

ACE HARDWARE

Largest Independent Hardware Co/Op in the world

Over \$5 Billion in sales

Over 4700 stores world wide

In 73 Countrys

Open up on average 150 stores per year

Headquarters:

Oak Brook, IL

Retail Brand / Concepts:

Ace Hardware Retail Locations

Anticipated New Brands / Concepts:

none

Key Customer Profile:

See Handout

Site Selection:

See handout

Site Selection / Analysis Software:

Internal Software used for all market and site work analysis

Lease Administration / Asset Management:

Dave Depetris/Legend Properties

Contact(s):

Sheldon Sandler/Market Development Manager - 215-499-7681

Dave DePetris/Legend Properties

ALBERTSONS COMPANIES

Acme - 126 year old supermarket operator serving Southeastern PA, NJ, DE, 7 MD Eastern Shore

Under agreement to acquire a large group of A&P locations in MD, PA, NJ, NY, and CT

Headquarters:

Boise

Retail Brand / Concepts:

Acme, Safeway, Shaw's & Star Market

Anticipated New Brands / Concepts:

Acme

Key Customer Profile:

Anyone seeking a Supermarket offering food and non-food products at fair prices, with excellent service.

Site Selection:

45,000 – 55,000 sq.ft. with excellent visibility and access, preferably in a shopping center with a mix of complimentary retail tenants. Prefer purchase, but willing to consider ground lease or build-to-suit.

Site Selection / Analysis Software:

45,000 – 55,000 sq.ft. with excellent visibility and access, preferably in a shopping center with a mix of complimentary retail tenants. Prefer purchase, but willing to consider ground lease or build-to-suit.

Lease Administration / Asset Management:

45,000 – 55,000 sq.ft. with excellent visibility and access, preferably in a shopping center with a mix of complimentary retail tenants. Prefer purchase, but willing to consider ground lease or build-to-suit.

Contact(s):

Kerrigan McKay

Senior Real Estate Manager

New Albertson's, Inc., 75 Valley Stream Parkway, Malvern, PA 19355

Office - 610-889-4294 Email: Kerrigan.mckay@acmemarkets.com



AUTOZONE

AutoZone is the nations leading retailer and a leading retailer of aftermarket automotive parts supplies and accessories with over 5000 stores in the US,

Puerto Rico, Mexico and Brazil

Headquarters:

123 S Front St, Memphis, TN 38103

Retail Brand / Concepts:

Automotive Parts and products

Anticipated New Brands / Concepts:

None

Key Customer Profile:

AutoZone's Key customers and the DIY customers who fix their own vehicles. AutoZone also supplies parts to the DIFM market through our commercial delivery program.

Site Selection:

A typical AutoZone site is a free standing 7000 square ft building with around 40 parking spaces. The ideal site would have great visibility and access and be convenient for customers to reach. We prefer to be near other retailers . We prefer to own our properties but will consider a ground lease or lease space if purchasing is not an option.

Site Selection / Analysis Software:

We use Gadberry and various other analytical tools to select trade areas and sites.

Lease Administration / Asset Management:

AutoZone has its own legal team that administers leases as well as a property management team the monitors lease compliance.

Contact(s):

William Smith

Real Estate Development Manager

123 South Front St

Memphis, TN 38103

Cell 724-971-4960

FAMOUS FOOTWEAR

Parent Company: Caleres, Inc.

Over 130 years in business with over 1,000 Famous Footwear, 200 Naturalizer, and 150 international stores.

All branded family footwear with names such as: Nike, Adidas, Reebok, Sketchers, New Balance, ASICS, Steve Madden, Vans, Sperry, Converse, and many more.

Headquarters:

8300 Maryland Ave., St. Louis, MO 63105

Retail Brand / Concepts:

Famous Footwear, Naturalizer

Anticipated New Brands / Concepts:

Stay tuned

Key Customer Profile:

Primary trade area population 100,000 with median incomes over \$50,000.

Site Selection:

Strips, malls, outlets, and street fronts in major metro's such as Philadelphia, New York, Chicago, and Los Angeles.

6,000 SF with 45' of frontage.

Site Selection / Analysis Software:

Lease Administration / Asset Management:

Contact(s):

Robert Grahamslaw, CSM

Caleres, Inc.

1512 Thistle Court

Williamstown, NJ 08094

GABRIEL BROTHERS, INC.

