door delivery and pickup preferred

#### **Location Criteria**

Here are some site selection factors for the ideal location:

```
<!--[if !supportLineBreakNewLine]-->
```

<!--[endif]-->

```
<!--[if !supportLists]-->- <!--[endif]-->A strong grocery store anchor preferred, or
```

<!--[if !supportLists]-->- <!--[endif]-->A tenant mix which includes national brands;

<!--[if !supportLists]-->- <!--[endif]-->Strong signage placement opportunity, both building and pylon;

<!--[if !supportLists]-->- <!--[endif]-->Great visibility (site should be visible from major road and/or anchor);

<!--[if !supportLists]-->- <!--[endif]-->Easy ingress and egress with ample parking;

<!--[if !supportLists]--> <!--[endif]-->Strong demographics

## **Site Selection / Analysis Software:**

ArcGIS/Business Analyst

Site Intel Analysis

## **Lease Administration / Asset Management:**

DTZ

#### TYPICAL THE UPS STORE LEASE LANGUAGE INCLUDES:

- Minimum 10-year lease term to match franchise terms
- > Standard vanilla shell delivery or equivalent in tenant improvement allowance
- Free rent period during construction
- Exclusive-Use protection
- > An assignability provision to support long-term viability

#### Contact(s):

Christina Froehling Dale, Real Estate Director CFroehling@upsstore.com

Mark Johnson, Real Estate Director markjohnson@upsstore.com

## THE UPS STORE

Company Profile The UPS Store, Inc., a wholly owned subsidiary of United Parcel Service ("UPS") of America, Inc., is the world's largest franchisor of retail shipping, postal, printing and business service centers. The UPS Store® and Mail Boxes Etc.® together comprise approximately 4,800 independently owned locations in the U.S., Puerto Rico and Canada, providing convenient and value-added business services to the small-office/home-office (SOHO) market, corporate "road warriors," and consumers. History The Mail Boxes Etc. concept was introduced in 1980 as a convenient alternative to the post office. Throughout its evolution, it has continued to define and lead the business services category it created. In 2001, UPS acquired Mail Boxes Etc., Inc. In 2003, the two companies introduced The UPS Store brand. On April 7, 2003, approximately 3,000 Mail Boxes Etc. locations in the United States (at the time, nearly 90% of the domestic U.S. network) re-branded as The UPS Store and began offering lower (around 20% on average) UPS-direct shipping rates. In 2012, Mail Boxes Etc., Inc. became The UPS Store, Inc. The centers remain locally owned and operated, and continue to offer a variety of shipping, freight, postal, digital online printing, document and business services, with convenient locations and world-class service. Growth In the year following the re-branding, The UPS Store, Inc., sold more than 500 new The UPS Store franchise locations in the United States - a record for the company, and phenomenal growth for a quarter-century-old franchise. Non-Traditional site development has also grown the franchise steadily with locations on college campuses and military bases, as well as in convention centers and hotels. Non-Traditional sites create an opportunity to provide services to consumers, regardless of where they live, work or travel. In addition to its U.S. network, The UPS Store, Inc., has had a master license agreement in place for Canada since 1988. In 2005, more than 260 Mail Boxes Etc. locations in Canada re-branded as The UPS Store. Throughout the company's historic growth, one thing has remained constant: the commitment of its franchisees in providing personalized and convenient business solutions and a world-class customer experience. Industry Recognition In 2013, Entrepreneur® magazine's annual "Franchise 500," a ranking of franchise opportunities based on factors such as financial strength, growth rate and size, rated The UPS Store/Mail Boxes Etc. #1 in the postal and business services category for the 23rd consecutive year\*. Additionally, the company has a rich tradition of award-winning marketing and public relations campaigns, among other accolades. \* 1990-2003 listed under the Mail Boxes Etc. brand

#### **Headquarters:**

San Diego, CA

#### **Retail Brand / Concepts:**

Pack & Ship, Printing, Mailboxes, Small Business Solutions

#### **Anticipated New Brands / Concepts:**

3D Printing

**Key Customer Profile:** 

N/A

**Site Selection:** 

N/A

Site Selection / Analysis Software:

N/A

**Lease Administration / Asset Management:** 

N/A

#### Contact(s):

Mark Johnson, Real Estate Development Site Selector markjohnson@upsstore.com 814/769-9525



As a family-owned, privately held company, Thorntons strives daily to be people's favorite place to stop when they are on the go. Our team-based, high-performance culture is a combination of entrepreneurial spirit and a core purpose centered on our customers. As a national quality-leader in the Convenience Store/Fuel Center sector, we currently operate over 180 stores and are actively seeking expansion sites within our current MSAs with our three distinct prototypes. Please visit our wevsite for more information.

## **Headquarters:**

Louisville, KY

## **Retail Brand / Concepts:**

Convenience and Fuel Retailer

#### **Anticipated New Brands / Concepts:**

Pump & Go and Travel Centers

## **Key Customer Profile:**

ΑII

#### **Site Selection:**

Real Estate Requirement

Retail Prototype:
Diesel Pump & Go:
Travel Center:
1.5 to 2.0 Acres
4.5 to 5.0 Acres
7.0 to 10.0 Acres

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- Signalized Intersections
- Strong Traffic Counts
- Highway Off-Ramps
- Established or Growth Communities
- > Will Buy or Ground Lease

## Site Selection / Analysis Software:

**Business Analyst Online** 

## **Lease Administration / Asset Management:**

In House

#### Contact(s):

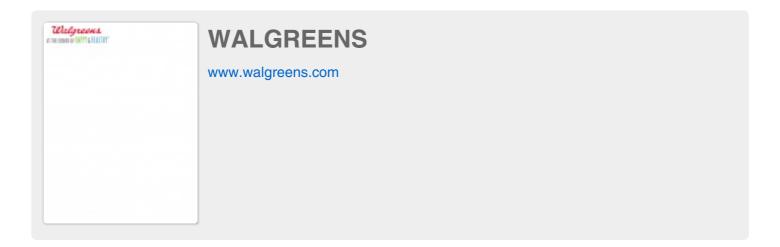
G. Anthony (Tony) Rubino

Tonyr@thorntonsinc.com

224-456-5842

**Dennis Somers** 

Dennis.Somers@thorntonsinc.com



**Headquarters:** 

Deerfield, IL

**Retail Brand / Concepts:** 

Pharmacy/Retail

**Anticipated New Brands / Concepts:** 

http://www.walgreens.com/

**Key Customer Profile:** 

www.walgreens.com

**Site Selection:** 

www.walgreens.com

**Site Selection / Analysis Software:** 

www.walgreens.com

**Lease Administration / Asset Management:** 

www.walgreens.com

Contact(s):

www.walgreens.com



# **ZIPS DRY CLEANERS**

3-4000 square feet

Daily/weekly needs co-tenants

Easy access and direct parking required, no elbow spaces

75K 3 Mile POP +

30% Daytime +

100% Organic Cleaner / NO PERC

## **Headquarters:**

Greenbelt MD

## **Retail Brand / Concepts:**

**ZIPS Dry Cleaners** 

## **Anticipated New Brands / Concepts:**

N/a

## **Key Customer Profile:**

Greater than \$50k income

## Site Selection:

n/a

## **Site Selection / Analysis Software:**

Forum analytics

## **Lease Administration / Asset Management:**

n/a

## Contact(s):

Realestate@321zips.com