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# RETAIL LIVE! AGENDA

## FEBRUARY 20, 2020 SHOW AGENDA

**WHEN:** 10:00 AM – 1:00 PM

**WHAT:** Badge Pick-Up & On-Site Registration

**WHERE:** Kierland 2 Foyer

**WHEN:** 1:00 PM – 2:00 PM

**WHAT:** Lunch featuring Beth Azor, Author and “Queen of Leasing”  
“How to do More Deals & Grow Your Personal Brand with Social Media”

**WHERE:** Vista Morada

**WHEN:** 2:00 PM – 4:00 PM

**WHAT:** Meet the Retailers Session

**WHERE:** Kierland 2

**WHEN:** 4:00 PM – 5:30 PM

**WHAT:** Retail Live! Reception with Live! Entertainment

**WHERE:** Vista Morada

**WHEN:** 6:00 PM – 8:00 PM

**WHAT:** Official After Party at CB Live! Hosted by Vestar

**WHERE:** Copper Blues Live at Desert Ridge  
21001 N Tatum Blvd, Phoenix, Arizona 85050

# RETAIL LIVE!

## ABOUT RETAIL LIVE!

Retail Live! was founded in 2011 as a national networking company focused on bringing retailers together with the industry's leading Landlords, Brokers & Developers. Retail Live! programs are condensed half-day Retailer-centric networking events conducted in a casual format, all while being productive and entertaining. Find Us Online at: [www.retaillive.com](http://www.retaillive.com)

### STACEY MOONEY - FOUNDER | CEO

Stacey Mooney is the founder of Retail Live! Stacey's primary role at Retail Live! is to secure the commitments of the participating retailers and sponsors for the programs and the overall promotion of Retail Live! nationally.

Stacey has been in the commercial real estate industry for 18 years with extensive experience in landlord, developer, and tenant representation. Stacey is a Licensed Florida and Texas Real Estate Broker, a member of the International Council of Shopping Centers (ICSC), and has key relationships with numerous Tenants, Developers, and Brokers throughout the country.



### ERICA DARLING - MARKETING DIRECTOR

Erica Darling is our new Marketing Director providing key marketing and sponsorship planning, fulfillment and prospecting for Retail Live!. Working alongside the Founder, Erica helps create the sponsorship framework and annual plans by providing top quality stewardship.

Prior to Retail Live!, Erica spent five years as a Leasing Assistant with EDGE Realty Partners in Austin, TX where she managed the marketing strategies, targeted prospects and provided market research for the leasing team. Erica is a licensed Agent in the State of Texas and a member of the International Council of Shopping Centers (ICSC).



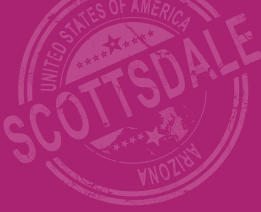
**For Retailer Sign up, General Questions or Sponsorship Inquiries  
Contact Stacey Mooney at:**

512-230-4532 Direct | [Stacey@retaillive.com](mailto:Stacey@retaillive.com)

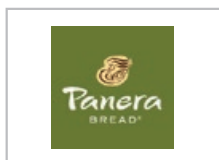
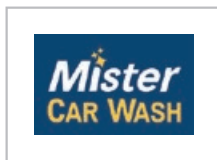
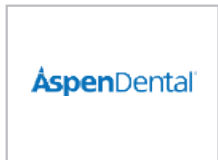
**Or Erica Darling at:**

512-689-2246 Direct | [Erica@retaillive.com](mailto:Erica@retaillive.com)

**RETAIL LIVE!** Learn more and register for the next show online at [www.retaillive.com](http://www.retaillive.com)



# R RETAIL LIVE! 2020 RETAILERS



Participating retailers are subject to change.

# MAKING MOVES

How Vestar Continues to Excel in a Changing Economy



Guests attend a free concert at Desert Ridge Marketplace in Phoenix, Arizona – one of hundreds of free public events Vestar hosts each year.

**Things** aren't slowing down in the desert. As Phoenix booms into its fourth consecutive year as the fastest growing city in the United States, Vestar's Arizona properties have seen an incredible increase in foot traffic and sales. Still, much of the industry remains wary of the effects that online shopping behavior will have in the long run. To stay one step ahead, Vestar has shifted its tenant focus and implemented free public programming to keep residents returning time and again.



Kanye West performs to a crowd of 30,000 at The Gateway in Salt Lake City, Utah.

While brick and mortar are here to stay, the recent insecurities of many major retailers has left the shopping center industry to wonder what lies ahead. Vestar was no exception. "We have been forced to reevaluate what's worked in the past and really look at the industry in an entirely new light," says Jenny Cushing, Vice President of Leasing at Vestar. "When we started focusing on the possibilities, we saw an opportunity to develop something that nobody else in the industry had done yet."

The strategy was simple: provide more dining, entertainment and lifestyle options that encourage shoppers to get out of the house. By developing a new tenant mix strategy aimed at providing offline engagement, Vestar predicted shoppers would not only frequent their centers more, but actually spend more time browsing and shopping as well. In addition, robust event calendars and public art measures were implemented to further entice potential shoppers.

