

ARBY'S RESTAURANT GROUP

COMPANY INFORMATION

Company Representatives

Ray Laletti

Territory Covered

Ray Laletti

Address

Phone

973-906-9323

Fax

Email

rlaletti@arbys.com

Retail Use

QSR

BROKER INFORMATION

Company

Company Representatives

Territory Covered

Title

Address

Phone

Fax

Email

SITE SELECTION CRITERIA

Population Density Preferred

20,000 within 2 miles

Average Income Preferred

55,000

Preferred Traffic generators or co-tenants

Typical size or range

1,800 s.f. - 2,500 s.f.

Frontage - Min/Preferred/Max

25 feet

Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

nationwide

Number of stores to open this year

93

Number of stores to open next year**Current number of stores in chain**

3,200

Other Useful Information

AUTOZONE

COMPANY INFORMATION

Company Representatives

Chandler Johnson and Kendrick Hickman

Territory Covered

Chandler Johnson and Kendrick Hickman

Address

123 S. Front St., Memphis, Tn 38103

Phone

9014958763

Fax

901-495-8969

Email

chandler.johnson@autozone.com

Retail Use

Automotive

BROKER INFORMATION

Company

Barry Wright

Company Representatives

Reliant

Territory Covered

DC, Maryland

Title

Broker

Address

123 S. Front St., Memphis, Tn 38103

Phone

202 688 1967

Fax

Email

info@reliantrealtyadvisors.com

SITE SELECTION CRITERIA

Population Density Preferred

20,000 for trade area

Average Income Preferred

\$60K-\$80K

Preferred Traffic generators or co-tenants

Grocery, Big Box Retailer and Drug Stores

Typical size or range

6000-8000sf

Frontage - Min/Preferred/Max

130/200

Location preferred within Shopping Center/Mall

Freestanding

Type of centers preferred

Power

Type of centers preferred

Power

Focus of expansion in the next 24 months

15-20

Number of stores to open this year

8

Number of stores to open next year

8

Current number of stores in chain

5,200

Other Useful Information

BJ'S RESTAURANTS

COMPANY INFORMATION

Company Representatives

Michael Goldstein

Territory Covered

Michael Goldstein

Address

1900 West Park Drive

Phone

5084399504

Fax

Email

MGoldstein@bjsrestaurants.com

Retail Use

Restaurant

BROKER INFORMATION

Company

KLNB

Company Representatives

Dimitri A. Georgelakos

Territory Covered

DC / Baltimore

Title

Principal

Address

1900 West Park Drive

Phone

571.382.2071

Fax

Email

Dimitri@klnb.com

SITE SELECTION CRITERIA

Population Density Preferred

100k in 5 miles

Average Income Preferred

\$70-\$100k

Preferred Traffic generators or co-tenants

Hotels, Movie Theaters

Typical size or range

7,500

Frontage - Min/Preferred/Max

70 feet

Location preferred within Shopping Center/Mall

Freestanding

Type of centers preferred

Mall

Power

Type of centers preferred

Mall

Power

Focus of expansion in the next 24 months

Virginia, Maryland and Pennsylvania

Number of stores to open this year

18

Number of stores to open next year

20

Current number of stores in chain

172

Other Useful Information

We prefer strong regional drivers with prominence to high traffic roads.

BJ'S RESTAURANTS

COMPANY INFORMATION

Company Representatives

Michael Goldstein

Territory Covered

Michael Goldstein

Address

1900 West Park Drive, Westborough, MA 01581

Phone

5084399504

Fax

Email

mgoldstein@bjsrestaurants.com

Retail Use

Restaurant

BROKER INFORMATION

Company

KLNB

Company Representatives

Dimitri A. Georgelakos

Territory Covered

DC & Baltimore

Title

Principal

Address

1900 West Park Drive, Westborough, MA 01581

Phone

571.382.2071

Fax

703.288.2999

Email

Dimitri@klnb.com

SITE SELECTION CRITERIA

Population Density Preferred

100k within 5 miles

Average Income Preferred

\$70k to \$100k

Preferred Traffic generators or co-tenants

Movie theater and Hotels

Typical size or range

7,500 sf

Frontage - Min/Preferred/Max

70 feet

Location preferred within Shopping Center/Mall

Freestanding

Type of centers preferred

Mall

Power

Type of centers preferred

Mall

Power

Focus of expansion in the next 24 months

Virginia, Maryland and Pennsylvania

Number of stores to open this year

18

Number of stores to open next year

20

Current number of stores in chain

172

Other Useful Information

Prefer regional locations with prominence to roads with high traffic counts.

BOWLMOR-AMF

COMPANY INFORMATION

Company Representatives

David Hochberg

Territory Covered

David Hochberg

Address

222 West 44th Street

Phone

212 777 2214

Fax

Email

dhochberg@amf.com

Retail Use

Entertainment

BROKER INFORMATION

Company

Metro

Company Representatives

Brandon Anapol

Territory Covered

PA

Title

broker

Address

222 West 44th Street

Phone

856 222 3014

Fax

Email

banapol@metrocommercial.com

SITE SELECTION CRITERIA

Population Density Preferred

high

Average Income Preferred

high

Preferred Traffic generators or co-tenants

entertainment

Typical size or range

32,000sf to 40,000sf

Frontage - Min/Preferred/Max

high

Location preferred within Shopping Center/Mall

End Cap

Freestanding

Type of centers preferred

Mall

Power

Specialty/Life Style

Strip Centers

Type of centers preferred

Mall

Power

Specialty/Life Style

Strip Centers

Focus of expansion in the next 24 months

national

Number of stores to open this year

3

Number of stores to open next year

5

Current number of stores in chain

315

Other Useful Information

BURLINGTON STORES

COMPANY INFORMATION

Company Representatives

Andrew Inselman

Territory Covered

Andrew Inselman

Address

1830 Route 130 North, Burlington, NJ 08016

Phone

6093877800

Fax

Email

Andrew.Inselman@burlingtonstores.com

Retail Use

BROKER INFORMATION

Company

Segall Group, LLC

Company Representatives

Andrew Segall

Territory Covered

DE, DC, VA

Title

Principal

Address

1830 Route 130 North, Burlington, NJ 08016

Phone

4107533000

Fax

Email

asegall@segallgroup.com

SITE SELECTION CRITERIA

Population Density Preferred

200,000

Average Income Preferred

Middle America Incomes

Preferred Traffic generators or co-tenants

Off-Price Retail Co-Tenancy a plus

Typical size or range

40,000 - 50,000

Frontage - Min/Preferred/Max

200SF

Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

Type of centers preferred

Power

Strip Centers

Type of centers preferred

Power

Strip Centers

Focus of expansion in the next 24 months

Infill existing markets

Number of stores to open this year

25 net new

Number of stores to open next year

25 net new

Current number of stores in chain

567

Other Useful Information

CAVA GRILL

COMPANY INFORMATION

Company Representatives

Brent Renner

Territory Covered

Brent Renner

Address

1614 14th Street NW

Phone

2028155608

Fax

Email

brent@cavagrill.com

Retail Use

Fast casual restaurant

BROKER INFORMATION

Company

Kelly Silverman

Company Representatives

streetsense

Territory Covered

DC

Title

Director, Retail Strategy

Address

1614 14th Street NW

Phone

301.652.9020

Fax

Email

kelly@streetsense.com

SITE SELECTION CRITERIA

Population Density Preferred

90,000

Average Income Preferred

\$120,000

Preferred Traffic generators or co-tenants

Home, office, quality national or regional retail

Typical size or range

1,800-2,500

Frontage - Min/Preferred/Max

30'

Location preferred within Shopping Center/Mall

End Cap

Type of centers preferred

Specialty/Life Style

Type of centers preferred

Specialty/Life Style

Focus of expansion in the next 24 months

DC, LA

Number of stores to open this year

10

Number of stores to open next year

12

Current number of stores in chain

12

Other Useful Information

CIRCLE K

COMPANY INFORMATION

Company Representatives

Andy Priolo

Territory Covered

Andy Priolo

Address

305 Gregson Dr.- Cary, NC 27511

Phone

9195661714

Fax

Email

apriolo@circlek.com

Retail Use

Convenience Store

BROKER INFORMATION

Company

Various

Company Representatives

Various

Territory Covered

Virginia, Carolinas

Title

Brokers

Address

305 Gregson Dr.- Cary, NC 27511

Phone

919-566-1714

Fax

Email

apriolo@gmail.com

SITE SELECTION CRITERIA

Population Density Preferred

3,000 - 1 mile

Average Income Preferred

\$35,000-85,000

Preferred Traffic generators or co-tenants

Big box retail, schools, office, industrial

Typical size or range

2 acres

Frontage - Min/Preferred/Max

250/350/400 ft.

Location preferred within Shopping Center/Mall

Freestanding

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

Virginia - south of the beltway, NC, SC

Number of stores to open this year

8

Number of stores to open next year

12-16

Current number of stores in chain

15,000

Other Useful Information

CIRCLE K

COMPANY INFORMATION

Company Representatives

Andy Priolo

Territory Covered

Andy Priolo

Address

305 Gregson Dr.- Cary, NC 27511

Phone

9195661714

Fax

Email

apriolo@circlek.com

Retail Use

Convenience Store

BROKER INFORMATION

Company

Various

Company Representatives

Various

Territory Covered

Virginia, Carolinas

Title

Brokers

Address

305 Gregson Dr.- Cary, NC 27511

Phone

9195661714

Fax

Email

apriolo@circlek.com

SITE SELECTION CRITERIA

Population Density Preferred

3,000 - 1 mile

Average Income Preferred

35,000 - 85,000

Preferred Traffic generators or co-tenants

Big box retail, schools, office, industrial

Typical size or range

2 acres

Frontage - Min/Preferred/Max

250/350/400 ft.

Location preferred within Shopping Center/Mall

Freestanding

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

Virginia - south of the beltway, NC, SC

Number of stores to open this year

8-12

Number of stores to open next year

12-16

Current number of stores in chain

15,000

Other Useful Information

COOKIE CUTTERS HAIRCUTS FOR KIDS

COMPANY INFORMATION

Company Representatives

Brett Gustafsson

Territory Covered

Brett Gustafsson

Address

1327 Eagle Ridge Run

Phone

4432438255

Fax

Email

brettgustafsson@haircutsarefun.com

Retail Use

Hair Salon

BROKER INFORMATION

Company

KLNB

Company Representatives

Keith Barnett

Territory Covered

VA, DC, MD, PA, DE, NJ, NY

Title

Principle

Address

1327 Eagle Ridge Run

Phone

443-632-2047

Fax

Email

kbarnett@klnb.com

SITE SELECTION CRITERIA

Population Density Preferred

More than 100,000 residents within an 8 minute drive time with at least 10% of that population 12 years old or younger.

Average Income Preferred

At least \$50,000 with a preference of \$70,000 or higher

Preferred Traffic generators or co-tenants

Prefer other businesses in center that target children and/or Mom's. IE Toys R Us, Babies R Us, Movie Theatre, Target, Whole Foods

Typical size or range

900-1200

Frontage - Min/Preferred/Max

Minimum of 18ft

Location preferred within Shopping Center/Mall

In-line

End Cap

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

Mid-atlatic and Northeast

Number of stores to open this year

20

Number of stores to open next year

40

Current number of stores in chain

35

Other Useful Information

Cookie Cutters is the most unique kids' haircutting franchise, and with over 20 years experience we know what owning a franchise is all about. Our unique store design includes an in-store playground and video games, making a Cookie Cutters haircut a truly interactive experience. With our fantasy chairs that are only available to Cookie Cutters franchisees, our system is designed to keep children coming back to your salon again and again.

DOLLAR TREE/ FAMILY DOLLAR

COMPANY INFORMATION

Company Representatives

Derek Luedtke, Henry Warner

Territory Covered

Derek Luedtke, Henry Warner

Address

500 Volvo Parkway, Chesapeake, VA 23320

Phone

757.321.5898

Fax

Email

dluedtke@dollartree.com

Retail Use

n/a

BROKER INFORMATION

Company

Varites

Company Representatives

Rob Meeks, Mike Roach

Territory Covered

VA

Title

N/a

Address

500 Volvo Parkway, Chesapeake, VA 23320

Phone

n/a

Fax

Email

dluedtke@dollartree.com

SITE SELECTION CRITERIA

Population Density Preferred

n/a

Average Income Preferred

\$25,000-\$60,000

Preferred Traffic generators or co-tenants

Regional, Neighborhood centers, anchored by big box discounters or dominant grocery Stores

Typical size or range

8,000- 10,000

Frontage - Min/Preferred/Max

70

Location preferred within Shopping Center/Mall

End Cap

Freestanding

Type of centers preferred

Power

Community/Neighborhood

Strip Centers

Type of centers preferred

Power

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

VA

Number of stores to open this year

n/a

Number of stores to open next year

N/a

Current number of stores in chain

13864

Other Useful Information

FIREHOUSE RESTAURANT GROUP, LLC

COMPANY INFORMATION

Company Representatives

Robert A. May, Daniel Lowe

Territory Covered

Robert A. May, Daniel Lowe

Address

3400-08 Koi Road, Jacksonville, FL 32257

Phone

9048868300

Fax

9068862111

Email

bob.may@firehousesubs.com

Retail Use

Fast-casual Restaurant

BROKER INFORMATION

Company

N/A

Company Representatives

N/A

Territory Covered

N/A

Title

None

Address

3400-08 Koi Road, Jacksonville, FL 32257

Phone

None

Fax

Email

None@none.com

SITE SELECTION CRITERIA

Population Density Preferred

20,000 +

Average Income Preferred

35,000 +

Preferred Traffic generators or co-tenants

Fast-casual restaurants

Typical size or range

1,600 sq. ft. - 2,200 sq. ft.

Frontage - Min/Preferred/Max

20'

Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

Type of centers preferred

Power

Community/Neighborhood

Strip Centers

Type of centers preferred

Power

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

U.S., Canada, Mexico, Puerto Rico

Number of stores to open this year

120

Number of stores to open next year

120

Current number of stores in chain

948

Other Useful Information

FIRESTONE AND TIRES PLUS

COMPANY INFORMATION

Company Representatives

Arun Malvea- Virginia ; Syreeta Montgomery - DC, NY, NE

Territory Covered

Arun Malvea- Virginia ; Syreeta Montgomery - DC, NY, NE

Address

4219 Roswell Rd., Suite A, Marietta, GA 30062

Phone

770-321-4460

Fax

Email

smontgomery@bfrc.com

Retail Use

Automotive Service

BROKER INFORMATION

Company

Bell Commercial

Company Representatives

Baker Bell

Territory Covered

Virginias

Title

President

Address

4219 Roswell Rd., Suite A, Marietta, GA 30062

Phone

919-608-9522

Fax

Email

baker@bellcommercial.net

SITE SELECTION CRITERIA

Population Density Preferred

30,000 within 3 Mile Radius , 50,000 residents within a 5 mile radius

Average Income Preferred

\$55,000 + and above

Preferred Traffic generators or co-tenants

Home improvement, Grocery anchored centers,

Typical size or range

135 x 250+, .85 acre + typical

Frontage - Min/Preferred/Max

135 minimum

Location preferred within Shopping Center/Mall

End Cap

Freestanding

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

All Markets

Number of stores to open this year

N/A

Number of stores to open next year

N/A

Current number of stores in chain

2200

Other Useful Information

Freestanding preferred, purchase/self development preferred. lease considered.

FIVE GUYS

COMPANY INFORMATION

Company Representatives

Tom Grasberger

Territory Covered

Tom Grasberger

Address

10718 Richmond Highway, Lorton, VA 22079

Phone

804-238-4687

Fax

Email

tgrasberger@fiveguys.com

Retail Use

Restaurant

BROKER INFORMATION

Company

Colliers, KLNB, Segall Group

Company Representatives

Scott Thiell - Colliers, Matt Skalet - KLNB, Jon Garritt - Segall

Territory Covered

Scott Thiell - DC Metro, Matt Skalet - DC Metro, Jon Garritt - Baltimore

Title

Multiple brokers

Address

10718 Richmond Highway, Lorton, VA 22079

Phone

N/A

Fax

Email

tgrasberger@fiveguys.com

SITE SELECTION CRITERIA

Population Density Preferred

60,000 people in trade area

Average Income Preferred

\$60,000 average household income

Preferred Traffic generators or co-tenants

Other major QSR and major big box tenants

Typical size or range

2,500 square feet

Frontage - Min/Preferred/Max

35 feet preferred

Location preferred within Shopping Center/Mall

End Cap

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

Nationwide

Number of stores to open this year

Approximately 80

Number of stores to open next year

Approximately 80

Current number of stores in chain

Over 1,300 stores

Other Useful Information

GABRIEL BROTHERS INC

COMPANY INFORMATION

Company Representatives

Delena Young

Territory Covered

Delena Young

Address

55 Scott Avenue

Phone

3042257257

Fax

Email

delena.young@gabes.net

Retail Use

Discount retailer with savings of up to 70% off famous brand names compared to department store prices

BROKER INFORMATION

Company

Echo Retail

Company Representatives

Aaron Savin and Jay Murphy

Territory Covered

All

Title

n/a

Address

55 Scott Avenue

Phone

412-968-1670

Fax

Email

jmurphy@echoretail.com

SITE SELECTION CRITERIA

Population Density Preferred

150,000+ within 15 miles of site

Average Income Preferred

\$35K - \$50K

Preferred Traffic generators or co-tenants

prefer traffic counts to exceed 20,000 vehicles per day and sites in close proximity to major highways and thoroughfares

Typical size or range

Average is 50,000 sq ft. We will consider 35,000 - 80,000 square feet

Frontage - Min/Preferred/Max

225

Location preferred within Shopping Center/Mall

In-line

Type of centers preferred

Strip Centers

Type of centers preferred

Strip Centers

Focus of expansion in the next 24 months

500 mile ring around Morgantown, WV

Number of stores to open this year

6-8

Number of stores to open next year

12-15

Current number of stores in chain

108 - including our Rugged Warehouse stores.

Other Useful Information

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 ratio of at 4 spaces per 1,000 square feet of leasable area in the center Condition: As is space with roof water tight and not beyond its useful life expectancy; HVAC units in good working order

GOODWILL OF GREATER WASHINGTON

COMPANY INFORMATION

Company Representatives

Lydia C. Chandlee

Territory Covered

Lydia C. Chandlee

Address

2200 South Dakota Ave NE Washington DC 20018

Phone

2024975471

Fax

222222222

Email

lydia.chandlee@dcbgoodwill.org

Retail Use

Donated goods

BROKER INFORMATION

Company

Newmark Grubb Knight Frank

Company Representatives

Glenn Ulick

Territory Covered

MD VA DC

Title

Real Estate Broker

Address

2200 South Dakota Ave NE Washington DC 20018

Phone

XXXXXXXXXXXXXXXXXXXXXXXXXX

Fax

XXXXXXXXXXXXXXXXXXXX

Email

gulick@ngkf.com

SITE SELECTION CRITERIA

Population Density Preferred

65,000

Average Income Preferred

\$145,000

Preferred Traffic generators or co-tenants

35,000

Typical size or range

10,000 sq ft

Frontage - Min/Preferred/Max

100ft

Location preferred within Shopping Center/Mall

End Cap

Type of centers preferred

Specialty/Life Style

Strip Centers

Type of centers preferred

Specialty/Life Style

Strip Centers

Focus of expansion in the next 24 months

opening new stores

Number of stores to open this year

2

Number of stores to open next year

2

Current number of stores in chain

16

Other Useful Information

GREAT CLIPS, INC.

COMPANY INFORMATION

Company Representatives

Bob Riggle

Territory Covered

Bob Riggle

Address

4400 West 78th Street, Suite 700, Minneapolis, Mn 55435

Phone

843-213-1563

Fax

952-844-3444

Email

bob.riggle@greatclips.com

Retail Use

Haircare

BROKER INFORMATION

Company

Jones Lange LaSalle

Company Representatives

Thomas Jackman

Territory Covered

Baltimore, Washington, DC

Title

Vice President - Retail Group

Address

4400 West 78th Street, Suite 700, Minneapolis, Mn 55435

Phone

202-719-5624

Fax

Email

Thomas.jackman@am.jll.com

SITE SELECTION CRITERIA

Population Density Preferred

Varies by market

Average Income Preferred

Middle to upper household income for the area

Preferred Traffic generators or co-tenants

Grocery anchor, national discounter (Target, Walmart)

Typical size or range

900 - 1,200 sf

Frontage - Min/Preferred/Max

15' minimum / 20' preferred/max

Location preferred within Shopping Center/Mall

In-line

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

Mid-Atlantic and Northeast

Number of stores to open this year

200

Number of stores to open next year

200

Current number of stores in chain

3,890

Other Useful Information

HEARTLAND DENTAL

COMPANY INFORMATION

Company Representatives

Brandon Weber

Territory Covered

Brandon Weber

Address

1200 Network Centre Drive

Phone

2175405100

Fax

Email

brweber@heartland.com

Retail Use

Dental offices

BROKER INFORMATION

Company

Tenant Advocates, Inc.

Company Representatives

Carol Narens-Pahl

Territory Covered

Nationwide

Title

Master Broker

Address

1200 Network Centre Drive

Phone

2175405100

Fax

Email

carol@tenantadvocatesinc.com

SITE SELECTION CRITERIA

Population Density Preferred

25,000

Average Income Preferred

\$55,000+

Preferred Traffic generators or co-tenants

Regional grocer

Typical size or range

2,000 - 4,000 sq. ft.

Frontage - Min/Preferred/Max

40 ft. min.

Location preferred within Shopping Center/Mall

End Cap

Freestanding

Type of centers preferred

Community/Neighborhood

Type of centers preferred

Community/Neighborhood

Focus of expansion in the next 24 months

100+

Number of stores to open this year

52

Number of stores to open next year

55+

Current number of stores in chain

700+

Other Useful Information

HEARTLAND DENTAL

COMPANY INFORMATION

Company Representatives

Brandon Weber

Territory Covered

Brandon Weber

Address

1200 Network Centre Drive

Phone

2105405100

Fax

Email

brweber@heartland.com

Retail Use

Dental offices

BROKER INFORMATION

Company

Tenant Advocates, Inc.

Company Representatives

Carol Narens-Pahl

Territory Covered

Nationwide

Title

Master Broker

Address

1200 Network Centre Drive

Phone

2175405100

Fax

Email

carol@tenantadvocatesinc.com

SITE SELECTION CRITERIA

Population Density Preferred

25,000

Average Income Preferred

\$55,000+

Preferred Traffic generators or co-tenants

Regional grocer

Typical size or range

2,000 - 4,000 sq. ft.

Frontage - Min/Preferred/Max

40 ft. min.

Location preferred within Shopping Center/Mall

End Cap

Freestanding

Type of centers preferred

Community/Neighborhood

Type of centers preferred

Community/Neighborhood

Focus of expansion in the next 24 months

100+

Number of stores to open this year

52

Number of stores to open next year

55+

Current number of stores in chain

700+

Other Useful Information

HEARTLAND DENTAL

COMPANY INFORMATION

Company Representatives

Brandon Weber

Territory Covered

Brandon Weber

Address

1200 NETWORK CENTRE DR

Phone

2175405100

Fax

Email

brweber@heartland.com

Retail Use

General Dentistry

BROKER INFORMATION

Company

H & R Retail

Company Representatives

Bradley A. Buslik

Territory Covered

Virginia, Maryland, D.C.,

Title

Broker

Address

1200 NETWORK CENTRE DR

Phone

240.482.3609

Fax

Email

bbuslik@hrretail.com

SITE SELECTION CRITERIA

Population Density Preferred

25,000+

Average Income Preferred

\$55,000+

Preferred Traffic generators or co-tenants

Grocery Anchored Centers

Typical size or range

2,400 - 4,000

Frontage - Min/Preferred/Max

Minimum 40' feet

Location preferred within Shopping Center/Mall

Freestanding

Type of centers preferred

Community/Neighborhood

Type of centers preferred

Community/Neighborhood

Focus of expansion in the next 24 months

Nationwide

Number of stores to open this year

55+

Number of stores to open next year

55+

Current number of stores in chain

730

Other Useful Information

HURRICANE GRILL & WINGS

COMPANY INFORMATION

Company Representatives

Eric Gustafsson

Territory Covered

Eric Gustafsson

Address

624 S Ellwood Ave

Phone

4432431346

Fax

Email

eric.gustafsson@hurricanewings.com

Retail Use

Restaurant

BROKER INFORMATION

Company

KLNB

Company Representatives

Keith Barnett

Territory Covered

Maryland

Title

Principle

Address

624 S Ellwood Ave

Phone

N/A

Fax

Email

kbarnett@klnb.com

SITE SELECTION CRITERIA

Population Density Preferred

60,000 within 6 minute drivetime

Average Income Preferred

Minimum of \$60,000 Median Household Income within 4 minute drive

Preferred Traffic generators or co-tenants

Grocers, Big Box Retail

Typical size or range

3500-5000

Frontage - Min/Preferred/Max

Minimum of 35 feet

Location preferred within Shopping Center/Mall

End Cap

Freestanding

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

Northern Virginia. Specifically, Rt 7 corridor from Leesburg east. Tysons Corner, Arlington, Alexandria

Number of stores to open this year

3

Number of stores to open next year

4

Current number of stores in chain

80

Other Useful Information

LOWE'S HOME IMPROVEMENT

COMPANY INFORMATION

Company Representatives

Ken Bryan

Territory Covered

Ken Bryan

Address

1605 Curtis Bridge Rd Wilkesboro, NC 28697

Phone

336-658-3973

Fax

Email

ken.e.bryan@lowes.com

Retail Use

Home Improvement

BROKER INFORMATION

Company

H&R Retail

Company Representatives

Geoffrey L. Mackler

Territory Covered

DC / Baltimore

Title

VP

Address

1605 Curtis Bridge Rd Wilkesboro, NC 28697

Phone

410.308.6388

Fax

Email

gmackler@hrretail.com

SITE SELECTION CRITERIA

Population Density Preferred

Yes

Average Income Preferred

50K and up

Preferred Traffic generators or co-tenants

n/a

Typical size or range

75K and up

Frontage - Min/Preferred/Max

n/a

Location preferred within Shopping Center/Mall

End Cap

Freestanding

Type of centers preferred

Power

Community/Neighborhood

Strip Centers

Type of centers preferred

Power

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

DC / Baltimore

Number of stores to open this year

n/a

Number of stores to open next year

n/a

Current number of stores in chain

1700+

Other Useful Information

MARCO'S FRANCHISING, LLC

COMPANY INFORMATION

Company Representatives

Michael Landru

Territory Covered

Michael Landru

Address

5253 Monroe Street, Toledo, OH

Phone

586-764-0001

Fax

Email

mlandru@marcos.com

Retail Use

Food

BROKER INFORMATION

Company

Varies By State

Company Representatives

Varies by State

Territory Covered

N/A

Title

N/A

Address

5253 Monroe Street, Toledo, OH

Phone

N/A

Fax

Email

Mlandru@marcos.com

SITE SELECTION CRITERIA

Population Density Preferred

45,000

Average Income Preferred

\$45,000-\$85,000

Preferred Traffic generators or co-tenants

Grocery anchor, strip centers

Typical size or range

1,500-1,800

Frontage - Min/Preferred/Max

25'

Location preferred within Shopping Center/Mall

End Cap

Freestanding

Type of centers preferred

Community/Neighborhood

Strip Centers

Type of centers preferred

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

United States

Number of stores to open this year

150

Number of stores to open next year

150

Current number of stores in chain

700

Other Useful Information

MCDONALD'S

COMPANY INFORMATION

Company Representatives

Matt Cullen, Mark Solomon, Joe Bertucci, Rich Crisci, Larry Allewalt

Territory Covered

Matt Cullen, Mark Solomon, Joe Bertucci, Rich Crisci, Larry Allewalt

Address

6903 Rockledge Dr. Suite 1100, Bethesda, MD

Phone

240-497-3704

Fax

Email

matt.cullen@us.mcd.com

Retail Use

restaurant

BROKER INFORMATION

Company

same as above

Company Representatives

same as above

Territory Covered

same as above

Title

same as above

Address

6903 Rockledge Dr. Suite 1100, Bethesda, MD

Phone

same as above

Fax

Email

matt.cullen@us.mcd.com

SITE SELECTION CRITERIA

Population Density Preferred

varies

Average Income Preferred

varies

Preferred Traffic generators or co-tenants

varies

Typical size or range

1 acre plus

Frontage - Min/Preferred/Max

varies - 200 plus

Location preferred within Shopping Center/Mall

Freestanding

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

Yes

Number of stores to open this year

100 nationwide

Number of stores to open next year

100 nationwide

Current number of stores in chain

14000 plus

Other Useful Information

NOODLES & COMPANY

COMPANY INFORMATION

Company Representatives

Brad toothman

Territory Covered

Brad toothman

Address

26 grove Street

Phone

5085294565

Fax

Email

btoothman@noodles.com

Retail Use

restaurant

BROKER INFORMATION

Company

KLNB Retail

Company Representatives

Ryan Wilner & Andy Feldman

Territory Covered

Maryland, Northern Virginia, and Delaware

Title

Broker

Address

26 grove Street

Phone

443-632-2058

Fax

Email

rwilner@klnb.com

SITE SELECTION CRITERIA

Population Density Preferred

20,000 within 2 miles

Average Income Preferred

\$50,000

Preferred Traffic generators or co-tenants

Target, Wal-mart, Dick's Sporting Goods, TJ Maxx, Cinema

Typical size or range

2,500 - 2,600

Frontage - Min/Preferred/Max

28 feet

Location preferred within Shopping Center/Mall

End Cap

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

5-10

Number of stores to open this year

n/a

Number of stores to open next year

n/a

Current number of stores in chain

470

Other Useful Information

Fast Casual

PAISANO'S PIZZA

COMPANY INFORMATION

Company Representatives

Fouad Qreitem

Territory Covered

Fouad Qreitem

Address

4465 Bookfield Corporate Drive, Suite 202, Chantilly, VA 20151

Phone

703378-1500

Fax

Email

fqreitem@gmail.com

Retail Use

Restaurant

BROKER INFORMATION

Company

RAPPAPORT

Company Representatives

Will Collins

Territory Covered

Washington DC Metropolitan Area

Title

Senior Director of Leasing and Brokerage

Address

4465 Bookfield Corporate Drive, Suite 202, Chantilly, VA 20151

Phone

571-382-1225

Fax

Email

wcollins@rappaportco.com

SITE SELECTION CRITERIA

Population Density Preferred

30,000 Households within 3 miles

Average Income Preferred

\$100,000

Preferred Traffic generators or co-tenants

Strong regional and national co-tenants

Typical size or range

1,600-2,200

Frontage - Min/Preferred/Max

18'-30'

Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

DC Metro

Number of stores to open this year

5

Number of stores to open next year

10

Current number of stores in chain

30

Other Useful Information

PANDA RESTAURANT GROUP

COMPANY INFORMATION

Company Representatives

Jessica Ordoná, Mike Everage, Dave Rittenberry

Territory Covered

Jessica Ordoná, Mike Everage, Dave Rittenberry

Address

1683 Walnut Grove Ave, Rosemead, CA 91770

Phone

626-799-9898

Fax

Email

ching.hon@pandarg.com

Retail Use

Restaurant

BROKER INFORMATION

Company

Multiple

Company Representatives

Multiple

Territory Covered

Multiple

Title

N/A

Address

1683 Walnut Grove Ave, Rosemead, CA 91770

Phone

N/A

Fax

Email

ching.hon@pandarg.com

SITE SELECTION CRITERIA

Population Density Preferred

65,000+

Average Income Preferred

N/A

Preferred Traffic generators or co-tenants

45,000

Typical size or range

1800-2500 sq ft

Frontage - Min/Preferred/Max

minimum frontage - 30'

Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

Type of centers preferred

Mall

Power

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Power

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

N/A

Number of stores to open this year

110

Number of stores to open next year

TBD

Current number of stores in chain

1850

Other Useful Information

POLLO CAMPERO

COMPANY INFORMATION

Company Representatives

John Jackson

Territory Covered

John Jackson

Address

5420 Lyndon B Johnson Freeway, Lincoln Centre II, Suite 950 Dallas, TX 75240

Phone

2149080730

Fax

Email

jjackson@campero.com

Retail Use

Restaurant

BROKER INFORMATION

Company

KLNB

Company Representatives

Kirk Cheney

Territory Covered

Virginia, DC, Maryland

Title

Broker

Address

5420 Lyndon B Johnson Freeway, Lincoln Centre II, Suite 950 Dallas, TX 75240

Phone

703-722-2709

Fax

Email

kcheney@klnb.com

SITE SELECTION CRITERIA

Population Density Preferred

50,000+ in 8 minutes

Average Income Preferred

\$50-\$100k

Preferred Traffic generators or co-tenants

Large grocers, big box retail, daytime population, QSR or Fast Casual Presence, national co-tenancy

Typical size or range

1900-2500 SF

Frontage - Min/Preferred/Max

30-50'

Location preferred within Shopping Center/Mall

End Cap

Freestanding

Type of centers preferred

Mall

Power

Strip Centers

Type of centers preferred

Mall

Power

Strip Centers

Focus of expansion in the next 24 months

Heavy in Virginia and Maryland

Number of stores to open this year

3

Number of stores to open next year

3-4

Current number of stores in chain

60

Other Useful Information

Latin themed chicken (QSR Plus) based out of Dallas - parent company out of Guatemala. Global brand with recently updated brand image that is currently mainstreaming its customer base. Company is privately held and financed with plans to grow across various US markets in the next few years.

PRIMROSE SCHOOLS

COMPANY INFORMATION

Company Representatives

Bob Rossman

Territory Covered

Bob Rossman

Address

55 Peabody Drive, Brentwood, NH 03833

Phone

603-642-7472

Fax

Email

brossman@primroseschools.com

Retail Use

Child care and early learning center

BROKER INFORMATION

Company

Street sense

Company Representatives

Roger Gerst

Territory Covered

MD

Title

Associate Broker

Address

55 Peabody Drive, Brentwood, NH 03833

Phone

301-538-8270

Fax

Email

RGerst@streetsense.com

SITE SELECTION CRITERIA

Population Density Preferred

30,000+ within 3 miles

Average Income Preferred

\$80,000+

Preferred Traffic generators or co-tenants

Daily needs uses

Typical size or range

1.25 acres to 2 acres

Frontage - Min/Preferred/Max

170 ft

Location preferred within Shopping Center/Mall

Freestanding

Type of centers preferred

Community/Neighborhood

Type of centers preferred

Community/Neighborhood

Focus of expansion in the next 24 months

MD and NOVA

Number of stores to open this year

30

Number of stores to open next year

34

Current number of stores in chain

315

Other Useful Information

RITA'S FRANCHISE COMPANY

COMPANY INFORMATION

Company Representatives

Nicole Preisler

Territory Covered

Nicole Preisler

Address

1210 Northbrook Drive, Suite 310, Trevose, PA 19053

Phone

2158769335

Fax

1-866-449-0974

Email

m.matlack@ritascorp.com

Retail Use

Frozen Desert Concept

BROKER INFORMATION

Company

n/a

Company Representatives

n/a

Territory Covered

n/a

Title

n/a

Address

1210 Northbrook Drive, Suite 310, Trevose, PA 19053

Phone

n/a

Fax

n/a

Email

sites@ritascorp.com

SITE SELECTION CRITERIA

Population Density Preferred

35,000+ people with a Trade Area

Average Income Preferred

n/a

Preferred Traffic generators or co-tenants

High end retailers; movie theaters, college and family entertainment venues, multiple food use

Typical size or range

800 - 1,500 sq. ft.

Frontage - Min/Preferred/Max

18-25 feet frontage

Location preferred within Shopping Center/Mall

End Cap

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

International and Domestic

Number of stores to open this year

75

Number of stores to open next year

75

Current number of stores in chain

600+

Other Useful Information

Highly visible and accessible buildings, Pad sites, Inside Service, Building signage options or marquee, 20,000+ daily vehicle traffic count, Outside Seating. Please submit sites to sites@ritascorp.com

SALLY BEAUTY HOLDINGS, INC.

COMPANY INFORMATION

Company Representatives

Nicole Curtis

Territory Covered

Nicole Curtis

Address

3001 Colorado Blvd., Denton, TX 76210

Phone

(940) 297-4930

Fax

Email

ncurtis@sallybeauty.com

Retail Use

Beauty Supplies

BROKER INFORMATION

Company

KLNB

Company Representatives

Cooper Henry; (Cooper Henry & Matt Skalet for urban D.C.)

Territory Covered

Washington D.C.; MD; VA; southern DE

Title

Broker

Address

3001 Colorado Blvd., Denton, TX 76210

Phone

443-632-2085

Fax

Email

chenry@klnb.com

SITE SELECTION CRITERIA

Population Density Preferred

Varies

Average Income Preferred

Varies

Preferred Traffic generators or co-tenants

Walmart; Target; Kohl's; TJ Maxx; discount apparel

Typical size or range

1,600 sf

Frontage - Min/Preferred/Max

Ideally, 20' frontage

Location preferred within Shopping Center/Mall

In-line

Type of centers preferred

Power

Community/Neighborhood

Strip Centers

Type of centers preferred

Power

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

Seeking urban and suburban expansion

Number of stores to open this year

150

Number of stores to open next year

150

Current number of stores in chain

5,000 + corporately-owned stores

Other Useful Information

SMASHBURGER

COMPANY INFORMATION

Company Representatives

Grant Guidinger

Territory Covered

Grant Guidinger

Address

3900 East Mexico Avenue

Phone

4157340337

Fax

Email

gguidinger@smashburger.com

Retail Use

Restaurant (fast-casual better burger)

BROKER INFORMATION

Company

H&R Retail in Baltimore; JBG in DC

Company Representatives

Geoff Mackler + Suzanne Katz in Baltimore; Chris Wilkinson in DC

Territory Covered

Greater Baltimore; Greater Washington DC

Title

Brokers

Address

3900 East Mexico Avenue

Phone

410.925.2177 for Suzanne in Baltimore; 760.702.5208 for Chris in DC

Fax

Email

gguidinger@smashburger.com

SITE SELECTION CRITERIA

Population Density Preferred

Depends on market, contact Grant w/Smashburger @ 415.734.0337

Average Income Preferred

Depends on market, contact Grant w/Smashburger @ 415.734.0337

Preferred Traffic generators or co-tenants

Similar price points co-tenant relevancy to fast-casual brands

Typical size or range

1,700 - 2,400 sf

Frontage - Min/Preferred/Max

min 20', preferred 30'

Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Mall

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

Aggressive in all above markets

Number of stores to open this year

65

Number of stores to open next year

80

Current number of stores in chain

358

Other Useful Information

In 2007 we opened the first Smashburger with one simple notion in mind: despite the overwhelming number of restaurants serving burgers, Americans were starving for something better. And we could deliver. Our vision is to connect with America's passion for its favorite food on a local level and in a space where "Smashed Fresh, Served Delicious" means dedication to crafting the best-tasting burger around. Our smashed burgers are always made-to-order, never frozen, smashed and seared to perfection on our grill. Our menu is also kid-friendly, vegetarian-approved and topped off with frosty milkshakes.

SPORT CLIPS

COMPANY INFORMATION

Company Representatives

Joel Reichman

Territory Covered

Joel Reichman

Address

46 Ralph Road, Marblehead, MA 01945

Phone

6175106419

Fax

Email

joel.reichman@sportclips.com

Retail Use

Men & Boys Haircutting

BROKER INFORMATION

Company

Each Market Different Will Furnish Upon Request

Company Representatives

Refer to Joel Reichman

Territory Covered

Refer to Joel Reichman

Title

Real Estate Director

Address

46 Ralph Road, Marblehead, MA 01945

Phone

16175106419

Fax

Email

joel.reichman@sportclips.com

SITE SELECTION CRITERIA

Population Density Preferred

30,000 within 3 miles

Average Income Preferred

Medium - Higher Income

Preferred Traffic generators or co-tenants

Grocers, Target, Walmart, National Co-tenants

Typical size or range

1000 SF - 1400 SF

Frontage - Min/Preferred/Max

Minimum 15' Preferred 20'

Location preferred within Shopping Center/Mall

In-line

End Cap

Type of centers preferred

Power

Community/Neighborhood

Strip Centers

Type of centers preferred

Power

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

US & Canada

Number of stores to open this year

160

Number of stores to open next year

180-200

Current number of stores in chain

1500

Other Useful Information

SUBWAY

COMPANY INFORMATION

Company Representatives

John Filipiak, Holli McCleary

Territory Covered

John Filipiak, Holli McCleary

Address

7601 Lewinsville Road Suite 310

Phone

7037901010

Fax

703-790-1119

Email

hollim@ohcal.com

Retail Use

N/A

BROKER INFORMATION

Company

N/A

Company Representatives

N/A

Territory Covered

N/A

Title

N/A

Address

7601 Lewinsville Road Suite 310

Phone

N/A

Fax

0

Email

hollim@ohcal.com

SITE SELECTION CRITERIA

Population Density Preferred

N/A

Average Income Preferred

N/A

Preferred Traffic generators or co-tenants

N/A

Typical size or range

1200 sq ft

Frontage - Min/Preferred/Max

N/A

Location preferred within Shopping Center/Mall

In-line

Type of centers preferred

Strip Centers

Type of centers preferred

Strip Centers

Focus of expansion in the next 24 months

N/A

Number of stores to open this year

N/A

Number of stores to open next year

N/A

Current number of stores in chain

40,000+

Other Useful Information

T-MOBILE USA

COMPANY INFORMATION

Company Representatives

Mike Brandon

Territory Covered

Mike Brandon

Address

1 Ravinia Dr, Atlanta GA 30346

Phone

678 690 4090

Fax

Email

michael.brandon@t-mobile.com

Retail Use

Wireless Carrier

BROKER INFORMATION

Company

Varies

Company Representatives

Varies

Territory Covered

Varies

Title

Varies

Address

1 Ravinia Dr, Atlanta GA 30346

Phone

Varies

Fax

Email

michael.brandon@t-mobile.com

SITE SELECTION CRITERIA

Population Density Preferred

60,000 in 3 miles

Average Income Preferred

\$50,000 to \$80,000 median incomes

Preferred Traffic generators or co-tenants

None specific

Typical size or range

1200 to 2500 sf

Frontage - Min/Preferred/Max

20' minimum / 25'+ preferred

Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Type of centers preferred

Power

Specialty/Life Style

Community/Neighborhood

Strip Centers

Focus of expansion in the next 24 months

National focus

Number of stores to open this year

400

Number of stores to open next year

400

Current number of stores in chain

3600

Other Useful Information

THE PRESS DRY CLEANING & LAUNDRY

COMPANY INFORMATION

Company Representatives

Je Kang, Dianne Lee, Esther Kang, Tenaya Poole

Territory Covered

Je Kang, Dianne Lee, Esther Kang, Tenaya Poole

Address

619 Pennsylvania Ave SE Washington, DC 20003

Phone

7036748943

Fax

Email

info@thepressdc.com

Retail Use

Dry cleaning & laundry

BROKER INFORMATION

Company

Asadoorian Retail Solutions

Company Representatives

Jeff Handler

Territory Covered

Northern Virginia, District of Columbia, Maryland

Title

Broker

Address

619 Pennsylvania Ave SE Washington, DC 20003

Phone

703.969.3280

Fax

Email

jeff@asaretail.com

SITE SELECTION CRITERIA

Population Density Preferred

Urban areas preferred

Average Income Preferred

\$100,000+

Preferred Traffic generators or co-tenants

coffee shops, grocery stores

Typical size or range

500 -1000

Frontage - Min/Preferred/Max

8' min

Location preferred within Shopping Center/Mall

In-line

End Cap

Type of centers preferred

Specialty/Life Style

Community/Neighborhood

Type of centers preferred

Specialty/Life Style

Community/Neighborhood

Focus of expansion in the next 24 months

2 - 5 locations

Number of stores to open this year

0

Number of stores to open next year

2

Current number of stores in chain

6

Other Useful Information

WORLD OF BEER

COMPANY INFORMATION

Company Representatives

Tim Martin

Territory Covered

Tim Martin

Address

19010 Sheldon Rd, Tampa, FL

Phone

8139269300

Fax

Email

tim@wobfranchising.com

Retail Use

Restaurant

BROKER INFORMATION

Company

Collett

Company Representatives

Cortney Carter

Territory Covered

Mid-Atlantic

Title

Partner

Address

19010 Sheldon Rd, Tampa, FL

Phone

864-752-0302

Fax

Email

ccarter@collett.biz

SITE SELECTION CRITERIA

Population Density Preferred

Dense

Average Income Preferred

Affluent

Preferred Traffic generators or co-tenants

Entertainment Districts, Lifestyle Centers, Mixed-Use

Typical size or range

4,500 - 6,000

Frontage - Min/Preferred/Max

150 ft

Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

Type of centers preferred

Mall

Specialty/Life Style

Type of centers preferred

Mall

Specialty/Life Style

Focus of expansion in the next 24 months

Nationwide

Number of stores to open this year

35

Number of stores to open next year

35

Current number of stores in chain

76

Other Useful Information

WORLD OF BEER

COMPANY INFORMATION

Company Representatives

Tim Martin

Territory Covered

Tim Martin

Address

10910 Sheldon Road

Phone

8139269300

Fax

8139200801

Email

tim@wobfranchising.com

Retail Use

Restaurant

BROKER INFORMATION

Company

Rappaport Companies and KLNb

Company Representatives

Pat O'meara and Veronica Salcido

Territory Covered

Virginia and Maryland

Title

Director of Brokerage and Associate

Address

10910 Sheldon Road

Phone

571-382-1218 and 240-237-7645

Fax

Email

vsalcido@klnb.com

SITE SELECTION CRITERIA

Population Density Preferred

Dense

Average Income Preferred

>\$75k Average Household Income

Preferred Traffic generators or co-tenants

Entertainment, Districts, Lifestyle Centers, Mixed-Use

Typical size or range

4,500-6,00 sf

Frontage - Min/Preferred/Max

Minimum 60' with Patio

Location preferred within Shopping Center/Mall

In-line

End Cap

Freestanding

Type of centers preferred

Specialty/Life Style

Type of centers preferred

Specialty/Life Style

Focus of expansion in the next 24 months

Nationwide

Number of stores to open this year

35

Number of stores to open next year

35

Current number of stores in chain

79

Other Useful Information

ZIPS \$2.29 DRY CLEANERS

COMPANY INFORMATION

Company Representatives

Aaron Goldberg, Mark Regal

Territory Covered

Aaron Goldberg, Mark Regal

Address

7474 Greenway Center Dr #1200

Phone

2404374747

Fax

2404374747

Email

agoldberg@321zips.com

Retail Use

Dry Cleaners Retail and Organic Plant

BROKER INFORMATION

Company

JPB

Company Representatives

Mark Regal

Territory Covered

DMV

Title

Senior Broker

Address

7474 Greenway Center Dr #1200

Phone

410-884-1960

Fax**Email**

mare.regal@jpbpartners.com

SITE SELECTION CRITERIA

Population Density Preferred

75k in 3 mile

Average Income Preferred

40K +

Preferred Traffic generators or co-tenants

coffee, dry cleaners (full price), grocery

Typical size or range

3000-4000

Frontage - Min/Preferred/Max

30/40/50

Location preferred within Shopping Center/Mall

End Cap

Freestanding

Type of centers preferred

Strip Centers

Type of centers preferred

Strip Centers

Focus of expansion in the next 24 months

PG County- Harford County

Number of stores to open this year

10

Number of stores to open next year

12

Current number of stores in chain

42

Other Useful Information