The Gabriel Brothers style of merchandising dates back almost an entire century, when Z.G. Gabriel made his start in retailing in the 1920s by driving through coal towns throughout Fayette County, Pennsylvania selling clothing out of a truck outfitted with shelves and drawers. Inspired by their father, Z.G.'s sons James and Arthur, founded Gabriel Brothers, Inc. as a privately-held discount fashion retailer in 1961, opening their first store in Morgantown, West Virginia. We still have loyal customers who recall shopping at the original location, often citing the creaky wooden floors where great bargains could be found.

The promise of finding great style from famous brands at amazing prices has been our commitment from day one. Over fifty years later, we remain headquartered in Morgantown, West Virginia, but have grown from one store to 52 Gabe's stores operating in nine states, and another 57 Rugged Wearhouse stores across nine states. All of these stores receive new shipments of products every few days, using our state-of-the-art operations team and distribution center in Morgantown.

In the Spring of 2012 Gabriel Brothers was purchased by A&M Capital and continues to operate as a privately-held business.

In 2013, we began the process of rebranding our Gabriel Brother's store's to "Gabe's". This moniker is what our loyal customers have been calling us for decades, and the new brand was revealed in November 2013 with a relocated store in Erie, PA our largest footprint at over 80,000 square feet, followed by a new store launched in Toledo, OH. In 2014 we opened seven new Gabe's stores, so far in 2015 we have opened seven, and have five new stores scheduled to open in the Fall of 2015.

Headquarters:

Morgantown, WV

Retail Brand / Concepts:

Gabe's and Rugged Wearhouse

Anticipated New Brands / Concepts:

Gabe's

Key Customer Profile:



Site Selection:

- **Store Configuration:** prefer square boxes of at least 50,000 square feet, 225 feet of frontage (minimum of 200 feet), with one store entry and two loading docks
- **Traffic Counts:** prefer traffic counts to exceed 20,000 vehicles per day on roadways immediately adjacent to Shopping Center
- **Major Highways:** prefer sits in close proximity to major highways and thoroughfares
- **Signage:** require storefront signage and a panel on the Shopping Center pylon and/or monument signage; branding opportunities on side and back of store is also desirable
- **Parking:** Require the Shopping Center to maintain a parking ration of 4 spaces per 1,000 per square feet of leasable area in the center
- **Condition:** As is space with roof watr tight and not beyond its useful life expectancy; HVAC units in good working orer

Site Selection / Analysis Software:

In-house

Lease Administration / Asset Management:

In-house

Contact(s):

Kal Gibron - SVP of Real Estate and General Counsel

Email: kal.gibron@gabes.net Contact Phone: 304-225-7158

Delena Young - Real Estate Coordinator

Email: delena.young@gabes.net Contact Phone: 304-225-7257

Master Brokers - Echo Retail

Aaron Savin: Email: asavin@echoretail.com Contact Phone: 412-967-6105

Jay Murphy: Email: jmurphy@echoretail.com Contact Phone: 412.968.1670

Great Clips®

GREAT CLIPS

- › World's largest haircare brand with \$1B in sales
- › >3,700 salons and 1,200 franchisees
- › >1,000 leases signed since 2010
- › 90M haircuts/year
- › 500 customer visits/week
- › 43 straight quarters of same salon sales growth as of 6/30/15
- › Expanding into new and existing, top-tier daily needs centers
- › 32M customers served with Online Check-In

Headquarters:

Minneapolis, MN

Retail Brand / Concepts:

Great Clips

Anticipated New Brands / Concepts:

None

Key Customer Profile:

Prefer a younger demographic with middle to upper incomes

Site Selection:

- › 900 to 1,200 square feet
- › Grocery-anchored centers
- › High-visibility strips
- › National discounter-anchored centers

Site Selection / Analysis Software:

NA

Lease Administration / Asset Management:

NA

Contact(s):

- › **Wayland Benbow**
- › **Real Estate Manager**
- › **Email: wayland.benbow@greatclips.com**
- › **Phone: 203-314-5447**
- ›
- › **Bob Riggle**
- › **Sr. Real Estate Manager**
- › **Email: bob.riggle@greatclips.com**
- › **Phone: 843-213-1563**



HIBBETT SPORTING GOODS, INC.

Hibbett Sporting Goods, Inc. ("Hibbett") is a fast-growing operator of over 1,000 full-line sporting goods stores in small to mid-sized markets, predominantly in the Southeast, Mid-Atlantic and Midwest. This strategy has proved to be a successful one for Hibbett as the company continues to expand its numbers of stores across the U.S.. Out stores offer a large selection of quality branded athletic equipment, footwear and apparel. Hibbett Sports has a long history of focusing on the needs of local teams and leagues, with a variety of services.

Headquarters:

Birmingham, Alabama

Retail Brand / Concepts:

Sporting Goods

Anticipated New Brands / Concepts:

Sporting Goods

Key Customer Profile:

Trade area of 20,000 or more

Diverse ethnicity and younger median age

Site Selection:

Approximately 5,000 sf with 40-50 sf of frontage

Regional Malls Locations

Regional Strip Centers anchored by Big Box Discounters and/or Department Stores

Population of 20,000 in 5-mile radius

Retail Sales numbers of at least \$20 million

Sites should be located within 2 hours of an existing Hibbett store

Site Selection / Analysis Software:

n/a

Lease Administration / Asset Management:

n/a

Contact(s):

Brad Walton-DE, MD, NC, NJ, SC, VA, WV 205-942-4292 Ext. 7226 brad.walton@hibbett.com



HURRICANE GRILL & WINGS

Our Mission: To create enduring value for our franchise partners.

- AUV of \$2MM*
- Low average investment for casual dining (\$450-\$895K)
- Six straight years of positive comp sales
- Flexible floor plans starting at 3,400 square feet
- Unique atmosphere
- Award Winning Menu
- Compelling unit economics and profitability
- \$10MM in financing available
- 34% average annual system sales growth over the last 5 years
- Prime territories available.
- Strong sales / investment ratio
- The perfect concept to optimize second generation spaces
- Named "One of the Top 10 Places to Eat Wings" by USA Today

Headquarters:

West Palm Beach, FL

Retail Brand / Concepts:

Hurricane Grill & Wings

Anticipated New Brands / Concepts:

N/A

Key Customer Profile:

Demographics:

- Population - 60,000 people within a 6 minute drive
- Employment - 25,000 employees within a 6 minute drive
- Daily traffic count of 25,000 cars or more
- Median household income - \$60,000 within a 6 minute drive
- Median age of 18-55, with a preference for families

Site Selection:

Site Criteria:

- Free Standing and End Cap Locations
- Square footage of 3,400 - 5,300 with patio seating available
- Perfect for second generation spaces
- High visibility, accessibility, ingress/egress, parking
- Our customers love outdoor patios

Site Selection / Analysis Software:

REgis Online

Lease Administration / Asset Management:

N/A

Contact(s):

Eric Gustafsson

eric.gustafsson@hurricanewings.com

443-243-1346



LAUNDROMAX

Group of laundry owners and operators with over 20 years in the business and 55 laundromats under two brands: Laundromax and Clean Rite Center.

Headquarters:

95-25 Queens Blvd Rego Park, NY 11374

Retail Brand / Concepts:

Laundromax - Super Laundromats

Anticipated New Brands / Concepts:

n/a

Key Customer Profile:

Our customer is a woman between the ages of 31 and 52 who take care of the family basic needs like food, cleaning of the house and laundry. She may have a part time job but most likely the man of the house provides while she stays at home with the kids. The household has an income of 40K to 55K.

Site Selection:

We are looking to buy and lease properties of 4,000 sq ft and up, stand alone buildings preferably. We will engage in the purchase or leasing of end caps in a pad site for the right combination of variables.

Site Selection / Analysis Software:

n/a

Lease Administration / Asset Management:

n/a

Contact(s):

Julio Morales

Marketing Manager

212-203-1875

NOODLES & COMPANY

Headquarters:

Broomfield, CO

Retail Brand / Concepts:

Noodles & Company

Anticipated New Brands / Concepts:

Noodles & Company

Key Customer Profile:

Focused on regional shopping area's

Site Selection:

End caps, Freestanding, and Malls

2 miles - 20,000 in population

2 miles - 20,000 in daytime population

with a median income above \$50,000

Site Selection / Analysis Software:

RMS

Lease Administration / Asset Management:

n/a

Contact(s):



PHILLY PRETZEL FACTORY

Headquarters:

7368 Frankford Ave, Philadelphia, Pa 19136

Retail Brand / Concepts:

Philly Pretzel Factory

Anticipated New Brands / Concepts:

n/a

Key Customer Profile:

Philly Pretzel is an across the board customer profile company. We appeal to all ages, races and economic levels

Site Selection:

850 Sq. Ft. up to 1600 Sq. Ft. Free Standing Building Inline Shopping Center End Cap Shopping Center with Drive-Thru Ideal Down Town Store Front Kiosks Train Stations Theme/Amusement Parks

Site Selection / Analysis Software:

Esri

Lease Administration / Asset Management:

Frank Weiss

Contact(s):

Frank Weiss

Real Estate Manager

267-718-1210

fweiss@spfsinc.com

Tom Monaghan

Chief Development Officer

215-338-4606

tmonaghan@spfsinc.com



SHEM ADAMS
OWNER

33 SHERMAN ST,
NORWICH, CT 06360

C: 860.912.9374

P: 860.886.9449

E: THEPHILLYSTOP@GMAIL.COM

PHILLYSCT.COM

INSTAGRAM.COM/PHILLYSCT

TWITTER.COM/PHILLYSCT

FACEBOOK.COM/PHILLYSCT

PHILLY'S, A TASTE OF PHILADELPHIA

Owner Shem Adams has been mentored by Philadelphia's top restauranters. In just a few years, Philly's has the #1 sandwich on the Travel Channel.

Headquarters:

33 Sherman Street Norwich CT 06360

Retail Brand / Concepts:

Cheesesteaks and More

Anticipated New Brands / Concepts:

Hoagies, Fries and Wings

Key Customer Profile:

Foodies, Urban Appeal and Sports Themed

Site Selection:

Site Selection / Analysis Software:

Lease Administration / Asset Management:

Contact(s):

Owner, Shem Adams

RETROFITNESS

Northeastern US market leader in the high value low cost fitness industry

Headquarters:

Colts neck nj

Retail Brand / Concepts:

Retrofitness

Anticipated New Brands / Concepts:

Retrofitness

Key Customer Profile:

All northeastern and select US markets

Site Selection:

In house proprietary

Site Selection / Analysis Software:

In house proprietary

Lease Administration / Asset Management:

NA

Contact(s):

Ray Lauletta, VP Real Estate & Development

43 County Road 537 W

Colts Neck NJ 07722

732 431 0062

RLauletta@Retrofitness.com



RITE AID COPORATION

Headquarters:

Camp Hill, PA

Retail Brand / Concepts:

Pharmacy/Health Care

Anticipated New Brands / Concepts:

Clinics

Key Customer Profile:

Site Selection:

Site Selection / Analysis Software:

Lease Administration / Asset Management:

Contact(s):



RUE21

Rue21 is one of the fastest growing retailers offering the hottest fashion trends for girls, guys and plus sizes in the industry. With a competitive pricing strategy, rue21 focuses on fashion-forward apparel, accessories and beauty, matching the dynamic personality of its customer. Today rue21 boasts over 1,150 brick-and-mortar stores and a strong digital retail platform.

Headquarters:

Warrendale, PA

Retail Brand / Concepts:

rue21, rue21 etc!, rueGirl, rueGuy, ruePlus, Tarea

Anticipated New Brands / Concepts:

rue+

Key Customer Profile:

Anyone who wishes to look and feel 21

Site Selection:

Looking for any and all opportunities focused in strong retail markets that are either already developed or are being established. Malls, Power Centers and regional strip centers are our target locations. Desire to be included with other similar retailers within the same center.

Site Selection / Analysis Software:

Predictive technology software to support development teams process.

Lease Administration / Asset Management:

In house

Contact(s):

Eric Ravotti

Sr. Manager of Real Estate

724-776-9780



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

SPORT CLIPS

1400 stores

Since 2010 Sport Clips has opened over **600 stores** while only closing **4 stores** during that same time frame.

Same store sales have increased **8 - 10 percent** year after year since 2010

Headquarters:

Georgetown Texas

Retail Brand / Concepts:

Men & Boys Haircutting Salons

Anticipated New Brands / Concepts:

None

Key Customer Profile:

Men & Boys All Ages

Targeting medium to higher income households

Site Selection:

Typical Store is 1,000 - 1,400 SF with 15' - 20' average frontage

Minimum population of 30,000 within a 3 mile radius

In-line with major anchors, out-parcels or strong retail strip centers

National co-tenants preferred

Good visibility and access with ample parking

Site Selection / Analysis Software:

Buxton

Lease Administration / Asset Management:

None

Contact(s):

Joel Reichman

Real Estate Director Northeast

joel.reichman@sportclips.com

617-510-6419

Greg Zotian

Area Developer New Jersey

gzotian@comcast.net

Eric Gozur

Area Developer Western PA

eric.gozur@sportclips.com

TACO BELL

Taco Bell is seeking to expand throughout the US, with plans for 200 new stores.

Headquarters:

Irvine, CA

Retail Brand / Concepts:

YUM is parent company, with Pizza Hut and KFC as sister brands.

Anticipated New Brands / Concepts:

In test with Taco Bell delivery.

Key Customer Profile:

Taco Bell competes with all national fast food chains, and our Mexican-inspired food is craveable by all generations.

Site Selection:

Seeking sites of 0.5 acre to 1 acre in size, ... for free-standing restaurants with drive-thru as our standard prototype. We also would consider smaller lots for possible drive-thru only restaurants, and endcap with drive-thru is an approved channel, ... and more recently, we are looking at urban inline locations of 1500+/- sq ft.

Site Selection / Analysis Software:

Taco Bell has been successful in free-standing suburban store development, with 20K population in 2 miles, ... and also more recently have been developing stores in rural trade areas with 30K population in 5 miles as well.

Lease Administration / Asset Management:**Contact(s):**

Steven Fiedler, FDL - Northeast Region

phone 860-779-7720

cell 401-269-1101

THE INTEGRITTY GROUP

The Greene Turtle is more than a sports bar and grille. We believe in being a community hangout for all ages, that serves great food & drinks in a fun, casual atmosphere built on the excitement & unity of sports. The Greene Turtle has been your community hangout since 1976 when we opened our first location in Ocean City, Maryland. We've come a long way since then, spreading our love for food, sports & community across Pennsylvania, Maryland, Delaware, Virginia, the District of Columbia, and now New York, with plans to continue our growth throughout the mid-Atlantic region.

Headquarters:

10 orchid grove

Retail Brand / Concepts:

The Greene Turtle Sports Bar & Grill

Anticipated New Brands / Concepts:

TGT

Key Customer Profile:

All age groups & wide demographic

Site Selection:

Montgomery, Bucks, NorthHampton and Leigh county

Site Selection / Analysis Software:

N/A

Lease Administration / Asset Management:

N/a

Contact(s):

Raj Mahadevia

THE INTEGRITTY GROUP

The Greene Turtle is more than a sports bar and grille. We believe in being a community hangout for all ages, that serves great food & drinks in a fun, casual atmosphere built on the excitement & unity of sports. The Greene Turtle has been your community hangout since 1976 when we opened our first location in Ocean City, Maryland. We've come a long way since then, spreading our love for food, sports & community across Pennsylvania, Maryland, Delaware, Virginia, the District of Columbia, and now New York, with plans to continue our growth throughout the mid-Atlantic region.

Headquarters:

10 orchid grove

Retail Brand / Concepts:

The Greene Turtle Sports Bar & Grill

Anticipated New Brands / Concepts:

TGT

Key Customer Profile:

All age groups & wide demographic

Site Selection:

Montgomery, Bucks, NorthHampton and Leigh county

Site Selection / Analysis Software:

N/A

Lease Administration / Asset Management:

N/a

Contact(s):

Raj Mahadevia

rmahadevia@theintegritygroup.com



THE WENDY'S COMPANY

Seeking great locations!

Headquarters:

Dublin, OH

Retail Brand / Concepts:

Wendy's Restaurants

Anticipated New Brands / Concepts:

Wendy's Restaurants

Key Customer Profile:

Everybody!

Site Selection:

25,000 - 40,000 SF

Site Selection / Analysis Software:

A+

Lease Administration / Asset Management:

N/A

Contact(s):

Karen Reigart

Development Specialist

610-232-2121

Karen.Reigart@wendys.com



ZIPS DRY CLEANERS

10+ Locations in the Philly DMA (including N. DE and S. NJ) 2-3 years

Headquarters:

Greenbelt MD

Retail Brand / Concepts:

ZIPS \$1.99 Dry Cleaners

Anticipated New Brands / Concepts:

10 Units

Key Customer Profile:

Household Income > \$50K

Commuting Routes

50K 3 Mile pops

Site Selection:

Forum

Site Selection / Analysis Software:

Forum

Lease Administration / Asset Management:

realestate@321zips.com

Contact(s):

realestate@321ZIPS.com