"We knew shifting the tenant mix wasn't enough," says David Larcher, President of Vestar. "In order for foot traffic to increase, so that our tenants can truly

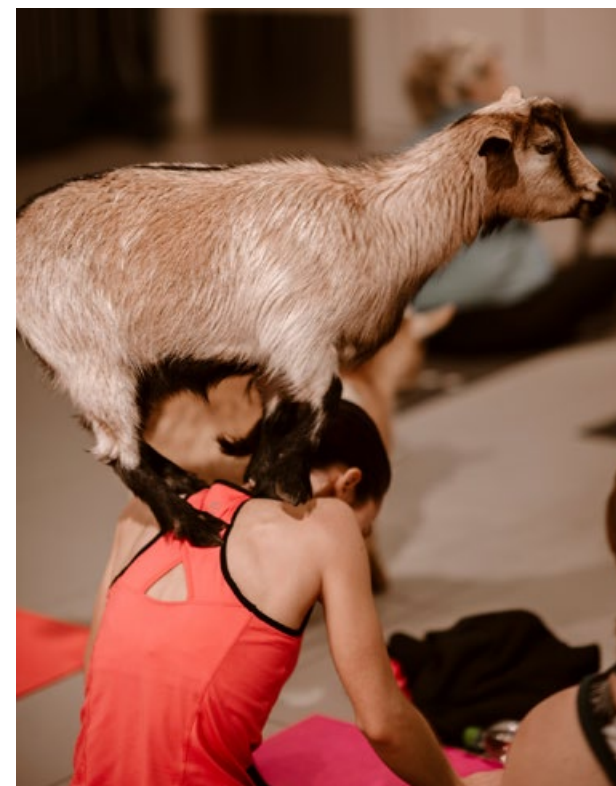


Visitors interact with life-sized "Street Safari" art at Tempe Marketplace in Tempe, Arizona.

benefit, we need to offer one-of-a-kind experiences to the public." What's more, almost all of Vestar's events are free of charge, with enticing programs like concerts featuring major artists, Goat Yoga, and Cirque du Soleil acrobatic performers.

Perhaps one of the most innovative new programs Vestar has secured is its EOP (Extension of Premises) program at Desert Ridge Marketplace. Vestar fought hard to change Arizona laws and become the first—and currently only—shopping center in the state to allow shoppers to sip on an alcoholic beverage while shopping in its District area.

"It was a tough fight, but we knew it would give our shoppers yet another reason to stay at our centers for a while," says Larcher. "The future of this industry lies in innovation and determination, and we'll continue to do whatever it takes to stay ahead of the curve."



Wellness enthusiasts enjoy "Goat Yoga" at The Orchard Town Center in Greater Denver, Colorado.

Learn more at [Vestar.com](https://vestar.com) ■



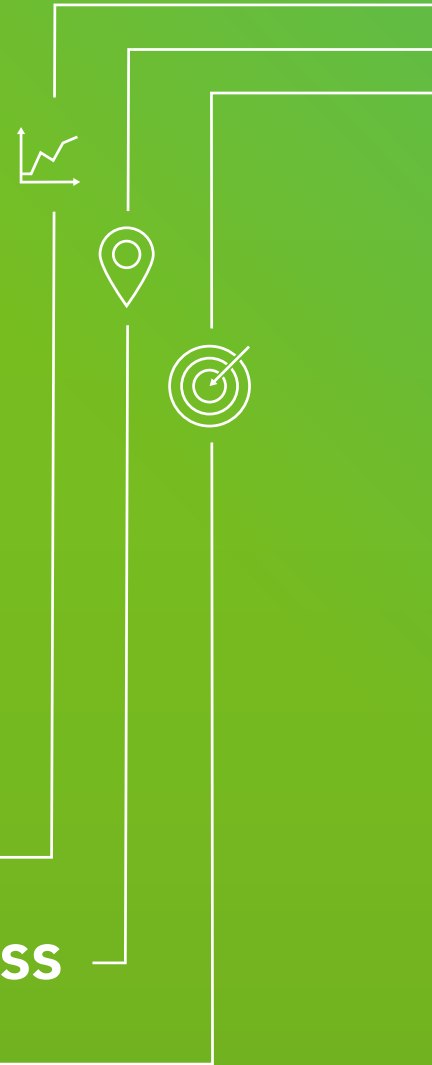
# retail strategies

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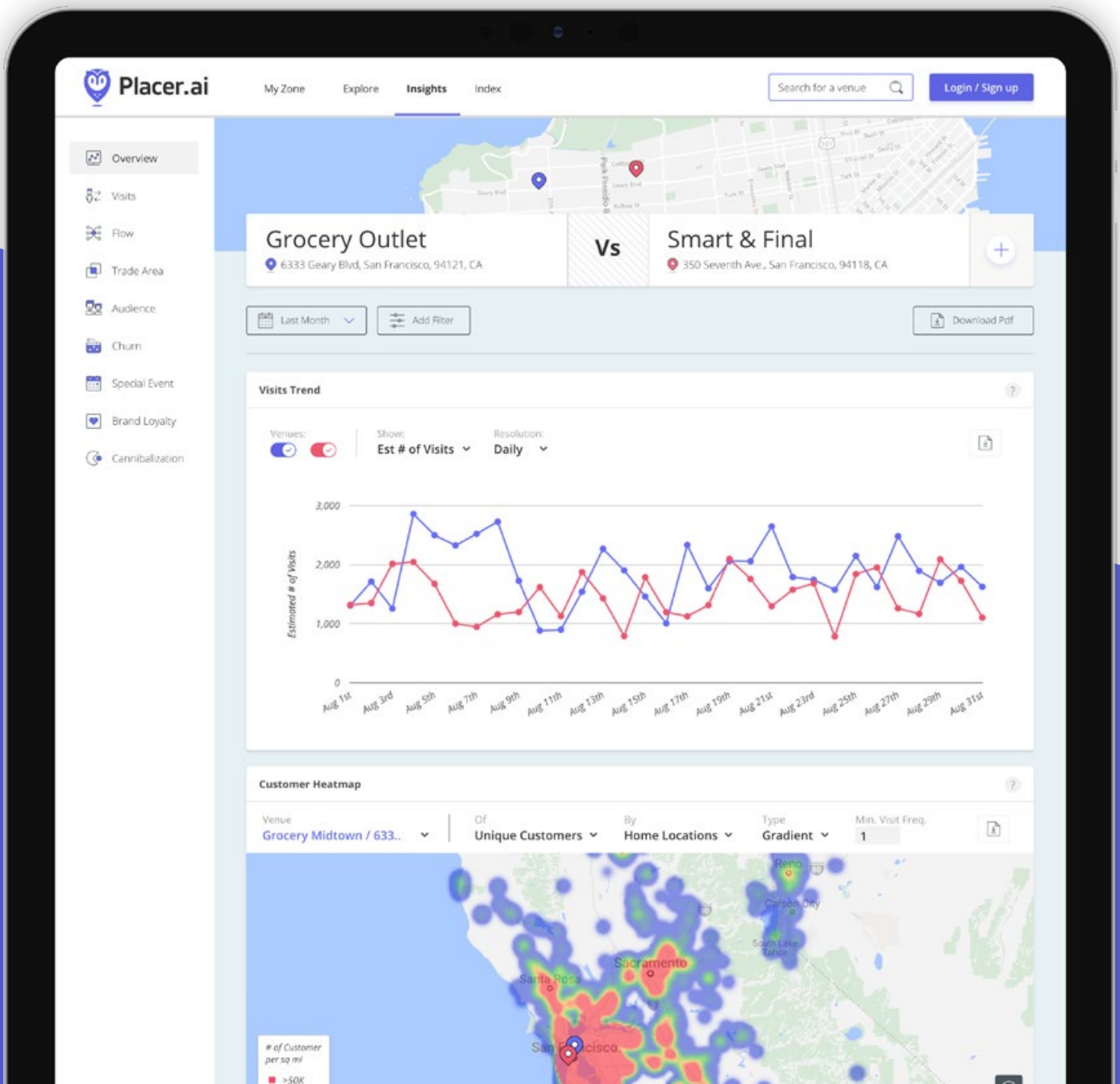
A photograph of a city skyline at dusk, with several skyscrapers illuminated against a dark blue sky. The buildings have various architectural styles, some with glass facades reflecting the light. The street below is visible, with some lights and a few cars.

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### BASSETT PLACE

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RETAIL LIVE!

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## Retailer

Company Aspen Dental

Address 406 Orchid Ave • Corona del Mar, CA 92625

Contact Jonathan Langford Title Director of Real Estate

Phone (949) 322-5333 Email jonathan.langford@aspidental.com

## Broker(s)

Company	<u></u>	Company	<u>Phoenix Commercial Advisors (AZ)</u>
Broker	<u></u>	Broker	<u>Teale Bloom</u>
Phone	<u></u>	Phone	<u>(602) 288-3476</u>
Email	<u></u>	Email	<u>tbloom@pcaemail.com</u>
Territory	<u></u>	Territory	<u>Arizona</u>
Company	<u>CBRE</u>	Company	<u>Gallelli Real Estate</u>
Broker	<u>Jason Read</u>	Broker	<u>Phillip Kyle</u>
Phone	<u>(916) 446-6800</u>	Phone	<u>(805) 892-6237</u>
Email	<u>jason.read@cbre.com</u>	Email	<u>pkyle@gallellire.com</u>
Territory	<u>Sacramento area, CA</u>	Territory	<u>Central Coast, CA</u>

## Site Requirements

Size in SF 3,500 SF Initial Term 10 Years

Renewal Terms 3 x 5 years T.I. Allowance \$50/SF

Type of Center Power

## Demographics

Population Regional

Income Middle Traffic Counts High

Current Stores 800 New Stores Approx 100/yr

## Retailer

Company Big 5 Sporting Goods

Address 2525 E. El Segundo Blvd • El Segundo, CA 90245

Contact Jim Berlin Title Senior Director of Real Estate

Phone (310) 297-7741 Email jsb@big5corp.com

## Broker(s)

Company \_\_\_\_\_ Company \_\_\_\_\_

Broker \_\_\_\_\_ Broker \_\_\_\_\_

Phone \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_ Email \_\_\_\_\_

Territory \_\_\_\_\_ Territory \_\_\_\_\_

Company \_\_\_\_\_ Company \_\_\_\_\_

Broker \_\_\_\_\_ Broker \_\_\_\_\_

Phone \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_ Email \_\_\_\_\_

Territory \_\_\_\_\_ Territory \_\_\_\_\_

## Site Requirements

Size in SF 8,000 - 15,000 SF Initial Term 5 Years

Renewal Terms 3-4 five year options T.I. Allowance \$15/SF

Type of Center Neighborhood or regional retail center

## Demographics

Population 20,000

Income Any Traffic Counts N/A

Current Stores 434 New Stores 5 to 10



## Retailer

Company Burger King

Address 2145 NE 164TH Street, 246 • 5707 Blue Lagoon Dr. 4th Floor, Florida 33162

Contact William Washington Title Development

Phone (267) 227-2648 Email wwashington@rbi.com

## Broker(s)

Company	_____	Company	_____
Broker	_____	Broker	_____
Phone	_____	Phone	_____
Email	_____	Email	_____
Territory	_____	Territory	_____

Company	_____	Company	_____
Broker	_____	Broker	_____
Phone	_____	Phone	_____
Email	_____	Email	_____
Territory	_____	Territory	_____

## Site Requirements

Size in SF 3,000 SF Initial Term 20 Years

Renewal Terms 4 T.I. Allowance Pad Ready or Vanilla Shell

Type of Center Daily Needs

## Demographics

Population 5,000 people in 1 mile in suburban market 10,000 in 10 mile

Income \$45,000 Traffic Counts 20000

Current Stores 7,500 US/12,500 Worldwide New Stores 250

## Retailer

Company Carvana

Address 1930 W Rio Salado Pkwy • Tempe, Arizona 85281

Contact Ryan Schmitt Title \_\_\_\_\_

Phone \_\_\_\_\_ Email ryan.schmitt@carvana.com

## Broker(s)

Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____
Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____

## Site Requirements

Size in SF 1.5 AC Initial Term Purchase Only

Renewal Terms Purchase Only T.I. Allowance N/A

Type of Center Pad Site

## Demographics

Population 1 million MSA

Income Median Income Traffic Counts 25,000 CPD

Current Stores 3,600 New Stores 50



## Retailer

Company Dollar Tree

Address 18000 Studebaker Boulevard, Suite 695 • Cerritos, CA 90707

Contact Jeff Forman Title Real Estate Director

Phone (310) 793-6473 Email jforman@dollartree.com

## Broker(s)

Company	<u>Christifulli</u>	Company	<u></u>
Broker	<u>Kurt Kalocin</u>	Broker	<u></u>
Phone	<u>(480) 251-2377</u>	Phone	<u></u>
Email	<u>kurt@christifulli.com</u>	Email	<u></u>
Territory	<u></u>	Territory	<u></u>
Company	<u></u>	Company	<u></u>
Broker	<u></u>	Broker	<u></u>
Phone	<u></u>	Phone	<u></u>
Email	<u></u>	Email	<u></u>
Territory	<u></u>	Territory	<u></u>

## Site Requirements

Size in SF 10,000 SF Initial Term 5 Years

Renewal Terms 3 5-year options T.I. Allowance

Type of Center Strip/Power/Freestanding

## Demographics

Population 20,000

Income \$30,000-\$100,000 Traffic Counts 10000

Current Stores 7,100 New Stores 350

## Retailer

Company Goodwill of Central and Northern Arizona

Address .

Contact Kim Ryder Title Vice President of Real Estate

Phone (602) 535-4176 Email lauren.nisenbaum@goodwillaz.org

## Broker(s)

Company <u>GWCRE, LLC</u>	Company _____
Broker <u>Jeffrey Lee</u>	Broker _____
Phone <u>(602) 535-4137</u>	Phone _____
Email <u>jeff.lee@gwcre.com</u>	Email _____
Territory _____	Territory _____
Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____

## Site Requirements

Size in SF 18,000-35,000 SF Initial Term 2nd Generation Space = 10 Years, New Build = 15 Years

Renewal Terms 5 years T.I. Allowance Deal Specific

Type of Center Neighborhood Center, Power Center, Freestanding

## Demographics

Population 50,000+

Income Avg. of \$50,000 Traffic Counts 35,000+ CPD

Current Stores 92 New Stores 5

## Retailer

Company Great Clips

Address .

Contact Jim Reynolds Title Senior Real Estate Manager

Phone (425) 785-1490 Email jim.reynolds@greatclips.com

## Broker(s)

Company Phoenix Commercial Advisors Company Epsteen & Associates (San Diego)

Broker Cameron Warren Broker Joe Wojdowski

Phone (602) 288-3471 Phone (858) 229-6614

Email cwarren@pcaemail.com Email jwojdowski@epsteen.com

Territory \_\_\_\_\_ Territory \_\_\_\_\_

Company Epsteen & Associates (Los Angeles) Company \_\_\_\_\_

Broker Sam Yourman, Mike Getz, Spencer Johnson Broker \_\_\_\_\_

Phone (310) 451-8171 Phone \_\_\_\_\_

Email syourman@epsteen.com Email \_\_\_\_\_

Territory \_\_\_\_\_ Territory \_\_\_\_\_

## Site Requirements

Size in SF 900-1,200 SF Initial Term 5-10 Years

Renewal Terms 2 Five year options T.I. Allowance AMAP (deal dependent)

Type of Center Daily needs grocery/drug neighborhood center or discount power center. Hi Vis strip works too.

## Demographics

Population Site dependent

Income Median to high for the trade area Traffic Counts N/A

Current Stores 4,500 New Stores 200

## Retailer

Company Heartland Dental

Address 1200 Network Centre Dr • Effingham, IL 62401

Contact Patrick Martelli Title Real Estate Manager

Phone (217) 663-7473 Email Pmartelli@heartland.com

## Broker(s)

Company	<u>Tenant Advocates</u>	Company	<u>Western Retail</u>
Broker	<u>Carol Narens- Pahl</u>	Broker	<u>Dave Uhles</u>
Phone	<u>(317) 660-6110</u>	Phone	<u>(602) 778-3743</u>
Email	<u>carol@tenantadvocatesinc.com</u>	Email	<u>duhles@w-retail.com</u>
Territory	<u></u>	Territory	<u>Arizona</u>

Company	<u></u>	Company	<u></u>
Broker	<u></u>	Broker	<u></u>
Phone	<u></u>	Phone	<u></u>
Email	<u></u>	Email	<u></u>
Territory	<u></u>	Territory	<u></u>

## Site Requirements

Size in SF	<u>4,200 SF</u>	Initial Term	<u>10 years</u>
Renewal Terms	<u>3, 5 year options</u>	T.I. Allowance	<u></u>
Type of Center	<u>Grocery Anchored</u>		

## Demographics

Population	<u>50,000+</u>	Traffic Counts	<u>20,000</u>
Income	<u>50,000 median HH</u>	New Stores	<u>75</u>
Current Stores	<u>1,000+</u>		



## Retailer

Company	<u>Jersey Mike's Franchise Systems, Inc.</u>		
Address	<u>.</u>		
Contact	<u>Gerardo Flores</u>	Title	<u>VP of Real Estate</u>
Phone	<u>(602) 743-9763</u>	Email	<u>gflores@jerseymikes.com</u>

## Broker(s)

Company	<u></u>	Company	<u></u>
Broker	<u></u>	Broker	<u></u>
Phone	<u></u>	Phone	<u></u>
Email	<u></u>	Email	<u></u>
Territory	<u></u>	Territory	<u></u>
Company	<u></u>	Company	<u></u>
Broker	<u></u>	Broker	<u></u>
Phone	<u></u>	Phone	<u></u>
Email	<u></u>	Email	<u></u>
Territory	<u></u>	Territory	<u></u>

## Site Requirements

Size in SF	<u>1,200-1,800 SF</u>	Initial Term	<u>10 yrs</u>
Renewal Terms	<u>3 to 5 Years</u>	T.I. Allowance	<u></u>
Type of Center	<u>Shopping Center</u>		

## Demographics

Population	<u>45,000 +</u>		
Income	<u>\$50,000</u>	Traffic Counts	<u>25,000 +</u>
Current Stores	<u>1620</u>	New Stores	<u>Tuscon</u>

## Retailer

Company Juicy Burgers Restaurant

Address 949 Parkway Plaza • EL Cajon, California 92020

Contact Nick Walpert Title CEO

Phone (702) 981-7310 Email nick@juicyburgers.net

## Broker(s)

Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____
Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____

## Site Requirements

Size in SF 1,200 - 1,800 SF Initial Term 10 Years

Renewal Terms 5 Years T.I. Allowance \_\_\_\_\_

Type of Center \_\_\_\_\_

## Demographics

Population 30,000

Income \$65,000 Traffic Counts 25,000 CPD

Current Stores 52 New Stores 7

## Retailer

Company	Kahala Brands		
Address	9311 E Via de Ventura • Scottsdale, AZ 85258		
Contact	John Rose	Title	Director of Real Estate
Phone	(480) 362-4957	Email	jrose@kahalamgmt.com

## Broker(s)

Company	_____	Company	_____
Broker	_____	Broker	_____
Phone	_____	Phone	_____
Email	_____	Email	_____
Territory	_____	Territory	_____
Company	_____	Company	_____
Broker	_____	Broker	_____
Phone	_____	Phone	_____
Email	_____	Email	_____
Territory	_____	Territory	_____

## Site Requirements

Size in SF	1,000 - 3,000 SF	Initial Term	5 - 10 Years
Renewal Terms	2 - 5 yrs	T.I. Allowance	_____
Type of Center	Neighborhood - Daily Needs		

## Demographics

Population	25,000 - 100,000	Traffic Counts	25,000
Income	Upper-Mid	New Stores	150
Current Stores	3,300		

## Retailer

Company Little Caesar Enterprises, Inc.

Address .

Contact Robert Veriato Title Real Estate Manager

Phone (951) 316-1580 Email Robert.Veriato@LCEcorp.com

## Broker(s)

Company	<u>Little Caesar Enterprises, Inc.</u>	Company	<u></u>
Broker	<u>Michael Lagazo</u>	Broker	<u></u>
Phone	<u>(657) 366-0509</u>	Phone	<u></u>
Email	<u>michael.lagazo@lcecorp.com</u>	Email	<u></u>
Territory	<u></u>	Territory	<u></u>
Company	<u></u>	Company	<u></u>
Broker	<u></u>	Broker	<u></u>
Phone	<u></u>	Phone	<u></u>
Email	<u></u>	Email	<u></u>
Territory	<u></u>	Territory	<u></u>

## Site Requirements

Size in SF 1,400 - 1,600 SF Initial Term 5 Years

Renewal Terms 3x 5-year options T.I. Allowance

Type of Center Grocery, drugstore anchored center

## Demographics

Population 30,000+

Income <\$100,000 Median HH Income Traffic Counts 25,000+

Current Stores 5,500± New Stores 12





## Retailer

Company McDonald's USA

Address 110 North Carpenter Street • Chicago, Illinois 60607

Contact Gary Blau Title National Real Estate Manager

Phone \_\_\_\_\_ Email gary.blau@us.mcd.com

## Broker(s)

Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____
Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____

## Site Requirements

Size in SF 60,000 SF Initial Term Prefer to Purchase

Renewal Terms Prefer to Purchase T.I. Allowance N/A

Type of Center Neighborhood & Regional Shopping Center

## Demographics

Population 25,000

Income Market Average Traffic Counts Moderate

Current Stores \_\_\_\_\_ New Stores \_\_\_\_\_

## Retailer

Company Mister Car Wash

Address 222 E 5th Street • Tucson, Arizona 85705

Contact Robert Baker Title Real Estate Representative

Phone (520) 355-3082 Email rbaker@mistercarwash.com

## Broker(s)

Company Mister Car Wash Company Got Space USA

Broker Aaron LaPrise Broker Keith Meyer

Phone (520) 631-1852 Phone (505) 878-0009

Email alaprise@picor.com Email keithmeyer@gotspaceusa.com

Territory \_\_\_\_\_ Territory New Mexico

Company Mountain West Company CBRE

Broker Scott Brady Broker Dan Rodriguez

Phone (801) 456-8804 Phone (719) 471-6046

Email sbrady@mtnwest.com Email dan.rodriguez@cbre.com

Territory Utah Territory Colorado

## Site Requirements

Size in SF 43,560 - 65,340 SF Initial Term 20 Years

Renewal Terms 10, 5 year T.I. Allowance TBD

Type of Center Shopping Center, Power Center, Regional Center, Super Regional Center, Mall/ Outlet mall

## Demographics

Population 50,000 +

Income \$50,000+ MHI Traffic Counts 30,000 vpd +

Current Stores 323 New Stores 15-20

## Retailer

Company Office Depot OfficeMax

Address 6600 North Military Trail • Boca Raron, Florida 33496

Contact Ron Friedman Title Manager, Real Estate

Phone (561) 809-5505 Email ronald.friedman@officedepot.com

## Broker(s)

Company Western Retail Advisors Company Ferguson Properties

Broker Neil Board Broker Jay Ferguson

Phone (602) 778-3781 Phone (816) 781-2520

Email nboard@w-retail.com Email jayferguson@fergprop.com

Territory \_\_\_\_\_ Territory \_\_\_\_\_

Company Pegasus Retail Company \_\_\_\_\_

Broker Anthony Johnson Broker \_\_\_\_\_

Phone (505) 346-0019 Phone \_\_\_\_\_

Email AJ@pegasusgroup.com Email \_\_\_\_\_

Territory \_\_\_\_\_ Territory \_\_\_\_\_

## Site Requirements

Size in SF 15,000 SF Initial Term 10 Years

Renewal Terms 5 yrs T.I. Allowance \_\_\_\_\_

Type of Center In-Line-Power Center, Inline-Neighborhood Center or Freestanding

## Demographics

Population NA

Income NA Traffic Counts NA

Current Stores 1300 New Stores 5 to 10



## Retailer

Company Panera Bread, LLC

Address .

Contact Tim O’Kane Title Sr. Real Estate Manager

Phone (714) 316-4296 Email tim.okane@panerabread.com

## Broker(s)

Company <u>Echelon (AZ)</u>	Company _____
Broker <u>Chip Thor</u>	Broker _____
Phone <u>(480) 887-8800</u>	Phone _____
Email <u>thor@echelon-re.com</u>	Email _____
Territory _____	Territory _____
Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____

## Site Requirements

Size in SF 3,200-4,500 SF Initial Term 10 Year Base

Renewal Terms Three (3) @ five (5) years T.I. Allowance \$50 PSF

Type of Center Regional, Big Box, and Prominent Lifestyle Projects

## Demographics

Population 1 Mile: 10K, 2 Mile: 30K

Income \$50K Median Traffic Counts 25K +

Current Stores 2,300 New Stores 75-100 per annum

## Retailer

Company Postal Annex

Address 7580 Metropolitan Drive • San Diego, California 92108

Contact Chris Kimball Title Executive Director of Real Estate and Leasing

Phone (619) 563-4800 Email ckimball@annexbrands.com

## Broker(s)

Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____
Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____

## Site Requirements

Size in SF 900-1,500 SF Initial Term 5 Years

Renewal Terms 5 Years T.I. Allowance \_\_\_\_\_

Type of Center Community/Neighborhood

## Demographics

Population At least 30,000 within a 3 mile radius

Income \$100k - \$150k Household Income Traffic Counts N/A

Current Stores 600 New Stores 30

## Retailer

Company Regis Corporation

Address .

Contact David Jarand Title Real Estate Manager

Phone (602) 882-1808 Email david.jarand@avisonyoung.com

## Broker(s)

Company	<u></u>	Company	<u></u>
Broker	<u></u>	Broker	<u></u>
Phone	<u></u>	Phone	<u></u>
Email	<u></u>	Email	<u></u>
Territory	<u></u>	Territory	<u></u>
Company	<u></u>	Company	<u></u>
Broker	<u></u>	Broker	<u></u>
Phone	<u></u>	Phone	<u></u>
Email	<u></u>	Email	<u></u>
Territory	<u></u>	Territory	<u></u>

## Site Requirements

Size in SF 800-1,200 SF Initial Term 5 Years

Renewal Terms 2-5 Years T.I. Allowance

Type of Center Various

## Demographics

Population Various

Income Minimum \$55k Median Traffic Counts Various

Current Stores 7,800 + New Stores Growing



## Retailer

Company Rock & Brews

Address 4455 E. Camelback Rd. • Phoenix, Arizona 85018

Contact Perry Man Title \_\_\_\_\_

Phone \_\_\_\_\_ Email perry@rockandbrews.com

## Broker(s)

Company <u>JRS Realty Advisors LLC</u>	Company _____
Broker <u>Jonathan Sussman</u>	Broker _____
Phone <u>(480) 225-1922</u>	Phone _____
Email <u>js@jrsre.com</u>	Email _____
Territory _____	Territory _____
Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____

## Site Requirements

Size in SF 1.5 - 2 AC Initial Term Purchase or Ground Lease

Renewal Terms Varies T.I. Allowance Varies

Type of Center Outparcels, Power Centers, Lifestyle Centers, Malls, Entertainment Centers

## Demographics

Population \_\_\_\_\_

Income \_\_\_\_\_ Traffic Counts \_\_\_\_\_

Current Stores 26 New Stores 5

## Retailer

Company Sherwin-Williams Co.

Address 2100 Lakeside Blvd • Richardson, Texas 75082

Contact Ray Starbuck Title Director of Real Estate

Phone (214) 553-2972 Email rstarbuck@sherwin.com

## Broker(s)

Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____
Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____

## Site Requirements

Size in SF 4,000 - 6,000 SF Initial Term 5 or 10 Years

Renewal Terms Three 5 year options T.I. Allowance Negotiated

Type of Center Free Standing or Prominent End Cap

## Demographics

Population 100,000 within 5-miles/35,000 HH in metro area

Income \$65,000 plus Traffic Counts high

Current Stores \_\_\_\_\_ New Stores 15 - 20 per year



## Retailer

Company Smoothie King

Address 9797 Rombauer • Dallas, TX 75019

Contact Andrea Witt Title Real Estate Manager

Phone (940) 783-3546 Email andrea.witt@smoothieking.com

## Broker(s)

Company SRS Company SRS

Broker Scott Ellsworth Broker Sean Lieb

Phone (602) 682-6063 Phone (602) 376-9797

Email scott.ellsworth@srsre.com Email sean.lieb@srsre.com

Territory \_\_\_\_\_ Territory \_\_\_\_\_

Company \_\_\_\_\_ Company \_\_\_\_\_

Broker \_\_\_\_\_ Broker \_\_\_\_\_

Phone \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_ Email \_\_\_\_\_

Territory \_\_\_\_\_ Territory \_\_\_\_\_

## Site Requirements

Size in SF 800 - 1,600 SF Initial Term 5 or 10 Years

Renewal Terms 2 (5) year options T.I. Allowance \_\_\_\_\_

Type of Center Drive thru locations, power centers, grocery anchored, health clubs, QSRs and service oriented retailers

## Demographics

Population 30,000 in a 7 mile radius

Income Median household income above median for the DMA Traffic Counts 20,000 CPD

Current Stores 1,100 New Stores 125



## Retailer

Company SONIC Drive-In

Address .

Contact Joe Morian Title \_\_\_\_\_

Phone \_\_\_\_\_ Email joe.morian@sonicdrivein.com

## Broker(s)

Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____
Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____

## Site Requirements

Size in SF 32,670 SF Initial Term 15 Years

Renewal Terms 5 Years T.I. Allowance \_\_\_\_\_

Type of Center \_\_\_\_\_

## Demographics

Population \_\_\_\_\_

Income \_\_\_\_\_ Traffic Counts \_\_\_\_\_

Current Stores 3,600 New Stores 50

## Retailer

Company Sport Clips

Address .

Contact Shea Laffere Title Real Estate Director

Phone (469) 236-0918 Email shea.laffere@sportclips.com

## Broker(s)

Company	<u>CBRE</u>	Company	<u>NAI Horizon</u>
Broker	<u>Max Bippus</u>	Broker	<u>Ben Craney</u>
Phone	<u>(602) 735-5518</u>	Phone	<u>(520) 398-4885</u>
Email	<u>max.bippus@cbre.com</u>	Email	<u>ben.craney@naihorizon.com</u>
Territory	<u>Phoenix</u>	Territory	<u>Tucson</u>

Company	<u></u>	Company	<u></u>
Broker	<u></u>	Broker	<u></u>
Phone	<u></u>	Phone	<u></u>
Email	<u></u>	Email	<u></u>
Territory	<u></u>	Territory	<u></u>

## Site Requirements

Size in SF	<u>1,000 - 1,400 SF</u>	Initial Term	<u>5 Years</u>
Renewal Terms	<u>2 x 5 Years</u>	T.I. Allowance	<u>TBD</u>
Type of Center	<u>Power Centers, Strip Centers with national co-tenants, Anchored</u>		

## Demographics

Population	<u></u>		
Income	<u>Moderate to Higher Income</u>	Traffic Counts	<u>30,000 VPD</u>
Current Stores	<u>1,870 Nationally</u>	New Stores	<u>120 - 125 Nationally</u>

## Retailer

Company Tropical Smoothie Cafe

Address .

Contact Melissa Tinsley Title Franchise Real Estate Manager

Phone (214) 535-2521 Email mtinsley@tropicalsMOOTHIE.com

## Broker(s)

Company <u>CORE Realty Partners</u>	Company _____
Broker <u>Mark Sunkel</u>	Broker _____
Phone <u>(602) 690-6405</u>	Phone _____
Email _____	Email _____
Territory _____	Territory _____
Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____

## Site Requirements

Size in SF 1,400 - 1,700 SF Initial Term 10 years

Renewal Terms 2 x 5 Years T.I. Allowance \_\_\_\_\_

Type of Center Power centers, grocery anchored, strip centers, etc

## Demographics

Population N/A

Income N/A Traffic Counts N/A

Current Stores 800+ New Stores 130

## Retailer

Company Vasa Fitness  
Address .,  
Contact Jacob Hawkins Title Broker  
Phone (303) 577-9961 Email jacob.hawkins@dhlb.com

## Broker(s)

Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____

Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____

## Site Requirements

Size in SF <u>55,000 - 65,000 SF</u>	Initial Term <u>15 years</u>
Renewal Terms <u>3 x 5 Years</u>	T.I. Allowance <u>\$55 psf</u>
Type of Center <u>Neighborhood, Grocery Sites, Regional &amp; Power Center Sites</u>	

## Demographics

Population <u>100,000+</u>	Traffic Counts <u>N/A</u>
Income _____	New Stores <u>N/A</u>
Current Stores <u>N/A</u>	



## Retailer

Company Wendy's

Address .

Contact Todd Phelps Title \_\_\_\_\_

Phone \_\_\_\_\_ Email todd.phelps@wendys.com

## Broker(s)

Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____
Company _____	Company _____
Broker _____	Broker _____
Phone _____	Phone _____
Email _____	Email _____
Territory _____	Territory _____

## Site Requirements

Size in SF \_\_\_\_\_ Initial Term \_\_\_\_\_

Renewal Terms \_\_\_\_\_ T.I. Allowance \_\_\_\_\_

Type of Center \_\_\_\_\_

## Demographics

Population \_\_\_\_\_

Income \_\_\_\_\_ Traffic Counts \_\_\_\_\_

Current Stores \_\_\_\_\_ New Stores \_\_\_\_\_

## Retailer

Company Whataburger Restaurants

Address 300 Concord Plaza • San Antonio, TX 78216

Contact Carl Kocurek Title Real Estate Director

Phone (210) 601-5050 Email dckocurek@wbhq.com

## Broker(s)

Company	<u>Velocity Retail Group</u>	Company	<u></u>
Broker	<u>Darren Pitts</u>	Broker	<u></u>
Phone	<u>(602) 682-6050</u>	Phone	<u></u>
Email	<u>darren.pitts@velocityretail.com</u>	Email	<u></u>
Territory	<u></u>	Territory	<u></u>
Company	<u></u>	Company	<u></u>
Broker	<u></u>	Broker	<u></u>
Phone	<u></u>	Phone	<u></u>
Email	<u></u>	Email	<u></u>
Territory	<u></u>	Territory	<u></u>

## Site Requirements

Size in SF 50,000 SF Initial Term 15 Years

Renewal Terms 3 Years T.I. Allowance

Type of Center Power

## Demographics

Population 40,000

Income \$50,000 Traffic Counts 40,000

Current Stores 828 New Stores 15

# Landlord

Landlord	Landlord Contact	Telephone	Email
Vestar	Angie Kory	(602)553-2657	Akory@vestar.com
Shoppes at Chandler Heights LLC	Mary Nollenberger	480-748-8266	mary.nollenberger@svn.com
Private Family Trust	Mary Nollenberger	480-748-8266	mary.nollenberger@svn.com
Vestar	Angie Kory	(602)553-2657	Akory@vestar.com
Vestar	Angie Kory	(602)553-2657	Akory@vestar.com
Vestar	Angie Kory	(602)553-2657	Akory@vestar.com
HHB Group	Mary Nollenberger	480-748-8266	mary.nollenberger@svn.com
Phoenix East Holdings	Mary Nollenberger	480-748-8266	mary.nollenberger@svn.com
Vestar	Rick Hearn	(602)866-0900	rhearn@vestar.com
CCR North LLC	Mary Nollenberger	480-748-8266	mary.nollenberger@svn.com
Professional Properties	Mary Nollenberger	480-748-8266	mary.nollenberger@svn.com
Vestar	Angie Kory	(602)553-2657	Akory@vestar.com
Vestar	Jenny Cushing	(602)866-0900	jcushing@vestar.com
Vestar	Rick Hearn	(602)866-0900	rhearn@vestar.com
Vestar	Rick Hearn	(602)866-0900	rhearn@vestar.com
Greystar	Mary Nollenberger	480-748-8266	mary.nollenberger@svn.com
Vestar	Angie Kory	(602)553-2657	Akory@vestar.com
Vestar	Rick Hearn	(602)866-0900	rhearn@vestar.com
Vestar	Rick Hearn	(602)866-0900	rhearn@vestar.com
Vestar	Taylor Alvey	(602)866-0900	talvey@vestar.com
Vestar	Rick Hearn	(602)866-0900	rhearn@vestar.com
Vestar	Jeff Axtell	(562)938-1722	jaxtell@vestar.com
Vestar	Breana Yore	(562)257-1511	byore@vestar.com
Vestar	Nicole Fulton	(562)420-5108	N/A
Vestar	Ryan Ash	(562)938-1722	rash@vestar.com
Vestar	Rick Hearn	(602)866-0900	rhearn@vestar.com
Vestar	Rick Hearn	(602)866-0900	rhearn@vestar.com
Vestar	Ryan Ash	(562)938-1722	rash@vestar.com
Vestar	Ryan Ash	(562)938-1722	rash@vestar.com
Vestar	Jeff Axtell	(562)938-1722	jaxtell@vestar.com
Vestar	Jeff Axtell	(562)938-1722	jaxtell@vestar.com
Vestar	Ryan Ash	(562)938-1722	rash@vestar.com
Vestar	Jeff Axtell	(562)938-1722	jaxtell@vestar.com
Vestar	Jeff Axtell	(562)938-1722	jaxtell@vestar.com
Vestar	Jeff Axtell	(562)938-1722	jaxtell@vestar.com

# Directory

Shopping Center	City	State	Zip Code
Las Tiendas Village	Chandler	AZ	85286
Chandler Crossings	Chandler	AZ	85286
Paseo Lindo	Chandler	AZ	85286
University Plaza	Flagstaff	AZ	86001
Crossroads Towne Center	Gilbert	AZ	85297
Gilbert Gateway Towne Center	Gilbert	AZ	85212
Shops at Evans Ranch Mixed Use Retail/Office	Gilbert	AZ	85298
North Canyon Ranch	Glendale	AZ	85310
Superstition Springs	Mesa	AZ	85209
Crismon Gateway Village	Mesa	AZ	85209
Coconut Grove	Mesa	AZ	85213
Lake Pleasant Towne Center	Peoria	AZ	85383
Desert Ridge Marketplace	Phoenix	AZ	85050
Happy Valley Towne Center	Phoenix	AZ	85085
Plaza de Campana	Phoenix	AZ	85032
The Art Ground Floor Retail/ Multi Family	Phoenix	AZ	85016
Queen Creek Marketplace	Queen Creek	AZ	85142
Ancala Village	Scottsdale	AZ	85259
Surprise Towne Center& Marketplace	Surprise	AZ	85374
Tempe Marketplace	Tempe	AZ	85281
The Groves	Tempe	AZ	85284
Anaheim Hills Festival	Anaheim	CA	92808
Plaza Paseo Real	Carlsbad	CA	92009
Gateway Towne Center	Compton	CA	90220
Shops at Waterford Place	Dublin	CA	94568
Rancho San Diego	El Cajon	CA	92019
Pacific Commons	Fremont	CA	94538
Diamond Ridge	Glendora	CA	91740
Sierra Oaks	Granite Bay	CA	95746
Long Beach Towne Center	Long Beach	CA	90808
East Washington Place	Petaluma	CA	94952
Pico Rivera Towne Center	Pico Rivera	CA	90660
Village Walk	Pico Rivera	CA	90660
Riverside Plaza	Riverside	CA	92506
Peninsula Center	Rolling Hills Estates	CA	90274



# Landlord Directory

Landlord	Landlord Contact	Telephone	Email
Vestar	Rick Hearn	(602)866-0900	rhearn@vestar.com
Vestar	Rick Hearn	(602)866-0900	rhearn@vestar.com
Vestar	Ryan Ash	(562)938-1722	rash@vestar.com
Vestar	Jeff Axtell	(562)938-1722	jaxtell@vestar.com
Vestar	Ryan Ash	(562)938-1722	rash@vestar.com
Vestar	Jeff Axtell	(562)938-1722	jaxtell@vestar.com
Vestar	Taylor Alvey	(602)866-0900	talvey@vestar.com
Vestar	Taylor Alvey	(602)866-0900	talvey@vestar.com
Vestar	Angie Kory	(602)553-2657	akory@vestar.com
Vestar	Jeff Axtell	(562)938-1722	jaxtell@vestar.com
Vestar	Rick Hearn	(602)866-0900	rhearn@vestar.com
Vestar	Taylor Alvey	(602)866-0900	talvey@vestar.com
Vestar	Taylor Alvey	(602)866-0900	talvey@vestar.com
Vestar	Jeff Axtell	(562)938-1722	jaxtell@vestar.com
Vestar	Jeff Axtell	(562)938-1722	jaxtell@vestar.com
Vestar	Ryan Ash	(562)938-1722	rash@vestar.com

# continued

Shopping Center	City	State	Zip Code
Creekside Towne Center	Roseville	CA	95678
Penasquitos Village	San Diego	CA	92129
@First	San Jose	CA	95134
Shops at Rossmoor	Seal Beach	CA	90740
Torrance Crossroads	Torrance	CA	90505
District At Tustin Legacy	Tustin	CA	92782
Bowles Crossing	Littleton	CO	80123
Orchard Town Center	Westminster	CO	80023
Green Valley Ranch	Henderson	NV	89052
Best In The West	Las Vegas	NV	89108
Twin Creeks Marketplace	Allen	TX	75013
Village On The Parkway	Dallas	TX	75254
Valley Fair	West Valley City	UT	84119
Alderwood Parkway	Lynwood	WA	98037
The Landing	Renton	WA	98057
James Center	Tacoma	WA	98466







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BRONZE



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WHERE CONNECTIONS ARE MADE

SMALL  
SHOWS

BIG IMPACT



THANKS FOR COMING – SEE YOU NEXT YEAR!