

# Retail Tenant Expansion Report

## February 2016



# AUTOMOTIVE & ELECTRONICS

## Automotive

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
Aamco Transmissions	3,500-8,000	-	-	650	-	-	
Advance Auto Parts	6,800-8,000	\$227	39 states	5,372	-50	65-75	
AutoZone	5,400-8,500	\$277	48 states	5,609	-	200	
Big O Tires	-	-	20 states	389	20	20	Plans are to open 100 locations in the next 5 years. 387 of 389 locations are franchisees
Bridgestone/Firestone	6,500-8,800	-	Nationwide	2,300	-	6-10	Areas of focus: California, Hawaii, Nevada & Washington.
CarMax	20,000-40,000	-	-	142	-	-	Growth opportunities in CT, RI & MA
Discount Tire Company	7,500	-	32 states	900	35	35	Target 35 locations/year; national focus
Goodyear	5,000-6,000	-	-	2,000	-	-	
Jiffy Lube	1,900-2,400	-	Nationwide	2,200	-	-	
Midas	3,500-6,000	-	Nationwide	1,600	-	-	
NTB	-	-	Southeast/Mid-Atlantic	226	-	-	
O'Reilly Auto Parts	6,800-7,500	\$228	43 states	4,366	205	205	Growth opportunities in FL, CA, TX & Upper Midwest.
Pep Boys	4,000-8,000	\$123	35 states	806	-63	16	12/2015 - announced sale to Icahn Enterprises for \$1B
Tire Kingdom	3,500-6,000	-	Nationwide	2,100	-	-	
Tuffy Auto Service Center	3,800-6,000	-	16 states	375	-	-	Expanding in NJ, VA, MN & TX over next 18 months
Valvoline Instant Oil Change	1,900-2,500	-	Nationwide	920	-	-	

## Electronics

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
Best Buy	20,000-45,000	\$785	50 States	1,448	-	-	Focus on e-commerce
Conn's	30,000-45,000	\$430	AZ, CO, LA, MS, NC, NM, NV, OK, SC, TN & TX	90	-	15-18	
hhgregg	20,000-35,000	\$292	20 states	228	1	-	Entering St. Louis & Milwaukee markets
Guitar Center	6,000-15,000	-	-	250	15-20	-	

These fields have been updated for this months report

# BANK BRANCHES & CONVENIENCE STORES

## Bank Branches

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
Bank of America	3,000-8,000	-	Nationwide	5,700	-		
BB&T	2,400-5,300	-	Nationwide	1,800	-		
Chase Bank	2,500-3,500	-	Nationwide	5,630	-150	-150	Plans are to downsize it's bank branches by 300 locations over the next two years.
Fifth Third Bank	3,000-4,500	-	Nationwide	1,320	-		
KeyBank	-	-	Nationwide	1,058	-		Selective Expansion in Pacific NW & Northeast
PNC Bank	3,500-4,500	-	17 states	2,400	-		New stores planned for South Florida, Midwest
SunTrust Bank	2,500-4,500	-	Nationwide	1,500	-		Growth opportunities throughout MD, VA & Wash DC
TCF Bank	4,500-4,800	-	8 States	343	-		
TD Bank	2,500-4,000	-	14 states (Eastern US)	1,315	-		100 Locations in FL. Other growth opportunities include DE, NJ & PA.
US Bank	3,000-5,000	-	-	3,176	-		
Wells Fargo	-	-	Nationwide	6,239	-		

## Convenience Stores

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
7-11	1,800-3,600	-	Nationwide	9,500	-		Chairman stated their goal is to reach 20,000-30,000 stores in North America. Plans are to grow aggressively in NY, FL, CA, HI
Casey's General Stores	3,200-4,200	-	Iowa	1,749	75-113		
Circle K	600-5,000	-	Nationwide	6,172	-		
Kangaroo Express	4,000	-	13 states	1,530	-		Expanding in AL, FL, GA, NC, SC & TN
Kum & Go	3,400-5,000	-	11 states	450	-		Target will be in Arkansas & Colorado
Murphy USA	200-2,400	-	23 states	1,200	-		Target is 1,400 locations in the next 3 years.
QuikTrip	4,000-5,700	-	11 states	640	-		
RaceTrac	5,000-7,000	-	Nationwide	600	-	5	Plans are to open 5 locations in the Volusia-Flagler region of FL in 2016
Sheetz	4,500-7,000	-	MD, NC, OH, PA, VA & WV	500	30		Expanding in NC
WaWa	4,000-6,000	-	DE, FL, MD, NJ, PA, VA	640	-		Growth opportunities in DE, Orlando (27 locations), Tampa Bay (14 locations), MD, NJ, PA & VA (45 locations)

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# DISCOUNT STORES

## Discount Stores

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
Aaron's	3,500-8,000	-	48 states	2,064	-	-	63% of locations are corporately operated vs. franchised.
Big Lots	25,000-35,000	\$115	47 states	1,460	-33	15	Growth opportunities in CA, ID, MT, NV, NY (over 50 new locations in upstate NY), OR, UT, WA & WY over the next 18 months.
BJ's Wholesale Club	80,000-120,000	\$486	15 States	205	-	-	
Cash America	5,000-10,000	-	22 states	1,000	-	-	Growth opportunities in AZ, FL, Chicago, NV & TX over the next 18 months
Costco	150,000-160,000	\$1,117	40 states	488	19	15	Plans are to open 30 locations worldwide over the next few years, of which about 50% are in the domestic US. 80% of Costco's footprint is owned by Costco.
Dollar General	9,000-12,000	\$217	43 states	12,199	730	900	Potential opportunities for 13,000 new stores. Plans to enter new territories: ME, OR & RI. 70% of its store base serves communities < 20,000 population. 40-45% of new openings will be rural areas with a new focus for prospects in urban locations.
Dollar Tree	7,500-15,000	\$148	48 states	5,484	375	-	Plans are to increase its stores to 7,000.
Family Dollar	7,500-10,000	\$152	46 states	7,963	500	500	Plans are for 1,000 new locations over the next 24 months
Fred's	8,000-16,500	\$231	15 states	661	-	-	
Goodwill Industries	11,500-22,000	-	Nationwide	48	-	-	
Sam's Club	71,000-191,000	\$653	Nationwide	647	-	7-10	
Shopko	-	-	21 states	323	-	-	
Target	45,000-200,000	\$291	50 states	1,799	21	11	Owns 94.5% of its stores
WalMart Neighborhood Market	-	-	-	-	180-200	85-95	
WalMart SuperCenter	159,985	\$412	Nationwide	9,000	60-70	50-60	

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# GROCERY STORES

## Grocery Stores

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
<b>Albertson's</b>	-	-		2,205	-	-	All banners are currently expanding in existing real estate locations.
<b>Aldi</b>	10,000-20,000	-	32 states	1,400	45		Plans are for 650 new locations by 2018, with major focus in Texas & Southern California. Plans are for 25 new stores in California by July 2016.
<b>Brookshire Brothers</b>	15,000-45,000	-	LA & TX	104	-		
<b>Delhaize Group (Food Lion, Hannaford)</b>	24,000-85,000	-	15 states	1,300	-		Growth opportunities sought in MA, MD, ME, ND, MH, NY, PA, SC, VA & VT.
<b>Fresh Thyme Farmers Market</b>	26,000-30,000	-	IL, IN, MI, MN, MO, OH & TX	28	-	11	Plans are to open 60 locations by 2019
<b>Giant Eagle</b>	12,000-150,000	-	PA, OH, WV & MD	420	-		
<b>The Grocery Outlet</b>	15,000-20,000	-	CA, ID, NV, OR, PA & WA	230	-		Growth opportunities sought in Los Angeles, San Diego, ID, NV, OR, central PA & WA in the next 18 months.
<b>Harris-Teeter</b>	30,000-123,000	\$442	DE, FL, GA, MD, NC, SC, TN, VA & DC	228	20		Growth opportunities sought in MD, ND, SC, VA & Wash DC in the next 18 months.
<b>Hy-Vee Food Stores</b>	35,000-90,000	-	IA, IL, KS, MN, MO, NE, SD & WI	230	-	5-6	Plans are to open 4-5 locations in MN in 2016. They lease approximately 50% of their footprint.
<b>The Kroger Co.</b>	20,000-135,000	\$533	34 states	2,626	11		
<b>Lidl</b>	36,000	-	-	-	-	-	Target is 100 locations by 2018
<b>Marsh Supermarkets</b>	45,000-65,000	-	IN & OH	79	-4	3	Plans are to open 13 stores by 2018 & 30 remodels of existing stores in 2016
<b>Meijer</b>	105,000-250,000	-	IN, IL, KY, MI, OH, WI	213	2		
<b>Natural Grocers by Vitamin Cottage</b>	14,000-25,000	\$374	18 states	103	16	23	Company believes US market can sustain 1,100 stores nationally, including 200 stores in the states currently in.
<b>Piggly Wiggly</b>	25,000-45,000	-	GA & SC	94	-		
<b>Price Chopper</b>	30,000-60,000	-	6 States (Northeast)	135	-		
<b>Publix</b>	27,000-61,000	\$597	AL, FL, GA, NC, SC & TN	1,097	30	30	The company owns 200 locations (including 55 on a ground lease)
<b>Roundy's (Pick 'n Save, Copps, Metro Market &amp; Mariano's)</b>	26,000-130,000	\$415	WI, MN, IL	148	5		Plans are for 15 Mariano's openings throughout the Chicagoland area over the next 18 months
<b>Save-A-Lot (SUPERVALU Inc.)</b>	12,000-18,000	\$216	36 states	1,334	-	100	
<b>Schnucks</b>	30,000-80,000	-	IA, IL, IN, MO & WI	98	1-2	1-2	
<b>ShopRite</b>	65,000-70,000	-	CT, DE, MD, NJ, NY, PA	250	-		Growth opportunities sought in CT, DE, MD, NJ, NY & PA
<b>Smart &amp; Final (Smart &amp; Final, Smart &amp; Final Extra! &amp; Cash &amp; Carry)</b>	25,000-30,000	-	AZ, CA, ID, NV, OR, WA	250	-	-	Growth opportunities sought in AZ, CA & NV

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# GROCERY STORES (CONT'D)

## Grocery Stores

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
Stater Bros Markets	44,000	-	Southern CA	167	-		
Stop & Shop	35,000-70,000	-	CT, MA, NH, NJ, NY & RI	400	-		
Sprouts Farmers Market	24,000-30,000	\$565	13 states	222	27	29	Company believes it can support 1,200 stores in the next 15 years.
The Fresh Market	18,000-22,000	\$490	27 states	176	19		
Tops Markets	30,000-70,000		3 states	155	-		
Trader Joe's	11,000-14,000	-	40 states	410	38		
Wegmans	80,000-120,000	-	MA, MD, NJ, NY, PA & VA	87	-		Plans call to open 4 stores in MA, MD, NJ, NH, PA or VA in the coming 18 months
Weis Markets	55,000-65,000	\$339	MD, NJ, NY, PA, WV	165	12		Growth opportunities sought in existing markets & in DE
Whole Foods	25,000-50,000	\$926	39 states	436	38-42	30	Target is for up to 1,200 stores in the US in the long-term. Growth opportunities in CO & UT.
Winco Foods	-	-	8 states	102	-		
Winn-Dixie	46,800	\$301	Southeast	485	-		Plans are to remodel over 50 locations in 2016.

These fields have been updated for this months report

# FITNESS/HEALTH & CHILDCARE

## Fitness/Health

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
<b>24 Hour Fitness</b>	15,000-45,000	-	Nationwide	420	-	-	Focus is in CA, CO, MD, NY, OR, VA, WA & DC
<b>Aspen Dental</b>	3,500-3,600	-	33 states	530	60	65	Projected to have 675 locations by 2017
<b>Gold's Gym</b>	8,000-45,000	-	Nationwide	675	-	-	200-300 new openings in next 3 years in US and abroad
<b>LA Fitness</b>	25,000-60,000	-	32 states	630	25	-	Targeting NY, GA, KY, NE, NC, OH, PA, TN, CT, RI
<b>Lifetime Fitness</b>	70,000-143,000	-	24 states	110	-	-	
<b>Planet Fitness</b>	15,000-40,000	-	47 states	1,040	-	-	95% of locations are franchised. The company believes they can sustain more than 4,000 stores in the US and has plans to open 500 stores in the next 3 years
<b>The Vitamin Shoppe</b>	2,500-4,000	\$472	45 states	717	60	-	Believes the US can support up to 900 locations.

## Childcare

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
<b>Children's Learning Adventure</b>	N/A	-	12 states	52	-	-	
<b>Crème de la Crème</b>	15,000-21,000	-	8 states	25	-	-	
<b>Goddard School</b>	8,000-10,000	-	Nationwide	431	-	-	
<b>Kiddie Academy</b>	7,000-9,000	-	23 states	130	15-20	25-30	Plans are to expand to approximately 230 locations, including 94 new franchised locations over the next few years.
<b>The Learning Experience</b>	10,000	-	18 states	150	-	-	
<b>Primrose Schools</b>	12,500	-	25 states	313	19	-	

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# DRUGSTORES & HOME IMPROVEMENT STORES

## Drugstores

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
CVS Pharmacy	12,900-14,600	\$884	43 states	7,822	155-235		Expanding into AR, UT & WA. CVS Owns approximately 5% of their footprint.
Rite Aid	10,559-14,608	\$461	31 states	4,570	11	40	62% are freestanding locations, and they lease 95% of their footprint. Five year plan (beg in 2014) was to relocate/open/renew 500 locations.
Walgreens	8,000-15,000	\$917	50 states	8,173	-200		Walgreens leases 80% of total retail stores

## Home Improvement

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
Ace Hardware	6,000-25,000	-	Nationwide	4,850	-		
Busy Beaver Building Centers	7,500-30,000	-	PA, OH & WV	17	-	3-5	Focus is on densely populated areas, B & C markets with no big box competitors
Harbor Freight Tools	12,000-15,000	-	47 states	600	-		Plans are for 50 openings over the next 18 months throughout upstate NY
Hobby Lobby	55,000-60,000	-	47 states	667	-		Growing locations in NJ & entering VT & OR
Home Depot	100,000-120,000	\$337	Nationwide	2,269	-	0	Focusing on e-commerce
At Home	85,000-140,000	-	Nationwide	94	-	20	
Kirkland's	7,000-10,000	\$166	35 states	344	25-30	35-40	
Lowe's	94,000-132,000	\$280	Nationwide	1,840	9	15-20	Lowe's owns 86% of their properties
Menards	100,000-250,000	-	14 states	285	-		
Northern Tool	15,000-20,000	-	20 states	90	-		
Orscheln Farm & House	25,000-50,000	-	9 states	160	-		
Sherwin Williams	3,500-6,000	-	Nationwide	4,494	-		Targeted growth areas: Chicago, Detroit, Minneapolis, Portland, Seattle, Wash DC
The Tile Shop	15,000-30,000	-	31 states	112	7-8	10-12	
Tuesday Morning	7,000	\$107	41 states	769	-	-10	
Tractor Supply	12,500-27,000	\$258	49 states	1,488	114		Has identified more than 800 additional potential markets going forward. Company leases 93% of existing store base.

These fields have been updated for this months report



# INDUSTRIAL & MEDICAL & OFFICE SUPPLY & PET STORES

## Industrial

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
FedEx Corporation	-	-	Nationwide	-	-		
FedEx Ground	-	-	Nationwide	-	-		

## Medical

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
DaVita Dialysis	-	-	Nationwide	1,991	-		
Fresenius Medical Care	-	-	Nationwide	2,100	-		
Heartland Dental	2,400-3,200	-	26 states	600	-		Most in Great Lakes and Southern Regions

## Office Supply

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
Office Depot	4,000-18,000	\$406	Nationwide	1,891	-135		Plans are to close up to 400 stores
Staples	3,600-20,000	\$589	Nationwide	1,679	-55		

## Pet Stores

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
PETCO	4,500-13,500	-	Nationwide	1,409	-		Growth opportunities in MD, VA & Wash DC over the next 18 months
PetSmart	6,000-27,500	\$243	Nationwide	1,404	-		Acquired by private equity firm BC Partners which transitioned company to a private company.
Pet Supplies Plus	5,000-15,000	-	25 states	300	25	25	Plans are to open 200 stores over the next 5 years

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# APPAREL STORES & SPORTING GOOD STORES

## Apparel Stores

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
Burlington Coat Factory	40,000-50,000	\$115	45 states	546	25	25	Concepts include: Burlington Coat Factory, Baby Depot, Cohoes and MJM. Target is over 1,000 locations.
Charming Charlie	-	-	36 states	210	-	-	
DSW	17,000-20,000	\$254	42 States	431	35	35	Growth opportunities in AL, AR, FL, MS, TN over the next 18 months. The tenant believes they have the potential to operate between 500-550 stores
Five Below	7,500	\$229	18 states	244	-	-	
Gordman's Stores	45,000-70,000	\$118	22 states	97	7	5	Expansion targeted for Texas, Michigan, Indiana, North Dakota, Milwaukee & Des Moines
Kohl's	35,000-55,000	\$189	49 states	1,164	4	8-10	The company owns 35% of its locations. There are 297 freestanding locations. Testing smaller formats (35,000 SF) in more rural areas.
Marshall's	25,000-31,000	\$394	42 States	975	-	-	Growth opportunities in NY in the next 18 months.
Nordstrom Rack	25,000-35,000	\$407	29 states	188	26	20-25	Long term goal is 300 locations by 2020. Target sites are inline power centers locations.
Ross Dress for Less	22,000-30,000	\$363	34 states	1,424	90	-	Long term objectives are 2,000 Ross stores and 500 dd's Discount stores.
T.J. Maxx	20,000-50,000	\$367	Nationwide	1,119	-	80	
Shoe Carnival	4,000-30,000	\$213	34 states	406	6	18-22	Long term goal is to have 750 stores nationally. 2016 focus is expanding it's smaller 4,000-5,000 SF prototype in smaller markets. No free-standing concept

## Sporting Good

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
Academy Sports + Outdoors	50,000-80,000	-	13 states	200	-	-	
Bass Pro Shops	35,000-300,000	-	Nationwide	90	-	-	
Big 5 Sporting Goods	8,000-20,000	\$203	13 states (Western US)	439	10	10	
Cabela's	40,000-125,000	\$347	Nationwide	67	13	11	Plans are to open 17 stores during 2016 & 2017. Ultimate buildout will be 225 stores in the US & Canada.
Camping World	10,000-64,000	-	Nationwide	93	-	-	
Dick's Sporting Goods	50,000-75,000	\$181	44 states	694	44	45	Long-term plans are to operate 735-750 stores throughout the US by the end of 2017, thus 300 new locations (60 per year) in the coming several years
Gander Mountain	40,000-60,000	-	25 states	156	-	-	
Hibbett Sports	5,000	\$162	32 states	1,025	-	70	Smaller markets, inline space & enclosed malls
The Sports Authority	9,000-50,000	-	45 states	450	-25	-200	2/5/15 - Planning to file Chapter 11 Bankruptcy; could close over 200 locations as part of the re-structuring.
Sportsman's Warehouse	30,000-50,000	-	Nationwide	50	-	-	
West Marine	6,000-25,000	-	Nationwide	275	-	-	

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# OTHER

## Other

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
Ashley Furniture	25,000-35,000	-	50 states	500	30		
AT&T	600-3,200	-	Nationwide	2,500	-		
Barnes & Noble	28,000	\$246	Nationwide	648	-	-15	
Bed Bath & Beyond, Inc.	20,000-75,000	\$265	Nationwide	1,513	22	30	Long term goal is to hit 1,300 stores nationwide. Plans are for 140 stores over the next 24 months.
Books-A-Million	5,000-10,000	-	-	-	-		Sites need to be outside of 10 miles from nearest Barnes & Noble
Conn's	35,000-50,000	-	12 states	100	15-18		Plans are to grow footprint to "several hundred" stores over the next 5 years. Growth plans are in existing markets in addition to AL, GA & VA.
The Container Store	20,000-25,000	-	23 states	75	-		
GoldMax	-	-	Chicago	80	-		
Haverty's	35,000	-	23 states	123	3		
HomeGoods	25,000-30,000	-	Nationwide	522	-	-	Subsidiary of The TJX Companies
Jared Jewelry	4,500-6,500	\$745	39 states	253	-	60-65	Growth plans in New England
JoAnn Fabrics & Crafts	15,000-22,000	-	49 states	851	18	12	Likely expansion in 2017 is 10-15 locations
La-Z-Boy	10,000-21,000	\$167	Nationwide	326	30-35	22	
Mardel	18,000-22,000	-	AR, CO, KS, LA, MO, OK & TX	35	-		
Mattress Firm	3,200-4,200	\$181	40 states	2,300	220-240		
Michael's	12,000-25,000	\$219	49 states	1,196	47	50	Plans to grow in AZ, DE, NJ & PA
Party City	-	-		906			704 company operated & 204 franchisee operates stores
Pier 1 Imports	8,000-10,000	\$198	Nationwide	1,065	-33	-33	Plans are to close 100 stores over the next 3 years.
Slumberland Furniture	25,000-40,000	-	12 states	125	-	-	Growth opportunities in AR, IA, IL, IN, KS, KY, MO, MT, ND, NE, TN, WI, WY
Ulta Beauty	5,000-12,000	\$378	48 states	817	100	100	Target is 1,200 store locations across US (100 annually for the next 5 years)
U.S. Cellular	1,200-4,000	-	Nationwide	1,200	-		Plans are for 35-45 openings in IA, Chicago, Peoria, Rockford & Springfield (IL), Northwestern IN, Appleton, Greenbay, Madison & Milwaukee (WI)
Verizon Wireless	2,500-5,000	-	-	2,000	-		

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# QUICK SERVICE RESTAURANTS

## Causal Dining

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
Arby's	1,800-2,100	-	Nationwide	3,440	60		
Burger King	2,000-3,500	-	Nationwide	7,600	631		
Captain D's	1,800-3,250	-	26 states	514	15	20	Plans are to open 20 locations in upstate SC
Caribou Coffee	-	-	-	573	-		
Carl's Jr.	2,000-3,500	-	Nationwide	1,476	-		300 new locations in Texas over next 3 years. Growth opportunities in Western US
Checker's Drive-In	700-3,000	-	30 states	811	6		
Chick-fil-A	4,000-5,000	-	42 states	1,850	90-100		Plans are to open 20 CFA's in WA & 10 CFA's in Southern NV by 2020
Chipotle Mexican Grill	2,000-2,800	-	Nationwide	1,750	190		Management believes there is enough room for 4,000 locations in the US.
Dairy Queen	3,500	-	Nationwide	6,500	-		
Del Taco	1,500-3,500	-	16 states	550	8	14-18	Expansion into Chicago & Knox County (TN).
Dunkin' Donuts	1,200-2,200	-	Worldwide	11,400	349		
Dutch Bros. Coffee	-	-	7 states	200	-		Plans are to expand in Northern Colorado
In-N-Out Burger	3,000-4,500	-	AZ, CA, NV, TX, UT	300	-		Actively expanding in DFW, possible expansion to other TX cities/ surrounding states
Hardee's	2,000-3,500	-	Midwest/Southeast	2,072	-		
Jack-in-the-Box	1,850-3,500	-	21 states	2,252	15-20		Growth opportunities in CA, OH & TX in the next 18 months
Krispy Kreme	3,000	-	30 states	300	-	30	Prefers free standing model. Corporate operates +/-35% of the footprint.
Krystal	1,200-2,300	-	10 states	368	-		
KFC	2,500-3,500	-	Nationwide	4,370	-		
McDonald's*	2,500-5,500	-	Nationwide	14,259	-91	500	Owns 70% of its buildings. 2016 plans are to open 1,000 locations and close 500 locations.
Panda Express	2,600-2,700	-	43 states	1,650	109	111	Prefers owning real estate - +/- .75 acres
Popeyes	1,000-3,000	-	Nationwide	2,370	20		
Raising Cane's	2,700-5,000	-	Nationwide	170	-		Plans to open 13 restaurants in the Tri-State area of OH by 2019.
Starbucks	500-1,850	-	Nationwide	11,000	600	700	Over the next 5 years, Starbucks is planning 3,500 net new stores in the "Americas"
Schlotzsky's	2,800-3,500	-	Nationwide	350	-		Growth opportunities in AZ, GA, LA, OK, TX & WA
Sonic Drive-In	1,200-2,500	-	45 states	3,550	20-25	75	Plans are to open 1,000 restaurants over the next 10 years. Plans also include opening 60-75 locations throughout Central IN.
Subway	300-3,000	-	Nationwide	35,817	-		
Taco Bell	1,500-3,000	-	Nationwide	6,000	-		

These fields have been updated for this months report

# QUICK SERVICE RESTAURANTS (CONT'D)

## Causal Dining

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
<b>Tim Hortons</b>	1,500-2,000	-	Midwest & Northeast	805	155		Expansion in MI, OH, PA, NY, ME
<b>Uncle Maddio's Pizza Joint</b>	2,400-3,200	-	Southeast Primarily	34	26		Free-standing, end-cap preferred; In-line within dense markets
<b>Wendy's</b>	3,000-6,000	-	Nationwide	6,800	80		Growth opportunities in SE PA
<b>Whataburger</b>	1,800-3,400	-	Southwest & Southeast	755	-		Growth opportunities in AL, AR, AZ, FL, LA, MS, NM, OK & TX
<b>White Castle</b>	1,500-2,500	-	11 states	416	12	12	12 stores annually over next three years in Midwest

 These fields have been updated for this months report

# CAUSAL DINING RESTAURANTS

## Quick Service

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
Applebee's*	3,500-6,000	-	Nationwide	1,865	-		
BJ's Restaurant & Brewhouse	7,000-10,000	-	21 states	165	16		Believes it has ability to grow to as many as 425 units nationwide
Black Bear Diner	-	-	8 states	75		14	
Bojangles' Famous Chicken	3,000-4,000	-	10 states	640	60		Plans are for buildout of 3,500 locations nationwide. Currently has 90 locations in the pipeline.
Bonefish Grill	4,500-7,000	-	34 states	210	-	-14	
Buffalo Wild Wings	4,000-7,500	-	Nationwide	1,120	90		39% are company owned. Plans are to operate 1,700 locations in the US and Canada by 2019.
Carrabba's Italian Grill	6,000-8,000	-	Nationwide	247	-		
Cheddar's Casual Café	5,000-10,000	-	23 states	145	-		
Chili's	6,000-8,000	-	Nationwide	1,247	-		
Chuck E. Cheese*	14,000-20,000	-	48 states	585	-		
Chuy's	5,500-8,000	-	15 states	69	-	11-13	Growth opportunities in AL, AR, FL, GA, IN, KS, KY, LA, MO, NC, OK, SC, TN, TX & VA. Typical 15-20 yr leases
Corner Bakery Café	3,500-4,400	-	21 states	190	-		
Culver's	-	-	22 states	561	31	40	
Dave & Buster's	30,000-40,000	-	30 states	77	21	9-10	Plans are to operate 200 locations nationwide.
Denny's	3,500-4,500	-	Nationwide	1,695	48	50	163 owned and 1,527 franchised. 45% of entire fleet is remodeled.
Dickey's Barbeque Pit	1,800-2,500	-	40 states	391	-		Plans are to open 13 locations in OH & Northern NY through a franchisee
El Pollo Loco	2,200-3,000	-	AZ, CA, NV, TX & UT	416	20		Growth opportunities in existing states. IPO in July 2014. Stores consist of 168 company owned & 233 franchisee locations. Opening 6 locations in Salt Lake City, UT through a franchisee.
Famous Dave's	4,000-6,000	-	34 states	180	3	3-5	Current focus is rebuilding; closing down non-profitable stores & selectively opening new stores.
Fazoli's		-	-	200	-	-	Expansion opportunities in Cincinnati, Cleveland, Detroit, Pittsburgh, Dallas, Phoenix & Charlotte
Fleming's Prime Steakhouse				66			
Freddy's Frozen Custard & Steakburgers			26 states	178			
Golden Corral	7,500-14,000	-	41 states	500	20		Growth opportunities in Southern CA over the next 18 months
Hooters Restaurants	5,000-8,000	-	42 states	420	-		Plans to increase stores operated by 15-20% annually for several years. Growth opportunities in Atlanta, GA MSA in the next 18 months.

These fields have been updated for this months report

# CAUSAL DINING RESTAURANTS (CONT'D)

## Quick Service

Retailer Name	Avg. SF	Sales Per SF	Region	Store Count	2015 Expansion	2016 Expansion	Expansion Comments
Houlihan's	7,500-8,500	-	Midwest/Eastern US	100	-		
IHOP*	4,000-7,000	-	Nationwide	1,522	-		
Kona Grill	6,500-7,500	-	20 states	33	7		Target is 20% growth annually over the next several years.
Logan's Roadhouse	5,600-7,500	-	23 states	235	-		
Longhorn Steakhouse*	5,500-6,300	-	40 states	470	-		
McAlester's Deli	3,000-4,500	-	24 states	325	-		Expanding in AZ, FL, NM, OH, PA, TX, VA & WY
Newk's Eatery	-	-	13 states	96	20	30	Approx 85% of restaurants are franchised.
Olive Garden*	7,500-8,500	-	Nationwide	832	-		
O'Charley's	6,000-9,300	-	19 states	234	-		
Outback Steakhouse	3,500-10,000	-	Nationwide	755	-		
Panera Bread	4,000-5,300	-	45 states	1,972	-	75	New locations planned in select markets nationwide. 50% of expansions are franchisee driven vs. corporate.
Pollo Tropical	3,000-4,000	-	FL, GA, TN & TX	275	28-32		
Qdoba Mexican Grill	2,800-3,000	-	Nationwide	632	50-60		
Quaker Steak & Lube	4,000-8,700	-	20 states	61	-		Locations are 90% Franchised, New locations in TX, SD, SC, NJ, PN, WI, FL
Red Lobster*	6,000-7,500	-	Nationwide	694	-		Company sold to Golden Gate Capital for \$2.1B in June 2014
Red Robin*	2,000-6,000	-	Nationwide	517	25		Expanding into FL, NJ, NY, Chicago & TX
Smashburger	-	-	Nationwide	312	-	85-95	
Steak 'N Shake	2,000-4,500	-	22 states	550	-		
The Cheesecake Factory	7,200-11,000	-	Nationwide	190	11		
Texas Roadhouse	6,300-8,500	-	48 states	465	-		Opening 171 stores in the "coming years"
TGI Friday's	7,000-8,500	-	Nationwide	1,000	-		Company sold to Sentinel Capital Partners & TriArtisan Capital Partners for \$800M in July 2014
Twin Peaks	5,500-10,000	-	24 states	70	-		Growth opportunities are sought through the west coast as well as NE corridor of US
Zaxby's	3,000-4,000	-	16 states	665	80		Expanding westward
Zoe's Kitchen	2,600-3,100	-	Nationwide	149	50		Target markets include AZ, Denver, Orlando, Tampa, FL, Kansas City, Philadelphia and TX.

These fields have been updated for this months report



## RETAILER REAL ESTATE CONTACTS

Company	City	State	Main Phone	Contact	Phone	E-Mail	Territory
7-11	Norwalk	CT		Steve Oliver	972-828-4257	stephen.oliver@7-11.com	IL, MI, OH, CO, WI, N. Ca, WA
				Ken Barnes	860-798-1024	Kenneth.Barnes@7-11.com	PA, NJ, RI, NY, MA
				Armand Keurian	908-803-2641	armand.keurian@7-11.com	VA, MD, NC, SC, DC
				Mike Austin	714-307-0872	michael.austin@7-11.com	Los Angeles, San Diego, S. Nevada
				Mike Triantafellou	469-401-9324	michael.triantafellou@7-11.com	Texas
				Grant Distel	702-445-4313	grant.distel@7-11.com	Florida
Advance Auto Parts				Al Compton	770-424-8172	al.compton@advance-auto.com	Southern Region
				Craig Sesing			North East and Great Lakes Region
				John Orton			West Region
				Matt Reese	901-232-0449	matt.reese@advanceautoparts.com	Florida
Albertson's (all banners)				Steve Cogan	208-395-4296	stephen.cogan@albertsons.com	Corporate
				Jeff Dierck	714-300-6752	jeff.dierck@albertsons.com	Corporate
				Stephanie Davis	623-869-4421	stephanie.davis@safeway.com	Corporate
				Travis Molis	208-395-4371	travis.molis@albertsons.com	Corporate
				Steve Berndt	925-467-2232	steve.berndt@safeway.com	West
				Eric Holzer	208-395-3617	eric.holzer@albertsons.com	West
				Jan Martin	623-869-3140	Jan.martin3@safeway.com	West
				Kevin Wing	714-300-6785	kevin.wing@safeway.com	West
				Michelle Fleharty	425-201-6385	michelle.fleharty@safeway.com	West
				Natalie Mattei	925-467-3063	natalie.mattei@safeway.com	West
				Sam Shink	714-300-6727	sam.shink1@safeway.com	West
				Todd Paradis	925-467-2078	todd.paradis@safeway.com	West
				Tim Baker	301-918-6723	tim.baker@safeway.com	East
				Avis Black	301-918-6662	avis.black@safeway.com	East
				David Hardin	713-268-3897	david.hardin@safeway.com	East
				David Hene	630-948-6076	david.hene@jewelosco.com	East
				Lynn Miller	303-843-7561	lynn.miller@safeway.com	East
			Joe Rollins	806-791-8110	jrollins@unitedtexas.com	East	
			Kerrigan McKay	610-889-4292	kerrigan.mckay@acmemarkets.com	East	
Arby's	Atlanta	GA		Greg Vojnovic		gvojnovic@arbys.com	Chief Development Officer
				Ray Lauletta		rlauletta@arbys.com	VP - Real Estate
				Joe Davitt		jdavitt@arbys.com	Sr. Director - Real Estate
				Randy Tomczak		rtomczak@arbys.com	Sr. Director - Real Estate (West)
				David Skidmore		dskidmore@arbys.com	Director - Real Estate (Northeast)

**RETAILER REAL ESTATE CONTACTS**

Company	City	State	Main Phone	Contact	Phone	E-Mail	Territory
Ashley Furniture	Arcadia	WI	608-323-3377	Gary Colby		gcolby@ashleyfurniture.com	
Aspen Dental	Syracuse	NY		Todd Phillips	315-454-6000x1254	tphillips@aspental.com	
				Jon Tedesco	315-440-5768	jtedesco@aspental.com	Northeast US
				Marc Comstock	817-683-3529	mcomstock@aspental.com	Southwest US
AutoZone	Memphis	TN	901-495-8969	Thomas Eldridge	678-653-9448	teldridge@aspental.com	Southeast US
				Kendrick Hickman	901-495-8921	kendrick.hickman@autozone.com	DE, IA, IL, IN, KS, KY, MD, MI, MD, MN, MO, MS, ND, NJ, OH, PA, SD, VA, WI, WV, DC
				Brad Denzin	901-495-8904	brad.denzin@autozone.com	AR, AK, CA, CO, FL, HI, ID, KS, MO, MT, NE, NM, NV, OK, OR, SD, UT, WY
				Tahir Sikandar	901-495-8914	tahir.sikandar@autozone.com	AL, AR, FL, GA, LA, MA, ME, MS, NC, NH, NJ, NY, OK, PA, RI, SC, TN, TX, VA, VT, WA
Bass Pro Shops	Springfield	MO	417-873-5000	Mike Dunham		realestate@basspro.com	
Bealls Department Stores	Bradenton	FL	941-744-4638	Stan Farnowski			
Bed Bath & Beyond, Inc.	Union	NJ	908-855-4568	Seth Gledzahler		seth.geldzahler@bedbath.com	
Big 5 Sporting Goods	El Segundo	CA	310-536-0611	Jim Berlin		jsb@big5corp.com	
Belk	Charlotte	NC		Susan Clark		susan_clark@belk.com	
Big Lots	Columbus	OH	614-278-6800	Kevin Day		kday@biglots.com	CA, ID, MT, NV, OR, UT, WA, WY
				Vince Cattano		vcattano@biglots.com	FL, GA, IA, IL, IN, KY, MD, MI, MN, NC, ND, OH, SC, SD, TN, VA, WI, WV
Bed Bath & Beyond, Inc.	Union	NJ	908-855-4568	Seth Gledzahler		seth.geldzahler@bedbath.com	
Big 5 Sporting Goods	El Segundo	CA	310-536-0611	Jim Berlin		jsb@big5corp.com	
Belk	Charlotte	NC		Susan Clark		susan_clark@belk.com	
Big Lots	Columbus	OH	614-278-6800	Kevin Day		kday@biglots.com	CA, ID, MT, NV, OR, UT, WA, WY
				Vince Cattano		vcattano@biglots.com	FL, GA, IA, IL, IN, KY, MD, MI, MN, NC, ND, OH, SC, SD, TN, VA, WI, WV
				Josh Nanberg		jnanberg@biglots.com	AL, AR, AZ, CO, CT, DE, KS, LA, MA, ME, MO, MS, NH, NM, NJ, NY, OK, PA, RI, TX, VT
Bridgestone/Firestone	Roanoke	VA		Pattie Austin	682-831-2616	paustin@bfrc.com	
				Ron Ricks	770-321-4488	rricks@bfrc.com	
Brookshire Brothers	Lufkin	TX	936-634-8155	Eric Rich		erich@brookshirebros.com	

**RETAILER REAL ESTATE CONTACTS**

Company	City	State	Main Phone	Contact	Phone	E-Mail	Territory
Burger King	Miami	FL	305-378-3000	Andy Zhou	305-378-3118	azhou1@whopper.com	North American Development- West Coast
Burlington Coat Factory	Burlington	NJ	609-387-7800	Michael Shanahan		michael.shanahan@coat.com	
				Alan Eichberg	609-658-0902	alan.eichberg@burlingtonstores.com	North East
				Chris Kiehler	714-322-2545	chris.kiehler@burlingtonstores.com	Central
				Drew Insleman	609-234-6104	drew.inselman@burlingtonstores.com	Mid Atlantic
				Eric Corpuz	858-395-4084	eric.corpus@burlingtonstores.com	West
				Jeff Morrow	817-939-0796	jeff.morrow@burlingtonstores.com	South
Carl's Jr./ Hardee's				Ingrid Akers	866-253-7655	iakers@ckr.com	CA, NV, OR, UT, WA
				Clyde George	866-253-7655	cgeorge@ckr.com	Southern AL, LA, Southern MS, Southern TX
				Lisa Shaw	805-745-7882	lshaw@ckr.com	AZ, CO, ID, KS, MO, ND, NE, NM, OK, SD, Northern TX, WY
				Ron Farmer	615-370-9411	rfarmer@ckr.com	AL, AR, FL, GA, KY, Northern MS, SC, TN
				Bob Paszek	714-797-4077	rpaszek@ckr.com	CT, DE, IA, IL, IN, MA, MD, ME, MI, MN, NC, NH, NJ, NY, OH, PA, RI, VA, VT, WI, WV
Chick-Fil-A	Atlanta	GA	404-765-8000	Erwin Reid		erwin.reid@chick-fil-a.com	
Chuy's	Austin	TX	512-473-2783	Michael Hatcher		mhatcher@chuys.com	
Circle K	Charlotte	NC	704-583-5700	Evan Walton		ewalton1@circlek.com	
Conn's Appliances	The Woodlands	TX	936-230-5841	Robby Ferguson		robby.ferguson@conns.com	
				Don Welch		don.welch@conns.com	
CVS Caremark	Woonsocket	RI	401-770-4310	Suzanne Lanois		suzanne.lanois@cvscaremark.com	
				Steve Butera		steve.butera@cvscaremark.com	
Del Taco	Lake Forest	CA	949-462-7356	Bridget Marques		bmarques@deltaco.com	
Delhaize Group (Food Lion/Hannaford)	Salisbury	NC	704-633-8250	Jeff Smith		realestate@foodlion.com	
Denny's	Spartanburg	SC				fhughes@dennys.com	
Dick's Sporting Goods	Wilkesboro	NC		Chuck Smithey	336-818-1665	charles.smithey@dcs.com	
				Mike Phillips	412-627-0372	michael.phillips2@dcs.com	
Discount Tire Company	Scottsdale	AZ		James Silhasek	480-606-5828		
Dollar General	Goodlettsville	TN	615-445-0104	Dennis Young		deyoung@dollargeneral.com	

**RETAILER REAL ESTATE CONTACTS**

Company	City	State	Main Phone	Contact	Phone	E-Mail	Territory
				Mike Phillips	412-627-0372	michael.phillips2@dcsg.com	
Discount Tire Company	Scottsdale	AZ		James Silhasek	480-606-5828		
Dollar General	Goodlettsville	TN	615-445-0104	Dennis Young		deyoung@dollargeneral.com	
Dollar Tree	Chesapeake	VA		Todd Littler	757-321-5000	leasing@dollartree.com	
				Chris Teeter	757-321-5664		Northwestern US
				Kenny Palmer	757-321-5162		Southeastern US
				Dennis Denam	757-321-5165		Midwestern US
				Jeff Forman	310-793-6473		Southwestern US
				Terry Erney	757-321-5618		South Central US
				Lori Teeter	757-321-5879		Northeastern US
DSW	Columbus	OH		Steve Ramey	614-237-7100	steveramey@dswinc.com	
El Pollo Loco	Costa Mesa	CA	714-599-5034	Esty Chang		echang@elpolloloco.com	
Family Dollar	Highlands Ranch	CO		Greg Shelton	720-344-9888	gshelton@familydollar.com	CO, KS, MO, ND, NE, OK, SD, WY
Fred's, Inc.	Memphis	TN	901-365-8880	Jeff DeGroot		jdegroot@fredsinc.com	
Fresh Thyme Farmers Market	Phoenix	AZ	844-218-8032	Justin Haasch		jhaasch@freshthyme.com	
Giant Eagle	Pittsburgh	PA		Jim Chickini	412-963-6200	james.chickini@gianteagle.com	
				Erin Sondej		erin.sondej@gianteagle.com	
				Jessica Bennett		jessica.bennett@gianteagle.com	
Goddard School	King of Prussia	PA	610.265.8510	Rob Skibjak		realestate@goddardschoolsystems.com	
Golden Corral	Raleigh	NC	918.781-9310	Glen Kinkade		gkinkade@goldencorral.net	
				Dick Chase		dchase@goldencorral.net	
Guitar Center	Westlake Village	CA	818-735-8800	Robert Stannard		robert@guitarcenter.com	
Harris Teeter	Matthews	NC	704-844-3100	Scott Wippel		swippel@harristeeter.com	
hhgregg	Indianapolis	IN	317-848-8710	Bruce Dixon		bdixon@hhgregg.com	
Hooter's of America, Inc.	Atlanta	GA	770-951-2040	Janet Kearns		jkearns@hooters.com	
Hobby Lobby	OKC	OK	405-745-1100	Scott Nelson		scott.nelson@hobbylobby.com	
Home Depot	Atlanta	GA		Jim McCarthy	770-443-8211		
				Michelle Hagood	770-443-8211		
Hy-Vee Food Stores	West Des Moines	IA	515-327-2147	Pete Hosch		phosch@hy-vee.com	

**RETAILER REAL ESTATE CONTACTS**

Company	City	State	Main Phone	Contact	Phone	E-Mail	Territory
Hy-Vee Food Stores	West Des Moines	IA	515-327-2147	Pete Hosch		phosch@hy-vee.com	
In-N-Out Burger	Baldwin Park	CA	714-969-8099	Mike Bailey		mbailey@innout.com	
Jack in the Box				Donna McCurdy		donna.mccurdy@jackinthebox.com	
				Sandra Ayers		sandra.ayers@jackinthebox.com	
				Tim Godsey		tim.godsey@jackinthebox.com	
Jiffy Lube	Houston	TX		Tom Lane	713-241-7888	thomas.lane@shell.com	
Jo-Ann Fabrics	Hudston	OH		Todd Burton	330-463-8777	todd.burton@joann.com	AR, IA, IN, KS, KY, LA, MO, ND, NE, OH, Western NY, Western PA, SD & WV
				Kevin Beegle	330-463-3461	kevin.beegle@joann.com	MN, MT, NV, OR, UT, WA, WI, WY
				Adam Rabin	301-528-2007	adam.rabin@joann.com	AL, CT, GA, MA, MD, ME, MS, NC, NH, NJ, NY, Eastern PA, RI, SC, TN, VA, VT
				Tony Carolsello	330-463-6600	anthony.carolsello@joann.com	AZ, Southern CA, FL, NM, OK, TX
				Velma Quinlan		velma.quinlan@joann.com	
Kangaroo Express	Cary	NC	919.774.6700	Alex Garcia		alex.garcia@thepantry.com	
Kirkland's			615-872-4902	Sarah Dickerson		sarah.dickerson@kirklands.com	
Kohl's	Menomonee Falls	WI		Jeff Poole	262-703-6371	jeff.poole@kohls.com	Western Region
				Ashley Mack	262-703-2457	ashley-mack@kohls.com	Midwestern Region
				Patrick Cairns	262-703-6371	patrick.cairns@kohls.com	Eastern Region
Kona Grill	Scottsdale	AZ	480-922-8100	Marci Rude		rude@konagrill.com	
Kroger	Cincinnati	OH	513-782-3423	Monte Chesko		monte.chesko@kroger.com	
Krystal	Dunwoody	GA	404-909-6704	James Throckmorton		jthrockmorton@krystalco.com	
Krispy Kreme	Winston-Salem	NC		Chris Sneed	336-726-8985	csneed@krispykreme.com	Southeast & Midwest (Corporate Locations)
				Mike LaRue	336-726-8967	mlarue@krispykreme.com	Southwest, West, Pacific Northwest, Northeast (Franchise Locations)

**RETAILER REAL ESTATE CONTACTS**

Company	City	State	Main Phone	Contact	Phone	E-Mail	Territory
LA Fitness	Irvine	CA	949-255-7403	Bill Horner		billh@fitnessintl.com	
				John Gabriel		johng@fitnessintl.com	
La-Z-Boy, Inc.	Monroe	MI	734-384-6225	David Baratta		david.baratta@la-z-boy.com	
Lidl	Arlington	VA		Michael Merryman	571-982-0081	michael.merryman@lidl.us	
Lifetime Fitness	Chanhassen	MN	952-947-0000	Tami Kozikowski		tkozihowski@lifetimefitness.com	
Menards	Eau Claire	WI	715-876-2532	Theron Berg		tberg@menard-inc.com	
Michaels	Irving	TX	2144926285	Lance Weibye		weibyel@michaels.com	
Nordstrom Rack	Seattle	WA	206-303-2095	Tony Sekora		tony.sekora@norstrom.com	
Northern Tool	Burnsville	MN		Brent Obert	952-808-6629	brent.obert@northerntool.com	
				Duane Boris	952-895-6809	duane.boris@northerntool.com	
Orscheln Farm & House	Moberly	MO		Rick Powers	660-269-3580	rpowers@orscheln.com	
PepBoys	Philadelphia	PA		Joe Walsh	215-430-9388	joe_walsh@pepboys.com	TX, MD, MA, VT, CT
				Mark Hahn	850-455-7720	mark_hahn@pepboys.com	AL, GA, FL
				Nicholas Puccio	760-215-9372	nicholas_puccio@pepboys.com	CA
				Rob Nystrom	215-430-9703	Rob_Nystrom@pepboys.com	PA
				Tony Delguyd	440-473-4322	Anthony_delguyd@pepboys.com	IL, NC, SC, NY
Petco Animal Supplies	San Diego	CA		Jim Lampassi	858-677-3030		
Pet Supplies Plus	Livonia	MI		Donna Capichano	866-477-7748	dcapichano@petsuppliesplus.com	
Popeyes				Sam Wong		sam.wong@popeyes.com	AZ, CA, UT, CO, ID, NV OR, WA
				Doug Randall		doug.randahl@popeyes.com	TX, NM, LA, AR, OK, KS, NE, WY, SD, ND, MN, IA, MD MI, MO IN
				Bob Baker		bob.baker@popeyes.com	FL, GA, AL, MS, SC, NC, VA TN
				Ray Lauletta		ray.lauletta@popeyes.com	NJ, NY, PA, MO, OH, WV, VA, New England
Primrose Schools	Acworth	GA	770-529-4100	William Pierquet		bpierquet@primroseschools.com	
				Bob Rossman	603-770-9868	brossman@primroseschools.com	CT, DE, FL, MA, MD, NH, NJ, NY, PA, RI, VA, WV
				Richard Kaspar	614-440-4755	rkaspar@primroseschool.com	AL, GA, IL, IN, KY, MN, MO, NC, SC, OH TN, WI
				Jim Hanson	626-419-6364	jhanson@primroseschools.com	AZ, CA, NV, OR, UT, WA
				Spencer Laney	214-471-2499	slaney@primroseschools.com	AR, CO, KS, LA, NE, OK, TX
Planet Fitness	Newington	NH	603-750-0001				

## RETAILER REAL ESTATE CONTACTS

Company	City	State	Main Phone	Contact	Phone	E-Mail	Territory
Red Robin	Castle Rock	CO		Todd Brighton	303-846-6033	tbrighton@redrobin.com	
Rite Aid	Irvine	CA		Tracy Verastegui	626-858-9227	tverastegui@riteaid.com	New Store Development - West/Central
				Carrie Hoffman	856-686-0841	cehoffman@riteaid.com	New Store Development - North/South
				Paul Newlin	610-489-8327	pnewlin@riteaid.com	New Store Dev - NJ, Eastern PA
				Keri Hellinga	949-753-0614x205	khellinga@riteaid.com	New Store Dev - UT, CO, IN, CA-Inland Empire
				Nathan Cromeenes	949-753-0614x203	ncromeenes@riteaid.com	New Store Dev - Northern CA, NV, MS
				David Steinberg	818-718-6067	dsteinberg@riteaid.com	New Store Dev - OH, WV, Western PA
				Gregg Weiman	360-604-8930	gweiman@riteaid.com	New Store Dev - WA, OR, ID, MI, KY
				Derek Pierce	494-905-2201	dpierce@riteaid.com	New Store Dev - CT, ME, MA, NH, RI, VT
				Joe Lancaster	919-676-3610	jlancaster@riteaid.com	New Store Dev - SC, NC, VA, DC, MD
				John Shackelford	901-737-1125	jshackelford@riteaid.com	New Store Dev - AL, GA, TN, NY-Upstate
	Bobbi Perry	717-730-8359	bperry@riteaid.com	Real Estate Administration - Renewals/Extensions/ Surplus Property			
Ross Stores, Inc.	Pleasanton	CA		Gregg McGillis	925-965-4764	gregg.mcgillis@ros.com	
				Richard Lietz	925-965-4890	richard.lietz@ros.com	IA, IL, IN, KS, Western MO, ND, NE, SD, WI
				Jack Toth	925-965-4778	jack.toth@ros.com	AL, AR, KY, LA, Eastern MO, MS, OK, Houston TX
				Jeff Sealy	925-965-4832	jeff.sealy@ros.com	Southern CA
				Michael Udekwu	925-965-4098	michael.udekwu@ros.com	Northern CA
				Mike Smith	925-965-4686	Mike.cmith@ros.com	DE, MD, NC, NJ, PA, SC, TN, VA
				Julie Leverton	925-965-4302	julie.leverton@ros.com	AZ, NM, TX
				Jac Gee	772-207-7557	jac.gee@ros.com	FL, GA
				Mike Raphael	925-965-4043	mike.raphel@ros.com	CO, ID, MT, NV, OR, UT, WA, WY
			Roundy's	Milwaukee	WI		Dan Ferrell
Save-A-Lot	Earth City	MO		Neil Kirchoff	407-491-0482	neil.k.kirchoff@savealot.com	
				Kristen Brown		kristen.brown@savealot.com	
Schnuck Markets	St. Louis	MO		Dave Fontana	314-994-4449	dfontana@schnucks.com	
Shaw's Supermarket	West Bridgewater	MA		Steve Jenkins	508-313-4612	steven.jenkins@shaws.com	



**RETAILER REAL ESTATE CONTACTS**

Company	City	State	Main Phone	Contact	Phone	E-Mail	Territory
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				Jack Toth	925-965-4778	jack.toth@ros.com	AL, AR, KY, LA, Eastern MO, MS, OK, Houston TX
				Jeff Sealy	925-965-4832	jeff.sealy@ros.com	Southern CA
				Michael Udekwu	925-965-4098	michael.udekwu@ros.com	Northern CA
				Mike Smith	925-965-4686	Mike.cmith@ros.com	DE, MD, NC, NJ, PA, SC, TN, VA
				Julie Leverton	925-965-4302	julie.leverton@ros.com	AZ, NM, TX
				Jac Gee	772-207-7557	jac.gee@ros.com	FL, GA
				Mike Raphael	925-965-4043	mike.raffel@ros.com	CO, ID, MT, NV, OR, UT, WA, WY
Sheetz	Altoona	PA		Steve Augustine	814-941-5110	saugustine@sheetz.com	
Sherwin Williams	Richardson	TX		Ray Starbuck	214-553-2972	rstarbuck@sherwin.com	
Shoe Carnival	Evansville	IN	812-867-4260	Mike Smith			
Shopko			800-869-5819				
Slumberland Furniture	Little Canada	MN		Michael Larson	651-482-7500	michael.larson@slumberland.com	
Smart & Final Stores	Commerce	CA	323-869-7750	Tony Bernardini		tony.bernardini@smartandfinal.com	
Sonic	Oklahoma City	OK		Joe Morian	303-579-3827	jmorian@sonicdrivein.com	CA, CO, ID, MT, NM, NV, OR, WA, WY
				Johnny Jones	405-249-8062	jjones@sonicdrivein.com	AR, IA, Southern IL, KS, MO, ND, NE, OK, SD, TX
				Todd Adams	919-750-5050	todd.adams@sonicdrivein.com	AL, IL, IN, FL, GA, KY, LA, MN, MS, NC, SC, TN, VA, WI, WV
				Charles DeFiglio	609-618-5401	cdefiglio@sonicdrivein.com	CT, DE, Central IN, MA, MD, ME, MI, NH, NJ, NY, OH, PA, RI, VT
Sprouts Farmers Market	Phoenix	AZ	602-682-1556	Ted Frumkin		tedfrumkin@sprouts.com	
Staples	Framingham	MA	508-253-7374	Tom Colarusso		tom.colarusso@staples.com	
Stater Bros. Markets	San Bernardino	CA		Bill Corridan		bill.corridan@staterbros.com	
				Michael Reed		michael.reed@staterbros.com	
				Teresa Opsahl		teresa.opsahl@staterbros.com	
Stop & Shop	Quincy	MA	617-770-8626	Tara Mullen			
Taco Bell	Irvine	CA	949-863-3824	Gary Brockman		gary.brockman@yum.com	
	Orlando	FL	407-427-0207	Joey Clayton		joey.clayton@yum.com	
				Steve Fielder		steve.fielder@yum.com	
The Grocery Outlet	Emeryville	CA	510-704-2819	Marc Drasin		mdrasin@cfgo.com	

## RETAILER REAL ESTATE CONTACTS

Company	City	State	Main Phone	Contact	Phone	E-Mail	Territory
The Container Store	Coppell	TX	972-538-6000	972-538-7425		realestate@containerstore.com	
Tops Markets	Buffalo	NY	716-635-5130	Tom Fitzgerald		tfitzgerald@topsmarkets.com	
Trader Joe's			626-599-3700				
Tractor Supply	Brentwood	TN		Clay Teter	615-440-4764	cteter@tractorsupply.com	
Tuffy Auto Service Center	Toledo	OH	419-865-6900	David Schak		dave@tuffy.com	
Twin Peaks	Dallas	TX	972-212-6872	Emily Rankin		emily.rankin@fbrest.com	
Ulta	Scottsdale	AZ	480-344-7710	Rick Franz		rick.franz@ultainc.com	Covers 23 states
Uncle Maddio's Pizza Joint	Atlanta	GA	678-384-7672	Brad Westbrook	678-384-7672	brad@westbrookre.com	
U.S. Cellular	Chicago	IL	773-399-6836	Erran Zinzer		erran.zinzer@uscellular.com	
				Glen Todd		glen.todd@uscellular.com	
Valvoline Instant Oil Change	Lexington	KY	859-357-2319	Greg Armbruster		garmbruster@ashland.com	
Walgreens	Deerfield	IL	847-315-2569	Tom Connolly		tom.connolly@walgreens.com	
WaWa	Wawa	PA	610-358-8000	June Spring		june.spring@wawa.com	
Wegmans	Rochester	NY	585-464-4755	Paul Gilber		paul.gilbert@wegmans.com	
Wendy's	Dublin	OH	614-764-3430	Maury Sledd	214-649-9830		Development Director for West Territory
				Dennis Hill	614-764-3412		Vice President, All Real Estate
				Leon Weissman	610-232-2166		Development Director for North Territory
				Larry Spanski	614-764-4271		Development Director for Mid-West Territory
				Joe Keith	770-283-3769		Development Director for South Territory
Whataburger	San Antonio	TX	210-476-6820				
Zoe's Kitchen	Plano	TX	205-414-9920	Allyn Taylor	x250	allyntaylor@zoeskitchen.com	

# beyond traditional brokerage



**Daniel Herrold**  
Senior Director

Daniel Herrold is a veteran broker at Stan Johnson Company with over \$2 billion in transaction experience through his tenure at the firm. As part of the Corporate Finance group, Herrold's focus is driving the team strategy in the origination of sale leaseback opportunities with public & private corporations, franchisees and private equity groups.

- Strategy Development & