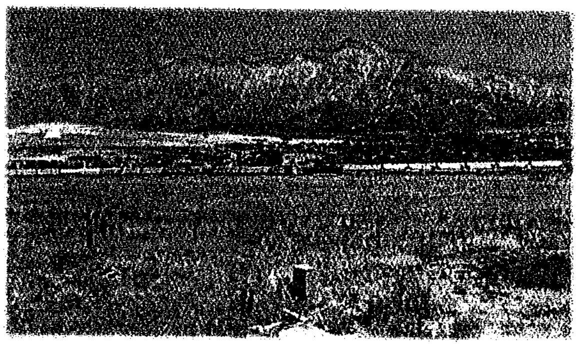
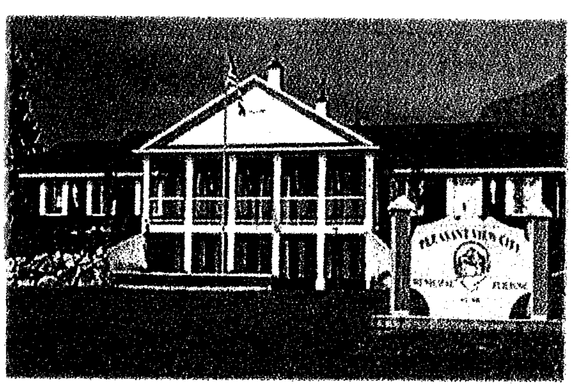




Economic Plan & Retail Market Study

Pleasant View City

July 2016

ZIONS ZPFI PUBLIC FINANCE, INC.

Contents

Background

The purpose of the Pleasant View Economic Plan and Retail Market Study is to identify opportunities for economic development in Pleasant View. This involves identifying key locations, critical properties, and various "retail identities" for certain sites, as well as locations for potential business park development. It also involves growth projections, including growth in buying power in the regional area and Pleasant View's role in the region. The overall goal is to provide the City with data and information that it can use to work with developers and to recruit new businesses to the area.

The report includes the following sections:

- Executive Summary
- Economic Sustainability
- Demographics
- Retail Leakage Analysis
- Buying Power Analysis
- Business Cluster Site Analysis
- Individual Cluster Characteristics
- Competitive Site Analysis
- Developer Financial Feasibility

Executive Summary

The following report highlights demographic information pertinent to Pleasant View, as well as key findings that detail retail development opportunities for the City. Additionally, weaknesses in the current market, as well as those inherent to the area due to a variety of factors, are also outlined. Key findings include the following:

- Housing prices, housing trends, and incomes suggest strong local demand and solid retail buying power;
- Pleasant View is poised to capture future economic growth as vacant land supply to the south dwindles, and populations to the west continue to grow;
- Sales data shows that only 7.0 percent of potential sales dollars are captured within Pleasant View, resulting in significant leakage to neighboring communities;
- Sales leakage, as well as basic demographics, show the need for grocery and general merchandise stores in Pleasant View;
- Brokers and developers active in the area indicate that future retail and commercial construction should be healthy in Pleasant View, and that numerous desirable sites exist within the City;
- Some neighboring communities have desirable vacant land parcels that are attracting more attention than sites in Pleasant View. Nonetheless, brokers and developers see the potential for retail absorption of upwards of 50,000 to 75,000 square feet in the next two to three years; and
- Competitive properties and sites near the 400 North exit in North Ogden and Marriott-Slaterville are showing more desirable value scenarios (lower capitalization rates = less risk and higher values) than properties and projected construction in Pleasant View. Consequently, development will likely occur in alternative sites prior to Pleasant View, unless incentives are considered or land prices decline. Financial feasibility is outlined later in this report.

Presently, limited new retail development is occurring in Pleasant View for a variety of factors. While some represent likely perpetual restraints, other weaknesses can be alleviated through potential use of incentives and aggressive planning measures. Notable weaknesses include the following:

- Access from moderate to higher-end residential neighborhoods provides for relatively easy connections to retail offerings in North Ogden. The configurations of Pleasant View Drive and Elberta Drive result in convenient access to non-Pleasant View retail shopping;
- The City has only one freeway on/off ramp, with land partially in the boundaries of Farr West;
- Major employers are notable, but employee density is low (significant amount of manufacturing/warehousing operations). Consequently, daytime populations are limited, and employment centers lack drawing power;
- Retailers consider traffic counts, employment centers, population counts and forecasts, median incomes, and visibility and exposure characteristics when deciding upon potential locations. For Pleasant View, traffic counts are moderate, while employment centers, population, and visibility and exposure characteristics are only average. As a result, retailers consider other options before first looking at Pleasant View; and
- Other communities in the area have conditions that allow for greater returns to developers at present. Consequently, other sites may need to be developed first before significant retail development in Pleasant View; or, incentives may need to be considered.

Despite the noted weaknesses, Pleasant View also has significant opportunities in select areas for additional growth. Key opportunities are noted below:

- Land near I-15 and 2700 North is desirable for near-term retail development. Additionally, desirable sites are located along 2700 North, as well as at the intersection of Highway 89;
- Several retailers are actively looking in the present market, with some intrigued by the possibilities of the Skyline Drive extension, and the potential for visibility and exposure from I-15;
- Opportunities exist for retail/showroom and warehousing space along Highway 89, north of 2700 North;
- Increasing residential density, particularly near key intersections and along 2700 North, will be desirable to future retailers; and
- Creating additional direct connections from Pleasant View Drive to 2700 North could result in more residents making their purchases within the City.

The following pages will also highlight what potential steps could be pursued in order to attract more commercial development. The points below highlight the major conclusions of steps to pursue:

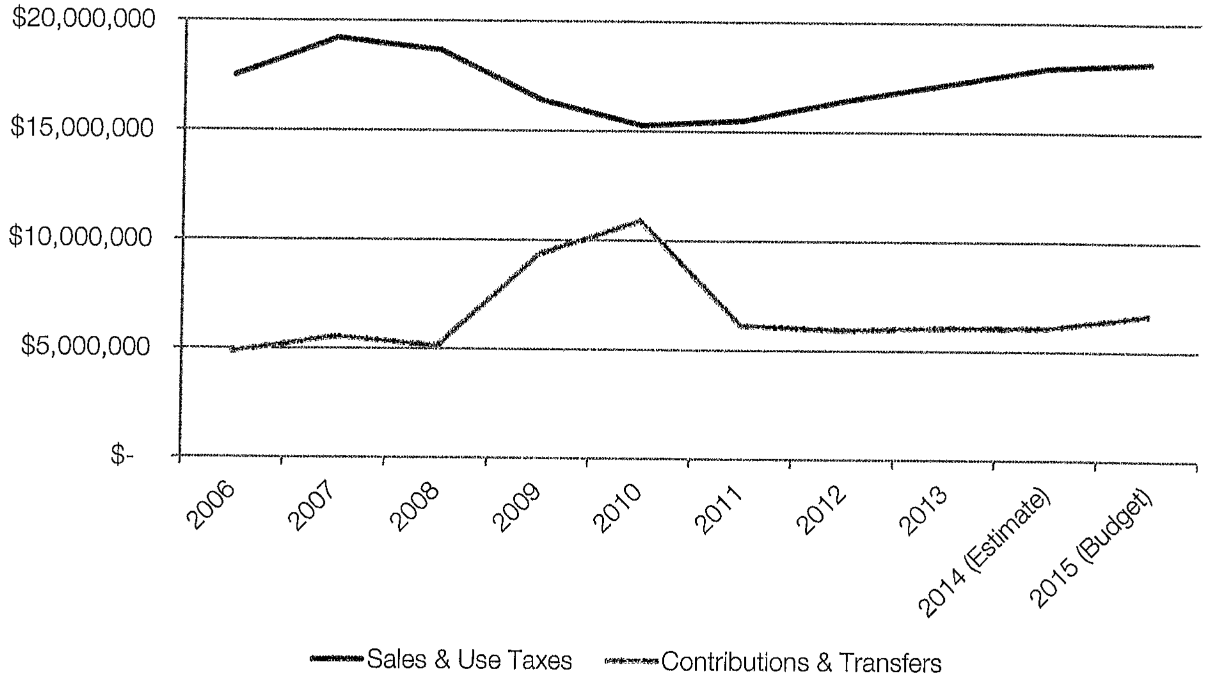
- Grocery use on 2700 North is critical to keeping residents in Pleasant View and not shopping in North Ogden;
- Better access from Pleasant View Drive to 2700 North to break up the easy access to North Ogden retail;
- Potential annexation of key land just south of 2700 North;
- UTA will expand number of trains when ridership increases. Focus on improving land uses around the FrontRunner Station, as well as at that key intersection;

- Tenants looking in the local market include those who see the possibility of destination locations; not sites that are traffic or population driven, but that have near access to the freeway and more affordable land;
- Realize that returns and values are more appealing in some surrounding cities, and that developers will need to offset this via more affordable land prices, utility costs, taxes, etc.;
- Consider incentives that either 1) provide financial compensation, or 2) expedite the approval and permitting process so that stores can open quicker in Pleasant View than in surrounding cities;
- How much compensation is necessary? Values and profit levels will need to match neighboring communities (i.e., if a developer has higher values in North Ogden, but similar construction costs, as compared to Pleasant View, he/she will realize a greater amount of profit). The gap in value is attributed to 1) lower capitalization rates, and 2) differing achievable rental rates; and
- While distribution and warehousing/manufacturing facilities are attracted to the area, consideration needs to be given for finding uses and employers that have a more standard concentration of employees per square foot of building area.

Economic Sustainability

A primary goal of economic development should be to create an environment of economic sustainability. A key to economic sustainability is developing and maintaining a diversified budget. During the recent recession, many municipal budgets experienced significant decreases as consumers spent less, resulting in lower sales tax revenues. One Utah community had a General Fund budget which relied heavily on sales tax revenues, with 38 percent of the General Fund coming from sales and use taxes. Between 2008 and 2009, this city experienced a $2.27 million decrease in sales tax revenues, with an additional $1.14 decrease between 2009 and 2010. These significant decreases required the city to make larger transfers from other funds to the General Fund to make up for the shortfall. While a diversified budget cannot prevent decreases in fund revenues, it can help mitigate the negative effects of economic cycles.

Figure 1: Sample City Sales Tax Revenues, 2006-2015



The breakdown of Pleasant View General Fund revenues over the last five years are outlined in Figure 2. Between 2010 and 2014, sales and use tax revenues comprised, on average, 25 percent of all General Fund revenues, while Property Taxes equaled, on average, 19 percent, followed by Franchise Taxes (19 percent) and Contributions and Transfers (11 percent).

Figure 2: Average General Fund Revenues (2010-2014)

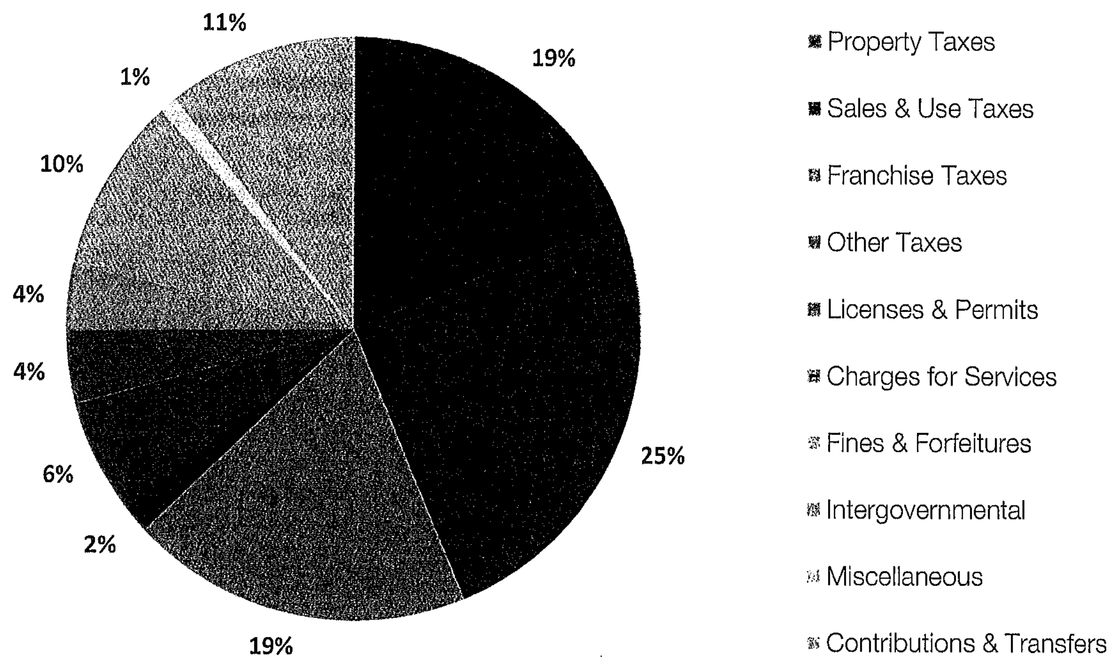
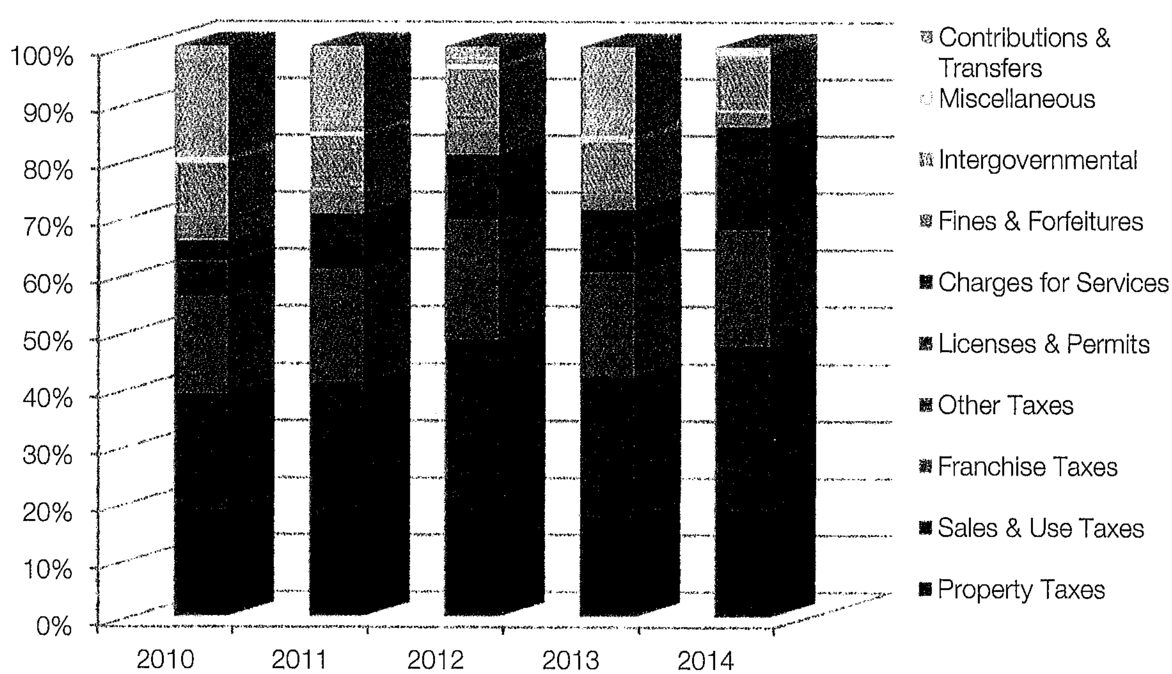
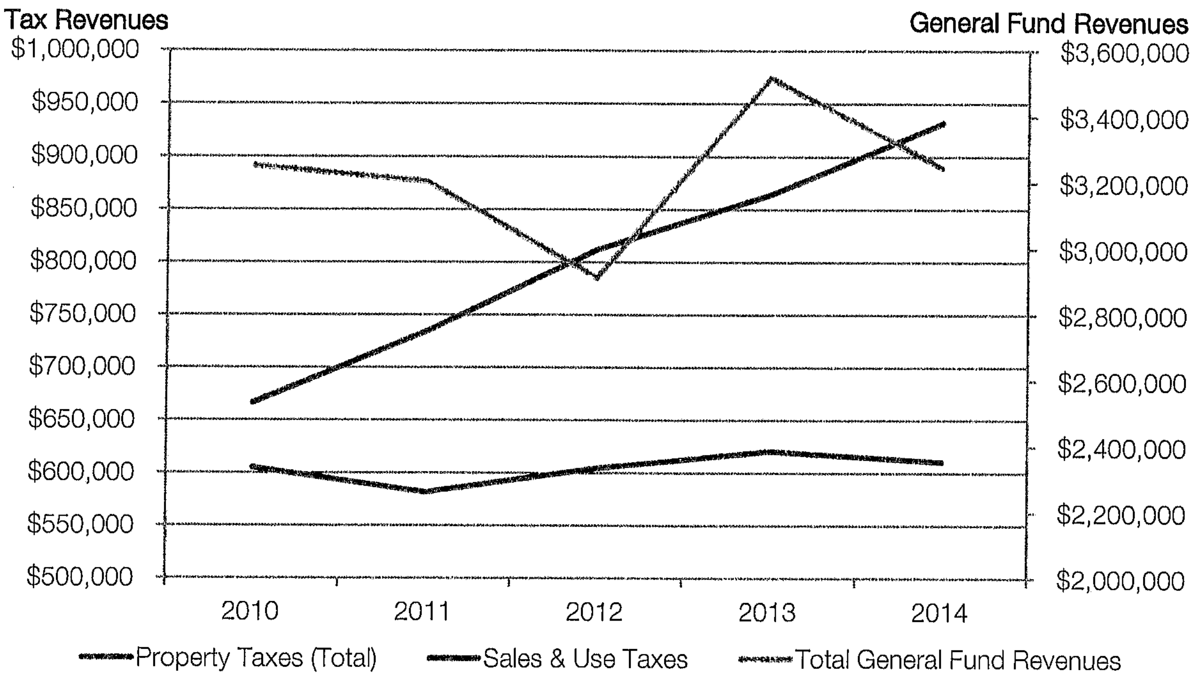


Figure 3: Pleasant View General Fund Revenues (Source: Office of the State Auditor)



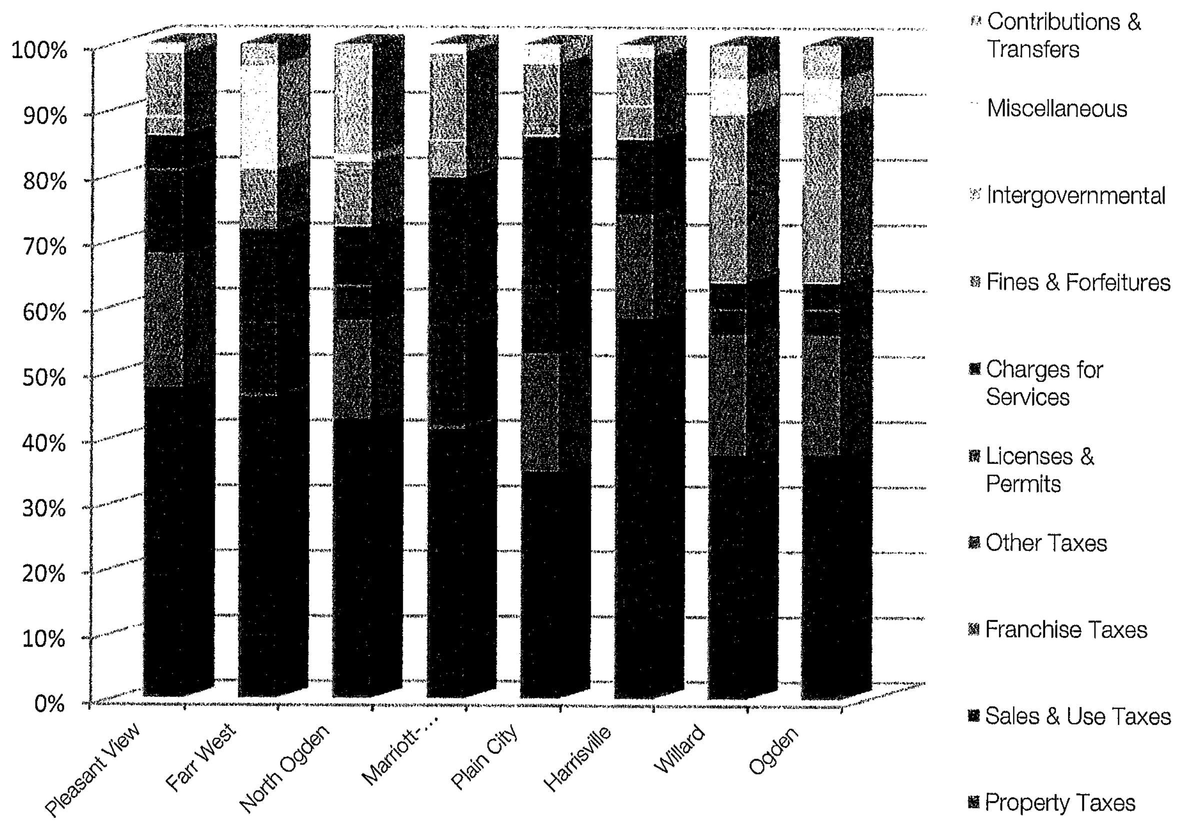
The average sales tax revenue for Pleasant View between 2010 and 2014 was $801,974. Sales tax revenues decreased by 13 percent between 2008 and 2010 ($64,406 in 2009 and $39,581 in 2010), but have recovered and reached $932,045 in 2014. Property Tax revenues have remained steady over the last five years, averaging $604,722 over the five-year period. Property tax revenues in 2014 were $610,826, and made up only 19 percent of all General Fund revenues. Increasing property tax revenues in Pleasant View by increasing property values, through new development and redevelopment, can help to further diversify the General Fund revenues and strengthen the economic sustainability of Pleasant View.

Figure 4: Pleasant View Property and Sales Tax Revenues over Time



Compared to neighboring communities, Pleasant View has 28 percent of General Fund revenues coming from sales tax, while other communities have budgets with sales tax revenues exceeding 1/3 of the budget, including Farr West (37 percent), Marriott-Slaterville (41 percent), and Harrisville (46 percent). Unlike some neighboring communities, Pleasant View is not overly reliant on one revenue source; however, there remains potential to further strengthen the primary revenue streams for Pleasant View City, namely sales and property taxes. The purpose of this report is to outline ways in which Pleasant View can increase its sales and property tax revenues by increasing the sales and property bases through economic development. In order to increase the sales tax base, and ultimately sales tax revenues, the City should focus on recapturing lost sales, while pursuing additional commercial development, including business parks, will increase the property tax base.

Figure 5: Percent of General Fund Revenues by Source for Neighboring Cities – FY2014



Demographics

Population and Population Projections

As of the 2010 Census, Pleasant View had a population of just under 8,000. Based on population projections, the 2015 estimated population is over 8,500. During this period, Pleasant View has accounted for 3.5 percent of the total Weber County population, and 18 percent of the population in the northern Weber County area.[1]

Table 1: Population Estimate (Source: GOMB; ZPFI)

	2010 Census	2015 Estimate	2015 – Percent of Weber County Population	2015 – Percent of Area Population
Pleasant View	7,979	8,570	3.5%	18.1%
Farr West	5,928	6,365	2.6%	13.5%
Harrisville	5,567	5,929	2.4%	12.6%
Marriott-Slaterville	1,701	1,846	0.8%	3.9%
North Ogden	17,357	18,598	7.6%	39.4%

[1] The northern Weber County area includes Farr West, Harrisville, Marriott-Slaterville, North Ogden, Plain City, and Pleasant View.

	2010 Census	2015 Estimate	2015 – Percent of Weber County Population	2015 – Percent of Area Population
Plain City	5,476	5,934	2.4%	12.6%
Northern Weber County	44,008	47,241	19.3%	13.5%
Weber County	231,236	244,452	100%	

According to the Governor's Office of Management and Budget, Pleasant View's population is expected to grow to 9,204 by 2020 and 15,626 by 2040.

Table 2: Population Growth (Source: GOMB; ZPFI)

	2020	2030	2040	2050	2060
Pleasant View	9,204	11,876	15,626	18,860	22,337
Farr West	6,835	7,238	8,163	9,479	11,593
Harrisville	6,314	7,741	7,146	8,428	9,782
Marriott-Slaterville	2,003	2,741	4,826	5,895	7,054
North Ogden	19,927	25,351	36,923	43,802	51,103
Plain City	6,431	8,727	10,694	13,492	16,572
Northern Weber County	50,714	63,674	83,378	99,957	118,440
Weber County	258,423	300,477	349,009	398,699	449,053

Despite the anticipated growth, Pleasant View's percent of population for the area will stay between 18.1 and 18.7 percent between 2020 and 2040, and Pleasant View's percent of the total County population will only increase from 3.6 percent to 5.0 percent, indicating that other areas will increase in population at a greater rate than Pleasant View.

Table 3: Percent of Area Population (Source: GOMB; ZPFI)

	2010	2015	2020	2030	2040	2050	2060
Pleasant View	18.1%	18.1%	18.1%	18.7%	18.7%	18.9%	18.9%
Farr West	13.5%	13.5%	13.5%	11.4%	9.8%	9.5%	9.8%
Harrisville	12.6%	12.6%	12.5%	12.2%	8.6%	8.4%	8.3%
Marriott-Slaterville	3.9%	3.9%	4.0%	4.3%	5.8%	5.9%	6.0%
North Ogden	39.4%	39.4%	39.3%	39.8%	44.3%	43.8%	43.1%
Plain City	12.4%	12.6%	12.7%	13.7%	12.8%	13.5%	14.0%

Incomes

Pleasant View has the third highest median household income in Weber County, which is 42 percent higher than the State median and 51 percent higher than the County median.

Table 4: Median Household Income (Source: ACS 2014)

City	Median Household Income
Hooper	$87,855
Plain City	$86,059

City	Median Household Income
Pleasant View	$85,161
Farr West	$82,939
North Ogden	$75,054
West Haven	$71,802
Huntsville	$71,389
Marriott-Slaterville	$70,750
Uintah	$64,402
Roy	$60,100
State of Utah	$59,846
Harrisville	$57,439
Weber County	$56,216
South Ogden	$54,685
Riverdale	$52,195
Washington Terrace	$44,002
Ogden	$40,937

Per capita incomes in Pleasant View are the highest in Weber County and are 37 percent higher than the County average, but 42 percent lower than the State median. Communities with higher per capita incomes typically have stronger buying power as a result of having more disposable income.

Table 5: Per Capita Income (Source: ACS 2014)

City	Per Capita Income
Pleasant View	$33,380
Huntsville	$27,439
Farr West	$27,188
Hooper	$26,537
Marriott-Slaterville	$26,495
South Ogden	$26,395
North Ogden	$25,844
West Haven	$25,415
Plain City	$24,831
Uintah	$24,742
State of Utah	$24,312
Weber County	$23,430
Riverdale	$22,576
Washington Terrace	$22,199
Roy	$22,114
Harrisville	$21,434
Ogden	$19,475

Employers

The largest employers in Pleasant View are primarily in the manufacturing industry, which is reflective of Pleasant View's role in the area. Brokers indicate the potential for additional industrial tenants, including manufacturing and distribution, in Pleasant View.

Table 6: Pleasant View Major Employers (Source: FirmFind, UDWS)

Company Name	Employee Range	NAICS Sector
CSM BAKERY PRODUCTS NA, INC.	100-249	Manufacturing
PEPSI COLA	100-249	Wholesale Trade
J D MACHINE CORP.	100-249	Manufacturing
ADMIRAL BEVERAGE CORPORATION	50-99	Manufacturing
LADY FITNESS NORTH LAYTON WEST	50-99	Arts, Entertainment, and Recreation
ROCKY MOUNTAIN REBAR, LLC.	50-99	Construction
ADMIRAL BEVERAGE CORPORATION	20-49	Manufacturing
BASIC CONVENIENCE FOODS INC	20-49	Manufacturing
COUNTRY LANE SALES	20-49	Manufacturing
MILESTONE COUNSELING LLC	20-49	Health Care and Social Assistance
WESTERN STATES REBAR FABRICATION, I	20-49	Manufacturing

Retail Leakage Analysis

A sales leakage analysis is conducted in order to identify economic development opportunities for a community by evaluating the total purchases made by residents inside and outside the community. A sales leakage analysis first identifies sales within the State of Utah for each major NAICS code category and then calculates the average sales per capita in each NAICS category. Per capita sales in Pleasant View are compared to average per capita sales statewide in order to estimate what portion of resident purchases are being made within City boundaries and what purchases are being made by residents outside of the City.

The percent of purchases being made within a City's boundary is the capture rate. Therefore, a capture rate less than 100 percent indicates that residents are leaving the City to purchase goods elsewhere and may represent an opportunity for the City to recapture some of these lost sales. A capture rate of over 100 percent indicates that residents from surrounding areas are coming into the City to purchase goods and services and represents areas of strength on which the City can build. Corresponding sales leakage amounts show the amount of lost sales annually when the capture rate is less than 100 percent. A positive sales leakage amount, which corresponds to a capture rate above 100 percent, indicates the City is capturing more than its proportionate share of sales compared to other communities in the State.

Pleasant View has an overall capture rate of 6.9 percent in 2015, which represents an estimated $133,084,318 in "lost" sales of goods and services purchased by Pleasant View residents outside of the City. The City has sales leakage in all of the categories, the majority of which (20 percent) is resulting from lost sales in the General Merchandise category, totaling over $26 million in 2015. Additional opportunities to capture lost sales where there is sales leakage over $10,000,000 include Motor Vehicle and Parts Dealers, Food and Beverage Stores, and Food Service and Drinking Places.

The least amount of leakage is occurring in the Museums, Historic Sites, and Similar Institutions, which had leakage of $154,494, although the City had no sales in this category, meaning that very few sales per capita occur statewide in this category. The category with the least amount of leakage for which Pleasant View had sales in 2015 is the Performing Arts, Spectator Sports, and Related Industries, which had leakage of $466,744.

The capture rate between 2014 and 2015 had very minimal change, indicating little to no change in the retail offerings in Pleasant View. During the same time, however, the total leakage increased by over $2 million, likely a result of population growth occurring during the period. Some areas, including Food Services and Drinking Places, Gasoline Stations, Repair and Maintenance, experienced a slight increase in capture rates during this period.

Table 7: Pleasant View Retail Sales Leakage (Source: Utah State Tax Commission; ZPFI)

Retail Category	Leakage			Capture Rate			Percent of Leakage		
	2014	2015	Change	2014	2015	Change	2014	2015	Change
General Merchandise	-$25,700,382	-$26,166,049	-$465,667	0.0%	0.0%	0.0%	19.6%	19.7%	0.0%
Motor Vehicle and Parts Dealers	-$18,009,188	-$18,501,324	-$492,136	21.4%	20.6%	-0.7%	13.8%	13.9%	0.1%
Food & Beverage Stores	-$16,823,893	-$17,070,119	-$246,226	0.0%	0.3%	0.3%	12.9%	12.8%	0.0%
Food Services & Drinking Places	-$16,629,294	-$16,657,802	-$28,508	0.6%	2.2%	1.6%	12.7%	12.5%	-0.2%
Building Material & Garden Equipment & Supplies	-$9,781,279	-$9,907,879	-$126,600	4.6%	5.0%	0.5%	7.5%	7.4%	0.0%
Miscellaneous Store Retailers	-$6,891,776	-$7,023,312	-$131,535	0.3%	0.2%	-0.1%	5.3%	5.3%	0.0%
Clothing & Accessories	-$6,867,705	-$7,073,797	-$206,092	1.7%	0.5%	-1.2%	5.2%	5.3%	0.1%
Accommodation	-$5,868,043	-$5,973,561	-$105,518	0.0%	0.0%	0.0%	4.5%	4.5%	0.0%
Sporting Goods, Hobby, Book & Music	-$4,150,676	-$4,225,689	-$75,014	0.1%	0.0%	0.0%	3.2%	3.2%	0.0%
Furniture & Home Furnishings	-$3,534,851	-$3,598,414	-$63,563	0.0%	0.0%	0.0%	2.7%	2.7%	0.0%
Electronics & Appliance	-$3,496,990	-$3,559,872	-$62,882	0.0%	0.0%	0.0%	2.7%	2.7%	0.0%
Gasoline Stations	-$3,327,127	-$3,327,072	$55	20.4%	21.8%	1.4%	2.5%	2.5%	0.0%
Repair & Maintenance	-$2,923,421	-$2,767,800	$155,621	35.7%	40.2%	4.5%	2.2%	2.1%	-0.2%
Nonstore Retailers	-$2,383,051	-$2,411,945	-$28,894	0.3%	0.9%	0.6%	1.8%	1.8%	0.0%
Health & Personal Care	-$1,978,710	-$2,008,015	-$29,305	1.9%	2.2%	0.3%	1.5%	1.5%	0.0%
Personal & Laundry Services	-$1,204,343	-$1,362,572	-$158,230	12.6%	2.8%	-9.7%	0.9%	1.0%	0.1%
Amusement & Recreation	-$732,257	-$827,856	-$95,599	63.0%	58.9%	-4.1%	0.6%	0.6%	0.1%
Performing Arts, Spectator Sports, & Related	-$458,499	-$466,744	-$8,245	0.0%	0.0%	0.0%	0.4%	0.4%	0.0%
Museums, Historical Sites, & Similar	-$151,765	-$154,494	-$2,729	0.0%	0.0%	0.0%	0.1%	0.1%	0.0%
TOTAL	-$130,913,251	-$133,084,318	-$2,171,067	6.8%	6.9%	0.1%	19.6%	19.7%	0.0%

Buying Power Analysis

Capturing Future Retail Growth in Northern Weber County

Pleasant View has the potential to attract sales from northern Weber County and southern Box Elder County, due to its proximity to I-15 and the lack of other major retail centers along I-15 in this area. New commercial developments in Pleasant View will likely be Community or Neighborhood Centers, which pull from a smaller market area (3-6 miles) with typical tenants including discount stores, supermarkets, and specialty stores.

Table 8: Retail Center Classifications (Source: International Council of Shopping Centers)

Type	Concept	Average Size (Sq. Ft.)	Average Acres	Typical # of Tenants	Typical Anchor Types	Trade Area Size
Super-Regional Mall/Center	Similar to regional malls, but offering more variety and assortment	1,222,756	60-120	NA	Department stores, mass merchant, discount department store and/or fashion apparel store	5-25 miles
Regional Mall/Center	General merchandise or fashion-oriented offerings	585,791	40-100	40-80	Department stores, mass merchant, discount department store and/or fashion apparel store	5-15 miles
Community Center	General merchandise or convenience-oriented offerings	197,921	10-40	15-40	Discount store, supermarket, drug, large-specialty discount (toys, books, electronics, home improvement/furnishings or sporting goods, etc.)	3-6 miles
Neighborhood Center	Convenience oriented	71,898	3-5	5-20	Supermarket	3 miles
Strip/Convenience	Narrow mix of goods and personal services	13,157	<3	NA	Convenience store, such as a mini-mart	<1 mile

Residents typically do not consider municipal boundaries when they shop; rather, they consider the distance or travel time to shopping options. Therefore, the potential buying power for Pleasant View is calculated using the current and projected populations within one, three, and five miles from Pleasant View. These estimates are shown in Table 9.

Table 9: Estimated Population within 1, 3, and 5 Miles of 2700 North US 89 (Source: UDOT; ZPFI)

2700 North US 89	2015	2020	2030	2040
1 Mile	3,036	3,535	4,284	5,341
3 Miles	36,518	40,270	47,478	56,034
5 Miles	74,468	80,956	93,952	109,155

Based on the projected population change per year between each period, the average per capita spending for the state of Utah ($11,432.84), and an average sales per square foot for retail ($250), the area within five miles of Pleasant View could support over 59,000 square feet of retail space each year from 2015 to 2020. Tables 10 and 11 show how much retail square feet could be supported with the same area based on varying capture rates. For example, if Pleasant View could capture 25 percent of the retail growth in the area, then Pleasant View could support up to 14,837 square feet of retail space per year between 2015 and 2020 if pulling from a five-mile radius. This number increases to 19,595 if a capture rate of 33 percent is used (see Table 10). The full potential of the area is highlighted in Table 12, which is based on a 100 percent capture rate.

Table 10: Projected Supportable Retail Square Feet per Year (25 percent Capture Rate)

2700 North US 89	2015-2020	2020-2030	2030-2040	2015-2040
1 Mile	1,140	856	1,209	1,054
3 Miles	8,578	8,241	9,782	8,925
5 Miles	14,837	14,858	17,381	15,863

Table 11: Projected Supportable Retail Square Feet per Year (33 percent Capture Rate)

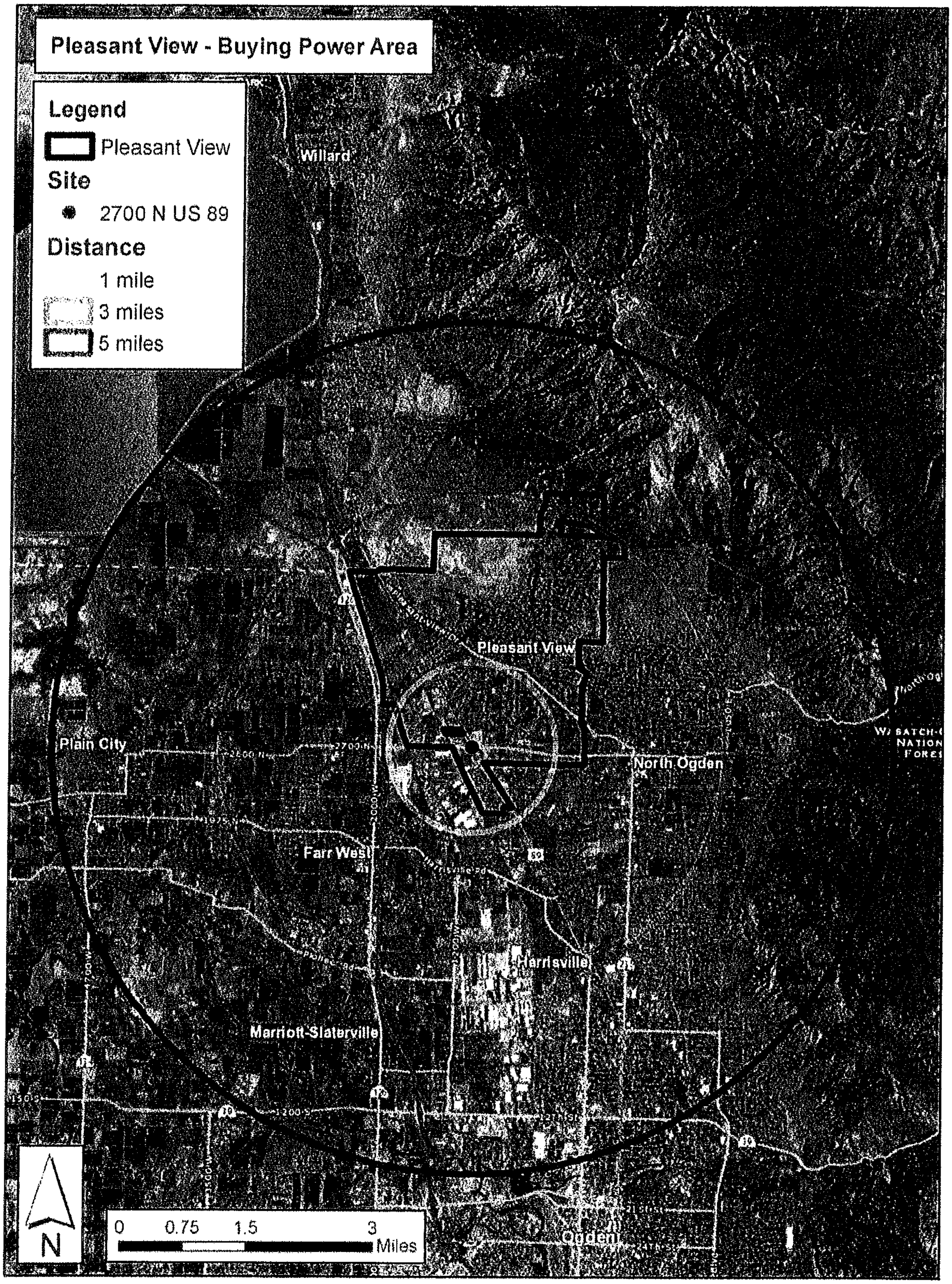
2700 North US 89	2015-2020	2020-2030	2030-2040	2015-2040
1 Mile	1,505	1,131	1,595	1,391
3 Miles	11,323	10,878	12,913	11,781
5 Miles	19,585	19,612	22,943	20,939

Table 12: Projected Supportable Retail Square Feet per Year (100 percent Capture Rate)

2700 North US 89	2015-2020	2020-2030	2030-2040	2015-2040
1 Mile	4,562	3,426	4,834	4,216
3 Miles	34,313	32,963	39,130	35,700
5 Miles	59,347	59,432	69,525	63,452

Brokers and developers see the potential for retail absorption of upwards of 50,000 to 75,000 square feet in the next two to three years. If Pleasant View can pull from a 3-mile radius, Pleasant View will need to capture approximately 73 percent of the new retail square footage within 3-miles in order to achieve 25,000 square feet per year. The capture rate decreases to 42 percent if pulling from a 5-mile radius.

Figure 6: Pleasant View Buying Power Radii



Increasing Buying Power through Diverse Residential Development Types

The population projections, and resulting buying power, outlined previously are based on recent growth trends, which are based on low-density residential developments that are typical to Pleasant View. The addition of more diverse housing options in Pleasant View will increase the internal buying power of the City, which will ultimately increase the desirability of the area for retail development.

Interviews with developers indicated that higher density residential may work in select areas in Pleasant View, although some developers caution against going above two to three stories due to the costs of development and a concern that the demand is soft in an area that offers significant vacant land and a region that offers numerous housing options. Furthermore, developers are cautious about high-density condominiums and are more optimistic about apartments, albeit with caution, as well as moderate density "for-sale" townhomes and attached single-family units.

Higher-density residential, in excess of 8-10 units per acre, is considered feasible by developers along eastern portions of Pleasant View Drive, 2700 North, Highway 89 (both north and south of 2700 North), and potentially along 600 West. Below is a comparison of the projected population growth within ¼ mile of 600 West 2700 North and the potential population growth in the same area if higher-density residential development were to occur on the 107 vacant acres within the area.

Population projections estimate the population within ¼ mile of 600 West 2700 North reaching 445 by 2040. However, if the area were developed with higher-density residential, the same area could range between 645 and 3,041 people, assuming nine units per acre and dependent on the percent of the acres developed.

Table 13: Historic Development - Population Projections within ¼ Mile (Source: UDOT; ZPFI)

Site	2015	2020	2030	2040
600 W US 89	262	298	358	445

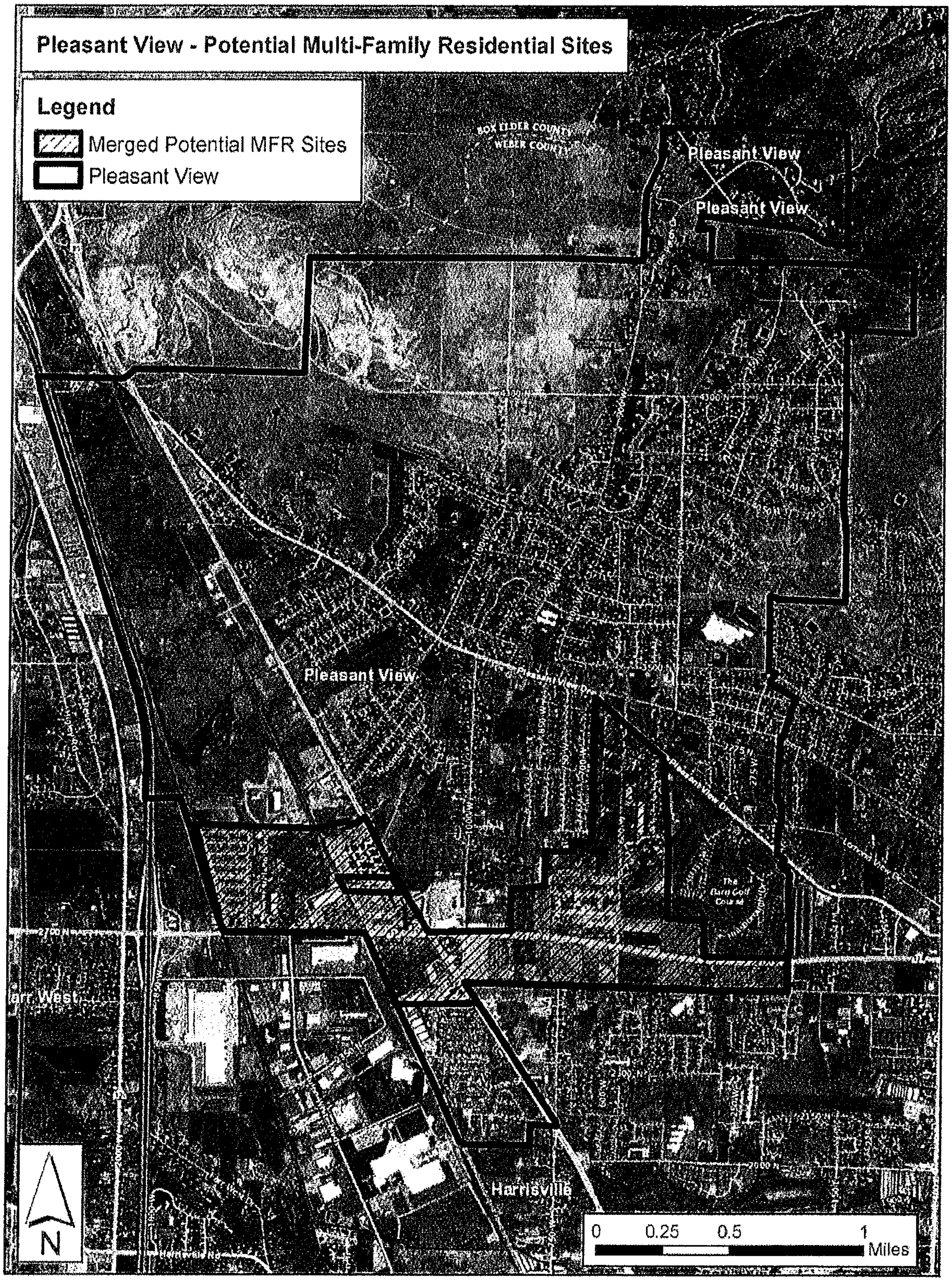
Table 14: High Density Development – Population Projections within ¼ Mile (Source: UDOT; ZPFI)

Site	Developable Acres	Population (by Percent of Acres Developed)			
		100%	50%	33%	25%
600 W US 89	107	3,041	1,520	1,003	645

Previous development plans have indicated the potential for higher-density residential near Parkland Boulevard, specifically at the mobile home park. If a density of 8-10 units is applied to 1/3 of the mobile home park parcels,[2] it could accommodate 66 units, for an estimated population of 215.

[2] 22.17 acres * .33 = 7.32 acres

Figure 7: Potential Multi-Family Residential Sites



Merchant Void Analysis

The sales leakage analysis indicated significant leakage in the General Merchandise, Motor Vehicle, Food and Beverage, and Food Services and Drinking categories. The location of these business types in neighboring communities is shown in Figure 8.

Table 15 outlines the potential number of outlets that could be supported based solely on the sales leakage of Pleasant View. Based on the sales leakage for 2015, Pleasant View could not support a big box general merchandise retailer, a new auto dealership, or a personal care health store; however, Pleasant View could almost support a food and beverage (i.e., grocery) store.

Table 15: Potential Number of Supportable Outlets - 2015

Type	Sales Leakage	Median Sales per Sq Ft	Median Sq Ft	Supportable Outlets
General Merchandise	-$26,166,049	$423	178,000	0.35
Food and Beverage Stores	-$17,070,119	$473	44,094	0.82
Health and Personal Care	-$2,008,015	$429	12,544	0.37

Consumers typically do not consider municipal boundaries when they consider their shopping options. Therefore, when considering the buying power of Pleasant View, and the potential number of retail outlets that could be supported, the buying power within a radius is used. Using a 3-mile or 5-mile radius, the tables below outline the number of potential outlets for General Merchandise (big box), Food and Beverage, and Health and Personal Care stores based on the estimated population in 2015, and projected populations in 2020, 2030 and 2040. It would be difficult to support an additional Health and Personal Care store because of the location of multiple outlets in North Ogden, as well as cases in which grocery stores and general merchandise stores also have pharmacies. Pleasant View could, however, support a grocery store, with an additional grocery store being supportable by 2030 (see Table 18).

Table 16: Potential Number of Supportable Outlets within 3 miles - 2015

Type	Per Capita Spending	Total Sales	Median Sales per Sq Ft	Median Sq Ft	Potential Outlets	Existing Outlets	Supportable Outlets
Food and Beverage	$1,847	$67,445,773	$473	44,094	3.2	2.0	1.2
Health and Personal Care	$221	$8,083,676	$429	12,544	1.5	4.0	-2.5

Table 17: Potential Number of Supportable Outlets within 3 miles - 2020

Type	Per Capita Spending	Total Sales	Median Sales per Sq Ft	Median Sq Ft	Potential Outlets	Existing Outlets	Supportable Outlets
Food and Beverage	$1,847	$74,374,582	$473	44,094	3.6	2.0	1.6
Health and Personal Care	$221	$8,914,125	$429	12,544	1.7	4.0	-2.3

Table 18: Potential Number of Supportable Outlets within 3 miles - 2030

Type	Per Capita Spending	Total Sales	Median Sales per Sq Ft	Median Sq Ft	Potential Outlets	Existing Outlets	Supportable Outlets
Food and Beverage	$1,847	$87,687,203	$473	44,094	4.2	2.0	2.2
Health and Personal Care	$221	$10,509,702	$429	12,544	2.0	4.0	-2.0

Table 19: Potential Number of Supportable Outlets within 3 miles - 2040

Type	Per Capita Spending	Total Sales	Median Sales per Sq Ft	Median Sq Ft	Potential Outlets	Existing Outlets	Supportable Outlets
Food and Beverage	$1,847	$103,490,194	$473	44,094	5.0	2.0	3.0
Health and Personal Care	$221	$12,403,761	$429	12,544	2.3	4.0	-1.7

General Merchandise stores need to pull from a larger radius; therefore, the calculations below are based on a 5-mile radius. Based on current projections, it would be difficult to support an additional big-box General Merchandise outlet within five miles of Pleasant View due to the location of three other outlets within five miles.[3]

Table 20: Potential Number of Supportable General Merchandise Outlets within 5 miles - 2015

Type	Per Capita Spending	Total Sales	Median Sales per Sq Ft	Median Sq Ft	Potential Outlets	Existing Outlets	Supportable Outlets
General Merchandise	$2,822	$210,135,553	$423	178,000	2.8	3.0	-0.2

Table 21: Potential Number of Supportable General Merchandise Outlets within 5 miles - 2020

Type	Per Capita Spending	Total Sales	Median Sales per Sq Ft	Median Sq Ft	Potential Outlets	Existing Outlets	Supportable Outlets
General Merchandise	$2,822	$228,445,538	$423	178,000	3.0	3.0	0.0

Table 22: Potential Number of Supportable General Merchandise Outlets within 5 miles - 2030

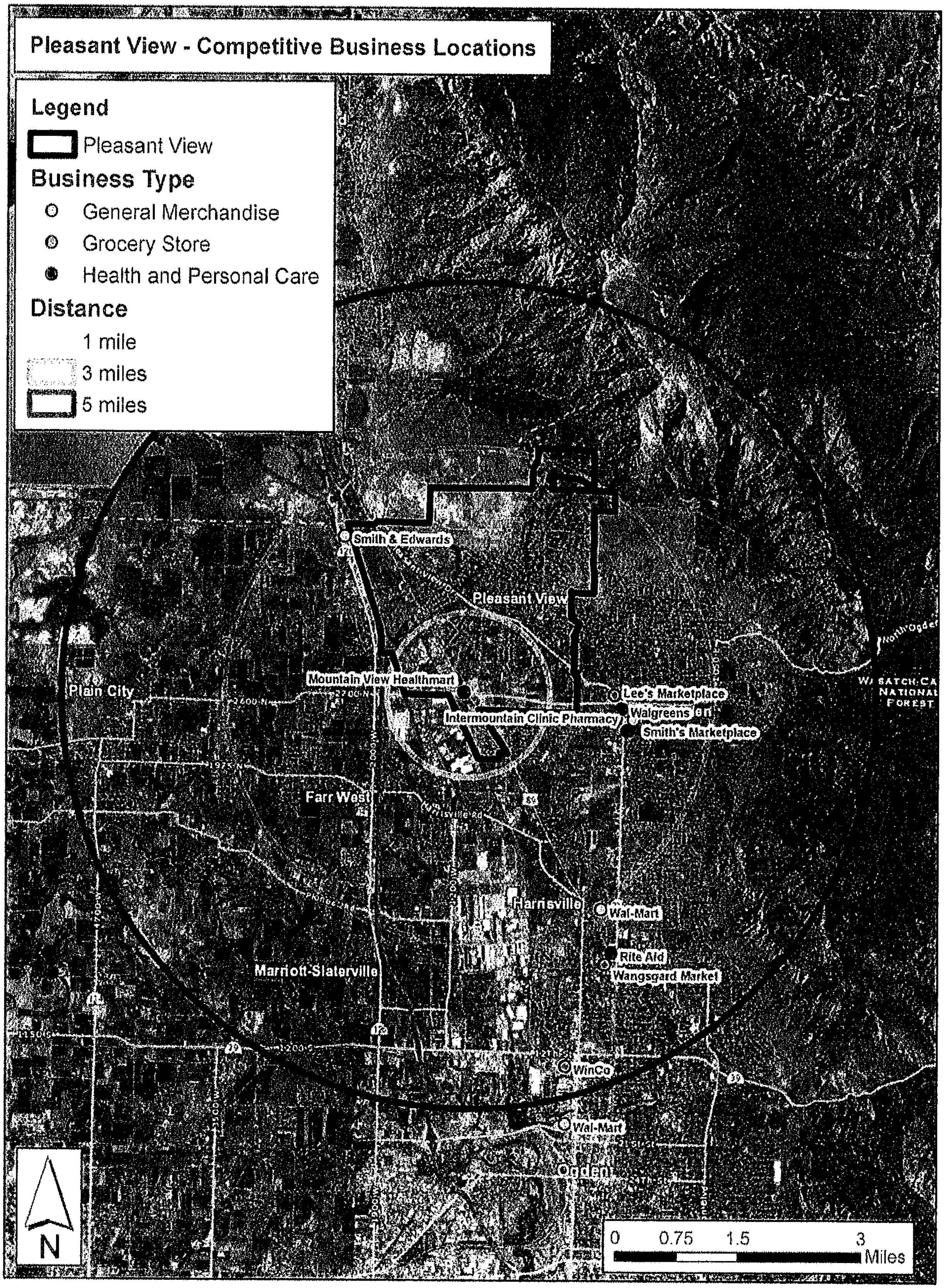
Type	Per Capita Spending	Total Sales	Median Sales per Sq Ft	Median Sq Ft	Potential Outlets	Existing Outlets	Supportable Outlets
General Merchandise	$2,822	$265,117,621	$423	178,000	3.5	3.0	0.5

Table 23: Potential Number of Supportable General Merchandise Outlets within 5 miles - 2040

Type	Per Capita Spending	Total Sales	Median Sales per Sq Ft	Median Sq Ft	Potential Outlets	Existing Outlets	Supportable Outlets
General Merchandise	$2,822	$308,017,614	$423	178,000	4.1	3.0	1.1

[3] Smith's Marketplace: North Ogden; Smith & Edwards: Farr West; Wal-Mart: Harrisville

Figure 8: Competitive Business Locations

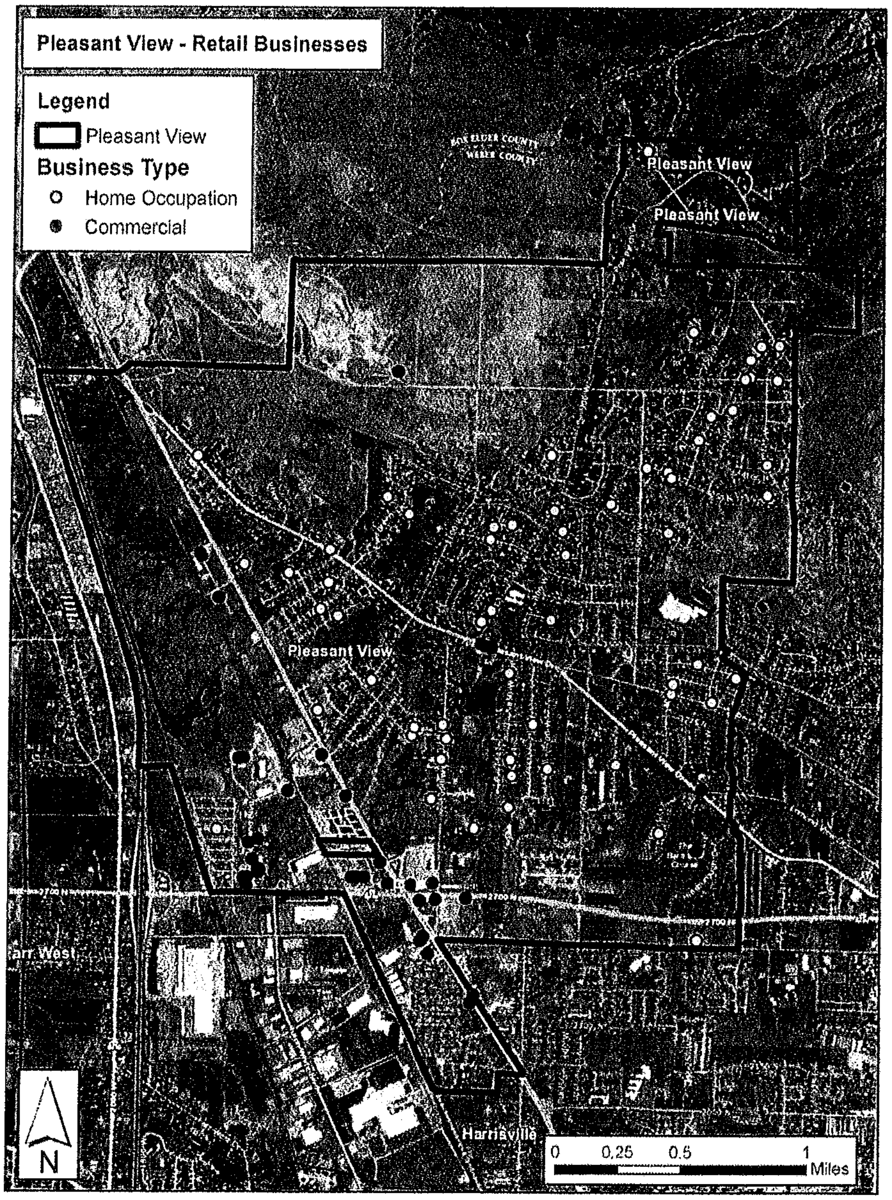


Business Cluster and Site Analysis

Business Clusters

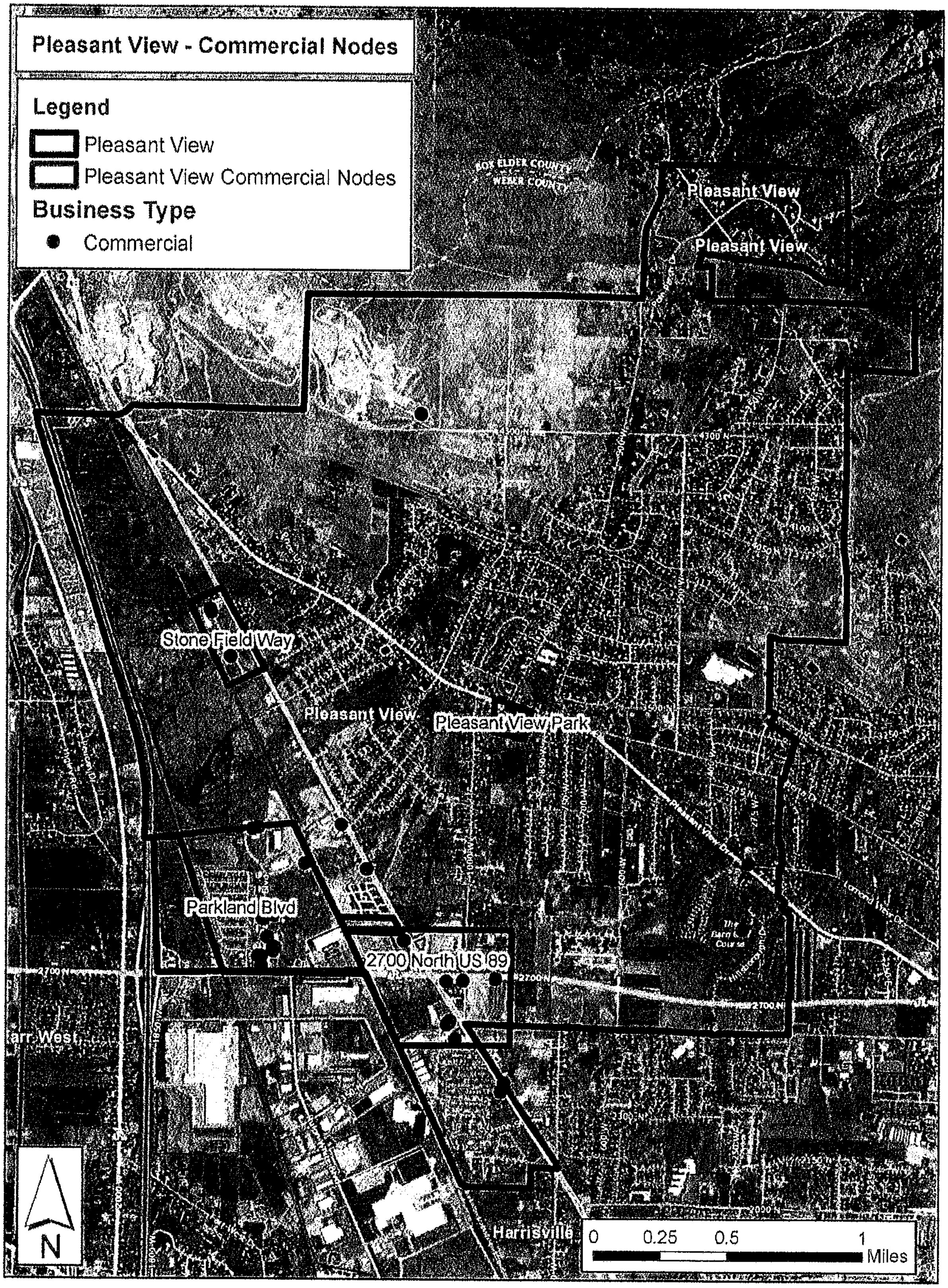
Using data received from the Utah State Sales Tax Commission, businesses were geocoded by location and are shown on the maps below.[4] Of the 92 businesses geocoded, 60 percent were not located in commercial zones; therefore, they were identified as home occupations. Based on the clustering of businesses in Pleasant View, four retail clusters were identified to compare the competitiveness of various retail sites in Pleasant View. These clusters are shown in Figure 9.

Figure 9: Pleasant View Retail Businesses



[4] Only includes businesses with a physical location

Figure 10: Pleasant View Commercial Nodes



Cluster Sales

The two clusters with the greatest percent of total sales[5] are 2700 North US 89 which includes Stone's Big Boys Toys, Stone's Meats and Pepsi, with 28 percent of all retail sales, and Stone Field Way, which includes Western States Rebar Fabrication and Griff's Garage, with 37 percent of all retail sales in Pleasant View. Furthermore, nine percent of all retail sales in Pleasant View occurred outside one of the retail clusters, and seven percent occurred through home occupations.

Table 24: Percent of 2015 City Sales by Business Cluster (Source: Utah State Tax Commission)

Cluster	Percent of City Businesses	Percent of City Sales
2700 North US 89	14.3%	27.6%
Home Occupation	60.0%	6.5%
Other	7.6%	8.6%
Parkland Blvd	12.4%	16.1%
Pleasant View Park	2.9%	4.6%
Stone Field Way	2.9%	36.6%
Grand Total	**100%**	**100%**

Cluster Identity

Each cluster has a unique identity, based on the percent of retail sales by industry type. Table 25 lists each cluster and the primary industries for the cluster. It most cases, industries with less than five percent of the total sales for the cluster were aggregated into "Other."

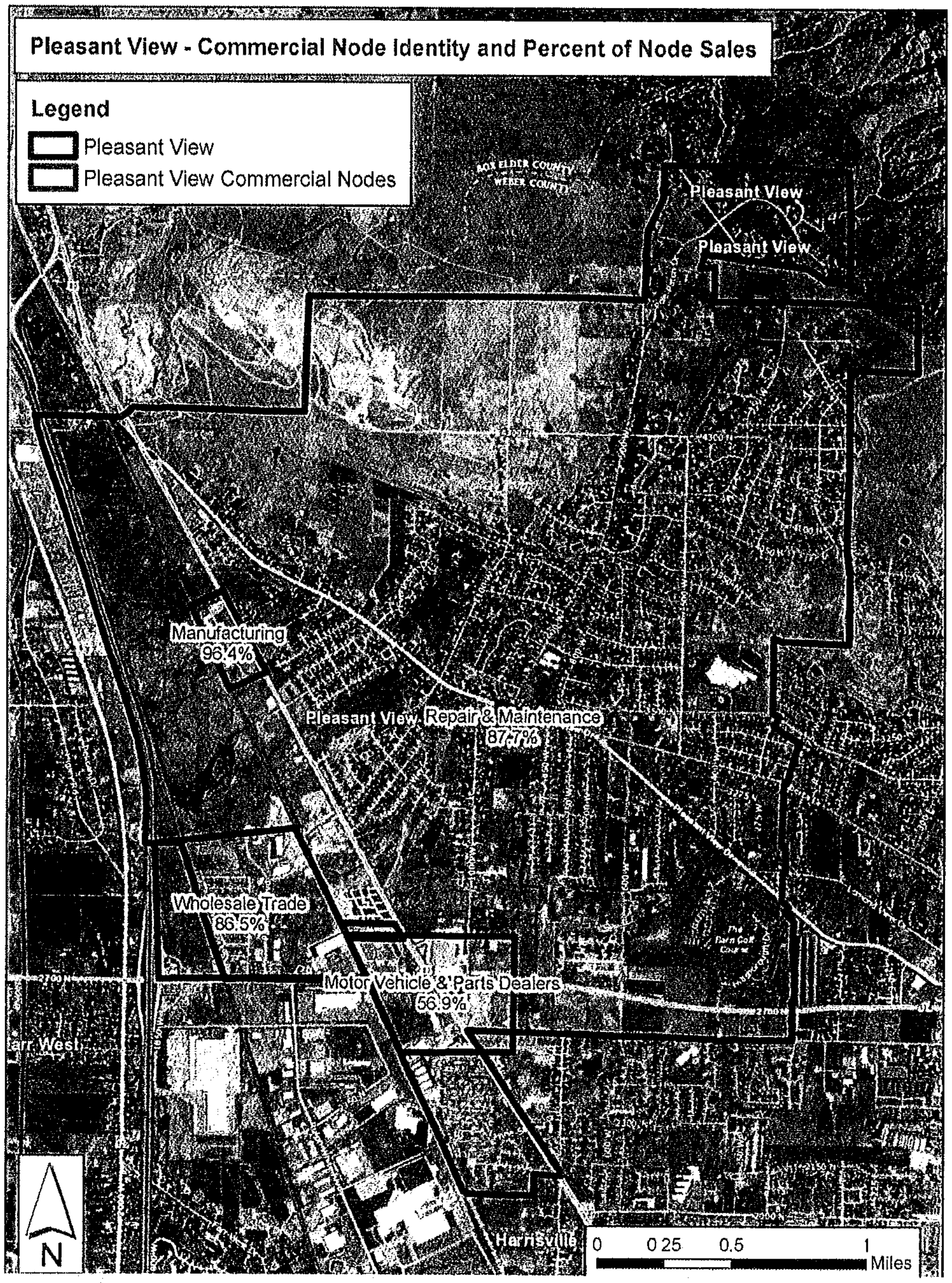
Table 25: Cluster Identity

Cluster and Industry	Percent of Cluster Sales
2700 North US 89	**100%**
Motor Vehicle and Parts Dealers	56.9%
Manufacturing	26.9%
Gasoline Station	9.1%
Other	7.2%
Home Occupation	**100%**
Construction	56.5%
Manufacturing	16.1%
Wholesale Trade	8.4%
Other	19.0%
Other	**100%**
Mining	42.9%
Amusement and Recreation	34.2%
Building Material and Garden	15.4%
Other	7.5%
Parkland Blvd	**100%**

[5] Due to the confidential nature of sales data, only the percent of sales by cluster, and not the total sales by cluster, is shown

Cluster and Industry	Percent of Cluster Sales
Wholesale Trade	86.5%
Other	13.5%
Pleasant View Park	**100%**
Repair and Maintenance	87.7%
Gasoline Station	12.3%
Stone Field Way	**100%**
Manufacturing	96.4%
Repair and Maintenance	3.6%

Figure 11: Commercial Node Identity and Percent of Node Sales



Fiscal Impacts

The property and sales tax fiscal impacts help gauge the performance of nodes. Table 26 outlines the property and sales tax fiscal impacts of all parcels within each of the nodes, based on the current Pleasant View tax rate, [6] property values, and sales revenues for each of the nodes.[7] Stone Field Way has the highest fiscal impacts per acre, which is a result of high sales and property values on very few commercial acres. 2700 North US 89 surprisingly has the lowest fiscal impact per acre. Special attention should be given to pursing economic development in this node because it currently has the lowest fiscal impact per acre, but according to developers and brokers, has excellent potential for future commercial development.

Table 26: Commercial Property Tax Fiscal Impacts

Node	Acres	Taxable Value	Property Fiscal Impact per Acre	2015 Sales	Sales Fiscal Impact per Acre	Combined Fiscal Impact per Acre
2700 North US 89	74.41	$27,741,304	$465	$8,324,688	$559	$1,024
Parkland Blvd	57.02	$29,491,415	$645	$4,858,196	$426	$1,071
Pleasant View Park	3.93	$805,092	$256	>$1,500,000	$1,909	$2,165
Stone Field Way	5.96	$3,248,870	$680	$11,051,602	$9,271	$9,951
Total	**141.32**	$61,286,681	**$541**	**$25,622,103**	**$911**	**$1,451**

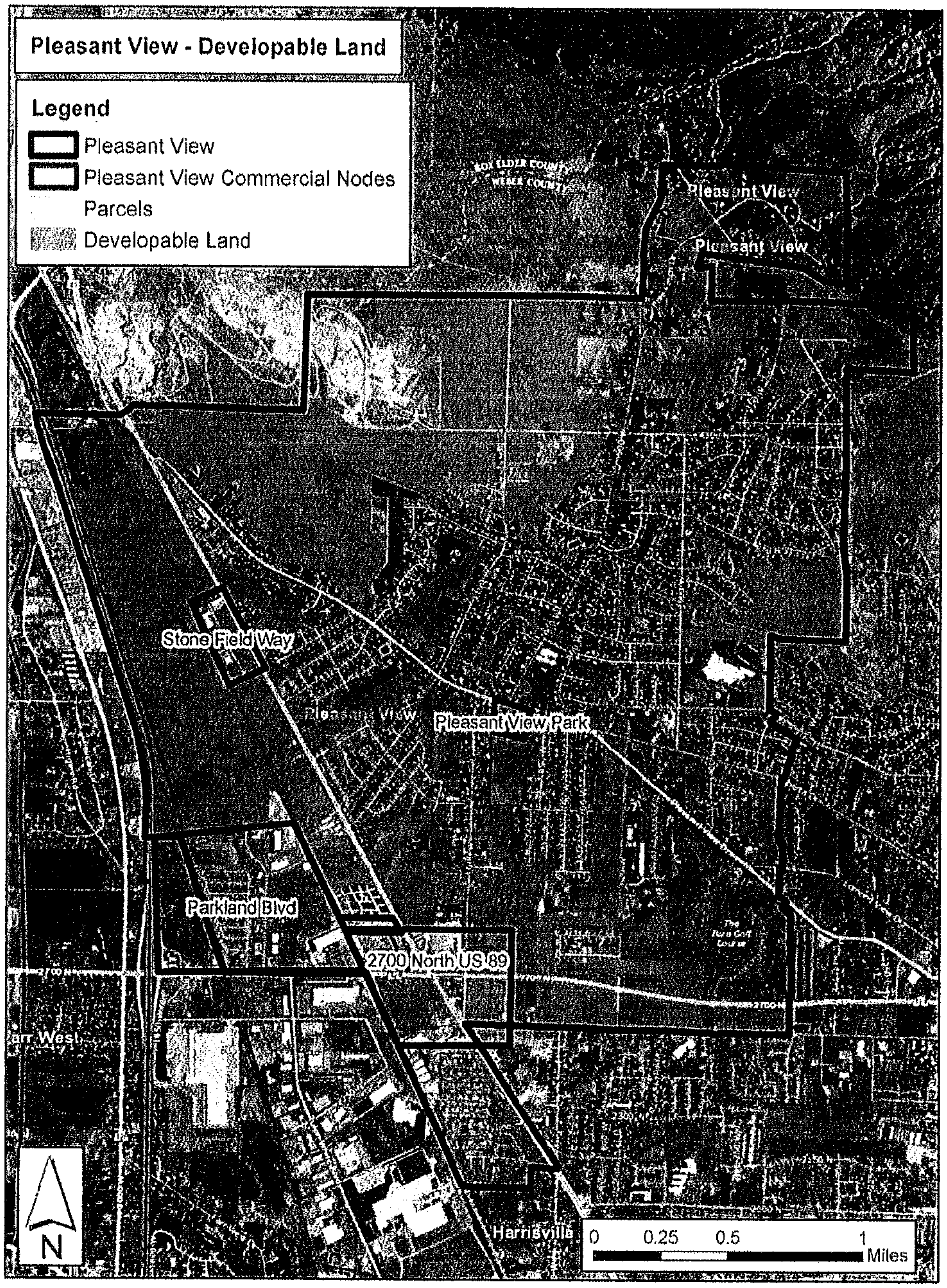
[6] Pleasant View Property Tax Rate: 0.001247

[7] Specific sales tax revenues for Pleasant View Park are not included because there are fewer than 10 outlets in the node

Vacant Land

The opportunity for new development can be assessed by determining the amount of vacant land at or near business clusters. Pleasant View has 2,264 acres of developable land, many of which are located on the west side of Pleasant View near commercial nodes, including 2700 N US 89, Parkland Boulevard, Stone Field Way, and Skyline Drive.[8] Of those developable acres, nearly 117 are located within ¼ mile of 2700 N US 89, and an additional 86 acres are within ¼ mile of Parkland Blvd.

Figure 12: Developable Land



[8] Including agricultural or otherwise vacant parcels

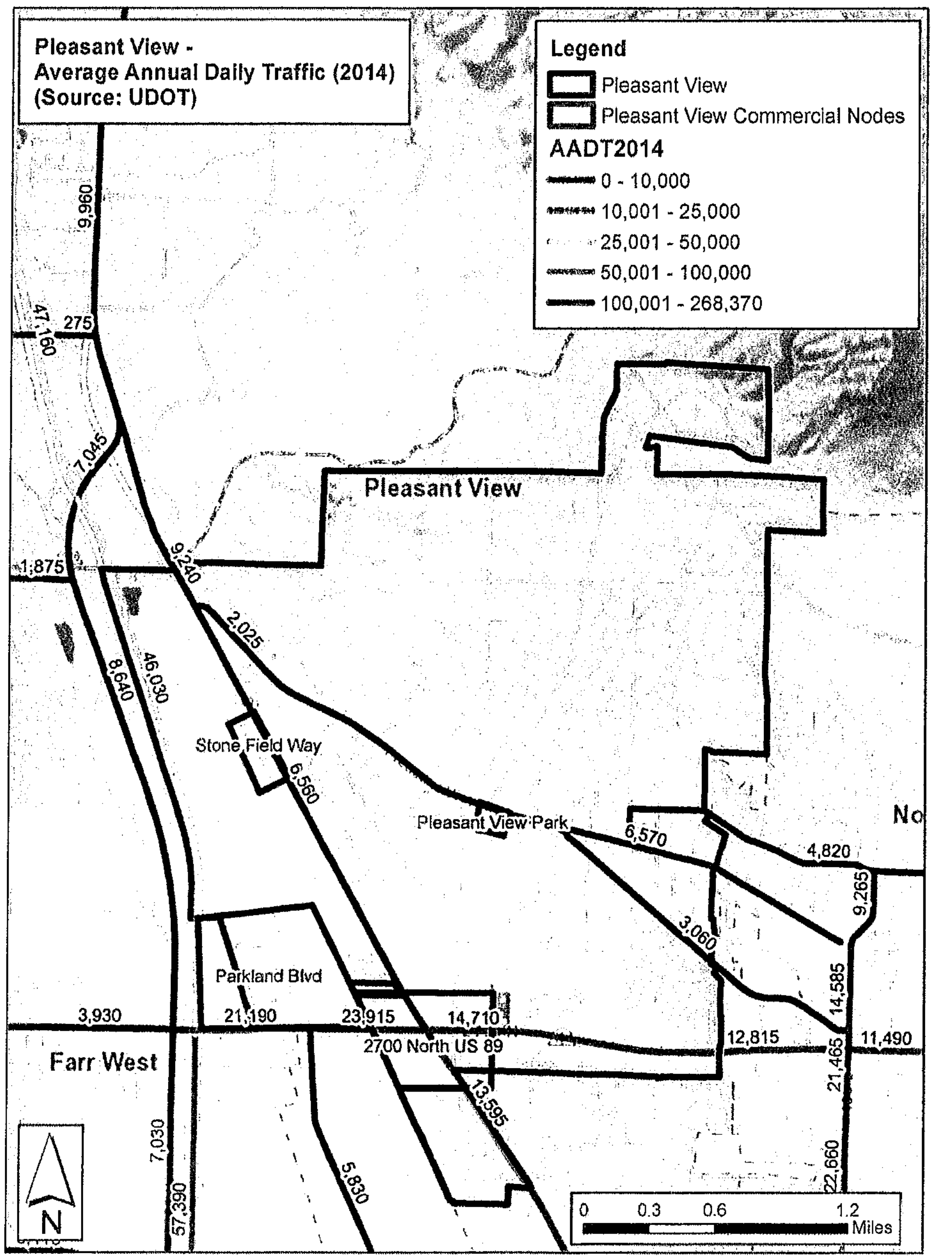
Traffic Counts

The majority of roads in Pleasant View have average annual daily traffic counts below 10,000. The highest counts are along 2700 North between I-15 and US 89.

Table 27: 2014 Average Annual Daily Traffic (Source: UDOT)

Retail Cluster	Traffic Count Range
2700 N US 89	14,710 – 23,915
Parkland Blvd	21,190
Pleasant View Park	2,025 – 6,570
Stone Field Way	6,560

Figure 13: Pleasant View Average Annual Daily Traffic (AADT)



Individual Cluster Characteristics

2700 North US 89

Sales at 2700 North US 89 equal 30 percent of all City sales. Of the total sales in this node, 57 percent are in the Motor Vehicle and Parts industry, and major businesses in this cluster include Stones Big Boys Toys and Pepsi Cola.

Table 28: 2700 North US 89 Sales

Cluster and Industry	Percent of Cluster Sales
2700 North US 89	**100%**
Motor Vehicle and Parts Dealers	57%
Manufacturing	28%
Gasoline Station	8%
Other	7%

The greatest assets to this site include the amount of vacant acres. Within 0.1 miles of this site there are nearly 117 acres of developable land, which equals about 45 percent of the land within 0.1 miles.

Table 29: 2700 North US 89 Land Use

2700 N US 89	Total Acres	Percent of Acres
Commercial	53.16	20%
Developable	116.89	45%
Exempt	18.80	7%
Industrial	21.25	8%
Multi-Family Residential	34.61	13%
Single Family Residential	16.19	6%
Commercial	53.16	20%
Total	**260.90**	**100%**

Another significant asset of this site is the traffic counts and relative proximity to I-15. Although this site does not front I-15, it is within 1.5 miles of the I-15 interchange at 2700 North. Furthermore, the stretch of road along 2700 North between I-15 and US 89 has the greatest number of traffic counts of all roads in Pleasant View, with between 14,710 and 23,915 AADTs. This site is also located adjacent to the FrontRunner Station in Pleasant View. Developments near the FrontRunner station include nearly 20,000 square feet of retail space and almost 60,000 square feet of office space.

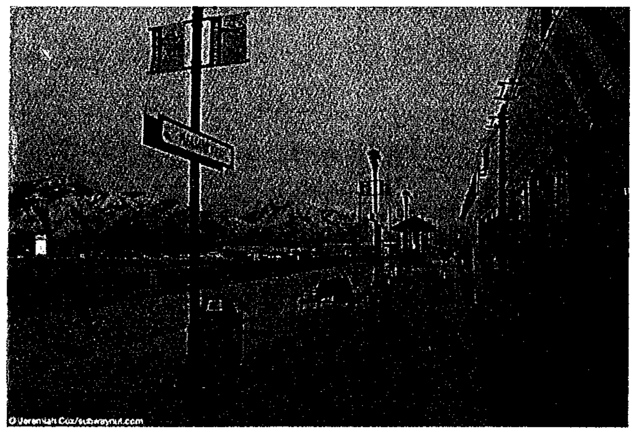
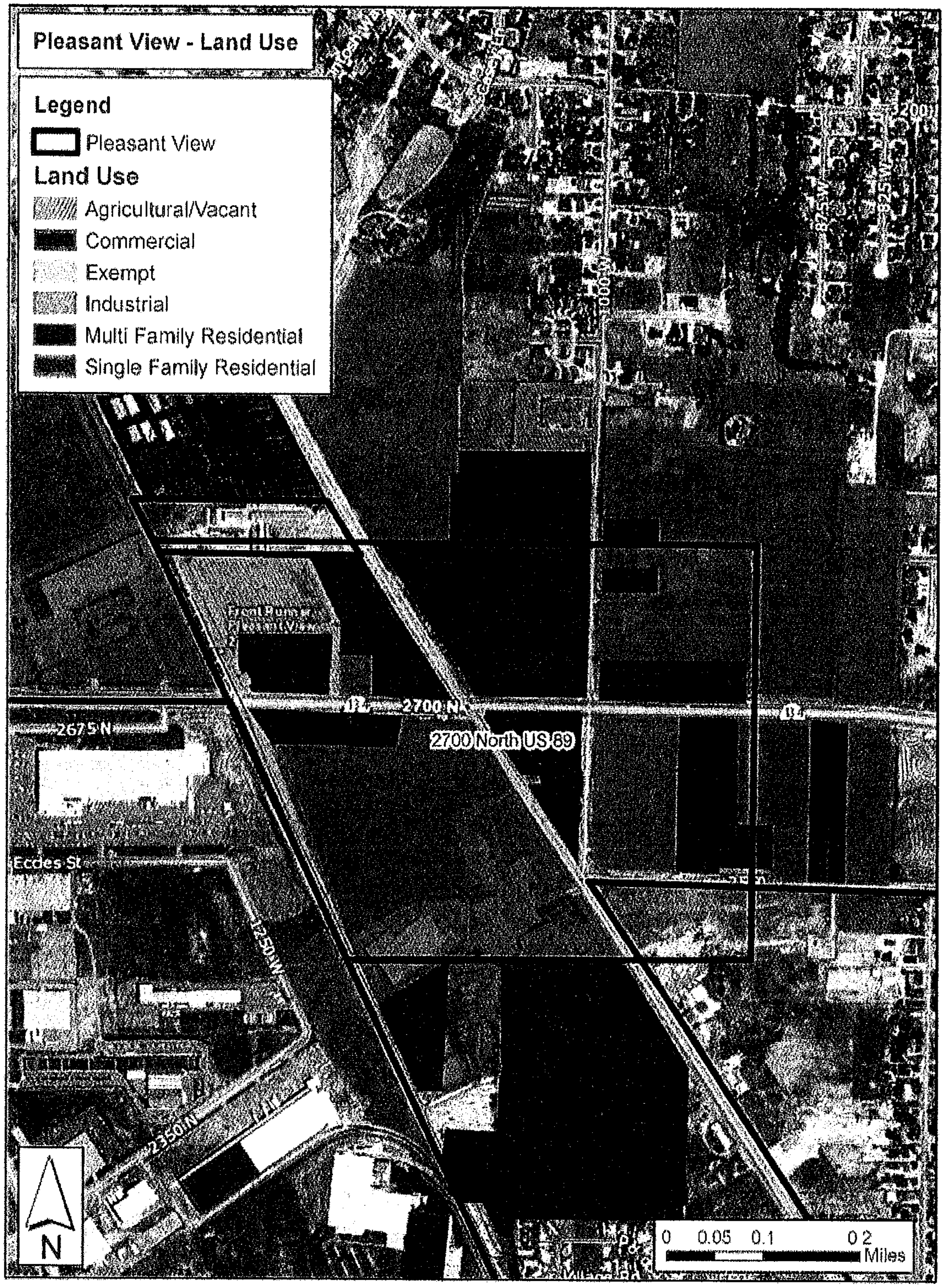


Table 30: 2700 North US 89 Characteristics

Comparison Table	Percent of Sales	Developable Acres	AADT Range
2700 N US 89	30%	116.89	14,710 – 23,915

Figure 14: 2700 North US 89 Land Use



Developer/Broker Perceptions

The 2700 North and US 89 node presents some desirable opportunities for development in Pleasant View. Brokers indicated that the traffic counts result in good visibility and exposure characteristics for a variety of users, and most people are familiar with both US 89 and 2700 North as major arterials in the area.

These same sources suggest that the area should be the focus in Pleasant View for near-term and future growth. While the Parkland Boulevard node represents desirable freeway frontage, brokers and developers indicated that development could likely occur in the near-term within the 2700 North and US 89 submarket (while Parkland was suggested to likely have some longer time frames due to joint planning efforts and or issues with vacant land).

While the UTA FrontRunner Station has minimal use due to the end-of-the-line status (and only two trains per day), future growth in Pleasant View and surrounding areas will likely result in additional transit activity. Representatives of UTA indicated that they intend to add more trains as demand increases. The areas immediately surrounding the station are likely appropriate for potential two and three-story residential development. While developers are somewhat cautious about higher density apartments in Pleasant View at present (due to concerns about demand characteristics), the pro-formas show financial feasibility for this use type. Additionally, if greater density construction were to be added in this node, retailers would most likely be more attracted to potential development.

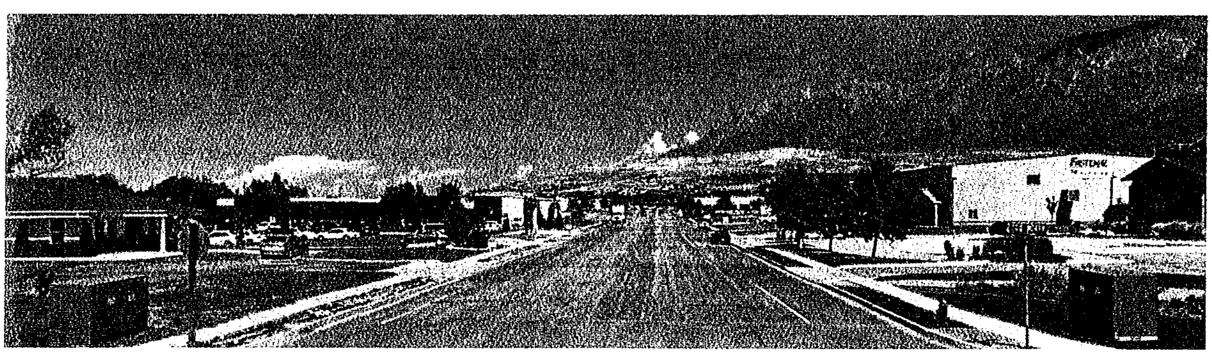
Some caution should be given in this area about additional users that represent warehousing/manufacturing firms. These uses, while providing jobs to the area, do not attract other retail users, and typically have a limited number of employees per square foot of building area. As a result, large structures with loading areas are built on land that could be better utilized with more employee and consumer-driven uses.

Parkland Boulevard

Sales on Parkland Boulevard equal about 16 percent of all City sales. 95 percent of sales in this area are in the Wholesale Trade industry. Major businesses in this cluster include Fastenal Company and Mountain States Supply.

Table 31: Parkland Boulevard Sales

Cluster and Industry	Percent of Cluster Sales
Parkland Blvd	**100%**
Wholesale Trade	86.5%
Other	13.5%



Eighty six acres at the Parkland Boulevard node are developable, equaling 50 percent of the acres in the area.[9] Other predominant land uses in this area include industrial, with 25 percent of the land, and multi-family residential with 13 percent. The average improvement value for parcels in the area is the highest of the nodes, averaging $229,087 per acre.

Table 32: Parkland Boulevard Land Use

Parkland Blvd	Total Acres	Percent of Acres
Commercial	13.58	8%
Developable	85.98	50%
Exempt	4.93	3%
Industrial	43.44	25%
Multi-Family Residential	22.17	13%
Single Family Residential	3.00	2%
Total	**173.10**	**100%**

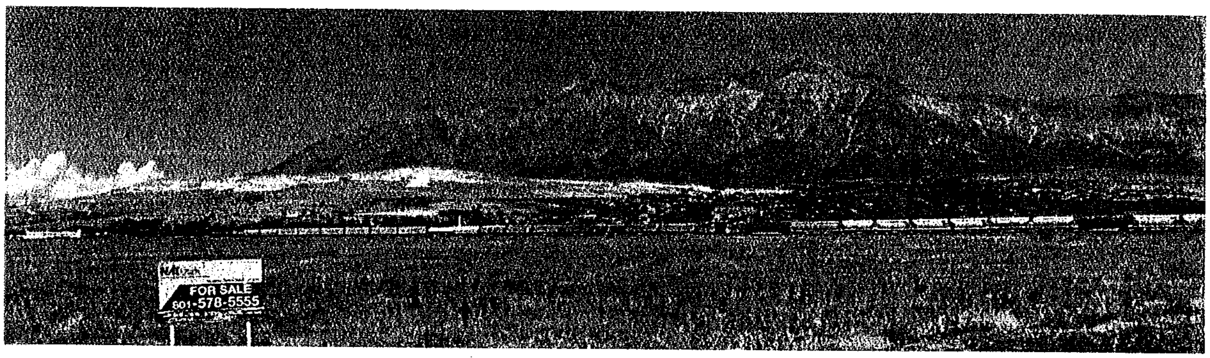


Table 33: Parkland Boulevard Characteristics

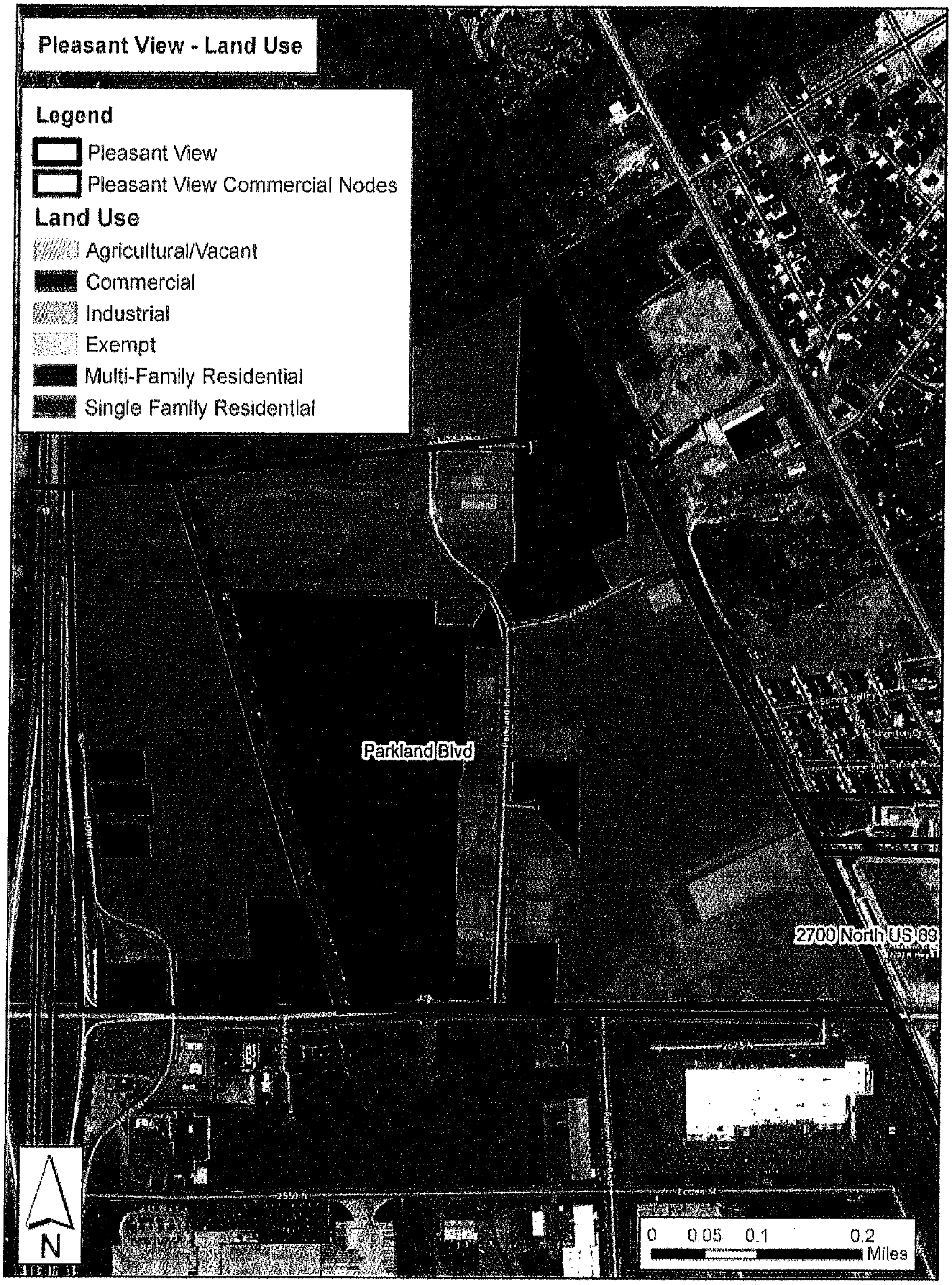
Comparison Table	Percent of Sales	Developable Acres	AADT Range
Parkland Blvd	16%	85.98	21,190

Parkland Boulevard is closer to I-15 than 2700 North US 89, but the area south of 2700 North in this area is not in the Pleasant View City limits. All but one of the parcels that front 2700 North in this area are developed, which limits some of the development potential for this area. The exception is a parcel located at the intersection of 2700 North and 1500 West. Future transportation plans indicate that this parcel will become a road which will increase access to much of the developable land in this area. Due to the proximity to and visibility from I-15, Parkland Boulevard is the only node identified that would have the ability to pull from more than a 3-mile radius.

The Parkland Boulevard node has unique opportunities because portions of the node are included in the joint 2700 North CDA with Farr West. Tax increment generated in the 2700 North CDA, as well as sales tax revenues are split 50/50 between the Pleasant View and Farr West, regardless of the city in which the development occurs or the sales are generated.

[9] Includes parcels in Farr West, due to the joint 2700 North CDA

Figure 15: Parkland Boulevard Land Use



Developer/Broker Perceptions

Developers and brokers consider Parkland Boulevard in two distinct sections. The more eastern part of the node is noted to have appeal for smaller business parks, potential light industrial/manufacturing, and some limited, higher-density residential use (in the area closest to 2700 North. This eastern part of the node has some constraints for retail use in that traffic counts are limited. However, if connections could be make across 2700 North to the major vacant land parcel (noted in the previous map via green shading), then retail use could be considered. Other sites in Northern Weber County are considered more desirable for retail; however, if land was priced correctly, and some incentives were a possibility, the site may have enough proximity to 2700 North, US 89, and I-15 to attract commercial use.

The second section of the Parkland Boulevard node is located to the west of the rail tracks, but east of I-15. Technically, the land is in Farr West, but is part of a CDA that, as outlined above, allows for participation by Pleasant View (see Figure 15). The land is noted to be some of the most desirable in the City, due to its freeway exposure and accessibility options. General merchandise stores could be pursued, while grocery may best be fitted in alternative sites so that Pleasant View captures all of the sales tax revenue (and not a split with Farr West). Additionally, the area should have appeal to automobile dealerships.

While the eastern part of the Parkland Boulevard node is deemed desirable to brokers and developers, there are still other sites to the south that are attracting greater attention from potential users. As will be shown in a later section regarding financial feasibility, developers can achieve greater returns in other submarkets at present. Nonetheless, with growth occurring west and north, and vacant land continuing to decline, the Parkland Boulevard sites will experience increased demand from possible users in future years.

A central portion of the Parkland Boulevard node is improved with a trailer park facility (Wasatch View Estates). Ultimately, the underlying land will prove to be more valuable for eventual commercial development. However, until neighboring sites are developed, there will likely be minimal activity in this part of the node. If removed, the desirability of the neighborhood increases moderately for commercial and residential development.

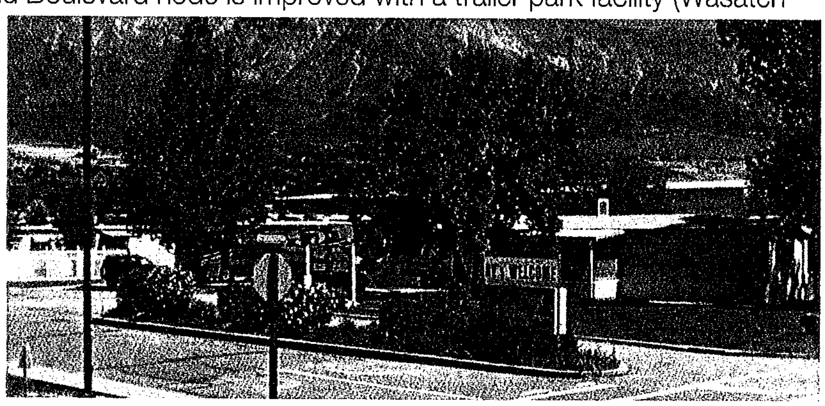
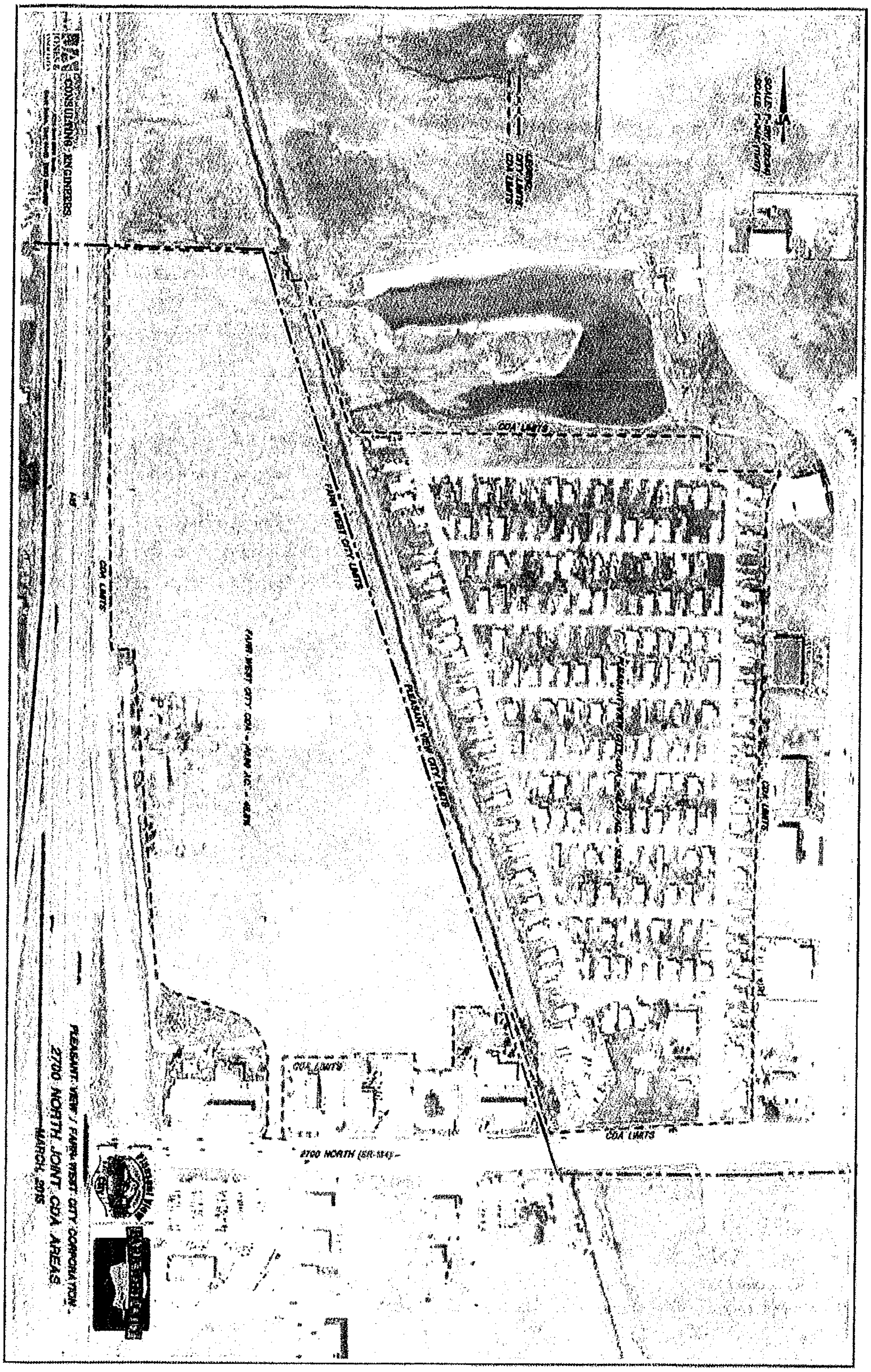


Figure 16: 2700 North Joint CDA



Stone Field Way

Sales on or near Stone Field Way equal about 33 percent of all City sales. 96 percent of sales in this cluster are in the Manufacturing industry. The primary business in this cluster is Western States Rebar Fabrication Inc.

Table 34: Stone Field Way Sales

Cluster and Industry	Percent of Cluster Sales
Stone Field Way	**100%**
Manufacturing	96%
Repair and Maintenance	4%

Much of the land in this area is undeveloped, with at least 194.98 acres of developable land within 0.1 miles, with additional vacant acres just outside the immediate area. The area has an average improvement value per acre of $196,068; however, because of the large amount of vacant land in the area, redevelopment is not likely an issue for this area.

Table 35: Stone Field Way Land Use

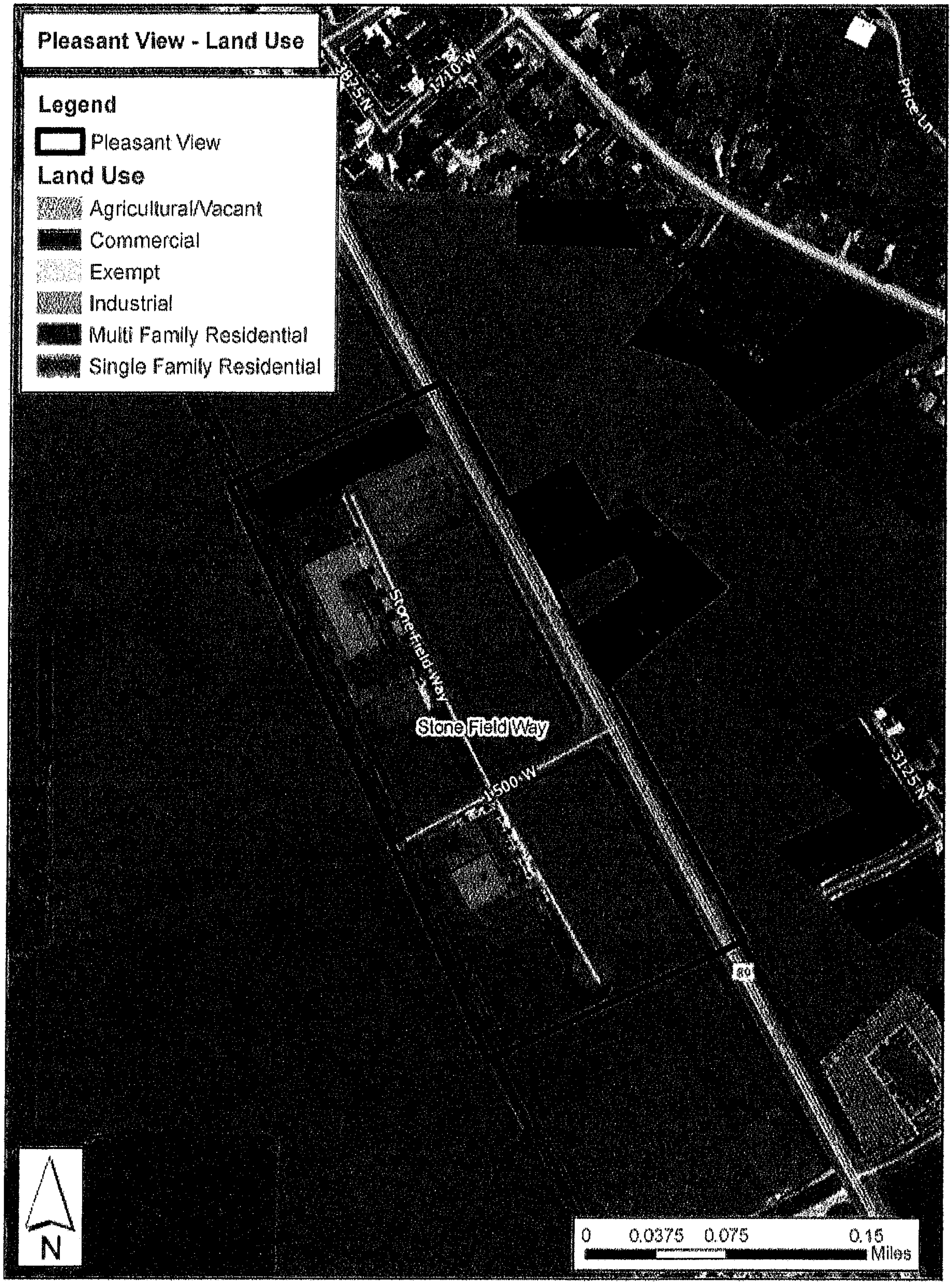
Stone Field Way	Total Acres	Percent of Acres
Developable	194.98	90%
Exempt	3.19	1%
Industrial	5.96	3%
Single Family Residential	12.21	6%
Total	**216.34**	**100%**

Traffic counts in this area are extremely low, with only 2,025 to 6,570 AADTs. Stone Field Way's distance from 2700 North and I-15 do not make it an ideal location for retail development; however, it could continue to be a good location for additional industrial development.

Table 36: Stone Field Way Characteristics

Comparison Table	Percent of Sales	Developable Acres	AADT Range
Stone Field Way	33%	194.98	6,560

Figure 17: Stone Field Way Land Use



Developer/Broker Perceptions

While the initial perception of this node is that limited uses exist, brokers are notably optimistic about the future of this area. The amount of vacant land is significant, and several, active retail/warehousing uses have inquired about development potential. Land values are lower than other parts of the City, and returns to developers are somewhat appealing.

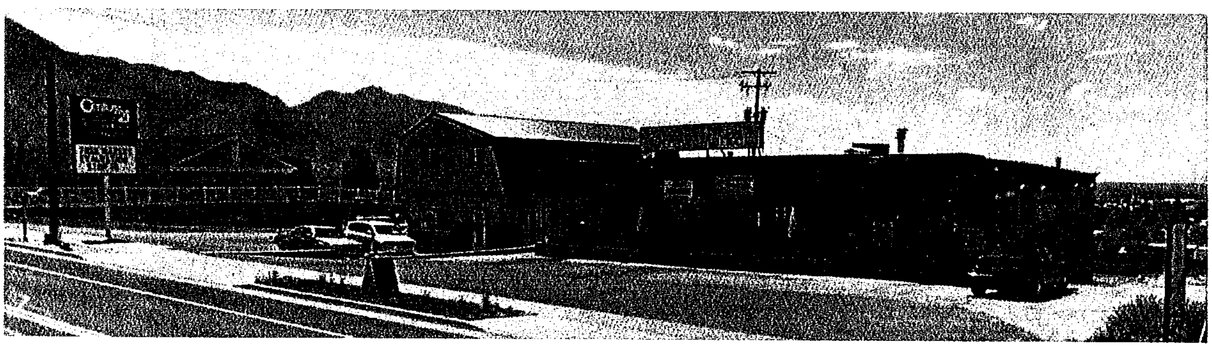
According to market professionals, commercial users are intrigued by the possibility of exposure and visibility from I-15, as well as the potential of increased traffic from the proposed, Skyline Drive extension. Users that are interested in the node include primarily warehousing and manufacturing facilities, with some having a small retail store or showroom element. They would likely be destination-type uses, suggesting that immediate access to I-15 would not be crucial. More traditional, retail-type space would likely require incentives. Ultimately, a destination user of upwards of 80,000+ square feet could be attracted to the node.

Pleasant View Park

The area around Pleasant View Park accounts for four percent of all City sales. This cluster only has three businesses, including Woodruff Auto Service, Straw Market, and Chillzz.

Table 37: Pleasant View Park Sales

Cluster and Industry	Percent of Cluster Sales
Pleasant View Park	**100%**
Repair and Maintenance	89%
Gasoline Station	11%



Of the 91 acres around Pleasant View Park, 48 percent is single-family residential and 26 percent is developable. Pleasant View Park, however, lacks high enough traffic counts to make this site a desirable site for retail or other commercial development.

Table 38: Pleasant View Park Land Use

Pleasant View Park	Total Acres	Percent of Acres
Commercial	3.93	4%
Developable	23.33	26%
Exempt	20.05	22%
Single Family Residential	44.14	48%
Total	**91.44**	**100%**

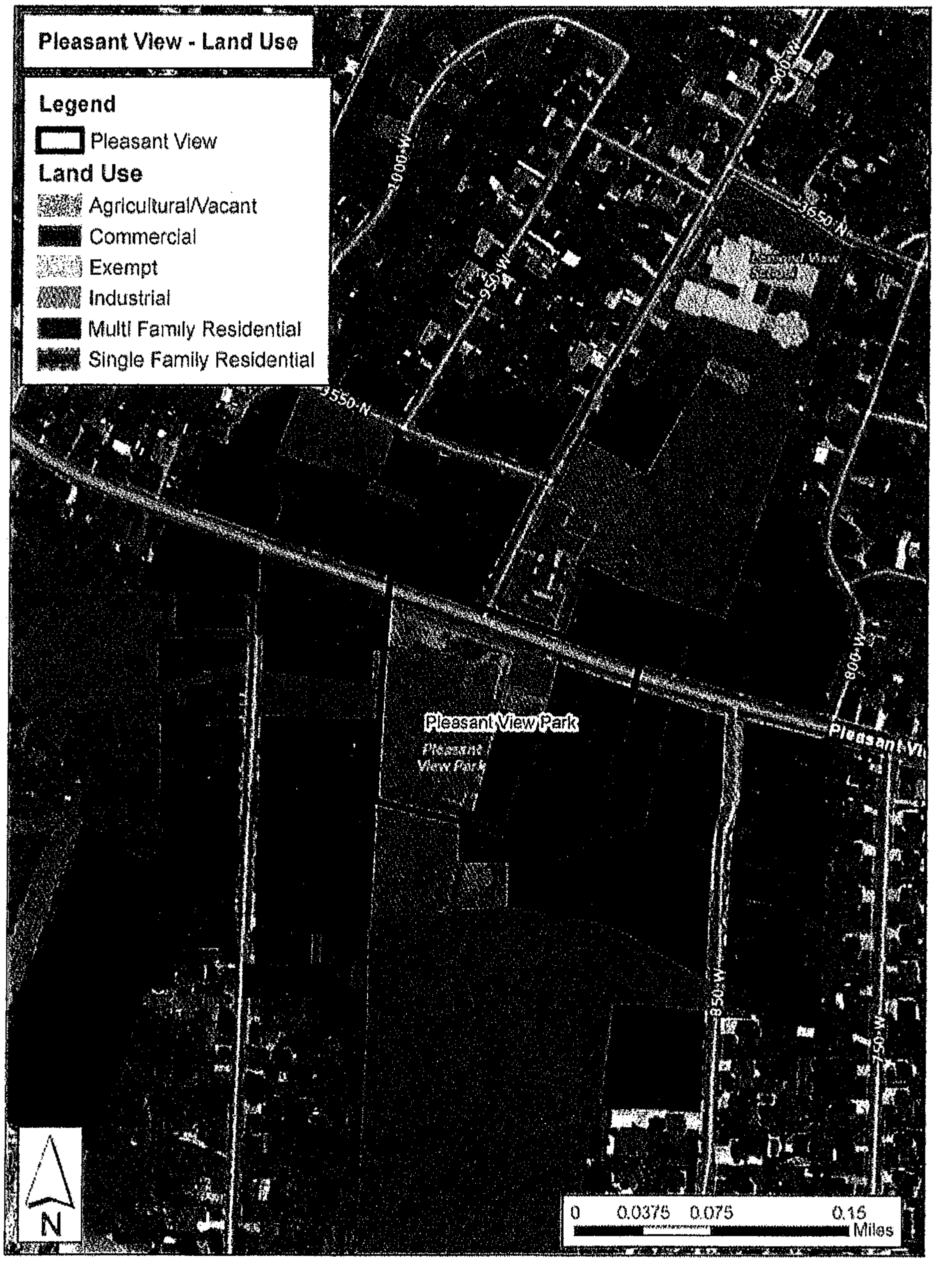
Table 39: Pleasant View Park Characteristics

Comparison Table	Percent of Sales	Developable Acres	AADT Range
Pleasant View Park	4%	23.33	2,025 – 6,570

Developer/Broker Perceptions

This node has limited appeal for commercial development, due to limited traffic counts and low-density residential development. However, a small (upwards of 2,000 square feet) retail user could be supported if existing vacant land is built with residential uses. Lower density residential construction is likely the highest and best use of vacant land, based on surrounding uses and street configurations.

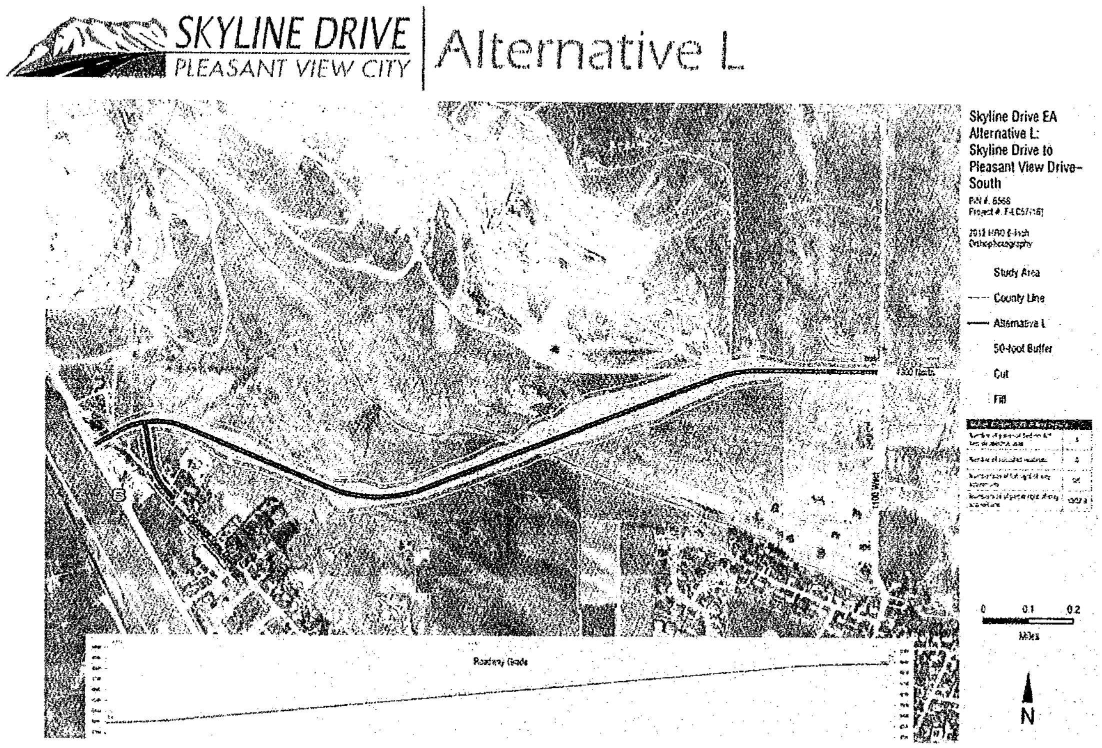
Figure 18: Pleasant View Park Land Use



Skyline Drive

Transportation plans indicate the future development of Skyline Drive, a new east/west connector 4300 North which will run from 900 West to US 89. The development of this road will not only provide additional access to these areas of the City, but will also create a potential node at the intersection of US 89 and Skyline Drive. Much like 2700 N US 89, Parkland Blvd, and Stone Field Way, this node will have a significant amount of developable land, as well as visibility from and better access to I-15.

Figure 19: Skyline Drive Proposed Alignment



Competitive Site Analysis

Development potential in northern Weber County is not limited to Pleasant View. Four competitive development sites are identified below, and are accompanied by an analysis of the buying power, strengths, and weaknesses of each of these sites compared to 2700 North US 89 in Pleasant View. The competitive sites include:

- 2600 North Washington Boulevard (North Ogden)
- 2700 North I-15 (Farr West)
- 400 North I-15 (Marriott-Slaterville)
- 12th Street I-15 (Marriott-Slaterville)

The buying power around each site was calculated for radii of one, three, and five miles, depending on the buying power of various retail development types (e.g., neighborhood center, community center, regional center). At a radius of one mile, 2600 North Washington Blvd in North Ogden is the most competitive site. However, the buying power within three and five miles is greatest at 12th Street and I-15 in Marriott-Slaterville. This is a result of high population growth that is expected to occur in the southwest region of Weber County (see Figure 20)

Table 40: Competitive Site Buying Power within 1 Mile

Neighborhood Center	Population Estimate				Annual Population Change	Supportable Retail Sq Ft per Year
1 Mile	**2015**	**2020**	**2030**	**2040**	**2015-2040**	**2015-2040**
2600 N Washington Blvd	8,827	9,137	10,066	11,136	92	4,225
2700 N US 89	3,036	3,535	4,284	5,341	92	4,216
2700 N I-15	2,256	2,780	3,526	4,559	92	4,213
400 N I-15	2,237	2,663	3,378	4,220	79	3,629
12th Street I-15	1,125	1,528	2,087	2,934	72	3,309

Table 41: Competitive Site Buying Power within 3 Miles

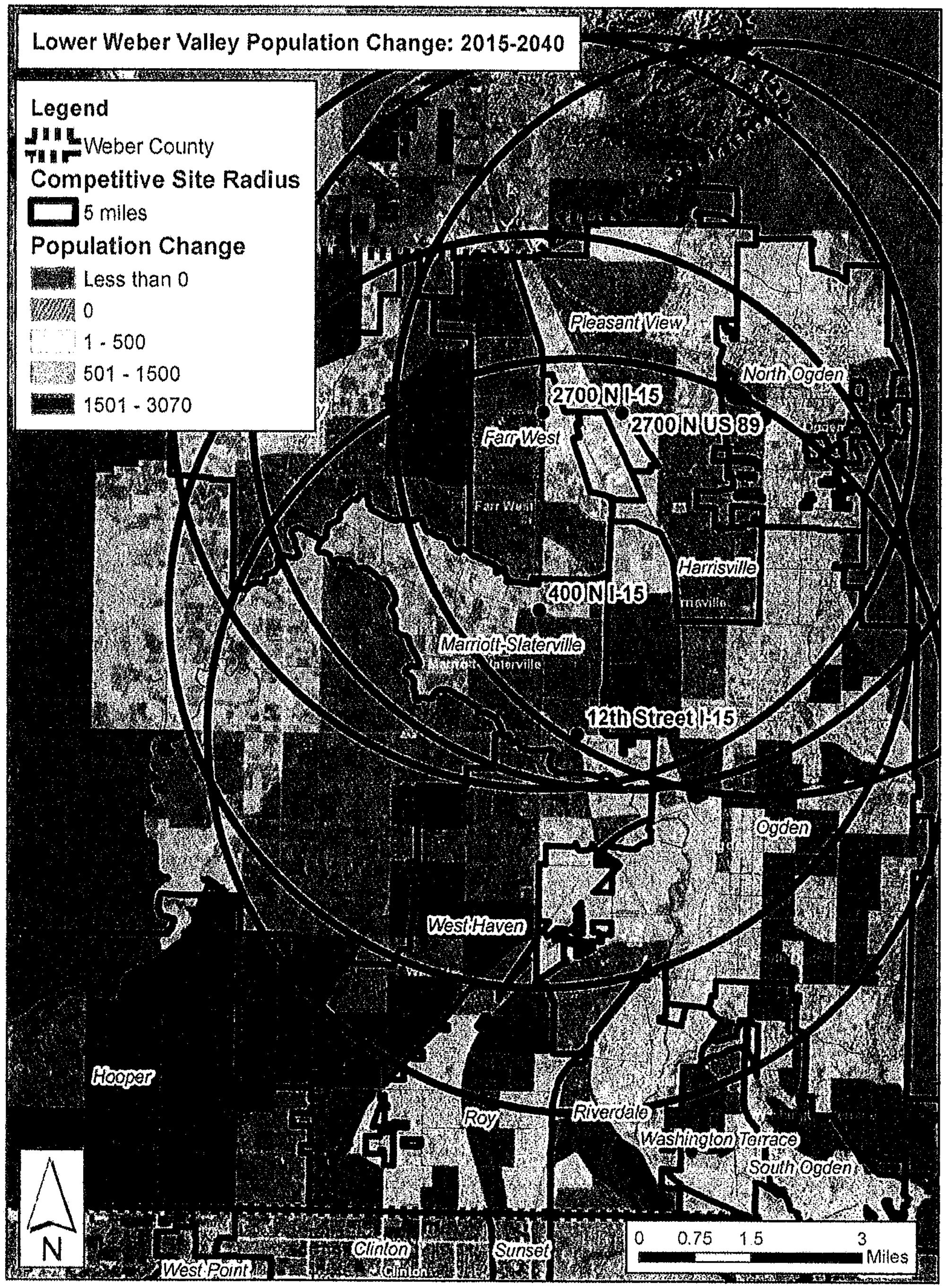
Community Center	Population Estimate				Annual Population Change	Supportable Retail Sq Ft per Year
3 Miles	**2015**	**2020**	**2030**	**2040**	**2015-2040**	**2015-2040**
2600 N Washington Blvd	41,189	43,654	49,680	55,888	588	26,888
2700 N US 89	36,518	40,270	47,478	56,034	781	35,700
2700 N I-15	24,881	29,132	36,045	44,890	800	36,601
400 N I-15	23,930	28,224	35,323	44,427	820	37,496
12th Street I-15	37,573	43,978	54,056	66,221	1,146	52,405

Table 42: Competitive Site Buying Power within 5 Miles

Regional Center	Population Estimate				Annual Population Change	Supportable Retail Sq Ft per Year
5 Miles	**2015**	**2020**	**2030**	**2040**	**2015-2040**	**2015-2040**
2600 N Washington Blvd	77,740	82,688	94,102	105,492	1,110	50,767

Regional Center	Population Estimate				Annual Population Change	Supportable Retail Sq Ft per Year
5 Miles	2015	2020	2030	2040	2015-2040	2015-2040
2700 N US 89	74,468	80,956	93,952	109,155	1,387	63,452
2700 N I-15	69,518	76,525	89,827	103,833	1,373	62,771
400 N I-15	110,096	123,458	146,449	174,700	2,584	118,176
12th Street I-15	155,191	169,118	195,448	226,392	2,848	130,246

Figure 20: Lower Weber Valley Population Change: 2015-2040 (Source: UDOT; ZFPI)



Three of the competitive sites are located along I-15. These were selected because northern Weber County does not have a major retail development along I-15. Traffic counts along I-15 are 78,045 at 12th Street and decrease to 46,030 by 2700 North. 12th Street also has the highest non-highway AADTs, with 28,100. 2700 North US 89 has the highest AADTs with 23,915.

Table 43: Competitive Site Traffic Counts (Source: UDOT)

Site	Non-Highway	I-15
2600 N Washington Blvd	11,490 – 21,465	NA
2700 N US 89	14,710 – 23,915	NA
2700 N I-15	3,930 – 21,190	46,030 – 57,390
400 N I-15	2,025 – 10,050	57,390 – 65,155
12th Street I-15	16,415 – 28,100	65,155 – 78,045

2700 North US 89 has the second greatest amount of developable land, with 117 acres. 400 North I-15 has the most with 182 acres.

Table 44: Competitive Site Developable Acres (Source: Weber County Assessor's Office)

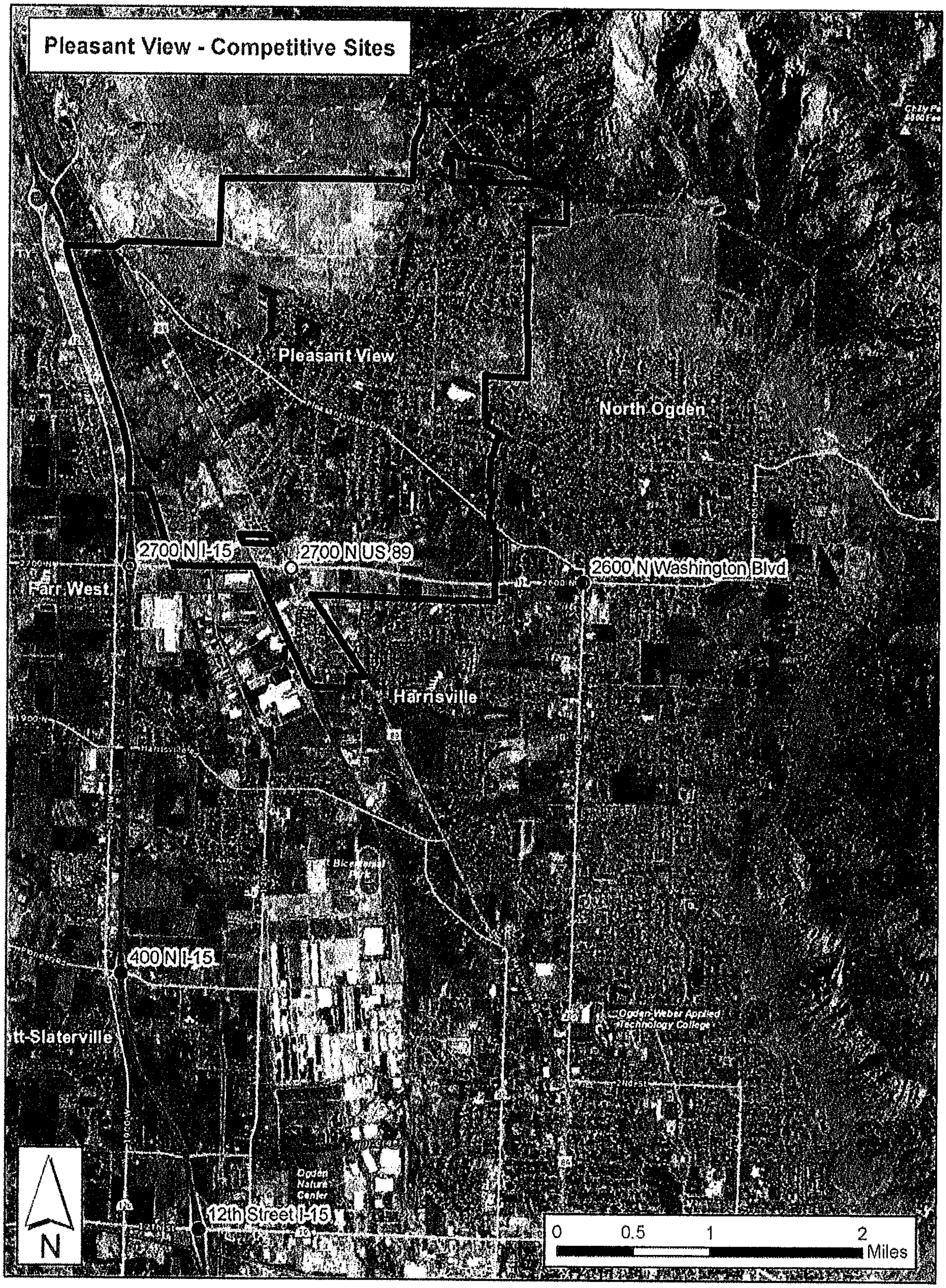
Retail Cluster	Developable Acres
2600 N Washington Blvd	20.02
2700 N US 89	116.89
2700 N I-15	98.51
400 N I-15	182.06
12th Street I-15	87.18

When comparing sites and their buying power within three miles, 2700 N US 89 is competitive, with the second highest AADTs and the second greatest amount of developable land. The amount of retail square feet that could be supported within three miles of 2700 N US 89 is comparable to other competitive sites, with the exception of 12th Street I-15. Despite the potential at this site, 2700 North I-15 will continue to compete with 2700 N US 89 because it can support a similar amount of retail square feet, has similar non-highway traffic counts but has direct access to and visibility from I-15, with only 18 fewer developable acres.

Table 45: Competitive Site Comparison

Site	Supportable Sq Ft (3 miles)	Traffic Counts (Non-Highway)	Developable Acres
2600 N Washington Blvd	26,888	11,490 – 21,465	20.02
2700 N US 89	35,700	14,710 – 23,915	116.89
2700 N I-15	36,601	3,930 – 21,190	98.51
400 N I-15	37,496	2,025 – 10,050	182.06
12th Street I-15	52,405	16,415 – 28,100	87.18

Figure 21: Competitive Sites



2600 North Washington Boulevard (North Ogden)

2600 North Washington Boulevard in North Ogden is a retail hub for northern Weber County. The retail center includes a Lee's Grocery Store, several fast food restaurants, a Walgreens Pharmacy, other retail stores, and a recently completed Smith's Marketplace. In addition to the proposed retail development on the northwest corner of 2600 North Washington Boulevard, which will absorb approximately 200,000 square feet over 5 years, there are plans to redevelop the old Smith's Grocery Store into 10 smaller retail spaces totaling 29,600 square feet.

Table 46: 2600 North Washington Boulevard Supportable Retail Square Feet

	Population Estimate				Annual Population Change	Supportable Retail Sq Ft per Year
	2015	2020	2030	2040	2015-2040	2015-2040
2600 North Washington Boulevard						
1 mile	8,827	9,137	10,066	11,136	92	4,225
3 miles	41,189	43,654	49,680	55,888	588	26,888
5 miles	77,740	82,688	94,102	105,492	1,110	50,767
2700 North US 89						
1 mile	3,036	3,535	4,284	5,341	92	4,216
3 miles	36,518	40,270	47,478	56,034	781	35,700
5 miles	74,468	80,956	93,952	109,155	1,387	63,452

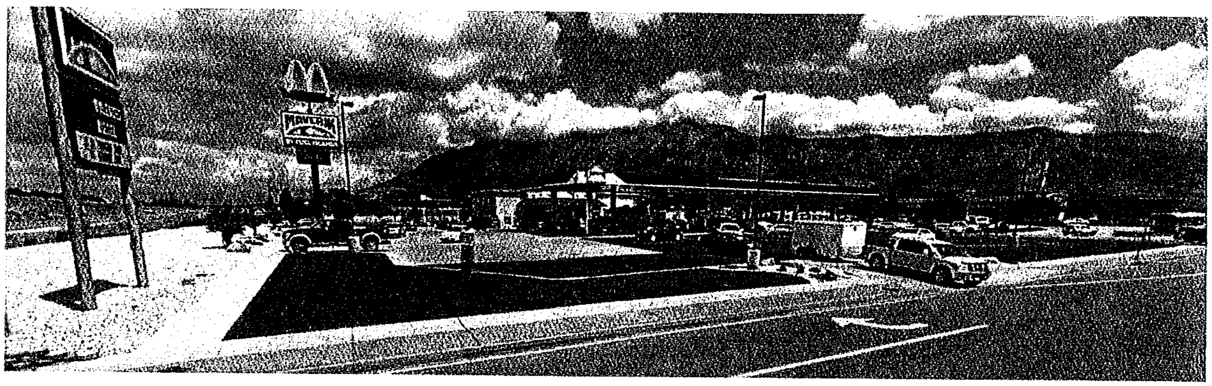
One disadvantage to this site is the lack of access to I-15. Although it is only 1.5 miles from I-15, this site has the lowest traffic counts of the competitive sites analyzed. The greatest asset to this site is the buying power within one and three miles, which is the highest of the competitive sites. This site, however, is located closer to the mountains, which decreases the amount of land that could be developed, ultimately lowering the population and buying power within the greater area (i.e., three to five miles). The competitiveness of this site is reflected in the retail developments currently proposed at this site. Despite the proposed developments, 2600 North does not have a significant amount of developable land, most of which is already included in proposed development plans. As the population continues to grow in northern Weber County, additional retail development will need to occur, in addition to what is planned at 2600 North, and Pleasant View can seek to support some of the need.

Table 47: 2600 North Washington Blvd Site Characteristics

Site	Supportable Sq Ft (3 miles)	Traffic Counts (Non-Highway)	Developable Acres
2600 N Washington Blvd	26,888	11,490 – 21,465	20.02
2700 N US 89	35,700	14,710 – 23,915	116.89

2700 North I-15 (Farr West)

The most competitive site to Pleasant View is located directly to the west in Farr West on 2700 North. This area of Farr West is adjacent to I-15, providing excellent access to and from any development in this area. Access to I-15 also increases the buying power of the area due to the visibility from I-15, as nearly 57,390 AADTs occur on this stretch of I-15. Furthermore, this site has approximately 99 acres of vacant land, only 18 fewer acres than at 2700 North US 89. Current development at this site is primarily retail, with several gas stations and fast food restaurants on the east side of I-15, and primarily single family residential and vacant land on the west side of I-15.



Population projections for 2700 North I-15 are similar to those of 2600 North US 89, due to the fact that the sites are only one mile apart. This results in a difference of 3 to 681 fewer square feet that could be supported at 2700 North I-15, depending on the radius used.

Table 48: 2700 North I-15 Supportable Retail Square Feet

	Population Estimate				Annual Population Change	Supportable Retail Sq Ft per Year
	2015	2020	2030	2040	2015-2040	2015-2040
2700 North I-15						
1 mile	2,256	2,780	3,526	4,559	92	4,213
3 miles	24,881	29,132	36,045	44,890	800	36,601
5 miles	69,518	76,525	89,827	103,833	1,373	62,771
2700 North US 89						
1 mile	3,036	3,535	4,284	5,341	92	4,216
3 miles	36,518	40,270	47,478	56,034	781	35,700
5 miles	74,468	80,956	93,952	109,155	1,387	63,452

Table 49: 2700 North I-15 Site Characteristics

Site	Supportable Sq Ft (3 miles)	Traffic Counts (Non-Highway)	Developable Acres
2700 N I-15	36,601	3,930 – 21,190	98.51
2700 N US 89	35,700	14,710 – 23,915	116.89

400 North I-15 (Marriott-Slaterville)

400 North is approximately 2.5 miles south of 2700 North I-15. The area around the interchange is largely vacant, with 182 developable acres. This interchange has very little retail development, with only a few gas stations and fast food restaurants, and the Mulligans Creekside Golf Course.

The buying power within one and three miles of 400 North is lower than that around 2700 North. However, 400 North's buying power within five miles is significantly greater, as 400 North is closer to Ogden and can pull from more populated areas, including Ogden, as well as growth that is expected to occur in western Weber County.

Table 50: 400 North I-15 Supportable Retail Square Feet

	Population Estimate				Annual Population Change	Supportable Retail Sq Ft per Year
	2015	2020	2030	2040	2015-2040	2015-2040
400 North I-15						
1 mile	2,237	2,663	3,378	4,220	79	3,629
3 miles	23,930	28,224	35,323	44,427	820	37,496
5 miles	110,096	123,458	146,449	174,700	2,584	118,176
2700 North US 89						
1 mile	3,036	3,535	4,284	5,341	92	4,216
3 miles	36,518	40,270	47,478	56,034	781	35,700
5 miles	74,468	80,956	93,952	109,155	1,387	63,452

Despite having lower non-highway traffic counts, 400 North's proximity to I-15 makes it a very competitive site, as approximately 65,000 AADTs occur along this stretch of I-15. Furthermore, 400 North has the potential to capture sales for new developments projected to occur in western Weber County.

Table 51: 400 North I-15 Site Characteristics

Site	Supportable Sq Ft (3 miles)	Traffic Counts (Non-Highway)	Developable Acres
400 N I-15	37,496	2,025 – 10,050	182.06
2700 N US 89	35,700	14,710 – 23,915	116.89

12th Street I-15 (Marriott-Slaterville)

12th Street in Marriott-Slaterville is nearly 4.5 miles from 2700 North. There is no commercial development adjacent to I-15 at this interchange, but like the other competitive sites, commercial development within the area is primarily gasoline stations and fast food restaurants. 12th Street has at least 87 acres of developable land; however, there are an additional 9.8 acres of vacant land that are owned by the State Road Commission of Utah and are marked as exempt. 12th Street has the highest I-15 AADTs of the competitive sites, likely because it is closer to Ogden.

Similar to 400 North, the population projections within one mile of 12th Street are lower than those at 2700 North US 89, but the projections within three and five miles are greater at 12th Street, again indicative of the ability 12th Street would have to pull from Ogden and developing areas in western Weber County. This results in the highest supportable square feet among the competitive sites.

Table 52: 12th Street I-15 Supportable Retail Square Feet

	Population Estimate				Annual Population Change	Supportable Retail Sq Ft per Year
	2015	2020	2030	2040	2015-2040	2015-2040
12th Street I-15						
1 mile	1,125	1,528	2,087	2,934	1,125	1,528
3 miles	37,573	43,978	54,056	66,221	37,573	43,978
5 miles	155,191	169,118	195,448	226,392	155,191	169,118
2700 North US 89						
1 mile	3,036	3,535	4,284	5,341	92	4,216
3 miles	36,518	40,270	47,478	56,034	781	35,700
5 miles	74,468	80,956	93,952	109,155	1,387	63,452

Table 53: 12th Street I-15 Site Characteristics

Site	Supportable Sq Ft (3 miles)	Traffic Count (Non-Highway)	Developable Acres
12th Street I-15	43,978	16,415 – 28,100	87.18
2700 N US 89	35,700	14,710 – 23,915	116.89

Developer/Broker Perceptions of Competitive Sites

The highlighted, competitive sites are largely all superior to most sites in Pleasant View for near-term retail development. As noted earlier, retailers typically look to the following characteristics in determining potential expansion sites:

- Visibility and exposure characteristics
- Population circles and projected growth
- Median incomes
- Desirability of surrounding developments
- Daytime population counts and existing employment centers
- Proximity of competitive uses
- Access characteristics to major transportation connections

The competitive sites in neighboring communities are all generally more favorable than Pleasant View for most of the above characteristics. While the City does have desirable median incomes, population counts are hindered by the amount of vacant land within and north of Pleasant View. Additionally, daytime population counts suffer in Pleasant View due to the amount of manufacturing and warehousing space. As indicated in this report, space needs per employee are significantly lower in Pleasant View than in most communities along the Wasatch Front (resulting in fewer employees per square foot of building area).

In order to be more competitive with the noted sites, incentives will likely be required. This could be in the form of financial compensation, or expedited approval and permitting processes that allow stores to open quicker in Pleasant View than in surrounding cities. A following section regarding financial feasibility highlights the difference in values associated with the neighboring communities.

Developer Financial Feasibility

Developers will most often pursue construction in markets that provide the greatest potential of value increase, thus maximizing their returns. Information from construction cost estimators, developers, brokers, and construction firms was utilized to value existing and proposed developments. If total construction costs, including land value, do not exceed the potential overall value, then development will not occur. If the difference between costs and value is sufficient to allow a developer to achieve a required profit level, then development will proceed. Sites that can offer higher profit amounts, as a percentage of total costs, will most likely attract more potential activity. The following are noted about financial feasibility in the area:

- Current costs of construction for retail properties range from $115 to $160 per square foot, dependent upon buildout and use. This range includes land costs and all direct and indirect construction costs;
- Values for newer commercial properties are near $140 to upwards of $200 per square foot. Construction of new retail properties is considered to be financially feasible at present, and necessary entrepreneurial profits are reflected considering the variance in construction costs and anticipated values;
- Construction costs have been relatively stable in the past few months. Material costs are somewhat consistent, but labor expenses have been notably volatile. Labor costs have kept some commercial development projects from occurring; and
- Competitive properties and sites in North Ogden and Marriott-Slaterville are showing more desirable value scenarios (lower capitalization rates = less risk and higher values) than properties and projected construction in Pleasant View. Consequently, development will likely occur in alternative sites prior to Pleasant View, unless incentives are considered or land prices decline. Several sites in Farr West are also noted to be more desirable, with potentially lower capitalization rates.

Table 54: Developer Financial Feasibility by Site

Area	Capitalization Rates - Retail	Recent Trend	Impact on Value vs. Pleasant View	Conclusion
Pleasant View	7.0-8.0%	Stable	NA	Higher values and greater demand exist in neighboring markets. Vacant sites will first be pursued in other markets
North Ogden	6.0-7.5%	Stable	Lower Rates = Higher Values	
Marriott - Slaterville	6.5-7.25%	Declining	Lower Rates = Higher Values	

Strategies and Recommendations

Broker Perceptions – Pleasant View

Information throughout this report has highlighted broker and developer perceptions regarding commercial development (and some residential) in Pleasant View. The following are additional considerations made by active market participants:

- Some market participants feel that attention should be placed on 2700 North, particularly near 600 West and to the east;
- Brokers see commercial opportunities primarily on 2700 North and portions of Highway 89;
- Highway 89 has appeal for additional distribution/warehouse facilities. Brokers don't see immediate ability for significant, standard office in the area, but solid demand for distribution;
- Better access should be made from Pleasant View Drive to 2700 North, so that residents purchase in the city, and not within the shopping district on the border of North Ogden;
- Business parks are attracted to the area, but are primarily users with warehousing, distribution, and manufacturing needs. Appeal is noted due to the freeway access, and relative connection between Ogden and Brigham City;
- Large, standard office users consider possibilities closer to central Ogden and in areas with a greater concentration of development;
- Business park development is anticipated to move northward from Ogden as vacant land supply dwindles, and as companies are continuing to pursue communities that offer a higher quality of living for employees; and
- Most communities along the Wasatch Front show space needs per employee at an average of 250 square feet. Pleasant View is closer to 450 to 500 square feet per employee, per developers and brokers, due to the large amount of distribution/warehousing (large space needs but reduced employee numbers).

Table 55: Space Needs per Employee

Area	Space Needs per Employee	Impact – Pleasant View
Wasatch Front	200-350 Sq.Ft. Per Employee	Fewer employees per business, resulting in lower daytime populations. Retailers attracted to other sites with more concentrated employment figures
Pleasant View	450-500 Sq.Ft. Per Employee	Stable

Potential Retail Tenants

The sales leakage analysis indicated significant leakage in the General Merchandise, Motor Vehicle, Food and Beverage, and Food Services and Drinking categories. As analyzed previously in this report, Pleasant View is positioned to fill market needs within three miles, on a neighborhood retail scale, or possibly up to five miles on a regional scale in the combined 2700 North CDA, with the estimated population and population growth indicated an immediate need for a grocery store to serve Pleasant View and northwestern Weber County. The Retail Tenant Database, which is including in Appendix B, is a list of retailers that are looking to expand in Utah, and includes specific site requirements and contact information.

Strategies, Priorities, and Action Items for Increasing the Retail Sales Tax Base

In order to increase the retail sales tax base of Pleasant View, the primary focus of the City should be to attract a grocery store to the area, as there is currently sufficient buying power to support an additional grocery store. Attracting larger tenants, including grocery or general merchandise types, will also attract smaller tenants in other sales categories for which there is also sales leakage, including restaurants, pharmacies, and auto-parts stores.

Automobile dealerships should also be considered, with space in the Parkland Boulevard node, as well as the 2700 North and US 89 submarket, considered fairly desirable for this use type. Developers of automobile dealerships will look for very good visibility and exposure characteristics, with the most desirable sites having visibility from I-15.

Finally, consideration should be given for employers that have more employees per square foot than what is primarily existing in Pleasant View. The lack of daytime populations plays a role in keeping retailers and other businesses from coming to the area.

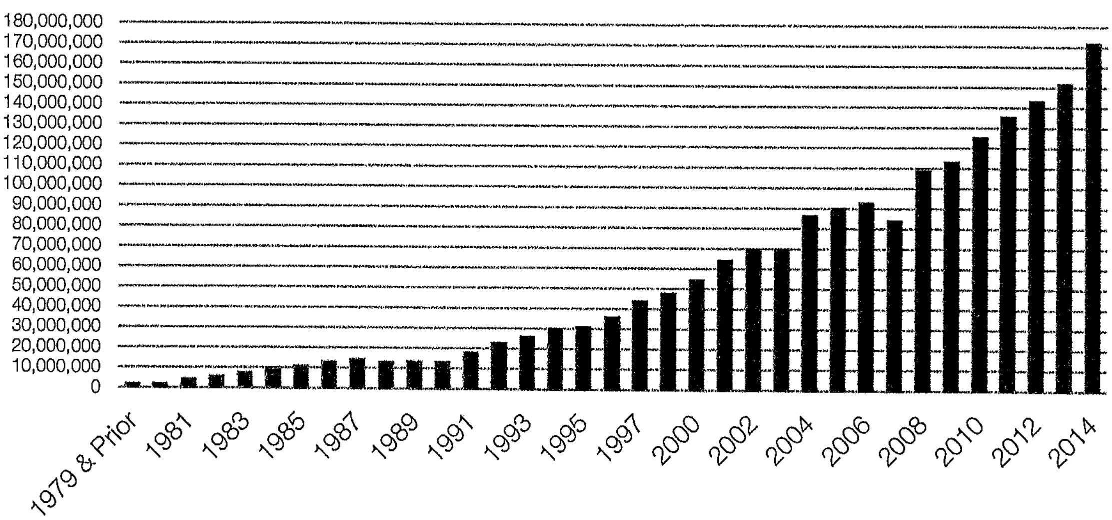
Appendix A: Funding Options

There are a wide variety of tools available to help the City in achieving its goals. Several of these tools have been discussed in more detail below.

Redevelopment Areas – Tax Increment Project Areas –

By far and away the most widely-used tool for economic development is the creation of some form of tax increment district. In the past these districts were known as URAs, EDAs or CDAs. However, during the 2016 session of the Utah Legislature, the Legislature combined all tax increment districts into one category known as Community Reinvestment Areas (CRAs). The use of tax increment has increased dramatically throughout the State of Utah over the past 30 to 35 years. In 1980, only about $2.5 million of tax increment was generated statewide; by 2014, this figure had increased to over $170 million. There are many more communities participating today than there were 30 years ago, and those communities who are not actively involved are at somewhat of a disadvantage compared to those who participate.

Figure 22: State of Utah Tax Increment Generated 1979-2013. *Source: Utah State Office of Education*



If the State of Utah provides economic development incentives, known as EDTIF, it requires that local communities participate with some kind of contribution. Local tax increment is the most commonly-used form of local contribution.

Cities may award incentives to companies locating in a Project Area. Incentives are generally based on a percentage of the property tax increment generated by a specific development or within the project area. Tax increment dollars are often returned to the developer in the form of infrastructure development, land cost write-down, or other appropriate means. Tax increment financing is dependent on *increment* – additional property value over the baseline property value at the time that the project area plan and budget are approved. Tax increment from a project area is available for a specific number of years only or to a specified increment amount as agreed upon with the taxing entities. Therefore, timing becomes especially important in the creation of project areas, in order to maximize the amount of increment generated and returned to development within the project area boundaries.

Pleasant View currently has two project areas – the Pleasant View Business Park EDA, and the joint 2700 North CDA with Farr West. The 2700 North CDA encompasses approximately 87.86, most of which is vacant, spread between Farr West and Pleasant View. Increment from the area, as well as sales tax revenues within the area, are split 50/50 between the two cities.

The Pleasant View Business Park EDA was created in 2005 and increment was triggered in 2010. The Project Area consists of approximately 628 acres located in the southwest corner of the City. The Project Area is bounded on the south by 2700 North Street, and on the west by UDOT's I-15 highway right-of-way. The northern boundary is the boundary line between Weber and Box Elder Counties, and the eastern boundary is the eastern side of U.S. Highway 89. The purpose of the EDA was to create the legal, business and socio-economic framework conducive to large commercial and light industrial developments beneficial to the City of Pleasant View and its citizens.

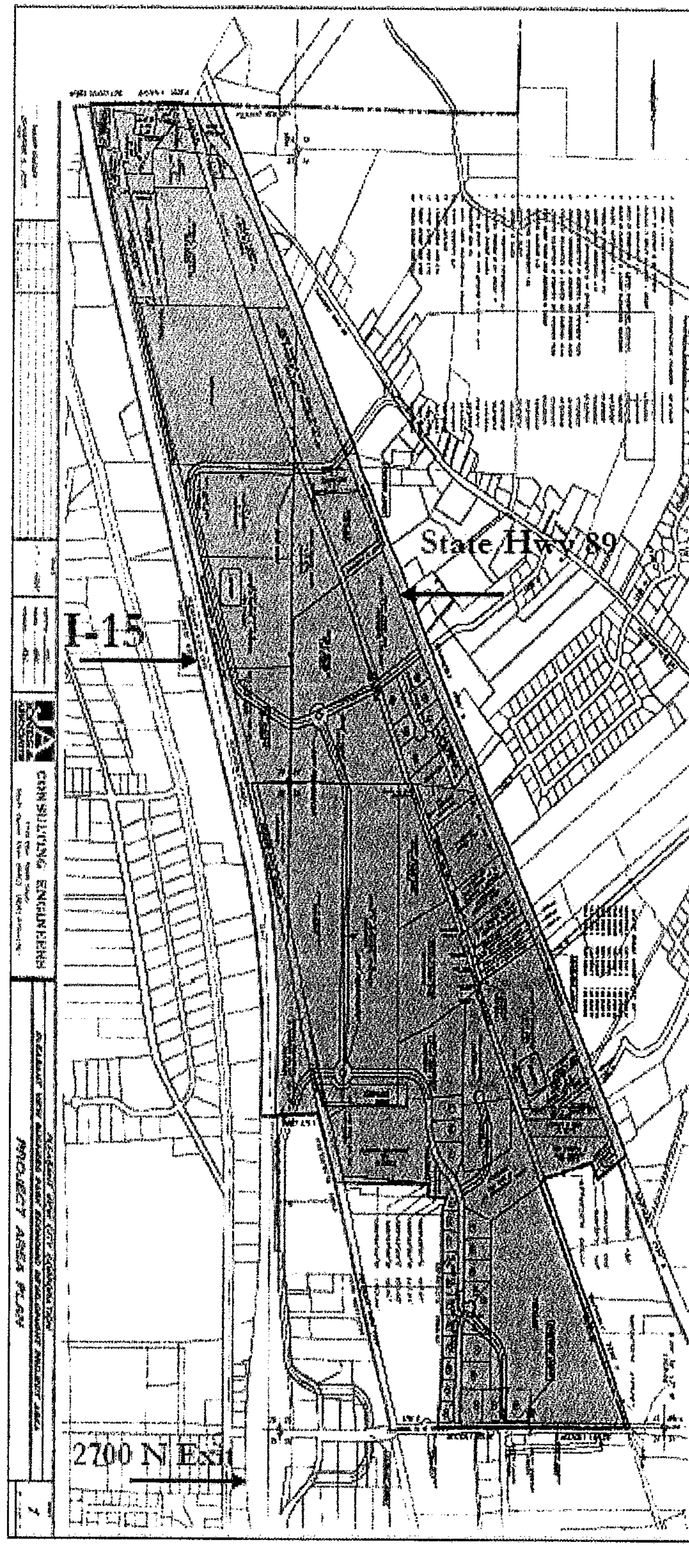
Development activity in the EDA during the past year included the site plan approval for Stone Meats Supply building expansion of approximately 10,090 square feet, located in Stone Field Commercial Subdivision, which was approved Summer 2015. A 14,400 square foot industrial warehouse building (known as Cnc Construction Building) located in Parkland Business Park obtained site plan approval and was subsequently completed this October 2015. To facilitate expanding business operations, a conditional use for a temporary paint building for OP Tanks (located directly north of Parkland Business Park) was approved November 2014.
Other development activity includes on-going dialogue and discussions with CSM Bakery regarding potential subdivision of their forty-plus acre parcel for an industrial/commercial business park. The properties abutting 2700 North and Rulon White Boulevard alignment have also shown interest in the possibilities of development, depending on the larger parcel's activities.

Revolving Loan Funds and Grants

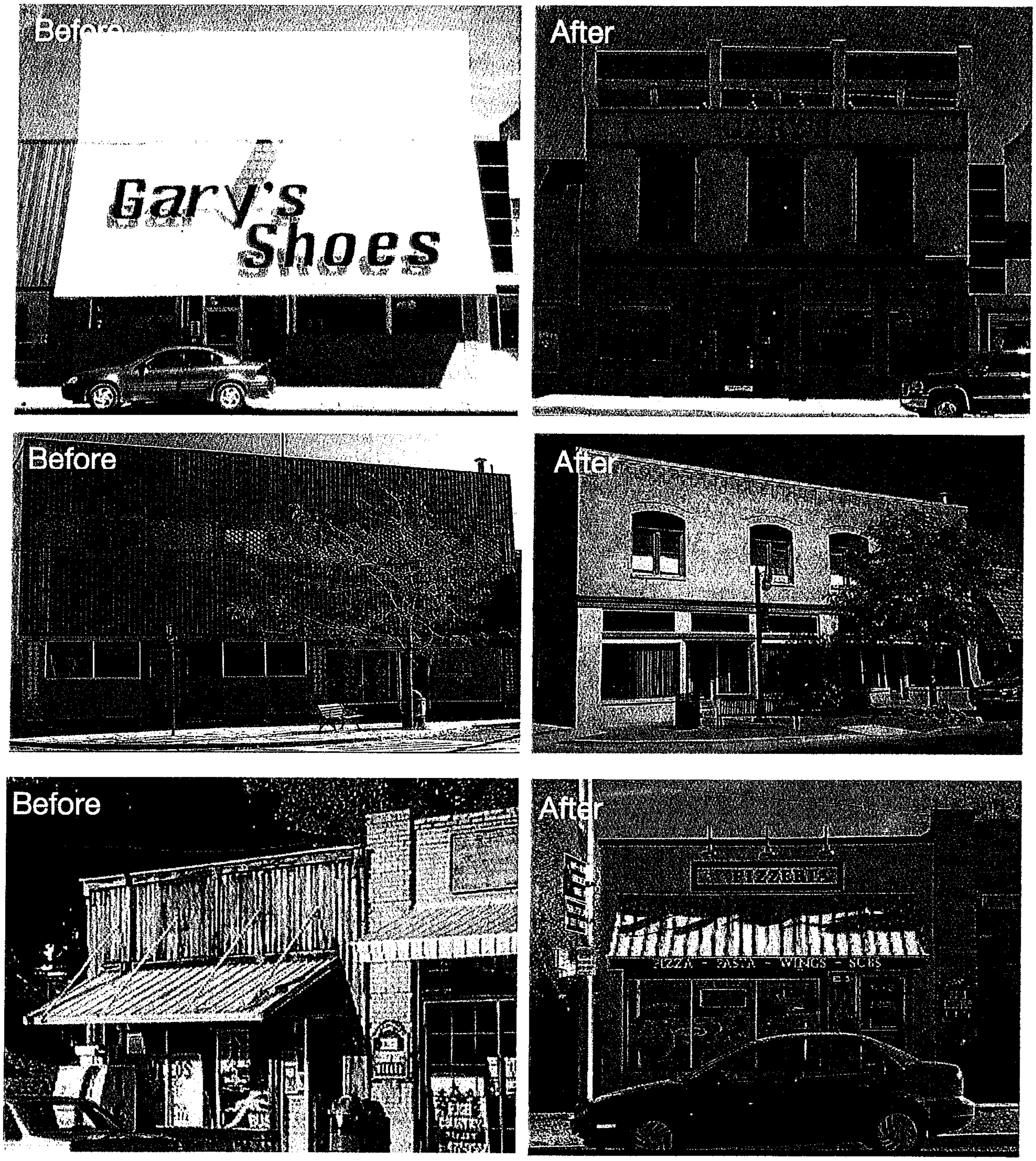
A revolving loan fund ("RLF") is a source of money from which loans are made for small business development projects. A loan is made to a business and, as repayments are made, funds become available for new loans to other businesses. The major purpose is to provide a source of financing, which may not otherwise be available within the community, for local, expanding, or start-up businesses. Often they are used to fill a "financing gap" in a business development project. A gap occurs when the business lacks the funds to meet the equity requirements of bank financing or needs a lower interest rate.

The source of capitalization (the funds used to create the RLF) may have regulations governing program design. For example, RLF's which are capitalized with Community Development Block Grant (CDBG) funds must follow the rules and regulations established by the U.S. Department of Housing and Urban Development (HUD), and must show some benefit to low- and moderate-income households. It is our experience that revolving loan funds are more successful during periods when interest rates are relatively high, rather than in the recent marketplace where low-interest loans have been fairly easy to obtain from the private sector. Matching grants or revolving loan funds have been highly successful in a wide variety of communities. Businesses that choose to participate generally report increased sales from the improved appearance of their properties. Research shows that improvements that create more of a place increase property values and sales generation.

Figure 23: Pleasant View Business Park EDA



"Before" and "After" Façade Renovations



ZAP or RAP Taxes

Many communities have initiated Zoo, Arts, and Parks (ZAP) or Recreation, Arts, and Parks (RAP) taxes which have been very effective in raising funds to complete parks, recreation, trails and open space projects. Weber County has enacted this tax at a rate of 0.10 percent.

Business Improvement District

Local business owners could potentially benefit from forming a Business Improvement District to facilitate projects, including joint marketing opportunities, ad campaigns, festivals and events in the area, signage, assistance with business recruitment, planning for parking facilities, and storefront improvement programs.

Utah Historic Preservation Tax Credit

Historic homes can benefit from a 20 percent nonrefundable tax credit for the rehabilitation of historic buildings which are used as owner-occupied residences or residential rentals. Twenty percent of all qualified rehabilitation costs may be deducted from Utah income or corporate franchise taxes.

Retail Incentives

For businesses that are highly desirable to the City, sales tax incentives could be provided for a period of time. These would be considered on a case-by-case basis for a major tax-generating retailer to retain or improve the business.

HUD Build American Initiative

Monies from this program are meant to be used for pre-development projects in order to attract investment in resilient infrastructure projects.

Bonding

Prior to summarizing the financing mechanisms that may be used for each type of capital project, key federal tax laws that come into play when contemplating the issuance and timing of issuance of tax exempt bonds are listed below:

- With the exception of some facilities that can be funded through tax-increment bonds, all facilities funded must be owned by the tax-exempt issuer and generally cannot be utilized for the benefit of a single private entity unless allowed to do so free of charge;
- If the issuer chooses to utilize capitalized interest in the structuring of the debt, the capitalized interest can only be funded for a three-year period or less;
- With the exception of general obligation bonds, revenue bonds will sometimes require a debt service reserve fund, either funded from bond proceeds or with a surety policy;
- Generally, debt service can be structured to match estimated available revenues that will be used to pay the debt; and
- State law does not allow for the use of "double-barrel" bonds, those that pledge both an asset and a revenue stream.

Financing alternatives that are available to local governments in Utah are summarized as follows:

General Obligation Bonds. General Obligation bonds ("GO") are subject to simple majority voter approval by the constituents of the issuing entity. General obligation elections can be held once each year, in November, following certain notification procedures that must be adhered to in accordance with State Statutes in order to call the election (pursuant to Utah State Code 11-14-2 through 12). Following a successful election, it is not necessary to issue bonds immediately, but all bonds authorized must be issued within ten years. Once given the approval to proceed with the issuance of the bonds, it would take approximately 90 days to complete the bond issuance.

General obligation bonds can be issued for any governmental purpose as detailed in Utah Code §11-14-1. The amount of general obligation debt is subject to the following statutory limitations:

- Counties are limited to two percent (2%) of the total taxable value of the County;
- School Districts are limited to four percent (4%) of the total taxable value in the District;
- Cities of the 1st and 2nd class are limited to a total of eight percent (8%) of the total taxable value, four (4%) for general purposes and four (4%) for water, sewer and lights; and
- Cities of other classes or towns are limited to a total of twelve percent (12%) of total taxable value, four percent (4%) for general purposes and eight percent (8%) for water, sewer and lights.

Notwithstanding the limits noted above, most local governments in Utah have significantly less debt than the statutory limitations. Practical limitations imposed on the market will be based on ratios such as general obligation debt per capita and general obligation debt compared to total taxable value. Medians vary somewhat depending on the size of the issuer. A summary of medians can be provided upon request.

Pursuant to state law, general obligation bonds must mature in not more than forty years from their date of issuance. Typically, however, most GO bonds mature in 15- 20 years.

Advantages of G.O. Bonds:

- Lowest cost form of borrowing
- 'New' source of revenues identified
- No encumbrance of utility system revenues
- No requirement to raise utility rates to meet debt service coverage requirements
- Lowest bond issuance costs
- No Debt Service Reserve Fund requirement

Disadvantages of G.O. Bonds:

- Timing issues; limited date to hold required G.O. election
- Risk of a "no" vote while still incurring costs of holding a bond election
- Possibility of election failure due to lack of perceived benefit to majority of voters
- Must levy property tax on all property even if some properties receive limited or no benefit from the proposed improvements
- Can only bond for physical facilities, not ongoing or additional operation and maintenance expense

Utility System Revenue Bonds. To some extent, a city operates in a manner similar to a private business in that it provides utility services for which city residents and businesses pay fees. The fees charged for service should be sufficient to allow a city to pay ongoing operation and maintenance costs, fund periodic replacement of capital facilities, issue debt when prudent and construct new facilities as demand for its services increase.

State law allows a city to issue debt secured by a pledge of the net revenues[10] generated by the operation of the system. Bonds structured in this manner are typically referred to as System Revenue Bonds or Revenue Bonds and are commonly used by utility service providers to finance capital costs.

Under Utah law, Revenue Bonds may not be secured by a pledge of the physical assets of a city. Bondholders can look only to system revenues as the source of bond repayment. A city is obligated to (i) maintain the system in good operating condition such that the revenue stream is maintained and (ii) charge user rates sufficient to operate the system, service the debt and maintain net revenue coverage levels as required under the terms of such debt.

Revenue bonds do not require a bond election and may therefore be issued much more quickly than G.O. bonds. If revenue sufficiency exists, Revenue Bonds can typically be issued in as little as 90 days. Generally, entities that issue Revenue Bonds are required under the terms of the bond documents to maintain a rate structure that will insure net revenues are sufficient to provide debt service coverage of 125 percent. In other words, there should be net revenues of $1.25 for each $1.00 of Revenue Bond debt service.

Because Revenue Bonds are <u>not</u> secured by a city's ability to levy property taxes, but solely from revenues generated by the utility system, bond purchasers are likely to require a slightly higher interest rate to compensate them for the perceived increase in the risk related to the underlying security. Historically, the interest rate differential between a G.O. bond and a Revenue bond is between 10 and 25 basis points.[11] Large cities that serve a wide customer base, including a diverse mix of residential and commercial users, and are not overly reliant on a small percentage of its users to generate the majority of its revenues, will be able to issue bonds at interest rates much closer to G.O. rates.

While G.O. bonds require that a city impose a property tax on all property within a city, System Revenue bonds are repaid from the service charges paid by all system users regardless of whether or not the individual system user benefits from a particular system addition or upgrade. Typically, all system revenues are pledged for the bond repayment and not just those within various service areas within a city even if the rate structure is different in different areas. Additionally, no revenues would be collected from properties until they are developed and using the utility services, which is unpredictable. Also, a city would be pledging all of its system revenues and would be required to covenant to raise its rates to meet the debt covenants. If revenues were insufficient to make the debt service payments, system rates would likely need to be increased.

Revenue bonds can be issued for any capital facility associated with the operation of the utility enterprise of the issuer. The amount of revenue bonds that a local government can issue is not subject to any specific statutory limitations. That stated, there are many practical limitations imposed by the tax-exempt bond market that may limit the capacity of an issuer to issue utility system revenue bonds. In addition, there are legal restrictions, including an Additional Bonds Test coverage ratio established in the bond documents that limits issuance. Credit considerations include, but are not limited to, the following;

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[10] Net Revenues: Total system revenues less operation and maintenance expenses.
[11] Basis Point: 1/100th of a percent. (i.e. 25 basis points equals ¼ percent)

- Availability of source (water, gas, electricity) to run the enterprise and meet projected demand
- Comparability of utility system user rates to the surrounding area
- Number of system users
- Revenue and expense history
- Reasonable debt service coverage ratios (1.25x coverage is typical but lower coverage factors have been negotiated down to as low as 1.10x)
- Utility system not being overly dependent on impact fees
- Cash balances

In order to strengthen its credit or provide enough net revenues to support the issuance of bonds, an issuer, prior to the issuance of utility system revenue bonds, may need to go through a rate study and adjust its rate structure. New utility rates are implemented by resolution under the requirements of Utah Code Section 10-3-7. The Resolution may become effective any time within three months of passage of the Resolution, as determined by the governing body (10-3-719). The form of the Resolution will follow that of an Ordinance, as described in 10-3-704.

Since net revenues can, to a large degree, be controlled by the issuer, revenue bonds are considered low risk investments and generally viewed as strong credits in the bond market. Pursuant to state law, utility system revenue bonds, like G.O. bonds, must mature in not more than forty years from their date of issuance. Typically, however, most system revenue bonds mature in twenty to twenty-five years and are always constrained by the useful life of the facilities being financed that will be used to produce the system revenues.

In addition to issuing bonds through the public markets, the State of Utah has four state revolving loan funds that obtain funding through both state and federal sources that may be available. These entities are the Board of Water Quality, the Drinking Water Board, the Board of Water Resources, and the Community Impact Fund Board. Depending on the type of project, perceived need and benefits, and the current availability of funds at each of the boards, they may provide significant no or low interest loan funding or possibly some grant funding. The level of interest charged is generally a function of the utility rates being charged compared to the median gross household income in the area.

Advantages of Utility System Revenue Bonds:

- Low cost form of borrowing only slightly higher than G.O. Bonds
- No requirement to hold a bond election
- Can be completed relatively quickly

Disadvantages of System Revenue Bonds:

- Non system-wide improvements could end up being paid for by all users even though no benefit is realized by those outside the specific development area
- May require a user rate increase to all City residents to meet debt service coverage tests
- Revenues may be slow to materialize since they are somewhat dependent on new construction
- Typically require a Debt Service Reserve Fund

<u>**Excise Tax Revenue Bonds.**</u> Revenue bonds payable from excise tax revenues are governed pursuant to Utah State Code Section 11-14-307. Without the need for a vote, Cities and Counties may issue bonds payable solely from excise taxes levied by the City, County or those levied by the

State of Utah and rebated to the City or County such as gasoline taxes or sales taxes. State law limits the amount of bonds that can be issued through this mechanism by limiting annual bond debt service to a maximum of 80 percent of the preceding fiscal year's receipts.

Class B&C Road Bonds. Gasoline taxes are collected and distributed pursuant to cities and counties in a formula that is based upon population and number of City or County road miles within the local government's boundaries. These funds can be utilized by cities and counties to construct, repair and maintain City and County roads and can be utilized as a sole pledge for repayment of debt issued for those purposes.

State law limits the amount of bonds that can be issued through this mechanism by limiting annual bond debt service to a maximum of 80 percent of the preceding fiscal year's receipt of Class B & C road funds. These bonds may not exceed ten years. This state law matches well with the general requirements of the market relative to revenue bonds as it automatically serves to create a 1.25X debt service coverage ratio.

Practical consideration for the issuance of this type of debt for most cities and counties lies with the fact that most local governments spend these funds and more on the maintenance of roads. Therefore, while it is used as the means for securing the debt, other general funds may actually be utilized by the issuer to make the annual payments or to pay for maintenance while the excise tax bonds are being retired with Class B&C road fund revenues.

While toll roads are common in the east, they have only been used rarely in Utah for two specialized road projects.

Depending on the ownership of the road(s) being financed, the City or possibly the County could issue the excise tax revenue bonds. The issuer would need to adopt a Notice of Intent to Issue Bonds, hold a public hearing, and allow for a thirty-day contestability period prior to closing on the bonds. Once the Notice of Intent has been adopted it would take approximately 90 days to complete an issuance of these bonds.

While neither the City nor the State can control the amount of gas tax generated, there exists in State law a non-impairment clause (11-14-307 (a)) that restricts the State's ability to change the distribution formula in such a way that would harm bondholders while local governments have debt outstanding.

Sales Tax Revenue Bonds. Sales taxes are also collected and distributed by the State of Utah. With a change in the State's constitution in November of 2000, and with a clarification from the Attorney General's office regarding a technical matter, the first non-voted sales tax revenue bond was issued in July 2001. Sales tax revenues can also be utilized as a sole pledge for repayment of debt without a vote of the constituents and funds can be utilized for the acquisition and construction of any capital facility owned by the issuing local government. They are frequently used for parks and recreation facilities or other city buildings such as City Hall or Public Safety buildings. Just as with Class B&C road bonds, state law limits the amount of bonds that can be issued through this mechanism by limiting annual bond debt service to a maximum of 80 percent of the preceding fiscal year's receipt of sales tax revenues. However, sales taxes are not limited to a pledge for a ten-year period but can legally be issued for up to forty years. While this state law provides an 1.25X debt service coverage ratio, due to the elasticity of sales tax revenues and local governments typical heavy reliance on these revenues for general government operations, the market will usually demand a significantly higher debt service coverage ratio of at least two or three times revenues to debt. Most sales tax revenue bonds are structured to mature in twenty-five years or less.

Depending on the ownership of the capital facilities to be financed, the City or the County could issue sales tax revenue bonds. The issuer would need to adopt a Notice of Intent to Issue Bonds, hold a public hearing, and allow for a thirty-day contestability period prior to closing on the bonds. Once the Notice of Intent has been adopted it would take approximately 90 days to complete an issuance of these bonds.

Municipal Building Authority Lease Revenue Bonds ("MBA"). Pursuant to the Utah Municipal Building Authority Act (17D-2-1) cities, counties and school districts[12] are allowed to create a non-profit organization solely for the purpose of accomplishing the public purpose of acquiring, constructing, improving and financing the cost of a project on behalf of the public body that created it.

The security for a MBA bond is a first trust deed on the real property, any buildings or improvements and a security interest in any furniture, fixtures and equipment financed pursuant to a particular MBA transaction and an annual lease payment from the City to the MBA. Bonds structured in this fashion are not considered long-term debt as the lease payments are subject to an annual appropriation by the City.

Due to the security structure, the best types of capital facilities to finance under this mechanism are those that are deemed as "essential purpose" by the bond market. Municipal buildings such as city halls, public safety buildings and public works buildings are typically considered essential public purpose. That stated, many other capital improvements and facilities have been funded using MBA bonds including parks and recreation facilities. To strengthen the credits of facilities that are not deemed as essential purpose, it is common to cross collateralize facilities. However, under Utah law once a facility has been completely paid for and is owned outright by the local government it cannot be utilized to collateralize debt on another facility.

The legal limitation for maturity on bonds issued pursuant to the Building Authority Act is forty years. From a market perspective however, the final term on this type of debt will be governed by the maximum useful life of the facility(ies). Most MBA bond transactions are structured to mature in 25 or less.
Due to the real property nature of the transaction it may take some additional time to process and close an MBA bond due to the need to run a title report and clear any liens or encumbrances that may appear on the title so that clear title policies can be provided to the owner and lenders.

Impact Fee Revenue Bonds. Utah State law allows the City to charge new development for the cost of providing service to newly-developed areas through the imposition of Impact Fees once a complete impact fee analysis has been completed and adopted. Impact fees are calculated to cover the cost of bringing new development up to the same or proposed service standard (if less than the existing standard), often referred to as the "level of service."

Although impact fees can technically be pledged as a repayment source on bonds, due to the uncertainty related to timing of collection of impact fees, they are not considered a secure enough

[12] Although available for use by school districts, the mechanism is rarely utilized by them.

source of revenue on their own to secure financing at a reasonable cost. Typically impact fee revenues are utilized as one portion of the funding available to make debt payments when system revenue bonds are issued, with the bulk of the revenues coming from user fees. A city, if it wished to finance a capital project using impact fees, would still need to issue either G.O. Bonds or Revenue Bonds as previously discussed to secure the bonds and then use any impact fees received to offset the debt service payments due from the actual pledged sources. In this case, the city takes the risk that the impact fees will materialize and be available for debt repayment rather than investors.

Advantages of Impact Fee Revenue Bonds:

- Those benefiting from the improvements, pay for the improvements
- No requirement to hold a bond election

Disadvantages of Impact Fee Revenue Bonds:

- Unpredictable nature of source of revenues would significantly drive up the cost of financing and in today's market may be difficult
- In order for this type of financing to be marketable, the City would most likely have to pledge other revenue sources (such as user fees) as a backstop
- Would require a Debt Service Reserve Fund

Special Assessment Area Bonds. Special Assessment Areas ("SAAs"), formerly known as Special Improvement Districts or "SID"s, are a financing mechanism that allows governmental entities to designate a specific area which will be benefited by public improvement(s) and levy a special assessment, on parity with a tax lien, to pay for those improvements. The special assessment is then pledged to retire bonds, known as Special Assessment Bonds, issued to finance construction of the project.

The underlying rationale of an SAA is that only those property owners who benefit from the public improvements will be assessed for the improvement costs as opposed to previously discussed financing structures in which all City residents pay either through property taxes or increased service fees.

While not subject to a bond election as is required for the issuance of General Obligation bonds, SAAs may not be created if 40 percent or more of those liable for the assessment payment[13] protest its creation. Despite this legal threshold, most local government governing bodies tend to find it difficult to create an SAA if 10-20 percent of property owners oppose the SAA.

Once created, an SAA's ability to levy an assessment has similar collection priority / legal standing as a property tax assessment. However, since it is not a property tax, any financing secured by that levy would likely be done at higher interest rates than either of the other options discussed in this analysis. Interest rates will depend on a number of factors including the ratio of the market value to the assessment bond amount, the diversity of property ownership and the perceived willingness and ability of property owners to make the assessment payments as they come due. Even with the best of special assessment credit structure, the bonds are likely to be non-rated and therefore would be issued at rates quite a bit higher than similar General Obligation Bonds that would likely be rated. Compared to an 'A' rated GO bond, a special assessment bond will likely

[13] Based on the method of assessment selected, i.e. acreage, front footage, per-lot, etc.

carry an interest rate about 300 basis points (three percent) higher. All improvements financed via an SAA must be owned by the City and the repayment period cannot exceed twenty (20) years.

If an SAA is used, the City will have to select a method of assessment (i.e. per lot, per unit (ERU), per acre, by front-footage, etc.) which is reasonable, fair and equitable to all property owners within the SAA. Typically for utility improvements, we would expect the City to utilize an assessment based on acreage, buildable acreage, or equivalent residential units ("ERUs") rather than basing assessments on such factors such as front-footage which have no correlation to the utilization of utility services. State law does not allow property owned by local government entities such as cities or school districts to be assessed.

One possible advantage of SAA's is their ability to finance the project during its construction phase through the use of Interim Warrants or Bond Anticipation Notes which work in a fashion similar to a construction loan on a new house. In our current market it is difficult to find buyers willing to take the construction risk without actual assessments levied, however, a lender is secured through either a negotiated or a competitive process and, as construction proceeds, advances are taken by the City against a pre-authorized loan amount. The use of Interim Warrants has two compelling advantages over bonding for all of the construction costs before actually beginning construction. First, interest accrues only on the amount actually drawn upon for actual construction whereas a bond begins to accrue interest on the entire par amount of the bonds as soon as the bonds are issued. Second, it allows the City to complete all construction, gather accurate cost data and calculate the assessment on each property once all actual costs are known rather than estimating the costs in advance. This second advantage is most pronounced in a time of escalating construction costs because once the assessment is levied on each property, it cannot be increased even if the actual construction costs exceed the original estimate on which the assessment was based. In such a circumstance, the City would have to pay any cost over-runs.

Advantages of Special Assessment Bonds:

- Tax-exempt interest cost although not as low as a GO or revenue bond but interest cost is passed along to the property owners who are assessed
- No requirement to hold a bond election but the City must hold a meeting for property owners to be assessed before the SAA can be created
- Only benefited property owners pay for the improvements
- Improvements are owned by the City
- Assessment lien is on parity with tax levy
- Expedited foreclosure procedures in the event of non-payment of assessment
- Limited risk to the City as there is no general tax or revenue pledge
- City controls the construction and can insure work is done to City standards
- Flexibility since property owners may pre-pay their assessment prior to bond issuance or annually thereafter as the bond documents dictate
- Diversity of property ownership reduces default risk
- Ability to issue interim warrants during construction phase
- Assessments can begin as soon as construction is completed

Disadvantages of Special Assessment Bonds:

- Fifty percent of the assessed liability, be it one property owner or many could defeat the effort to create the SAA if they do not want to pay the assessment

- Some increased administrative burden for the City although State law permits an additional amount to be included in each assessment to either pay the City's increased administrative costs or permit the City to hire an outside SAA administrator
- The City cannot assess certain government-owned property within the SAA (none or little anticipated)

Tax Increment Revenue Bonds. Under Utah law, redevelopment agencies may create Community Reinvestment Areas (CRA's) which are governed by Title 17C of the Utah State Code and can be created by a city or county for the general purpose of providing for redevelopment and economic development through various tools associated with the buying and selling of property and utilizing tax increment as a means to promote development.

The availability of property tax increment for reinvestment areas is impacted by a number of matters including the date of adoption of the project area plan budget, the first taking of increment and the rate at which development occurs and property tax values increase.

Unfortunately, but understandably, the bond market will severely discount the projected tax increment cash flows due to the fact that they are solely reliant on tax-increment as the source for repayment of the debt and at the outset of a new project, little if any tax increment is being generated. Without multiple years of historical tax increment revenue receipts, the bonds may not be marketable at reasonable rates and at best projected increment will be discounted by at least half, if buyers are willing to buy at all.

One method that has been used to overcome the market challenges posed by direct tax-increment financing is to use a SAA in conjunction with the use of tax increment. This provides a means to leverage the potential tax increment at an earlier stage in the development process by collateralizing land as opposed to immaterial future incremental dollars.

Under this structure, a community reinvestment area is created and the developer / landowner enters into an Agreement to Develop Land ("ADL") with the local government wherein the developer negotiates receipt of a portion of the tax increment to be generated. Then, SAA bonds are issued and assessments are placed on the benefited property of the developer / landowner who provides security to the bonds noting that the property then serves as the ultimate security for the debt (not projected increment receipts). If the developers proceed with development and building in a timely fashion, they can utilize the increment received to make the assessment payments, although they are not pledging this stream of revenues.

Industrial Revenue Bonds. Industrial revenue bonds can be issued by a city. There is a $10 million cap per issue for small manufacturing facilities and a $150 million total annual state allocation cap. Industrial revenue bonds have strict regulations regarding business types that are eligible; a 501(c)(3) can generally use them for a wider variety of projects.

Bond or Tax Anticipation Notes (BAN's or TAN's). State statute (11-14-311) allows for the issuance of Notes in anticipation of a bond issue or future tax receipts if the legislative body of a City, County or School District deems it advisable and beneficial. These are sold in advance of bonds being sold and may only have to do with time.

TAN's are typically utilized by school districts that receive nearly all of their revenues in one lump sum in November when property tax revenues are received. When expenses occur monthly, or more frequently, the timing of revenues and expenses may not always be synchronized.

Special Service Districts (SSD's). Special Service Districts are not a type of debt security, but rather the creation of a legal entity that can provide some governmental services and issue debt. Special Service Districts have been widely used throughout the State for water, sewer and fire protection services.

Special Service Districts can be created by a county, city or town for the purpose of providing water service, sewer service, storm retention, electrical or natural gas services, fire protection, recreation, mosquito abatement and public transit.

Creation and appointment of board members is dependent on the type of district, who forms the district and when it is formed.

Local Districts. Local districts were authorized by the Utah Legislature to provide services for: 1) the operation of an airport; 2) the operation of a cemetery; 3) fire protection, paramedic, and emergency services; 4) garbage collection and disposal; 5) health care, including health department or hospital service; 6) the operation of a library; 7) abatement or control of mosquitoes and other insects; 8) the operation of parks or recreation facilities or services; 9) the operation of a sewage system; 10) street lighting; 11) the construction and maintenance of curb, gutter, and sidewalk; 12) transportation, including public transit, streets and roads; 13) operation of a system for the collection, storage, retention, control, conservation, treatment, supplying, distribution, or reclamation of water, including storm, flood, sewage, irrigation, and culinary water, whether the system is operated on a wholesale or retail level or both; 14) extended police protection; and 15) underground installation of an electric utility line.

A local district may not be created to provide, and may not after its creation provide, more than four of the services listed above.

Appendix B: Retail Tenant Database

Retail Tenant Database - Sorted by Retail Type and 12-Month Expansion Plans

Retailer Name	Website	Does Retailer Franchise	Comments	Contact	Contact Title	Contact Address	Contact Phone	Contact Fax	Contact Email	Alternate Email	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
Bakery																										
Tim Hortons	timhortons.com	Yes	Toll Free: 888-601-1616 - Tim Horton's now will co-brand with Cold Stone Creamery.	Jeffrey Baldwin	Development Director USA	4150 Tuller Road, Suite 236; Dublin, OH 43017	614-791-4210	614-791-4235		jeffrey_baldwin@timhortons.com	1	3000	0	10000	Coffee drinkers & donut eaters	Prefers moderate household income.	4000	10	20	2160	3290		10 year initial term w/ 4 five year options		Prefers 3/4 acre lots. Prefers to be on morning side of traffic and lighted corners.	Free Standing, Gas Station, Kiosk, Regional Mall
Crumbs Bake Shop	crumbs.com	No		Marc Frankel	Sr. Managing Dir., Newmark Knight Frank Retail	110 East 42nd Street; New York, NY 10017	212-372-2240	212-372-2485	mfrankel@newmarkkf.com		0	0	0	0			35	20	40	500	1500				Prefers freestanding locations and inline spaces and endcaps of shopping centers.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Bruegger's Baked Fresh	brueggers.com	Yes	Bruegger's is a proven concept. Plans are to open new bakeries in all existing markets as well as 10-12 new markets within the next 2 years.	Cindy Ong	Leasing Administrator	7880 Keele Street, Unit 101; Vaughn, ON, L4K4G7	905-482-7309	905-482-7330	cong@threecat.com	realestate@threecat.com	2	20000	50000	0	Suburban Demo - within 2 mile radius: Median age of less than 44 years old; 30% with bachelor degree of better; 67% white collar workers; median H/H income greater than $50,000. Urban Demo - within 1 mile radius: Total population greater than 14,000; Medi	All locations must have: Less than 35% of households with incomes between $35,000 and $74,999 within a 5 mile radius; More than 58% of households with 1-2 people within a 2 mile radius; Less than 9% of household with 5 or more people within a 2 mile rad	300	50	100	1800	2200			We prefer to locate in busy areas with a healthy concentration of community-focused, "daily use" shopping such as post offices, dry cleaners, drug stores and banks. Preferred co-tenants include high-end grocery stores (e.g Wholefoods), upscale coffee	Highly visible and easily accessible to pedestrian and vehicular traffic. Convenient customer parking is key in suburban areas. Prefer to be located on the inbound morning commuter side.	Campus Site, Downtown, Free Standing, Lifestyle Center, Power Center, Regional Strip, Special Strip, Transit Terminal
Department/Discount/Big Box																										
Dollar Tree	dollartree.com	No	Alternate: 757-321-5070.	Todd Littler	VP, Leasing	500 Volvo Parkway, Chesapeake, VA, 23320	757-321-5283	757-321-5220	tlittler@dollartree.com		5	20000	45000	0	Requires average household income levels of $25,000-$80,000.	Strong traffic counts.	4600	300	600	8000	12000			Regional or neighborhood centers, anchored by big box discounters or dominant grocery stores.	Average store size is 11,500 square feet with 70 feet of frontage. Freestanding locations in a strong retail corridor, with street presence, easy ingress/egress and ample parking. Shopping centers must also have high visibility and strong traffic counts.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
				Scott Viehouser	Real Estate Manager, West Region	3837 Northwest Hilton Head Terrace, Portland, OR 97229	503-439-1422		sviehouser@dollartree.com																	
				Bob Kraus	Regional Director of Leasing, West Region	500 Volvo Parkway, Chesapeake, VA, 23320	714-600-3184	757-321-5220	bkraus@dollartree.com																	
				Rick Caynor	Director of Leasing	500 Volvo Parkway, Chesapeake, VA, 23320	757-321-5472	757-321-5220	rcaynor@dollartree.com																	
Family Dollar	familydollar.com	No	Locations must be within our current 45-state operating region which includes all states except WA, OR, MT, AK.	Steve Heaps	Real Estate Manager	1445 North Lakeview Drive, Heber, City, UT 84032	435-654-9955	704-841-9668	sheaps@familydollar.com		2	6000	0	0	Focus is on low to low-middle household income ranges up to $50,000 - will consider areas up to $60,000 or slightly higher in major urban areas. The minimum trade area contains 2,500 households or a population of at least 6,000 people; 10,000 people in a		7000	300	600	7800	10000	1	5 year with five 5 year options	Co-tenants with strong retail synergy, preferably with a grocery anchor.	SHOPPING CENTER SITE REQUIREMENTS: 7,800 - 10,000 SF. Easy access to rear delivery area for 75' tractor trailer and space for 2-3 dumpsters. Minimum of 55-60' frontage, prefers 80'. Minimum 30 dedicated parking spaces. FREESTANDING SITE REQUIREMENTS:	Downtown, Free Standing, Neighborhood Strip, Regional Strip, Special Strip
				Scott Hungate	Director, Real Estate (Relocations)	P.O. Box 1017, Charlotte, NC, 28201-1017	704-708-2611	704-847-0189	shungate@familydollar.com																	
				Kent Davick	Regional Vice President - Western Territories	13409 Ambleside Drive, Yukon, OK 73099	405-373-3421	704-844-1575	kdavick@familydollar.com																	
				Brad Rogers	Vice President of Real Estate Development	P.O. Box 1017, Charlotte, NC, 28201-1017	704-708-2625	704-847-0189	brogers@familydollar.com																	
				Jennifer Purselley	Real Estate Manager	P.O. Box 1017, Charlotte, NC, 28201-1017	817-228-5288	817-870-2826	jpurselley@familydollar.com																	
Tuesday Morning	tuesdaymorning.com	No	Tuesday Morning offers big discounts every day of the week, but not every week of the year. The closeout retailer sells discontinued merchandise from name-brand manufacturers at steep discounts. Tuesday Morning's operate only during monthly sales events	Cory Biro	Vice President of Real Estate	6250 LBJ Freeway, Dallas, TX 75240	800-457-0099 x 7297	972-387-2344	cbiro@tuesdaymorning.com		5	100000	0	0	High concentration of female population. Upper income white-collar trade area.	High Density suburban markets. 70% white collar employment within 1 mile. High educational level (Bachelor's degree +) within a 5-mile radius.	852	50	100	8000	25000		5 years	Upscale women oriented.	Strip center or freestanding building. Minimum 50' wide, no less than 8,000 sf. Will consider temporary stores on big box economic deals. Tractor trailer unloading capability.	Free Standing, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip
				Josh Kohler	Senior Real Estate Representative	6250 LBJ Freeway, Dallas, TX 75240	800-457-0099 x 7869	972-788-5308	jkohler@tuesdaymorning.com																	
				Matt Harlin	Retail Specialist, Situs Retail Group	90 East 7200 South, Suite 102, Salt Lake City, UT 84047	801-266-1333 x123	801-266-1303	mharlin@situsretail.com																	
Alco Discount Stores	duckwall.com	No		Wayne Peterson	Senior Vice President of Real Estate	401 Cottage Avenue, Abilene, KS 67410	785-263-3350 x 164	785-263-7531	wpeterson@alcostores.com		0	0	0	0		Smaller communities lacking any big boxes.	256	25	50	25000	26000	3	15 years w/options for 15 yrs in seg. of 3 yrs.	Grocery, hardware stores.	Minimum 275 feet of frontage. Prefers land size of 3.0 acres.	Free Standing, Lifestyle Center, Neighborhood Strip, Special Strip
Fallas Discount Stores	nationalstoresinc.com	No	Alternate Phone: 310-324-9962, 310-324-2231- 310-217-8358. Alternate Web Site: factory2-u.com.	Richard Rizika	Executive VP, CB Richard Ellis	2221 Rosecrans Ave, Suite 100, El Segundo, CA 90245	310-363-4870	310-363-4905	richard.rizika@cbre.com		3	50000	35000	0		Low to Moderate Income Families. Prefers an average household income of $25,000-$50,000.	225	24	48	18000	30000		5 years w/ 3-5 year options to renew	Highly productive supermarkets, major discounters and soft goods retailers. Grocery Anchor, Wal-Mart, Big Lots, 99 Cents Only, Dollar Tree, Target and other Discount Department Stores and Grocers.	A vanilla shell and floor required. A minimum of 120 feet of frontage. Prefers locations in a strong retail corridor with easy ingress/egress, ample parking, and backdoor freight delivery. Interested in locating in existing shopping centers with either	Downtown, Free Standing, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Rose's	vwstores.com	No	Variety Wholesalers, Inc. is a privately held corporation founded in 1930 by the Pope family. It is now one of the largest privately owned retail companies in the U.S. operating its stores under the trade names of Roses, Maxway, Super 10, Bargain Town.	Phil Pope	Sr. VP, Real Estate	218 S. Garnett St., Henderson, NC 27536	252-430-2618		ppope@vwstores.com		3	15000	45000	12000	Minimum 25% African-American population within 3 miles. Minimum 5,200 households in 3 miles		400	20	40	30000	60000			Prefer Grocery Anchored Shopping Centers.	Prefer locations in second and third generation shopping centers. Considers freestanding sites, and store front locations in large urban cities.	Downtown, Free Standing, Neighborhood Strip, Regional Mall, Regional Strip
DealS (Dollar Tree)	dollartree.com	No	DealS is no longer a true dollar store. Although many items are still one dollar or less, Dollar Tree, as part of their operating policies, now sells items that cost more than a dollar. As a result, the slogan "DealS - nothing over a dollar" has been	Bob Kraus	Regional Director of Leasing, West	220 East Alameda Avenue, Burbank, CA 91502	714-600-3184	757-321-5220	bkraus@dollartree.com	rkraus@dollartree.com	5	100000	45000	0	Requires average household income levels of $25,000-$80,000.	Strong traffic counts.	190	10	20	10000	12000			Regional or neighborhood centers, anchored by big box discounters or dominant grocery stores.	Average store size is 11,500 square feet with 75 feet of frontage. Freestanding locations in a strong retail corridor, with street presence, easy ingress/egress and ample parking. Shopping centers must also have high visibility and strong traffic counts.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
				Chris Teeter	Director of Leasing	500 Volvo Parkway, Chesapeake, VA, 23320	775-321-5684	732-321-5220	cteeter@dollartree.com																	
				Scott Viehouser	Real Estate Manager, West Region	3837 North West Hilton Head Terrace, Portland, OR 97229	503-439-1422		sviehouser@dollartree.com																	
Five and Dime General Stores	fiveanddimegs.com	No		Daniel O'Grady	President/Broker, Prime Sites, Inc.	1660 South Bayshore Court, Suite 101, Coconut Grove, FL 33133	305-285-0104	866-336-5557	dogrady@primesitesltd.com	prime@primesitesltd.com	0	0	0	0	Prefers areas of 2 Million tourists.	Only heavily based pedestrian based tourist 2 Million or more. Tourist numbers, hotel rooms and population information must be submitted for site considerations along with site plan and aerials.	5	10	15	2500	4000		10 years w/ matching options		Prefers mixed Use and tourist based retail areas.	Downtown, Free Standing, Lifestyle Center, Power Center, Regional Strip, Special Strip, Transit Terminal

Retail Tenant Database - Sorted by Retail Type and 12-Month Expansion Plans

Retailer Name	Website	Does Retailer Franchise	Comments	Contact	Contact Title	Contact Address	Contact Phone	Contact Fax	Contact Email	Alternate Email
Gordmans	gordmans.com	No		Allan Murow	Senior Vice President, N&M Brokerage Services, LLC	2285 South 67th Street, Suite 250, Omaha, NE 68106	402-496-1616	402-496-3464	amurow@noddlecompanies.com	
Shopko	shopko.com	No		Joseph Kucharski	Vice President of Real Estate	700 Pilgrim Way, Green Bay, WI 54307	920-429-7093	571-434-0614		joe.kucharski@shopko.com
Dollar Castle	dollarcastle.com	Yes	Dollar Castle has the greatest variety of everyday items plus exciting selections of specialty items at a price people love to pay - just $1 or less.	Eddie Denha	Owner	7031 Orchard Lake Road, West Bloomfield, MI 48322	248-350-1300	248-539-1778	eddiedenha@aol.com	
Garden Ridge	gardenridge.com	No		Christian Schwarz	Director of Real Estate	19411 Atrium Place, Suite 170, Houston, TX 77084	832 391 7201		realestate@gardenridge.com	
Savers	savers.com	No	The world's largest for-profit thrift store chain. It operates more than 200 stores in 24 states and sell everything from designer and vintage clothing to home decor.	David Croo	Director of Real Estate and Construction	11400 Southeast 6th Street, Suite 220, Bellevue, WA 98004	425-450 2316	425 468 6988	dcroo@savers.com	
Value Village	savers.com	No	The world's largest for profit thrift store chain. It operates more than 200 stores in 24 states and sell everything from designer and vintage clothing to home decor.	David Croo	Director of Real Estate and Construction	11400 Southeast 6th Street, Suite 220, Bellevue, WA 98004	425-450-2316	425 468 6988	dcroo@savers.com	
Sears Hometown Store	searshc.com	No		Fred Carter	RVP, West South Region	3333 Beverly Road, Hoffman, IL 60179	318-792-2648		fred.carterjr@shos.com	
Entertainment										
Monkey Joe's	rawnybrands.com	Yes	Interactive indoor party center for kids, TV and high speed internet for parents. Alternate website www.monkeyjoes.com.	Daryl Dollinger	President & Co Founder	1720 Peachtree Street, Suite 1028, Atlanta, GA 30309-1230	404-302-3315	678 909 0514	ddollinger@rawnbrands.com	
Tilt	tilt.com	No		Ron Kostelny	President	4534 Old Denton Road, Carrollton, TX 75010-2299	972-939-4222	972-492-5705	rkostelny@tilt.com	
Dave & Buster's	daveandbusters.com	No	Dave & Busters offer casual dining, full bar service, and a cavernous game room.	David Pettengill	Director of Real Estate	2481 Manana Drive, Dallas, TX 75220	214 904-2579	214-904-2395	david_pettengill@daveandbusters.com	
Phantom Fireworks	fireworks.com	No	Toll free: 800 777-1039.	Angela Armstrong	Real Estate Leasing Coordinator	555 Martin Luther King Boulevard, Youngstown, OH 44502-1102	330-746-1064	330-743 2194	aarmstrong@fireworks.com	
United Skates of America	usa-skating.com	No		Jim Dvorak	President/CEO	100 East Campus View Boulevard, Suite 115, Columbus, OH 43235	614-802-2440			jdvorak@usa-skating.com
AMF Bowling	amf.com	No		Mark Hatcher	Vice President of Real Estate	7313 Bell Creek Road, Mechanicsville, VA 23111	804-730-4000	804-559-8680		
Fast Food										
Subway	subway.com	Yes	Sites may also be submitted online at: http://www.subway.com/applications/SREClassic/index.aspx.	Shawn Cook	Development Agent	551 East State Road Suite 201, American Fork, UT84003	801-492-4344	801-492 3804	cook.shawn@tabg3.com	Hunter.logan@tabrandbrands.com

Retailer Name	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
Gordmans	0	0	0	0			73	10	20	50000	50000					Free Standing, Lifestyle Center, Power Center, Regional Mall, Regional Strip
Shopko	5	50000	30000	20000			136	10	20	60000	85000					Free Standing, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip
Dollar Castle	0	0	0	0		Areas that are highly visible and have strong traffic counts.	20	6	12	5000	13000		5 years w/2 5 yr options	Major chains and grocery stores.	All stores share the same philosophy: Bright Stores, Large Variety of goods, and a Clean Environment. Second generation strip centers, located near major chains, grocery stores or corner locations. Double back doors, accessible by trailers. The Superst	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Garden Ridge	0	0	0	0			43	5	10	80000	120000				Prefers 110,000 sq. ft. box, second generation buildings.	Free Standing, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Savers	0	0	0	0			220	5	10	20000	30000				Prefers a Well-Traveled retail shopping area.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Value Village	0	0	0	0			220	5	10	25000	40000				Freestanding or End-Cap only in a well traveled retail shopping area.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Sears Hometown Store	5	250000	0	0	Well traveled roads with regional accessibility and excellent visibility		804	1	2	7500	10000			Discount retailers.	Minimum 100 feet of frontage and 10-14 ft ceilings required. Primarily independently-owned stores, predominantly located in smaller communities and averaging 8,800 square feet offering appliances, consumer electronics, lawn and garden equipment, and ha	Free Standing, Power Center, Regional Mall, Regional Strip
Entertainment																
Monkey Joe's	0	0	0	0	Average child age range is 2 12.	Average drive time is 30 minutes.	45	15	20	10000	14000				Minimum 18' clear ceiling height for jump area. 12,000 square feet preferred or high-profile location. Industrial office/flex space. Retail or industrial building. Parking ratio of 5/1000 square feet. All locations with high visibility and maximum signs	Free Standing, Lifestyle Center, Neighborhood Strip, Office Building, Power Center, Regional Mall, Regional Strip
Tilt	0	0	0	0			105	5	10	4000	50000			Theaters, Restaurants, other entertainment.		Lifestyle Center, Outlet Mall, Regional Mall
Dave & Buster's	10	500000	0	0	Dave & Buster's has a broad appeal for both single and married men and women as well as families. Dave & Buster's attracts casual plus dining customers that are fun-seekers and like to spend time with friends and family.	100,000 daytime population (3 miles); 500,000 population (10 miles).	57	4	8	30000	40000			Prefers 1,000,000 SF retail within a 1/4 mile.	Dining Room Seating: 125; Bar Seating: 90, Midway Seating: 50; Special Events Seating: 200; +/- 175' x 200' Footprint; 400 Parking Spaces (can be shared); Two-Level Storefront Height/Facade; Clear Height = +/- 16'0"	Free Standing, Lifestyle Center, Power Center, Regional Mall, Regional Strip, Special Strip
Phantom Fireworks	0	0	0	0			53	2	4	500	15000			K-Mart, Walmart and Rite Aid.	Prefers excellent highway visibility and ease of access. Sizes vary and new locations vary on a daily basis, as needs change. Each location can fit into Tents and other stands, as needed. Short-term: From Mid June to Mid-July. Approx. 500SF for stands a	Free Standing, Kiosk, Neighborhood Strip, Regional Strip, Special Strip
United Skates of America	5	200000	70000	20000	Will purchase only.		18	2	4	24000	30000				Will Purchase Only, No Competitors Within 10 Miles.	Free Standing, Regional Strip
AMF Bowling	0	0	0	0			300	1	2	35000	40000	5				Free Standing, Lifestyle Center, Power Center
Fast Food																
Subway	0	0	0	0			35817	2500	5000	800	1300				Typical restaurant measures 1,200 sq ft (20' x 60'.) However, there is flexibility with some as small as 800 sq ft and some as large as 2,000 sq ft. Prefers end cap with two sides of glass. High visibility in shopping areas with strong demographic profi	Campus Site, Downtown, Free Standing, Gas Station, Hotel Lobby, Kiosk, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal

Retail Tenant Database - Sorted by Retail Type and 12-Month Expansion Plans

Retailer Name	Website	Does Retailer Franchise	Comments	Contact(s)	Contact Title	Contact Address	Contact Phone	Contact Fax	Contact Email	Alternate Email	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
KFC	yum.com	Yes	Alternate websites: www.yumfranchises.com & www.kfc.com.	Bob Newton	Franchise Development Director	PO Box 51352, Eugene, OR97405	541-686-1468	541-686-1468	bob.newton@yum.com		1	20000	0	25000			5200	350	700	2500	3500				Free standing with drive thru. Prefers site locations at corner of lighted intersections and shopping center outparcels with high visibility, prominence and easy accessibility. Purchase or ground lease with purchase option. Seating for 60 to 85. Minimum	Free Standing
Pizza Hut/Wing Street Combo	yum.com	Yes	Alternate websites: www.yumfranchises.com & www.pizzahut.com. Secondary contact to Ed is Rudy Janecka - rudy.janecka@pizzahut.com.	Merri Mlincek	Director - Franchise Development	7100 Corporate Drive, Plano, TX75024	502-874-6449	502-874-8848	merri.mlincek@yum.com		3	5000	0	20000		Inline/Endcap locations require a population of 5,000 in a 5 mile radius. Freestanding requires 15,000+ (3-mile) for Delivery unit and 15,000+ (3-mile) for Dine-in unit.	7500	350	700	1000	3000				Inline/Endcap requires 900-1,600 SF. Freestanding requires 2,500-3,000 SF. EXPANSION INCLUDES ALL CONCEPTS COMBINED.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Long John Silver's	longjohnsilvers.com	Yes	Alternate websites: www.ljsilvers.com.	Mark Read	Director of Development	1900 Colonel Sanders Lane, Louisville, KY40213	502-874-2612	502-874-3066	mark.read@yum.com		1	20000	0	25000			1276	300	600	2000	4000				Free standing with drive thru. Prefers site locations at corner of lighted intersections and shopping center outparcels with high visibility, prominence and easy accessibility. Purchase or ground lease with purchase option. Seating for 60 to 85. Minimum	Free Standing
Burger King	bk.com	Yes	Approximately 90% of BK locations are owned and operated by independent franchisees. For New Restaurant Development call: 305-378-7580.	Valerie Kemp	Sr. Development Manager, West	2803 119th Avenue Court East, Lake Tapps, WA	714.488.2114	305-378-7262	vkemp@whopper.com		1	30000	0	25000			7600	250	500	500	3500			Gas and Oil, Retail and other Foods.	High Visibility, High Access, Drive-thru, Corners, mall/shopping center out-parcels, freeway locations Multi-concept (1,800 - 2,500 SF) with Gas & Oil, Retail, Other Food with Site Sharing, with 40-80 seats. Inline/Storefront requires 1000 - 3500 SF. E	Downtown, Free Standing, Gas Station, Kiosk, Lifestyle Center, Medical Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
				Annette Rodriquez	Vice President of Development	5505 Blue Lagoon Drive, Miami, FL33126	305-378-3295	305-378-3765	arodriguez@whopper.com																	
Jimmy John's	jimmyjohns.com	Yes		Chris Newman	Real Estate Director	2212 Fox Drive, Champaign, IL61820	217-356-9900 x 108	217-359-2956	cnewman@jimmyjohns.com	realestate@jimmyjohns.com	0	25000	40000	25000	Requires a minimum daytime population of 8,000 people within 3 minute drive radius of site and 20,000 within 5-minute drive time. Median income of $40,000.		1150	200	400	1200	1800		5 years with three 5 yr options	Hospitals, Universities, business districts, High Schools, and industrial/technology parks. Regional malls, large home improvement stores and large discount department stores. Strong National and regional restaurants.	Endcap and drive thru sites are preferred. Requires a minimum 20 feet of frontage; signage must have illuminated channel letters and cloth awnings - monument/pylon signage wherever possible. Outdoor seating is also preferred.	Campus Site, Downtown, Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Taco Bell	yum.com	Yes	Alternate websites: www.yumfranchises.com & www.awrestaurants.com.	Cathy Johnson	Franchise Development Lead	1441 Gardiner Lane, Louisville, KY40213	949-883-4657	502-874-8790	cathy.johnson@yum.com		1	20000	0	25000			6500	200	400	2000	3000				Free standing with drive thru. Prefers site locations at corner of lighted intersections and shopping center outparcels with high visibility, prominence and easy accessibility. Purchase or ground lease with purchase option. Seating for 50 to 80. Minimum	Free Standing
McDonald's	mcdonalds.com	Yes		Mark Kerrigan	Real Estate Director, US Restaurant Development	2111 McDonalds Drive Dept 330, Oak Brook, IL60523	630-623-5895	630-623-5024	mark.kerrigan@us.mcd.com		1	10000	0	0		McDonald's will consider most demographics	32000	175	350	800	5500	1	20 Year term with multiple year options required (	Open to most non-competitive co-tenants - McDonald's is actively pursuing real estate throughout the USA.	Freestanding with Drive Thru - Drive Thru Only (TESTING) No interior seating / limited parking /smaller parcels in high pop density markets - End Cap with Drive Thru's in highly desirable markets and small towns - Small Towns with 5,000 + Population wi	Downtown, Free Standing
				Bruce Crown	Sr Director, Real Estate & Special Venues, McDonal	2111 McDonald's Drive Suite 099, Oak Brook, IL60523	630-623-8088	630-623-5004	bruce.crown@us.mcd.com																	
				Marty Ranft	VP U.s. Restaurant Development, McDonald's	2111 McDonald's Drive Suite 099, Oak Brook, IL60523	630-623-3676	630-623-5004	marty.ranft@us.mcd.com																	
				Gary Blau	Area Real Estate Manager	17550 Perimeter Drive Suite 400, Scottsdale, AZ85255	602-387-5306	630-387-4097	gary.blau@us.mcd.com																	
				John Burroughs	Director of Real Estate & Construction	5251 DTC Parkway Suite 300, Greenwood Village, CO80111	602-339-4825	303-779-4716		john.burroughs@us.mcd.com																
				Jeanie Arnold	Area Real Estate Manager	12131 - 113th Avenue NE Suite 103, Kirkland, WA98034	425-242-2471	425-988-8532	jeanie.arnold@us.mcd.com																	
Arby's	arbys.com	Yes		Todd Jackson	Senior Director of Real Estate	1155 Perimeter Center West, Atlanta, GA30338	678-514-5262	678-514-5336	tjackson@arbys.com	franchising@arbys.com	1	20000	45000	20000	Daytime population of 6,000 minimum within trade area.		3700	100	200	2100	3100	1.2	20 years with four 5-year options	Mall/Shopping centers, Mall Food Courts.	Will consider conversion of existing sites. Prefer high visibility; Easy ingress/egress, lack of median, far corner, traffic signal & good freeway orientation. Prefers seating for 40-50 people and/or parking/seating ratio 1:2. Lot size 20,000 - 40,000	Free Standing, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip
				Dave Conklin	Senior Vice President of Development	1155 Perimeter Center West Suite 1200, Atlanta, GA30338	678-514-4265	678-514-5348	dconklin@arbys.com	franchising@arbys.com																
				Dan James	Region Vice President of Real Estate	9311 North Meridian Suite 100, Indianapolis, IN46260	317-566-5403	317-705-3003	djames@arbys.com																	

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Quiznos	quiznos.com	Yes	For more information or to submit a site, go to http://realestate.quiznos.com or call Toll Free: 800-355-4782.	Steven Bielowicz	Vice President of Real Estate	1001 17th Street Suite 200, Denver, CO80202	720 359 3300	720-359-3399	sbielowicz@quiznos.com		1	10000	45000	35000		Prefers locations with a strong mix of population density and traffic.	5100	100	200	1200	1600		Minimum of 15 years total term	Central Business Districts, Airports, Strong communities or neighborhoods, Stadiums, Hospitals & industrial parks.	Requires locations with high identity storefronts & high visibility in areas of heavy traffic with frontage of 20-25 feet and ample parking.	Campus Site, Downtown, Free Standing, Gas Station, Hotel Lobby, Kiosk, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Smashburger	smashburger.com	Yes		Mara Fernandez	Franchise Development Manager	1515 Arapahoe Street Tower One, 10th Floor, Denver, CO80202	303 633 1532		realestate@smashburger.com		3	40000	60000	50000	Employee population 75,000 within 3 miles.	Secondary Market Preferences: Traffic Count: > 30,000 Cars Daily, Employees (3 Mile Radius): > 40,000, Population (3 Mile Radius): > 50,000, Average Household Income (3 Mile Radius): $80,000.	150	100	200	1600	2200			Proximity to QSR Burger, Adult Casual Burger & Fast Casual Competitors.	Size: Typically 1,600 - 2,200 sq. ft. Building type: end cap/in-line. Parking: Minimum 18 spaces, 20-25 preferred. Seating: 40-70 interior with exclusive patio as available. Full Dress Trade Package & signage.	Free Standing, Lifestyle Center, Neighborhood Strip, Regional Mall, Regional Strip, Special Strip
Blimpie Subs & Salads	kahalacorp.com	Yes	Toll Free: 866 452-4252. www.blimpie.com.	Kim Lane	VP of Real Estate	9311 East Via de Ventura Suite 104, Scottsdale, AZ85258	480-362-4800	480-362-4811	realestate@kahalamgmt.com		2	15000	0	0	Dominant position in trade area. Prefers to be on a major street.		1600	75	150	1400	1800		10 years	Daytime retail draws (i.e. grocery, drug store, etc.). Health clubs, office buildings, theaters. On-site mix of synergistic, high quality food establishments.	Ample parking fields.	Campus Site, Downtown, Free Standing, Gas Station, Hotel Lobby, Kiosk, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Jersey Mike's Subs	jerseymikes.com	Yes		Brian Sommers	Development - Jersey Mike's Franchise Systems	2251 Landmark Place, Manasquan, NJ08736	732-223-4044	732-223-0777	ctrya@jerseymikes.com		3	50000	50000	0	Population of 15,000 within 1mile, strong concentration of 25-54 year old population, strong mix of white collar and service professionals, 25k+ vehicles per day on main artery	Heavy daytime population.	505	75	150	1000	3000			Dominant grocer in market, office supply and convenience users, full price retailers, other quick casual and high end QSR users a plus.	Frontage 20' Minimum, Parking - 12 spots per 1000 square feet, 15 minimum - Signage Jersey Mike's standard sign to max size per code. For end cap locations, two signs preferred - Outside seating is strongly preferred, shared space acceptable, Full turn	Free Standing, Lifestyle Center, Neighborhood Strip, Office Building, Power Center, Regional Strip, Special Strip
Chick Fil A	chick-fil-a.com	Yes	Beloved by bovines, Chick-fil-A operates one of the nation's largest fast-food chains that specializes in chicken dishes. The chain offers chicken entrees, sandwiches, and salads, along with its popular waffle fries and fresh-squeezed lemonade. It is ma	Blake Goodman	Senior Real Estate Manager	16 Technology Drive Suite 148, Irvine, CA92618	404 765-8500 x 58737	949-341-0828	blake.goodman@chick-fil-a.com		3	50000	0	0	Median Household income of $50,000+, 50,000+ residents and 15,000+ workers.	Growing upper middle class neighborhoods. High % of homes owned by their occupants 30% + of households with children. 30-50% of worker base in executive, managerial, professional jobs.	1500	60	120	1000	4500	1	10 years w/5 5yr options	Target, Book Stores, Upper End/High Service Grocers, Dept Stores in many markets, a good Chili's site would have many parallels to a good CFA site. Our density will also be similar to theirs versus the typical QSR store count.	65 dedicated parking spaces. Freestanding: 4,400 sq. ft. with Drive-Thru. Mall locations: 1,000 sq. ft. Prefers to purchase. Lease duration varies from landlord to landlord.	Campus Site, Downtown, Free Standing, Medical Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Transit Terminal
				Kristin Galardo	Real Estate Manager	5200 Buffington Road, Atlanta, GA30349 2998	404-765-8500 x 54523	404-681 8620	kristin.galardo@chick-fil-a.com																	
Church's Chicken	churchs.com	Yes	This company has several places fried chicken worshipers can flock to. Cajun Operating Company owns and operates Church's Chicken, one of the leading quick-service chicken chains in the world with locations in more than 16 countries. About 25% of the lo	Jill ann Cooper	Director of Franchise Sales & Development	980 Hammond Drive Northeast Suite 1100, Atlanta, GA30328	770-350-3800	770 512 3922	jcooper@churchs.com		2	20000	0	25000	Median Income and below.	Traffic Counts depend on the Facility Type- Freestanding Traffic Counts are 20,000 min on main street, while in-line and C Store locations are 25,000 VPD.	1700	50	100	750	2800	.5	20 years or Own Property		Facility size requirements vary according to location: Freestanding sites require Lot size of 23,000 square feet, In-line sites require a minimum of 1200 square feet and Convenience store and Travel Plaza sites requires at least 750 square feet. All sit	Downtown, Free Standing, Gas Station, Neighborhood Strip, Regional Strip
Firehouse Subs	firehousesubs.com	Yes	Firehouse Subs' Franchisees are responsible for selecting their own sites, with their choices being subject to the dual approval of their Area Representative and the Corporate Real Estate Department.	John Namey	Real Estate	3410 Kori Road, Jacksonville, FL32257	904-886-8300	904-886-0399	jnamey@firehousesubs.com	kakel@firehousesubs.com	3	20000	35000	0	$35,000 Median household income and a strong employment base.	Prefers a well defined commercial area.	500	50	100	1600	2000			Grocery/Supermarket anchored shopping center	Minimum of 20 feet frontage. High exposure / visibility. End-cap preferred. 35 dedicated parking spaces. Easy vehicle and pedestrian access.	
				Greg Dicks	Director of Franchise Development	3410 Kori Road, Jacksonville, FL32257	904 886 8300	904-886-0399	gdicks@firehousesubs.com																	
				Mark Cowan	Area Representative	9555 South Eastern Avenue Suite 130, Las Vegas, NV89123	904 886 8300		mcowan@firehousesubs.com	jcowan@firehousesubs.com																
				Randy Judd	Area Representative	3411 West Sapporo Circle, Taylorsville, UT84084	904-886-8300	904 886 2111	rjudd@firehousesubs.com																	
Sonic	sonicdrivein.com	Yes	• "If you are a developer and would like to submit a potential site for consideration, please complete the Site Submission Form at www.sonicdrivein.com/business/realestate/siteform.jsp. If you wish to include an attachment or communicate directly with the Deve	Joe Morian	Director of Real Estate	24951 Stonegate Lane, Laguna Niguel, CA92677	303 579 3827	949 240 2275	joe.morian@sonicdrivein.com		1	25000	40000	0	Preferred "A" Sites: Regional/Community/Neighborhood Shopping center out parcels at the far corner of a signalized intersection. Minimum of Two Point of Access from Two Streets.	Dense, middle income residential base, highly visible, full movement access, strong retail and daytime population (hospitals, schools big box retail, etc), bold signage, drive thru permitted.	3572	40	80	1500	1800	1	10 years plus options	Wal Mart, Target, Lowe's, Home Depot, grocery stores, schools, hospitals.	• "Sonic locations can be developed on less than one acre of land - also has flexibility and ability to build concepts on odd shaped and smaller lots. Shopping center pad locations are ideal. Standard layout contains 16-24 canopy stalls with 10-20 employees	Free Standing
Angel's Great Food and Ice Cream	franglobal.com	Yes	Alternate Address: Metro 6 Office Building, Suite 103, Metro Office Park Guaynabo PR 00968.	Magda Acebedo Ramos	Sales, FranGlobal Corporation	P.O. Box 194386, San Juan, Puerto Rico, FL00936-2888	787-273-3160	787-793-3130	macevedo@fransglobal.com		1	3000	45000	25000			49	35	70	500	1500		5 years with three - five year options		Food Court 500 - 600 square feet. In line or freestanding 800 - 1500 square feet with drive thru.	Campus Site, Downtown, Free Standing, Gas Station, Hotel Lobby, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Taco Maker	tacomaker.com	Yes	Alternate Address: Caribe Building, 11th Floor, Palmeras Street #53, San Juan Puerto Rico 00901.	Carlos Budet	President, Franglobal	P.O. Box 2362888, San Juan, PR, FL00936-2888	787-273-3160	787-793-3130	cbudet@franglobal.com		1	3000	45000	25000			163	35	70	500	1500		5 years with three - five year options		Food Court 500 - 600 square feet. In line or freestanding 800 - 1500 square feet with drive thru.	Campus Site, Downtown, Free Standing, Gas Station, Hotel Lobby, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
				Magda Acebedo Ramos	Sales Coordinator, Franglobal	P.O. Box 362888, San Juan, FL00936	787 273 3160	787-793-3130	macevedo@fransglobal.com																	

Retail Tenant Database - Sorted by Retail Type and 12-Month Expansion Plans

Retailer Name	Website	Does Retailer Franchise	Comments	Contacted	Contact Title	Contact Address	Contact Phone	Contact Fax	Contact Email	Alternate Email	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
Del Taco	deltaco.com	Yes	Even though Sagittarius Brands is the official Parent Company for Del Taco, the concept is operated as a separate entity - Del Taco, LLC.	Michael Vogel	Vice President Franchise Development - West	25521 Commercentre Drive , Lake Forest, CA92630	612-750-4077	952-445-4967	mvogel@deltaco.com		0	35000	40000	25000		Primary trade area requires 35,000 + people with a median household income of $40,000. Employment in Trade area should be 10,000+.	530	30	60	1700	2600			Prefers site locations on far corner of signalized intersection or adjacent to main entrance of anchored centers.	Site must be zoned for a drive-thru and also have space for a patio. Requires excellent visibility from all directions; visibility allowance for adequate reaction time. Exterior image including neon & awning are critical - as well as maximum signage. Pre	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
TOGO's Great Sandwiches	togos.com	Yes	Alternate site: togosfranchise.com. SAN JOSE, Calif., Jan. 26, 2012 /PRNewswire article: "As part of Togo's 40-year anniversary, the 241-unit company launched a strategic plan for expansion, which includes remodeling options for franchisees to retres	Zina Hyman	Franchise Director	18 North San Pedro Street , San Jose, CA95110	818-585-5865	866-394-4902	zina.hyman@togos.com		3	28000	75000	20000	high/medium density single & multi family residences, regional high volume retail center, daily needs uses, health & fitness centers, entertainment, office buildings, professional, service industry, government, college & university.	Minimum traffic count: 20K ADT or better. easy access from all directions. 20K or more population within the drive time trade area.	241	28	56	1200	1400				1200 to 1400 SF, in line, end cap or freestanding. Strong commercial/industrial base with residential support.Store Size: 1,200 to 1,500 sq. ft.Seating: 15-25 interior, 10-15 exteriorWidth: 25 ft. is ideal - 20 ft minimumParking: Adjacent to restaurant	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Carl's Jr.	ckr.com	Yes	Toll Free Number: 800-422-4141.	Scott McQuown	Director, Real Estate Acquisition	22775 Islamare Lane , Lake Forest, CA92630	714-254-4840		smcquown@ckr.com		2	25000	50000	25000	Prefers at least 55%+ of consumer population to be between the ages 18-49. Family size: 3+, Median household income: $50,000.	Annual growth rate: 2.5%. Employees in Demographic range: 11,000+. Home ownership: 65%+.	1372	25	60	2500	4000	1-1.2	20 years + four 5 year options	Ideally all new Carl's Jr. stores are Dual Brand units (Carl's Jr. w/ Green Burrito). Location should include work, home and shopping sales generators.	Parcel size: 24,000-38,000 sq ft with access, parking, drive thru stacking, and circulation being important considerations. Hard corners or Pads at the entry point to major developments are preferred. Building size: min: 2,500 sq ft. 50 seats w/Drive-in	Free Standing, Lifestyle Center, Medical Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip
				Lisa Shaw	Real Estate Manager - Franchise Development	2786 S Lisbon Way , Aurora, CO80013	720-535-6676	714-780 6548	lshaw@ckr.com																	
				Ingrid Akers-Armer	Real Estate Manager	25454 Via Estudio , Laguna Niguel, CA92677	949-278-6994	714-780-6599	iakers@ckr.com																	
Mooyah Burger & Fries	mooyah.com	Yes		Michael Mabry	Director of Franchise	6100 Preston Road Suite 240, Frisco, TX75034-5863	214-872-4313			mmabry@mooyah.com	0	0	0	0	Above average median income relative to the MSA. Strong 35 - 54 age group presence.	Active 3-mile trade area with strong household and workplace density. Close proximity to afternoon and evening traffic generators. Strong presence of average household size of 3+.	24	25	50	2000	2400					Downtown, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Freddy's Frozen Custard & Steakburgers	freddysusa.com	Yes	With 61 stores operating today and 27 more scheduled to launch this year, new construction for Freddy's in 2012 will be at the fastest rate in the chain's history. 9 company owned locations with 51 franchise locations. Plans are to open 27 new locations	Mark Scholler	Vice President of Franchise Development	260 N. Rock Road Suite 200, Wichita, KS67206	316-719-7850 x 206	316-260-8283		marks@freddysUSA.com	0	0	0	0			71	20	40	2800	3600					Downtown, Neighborhood Strip, Outlet Mall, Regional Mall, Regional Strip, Special Strip
Wendy s	wendys.com	Yes	Toll Free: 800-443-7266.	Russell Smith	Director of Real Estate	1501 W. Fountainhead Pkwy Suite 601, Tempe, AZ84020	801-553-1234	801-553-0149	russ.smith@wendys.com		1	12000	0	18000	Above average household income levels. Primary target customer is 25 - 49 years of age.	Demographics require 25,000 residents within 2 miles; 35,000 residents within 3 miles. Minimum daytime population of (4 to 5 minutes optimum drive time) 5,000 workers within 1 mile and 10,000 workers within 2 miles.	6565	20	40	3300	3900	1		Traffic generators in immediate area, such as power centers, shopping malls, theater/entertainment, hotels, etc.	Lot size of at least 30,000-40,000 sq. ft. 150 feet minimum frontage required. Property zoned for Drive-thru window. Superior access and visibility, with comprehensive signage available at site. Growth potential in market/trade area essential to support	Downtown, Free Standing, Gas Station, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip
In-N-Out Burgers	in-n-out.com	No	Toll free: 800-786-1000.	Mike Bailey	Real Estate Manager	13502 Hamburger Lane , Baldwin Park, CA91706	714-969-8099	714-969-9534	mbailey@innout.com		3	60000	45000	50000	High Visibility, easy ingress/egress, ability to use our "classic" image.		267	14	28	3000	4000		Purchase or Lease with option to purchased		Approximately 3800 sq ft. 75 seats inside, 20 seats outside. Minimum 45 spaces for parking. Minimum drive thru stacking: 12 cars. Preferred sites: Dynamic, high activity areas near retail mass, freeway locations, major intersections, and commercial sho	Free Standing, Power Center
Flamers Grill	flamersgrill.com	Yes	Toll Free: 866-749-4889.	Nick Knott	Real Estate Site Selector	PO Box 950759 , Lake Mary, FL32795	407-574-8363		nick@flamersgrill.com		0	0	0	0			61	12	24	1000	2400				Prefers Strip center locations around 1400 SF to 2000 SF. Will also consider locations 1000 SF to 2400 SF. Drive thru access preferred. Previous food concept locations also desirable.	Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Raising Cane's	raisingcanes.com	Yes	Toll Free: 866-55-CANES.	Jeremy Hudson	Sr. Real Estate Manager	5800 Tennyson Parkway Suite 200, Plano , TX75024-3549	972-769-3362	972-769-3101	jeremyhudson@raisingcanes.com		0	0	0	0	High density traffic areas. Target customers from 17 to 34 years of age.		110	12	24	3000	3700				Lot size from 30,000 to 45,000 sq ft. Ability to have a drive-thru required.	Free Standing
Culver's	culvers.com	Yes	"We are a nationally expanding franchise system. Culver Franchising System, Inc. (CFSI) franchises single unit restaurants offering fast food sandwiches, salads, dinners, and frozen custard desserts."	Dave O'Brien	Real Estate Manager	540 Water Street , Prairie Du Sac, WI53578	608-644-2639	608-644-1552		daveobrien@culvers.com	3	20000	40000	30000		For Urban locations: Total Population- Preferred: 70,000 with a minimum of 40,000 with median HH income of $40,000 min and $55,00 preferred. For Suburban locations: Total Population- Preferred: 50,000 with a minimum of 25,000 with median HH income of $4	428	10	20	3800	4500	1	Prefers to own		Site must be zoned for drive-thru, have 150 - 175 feet road frontage, and 35,000-45,000 square feet of usable land. Can use vacant land or existing free standing building. Very few sites are leased - prefers to own.	Free Standing
				Tom Goldsmith	Director of Development	1240 Water Street , Prairie Du Sac, WI53578	608-644-2143	608-644-2163	TGOL@CULVERS.COM																	

Retail Tenant Database - Sorted by Retail Type and 12-Month Expansion Plans

Retailer Name	Website	Does Retailer Franchise	Comments	Contact(s)	Contact Title	Contact Address	Contact Phone	Contact Fax	Contact Email	Alternate Email	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
El Pollo Loco	elpolloloco.com	Yes	Most El Pollo Loco outlets are in California, while a small number can be found in Arizona, Illinois, Nevada, and Texas. Development agreements have been signed for additional new restaurants in California, Arizona, Texas, Oregon, Washington, Utah, Flor	Cheryl Fry	Senior Real Estate Manager West	3535 Harbor Boulevard, Costa Mesa, CA92626	949-218-3458	949-218-3457	cfry@elpolloloco.com	realestate@elpolloloco.com	3	50000	0	35000	Strong Daytime population: 5,000+ daytime work population within a 1 mile radius.	Brand works well in most demographics. Strong performance in General Market and Hispanic or mixed trade areas.	402	10	20	2400	3200	1	20 years w/4 5 yr options	Strong national retailers in adjacent sites.	Excellent building and signage visibility in retail corridors where there is a concentration of large national retailers. Freestanding: Minimum of 26 + parking spaces. 20,000+ sq ft minimum of land and 2,400 3,200 sq ft building with a drive thru. End c	Free Standing, Neighborhood Strip, Power Center, Regional Strip, Special Strip
				Jerry Little	Vice President, Development	3535 Harbor Boulevard Suite 100, Costa Mesa, CA92626	714-599 5031	714-599-5531	jlittle@elpolloloco.com																	
Mr. Pita	mrpita.com	Yes	Alt website: mrpita.net.	Site Selector	Real Estate Contact	8101 Richardson Road Suite 101, Commerce Township, MI48390	248-888-7272				0	0	0	0			34	10	20	1500	2500		10 Years w. options		Ample parking, easily accessible and good visibility.	Campus Site, Free Standing, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip
Papa Romano's	paparomanos.com	Yes		Site Selector	Real Estate Contact	8101 Richardson Road Suite 101, Commerce Township, MI48390	248 356-7272				0	0	0	0			47	10	20	1500	2500		10 years with options			Campus Site, Free Standing, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip
Philly Connection	phillyconnection.com	Yes		John Pollock	Director of Franchise Development	PO Box 673007, Marietta, GA30006	770-952-6152 x 104	404-393-9899	johnpollock@phillyconnection.com		3	20000	40000	20000			29	10	20	1200	1800		5-10 yr w/ two (5) yr options	Subway, Schlotzky, Firehouse, ect.	Major anchor strip centers with quick one in / take out service. Prefers to have a drive thru where possible and the seating capacity of 20 49.	Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Taco Bueno	tacobueno.com	Yes	Toll Free: 866-881-0312.	Jeff Platt	Director of Real Estate and Design	1605 LBJ Freeway Suite 800, Farmers Branch, TX75234	972-919-4827	972-919-4813	jplatt@tacobueno.com		0	0	0	0	Daytime Employees 5000+ in 1 mile radius.		190	10	15	2000	3000	1			Typical building is 2,495 square feet and lot size is 32,000 - 35,000 square feet. 35 parking spaces required. High visibility. Easy access; retail preferred. Build to suit; Purchase.	Free Standing
Great Wraps	greatwraps.com	Yes		Robert Solomon	President	4 Executive Park East Suite 315, Atlanta, GA30329-2213	404-248-9900 x 14	404-248-0180	bsolomon@greatwraps.com		1	10000	35000	0			75	8	16	600	1700		10 years		Our strip center stores are 1400 - 1700 square feet, while our mall food court locations are 600 - 800 square feet. With the high-cost of real estate, we have to be efficient with the space. But if the franchise location is excellent, we can adapt the f	Campus Site, Downtown, Free Standing, Gas Station, Hotel Lobby, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Wing Zone	wingzone.com	Yes	Wing Zone is one of the nation's fastest-growing takeout/delivery chains — known for its 25 award-winning flavors of fresh, cooked to order chicken wings, fingers, chicken sandwiches, burgers and more." (wingzone.com) This concept is franchise driven.	Jeff Daughenbaugh	Director of New Store Opening & Construction	900 Circle 75 Parkway Suite 930, Atlanta, GA30339	404-875-5045	404-875-6631			3	40000	0	0			120	6	12	1200	1500		5 year term plus five year options.			Campus Site, Downtown, Free Standing, Gas Station, Hotel Lobby, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
				Mark Camera	Broker, APE Realty, Inc.	4491 West Whitewater Avenue, Weston, FL33332	954-389-1885 x 111	954 239-1405	mcamera@aperealty.com																	
Steak Escape	steakescape.com	Yes	Now there are nearly 150 Steak Escape restaurants across the U.S. and Mexico, and soon to be in Bahrain. Each one is built on the idea that the best way to treat a customer is to serve them quality food that's freshly prepared before their eyes, in a	Lloyd Allen	Vice President of Franchise Development	222 Neilston Street, Columbus, OH43215	614-224-0300	614-224-6460	lallen@steakescape.com		0	0	0	0			160	5	10	500	3000		10 years			Downtown, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
Earl of Sandwich	earlofsandwichusa.com	Yes		Seth Makowsky	President & CEO	6052 Turkey Lake Road Suite 201, Orlando, FL32819	407-992-2990	407-992-2987	smakowsky@earlofsandwichusa.com		1	25000	0	0	Target Market: Age 18 - 39. Median income of middle to upper. Male/Female - even mix. 60% Commercial and 40% Residential.	Total area population: 1 mile - 25,000; 2 miles 50,000; 3 miles - 100,000.	13	2	4	250	3200				In-line location - 1,200 - 3,20 SF; Food Court - 650 - 1,000 SF; Kiosk - 250+ SF.	Downtown, Neighborhood Strip, Office Building, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Mamma Ilardo's Express	mammailardos.com	Yes		Harry Ilardo	President/CEO	28 Allegheny Avenue Suite 1207, Towson, MD21204	410-296-9104	410 662-1936	harry@mammailardos.com		5	40000	36000	8000			11	2	4	80	500				Express Pizza restaurants are the epitome of quick, efficient service while emphasizing optimal use of space (occupying 81 to 500 square feet of retail space).	Campus Site, Downtown, Hotel Lobby, Office Building, Outlet Mall, Regional Mall, Transit Terminal
Boston Market	bostonmarket.com	No	Alt. number 1-800877-2870.	Site Selector	Real Estate	14103 Denver West Parkway, Golden, CO80401	303-216-5630	303-216 5335	realestateinfo@bost.com		0	0	0	0			530	1	2	3500	3800				Out parcels and pad sites are acceptable.	Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Regional Strip, Special Strip
Rex's Chicken	rexschicken.com/	Yes		Phil Blystone	Senior Vice President of Real Estate	8801 South Yale Suite 400, Tulsa, OK74137-3539	918 488 9727	918-497-1916			0	0	0	0			2	1	2	1500	2100					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Fitness																										
Anytime Fitness	anytimefitness.com	Yes	Anytime fitness has two sizes of fitness clubs- Full size and the Express club, which is smaller and can effectively operate in two distinct markets: Small communities or rural markets and can exist within the territory of a full-sized Anytime fitness C	Brent Goodout	Retail Specialist, Franchise Real Estate Advisors	12181 Margo Avenue South Suite 200, Hastings, MN 55033	651-438-5065	651-428-5195	brent@readvisors.com	sites@readvisors.com	0	0	0	0	25-55 age bracket with expendable income.	The Express Club is targeted for population centers of less than 5,000 people.	1500	125	250	3000	5000		5 years with 2- 5 year options.	Prefers to be near big box retailers and national grocery chains. Grocery Anchored is preferred. Neighborhood retail centers with grocery stores, coffee shops, discount retailers and/or drug stores.	Easy access for both ingress and egress, with signalized access preferred. hassle-free parking of just 4-5 cars per 1,000 SF. Neighborhood strip centers are the ideal setting for the co-ed centers.	Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip

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Planet Fitness	planetfitness.com	Yes	PFIP (better known as Planet Fitness) is counting on the bare bones (and muscles) of the fitness center model. The company (not to be confused with the Planet Fitness chain purchased by Bally in 2002 and mostly converted to Crunch Gyms) doesn't offer gr	Brian Kunkel	National Director of Real Estate	26 Fox Run Road, Newington, NH 03801	603-750-0001x135	603-750-0004	brian.kunkel@planetfitness.com		0	75000	0	0	HH Income: $35000-$75000.	Clubs thrive in a range of demographic areas. Large sites need a population of at least 60,000 in a 3 mile radius and Smaller sites need a population or at least 25,000 in a 5 mile radius.	500	100	200	15000	20000				Large site require a minimum of 120 parking spaces and range fro 15,000 - 20,000 SF and Smaller sites need at least 80 parking spaces and are less than 12,000 SF.	Downtown, Free Standing, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Power Center, Regional Mall, Regional Strip, Special Strip
Any Lab Test Now	anytest.biz	Yes	ANY LAB TEST NOW specializes in the collection of blood, urine and other human specimens for complete laboratory analysis. In addition, technicians also administer therapeutic injections and a variety of immunizations	Mark Camara	Broker, APE Realty, Inc	4491 West Whitewater Avenue, Weston, FL 33332	954-389-1885x111	954-239-1405	mcamara@aperealty.com		3	50000	45000	0			175	50	100	1200	1400		5/5	Great visibility, anchored centers with in line space.	Vanilla Shell Preferred.	Downtown, Free Standing, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip
Butterfly Life	diversifiedhf.com	Yes	Butterfly Life is the premier fitness franchise designed specifically for women. Each Butterfly Life is conveniently located and provides women with direct access to leading industry experts in the areas of fitness, nutrition, psychology, beauty and tes	Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 275, McLean, VA 22102	703-847-0865	703-847-1435	sthur@thurassociates.com		0	20000	50000	0	Our customers are women of all ages, shapes and sizes, primarily between the ages of 30 to 60-years-old with our core target being 40 to 50-years-old. Our target market is the inactive woman looking to make a lifestyle change.		19	50	100	2000	2400		10 years w/2 5yr options	Supermarket/Grocery store, Restaurant, Dry Cleaners, Drug Store.	Prefers 2,000 square feet and 35 feet of frontage. Shopping centers at least 60,000+ sq ft in size. Ease of ingress or egress, and high visibility. Parking for 10-15 during peak hours	Lifestyle Center, Neighborhood Strip, Regional Strip, Special Strip
LA Fitness	lafitness.com	No	Toll free: 800-600-2540.	Greg George George Frye John Kalamaras	Senior Vice President/Chief Real Estate Officer Senior Vice President of Real Estate President	2600 Michelson Drive Suite 300, Irvine, CA 92612 2600 Michelson Dr Suite 300, Irvine, CA 92612 3121 Michelson Drive Suite 225, Irvine, CA 92612	949-255-7453 630-234-5713 949-675-3200		greg.george@lafitness.com fryegeorge@gmail.com johnk@realsourcepartners.com	george.frye@lafitness.com	3	60000	45000	50000	$20,000 per capita income with strong educational attainment preferred.	50,000 vpd total all directions at intersection with visibility to site.	325	30	100	40000	60000	4	15 yrs + 3 / 5yr options	Grocery, Cinema and Fashion.	Prefers 35,000-60,000 sq. ft. buildings or 3.5-5.5 acres includes building and parking or 25,000 sq. ft. multi level considered for dense urban areas. Targeting good retail sites with good traffic, access, visibility and parking.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
The Vitamin Shoppe	vitaminshoppe.com	No	Toll Free: 800-223-1216 The Vitamin Shoppe sells vitamins, supplements, and minerals, in addition to herbal, homeopathic, and personal care products.	Corey Bialow	CEO, Bialow Real Estate	200 Highland Avenue Suite 401, Needham, MA 02494	781-444-2316	781-444-2317	cbialow@bialow.com		5	200000	0	30000		High-Middle income with college education.	515	50	100	3500	4000			Close to regional mall or national specialty retailers.	Minimum 50 feet of frontage.	Downtown, Free Standing, Power Center
Vitamin World	vitaminworld.com	No		Nancy Shores	Director of Real Estate	90 Orville Drive, Bohemia, NY 11716	631-200-4426	631-677-5436	nshores@nbty.com	riladubowski@nbty.com	0	0	0	0			400	50	100	1200	2000					Neighborhood Strip, Outlet Mall, Regional Mall, Regional Strip, Special Strip
Bright Now! Dental	brightnow.com	No	Bright Now! Dental affiliated dentists deliver general, specialty and cosmetic care to more than 2.5 million patients each year. Bright Now! Dental supports independent dentists in the administrative, financial, marketing and information services aspect	Larry Zebe Steve Ishino	Real Estate Manager Director of Real Estate	4776 East Guadalupe Road Suite 1026, Gilbert, AZ 85234 8105 Irvine Center Drive Suite 1500, Irvine, CA 92618	480-440-2474 714-428-1302	949-258-5059	Larry.Zebe@smilebrands.com steve.ishino@smilebrands.com		10	300000	70000	25000			322	40	80	3000	4200		10 years w/2 5 yr options		Prefers 3,000 square feet. Pad: stand-alone or end cap. Parking: 20-25 stalls. Signage: highly visible from all elevations.	Neighborhood Strip, Regional Strip, Special Strip
Castle Dental Centers	smilebrands.com	No		Larry Zebe	Real Estate Manager	4776 East Guadalupe Road Suite 1026, Gilbert, AZ 85234	480-440-2474		Larry.Zebe@smilebrands.com		10	300000	70000	25000			322	40	80	3500	4000		10 years w/2 5-yr options		Prefers 3,500 square feet. Pad: stand-alone or end cap. Parking: 20-25 stalls. Signage: highly visible from all elevations.	Neighborhood Strip, Regional Strip, Special Strip
Monarch Dental	smilebrands.com	No		Steve Ishino Larry Zebe	Director of Real Estate Real Estate Manager	8105 Irvine Center Drive Suite 1500, Irvine, CA 92618 4776 East Guadalupe Road Suite 1026, Gilbert, AZ 85234	714-428-1302 480-440-2474	949-258-5059	steve.ishino@smilebrands.com Larry.Zebe@smilebrands.com		10	300000	70000	25000			322	40	80	3500	4000		10 years w/2 5-yr options		Prefers 3,500 square feet. Pad: stand-alone or end cap. Parking: 20-25 stalls. Signage: highly visible from all elevations.	Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Regional Strip, Special Strip
Pacific Dental Services	pacificdentalservices.com	No	The company provides management, administration, and IT services to affiliated dental practices. Its services include choosing a site, designing an office and staffing it for 200+ dental practices in Arizona, California, and Nevada.	Sam Zaitz	Broker, Legend Retail Group	5150 East Yale Circle Suite 400, Denver, CO 80222	720-529-2888	720-489-7111	szaitz@legendretailgroup.com		3	60000	75000	0	Families of 3+ persons per household. Kids of 0-19 years old >30% of population. Married person >55%. 3+% annual residential growth.	High Traffic Counts.	250	40	80	2500	4000			Anchors: Dominant Grocer, Target, Wal-Mart, Kohl's. Female-oriented co tenants. High growth residential communities or existing highdensity with desirable housing and gentrification.	Expansion includes 30 offices per year in current markets and at opening a new market every 2 years. Regional centers and dominant daily needs centers. Pad or Endcap with high visibility and tower element. High traffic counts and convenient site accessi	Downtown, Free Standing, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Power Center, Regional Mall, Regional Strip, Special Strip
Hand & Stone Massage Spa	handandstone.com	Yes	Our philosophy is a simple one. Because we specialize in the very highest quality massage services at affordable prices, we can make the soothing wonder of the massage experience accessible to more and more people	Bob McQuillan	Vice President of Franchise Development	200 Horizon Drive, Trenton, NJ 08691	609 587 9800	609 587-3140			0	10000	60000	20000	Mostly female consumers between the ages of 35 and 50. Ideal Customer is 40 50 y/o.	Population of 100,000 within 15 minutes with an average household income above $80,000.	50	30	60	2000	3000			Large Retailers (Target, Kohl's, Marshalls, etc), Female directed retailers (Bed Bath & Beyond, Michael's), Grocery stores (Kroger, Publix, Albertson s, Stop & Shop, ShopRite, etc), Health/Wellness (Whole Foods, Trader Joe's, GNC), Health clubs/gyms (LA	Ideal frontage 30+ feet. End space or in line with quiet co-tenants. High visibility signage on fascia and marquee.	Hotel Lobby, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Iron Tribe Fitness	irontribefitness.com	Yes		Adam Baxter	Associate	2 North 20th Street Suite 1700, Birmingham, AL 35203	205-458-8110		abaxter@harbertrealty.com		0	0	0	0			4	25	50	5000	6000				Need 5,000 SF spaces, prefer in-line retail centers, will do free standing. Needing 25-40 locations in 2013	Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Urban Active	urbanactive.com	No	Global Fitness is a Former Franchisee of Gold's Gym. They re-branded their 25 TN locations as their new concept, Urban Active.	Alex Donoghue	Vice President of Real Estate	1056 Wellington Way Suite 200, Lexington, KY 40513-2000	859-977-3180	859-977-3177	alexd@urbanactive.com	bmangold@urbanactive.com	3	60000	50000	0	Professionals age 25-55. High Traffic Counts. 75% White Collar. 60% Some college or higher education.		33	25	50	20000	48000	3.5-7		Neighboring undeveloped parcels or existing businesses must not allow conflicting or offensive uses.	Total preferred acreage for land purchase is 3.5 to 7 acres. Location should be easily accessible and near major roadway arteries. The location can be a ""retail""	Free Standing

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				Mark Yates	Director of Development	1056 Wellington Way Suite 200, Lexington, KY 40513-2000	859-977-3143	859-977-3066	myates@urbanactive.com																[illegible] office development. Neighboring undeveloped parcels or land	
Fitness 19	fitness19.com	No	Fitness facility with free weights, weight machines, treadmills and life cycles.	Thomas Graves	Master Broker, Rainer Commercial Real Estate	2727 Hollycroft Street Suite 460, Gig Harbor, WA 98335	253-853-2840	253-853-2841	thomas@rainiercommercial.com	fitness19@rainiercommercial.com	3	70000	0	0		Fitness 19 also operates well in a shopping center environment by drawing an average of 3,000 trips a week (which are predominantly women) with a parking turnover of approximately 30-40 minutes. Must have 20,000 households in 2 miles. Dense urban areas	150	20	40	8000	11000			Neighborhood-anchored centers in stable residential areas. Grocery anchored centers preferred.	65 ft of frontage and 12 ft ceiling height. Parking for 100 at request.	Free Standing, Neighborhood Strip
Lifetime Fitness	lifetimefitness.com	No	Seeking opportunities in all markets that meet our demographic requirements.	Dave DeCou	Vice President of Real estate	2902 Corporate Place , Chanhassen, MN 55317	952-229-7405	952-947-0797	ddecou@lifetimefitness.com	gsummers@lifetimefitness.com	5	120000	0	0	Targeting customers ages 30-45 and 70% white collar.	Median household income greater than $70,000 within 5 miles. Seeking opportunities in all markets that meet our demographic requirements.	92	15	30	90000	143000			Strong co-tenants.	Currently, we have three prototype facilities: 90,000 square feet, 112,000 square feet and 143,000 square feet. Additionally, we can custom design a facility as required to fit on a unique property or retrofit existing properties. Good accessibility. Ap	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
				Dave Oster	Sr Real Estate Manager	2902 Corporate Place , Chanhassen, MN 55317	952-220-7415	952-947-0797		doster@lifetimefitness.com																
Crunch Gym	crunch.com	Yes	There are no judgments here - No too much or not enough. No glares of disapproval. Here we keep open minds. We are nurturers. We seek only to encourage, empower and entertain. There is no one type. There is no one reason. There is no one way. What we ar	Jim Manarino	President, Manarino & Associates	22811 Berganlin , Mission Viejo, CA 92692	949-290-1059		jmanarino@cox.net		0	0	0	0			38	10	20	18000	20000					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
LA Boxing	laboxing.com	Yes	Toll Free: 1 866 LABOXING.	Richard Feinberg	National Director Real Estate & Franchising	2915 Tech Center Drive , Santa Ana, CA 92705	714-668-0911	714-668-9231	richard@laboxing.com		5	100000	50000	0			68	10	20	3500	4500				Seeking Upscale Locations. Requires 12' ceilings.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Quest Diagnostics	Questdiagnostics.com	No		Mark Garawitz	Director of Real Estate & Facilities	3 Giralda Farms , Madison, NJ 07940	610 454 4224			mark.d.garawitz@questdiagnostics.com	0	0	0	0			2000	10	20	1500	3000					Medical Center, Neighborhood Strip, Regional Strip, Special Strip
UFC Gym	ufcgym.com	No	Founded in 2009, UFC® Gym™ is the first major brand extension of the Ultimate Fighting Championship, the all time industry leader in the sport of mixed martial arts. In alliance with New Evolution Ventures™(NeV), our gyms pack a serious punch, by offer	Jim Manarino	President, Manarino & Associates	22811 Berganlin , Mission Viejo, CA 92692	949-290-1059		jmanarino@cox.net		0	0	0	0			4	10	20	30000	40000					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Special Strip
Workout Anytime	workoutanytime.com	Yes		Randy Trotter	VP of Franchise Development	4514 Chamblee Dunwoody Road Suite 428, Dunwoody, GA 30338	770-403-7203	770-234-0105	rtrotter@workoutanytime.com		0	0	0	0			20	10	20	4500	6500					Free Standing
My Fit Foods	myfitfoods.com	No		Yves Mizrahi	Real Estate Contact	2608 S Shepherd Drive , Houston, TX 77098-1534	713-781-0877		yves@mizrahistrategies.com		0	0	0	0			50	6	12	1500	6000				Looking for small restaurant space and spaces for sale.	Downtown, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Bally Total Fitness	ballyfitness.com	Yes		George Frye	Senior Vice President Real Estate	3161 Michelson Drive Suite 600, Irvine, CA 92612	949-502-2129		george.frye@fitnpointl.com		3	75000	52000	30000	Ages 18-49. Male/Female ration of 1:1. Average HH income of $52,000. 76% Internet enabled.		280	5	10	20000	45000		15 years w/2 5-yr options	Entertainment and Grocery/Supermarkets.	Min. 150ft frontage	Downtown, Free Standing, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Diet Center	healthmanagementgroup.com	Yes	Alternate Website: dietcenter.com.	Scott Weidholz	Real Estate	395 Springside Drive , Akron, OH 44333-2434	330-665-5891		sweidholz@hmgmail.com		0	0	0	0			89	5	10	12000	18000			Grocery anchored centers.		Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Doctors Express	doctorsexpress.com	Yes	After years of perfecting our service offering and business model, we have created the Doctors Express urgent care network, providing essential health care services nationally. We are now offering this excellent business opportunity to select individ	Michael Zelnik	President, National UC Realty	5401 W. Kennedy Blvd Suite 540, Tampa, FL 33609	614-309-3288	614-543-9438	mike@nationalucr.com		0	0	0	0			75	5	10	2000	2400					Downtown, Free Standing, Lifestyle Center, Medical Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Fresenius Medical Care	fmcna.com	No	Today, Fresenius Medical Care is the world's largest, integrated provider of products and services for individuals with chronic kidney failure, a condition that affects about 1,500,000 individuals worldwide. Through its network of 2,221 dialysis clini	Helen DeRosa	Project Specialist, Health Property Services	Reservoir Woods 920 Winter Street, Waltham, MA 02451-1457	781-402-9000	781-402-9004			0	0	0	0			2716	5	10	5000	10000					Medical Center
Jenny Craig	jennycraig.com	Yes		Mark Schottstall	Director of Real Estate	5770 Fleet Street , Carlsbad, CA 92008	760-696-4820	760-696-4809	mark@jennycraig.com		3	100000	0	0			566	5	10	1600	2000			Fashion, Grocery/Supermarket & Upscale.	Minimum 20 ft. frontage.	Neighborhood Strip, Regional Strip, Special Strip
Knuckleheads Gym	knuckleheadsgym.com	Yes	Knuckleheads provides a fun gym workout experience for kids by using the latest interactive computer game/exercise technology. Our equipment couples with our "101" unique sport specific workout programs providing smart, entertaining exercise.™ (kn	Dawn Hardie	Director	1132 Oliver Road , Monroe, LA 71201	318-387-6808		dawn.hardie@knuckleheadsgym.com		0	0	150000	0	The gyms are geared toward 8 to 15 year old kids in upscale neighborhoods.		2	5	10	2500	3000					Downtown, Free Standing, Medical Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip

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Relax The Back	relaxtheback.com	Yes	Toll free: 800-290 2225.	Kurt Buehler	Real Estate Manager	6 Centrepoint Drive Suite 350, La Palma, CA 90623	714-736-7941	714-523-2980	kurtb@relaxtheback.com		5	150000	75000	30000	Affluent with high disposable income.		120	5	10	2100	2800			Barnes & Noble, Williams-Sonoma, Pottery Barn, P.F. Chang's, Ann Taylor, Chico's and Jos. A. Bank.		Lifestyle Center, Power Center, Regional Strip, Special Strip
Snap Fitness	snapfitness.com	Yes	Snap Fitness provides a convenient fitness alternative to your area with 24 hour a day, 7 days a week access via a card-key locking system. Our locations provide a secure and convenient work out environment that will allow you to fit your workout rout	Cherie Cocallas	Vice President of Real Estate & Site Development	2411 Galpin Court Suite 110, Chanhassen, MN 55317	952-567-5822		ccocallas@snapfitness.com	properties@snapfitness.com	0	0	0	0			1210	5	10	2000	3500			Neighborhood Center near Coffee, Dry Cleaners, Pizza, Day Care etc.		Campus Site, Downtown, Free Standing, Hotel Lobby, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Power Center, Regional Strip, Special Strip, Transit Terminal
CorePower Yoga	corepoweryoga.com	Yes		Daniel Kraft	Director of Real Estate	3901 West 32nd Avenue, Denver, CO 80212	866-441-9642		daniel-rsss@pacbell.net		0	0	0	0			57	2	4	3000	4000				Prefers 3500 SF. At least 40' wide. Second floor is optimal, easy access and good visibility. Ample parking.	Neighborhood Strip, Regional Strip, Special Strip
IM X Pilates Studio	imxpilates.com	Yes	IMxX stands for Integrated Movement Xercize. It's an elite fitness formula that marries the muscle toning and lengthening benefits of pilates with elements of strength and cardio training to increase flexibility, endurance and muscle tone, while strengt	Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 275, McLean, VA 22102	703-847-0865	703-847-1435	sthur@thurassociates.com		0	0	0	0			20	2	4	1000	3000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Physicians Immediate Care	physiciansimmediatecare.com	No	Physicians Immediate Care, one of the nations leading providers of occupational medicine and urgent care, is currently operating in Illinois and Oklahoma.	Site Selector	Real Estate	10100 Forest Hills Road, Machesney Park, IL 61115	815-713-2700				0	0	0	0			19	2	4	4500	5500			Wal-Mart and other Big-Box retailers.		Downtown, Free Standing, Medical Center, Neighborhood Strip, Regional Strip, Special Strip
123 Fit	123fit.com	Yes	123 Fit is a convenient, neighborhood gym featuring the world's most efficient 30 minute workout, comprehensive weight-loss programs, online nutritional, programs and affordable personal training. Alternate website: 123fit.com.	Jon Cashion	Director of Leasing & Sales	433 Plaza Real, Boca Raton, FL 33432	561-302-7071	561-431-0686	jcashion@spurassociates.com		0	0	0	0			14	1	2	2000	4000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Access Fitness	diversifiedhl.com	Yes	Access Fitness offers all the amenities of a large health club in an upscale private environment. We provide all new members with a full orientation. We are also available during staff hours to answer any questions or develop a custom workout program t	Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 275, McLean, VA 22102	703-847-0865	703-847-1435	sthur@thurassociates.com		0	0	0	0			5	1	2	1500	3000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Allcare Medical	allcaremedical.net	No	Toll free: 800-768-2002.	Richard Lerner	President	4470 Bordentown Avenue, Sayreville, NJ 08872	732-251-8000	888-510-8400			0	0	0	0			5	1	2	2500	3000					Free Standing
American Body Works	americanbodyworks.com	Yes		Shary Thur	Broker, Thur Retail Associates	8260 Greensboro Drive Suite 270, McLean, VA 22102-4901	202-359-3469	703-847-1435	sthur@thurassociates.com	jcashion@thurassociates.com	0	0	0	0			20	1	2	1500	12000					Regional Strip, Special Strip
Blitz Total Fitness	diversifiedhl.com	Yes	Blitz Total Fitness is a cross-training exercise program that combines strength training, boxing and martial arts into a 20-minute circuit called, "The Blitz Ring." Alternate website: blitztotalfitness.com.	Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 275, McLean, VA 22102	703-847-0865	703-847-1435	sthur@thurassociates.com		0	0	0	0			7	1	2	1500	3000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Fit For Her	diversifiedhl.com	Yes	Fit For Her offers all the amenities of a large health club in an upscale environment. Alternate website: fitforher.net.	Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 275, McLean, VA 22102	703-847-0865	703-847-1435	sthur@thurassociates.com		0	0	0	0			11	1	2	2500	6000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Fit Zone for Women	diversifiedhl.com	Yes	Fit Zone For Women is dedicated to providing you the results you deserve at a price you can afford in a safe, non-intimidating environment and the only fitness and weight loss center in the nation designed for women just like you. Alternate website: fit	Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 270, McLean, VA 22102	703-847-0865	703-847-1435	sthur@thurassociates.com		0	0	0	0			25	1	2	3500	4000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Liberty Fitness	diversifiedhl.com	Yes	Liberty Fitness ® Women's Health Clubs and Women's Gym operate under the principle that fitness, nutrition and wellness are key components of a woman's total body health. For this reason, Liberty Fitness Center has created a fresh, exciting women's heal	Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 270, McLean, VA 22102	703-847-0865	703-847-1435	sthur@thurassociates.com		0	0	0	0			4	1	2	1500	3000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Liberty Weight Loss Clinic	diversifiedhl.com	Yes	Designed by nutrition and diet experts, our program offers one-on-one weight loss counseling three times a week. The five-phase program includes meal plans that offer both "real" foods and club-exclusive diet supplements. This industry unique program	Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 275, McLean, VA 22102	703-847-0865	703-847-1435	sthur@thurassociates.com		0	0	0	0			4	1	2	1500	3000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Powerhouse Gym	powerhousegym.com	Yes	Due to the overwhelming success of its original facilities and the demand that they created for additional out-of-state locations, a Licensing Division was formed in 1984. Through the years, Powerhouse Gym has grown from a single inner city gym into a	Henry Dabish	Real Estate Manager	24385 Halsted Road 2nd Floor, Farmington Hills, MI 48335	248-476-2888x107				0	0	0	0			300	1	2	20000	40000					Campus Site, Downtown, Free Standing, Gas Station, Hotel Lobby, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal

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Rejuvenate Fitness Center & Spa	diversifiedhf.com	Yes	The Rejuvenate Fitness Center & Spa for Women concept was developed for women who are dedicated and committed to living a healthy lifestyle. Rejuvenate is the premier health and fitness destination where women come together to achieve their goals and as	Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 275, McLean, VA 22102	703-847-0865	703-847-1435	sthur@thurassociates.com		0	0	0	0			2	1	2	3000	8000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Sangster's Health Centers	sangsters.com	Yes	Toll Free: 877-986-4481.	Wanda Wilson	Business Development Manager	2218 Hanselman Avenue, Saskatoon, Saskatchewan, Canada, S7L 6A4, CA 00000	306-653-4481x26	306-653-4688	wanda@sangsters.com		0	0	0	0			43	1	2	500	1500		5 years w. 5 year options		Prefers 500-1000 SF in enclosed malls and 1000-1500 SF in power centers.	Downtown, Free Standing, Lifestyle Center, Medical Center, Neighborhood Strip, Regional Strip, Special Strip
Sedona Fitness for Women	diversifiedhf.com	Yes	Sedona Fitness clubs for women were designed to cater to today's women in mind by combining cutting edge fitness programs, a spa-like elegant environment and many other services and amenities under one roof for today's demanding life style. Alternate w	Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 270, McLean, VA 22102	703 847-0865	703-847-1435	sthur@thurassociates.com		0	0	0	0			6	1	2	1500	3000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
ShapeXpress	diversifiedhf.com	Yes	ShapeXpress Fitness Center for Women is setting the standard for women's only fitness, providing an upscale, effective, enjoyable environment to workout, as well as the services and amenities that today's busy women expect. You'll see results! Alternate	Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 275, McLean, VA 22102	703-847-0865	703-847-1435	sthur@thurassociates.com		0	0	0	0			5	1	2	1400	3000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
VitaSport Athletic Club and Spa	vitasport.com	No		Elizabeth Puccinelli	SVP Corporate Development	150 Pelican Way, San Rafael, CA 94901	415-448-8461	415-258-3461	Elizabeth_Puccinelli@150Pelican.com		0	0	0	0			2	1	2	90000	110000	6-8 acres				Free Standing
Zoo Health Club	diversifiedhf.com	Yes	Since the early 1970s, Zoo Health Clubs have promoted a carefully balanced atmosphere that is both family-friendly and appealing to serious athletes. Everyone-from those seeking a general fitness program to hard-core body builders-find what they need at	Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 275, McLean, VA 22102	703-847-0865	703-847-1435	sthur@thurassociates.com		0	0	0	0			6	1	2	1500	12000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Food and Beverage																										
Five Guys Famous Burgers and Fries	fiveguys.com	Yes	"Five Guys goal is to sell the best quality burgers possible. To sell the best burger possible we focus on Quality, Service and Cleanliness."	Keith Chandler	Chief Development Officer	14538 Chamberry Circle, Haymarket, VA 20169	678-761-0810	703-339-9501		sites@fiveguys.com	1	10000	60000	0	Daytime Pop: 8000/10000/20000 in 1/2/3 mile radius. Residential Pop: 10000/25000/50000 in 1/2/3 mile radius.	Urban and suburban with residential and daytime population.	750	600	850	2000	3000		10 years	Target, grocery centers, theaters, medical facilities, educational facilities, community centers, lifestyle centers and other high quality restaurants.	Corner or end-cap location is ideal, will consider in line. Building must offer unique or progressive architectural character. 28 feet frontage preferred, 20 feet minimum, ideally 35 dedicated parking spaces. Must permit Five Guys signage package. Patio	Campus Site, Downtown, Lifestyle Center, Medical Center, Neighborhood Strip, Regional Strip, Special Strip
Pizza Hut	yum.com	Yes	Alternate websites: www.yumfranchises.com & www.pizzahut.com.	Merri Mincek	Director Franchise Development	7100 Corporate Drive, Plano, TX 75024	502-874-6449	502-874-8848	merri.mincek@yum.com		3	5000	0	20000		Inline/Endcap locations require a population of 5,000 in a 5 mile radius. Freestanding requires 15,000+ (3-mile) for Delivery unit and 15,000+ (3-mile) for Dine-In unit.	7500	350	700	1000	3000				Inline/Endcap requires 900-1,600 SF, Freestanding requires 2,500-3,000 SF. EXPANSION INCLUDES ALL CONCEPTS COMBINED.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Dunkin' Donuts	dunkinbrands.com	Yes		Reggie Wright	Franchising Contact	130 Royall Street, Canton, MA 2021	314-307-0105		reggie.wright@dunkinbrands.com		3	9000	65000	20000	Residential population: (Suburban) minimum 9,000 within 3 minute drive time, 70,000 within 9 minute drive time. Median household income: (Surburban) $60-70K.		7500	280	560	1100	2600		10 years w/2 5yr options	Community shopping center with national or regional tenants.	Standard **vanilla** shell with improvements. Morning side of roadway, drive-thru window preferred. Free standing, shared pad or end-cap located in mix use **major tenant** community shopping center with national or regional tenant. High visibility from	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Dunkin' Donuts (Non Traditional)	dunkinbrands.com	Yes	Non-Traditional locations are generally Dunkin' Donuts in a Gas/Convenience store.	John Dawson	Chief Development Officer	130 Royall Street 3WB, Canton, MA 33027	781-737-3320	781-737-4320	john.dawson@dunkinbrands.com		0	0	0	10000		High pedestrian traffic during all business hours - Suburban, Rural and Urban.	10000	200	400	400	500		10 years w/2 5yr options	Gas/Convenience stores.	Building: minimum 1000 sq ft when sharing space with a gas/convenience operator. Sufficient dry/cold goods storage space which may be shared with store operator. Ability to provide 30 sq ft of unobstructed building signage-quick brand identification. Mi	Gas Station, Transit Terminal
Baskin Robbins	dunkinbrands.com	Yes		Reggie Wright	Franchising Contact	130 Royall Street, Canton, MA 2021	314-307-0105		reggie.wright@dunkinbrands.com		3	13000	55000	25000	Residential Population: (Suburban) 5 min 35,000/7 min 65,000, (Urban) 3 min 45,000. Median Household Income: (Urban) 3 min $50K.	Host environment with strong quantity of traffic in the afternoon/evening preferably with drive-thru. Strong vehicular visibility with prototypical signage. Strong pedestrian visibility (CBD/Urban).	2700	200	400	1000	1500		5 years w/3 5 year options	National anchors/ National Branded Restaurants/ Dense residential/ College educated (50 percent with some college education). Daily needs (Supermarket/Drug Store) / Entertainment Concepts.	High profile in line, end cap, or pad end cap location. Ample Parking contiguous with site, minimum 1 stall/150 SF. Easy ingress and egress (no more than two turns in or out). Pylon and/or monument signage. Standard vanilla shell with needed improvement	Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip

Retail Tenant Database - Sorted by Retail Type and 12-Month Expansion Plans

Retailer Name	Website	Does Retailer Franchise	Comments	Contact	Contact Title	Contact Address	Contact Phone	Contact Fax	Contact Email	Alternate Email
Chipotle	chipotle.com	No		Mark Heath	Regional Real Estate Manager	600 North Cleveland Ave. Suite 130, Westerville, OH 43082	303-595-4000	303-595-4014	mheath@chipotle.com	
Chipotle	chipotle.com	No		Lisa Burbey	Real Estate Manager	7640 East Ann Way, Scottsdale, AZ 85260	480-998-3207	480-718-7976	lburbey@chipotle.com	
Cold Stone Creamery	coldstonecreamery.com	Yes	Alternate website: www.kahalacorp.com	Kim Lane	VP of Real Estate	9311 East Via de Ventura Suite 104, Scottsdale, AZ 85258	480-362-4800	480-362-4811	realestate@kahalamgmt.com	
Panera Bread	panerabread.com	Yes		Ana Rimkus	Sr Real Estate Manager	24 Roy Street #315, Seattle, WA 98109	314.984.6309		ana.rimkus@panerabread.com	
Menchie's Frozen Yogurt	menchies.com	Yes		Christina Erwin	Franchise	6345 Balboa Boulevard Suite 170, Encino, CA 91316	818-933-6529	818-708-0117	realestate@menchies.com	
Mini Melts	minimelts.com	Yes		Dan Kilcoyne	Owner	245 Asylum Street, Norwich, CT 06360-4111	860-889-7300	860-887-1033		dan@minimelts.com
Papa Murphy's	papamurphys.com	Yes	Specializes in create-your-own take-out pizzas.	John Stange	VP of Real Estate	8000 NE Parkway Drive Suite 350, Vancouver, WA 98662	512-739-4578	360-260-0500	john.stange@papamurphys.com	
				Jordan Clark	Real Estate Manager	2707 Cole Avenue #719, Dallas, TX 75204	402-319-8985		jordan.clark@papamurphys.com	
Popeyes Chicken & Biscuits	afce.com	Yes	Alternate website: www.popeyes.com.	Aaron Harris	Director of Development	3943 Irvine Boulevard Suite 288, Irvine, CA 92602	949-857-1284	949-857-0183	aaron.harris@popeyes.com	
WingStop	wingstop.com	Yes	Wingstop's development is currently through franchising, and the active markets are constantly changing as new franchisees are signed and existing franchisees complete their development. We receive 5-10 sites a day from developers all over the country.	Lois Williams	Director of Development Administration	1101 East Arapaho Road Suite 150, Richardson, TX 75081	972-686-6500	972-686-6522	realestate@wingstop.com	
Buffalo Wild Wings	buffalowildwings.com	Yes		Tom Berzinski	Vice President Real Estate	5500 Wayzata Boulevard Suite 1600, Minneapolis, MN 55416	952-593-9943	952-593-9787	tberzinski@buffalowildwings.com	tberzinski@buffalowildwings.com

Retailer Name	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
Chipotle	0	0	0	0	Prefers urban and suburban trade areas with strong residential and daytime population.	Preferred generators: residential, office, retail, university, recreation, and hospitals.	1450	175	350	2200	2400			Shopping centers.	Store size depends on trade area characteristics, but preferred size is 2,200 SF; requires a minimum of 25 feet of frontage - building exterior to allow Chipotle standard storefront design and signage. Requires zoning to accommodate restaurant use and a	Downtown, Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Chipotle	0	0	0	0	Prefers urban and suburban trade areas with strong residential and daytime population.	Preferred generators: residential, office, retail, university, recreation, and hospitals.	1450	175	350	2200	2800			Shopping centers.	Store size depends on trade area characteristics, but preferred size is 2,200 SF; requires a minimum of 25 feet of frontage - building exterior to allow Chipotle standard storefront design and signage. Requires zoning to accommodate restaurant use and a	Downtown, Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Cold Stone Creamery	1	15000	0	0	Frequent visits by people ages 18-36. Requires a median household income of $35,000 or more.		1400	150	300	900	2000			Movie theaters, restaurants, college campuses, bookstores, coffee shops, video rental stores and High-End Retailers.	Size requirements vary by facility type: traditional locations prefer 1400 square feet & non-traditional sites require 900-2000 square feet. Site also must have signage on building or marquee; prefers locations that have outdoor seating. Active night li	Campus Site, Downtown, Lifestyle Center, Neighborhood Strip, Regional Strip, Special Strip
Panera Bread	2	30000	50000	20000	Within a 1-mile radius: 10,000+ population (6,000+ daytime population).		1671	105	210	3500	5000		10 years w/3 5 year options.	Discount department stores such as Target and Super Wal-Mart. Supermarket/drug centers, hospitals and/or universities. Large format apparel such as Kohl's, Mervyns and Old Navy. Large format books such as Barnes & Noble and Borders. Hospitals and / or U	Minimum 40 feet of frontage. Minimum 70 parking spaces if freestanding 150 if shared. 110 - 125 interior seating. Outdoor patio seating for 35 - 50 w/umbrellas and furniture. Signage on at least 2 building sides & mounted or multi-tenant pylon signage.	Campus Site, Free Standing, Lifestyle Center, Medical Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Menchie's Frozen Yogurt	3	50000	50000	20000			300	100	250	900	1800				Standard store sites require 900-1800 square feet; end-cap locations, or inline, are acceptable. Also requires a minimum of 21 feet of frontage. High Daytime & Evening Population in Moderate to Affluent Urban & Suburban Communities. Location should be a	Campus Site, Downtown, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
Mini Melts	0	0	0	0			300	100	200	350	1500					Neighborhood Strip, Regional Strip, Special Strip
Papa Murphy's	0	15000	0	0	Low median age, high person per household.		1200	100	150	1000	1500		5 years with two 5 year option	Grocery stores. In or near Neighborhood centers.	Visibility: From primary roads. Access: Easy in and out out during peak hours of 4pm 8pm, Parking: 10-20 spaces. Landlords Buildout: Standard vanilla shell with one ton HVAC per 350' sq.ft. and 3 phase/ 200 amp electrical. Preferred building type: Multi	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Popeyes Chicken & Biscuits	2	45000	35000	28000	Requires a median income between $35,000 - $100,000. Daytime population of 28,000. Number households in the trade area 17,000. Adults 25-54 and families with children. Target of 2.5+ average HH in a 3-mile ring.	C-Store requires a 7 mile radius with >150,000 population. Number of households 40,000.	1977	100	200	1000	2200				Ideal site would be a corner lot, at a traffic light with convenient ingress & egress on the 'going home' side of the street. Locations on primary commuter needs artery with good strategic positioning. --- The lot size would be a minimum of 25,000+ squa	Free Standing, Neighborhood Strip, Regional Mall, Regional Strip
WingStop	2	20000	30000	0	Prefers blue collar, urban and middle income based population within the trade area. Median Income of $35,000. Household size average above 2.2. Median Age of 25-40.	Prefers high density locations.	600	100	200	1350	1800		5 years with three 5 year options	Shadow centers with Walmart or large chain groceries, video stores and coffee houses.	Good visibility, ingress/egress and convenient parking.	Neighborhood Strip, Regional Mall, Regional Strip
Buffalo Wild Wings	5	40000	30000	25000	Minimum 40,000 population, 80% or greater between the ages of 20 and 50 within the trade area, $30,000 or greater median household income within the trade area. Minimum daytime/lunch population of 10,000.	Minimum daily traffic count in front of site - 25,000. Minimum daily traffic count on adjacent side street - 10,000. P.M. traffic side, far side of light.	773	80	160	4000	7000		10 years plus options	Preferred Traffic Generators: Lifestyle or power centers with ""big box"" anchors: ""Old Navy, Petsmart, Kohl's, Home Depot, Lowe's, etc."", National casual dining brands in a contiguous restaurant corridor, Super Wal-Mart, Super Target, Regional, super	120 plus parking spaces required. Excellent signage and visibility. Excellent site ingress and egress with traffic signal. Seven-day-per-week liquor sales. Patio seating for 40+.	Free Standing, Lifestyle Center, Neighborhood Strip, Power Center

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Hurricane Grill and Wings	hurricanewings.com	Yes	Hurricane Grill and Wings strives to bring you a comfortable getaway experience and maintain a unique sense of family and camaraderie with our employees, guests, and neighbors. We are committed to quality, value and total guest satisfaction. We use all n	Tom Houlihan	Real Estate Manager	40 North Federal Highway Suite 311, Pompano Beach, FL 33062	954-934-4918	561-844-0032	thoulihan@um.com		2	20000	0	25000	Daytime Population: 10,000+ employees (or other daytime activity) within 2 mile radius. Positive Population Growth Trend. Above Market Average Household Income.	25,000 ADT minimum-Under 40 MPH.	46	80	160	2200	5000		5 years - 2-options	Strong Neighborhoods with Major Grocers, Drug Stores, Home Improvement, Office Supply, Schools, Parks, Gyms, Places of Worship.	Frontage: 20' minimum width, 30' preferred. End Cap and Free Standing preferred. Maximum Parking Potential. Two designated Take-Out spaces preferred. 30+ Seats plus Outdoor Seating. Beer & Wine Permitted. 10' Minimum Finished Ceiling. Rear door entry.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Sweet Frog Premium Yogurt	sweetfrogyogurt.com	Yes		Raven Williams	Sr Sales & Development Manager, Sweet Frog	730 Research Road Suite C, Richmond, VA 23236	804 893-3151	804-835-6761	raven.williams@sweetfrog.net		0	0	0	0			71	76	152	1000	2500					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Dippin' Dots	dippindots.com	Yes		Vanessa Reeves	Franchise Development Manager	1640 McCracken Boulevard Suite 100, Paducah, KY 42001	270 575-6994	270-575-6997	vanree@dippindots.com		5	40000	45000	0		Strong mix of Pedestrian and Auto Traffic.	300	75	100	800	1200			Traditional tenant mix with entertainment components (exclusive of dollar concepts and service-oriented retailers). Teen-driven retailers and Food/Restaurant concepts. Close proximity to schools, little leagues, beaches, Tourist Areas, etc.	Prefers 350-750 sq. ft. for enclosed malls, 800-1,200 sq. ft. for non-mall location. Endcap with drive-thru option preferred for neighborhood centers. Ease of ingress and egress.	Free Standing, Kiosk, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip
Tacone	tacone.com	Yes		Kevin Fitzpatrick	Chairman/CEO	950 South Flower Street Suite 105, Los Angeles, CA 90015	877-482-2663	213-236-0951	kfitzpatrick@tacone.com	rfitzpatrick@tacone.com	2	40000	50000	20000			23	75	150	1000	2500				5 parking spaces per 1,000 GLA. 350 to 500 sq ft exclusive patio area. Major roadways with high traffic counts. Easy accessibility and good visibility a must.	Free Standing, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
Dickey's Barbecue Pit	dickeys.com	Yes		Anthony Fedele	Franchise and Real Estate Coordinator	4514 Cole Avenue Suite 1100, Dallas, TX 75205	866-340-6188		afedele@dickeys.com	franchising@dickeys.com	0	30000	60000	12000	Daytime/business population of at least 15,000 in trade area.	Lunch and Dinner drive time preferred. Must have dense population base with hi-impact office/business market. Trade area will be as good or better in five years than it is at time of acquisition.	202	65	130	1800	2500		10 years plus options	Successful co-tenancy.	1,400 to 3,000+ square feet plus outdoor patio and landscaping. Freestanding building or end cap. Use of Dickey's finish out spec materials (including brick, wood, and metal) on the exterior space preferred. Drive thru window is preferred, but not necess	Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Strip
				Lauren Parker	Franchise Development Specialist	4514 Cole Avenue Suite 1100, Dallas, TX 75214	972-248-9899	972-248-8667	lparker@dickeys.com																	
Extreme Pita	extremepita.com	Yes	Franchise Driven. Corp. Office is located in Canada.	Sean Block	VP of Real Estate & Franchise Development	2187 Dunwin Drive, Mississauga, ON L7L 1X2	905 820-7887 x 14	905-820-8448	seanb@extremepita.com		0	0	0	0			42	60	120	300	2000				The ideal size for a traditional store is 1,200 SF.	Campus Site, Downtown, Free Standing, Gas Station, Hotel Lobby, Kiosk, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
McAlister's Deli	mcalistersdeli.com	Yes	As soon as you enter, you'll be greeted by our massive chalkboard menu filled with over 100 different items: sandwiches, spuds, salads, soups and sweets. The only thing missing is food that's fried or greasy -- everything at McAlister's is made exactly t	Steve Phillips	Vice President of Real Estate & Construction	731 South Pear Orchard Road Suite 51, Ridgeland, MS 39157	601-952-1143	601-957-0964	sphillips@mcalistersdeli.com		3	45000	50000	0		30,000+ daytime population in 3 miles. $50,000+ median household income. 300,000+ square feet of retail in 1/2 mile.	290	60	80	3000	4200	1 acre		Big Box: Target, Walmart, Kohl's, Books, Best Buy, Linens/Bath, Gap, Old Navy, etc.	3,000-3,800 sq. ft. end caps preferred. Outside patio seating a plus. 70+ parking spaces in most markets. Additional prototype: McAlister's Select is our concept for non traditional locations such as college student centers, hospitals, airports as well	Campus Site, Free Standing, Kiosk, Lifestyle Center, Medical Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Miami Subs	miamisubs.com	Yes	Miami subs will open new locations and later sell them as franchises.	Rich Rudner	Real Estate Manager	6300 Northwest 31st Avenue, Fort Lauderdale, FL 33309	954-973-0000 x 1122	954-973-7616			5	65000	50000	0		Traffic Counts, Daytime Population, Residential Density will be evaluated on a location-by-location basis.	60	60	120	300	5000		20 years w/ 2 five year options		Will Consider: Build to Suit: 2,000-5,000 square foot free-standing restaurant with drive-thru on prime pad, out parcel or free-standing. Power/Strip/Lifestyle Centers: 1500-1800 square feet in highly visible location. Non Traditional: Gas Station with	Free Standing, Gas Station, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip
Cheeseburger in Paradise	cheeseburgerinparadise.com	No	Cheeseburger in Paradise is owned by Paradise Restaurant Group, LLC by license from Jimmy Buffett.	Site Selector	Real Estate Contact	9560 W Linebaugh Ave., Tampa, FL 33626	813-475-6971				1	15000	35000	25000		3 Mile Demographics: 35,000 households with an average income of $50,000.	35	50	100	6500	7500			Better quality retailers, grocery stores, specialty retailers, books stores, and other restaurants.	Minimum of 125-150 parking spaces. Minimum seating capacity of 190-260 and 40-60 tables. Minimum ceiling height of 13.5 feet. Prefer porch or patio (800 sq ft) design architecture with a minimum of 65 feet of frontage.	Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip
Cici's Pizza	cicispizza.com	Yes	Cici's offers both Buffet and To Go Franchises. Buffet offers Dine In with full seating as well as Take-Out and Catering. To Go Franchises focus on Ready Right Now/made to Order with take-out and catering available.	Nathan Wood	Senior Vice President CBRE	2100 McKinney Ave. Suite 700, Dallas, TX 75201	214-979-6158	214-979-6571	nathan.wood@cbre.com		2	20000	20000	20000			650	50	100	3600	4000	1	10 Years	Prefers co-tenants specializing in supermarkets, Discount, Dollar, Pet supply, Sporting goods, Toys, Entertainment.	Prefers a 10 year lease. Prefers End-cap, In-line or Free Standing. Prefers 1 acre for Free Standing. CiCi's To Go concept is 800 - 1,000 SF with no dine in seating while Buffet Franchises are 3800-4000 SF.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
				Tom McCord	VP of Real Estate and Franchise Development	1080 West Bethel Road, Coppell, TX 75109	972-745-9318	972-745-4204	tmccord@cicispizza.com	sitesubmittal@cicispizza.com																
				Rachel Jorgenson	Real Estate Project Manager	1080 West Bethel Road, Coppell, TX 75109	972-745-9370	972-745-4204	rjorgenson@cicispizza.com	sitesubmittal@cicispizza.com																

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Freshi	eatfreshii.com	No	Headquarters in Canada. Complete Address: 2 Toronto Street, Suite 235, Toronto, ON M5C 2B5.	David Grossman	President	One North Franklin Suite 3310, Chicago, IL 60606	312-863-2151		david@freshii.com	
Golden Krust Caribbean Bakery & Grill	goldenkrustbakery.com	Yes	All site locations must be approved by the franchise director before construction begins.	Lorraine Hawthorne-Morrison	Vice President of Real Estate & Legal	3958 Park Avenue , Bronx, NY 10457	718-655-7878	718-583-1883		
Jamba Juice	jambajuice.com/	Yes	This company is blending up business with its fruit-filled drinks. Jamba operates the Jamba Juice chain, the leading outlet for blended fruit drinks. More than 490 Jamba Juice locations are company-owned, while the rest are franchised.	Mischa Recko	VP of Development	6475 Christie Avenue Suite 150, Emeryville, CA 94608	510-596-0100 x 1207	510-653-0628	realestate@jambajuice.com	
				Dale Goss	Vice President of Development - West	6475 Christie Avenue Suite 150, Emeryville, CA 94608	972-375-2551	510-653-0628	realestate@jambajuice.com	dgoss@jambajuice.com
				Kim Onishi	Senior Real Estate Manager	1048 Irvine Avenue Suite 309, Newport Beach, CA 92660	949-515-4929	949-515-4929	konishi@jambajuice.com	realestate@jambajuice.com
Little Caesars Pizza	littlecaesars.com	Yes		Mike Atwell	Vice President of Real Estate	2211 Woodward Avenue , Detroit, MI 48201	313-471-6300	313-983-6232	michael.atwell@lcecorp.com	
Rita's Water Ice	ritas.com	Yes		Maureen Mallack	Real Estate Director	1210 Northbrook Drive Suite 310, Trevose, PA 19053	215-876-9335	866-499-0974	real_estate@ritascorp.com	
				Brian Carlisle	Vice President of Development & Construction	1210 Northbrook Drive Suite 310, Trevose, PA 19053	800-677-7482	215-876-9342	b.carlisle@ritascorp.com	real_estate@ritascorp.com
Robeks Fruit Smoothies & Healthy Eats	robeks.com	Yes		Jimmer Bolden	Director, Franchise Development	5220 Pacific Concourse Drive Suite 395, Los Angeles, CA 90045	310-844-1534	310-844-1587	franchising@robeks.com	
Taco Del Mar	tacodelmar.com	Yes		Chip Wicks	Real Estate Manager	1133 164th Street Southwest Suite 201, Lynnwood, WA 98087	855-425-0868	206-624-7065		cwicks@tacodelmar.com
Yogurtland	yogurt-land.com	Yes	The nation's FIRST and ONLY self-serve frozen yogurt shop which features 16 different favors of Non-fat Frozen Yogurt, 33 different kinds of fresh fruits and toppings at 30 cents an ounce. Yogurtland is looking to expand both domestically and internatio	Larry Sidoli	VP Franchise Development & Operations	1911 East Wright Circle , Anaheim, CA 92806	714-939-7737	714-939-7738	larry.sidoli@yogurt-land.com	realestate@yogurt-land.com
				Cesar Shih	Director of Real Estate Development	1911 East Wright Circle , Anaheim, CA 92806	714-939-7737 x 131	714-939-7738	cesar.shih@yogurt-land.com	realestate@yogurt-land.com
Golden Corral	goldencorral.net	Yes	For site submissions, please forward via email to the appropriate Real Estate Director listed below, or forward via postal mail to Lori Wrench, Golden Corral Development, 5151 Glenwood Avenue, Raleigh, NC 27612 - Golden Corral® Real Estate Development i	Glen Kinkade	Director of Real Estate-Company Sites	1015 Lauren Lane , Murphy, TX 75094	919-624-4120	972-424-6150	gkinkade@goldencorral.net	gcfadmin@goldencorral.net
Marco's Pizza	marcos.com	Yes		Debbie Allen	Associate, Marcos Franchising	5252 Monroe Street , Toledo, OH 43623	419-720-3074	419-885-5215	dallen@marcos.com	
				Byron Stephens	VP of New Business Development	5252 Monroe Street , Toledo, OH 43623	800-262-7267	419-885-5215	bstephens@marcos.com	
				Steven Hoza	Real Estate Director	5252 Monroe Street , Toledo, OH 43623-3140	419-885-7000		shoza@marcos.com	

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Freshi	0	0	0	0			50	50	100	500	1500				No exhaust required. Flexible footprints and conversions acceptable.	Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
Golden Krust Caribbean Bakery & Grill	0	0	0	0			120	50	100	250	3500				Site dimensions for traditional restaurants range from 500-3500 square feet . Site dimensions for a Kiosk range from 250-499 square feet and must satisfy the design requirements of Golden Krust Franchising, Inc. The company's plans is to open an additio	Campus Site, Downtown, Free Standing, Kiosk, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Jamba Juice	2	45000	50000	0	Average age less than 38 years. Daytime employment greater than 15,000 in 2 mile radius. Strong vehicular and pedestrian traffic counts. Average HH Income should range between $50,000 - $75,000.		752	50	100	1200	1400			Grocery stores, daily needs services, big box retail, quality quick service restaurants.	Minimum 20 foot frontage. End cap, pad or corner location. Highly visible. Abundant parking. Patio seating preferred , short term parking in front of storefront, easy ingress/egress. Kiosks require 180 SF to 230 SF plus remote storage.	Campus Site, Downtown, Kiosk, Lifestyle Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Little Caesars Pizza	0	25000	0	25000	Requires 25,000 to 30,000 people in the trade area with a high percentage of young families.		2400	50	100	1200	1800			Supermarkets, drug stores, dollar stores and video stores.	Prefers free standing buildings or multi tenant pad sites with drive-thru and end caps in active community or neighborhood centers. Easy access during dinner hours. Minimum of 10 dedicated parking spaces. Minimum 20 feet of frontage. Site should allow L	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Rita's Water Ice	3	35000	0	20000		18-25 ft of frontage.	580	50	100	1000	1500			Movie theaters, restaurants, college campuses, movie rental stores, high-end retailers and family entertainment venues.	Urban street-front stores. Prefers highly visible and accessible freestanding buildings. Highly visible and accessible end-cap and in-line positions in larger buildings or strip centers, as well as small pad locations that will accommodate an 1000-1500	Downtown, Free Standing, Lifestyle Center, Regional Mall, Regional Strip
Robeks Fruit Smoothies & Healthy Eats	2	35000	0	25000		Middle to upper income trade area ($60,000+ median household income in 2 miles). High foot traffic location (for office & non-traditional sites). Good employment base (12,000+ employees in 1 mile).	120	50	100	250	1200			Daytime retail draw (grocery, drug stores, etc), mix of high quality food establishments in very close proximity (coffee, sandwiches, other fast-casual restaurants), health clubs, office buildings.	Traditional (street-oriented) locations: 900-1,200 sq. ft., Office/Non-Traditional locations: 250-700 sq. ft. 20+ feet of store front (18 feet minimum leasable frontage). Adequate utilities provide to premises. Dominant position in the trade area locale	Campus Site, Downtown, Free Standing, Kiosk, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Taco Del Mar	0	50000	0	20000	Minimum daytime population of 10,000 in a 2 mile radius. Number of households 40,000 in a 3 mile radius. Minimum 20,000 cars per day on the primary street and 35,000 at a combined intersection.	Primarily white collar employment in the trade area. Predominant consumer lifestyle ranking: Young, Influential, Executive & Suburban.	275	50	100	300	2000		5 years w/2 5 year options		Minimum of 12 dedicated parking spaces. Unrestricted two-way traffic access is preferred. Visible inline storefront or endcap. Non-Traditional locations may include airports, convenience stores, gas stations, truck stops, hospitals, amusement parks, col	Campus Site, Downtown, Free Standing, Gas Station, Medical Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Transit Terminal
Yogurtland	5	50000	0	0	Affluent college educated high profile heavily trafficked locations.	Suburban and urban with strong residential and younger demographic population.	75	50	100	1000	1500		5 years with two 5 year options	Life Style Shopping Centers, Colleges & Universities, Theme Parks, entertainment venues near multi screen theater complexes & strip centers.	1000- 1,500 square feet - approx. 25 seats inside plus patio End Caps, In Line or Conversions of under-performing dessert stores. Patio seating preferred.	Campus Site, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
Golden Corral	1	15000	0	30000	Small Cities/Towns:(Area Population in 3 miles-25,000; Area Population in 5 miles-25,000-50,000; Traffic counts-25,000). Multiple Size/Multiple Site Markets: (Area Population in 1 mile-15,000; Area Population in 3 miles-40,000-70,000; Area Population i		485	40	80	11000	11100	2.5	15 yrs plus two 5 yr renewal options	Major retail locations.	Highly visible location with pylon sign identity; Easy access with traffic control; High traffic intersections, Small city/town: 7829 sq ft w/276 seats and 115 parking spaces. Min. lot size of 60,000-70,000 sq ft. Multiple Size/Site Markets: 11,088-11,6	Free Standing
Marco's Pizza	3	20000	40000	0	Average HH income is between $40,000 - 85,000.		300	40	80	1200	1400		10 years with a 10-year option	Preferred cotenants include Sprint, AT&T Mobility and Blockbuster Video.	A vanilla shell and specific improvements are required.	Neighborhood Strip, Regional Strip, Special Strip

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Retailer Name	Website	Does Retailer Franchise	Comments	Contact(s)	Contact Title	Contact Address	Contact Phone	Contact Fax	Contact Email	Alternate Email	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
Steak N Shake	steaknshake.com	Yes	If you have potential prospects to become Franchisees, feel free to call Bob Franke at 210-380-3753 or 317-656-4560 or go to www.steaknshakefranchises.com for detailed information. Will not secure a site without having a franchisee in place first. Looki	Bill Zanoni	Director of Real Estate	36 South Pennsylvania Street Suite 500, Indianapolis, IN 46204-3634	317-633-4100		bill.zanoni@steaknshake.com		0	0	0	0			500	40	80	2000	4500	1			In Line: 2,000 square feet - Non Traditional: 500 - 800 square feet, in line: Signature menu with more than 50 seats Non Traditional: Signature menu with common area seating (e.g. food court or airport). Recommends parking for 60-65 spaces. Need	Free Standing, Regional Strip, Special Strip
Hungry Howie's Pizza & Subs	hungryhowies.com	Yes		Steve Lorenzo	Executive Vice President, NAI Friedland Realty	666 Central Park Avenue, Yonkers, NY 10704 2019	914 968-8500 x 310	914-968-1810	s.lorenzo@friedlandrealty.com		0	0	0	0	Families, measured by population density of 2.3 per HH or better.	1, 3, 5 mile range for small town or light traffic areas. 1,2,3 mile range for more dense and high traffic areas. Limitation is imposed by need to control delivery time to the door. HH Count 1,3,5 = 4k,12k,18k desired count much higher. Population count	575	35	70	1000	1200		5 years w/ 3 5 yr options	Other QSR, Movie rental, drug store, grocery (not mega), high traffic - similar customer profile tenants.	Primarily in high traffic, in-line retail store centers with easy access to major residential areas. Build to suit or pad close to road.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Spicy Pickle	spicypickle.com	Yes	Toll Free 1 800 711-1002	Brandon Charles	Real Estate & Construction/Project Manager	90 Madison Street Suite 700, Denver, CO 80206 5416	303-951-2547 x 7017	303 297-1903		brandon@spicypickle.com	0	0	0	0			36	32	65	1500	2000			Big box, grocery anchored tenants.	Prefers 2,000 sq. ft. 65 locations are currently in development.	Neighborhood Strip, Regional Strip, Special Strip
Smokey Bones	smokeybones.com	Yes	At Smokey Bones, we specialize in three things: good food, good drinks and good times. We are a bar and fire grill, but not necessarily in that order. We are grill masters who respect the power of the open flame. We like simple, yet flavorful recipes an	Bruce Hawkins	CFO	8529 South Park Circle Suite 410, Orlando, FL 32810	407-355-5800		bhawkins@smokeybones.com		0	0	0	0			50	30	60	2500	6500					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
Smoothie King	smoothieking.com	Yes	Since 1989, Smoothie King has been named #1 franchise in their category 17 times. At the end of 2006, Smoothie King posted over 475 locations operating in 32 states, and more than 25 international locations in Seoul, South Korea. Smoothie King current	John Gurdon	Real Estate Associate	121 Park Place, Covington, LA 70433	985-635-6973 x 144	985-635 6987	johng@smoothieking.com	realestate@smoothieking.com	0	30000	0	20000	HH Income: Above average for DMA.		600	30	60	800	1600		5 years w/ 5 year options		Excellent access and visibility. Ideal frontage of 20 feet with 3-6 parking spaces.	Free Standing, Kiosk, Lifestyle Center, Medical Center, Power Center, Regional Mall, Regional Strip, Transit Terminal
Surf City Squeeze	kahalacorp.com	Yes	Toll Free: 800 438 2500 www.surfcity.com.	Kim Lane	VP of Real Estate	9311 East Via de Ventura Suite 104, Scottsdale, AZ 85258	480-362-4800	480-362-4811	realestate@kahalamgmt.com		3	35000	0	0		Population of 18,000 within a 1 mile radius.	179	30	60	250	250		10 w/1 5yr option	Co-brands: The Great Steak & Potato Co., Ranch 1, Rollerz, Samurai Sam's and Taco Time.	Malls = 20 - 25 feet of frontage preferred in line, 10 x 15 foot Kiosk preferred. 150 square feet. Strips = 400 square feet with 20 - 25 feet of frontage. Office = minimum daytime population of 12,000 with 10 - 15 feet of frontage. 15 x 10 foot cart (	Campus Site, Downtown, Free Standing, Kiosk, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
NAKEDPizza	NAKEDPizza.biz	Yes		Randy Crochet	Real Estate Site Selector	6307 S Miro Street, New Orleans, LA 70125	504-865-0244			randycrochet@gmail.com	0	0	0	0			12	27	54	800	1200				Small stores (800 to 1200 sq ft), Carryout & delivery only! No dining in.	Downtown, Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Carvel	carvel.com	Yes	Toll Free Number: 800 227-8353.	Phil Russo	Sr. Director of Real Estate	4050 Colonial Court, Macon, OH 44256	330 725-2358	888 704-4108	prusso@carvel.com		3	50000	0	0	Prefers an average household size of 2.5+ people, the median age of 40 or below. Median income of $60,000-$100,000. Minimum workplace population of 15,000.		500	25	50	1000	1200		5 years w/options	Strong activity such as schools, theaters, parks, childcare, hospitals and sports facilities.	Prefers 1,200 sq. ft. Prefers end-cap with 20 feet of frontage. High visibility to street and center traffic. At least 20 parking stalls near space. Access to at least 4 points of entry to center.	Downtown, Neighborhood Strip, Regional Mall, Regional Strip, Special Strip
Cracker Barrel	cbrl.com	No	Alternate website: www.crackerbarrel.com. CBRL also owns Logan's Roadhouse. On Nov 26, 2003, CBRL Group announced that the corporation's named would be changed to "Cracker Barrel Old Country Store, Inc".	James Torcivia	Vice President of Development	307 Hartmann Drive, Lebanon, TN 37088-0787	615-444-5533	615-235-4054		jtorcivi@crackerbarrel.com	5	25000	15000	25000	Population of above 40,000 is preferred.	Smaller traffic counts may be acceptable if there are other positive influences in the area.	602	25	50	11000	12000	2.2 3.5		Discount, big box retailers, outlet, hotels and entertainment.	Ideal size is 10,000 square feet. Prefers to own. Prefers by highway. Minimum of 150 parking spaces required.	Free Standing, Power Center
Gordon Biersch	gordonbiersch.com	Yes	Upscale American cuisine & authentic German beer brewed on premises.	John Tugman	Senior Vice President Franchise & Development	201 Riverside Drive Suite 301, Chattanooga, TN 37406	423-424-2000	423-752-1973		jtugman@cwrestaurants.com	0	0	0	0			37	25	25	5000	10000			Upscale.	High ceilings, great visibility, lunch & dinner. "This Broker is looking to open 2 more locations in the next 18 months. His SF range is 7,500 9,000 SF in busy Urban locations."	Downtown, Free Standing, Regional Strip
Mama Fu's Asian House	mamafus.com	Yes	Murphy Adams Restaurant Group was the largest Franchisee of Mama Fu's bought the Mama Fu's Brand in the US and Mexico. For Franchising, contact Mama Fu's Franchise Group, LLC at the above address.	Site Selector	Real Estate	512 East Riverside Drive Suite 250, Austin, TX 78704	512-949 3220	800-805-2147	realestate@mamafus.com		0	0	0	0	Strong Residential and Daytime population.		13	24	48	2500	3200				End cap or in-line unit within a strip center. Adequate parking for restaurant use and take-out. Zoning to accommodate restaurant use and allow for license to serve beer and wine. Strong residential and daytime population. Excellent visibility and acces	Neighborhood Strip, Regional Strip, Special Strip
Yard House	yardhouse.com	No		John Fow	Partner, Sequoia Restaurant & Entertainment Group	610 Newport Center Drive Suite 500, Newport Beach, CA 92660	949-706-6647	949 706-6634	john.few@sequoiacompany.com		0	0	0	0		We target great "park your car once" districts or projects.	36	22	26	10000	12000		10 years w/2 5yr options	Entertainment and upscale.	Prefers lifestyle centers, mixed-use developments or urban districts with substantial entertainment and/or nightlife component. Required patio area: 1500 - 1800 square feet. Will also consider mixed use projects.	Downtown, Lifestyle Center, Power Center, Regional Strip

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Baja Fresh Mexican Grill	bajafresh.com	Yes		Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 270, McLean, VA 22102	202-359-3469	703-847-1435	sthur@thurassociates.com		2	35000	60000	20000	Approximate Household size - 2-3 persons.The average age being 35 years old, household growth 2%. College educated population 50%. Daytime Population of 10,000+ within 1 mile. Median Household income of $60,000+.	Demographics for THIS BROKER are: 1 mile 5,000 households, 5,000 Daytime population and $50,000 Household income; 2 miles 15,000 households, 20,000 Daytime population and $50,000 Household income; 3 miles - 40,000 households, 100,000 Daytime populatio	300	20	40	600	1200		10 years w/ 2 to 3, five-yr options or purchase	High-End, High-Frequency Specialty Retail Centers, Retail Centers, Entertainment Centers (Movie Theaters, Amusement Parks, Museums), Office Buildings, High-Density Residential.	Patio is preferred. 25' frontage minimum, adequate parking with direct access to building entrance, four exclusive ""take out"" paring spaces in front of restaurant. Ability to incorporate patios, awnings and umbrellas to the space preferred. ideal visi	Downtown, Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Fuddruckers	fuddruckers.com	Yes	The fast-casual eateries specialize in large portioned, made-to-order hamburgers and hot dogs, as well as chicken sandwiches, salads, soups, and sides. alternate web address: www.lubys.com	Preston Cunningham	Broker, Cunningham Ventures	3800 Southwest Freeway Suite 305, Houston, TX 77027	281-489-8800	832-443-9982	preston@prestoncunninghamventures.com		4	50000	40000	20000	A predominance of families with children with at least 50% of Population between ages 24 - 54.	Demographic area of 4-miles with population of 50,000 applies to all building types of Fuddruckers.	200	20	40	3000	3500			Movie theaters and entertainment facilities.	FOR THIS BROKER ONLY: Concentration of Retail and/or office, minimum parking of 100 spaces, good access and visibility, ability to get Beer/Wine license. End cap in regional center.	Downtown, Regional Strip, Transit Terminal
HoneyBaked Ham Company and Cafe	honeybakedonline.com	Yes	Toll Free 800-367-7720	Mark Demis	Senior Manager of Facilities & Real Estate	3875 Mansell Road, Alpharetta, GA 30022	678 966-3100	800-728-4426		hbhdevelopment@hbham.com	0	0	0	0			400	20	40	1600	2800				Franchise units w/ Cafe require 1,600-2,000 sq ft and Corporate units w / Cafe require 2,000 - 2,600 sq ft.	Neighborhood Strip, Regional Strip
Huddle House	huddlehouse.com	Yes	The combined organization has continued to expand and today encompasses units throughout the traditional South and new development areas opening in the Mid-Atlantic, Mid-West and the Southwestern United States. Email info to realestate@huddlehouse.com	Site Selector	Corporate Real Estate & Franchising	5901 Peachtree Dunwoody Road Suite B450, Atlanta, GA 30328	770-325-1300	770-394-1970	realestate@huddlehouse.com	franchiseinfo@huddlehouse.com	5	7000	0	8000	Household income ($28,000) to ($70,000). Civilian Unemployment in area (5% - 7%). If less than 5%, finding staff may present a challenge.	Traffic Counts (8,000 min. at intersection or on Hwy). If interstate location (24,000 min traffic count with small town back up of 3,000 pop. in a 3 mile area). 1,600 primary core customers needed to support Huddle House. Average travel time to work-30	430	20	40	1800	2100	.6	15 years w/3 5yr options	Wal-Mart, K-Mart, Lowe's, College and Manufacturing, etc. 24-HR retail/wholesale/warehouse/manufacturing which may enhance 24-HR operations.	Lot size 0.6 acre (min) unless parking can be shared. Parking of roughly one space per 2.5 seats. Limited competition and positioning of store. Co Branding Options are available.	Free Standing
J Gumbo's	jgumbos.com	Yes	J.Gumbo's offers down home Cajun cooking. Dine-in with full seating as well as Take-Out and Catering.	Morey Rotfus	Dir. of Real Estate, Gilbert Group Real Estate	203 East Broad Street, Columbus, OH 43215	614-228-2222 x 14	614-228-5325	mrotfus@gilbertgrouprealestate.com		2	20000	0	20000			20	20	40	1000	2500		5 years	Prefers co-tenants specializing in supermarkets, Discount, Dollar, Pet supply, Sporting goods, Toys, Entertainment, and other restaurants. Activity generators or retail, entertainment that bring people to the area/location.	End-cap, In-line or Free Standing. Prefers 1 acre for Free Standing. Former restaurant sites are a plus.	Campus Site, Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center
Mamma Ilardo's Pizzeria	mammailardos.com	Yes		Harry Ilardo	President/CEO	28 Allegheny Avenue Suite 1207, Towson, MD 21204	410-296 9104	410-662-1936	harry@mammailardos.com		3	40000	38000	15000			60	20	40	600	1900					Campus Site, Downtown, Hotel Lobby, Office Building, Outlet Mall, Regional Mall, Transit Terminal
Maui Wowi Hawaiian Coffees & Smoothies	mauiwowi.com	Yes		Mike Weinberger	VP of Operations	5445 DTC Parkway Suite 1050, Greenwood Village, CO 80111	303-781-7800	303-865-3244	mweinberger@mauiwowi.com		2	30000	50000	25000		Daytime Population of 10,000 employees in a 1 mile radius.	476	20	40	60	2000		10 years w/2 5 year options	Convention centers, national sporting events, leisure activities and health clubs, grocery stores, malls.	Minimum 20 feet of frontage. We can do as little as 60 sq. ft. with our Ka'anapali cart or as large as 2,000 feet with our cafe model. Street/In-Line Locations requires 800-1,000 SF. Drive Thru site requires access to min. 500 SF pad.	Campus Site, Downtown, Kiosk, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Regional Mall, Regional Strip, Special Strip, Transit Terminal
New York Bagel Cafe & Deli	nybagelcafe.com	Yes		Jack Intrator	Sales Associate, MPN Realty, Inc.	1601 Walnut Street Suite 900, Philadelphia, PA 19102-2905	215-413-0900	215-416-0230	retailman1105@gmail.com		0	100000	50000	15000	Population: Metro=100,000. College Market $30,000 in campus trade. HH Income: $40,000-$60,000.		15	20	40	1200	2000		10yrs w/ one (5) yr option		Site Criteria: Store Front, Under Canopy, Sidewalk, and Pylon	Campus Site, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
Stevi B's Pizza Buffet	stevibs.com	Yes	Stevi B's is a value-oriented pizza buffet restaurant designed to meet today's consumer needs.	Melissa McFarlin	Director of Franchise Sales	1165 Northchase Parkway SouthEast Suite 220, Marietta, GA 30067	678-738-7807	770-514-7938	franchise@stevibs.com		0	0	0	0	Regional exposure with 25,000-30,000 people in the trade area and a high percentage of young families.		42	20	40	3500	5000			Discounters, grocery and high volume anchors. Proximity to schools, churches, parks, sports complexes.	High visibility location, end cap preferred, in active community or power centers. Easy access, especially during dinner hours. Minimum of 50 parking spaces. Prefers 3,500-5,000 sq. ft. with a minimum of 40 feet of frontage, will consider larger if rent	Neighborhood Strip, Power Center, Regional Strip, Special Strip
				Peter Kline	Real Estate Site Selector	1165 Northchase Parkway SouthEast Suite 220, Marietta, GA 30067	770-514-7783	770-514-7938	info@stevibs.com																	
Sweet Tomatoes	gardenfreshrestaurantcorp.com	No	Toll Free 1-888-374-8360 - Garden Fresh owns both Souplantation and Sweet Tomatoes - Souplantation is the name of the concept in CA and all other locations outside CA are branded as Sweet Tomatoes.	John Birkner	Director of Real Estate	15822 Bernardo Center Drive Suite A, San Diego, CA 92127	858-312-1897	407-380-7591	jbirkner@gardenfreshcorp.com		5	200000	80000	0	18-54 years of age, with the average being 44. Our guests skew slightly more female and Caucasian. Although men represent a lower percentage of overall guests, they tend to visit more frequently. Lastly, our guests tend to have a slightly higher educati	Preferably, the site should be within a 5 mile ring of approximately 200,000 people with a median family income of 80k+, education: 60%+ some college, and a daytime density of 50,000 people in a 3 mile ring.	74	20	40	4700	5500				We prefer inline end caps with high visibility from the primary road, approximately 4,700-5,500 sq. ft. Requires 80+ parking spaces and Utilities must be stubbed in the pad. Average guest counts are 800-1000 every day.	Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
Villa Fresh Italian Kitchen	villapizza.com	Yes	Villa Enterprise's family of fresh brands is comprised of unique and exciting concepts that offer something to please everyone, no matter what time of day.	Adam Torine	Vice President of Business Development	25 Washington Street, Morristown, NJ 07960-3950	973-285-4800	973-695-0999	atorine@villaenterprises.com	dkemp@villaenterprises.com	0	0	0	0	Prefers site locations with high pedestrian traffic.		225	20	40	550	3500		12 year lease w/1 5 year option		Additional requirements include co-tenancy, exclusive use, level of occupancy, and tenant's vanilla shell, among others.	Campus Site, Downtown, Kiosk, Lifestyle Center, Outlet Mall, Regional Mall, Transit Terminal

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Buz Bistro		No		Greg Caldwell	Owner	PO Box 20808, Roanoke, VA 24018	540-774-0300				0	0	0	0			13	15	30	2000	3000				Free Standing, Endcap, or inline space, Power Centers, Regional Centers, need fast casual synergy; prefer 2nd generation restaurant space	Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
Boston's The Gourmet Pizza	bostons.com	Yes	Boston's is a full-service, pizza-themed, casual dining restaurant and sports bar offering incredible gourmet pizzas (18 varieties) and gourmet pasta, along with a wide variety of other great dishes. Boston's offers a contemporary, sit-down family din	Mike Best	Chief Operating Officer	1501 LBJ Freeway Suite 450, Dallas, TX 75234	972-484-9022	972-484-7630	bestm@bostons.com	vogeld@bostonpizza.com	3	50000	50000	20000	Average income $65,000. Multi family housing within a 3 mile radius. Projected population growth of at least 1.5% annual growth. 30,000 employees within a 3 mile radius.		50	15	30	6000	7000			Major national retail, restaurant, entertainment.	Excellent visibility and ingress and egress. Outdoor patio (1,220 square feet). Must be able to achieve our prototype architecture and liquor license. See floor & architecture plans at http://www.bostons.com.	Free Standing
Fruitati Cafe & Bakery	kahalacorp.com	Yes	Toll Free: 866-452-4252 www.fruitati.com.	Kim Lane	VP of Real Estate	9311 East Via de Ventura Suite 104, Scottsdale, AZ 85258	480-362-4800	480-362-4811	realestate@kahalamgmt.com		1	15000	0	0	Health conscious consumers.		35	15	30	600	1000		10	Rollerz.	Malls = 600 square feet with 20 - 30 feet of frontage. Strips = 1,000 square feet with at least 1 major anchor tenant and a daytime population of 20,000. Office = 25 feet of frontage and a daytime population of 15,000. No menu restrictions.	Campus Site, Downtown, Free Standing, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Jason's Deli	jasonsdeli.com	Yes		Greg Messina	Director of Real Estate	2400 Broadway, Beaumont, TX 77702	409-838-1976	409-832-9994	greg.messina@jasonsdeli.com		3	50000	50000	0			180	15	30	4500	5000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Lenny's Sub Shop	lennys.com	Yes		Ken Kanzaki	Manager of Franchise Development	8295 Tournament Drive Suite 200, Memphis, TN 38125	901-259-6259	901-753-4395	kkanzaki@lennys.com	abryant@lennys.com	1	8000	40000	20000		Prefers dense daytime office population in restaurant district.	160	15	35	1500	2500		5 years w/2 5 year options	National Tenants. The ideal site is located within close proximity of medical facilities, office and industrial parks, as well as large universities or government buildings.	Prefers End Caps and patio seating are a plus. Our ideal center is within 200 feet of the main road, located on an out parcel with approximately 10,000 - 20,000 SF of total retail space in the center. The center should have ample parking available, par	Free Standing, Neighborhood Strip, Power Center, Regional Strip, Special Strip
MaggieMoo's Ice Cream & Treatery	globalfranchize.com	Yes	Toll Free: 800-524-6444 Alternate website: www.maggiemoos.com.	Connie Ragsdale	Real Estate Manager	1346 Oakbrook Drive Suite 170, Norcross, GA 30093-2228	770-514-4857	770-514-4903	cragsdale@gigmanagement.com		0	0	0	0			200	15	30	1100	1300				Preferred locations include Downtown, Kiosk, Anchored Lifestyle Centers, Neighborhood Strip Mall, Power Center, Regional Mall, Regional Strip Mall, Special Strip Mall, Airport, Entertainment Destinations. Expansion plans are for 10-15 locations in 12 m	Downtown, Kiosk, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
				Johnny Bauman	Director of Real Estate and Construction	1346 Oakbrook Drive Suite 170, Norcross, GA 30093-2228	770-514-4949	770-514-4903	jbauman@gigmanagement.com																	
Red Robin Gourmet Burgers	redrobin.com	Yes		Gary Brandon	Senior Franchise Development Specialist	6312 South Fiddler's Green Circle Suite 200 N, Greenwood Village, CO 80111	303-846-6147	303-846-6048			0	75000	65000	0	Prefers family-friendly trade area. Customer base is primarily 54% female and children.	Prefers a strong employment base within 5-10 minute drive of location.	453	15	30	2000	6000		10-15 years w/ 3-5 year options	Prefers upscale, fashion retailers, entertainment retailers or grocery/supermarkets.	Site must have excellent visibility and accessibility with a minimum of 125 parking spaces (some may be shared). Will lease or purchase mall, freestanding pad, conversion or end cap locations. Size of Restaurant: +/- 5,800 sq. ft.	Free Standing, Lifestyle Center, Power Center, Regional Mall
				Chris Stephens	Area Developer, Mach Robin, LLC	PO Box 1065, Sun Valley, ID 83353	208-726-4300 x 12		crs@5bi.com	rcole@5bi.com																
				Jim McCarron	Vice President of Real Estate	6312 South Fiddler's Green Circle Suite 200 N, Greenwood Village, CO 80111	303-846-6081	303-846-6110	jmccarron@redrobin.com																	
				Mark Howe	Area Developer, Rockin' Robin/Sizzling Platter, LL	6312 South Fiddler's Green Circle Suite 200 N, Greenwood Village, CO 80111	801-268-3400	303-846-6048	mhowe@splat.com																	
				Steve Caruso	Regional Vice President of Real Estate	821 Franklin Trace, Zionsville, IN 46077	317-873-0923	317-873-5627	scaruso@redrobin.com																	
Schlotzsky's	focusbrands.com	Yes	Toll Free Number: 800-227-8353. Alternate website: www.schlotzskys.com. Focus Brands is an affiliate of Roark Capital Group.	Sara Wilkins	Director of Real Estate	301 Congress Avenue Suite 1100, Austin, TX 78701	512-236-3925	512-236-3601	swilkins@schlotzskys.com		2	30000	50000	0	Minimum daytime population of 15,000. Median age of 40 and below. Household size of 2.5+.		350	15	30	2400	3500			Strong activity generators such as schools, theaters, parks, childcare, hospitals and sports facilities. Strong anchored centers (Home Depot, Lowe's, Walmart or Target) or high profile convenience centers located in synergistic retail corridors. High (	End-cap with drive thru preferred with minimum 40 feet of frontage. Outdoor patio seating in appropriate markets. Freestanding conversions considered. High visibility to street and to center traffic. At least 20 stalls for parking near space and at leas	Downtown, Free Standing, Neighborhood Strip, Outlet Mall, Regional Mall, Regional Strip, Special Strip
Vocelli Pizza	vocellipizza.com	Yes		Mark Lando	President of Franchise	1005 South Bae Street, Pittsburgh, PA 15220	412-919-2100	412-937-9204			3	12000	55000	0		A household count of at least 15,000 in a 3 mile radius.	150	15	30	1200	1500		5 years w/ 3 - 5 year options	Dry Cleaners, Day Care Centers, Grocery Stores, Blockbuster, Subway.	The Vocelli Pizza concept can be adapted to virtually any site with the appropriate demographics. The size of the space should be 1100-1400 square feet with a minimum of 15 feet of frontage, and the ideal being 18 feet. There is good highway / road access.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
First Watch	firstwatch.com	Yes	At First Watch, we believe in putting our customers first. We begin each day at the crack of dawn, slicing fresh fruits and vegetables, baking muffins and whipping up our French toast batter from scratch. We're committed to freshness—using some of the f	Jessica Replogle	Marketing Director	8027 Cooper Creek Blvd. #103, University Park, FL 34201	941-907-9800	941-907-8033		jreplogle@firstwatch.com	4	40000	0	25000	Median Household income of $60,000 within 2 miles. Daytime density of 20,000+ employees within a 2 mile radius. Residential Density - 40,000+ HH within 4-mile radius. Daytime Employment Density - 6,000+ within 2-miles	Targeted residential customer base and professional daytime employment densities should be in close proximity and relevant.	87	14	28	3300	3750		10 years w/2 5yr. options	Visibility to the desired co-tenant and/or co-tenant mix is crucial. Great co-tenants without visibility is not acceptable. Lifestyle centers with high volume top-tier grocery stores (Publix, Kroger, Harris Teeter), in combination with book retailers an	Minimum parking of 45 relevant spaces during the breakfast and lunch day parts. Easy access at a signalized intersection is strongly preferred. Left in access must be convenient, ingress and egress must be convenient (measured by the sales volume of the	Downtown, Free Standing, Neighborhood Strip, Regional Strip, Special Strip

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Best O'Brady's	bestobradys.com	Yes	Toll Free: 800-728-8678.	Gene Savage	Franchise Sales & Real Estate Manager	5510 West LaSalle Street Suite 200, Tampa, FL 33607	813-226-2333 x 211	813-226-0030
Grandy's	grandys.com	Yes		Beth Robel	Real Estate, Construction & Development Franchisin	1717 Elm Hill Pike Suite A1, Nashville, TN 37210	800-266-2926	
Sunny Street Cafe	sunnystreetcafe.com	Yes	Rise & Dine announced on Aug 7, 2009 that it planned to change its name to Sunny Street Cafe as the franchise expands into Canada. The Transition will occurred gradually, allowing time for customers to understand the change. The new website, www.sunnyst	Scott Moffitt	President of Franchise Opportunities	274 Marconi Boulevard Suite 260, Columbus, OH 43215-2363	888-303-6230 x105	614-396-5035
Cafe Rio	caferio.com	Yes	Toll Free: 1-888-468-9255.	Donald Lewandowski	Chief Development Officer	2825 East Cottonwood Parkway Suite 360, Salt Lake City, UT 84121	801-930-6005	801-930-6090
China Max	magicwokmanagement.com	Yes	"Fresh all the way" fast casual restaurants, "Magic Wok launches its innovative quick service Chinese concept targeted to the food court market.	Leon Wu	Chief Executive Officer/Real Estate	10175 W Twain Avenue Suite 130, Las Vegas, NV 89147	702 462-8000	702-427-4879
Emerald City Smoothie	emeraldcitysmoothie.com	Yes	Emerald City Smoothie was founded in 1996 when a man turned his dual passions for healthy, great-tasting smoothies and for helping others achieve their health goals into a business.	Julie Vance	Vice President of Operations	845 106th Avenue Suite 200, Bellevue, WA 98004	206-230-5556	206-530-5559
Fazoli's	fazolis.com	Yes	"The Fazoli's concept was created in 1988 by Jerrico, then the parent company of Long John Silver's. Two years and five restaurants later, the concept was sold to Seed Restaurant Group, Inc., also based in Lexington. Today, Fazoli's has grown from a ha	Wayne Timberman	Leasing Agent/Broker	408 Shoemaker Drive, Carmel, IN 46032-1159	317-443-1159	317-569-8119
Kona Ice	kona-ice.com	Yes		Shawn Hickey	Franchise Sales & Development	5945 Centennial Circle, Florence, KY 41042	800-566-2423	
Little Tokyo	magicwokmanagement.com	Yes	Little Tokyo pioneers authentic Japanese cooking on the steam grill.	Leon Wu	Chief Executive Officer/Real Estate	10175 W Twain Avenue Suite 130, Las Vegas, NV 89147	702-463-8000	702-427-4879
Outback Steakhouse	outback.com	No		Teresa Schaaf	Project Coordinator	2202 North West Shore Boulevard 5th Floor, Tampa, FL 33607-5747	813-282-1225 x 1331	813-282-9195
Port of Subs	portofsubs.com	Yes		John R. Larsen	CEO	5362 Mae Anne Avenue Suite A29, Reno, NV 89523	775-747-0555	775-747-1510
Tasti D-Lite	tastidlite.com	Yes	Tasti D-Lite is the world's leading provider of great-tasting, good-for-you desserts served in a customer-focused environment.	Donn Jacobssen	Broker, 360 GlobalFran, LLC	300 Carlsbad Village Drive Suite 108A-13, Carlsbad, CA 92008	760-803-7837	760-434-9935
We're Rolling Pretzel Company	wererolling.com	Yes	Toll Free: 888-549-7655.	Kevin Krabill	President	2500 West State Street P.O. Box 6106, Alliance, OH 44601	330-823-0575	330-821-8908

Retailer Name	Contact Email	Alternate Email	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments
Best O'Brady's			3	30000	50000	25000	Median Household income of $50,000. Strong Daytime population and growth area. 20% under age of 17.	Focus Area-Southeast/Midwest US.
Grandy's	bethrobel@grandys.com		0	0	0	0		
Sunny Street Cafe			0	0	0	0		
Cafe Rio	dlewandowski@caferio.com		0	0	0	0		
China Max	lwu@higmgt.com		0	0	0	0		
Emerald City Smoothie	julie@emeraldcitysmoothie.com		0	0	0	0		
Fazoli's	wtimberman@msn.com		3	40000	40000	0		
Kona Ice	info@kona-ice.com		0	0	0	0		
Little Tokyo	lwu@higmgt.com		0	0	0	0		
Outback Steakhouse	siteselectiondept@outback.com	teresaschaaf@outback.com	1	10000	75000	25000		3 miles: Population-70,000, # of HH-30,000, Average HH income-$65,000. 5 miles: Population-150,000, # of HH - 80,000, Average HH income - $55,000.
Port of Subs	jlarsen@portofsubs.com		1	3000	0	0	Daytime employment is a very important part of your customer base. In most cases it is necessary to have at least 3,000 4,000 daytime employees as a minimum customer base within a one mile radius of the restaurant. Approximately 60% of a store's busines	Middle to upper-middle income with average household income above average for the area. " We attract both Blue-collar and White-Collar workers with the biggest user age group ranging from 18 to 50 years old and a mix of 50/50 male to female. " Our typic
Tasti D-Lite	donn@360globalfran.com		0	0	0	0		
We're Rolling Pretzel Company	kkrabill@wererolling.com		0	0	0	0		

Retailer Name	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
Best O'Brady's	214	12	24	3600	4200		5 - 10 years with 5yr. options	Major retail areas. Grocery/Supermarket (Publix, Etc.), Discounters (Target, Wal-Mart, Etc.) & other big box retailers. Movie theatres with 8+ screens.	Minimum 60 ft. frontage and 40+ parking spaces. End-caps, located in grocery-anchored suburban strip centers or out parcel buildings, will consider other options and closed restaurant space.	Free Standing, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Grandy's	72	12	24	4000	4500				Expansion is dependent on Franchisees.	Free Standing, Lifestyle Center, Power Center
Sunny Street Cafe	15	12	24	4000	6000				Projected openings in the next 10 years include 50 new locations in OH, 25 in MO and 50 in TX.	Free Standing
Cafe Rio	48	10	12	1000	2500					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
China Max	202	10	20	0	500		10 years			Campus Site, Downtown, Free Standing, Gas Station, Hotel Lobby, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Emerald City Smoothie	82	10	20	600	1000					Campus Site, Free Standing, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center
Fazoli's	233	10	20	2400	2800					Free Standing
Kona Ice	150	10	20	1000	2500					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Little Tokyo	202	10	20	500	1000		10 years			Campus Site, Downtown, Free Standing, Gas Station, Hotel Lobby, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Outback Steakhouse	900	10	20	5000	6500			Better quality retailers, grocery stores, specialty retailers, books stores, and other restaurants.	End-caps & in line considered. Minimum of 120-125 parking spaces. Minimum seating capacity of 200-230 and 42-50 tables. Minimum ceiling height of 10 feet. Prefer porch design architecture with a minimum of 60 feet of frontage. Store count is for all loc	Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip
Port of Subs	150	10	25	1000	1500		5 years with options	Strong neighborhood shopping centers anchored by a grocery store. Regional power centers big box retailer such as Wal Mart, Target, Home Depot and Kohl's.	Industrial and/or Office areas strong daytime business. Strong residential and/or commercial growth areas.	Campus Site, Downtown, Free Standing, Neighborhood Strip, Office Building, Power Center, Regional Strip, Special Strip
Tasti D-Lite	57	10	20	600	1200					Campus Site, Free Standing, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip
We're Rolling Pretzel Company	44	10	20	200	1000		5 years			Campus Site, Downtown, Gas Station, Hotel Lobby, Kiosk, Lifestyle Center, Medical Center, Office Building, Outlet Mall, Regional Mall, Transit Terminal

Retail Tenant Database - Sorted by Retail Type and 12-Month Expansion Plans

Retailer Name	Website	Does Retailer Franchise	Comments	Contact(s)	Contact Title	Contact Address	Contact Phone	Contact Fax	Contact Email	Alternate Email
Winchell's Donut House	winchells.com	Yes		Samantha Stephens	Administrative for Real Estate Managers	16530 East San Jose Avenue , City of Industry, CA 91748-1325	626-964-1478	626 912 2779		sstephens@yumyumdonuts.com
Yogen Fruz	yogenfruz.com	Yes		Sara Kubatski-Ozkt	VP of Franchise Development	210 Shields Court , Markham, Ontario, L3R 8V2, Canada, CA 0	905-479-8762 x 238	905 479 3275	sarah@yogenfruz.com	info@yogenfruz.com
Old Chicago	craftworksrestaurants.com	Yes		John Tugman	VP of Real Estate	2001 Riverside Drive Suite 3100, Chattanooga , TN 37406	423 424-2000	423-752-1973		kpunchard@cwrestaurants.com
Anthony's Coal Fired Pizza	anthonyscoalfiredpizza.com	No		Jayson Siano	Managing Principal, Sabre Real Estate Group	500 Old Country Road , Garden City, NY 11530	516-874-8070 x 501		jayson@sabreny.com	
Cheddar's Casual Cafe	cheddars.com	No		Joe Multi	Senior VP of Restaurant Development	2250 W John Carpenter Freeway Suite 560, Irving, TX 75063-2797	214 596 6777	972 871-0679	realestate@cheddars.com	jmulti@cheddars.com
Spoon Me	spoonme.com	Yes		Real Estate Site Find REp.	Retail Specialist, Mountain West Retail Investment	376 East 400 South Suite 120, Salt Lake City, UT 84111	801-456-8800	801-456-8813		
Applebee's	dineequity.com	Yes		Andrea Gladson	Senior Specialist Development	8140 Ward Parkway , Kansas City, MO 64114	913 890-0131	913-890 9131		andrea.gladson@applebees.com
bd's Mongolian Barbeque	gomongo.com	Yes	BD's Mongolian Barbeque® is the world's number one Create Your Own Stir Fry restaurant concept where the guests choose their own ingredients from a great variety of meats, seafood, vegetables, sauces and spices. The food is then prepared by ma	Bill Chatt	VP of Real Estate & Construction	12281 Nicollet Avenue South , Burnsville, MN 55337	952-288-2300	248 398 5837	bchatt@gomongo.com	
Bear Rock Cafe	bearrockcafe.com	Yes	Bear Rock Cafe is the mountain fresh restaurant franchise that offers its guests a warm and comfortable neighborhood destination for breakfast, lunch, and dinner in a cozy, upscale nature-inspired atmosphere. Our quick-casual concept features friendly s	Site Selector	Real Estate	212 Crossroads Boulevard , Cary, NC 27518	919-455-4221	919-270-7529		
Buca di Beppo	bucadibeppo.com	No	Buca di Beppo Resturants are located in the following states - AZ, CA, CO, DC, FL, GA, HI, IL, IN, KY, MD, MA, MI, MN, MO, NV, NM, NY, NC, OH, PA, TN, TX, UT, WA, WI.	John Thall	Senior Vice President of Business Development	1300 Nicollet Mall Suite 5003, Minneapolis, MN 55403	612-225-3400 x 15538		jthall@bucainc.com	
Carrabbas Italian Grill	bloominbrands.com	No	Alternate website: www.carrabbas.com.	Teresa Schaal	Project Coordinator	2202 North West Shore Boulevard 5th Floor, Tampa, FL 33607-5747	813-282-1225 x 1331	813-282-9195	siteselectiondept@outback.com	teresaschaal@outback.com
				Jon Ahrendt	Director of Business Development	2202 North West Shore Boulevard 5th Floor, Tampa, FL 33607-5747	813-282-1225	813-282-9195	siteselectiondept@outback.com	jonahrendt@outback.com
Country Kitchen	countrykitchenrestaurants.com	Yes	Kitchen Investment Group, which does business as Country Kitchen International, owns and operates the Country Kitchen family dining chain locations in 25 states, mostly in the Midwest."" (hoovers.com). The company co-brands many of its locations with	Chuck Mocco	Senior Director of Franchise Development	1289 Deming Way Suite 212, Madison, WI 53717	888-359-3235 x 185	608-833-9080		cmocco@countrykitchen.net
Doc Green's Gourmet Salads	ravingbrands.com	Yes	www.docgreens.com	Spencer Reid	Director of Franchise Sales	1801 Peachtree Street Northeast Suite 160, Atlanta, GA 30309	404 351-3500	678 999 0514	realestate@ravingbrands.com	

Retailer Name	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
Winchell's Donut House	1	20000	0	12000	Daytime population is 8000 in 1 mile radius. Median household income is $20,000 - $ 60,000.		170	10	20	1000	1500				Preferred lot size is 15,000-20,000 sq. ft. Parking requirements are 6-10 spaces. Excellent visibility. Ingress/Egress desires signalized intersection. Seating requires 15-20.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Yogen Fruz	0	0	0	0			1200	10	20	150	1500				Street Level/Walk In Store: 500-1200 SF or larger. In-line: 250-450 SF. Kiosk 100-200 SF. Heavy pedestrian traffic.	Campus Site, Free Standing, Kiosk, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Old Chicago	3	65000	50000	0			102	7	14	5800	6500	2.5	10 years w/3 5-yr options		Prefers 6,500 sq ft and approximately 220-250 seats plus additional patio seating. 125 parking spaces.	Downtown, Free Standing, Power Center, Regional Mall, Regional Strip, Special Strip
Anthony's Coal Fired Pizza	3	60000	65000	0		High levels of population and offices for lunch and dinner. Upscale areas with high household income.	27	6	10	2800	4000		5 years w/4 5yr options		50 - 80 parking spaces- not dedicated. This Broker is looking for slightly larger spaces.	Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Cheddar's Casual Cafe	0	75000	0	25000		High Traffic flow - Minimum car count of 25,000 (ideally 75,000).	64	6	12	7800	8500	3			Market retail sales of $75 million. Prefers 1.75 to 2.5 acres in order to lay out building with a Parking capacity for 140-160 vehicles.	Free Standing
Spoon Me	5	100000	0	0		Target demographic: primarily women ages 13-45.	10	6	12	1000	1500				Endcap or high profile inline preferred.	Campus Site, Free Standing, Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip
Applebee's	5	50000	0	20000	Mid to High Income Demographics, good residential and daytime population.		2000	5	10	5000	6000		20 years w/4 5 yr options	Home Depot, Lowes, Target and Wal Mart, Entertainment Venues.	Venture Commercial is seeking 5,000 - 5,600 SF on 50,000 - 70,000 SF of land. Prefers freestanding but will consider street locations in dense, urban &/or hard to penetrate markets. Minimum of 125 parking spaces.	Free Standing, Neighborhood Strip, Power Center, Regional Mall
bd's Mongolian Barbeque	0	120000	55000	25000	Greater than 60% white collar and 60% college educated. Residential population of 120,000 or more in targeted trade area. Daytime population of 25,000 or more in targeted trade area. Median household income greater than $55,000.	Traffic volumes fronting site 25,000+ and/or adjacent intersection with high traffic volumes.	35	5	10	5500	7000			Coffee shops, specialty boutiques, banks, movie theaters, comedy clubs, micro-breweries, universities/colleges, hospitals, office parks, special event venues and other generators of mid-day and evening traffic.	**Preferably store front or free standing sites in mid-scale urban neighborhoods and regional suburban markets with strong restaurant synergy. Availability of liquor license is mandatory. Target restaurant size of 5,500 square feet. Larger or smaller spa	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Bear Rock Cafe	2	20000	0	25000	Targets ages 25-54 with a wide range of household incomes.	Median household income of $50,000+ preferred. Business employment count of 35,000+ within a 3-mile radius.	3	5	10	2500	3500		5-7 years w/ 2 5yr options	Community or lifestyle shopping center with strong neighborhood dynamics in established or high growth retail corridor.	Minimum 35-45 feet of store frontage. Minimum of 95 seats. Convenient ingress and egress. Signalized access is preferred. Prefers end cap of shopping center or multi tenant outlet space with exterior seating.	Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip
Buca di Beppo	0	0	0	0			86	5	10	1500	3500					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Regional Strip, Special Strip
Carrabbas Italian Grill	1	15000	35000	25000		3 Mile Demographics: 35,000 households with an average income of $50,000.	237	5	10	5100	6300			Better quality retailers, grocery stores, specialty retailers, books stores, and other restaurants.	End-caps & in line considered. Minimum of 120-125 parking spaces. Minimum seating capacity of 180-220. 38-45 tables. Minimum ceiling height of 10 feet. Prefer covered patio architecture with a minimum of 60 feet of frontage.	Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip
Country Kitchen	5	80000	0	0			215	5	10	3000	5000	1	20 years		Land required is 1.25 acres for free standing units, with at least 140 seats. Free Standing Units can be completely new construction or conversions from pre existing restaurants. Strip Mall locations are an ideal alternative for cost containment. These	Free Standing, Hotel Lobby, Neighborhood Strip, Regional Strip, Special Strip
Doc Green's Gourmet Salads	0	0	0	0	82% have a college degree or higher. Average age is 36.8	Average drive time is 6.9 minutes.	8	5	10	2000	2800			All tenants considered.	End cap preferred. Patio dining area preferred. - Interior build out is highly adaptable to fit urban, power, strip, free-standing, mall, lifestyle or omni centers. All locations with high visibility and maximum signage will be considered.	Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip

Retail Tenant Database - Sorted by Retail Type and 12-Month Expansion Plans

Retailer Name	Website	Does Retailer Franchise	Comments	Contact	Contact Title	Contact Address	Contact Phone	Contact Fax	Contact Email	Alternate Email
Figaro's Pizza	figaros.com	Yes		Rick Glenn	Director of Franchise Development	1500 Liberty Street Southeast Suite 160, Salem, OR 97302	503-371-9318 x 205	503-363-5364		rickg@figaros.com
FreshBerry	freshberry.net	Yes	Franchise Development Office 877-993-7262.	Phil Blystone	Senior Vice President of Real Estate	8801 South Yale Suite 400, Tulsa, OK 74137	918-488-8727	918-497-1916	franchise@freshberry.net	contact@freshberry.net
Juice Zone	juicezone.com	Yes	International Office Address:Suite 411, 20238 Fraser Highway Langley, BC V3A 4E6 Canada Tel: 01.778.278.2475 Fax 01.778.278.2476.	Cole Parker	Franchise Development Manager	20238 Fraser Highway Suite 411, Langley, BC V3A 4E6 Canada, CA 0	888-584-2301	788-298-5318	cole@juicezone.com	
Lone Star Steakhouse & Saloon	lonestarsteakhouse.com	No		John Kinzer	Senior Real Estate / Facilities Manager	5055 West Park Boulevard Suite 500, Plano, TX 75093	214-754-8870		jkinzer@hudson-advisors.com	
Mellow Mushroom	mellowmushroom.com	Yes		Felicia Lowe	Director of Franchise and Development	150 Great South West Parkway , Atlanta, GA 30336	404-505-2806	404-505-2805	franchise@mellowmushroom.com	
Paradise Bakery & Cafe	panerabread.com	No		Site Selector	Real Estate	6710 Clayton Road , Richmond, MO 63117	314-633-7100	314-633-7200	corporate@paradisebakery.com	
Pinkberry	pinkberry.com	Yes		Ryan Patel	Director of Real Estate Development	6310 San Vincente Boulevard Suite 100, Los Angeles, CA 90448	323-932-6800	323-932-6805	ryan.patel@pinkberry.com	
Pita Pit	pitapitusa.com	Yes	"Pita Pit was founded on the idea that people want an exciting alternative to fast food restaurants—a place with great tasting food that's healthy, fresh, and still served fast."	Corey Bowman	Director of Franchise Development	105 North 4th Street Suite 208, Coeur D'Alene, ID 83814	208-765-3326	208-667-7694	corey.bowman@pitapitusa.com	bill.wilfong@pitapitusa.com
				Graham Hanson	Real EState	105 North 4th Street Suite 208, Coeur D'Alene, ID 83814	208-660-3259	208-667-7694	Hansongrahm.hanson@pitapitusa.com	
Pizza Fusion	pizzafusion.com	Yes	Franchise Driven.	Mark Begelman	Real Estate Development	399 NW 2nd Avenue Suite 216, Boca Raton, FL 33432	954-202-1919	561-620-3040	info@pizzafusion.com	
Quaker Steak & Lube	quakersteakandlube.com	Yes	Chicken wings can be ordered in six different quantities, from just six wings to a mega bucket that serves the whole gang. The choice of 16 sauces ranges from the gentle ""Ranch"" to the blazing ""Atomic"" (so hot you have to sign a release form). ""	Zeb Hastings	Real Estate Manager	101 Chestnut Street , Sharon, PA 16146	724-981-6571		zhastings@thelube.com	
Rollerz Rolled Sandwiches	kahalacorp.com	Yes	Toll Free: 800-438-2590 www.rollerz.com.	Kim Lane	VP of Real Estate	9311 East Via de Ventura Suite 104, Scottsdale, AZ 85258	480-362-4800	480-362-4811	realestate@kahalamgmt.com	
Roy's Hawaiian Fusion	outback.com	No	Alternate website: www.roysrestaurant.com.	Teresa Schaal	Project Coordinator	2202 North West Shore Boulevard 5th Floor, Tampa, FL 33607-5747	813-282 1225 x 1331	813-282-9195	siteselectiondept@outback.com	teresaschaal@outback.com
Sarku Japan	sarkujapan.com	Yes	Fast Food Restaurant. Alternate Address: 7650 Birchmount Road, Markham, Ontario, Canada L3R 6B9. Alternate phone: 905-474-0710 ext. 727 or Toll Free: 800-688-3856.	Shirley Kul	Leasing Director	44 Wall Street 12th Floor, New York, NY 10005	905-474-0710 x694			
ShotCakes	shot-cakes.com	No	"It's Cake, It's Ice Cream, It's Delicious".Alt. Number : 781-221-2200.	Anthony Feola	Executive Director/Co-Founder	111 Salem Street , Boston, MA 2113	617-429-4167		anthony@shot-cakes.com	n_ject@yahoo.com
Southern Maid Donut Shop	southernmaiddonuts.com	Yes		A H Hargrove	President	3615 Cavalier Drive , Garland, TX 75042	972-272-6425	972-276-3549		information@southernmaiddonuts.com
Steak-Out	steakout.com	Yes		Peter Petrosian	COO/Real Estate Site Selector	3091 Governors Lake Drive Suite 500, Norcross, GA 30071	678-533-6000		peter@steakout.com	
The Brass Tap	brasstapbeerbar.com	No		Shary Thur	President & CEO, Thur & Associates	8260 Greensboro Drive Suite 270, McLean, VA 22102	202-359-3469	703-847-1435	sthur@thurassociates.com	

Retailer Name	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
Figaro's Pizza	0	0	0	0			75	5	10	1500	1800					Neighborhood Strip, Regional Strip, Special Strip
FreshBerry	0	0	50000	0		High daytime population.	24	5	10	800	1200					Campus Site, Neighborhood Strip, Regional Mall, Regional Strip, Special Strip
Juice Zone	0	0	0	0			50	5	10	100	1500				Cafe Lounge: 500-1500 SF. Kiosk: 100-300 SF. Prefers Shopping Malls (kiosk and food court), Train stations, airports, office towers, hospitals, universities, large department stores (kiosk).	Campus Site, Downtown, Free Standing, Kiosk, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Lone Star Steakhouse & Saloon	5	50000	0	0	Prefers large population between the ages of 25 and 54.		100	5	10	5500	6200			Need Big Box retail anchors which include Target, Wal-Mart, Lowes, Kohl's.	Minimum 150 feet of frontage and 130 parking spaces.	Free Standing
Mellow Mushroom	0	0	0	0			85	5	10	4000	5000					Downtown, Free Standing
Paradise Bakery & Cafe	0	0	0	0			73	5	10	4500	5000		10 years	Crate & Barrel, Anthropologie & Williams-Sonoma.		Downtown, Free Standing, Lifestyle Center, Regional Mall
Pinkberry	0	0	0	0			115	5	10	1000	2000					Downtown, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
Pita Pit	1	15000	45000	25000			125	5	10	1200	1600					Downtown, Neighborhood Strip, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Pizza Fusion	0	0	0	0		Active trade area with above average daytime and residential density. Above average median income relative to the Metropolitan Statistical Area. Ideal traffic counts are 30 - 50K CPD.	75	5	10	1500	1800				Easy ingress/egress, near traffic lights, left turn-in, left turn-out preferred; convenient and ample parking adjacent to restaurant (at least 50-60 spaces in the immediate area). End-cap or multi-tenant out parcel building only. Excellent visibility !	Campus Site, Downtown, Free Standing, Lifestyle Center, Medical Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip
Quaker Steak & Lube	0	0	0	0			47	5	10	5000	10000	2				Free Standing
Rollerz Rolled Sandwiches	1	20000	0	0			6	5	10	700	700		10 w/1 5yr option	Co-brands, Samurai Sam's, Surf City Squeeze and Frullati.	Malls = 600 square feet with 20 - 30 feet of frontage. Strips = 1,000 square feet with 20 - 30 feet of frontage and at least 1 major anchor tenant. Office = 600 square feet with 25 feet of frontage.Co-brands, Samurai Sam's, Surf City Squeeze and Frullati.	Campus Site, Downtown, Free Standing, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Roy's Hawaiian Fusion	1	15000	35000	25000		3 Mile Demographics: 35,000 households with an average income of $50,000.	29	5	10	5000	5581			Better quality retailers, grocery stores, specialty retailers, books stores, and other restaurants.	Minimum of 120-125 parking spaces. Minimum seating capacity of 180-220 and 38-45 tables. Minimum ceiling height of 10 feet. Prefer patio design with a minimum of 50 feet of frontage.	Free Standing, Hotel Lobby, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip
Sarku Japan	0	0	0	0			230	5	10	1200	3500					Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
ShotCakes	0	0	0	0		Areas with heavy foot traffic.	1	5	10	250	600				Any space with a lot of foot traffic such as travel terminals or amusement parks.	Campus Site, Downtown, Free Standing, Gas Station, Hotel Lobby, Kiosk, Lifestyle Center, Medical Center, Neighborhood Strip, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Southern Maid Donut Shop	0	0	0	0			95	5	10	1200	1200					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Steak-Out	0	0	0	0			100	5	10	1500	1600					Neighborhood Strip, Regional Strip, Special Strip
The Brass Tap	0	0	0	0			17	5	10	2500	3500				Area for an outside patio preferred.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip

Retail Tenant Database - Sorted by Retail Type and 12-Month Expansion Plans

Retailer Name	Website	Does Retailer Franchise	Comments	Contact	Contact Title	Contact Address	Contact Phone	Contact Fax	Contact Email
Wall Street Deli	wallstreetdeli.com	Yes		Gary Occhiogrosso	Chief Development Officer	14 Penn Plaza Suite 1305, New York, NY 10122	212-359-3600	212-359-3601	info@trufoods.com
Western Sizzlin	western sizzlin.com	Yes	"In addition to great steaks, you'll find a variety of other tasty entrees like chicken, seafood, country vegetables and hot fresh baked breads and desserts. If you're looking for a family restaurant that serves a quality meal at an exceptional value;	Jerry Plunkett	Director of Franchise Relations	401 Albemarle Ave Southeast, Roanoke, VA 24013 2323	540-345-3195	877-329-6300	jplunkett@western sizzlin.com
Wow Cafe & Wingery	wingery.com	Yes		Ryan Stansbury	Franchise Development Director	109 New Camellia Boulevard Suite 200, Covington, LA 70433	985-792-5776 x 116	985-792-1201	
Yolk	eatyolk.com	Yes		Spero Adamis	CEO, Cornerstone Commercial Partners II, LLC	33 North LaSalle Street Suite 1930, Chicago, IL 60602	312-348-1000 x335	312-348-1001	spero@ccptwo.com
California Dreaming Restaurant and Bar	centraarchy.com	No		Kal Smith	Assistant	236 Albemarle Road, Charleston, SC 29407	843-571-0096	843-763-4412	
Copeland's of New Orleans	alcopeland.com	Yes		Glen Slavich	Director of Franchise Operations	1001 Harimaw Court, South, Metairie, LA 70001	504-620-3740	504-401-0401	gslavich@alcopeland.com
Crazy Pita	crazypita.com	No		Preston Cunningham	Broker, Cunningham Ventures	3800 Southwest Freeway Suite 305, Houston, TX 77027	281-489-8800	832-443-9962	preston@prestoncunninghamventures.com
On The Border	goldengatecap.com	No	Brinker sold On The Border to Golden Gate Capital in July 2010.	Josh Olshansky	Managing Director	One Embarcadero Center 39th Floor, San Francisco, CA 94111	415-983-2700	415-983-2701	
Rock Bottom Restaurants	rockbottom.com	No		Thomas McCarty	Broker, MKJ Advisors	15695 West 67th Place, Arvada, CO 80007	303-432-0047	303-432-0064	tmccarty@earthlink.net
The Capital Grille	dardenrestaurants.com	No	Alternate Website www.capitalgrille.com.	Tom McCarty	Broker, MKJ Advisors	15695 West 67th Place, Arvada, CO 80007	303-432-0047	303-432-0064	tmccarty@mkjadvisors.net
America's Incredible Pizza Company	incrediblepizza.com	Yes		Tia Clemens	Administrative Assistant	2522 South Campbell Avenue, Springfield, MO 65807	417-890-1408 x 206		tclemens@incrediblepizza.com
Fox Sports Grill	foxsportsgrill.com	No	B&B Restaurant Ventures is creating a network of sports bars. The company develops and operates the FOX Sports Grill chain, which offers a menu of appetizers, sandwiches, burgers, and steaks in an upscale atmosphere that includes dozens of televisions s	Site Selector	Real Estate	410 North Dillard Street Suite 104, Winter Garden, FL 34787	407-287-6800		corporate.comments@foxsportsgrill.com
Islands Fine Burgers & Drinks	islandsrestaurants.com	No		Lewis Jackson	V Real Estate & Development	5750 Fleet Street Suite 120, Carlsbad, CA 92008	760-268-1800	760-918-1519	ljackson@islandsrestaurants.com
O'Charley's	ocharleysinc.com	Yes	Franchise Dept: 877-772-0001.	Phil Trello	Real Estate Contact, O'Charley's	3038 Sidco Drive, Nashville, TN 37204	615-256-8500	615-782-5044	
Ruby's Diner	rubys.com	Yes		Ted Belshe	Director of Real Estate	557 Wald, Irvine, CA 92618	949-644-7829	949-644-4625	tbelshe@rubys.com
Seattle's Best Coffee	seattlesbest.com	No		Larry Metzdar	National Store Development Manager	1844 PO Box 3717, Seattle, WA 98124-8891	206-318-7288	206-903-3557	lmetzdar@seattlesbest.com

Retailer Name	Alternate Email	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
Wall Street Deli		0	0	0	0			21	5	10	800	2000					Campus Site, Downtown, Medical Center, Office Building, Transit Terminal
Western Sizzlin		0	0	0	0		Why not give yourself a break and bring the gang to Western Sizzlin's family friendly steakhouse! We love kids, which is why we make it a priority to have tons of healthy kid's meal options and specialty items on the buffet that are sure to make your	135	5	10	7500	8500		20/10		"Basic site requirements include a populated area with a large number of people within one, three and five mile radius and high traffic counts."	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Wow Cafe & Wingery	ryans@wingery.com	3	30000	0	0		Lunch/Daytime Population of 4,500 within a 1-mile radius. Median household income of $35,000 or greater within 3 miles.	47	5	10	500	3200			Locations in or near market areas with office parks, medical centers, universities, commercial business, tourist areas, etc.	Highly visible grocery store or major drug store anchored shopping centers, strip centers or retail corridors. Unobstructed visibility of storefront signage from road and center. End-cap space with drive-thru capability. Easily accessible and adequate p	Campus Site, Downtown, Kiosk, Neighborhood Strip, Regional Mall, Regional Strip, Special Strip
Yolk		0	0	0	0			3	5	10	4800	5200			Near Colleges, Universities and Hotels.		Campus Site, Downtown, Free Standing, Hotel Lobby, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
California Dreaming Restaurant and Bar	ksmith@centraarchy.com	0	0	0	0			9	4	8	2500	5500					Downtown, Free Standing, Neighborhood Strip
Copeland's of New Orleans		0	0	0	0			21	4	8	6000	8000					Free Standing
Crazy Pita		0	0	0	0			1	4	8	2500	2500			Lifestyle centers.	Looking for End caps and Second Generation restaurants. Opening 4 locations in the Dallas Market.	Lifestyle Center
On The Border		0	0	0	0		Stable or expanding retail or residential market. Trade area hub position (Established On The Border Markets only).	162	4	8	3600	6000	2	Prefers to own	Prefers a Regional Center w/a minimum of 450,000 sq.ft. with a Big Box retailer such as Wal-Mart, Target, Lowe's, Home Depot, Costco, Sam's, Theatres, etc.	On The Border prototype requires 4000-6000 SF and seating for 140-230.	Free Standing, Lifestyle Center, Power Center, Regional Strip
Rock Bottom Restaurants		0	0	0	0			35	4	8	9500	10500					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Regional Mall
The Capital Grille		0	0	0	0			44	4	8	7000	10000					Downtown, Hotel Lobby, Office Building, Regional Mall, Special Strip
America's Incredible Pizza Company		0	250000	0	25000			16	3	6	20000	70000		15 years		High Traffic "A" locations. Requires a large space and we have found that there are many empty grocery stores, Wal-Mart, K-Mart type buildings that are ideally located and can often be leased or purchased at extremely favorable rates. Must have visib	Free Standing
Fox Sports Grill		0	0	0	0	Mid-High Income. High Population Count.		6	3	6	10000	13000					Downtown, Free Standing, Regional Strip
Islands Fine Burgers & Drinks		5	150000	75000	0		Daytime business populations nearby preferred.	54	3	6	4000	5500				Seeking high visibility conversions, purchases, ground leases or build-to-suits. Parking: 100 non exclusive stalls.	Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
O'Charley's		0	0	0	0			234	3	6	6000	6000					Free Standing
Ruby's Diner		0	0	0	0	Upscale Hiring Income base.		42	3	6	4000	5000					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Regional Strip, Special Strip
Seattle's Best Coffee		2	30000	70000	0	Traffic Count: Busy commuter roads, locations on morning commute side of the street.		550	3	6	1200	2200		5-10yrs		Type of Center: Downtown Urban, Major Retail/Grocery Anchors.	Free Standing

Retail Tenant Database - Sorted by Retail Type and 12-Month Expansion Plans

Retailer Name	Website	Does Retailer Franchise	Comments	Contact	Contact Title	Contact Address	Contact Phone	Contact Fax	Contact Email	Alternate Email
Abe & Louie's	tavistockrestaurants.com	Yes	Back Bay Restaurants consists of Abe & Louie's, Atlantic Fish Company, Bouchee, Charley's, Coach Grill, Joe's American Bar & Grill, and Papa Razzi. They were purchased by Tavistock Restaurant Group, LLC.	Cal Marsh	VP of Real Estate	6945 Stefani Drive, Dallas, TX 75225	214-341-7689		cmarsh@freebirds.com	
AquaKnox	tavistockrestaurants.com	Yes	Aquaknox is a luxurious seafood restaurant in The Venetian Resort-Hotel-Casino Las Vegas.	Cal Marsh	VP of Real Estate	6945 Stefani Drive, Dallas, TX 75225	214-341-7689		cmarsh@freebirds.com	
Atlantic Fish	tavistockrestaurants.com	Yes	Back Bay Restaurants consists of Abe & Louie's, Atlantic Fish Company, Bouchee, Charley's, Coach Grill, Joe's American Bar & Grill, and Papa Razzi. They were purchased by Tavistock Restaurant Group, LLC.	Cal Marsh	VP of Real Estate	6945 Stefani Drive, Dallas, TX 75225	214-341-7689		cmarsh@freebirds.com	
Benihana	benihana.com	Yes	="The main course at Benihana comes with an appetizer of culinary entertainment. The company's flagship chain of teppanyaki-style Asian restaurants offers a dining experience that is part theater as wisecracking, fast-chopping chefs prepare the meals on a	Adam Hlavaty	Senior Director of Real Estate	8750 NW 36th Street Suite 300, Miami, FL 33178	305-702-2819	305-592-6371	ahlavaty@benihana.com	
Biaggi's Ristorante Italiano	biaggis.com	No		Todd Hovenden	Founder & CEO	1705 Clearwater Avenue, Bloomington, IL 61704	309-664-2148	309-664-2149	thovenden@biaggis.com	
Black Bear Diner	blackbeardiner.com	Yes	"Family dining concept, providing excellent food and value, served in a fun, uniquely bear themed atmosphere, by friendly, committed and knowledgeable employees with 50 locations in the Western U.S."	Natalie Becker	Franchise Development	2515 Park Marina Drive Suite 201, Redding, CA 96001-2831	530-243-2327	530-243-8934	natalie.becker@blackbeardiner.com	
Cafe del REY	tavistockrestaurants.com	Yes	Seafood Restaurant located in Marina del Rey, CA.	Cal Marsh	VP of Real Estate	6945 Stefani Drive, Dallas, TX 75225	214-341-7689		cmarsh@freebirds.com	
California Cafe	tavistockrestaurants.com	Yes	Two locations in CA.	Cal Marsh	VP of Real Estate	6945 Stefani Drive, Dallas, TX 75225	214-341-7689		cmarsh@freebirds.com	
Charlie's	tavistockrestaurants.com	No	Back Bay Restaurants consists of Abe & Louie's, Atlantic Fish Company, Bouchee, Charley's, Coach Grill, Joe's American Bar & Grill, and Papa Razzi. They were purchased by Tavistock Restaurant Group, LLC.	Cal Marsh	VP of Real Estate	6945 Stefani Drive, Dallas, TX 75225	214-341-7689		cmarsh@freebirds.com	
Coach Grill	tavistockrestaurants.com	Yes	Back Bay Restaurants consists of Abe & Louie's, Atlantic Fish Company, Bouchee, Charley's, coach Grill, Joe's American Bar & Grill, and Papa Razzi. They were purchased by Tavistock Restaurant Group, LLC.	Cal Marsh	VP of Real Estate	6945 Stefani Drive, Dallas, TX 75225	214-341-7689		cmarsh@freebirds.com	
Donatos	donatos.com	Yes		John Houck	VP of Development	935 Taylor Station Rd, Columbus, OH 43230	614-416-7700	614-416-7701	jhouck@donatos.com	
Firebirds Wood Fired Grill	firebirdsrestaurants.com	No		Joe Daniels	Director of Real Estate	13850 Ballantyne Corporate Place Suite 450, Charlotte, NC 28277	704-944-5180	704-944-5181	jdaniels@firebirdsrestaurants.com	
Flying Biscuit	ravingbrands.com	Yes	Alternate website: www.flyingbiscuit.com. Breakfast all day and eclectic American cuisine.	Spencer Reid	Director of Franchise Sales	1801 Peachtree Street Northeast Suite 160, Atlanta, GA 30309	404-392-3315	678-999-0514	realestate@ravingbrands.com	
HomeTown Buffet	buffet.com	Yes	Toll Free 800-871-0956.	Site Selector	Real Estate Contact	1020 Discovery Road Suite 100, Eagan, MN 55121	651-994-8608	651-365-2356	franchise@buffetsinc.com	
Howl At The Moon	howlatthemoon.com	No		Brian Sweeney	Director of Development	30 West Hubbard Street Suite 200, Chicago, IL 60654	312-644-2262	312-644-2263	Brian.Sweeney@howlatthemoon.com	
Joe's American Bar & Grill	tavistockrestaurants.com	Yes	American Joe's Bar & Grill is listed on both Tavistock & Bay Back Restaurant Groups. Contact info: Bay Back Restaurant Group TR LLC, 284 Newbury Street, Boston, MA 02115. 617-536-2800.	Cal Marsh	VP of Real Estate	6945 Stefani Drive, Dallas, TX 75225	214-341-7689		cmarsh@freebirds.com	
Lucille's Smokehouse BBQ	lucillesbbq.com	No		Michael Dubin	President, Michael Dubin & Associates	348 14th Street, Santa Monica, CA 90402	310-795-9677	310-395-2733	michael@mdubin.com	
Max Brenner	maxbrenner.com	No		Avi Aharon	Real Estate Director	37 West 17th Street Suite 5-E, New York, NY 10011-5503	212-388-0030	212-675-2304		
Napa Valley Grille	tavistockrestaurants.com	Yes	Locations in CA, MN.	Cal Marsh	VP of Real Estate	6945 Stefani Drive, Dallas, TX 75225	214-341-7689		cmarsh@freebirds.com	

Retailer Name	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
Abe & Louie's	0	0	0	0			32	2	4	3000	10000				Store Count includes ALL Back Bay Restaurant Concepts.	Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
AquaKnox	0	0	0	0			1	2	4	1500	4500					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Regional Strip, Special Strip
Atlantic Fish	0	0	0	0			32	2	4	3000	10000				Store Count includes ALL Back Bay Restaurant Concepts.	Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
Benihana	10	800000	0	0	College education + minimum of 22% in 1-3 miles. Median income levels will be reviewed on an area by area basis.	Prefers bulk of population within a 30 minute drive time.	63	2	4	7000	8000				Minimum of 100 parking spaces including cross easement and valet in select markets. Dining Capacity - 16 hibachi tables - seating 128 patrons. Beverage Capacity - bar 20 patrons, lounge 70 patrons.	Free Standing, Neighborhood Strip, Regional Mall, Regional Strip, Special Strip
Biaggi's Ristorante Italiano	0	0	0	0			22	2	4	8500	10000					Free Standing, Lifestyle Center, Neighborhood Strip, Regional Strip, Special Strip
Black Bear Diner	0	0	0	0			50	2	4	1200	3500					Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Cafe del REY	0	0	0	0			1	2	4	1500	4500					Downtown, Free Standing, Neighborhood Strip, Regional Strip, Special Strip
California Cafe	0	0	0	0			2	2	4	1500	2500					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Regional Strip, Special Strip
Charlie's	0	0	0	0			32	2	4	3000	10000				Store Count includes ALL Back Bay Restaurant Concepts.	Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
Coach Grill	0	0	0	0			32	2	4	3000	10000				Store Count includes ALL Back Bay Restaurant Concepts.	Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Donatos	0	0	0	0			200	2	4	1500	3000					Downtown, Free Standing
Firebirds Wood Fired Grill	0	0	0	0			21	2	4	6500	8500					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Flying Biscuit	0	0	0	0	Average age is 18-54.	Average drive time is 7.1 minutes.	12	2	4	1500	2500				End cap and patio seating preferred. Interior buildout is highly adaptable to fit urban, power, strip, free-standing, mall, lifestyle or omni centers.	Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
HomeTown Buffet	5	150000	50000	25000		Median HH income is $40K - $55K; densely populated retail trade areas; 60%-70% Family/Mature population mix.	360	2	4	9500	11500	2-2.5		One million+ retail SF within 1/2 mile; well recognized large box anchored retail centers.	Architecturally prominent end-cap or infire existing; 2-2.5 acres on sites for development; Seating: 300-375; Parking: 130-175; Area Retail: >750,000 sq ft GLA.	Free Standing, Neighborhood Strip, Power Center, Regional Mall, Regional Strip, Special Strip
Howl At The Moon	0	0	0	0			14	2	4	4000	6500					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Regional Mall, Regional Strip, Special Strip
Joe's American Bar & Grill	0	0	0	0			32	2	4	1500	4500					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Regional Strip, Special Strip
Lucille's Smokehouse BBQ	0	0	0	0			16	2	4	2500	5000					Free Standing
Max Brenner	0	0	0	0			4	2	4	3000	5000				Locations with at least 30 feet of frontage (corners preferred).	Downtown, Neighborhood Strip, Regional Strip, Special Strip
Napa Valley Grille	0	0	0	0			2	2	4	1500	4500					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Regional Strip, Special Strip

Retail Tenant Database - Sorted by Retail Type and 12-Month Expansion Plans

Retailer Name	Website	Does Retailer Franchise	Comments	Contact(s)	Contact Title	Contact Address	Contact Phone	Contact Fax	Contact Email	Alternate Email
Nothing Bundt Cakes	nothingbundtcakes.com	Yes		Jonas Barber	Franchise Department	9711 South Eastern Avenue Suite H10, Las Vegas, NV 89183	702-361-2047	702 361-5268	contact@nothingbundtcakes.com	
Rudino's Pizza and Grinders	rudinos.com	Yes	Rudino's Pizza and Grinders was "born in the Carolina's" in 1995 by the Rudd Family in Cary, North Carolina.	Mark Rudd	Principal	1937 High House Road, Cary, NC 27519-8452	919-782-3545		ruddm@rudinos.com	
Sapporo	tavistockrestaurants.com	Yes	Japanese Restaurant located in Scottsdale, AZ.	Cal Marsch	VP of Real Estate	6945 Stefani Drive, Dallas, TX 75225	214-341-7689		cmarsh@redbirds.com	
Timpano	tavistockrestaurants.com	Yes	Italian Restaurant with locations in FL and MD.	Cal Marsh	VP of Real Estate	6945 Stefani Drive, Dallas, TX 75225	214 341 7689		cmarsh@redbirds.com	
Wood Ranch BBQ & Grill	woodranch.com	No		Chris Thompson	Real Estate	610 Newport Center Drive Suite 500, Newport Beach, CA 92660	949-706-6647			chris@sequoiacompany.com
16 Handles	16handles.com	Yes	32 Yogurt locations in NJ, NY, CT, DC, FL, MD. Franchise Contact: Erik Mallon, VP Franchise Development (203-256 8166).	Patrick Pantano	Director of Franchise Department	38 East 29th Street 6th Floor South, New York, NY 10016	212-260-4416		franchise@16handles.com	ppantano@16handles.com
Culinary Drop Out	foxrc.com	No		Beth Bradford	Consultant, B2 and Company	5449 N Old Ranch Rd, Park City, UT 84098	435-649-6433	435-649-6440	beth@b2andcompany.com	
Dixie Cream Donut Co.	dixiecreamdonuts.com	Yes	Toll Free 888-86-DIXIE	Phil Bystone	Senior Vice President of Real Estate	8801 South Yale Avenue Suite 400, Tulsa, OK 74137-3539	918 488-9727	918-497-1916		
Golden Spoon Frozen Yogurt	goldenspoon.com	Yes		Roger Clawson	CEO	30212 Tomas Ste 365, Rancho Santa Margarita, CA 92688	949-709-2750			
Just Salad	justsalads.com	No		Nick Kenner	Real Estate	320 Park Avenue, New York, NY 10022	212-244-1111			
Mario Maria	mariomariarestaurants.com	No		Rhonda Diaz Calloway	Partner, Terranomics	201 California Street Suite 800, San Francisco, CA 94111	415-568-3402	415-485-1341	rdiaz@terranomics.com	
Modern Steak	foxrc.com	No		Beth Bradford	Consultant, B2 and Company	5449 N Old Ranch Rd, Park City, UT 84098	435-649-6433	435-649-6440	beth@b2andcompany.com	
North Fattoria Italiano	foxrc.com	No		Beth Bradford	Consultant, B2 and Company	5449 N Old Ranch Rd, Park City, UT 84098	435 649 6433	435 649 6440	beth@b2andcompany.com	
O&Co.	oliversandco.com	No		Rosa Malindreicos	Real Estate	412 Lexington Avenue, New York, NY 10017-0028	212-983 0028			malindreicos@oliversandco.com
Olive & Ivy Restaurant & Market Place	foxrc.com	No		Beth Bradford	Consultant, B2 and Company	5449 N Old Ranch Rd, Park City, UT 84098	435 649 6433	435-649-6440	beth@b2andcompany.com	
Pappadeaux Seafood Kitchen	pappas.com	No		Preston Cunningham	Broker, Cunningham Ventures	3800 Southwest Freeway Suite 305, Houston, TX 77027	281-489-8800	832-443-9962	preston@prestoncunninghamventures.com	
Pappas Bar B Q	pappas.com	No		Preston Cunningham	Broker, Cunningham Ventures	3800 Southwest Freeway Suite 305, Houston, TX 77027	281-489 8800	832 443 9962	preston@prestoncunninghamventures.com	
Pappas Bros. Steakhouse	pappas.com	No		Preston Cunningham	Broker, Cunningham Ventures	3800 Southwest Freeway Suite 305, Houston, TX 77027	281-489 8800	832-443-9962	preston@prestoncunninghamventures.com	
Pappas Burger	pappas.com	No		Preston Cunningham	Broker, Cunningham Ventures	3800 Southwest Freeway Suite 305, Houston, TX 77027	281-489-8800	832 443-9962	preston@prestoncunninghamventures.com	
Pappas Grill	pappas.com	No		Preston Cunningham	Broker, Cunningham Ventures	3800 Southwest Freeway Suite 305, Houston, TX 77027	281-489 8800	832-443-9962	preston@prestoncunninghamventures.com	
Pappa's Seafood House	pappas.com	No		Preston Cunningham	Broker, Cunningham Ventures	3800 Southwest Freeway Suite 305, Houston, TX 77027	281-489-8800	832-443-9962	preston@prestoncunninghamventures.com	
Pappasito's Cantina	pappas.com	No		Preston Cunningham	Broker, Cunningham Ventures	3800 Southwest Freeway Suite 305, Houston, TX 77027	281-489-8800	832-443 9962	preston@prestoncunninghamventures.com	
Sauce Pizza & Wine	foxrc.com	No		Beth Bradford	Consultant, B2 and Company	5449 N Old Ranch Rd, Park City, UT 84098	435-649-6433	435-649 6440	beth@b2andcompany.com	
Takorea	mytakorea.com	No	After developing a cult following and being featured on the Food Network, chef Tomas Lee teamed up local businessmen and foodie Mark Hadad to bring Atlanta a full service Korean Taqueria like no other. The concept is simple; provide creative, fresh, an	Harold Shumacher	President, The Shumacher Group	3188 Saybrook Drive NE, Atlanta, GA 30319 2440	404 240 0040	404-266-9271	harold@shumacher.com	

Retailer Name	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
Nothing Bundt Cakes	0	0	0	0	High population desired.		27	2	4	1800	2000				Close proximity to daytime populations, prefer pedestrian friendly centers. Located in highly populated areas with good visibility, easy accessibility and high traffic count.	Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Rudino's Pizza and Grinders	0	0	0	0	High Residential and Commercial Demographics.		11	2	4	2500	3000				In line.	Lifestyle Center, Neighborhood Strip, Outlet Mall, Power Center, Regional Strip, Special Strip
Sapporo	0	0	0	0			1	2	4	1500	4500					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Regional Strip, Special Strip
Timpano	0	0	0	0			4	2	4	1500	4500					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Regional Strip, Special Strip
Wood Ranch BBQ & Grill	0	0	0	0			14	2	4	1500	4000					Free Standing, Lifestyle Center, Neighborhood Strip, Regional Strip, Special Strip
16 Handles	0	0	0	0			42	1	2	1200	2000				Minimum 20' frontage.	Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Culinary Drop Out	0	0	0	0			3	1	2	5000	7000					Downtown, Free Standing
Dixie Cream Donut Co.	0	0	0	0			5	1	2	1500	2100					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Golden Spoon Frozen Yogurt	0	0	0	0			125	1	2	800	1500					Downtown, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Just Salad	0	0	0	0			5	1	2	500	2000					Downtown, Neighborhood Strip, Regional Strip, Special Strip
Mario Maria	0	0	0	0			2	1	2	6500	8000					Free Standing, Regional Strip
Modern Steak	0	0	0	0			1	1	2	5000	7000					Downtown, Free Standing
North Fattoria Italiano	0	0	0	0			2	1	2	5000	7000					Downtown, Free Standing
O&Co.	0	0	0	0			10	1	2	2000	5000					Downtown, Neighborhood Strip, Regional Mall, Regional Strip, Special Strip
Olive & Ivy Restaurant & Market Place	0	0	0	0			1	1	2	5000	7000					Downtown, Free Standing
Pappadeaux Seafood Kitchen	0	0	0	0			22	1	2	11000	13000				Prefers 12,000 SF. Currently, 2nd Generation restaurant opportunities are being evaluated.	Free Standing
Pappas Bar B Q	0	0	0	0			17	1	2	4500	8000				Currently, 2nd Generation restaurant opportunities are being evaluated.	Free Standing
Pappas Bros. Steakhouse	0	0	0	0			1	1	2	5000	10000				Currently, 2nd Generation restaurant opportunities are being evaluated.	Free Standing
Pappas Burger	0	0	0	0			2	1	2	2500	5000				Currently, 2nd Generation restaurant opportunities are being evaluated.	Free Standing
Pappas Grill	0	0	0	0			1	1	2	4500	9000				Currently, 2nd Generation restaurant opportunities are being evaluated.	Free Standing
Pappa's Seafood House	0	0	0	0			7	1	2	7000	12000				Currently, 2nd Generation restaurant opportunities are being evaluated.	Free Standing
Pappasito's Cantina	0	0	0	0			14	1	2	5000	12000				Currently, 2nd Generation restaurant opportunities are being evaluated.	Free Standing
Sauce Pizza & Wine	0	0	0	0			9	1	2	5000	7000					Downtown, Free Standing
Takorea	0	0	0	0	Middle-upper middle class markets. Heavy emphasis on daytime employment.		1	1	2	2500	3000					Free Standing

Retail Tenant Database - Sorted by Retail Type and 12-Month Expansion Plans

Retailer Name	Website	Does Retailer Franchise	Comments	Contact(s)	Contact Title	Contact Address	Contact Phone	Contact Fax	Contact Email	Alternate Email	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
Tazik's	tazikicafe.com	No	High quality concept with emphasis on freshness - soups, salads, sandwiches, with a Greek/Mediterranean flair.	Harold Shumacher	President, The Shumacher Group	3188 Saybrook Dr NE, Atlanta, GA 30319-2440	404-240-0040	404-266-9271	harold@shumacher.com		0	0	0	0		White collar daytime employment, discerning evening business.	20	1	3	2000	2500				Expanding into urban and suburban markets.	Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
The Arrogant Butcher	foxrc.com	No		Beth Bradford	Consultant, B2 and Company	5449 N Old Ranch Rd, Park City, UT 84098	435-649-6433	435-649-6440	beth@b2andcompany.com		0	0	0	0			1	1	2	5000	7000					Downtown, Free Standing
The Greene House	foxrc.com	No		Beth Bradford	Consultant, B2 and Company	5449 N Old Ranch Rd, Park City, UT 84098	435-649-6433	435-649-6440	beth@b2andcompany.com		0	0	0	0			1	1	2	5000	7000					Downtown, Free Standing
True Food	foxrc.com	No		Beth Bradford	Consultant, B2 and Company	5449 N Old Ranch Rd, Park City, UT 84098	435-649-6433	435-649-6440	beth@b2andcompany.com		0	0	0	0			6	1	2	5000	7000					Downtown, Free Standing
Wetzlo	kahalacorp.com	Yes	Toll Free: 800-438-2590 www.kisstheconegoodbye.com.	Kim Lane	VP of Real Estate	9311 East Via de Ventura Suite 104, Scottsdale, AZ 85258	480-362-4800	480-362-4811	realestate@kahalamgmt.com		0	0	0	0			3	1	1	250	400			Co-brands: The Great Steak & Potato Co., Ranch 1, Rollerz, Samurai Sam's and Taco Time. Recommended to be a co-brand operation (Cart or Kiosk).	Malls = 10 x 15 foot Kiosk preferred. 200 square feet with 20 - 25 feet of frontage (in line). Strips = 400 sq ft with 25 feet of frontage. Office = 400 square feet with 250 square feet of storage. 10 - 15 feet of frontage preferred (in line). 15 x 10 K	Downtown, Kiosk, Lifestyle Center, Office Building, Outlet Mall, Power Center, Regional Mall, Regional Strip, Special Strip, Transit Terminal
Wildflower American Cuisine	foxrc.com	No		Beth Bradford	Consultant, B2 and Company	5449 N Old Ranch Rd, Park City, UT 84098	435-649-6433	435-649-6440	beth@b2andcompany.com		0	0	0	0			1	1	2	5000	7000					Downtown, Free Standing
Yia Yia Mary's	pappas.com	No		Preston Cunningham	Broker, Cunningham Ventures	3800 Southwest Freeway Suite 305, Houston, TX 77027	281-489-8800	832-443-9962	preston@prestoncunninghamventures.com		0	0	0	0			1	1	2	4500	9000				Currently, 2nd Generation restaurant opportunities are being evaluated.	Free Standing
Zinburger Wine & Burger Bar	foxrc.com	No		Beth Bradford	Consultant, B2 and Company	5449 N Old Ranch Rd, Park City, UT 84098	435-649-6433	435-649-6440	beth@b2andcompany.com		0	0	0	0			3	1	2	5000	7000					Downtown, Free Standing
Grocery																										
Safeway	safeway.com	No	Safeway is a Fortune 100 company and one of the largest food and drug retailers in North America. During 2011 we plan to invest approximately $1 billion in capital expenditures and open 26 new replacement Lifestyle stores while completing 30 Lifestyle r	Don Wright	Senior Vice President of Real Estate & Engineering	5918 Stoneridge Mall Road, Pleasanton, CA 94588-3229	925-467-3000	925-738-1206	don.wright@safeway.com		0	0	0	0	We develop stores in prominent urban and suburban locations.		1694	30	60	42000	55000		20 year fixed rate with 12- 5-yr renewal options		Primary new store prototype is 55,000 sq. ft, we also build 42,000-65,000 sq. ft. stores as local circumstances dictate. We require that our stores be located in the most prominent position of the center guaranteeing good access and high visibility -	Free Standing, Lifestyle Center, Regional Strip
Save A Lot	supervalu.com	No	Save-A-Lot is the nation's leading hard discount grocer operating nearly 1300 locations across the US & Caribbean and is a wholly owned subsidiary of SUPERVALU.	Joe McKecka	Supervalu Retail Market Development	100 Corporate Office Drive, Earth City/St. Louis, MO 63045	314-264-7854	314-592-9819	joseph.mckecka@supervalu.com	realestate@save-a-lot.com	0	20000	40000	0	High percentage of families with children.	Population of at least 35,000 in the primary trade area, 20,000 in rural areas. Median household income of $40,000 or less.	1300	30	60	10000	20000	2		Value-oriented retailers.	Sites zoned to allow grocery. Existing inline retail space preferred. Excellent line of sight for visibility. 5 parking spaces per 1,000 sq. ft. Retrofit or ground up sites. Receiving dock adequate for 53 foot semi trailers.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
				Tom Germann	Market Development Manager, West	25832 SE 154th Street Issaquah, Earth City, WA 98027	425-891-9847																			
				Bob Ferratto	Senior Development Manager	100 Corporate Office Drive, Earth City, MO 63045	314-592-9472	314-592-9686	bob.ferratto@savealot.com	Bob.R.Ferratto@savealot.com																
				Wayne Kirk	Director, East Region	1504 Society Drive, Claymont, DE 19703	302-792-9260 x 202	302-792-2689	wayne.d.kirk@savealot.com	realestate@save-a-lot.com																
Alco Discount Stores	duckwall.com	No		Wayne Peterson	Senior Vice President of Real Estate	401 Cottage Avenue, Abilene, KS 67410	785-263-3350 x 164	785-263-7531	wpeterson@alcostores.com		0	0	0	0		Smaller communities lacking any big boxes.	256	25	50	25000	26000	3	15 years w/options for 15 yrs in seg. of 3 yrs.	Grocery, hardware stores.	Minimum 275 feet of frontage. Prefers land size of 3.0 acres.	Free Standing, Lifestyle Center, Neighborhood Strip, Special Strip
Harris Teeter	harristeeter.com	No	Toll Free: 800-432-6111.	Scott Wippel	Vice President of Real Estate	701 Crestdale Drive, Matthews, NC 28105	704-844-3910	704-844-3476	swippel@harristeeter.com		0	0	0	0			203	20	40	48000	70000					Free Standing, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Trader Joe's	traderjoes.com	No		Kevin Deighan	Manager, IDS Real Estate	12 Vail Road Suite 600, VAIL, CO 81657	970-476-3436	970-476-1986	deighanone@aol.com		3	90000	50000	0			350	20	40	10000	14000	1.75			Will consider freestanding, in-line and mixed use with 85 feet of frontage. Looking for 80 dedicated parking spaces.	Free Standing, Neighborhood Strip, Power Center, Regional Strip, Special Strip
				Silva Zeneian	Vice President of Corp Services, IDS Real Estate	515 South Figueroa Street Suite 1600, Los Angeles, CA 90071	213-347-6432	213-627-9937																		
Sprouts Farmers Markets	sprouts.com	No		Seth Brown	Vice President of New Store Development	11811 North Tatum Boulevard Suite 2400, Phoenix, AZ 85028	480-814-8016	480-814-8017	sethbrown@sprouts.com		0	0	0	0	Upper 1/3 of MSA for income, 35% or better of 25 years or older with 4 year college degree		139	16	32	23000	28000				Prefers build to suit.	Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Whole Foods Market	wholefoodsmarket.com	No		Ruth Jolley	Managing Principal, Location3	532 Seaward Road, Corona del Mar, CA 92625	949-723-3041	949-209-0399	ruth@location3.us		10	200000	0	0	Large number of college-educated residents.	Minimum population in demographic area 200,000 with in a 20 min drive time.	304	10	30	40000	75000			Upscale.	Abundant parking available for our exclusive use. Freestanding preferred, would consider complimentary co tenancy. Easy access from roadways, lighted intersection. Excellent visibility, directly off of the street. Must be located in a high traffic area.	Downtown, Free Standing, Neighborhood Strip, Regional Strip
Bottom Dollar Food	bottomdollarfood.com	No		Andy Couch	Managing Director, DJM Realty	445 Broadhollow Road Suite 225, Melville, NY 11747	207-850-7154	631-752-1231	acouch@djmrealty.com		0	0	0	0			14	7	14	18000	18000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Sunflower Farmers Market	sfmarkets.com	No		Lucy Kelton	VP of Real Estate	1323 Castle Pointe Circle, Castle Rock, CO 80108	303-330-4809 x 137	303-759-0445	lkelton@sfmarkets.com		0	0	0	0	35% College Education with Bachelor's Degree or above.		40	8	8	25000	30000				Prefers 155 feet of frontage.	Free Standing, Neighborhood Strip, Regional Strip, Special Strip
H Mart	hmart.com	Yes	"International Premium Super Market".	Song Choi	Real Estate Site Selector	300 Chubb Avenue, Lyndhurst, NJ 07071	201-507-9900		schoi@hmart.com		0	0	0	0	Areas with high Asian populations.		34	5	10	40000	70000			Some locations also have subtenants.		Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip

Retail Tenant Database - Sorted by Retail Type and 12-Month Expansion Plans

Retailer Name	Website	Does Retailer Franchise	Comments	Contact	Contact Title	Contact Address
Natural Grocers	naturalgrocers.com	No	Natural Grocers by Vitamin Cottage was established in 1955 by Margaret and Philip Isely, parents of the current owners. They started the business by going door to door in Golden, Colorado, selling whole grain bread and sharing nutrition information with	Lon Martinez	Real Estate Manager	12612 West Alameda Parkway, Lakewood, CO 80228
Winn-Dixie	winndixie.com	No		Nancy Hoffman	Real Estate Coordinator, Winn-Dixie	5050 Edgewood Court, Jacksonville, FL 32254-3699
Kings Super Markets	kingsfoodmarkets.com	No		Fred Brohm	CSO/EVP	700 Lanidex Plaza, Parsippany, NJ 07054
My Food Depot	myfooddepot.com	No		Gerald Taylor	President, All American Quality Foods, Inc	100 S Berry Street, Stockbridge, GA 30281
Reams Food Stores	reamsfoods.com	No		Rod Allred	Real Estate Site Selector	160 East Claybourne Street, Salt Lake City, UT 84115
Smith's Food & Drug Centers, Inc.	smithsfoodanddrug.com	No	Smith's is a subsidiary of The Kroger Companyoperating 132 stores in UT, NV, NM, AZ, MT, ID, WY.	Steve Sorensen	Real Estate Manager	1550 South Redwood Road, Salt Lake City, UT 84104

Retailer Name	Contact Phone	Contact Fax	Contact Email	Alternate Email	Demographic Mile Range	Population Min. Within Range	Average Household Income	Traffic Count	Customer Base	Other Comments
Natural Grocers	303 986 4600				0	0	0	0		
Winn-Dixie	904-783-5000				0	0	0	0		
Kings Super Markets	973-463-6378				0	0	0	0		
My Food Depot	770-474-5904	770-474-7285			0	0	0	0		
Reams Food Stores	801-485-8451	801-485-0845	cs@reamsfoods.com		0	0	0	0		
Smith's Food & Drug Centers, Inc.	801-974-1475		steve.sorensen@smithsfoodanddrug.com	steve.sorensen@kroger.com	0	0	0	0		

Retailer Name	Current Number of Stores	Stores in Next 12 Months	Stores in Next 24 Months	Minimum Square Feet	Maximum Square Feet	Facility Acres	Facility Lease Duration	Co-tenants	Facility Comments	Facility Type
Natural Grocers	57	5	10	2500	10000					Downtown, Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Winn-Dixie	483	5	10	40000	80000					Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip
Kings Super Markets	25	2	4	17500	35000					Free Standing, Lifestyle Center, Neighborhood Strip, Regional Strip
My Food Depot	25	1	2	18000	50000					Free Standing
Reams Food Stores	9	1	2	36000	45000					Free Standing, Neighborhood Strip, Regional Strip, Special Strip
Smith's Food & Drug Centers, Inc.	133	0	0	75000	125000					Free Standing, Lifestyle Center, Neighborhood Strip, Power Center, Regional Strip, Special Strip

Pleasant View
Economic Plan – Summary Findings

Realities & Opportunities

Realities

- There are healthy demographics for population growth, median incomes, housing prices, and housing trends in Pleasant View

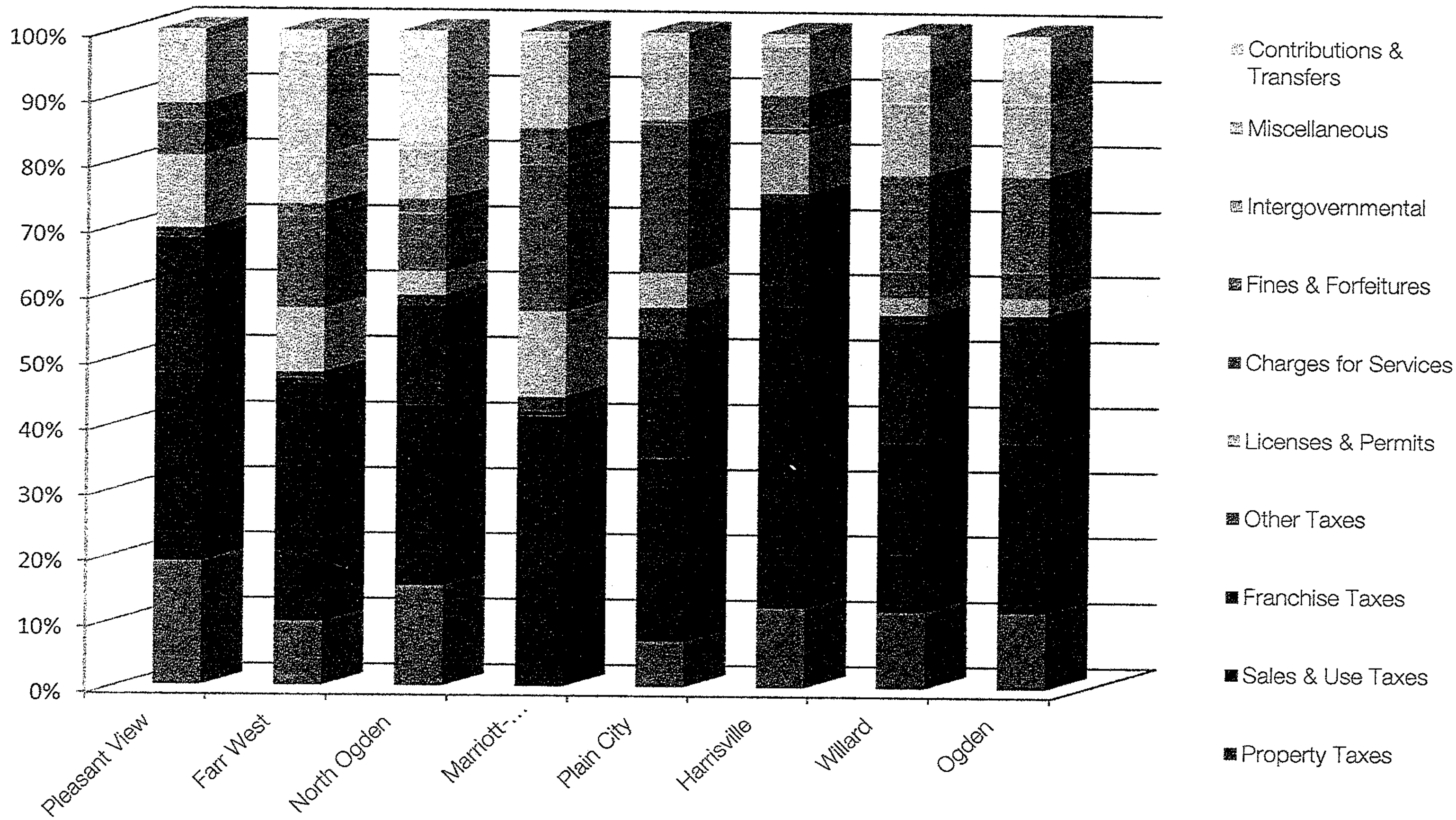
- The City has a significant amount of vacant land in areas considered to be well positioned for future commercial and residential development

- Sites in some neighboring communities are attracting more attention due to superior demographics and better investment returns

- Retailers look for the following:
  - Traffic counts
  - Median incomes and population (typically in 0.5, 1, 3, and 5-mile radii)
  - Proximity of competition and supporting retail
  - Visibility and access characteristics

General Fund Revenues

Source: Financial Reports of Local Governments, Office of the Utah State Auditor



Realities - Continued

- Sales Leakage – 6.9% Capture Rate – Significant losses by lack of retail offerings within Pleasant View

Retail Category	2015 Leakage	2015 Capture Rate
General Merchandise Stores	-$26,166,049	0.1%
Motor Vehicle and Parts Dealers	-$18,501,324	20.6%
Food and Beverage Stores	-$17,070,119	0.3%
Food Services and Drinking Places	-$16,657,802	2.2%
Building Material and Garden Equipment and Supplies Dealers	-$9,907,879	5.0%
Clothing and Clothing Accessories Stores	-$7,073,797	0.5%
Miscellaneous Store Retailers	-$7,023,312	0.2%
Accommodation	-$5,973,561	0.0%
Repair and Maintenance	-$2,767,800	40.2%
Sporting Goods, Hobby, Book, and Music Stores	-$4,225,689	0.0%
Gasoline Stations	-$3,327,072	21.8%
Furniture and Home Furnishings Stores	-$3,598,414	0.0%
Electronics and Appliance Stores	-$3,559,872	0.0%
Nonstore Retailers	-$2,411,945	0.9%
Health and Personal Care Stores	-$2,008,015	2.2%
Amusement and Recreation	-$827,856	58.9%
Personal and Laundry Services	-$1,362,572	2.8%
Performing Arts, Spectator Sports, and Related Industries	-$466,744	0.0%
Museums, Historical Sites, and Similar Institutions	-$154,494	0.0%
TOTAL	-$133,084,318	6.9%

ZP FI

Realities – Continued

- Most communities along the Wasatch Front show space needs per employee at an average of 250 square feet. Pleasant View is closer to 450 to 500 square feet per employee, per developers and brokers, due to the large amount of distribution/warehousing (large space needs but reduced employee numbers)

Area	Space Needs per Employee	Impact – Pleasant View
Wasatch Front	200-350 Sq.Ft. Per Employee	Fewer employees per business, resulting in lower daytime populations. Retailers attracted to other sites with more concentrated employment figures
Pleasant View	450-500 Sq.Ft. Per Employee	Stable

ZP FI

Opportunities

ZPFI

Supportable Retail Square Feet

Some neighboring communities have desirable vacant land parcels that are attracting more attention than sites in Pleasant View. Nonetheless, brokers and developers see the potential for retail absorption of upwards of 50,000 to 75,000 square feet in the next two to three years

Supportable Square Feet per Year – 100% Capture Rate

2700 North US 89	2015-2020	2020-2030	2030-2040	2015-2040
1 Mile	4,562	3,426	4,834	4,216
3 Miles	34,313	32,963	39,130	35,700
5 Miles	59,347	59,432	69,525	63,452

Supportable Square Feet per Year – 5-mile radius: 42% Capture Rate

2700 North US 89	2015-2020	2020-2030	2030-2040	2015-2040
1 Mile	1,922	1,443	2,037	1,776
3 Miles	14,454	13,886	16,483	15,039
5 Miles	25,000	25,036	29,287	26,729

Supportable Square Feet per Year – 3-mile radius: 73% Capture Rate

2700 North US 89	2015-2020	2020-2030	2030-2040	2015-2040
1 Mile	3,324	2,496	3,522	3,072
3 Miles	25,000	24,017	28,510	26,011
5 Miles	43,240	43,301	50,655	46,231

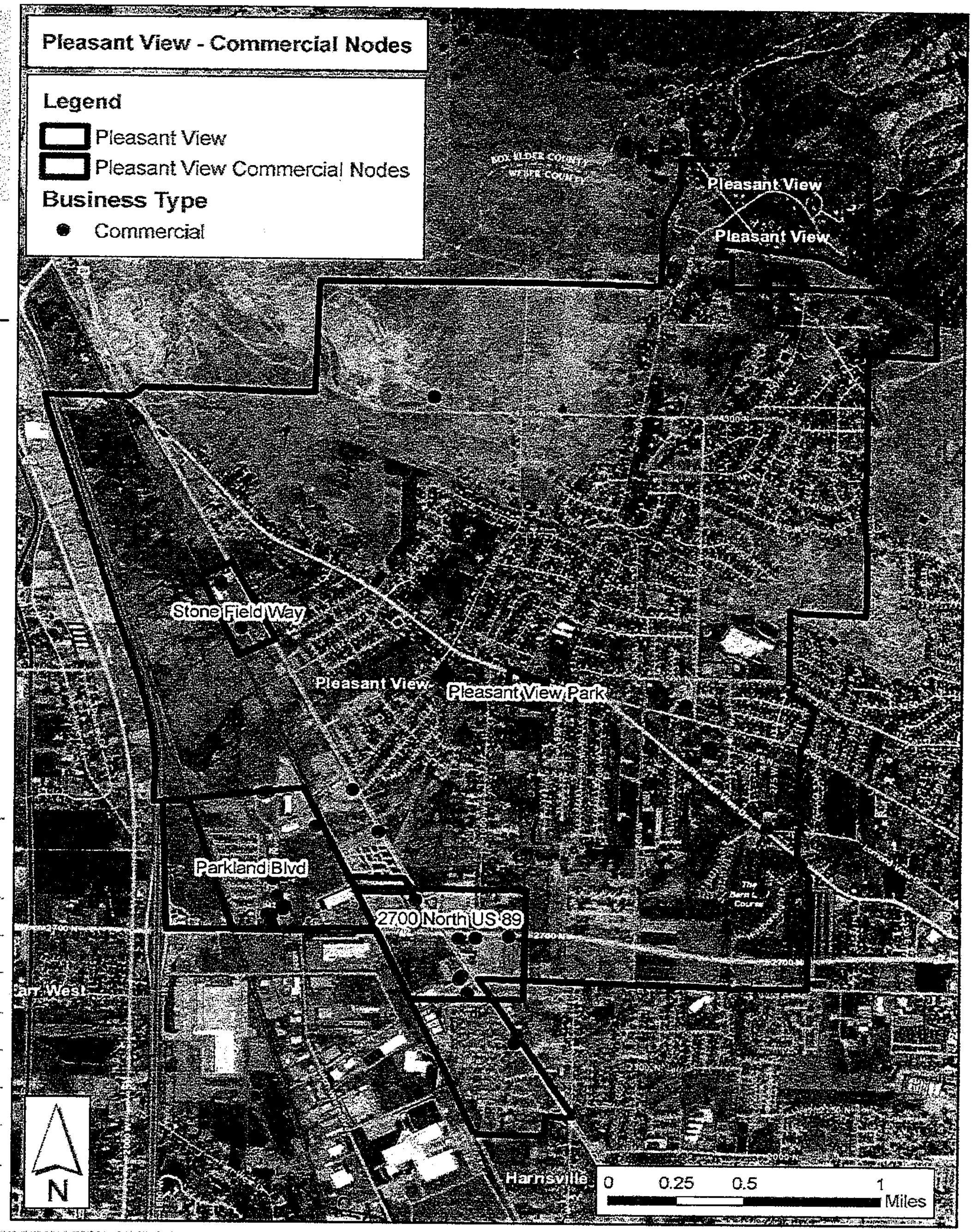
Pleasant View
Economic Plan

Commercial Nodes

4 commercial nodes were identified based on business clusters

- 2700 N US 89
- Parkland Blvd
- Stone Field Way
- Pleasant View Park

Row Labels	Percent of City Sales
Stone Field Way	33%
2700 North US 89	30%
Parkland Blvd	16%
Other	9%
Home Occupation	8%
Pleasant View Park	4%
Grand Total	100%

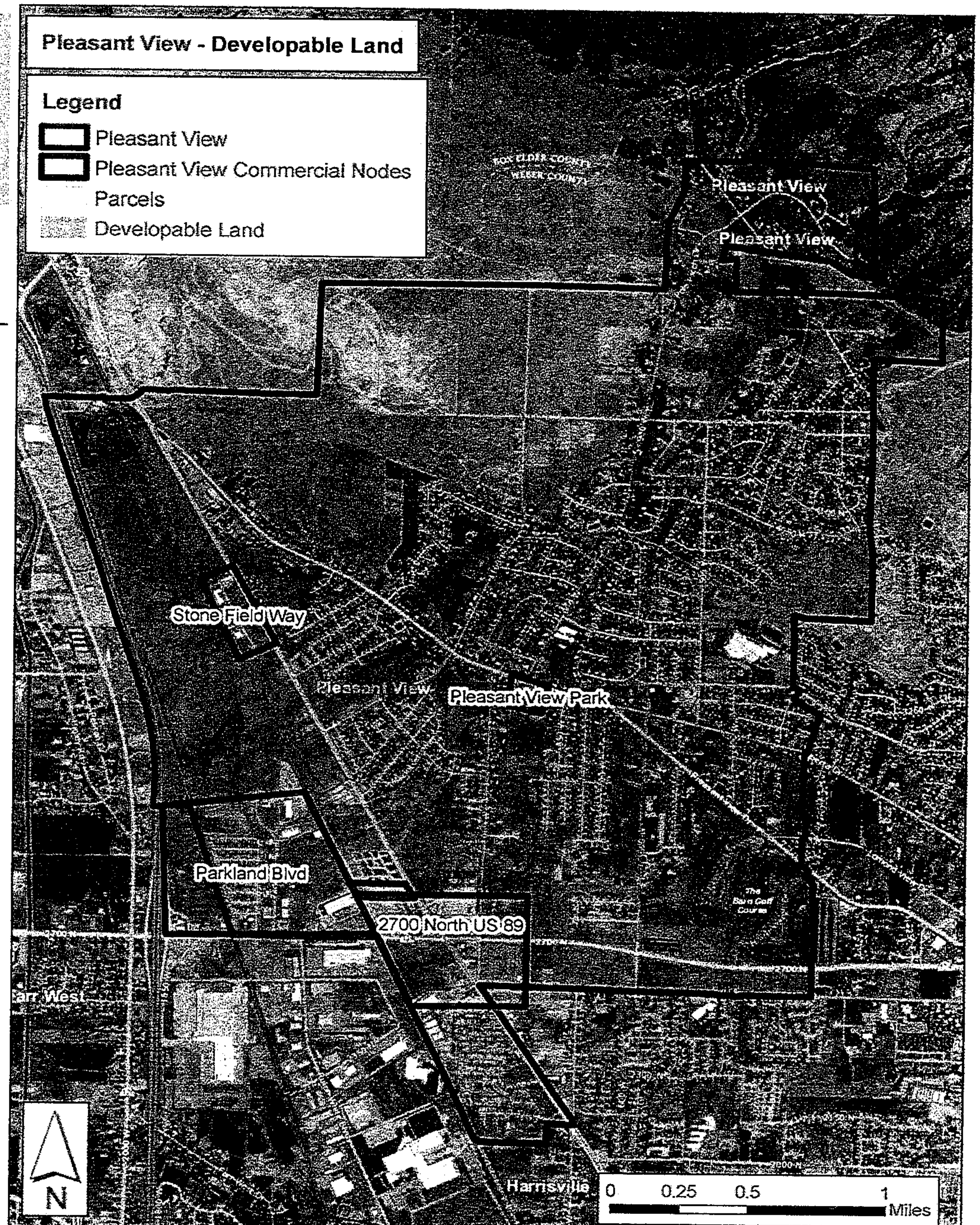


Pleasant View Economic Plan

Developable Land

- Key cluster areas have significant surrounding vacant land, indicating the potential for new development

Node	Developable Acres
2700 N US 89	116.89
Parkland Blvd	85.98
Pleasant View Park	23.33
Stone Field Way	194.98



Financial Feasibility

- Current costs of construction for retail properties range from $115 to $160 per square foot, dependent upon buildout and use. This range includes land costs and all direct and indirect construction costs
- Values for newer commercial properties are near $140 to upwards of $200 per square foot. Construction of new retail properties is considered to be financially feasible at present, and necessary entrepreneurial profits are reflected considering the variance in construction costs and anticipated values

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- Some neighboring communities have desirable vacant land parcels that are attracting more attention than sites in Pleasant View.
- Competitive properties and sites in neighboring communities are showing more desirable value scenarios (lower capitalization rates = less risk and higher values) than properties and projected construction in Pleasant View. Consequently, development will likely occur in alternative sites prior to Pleasant View, unless incentives are considered or land prices decline

Area	Capitalization Rates - Retail	Recent Trend	Impact on Value vs. Pleasant View	Conclusion
Pleasant View	7.0-8.0%	Stable	NA	Higher values and greater demand exist in neighboring markets. Vacant sites will first be pursued in other markets
North Ogden	6.0-7.5%	Stable	Lower Rates = Higher Values	
Marriott - Slaterville	6.5-7.25%	Declining	Lower Rates = Higher Values	

Residential Opportunities

- Higher-density residential may work in select areas, although some developers caution against going above two to three stories due to 1) costs, and 2) concern that demand is soft in an area that offers significant vacant land and a region that offers numerous housing options

- Developers were cautious about high-density condominiums, and more optimistic about apartments (albeit with caution), as well as moderate density "for-sale" townhomes and attached, single-family units

Opportunities - What Steps to Pursue?

- Grocery use on 2700 North is critical to keeping residents in Pleasant View and not shopping in North Ogden
- Better access from Pleasant View Drive to 2700 North to break up the easy access to North Ogden retail
- UTA will expand number of trains when ridership increases. Focus on improving land uses around the FrontRunner Station, as well as at that key intersection
- Tenants looking in the local market include those who see the possibility of destination locations; not sites that are traffic or population driven, but that have near access to the freeway and more affordable land

Opportunities - What Steps to Pursue (continued)?

- Realize that returns and values are more appealing in some surrounding cities, and that developers will need to offset this via more affordable land prices, utility costs, taxes, etc.

- Consider incentives that either 1) provide financial compensation, or 2) expedite the approval and permitting process so that stores can open quicker in Pleasant View than in surrounding cities

- How much compensation is necessary? Values and profit levels will need to match neighboring communities (i.e., if a developer has higher values in North Ogden, but similar construction costs, as compared to Pleasant View, he/she will realize a greater amount of profit). The gap in value is attributed to 1) lower capitalization rates, and 2) differing achievable rental rates

Opportunities – What Steps to Pursue (continued)?

- While distribution and warehousing/manufacturing facilities are attracted to the area, consideration needs to be given for finding uses and employers that have a more standard concentration of employees per square foot of building area

Weber-Morgan TravelWise Challenge

The Weber-Morgan Health Department is sponsoring a contest for residents of Weber and Morgan counties and local businesses who encourage their employees to compete in the "Clear the Air Challenge" in July.

Go to https://travelwisetracker.com/s/weber-county-community-te and join the "Weber-Morgan TravelWise Challenge" network. If you already have a team, or want to start a new team, please contact Lori Buttars at lbuttars@co.weber.ut.us or (801) 399-7114 with the name of your team so you can be counted among the "Weber-Morgan TravelWise" network of teams.

There will be a trophy for the business in Weber or Morgan counties whose team removes the most CO_2 emissions from our air during their daily commutes. Additionally, individuals who log on to the website and record their trips daily will be eligible for daily drawings for a $15 gift card from Slackwater Pub and Pizzeria and other prizes such as a bike from Skyline Cycle, shoes from Salomon Footwear, a FitBit Charge from Striders, a $50 gift card from Peak Performance and other items to help motivate residents to help improve our air.

It's easier than you might think. Leave your vehicle behind and walk, carpool, take public transit or bike or save a trip by running all your errands in with your regular travel. And don't forget to log daily between July 1 and July 31!

CLEAR THE AIR

CHALLENGE

Drive Down Your Miles

www.cleartheairchallenge.org

Join Our Team!

"Weber-Morgan TravelWise"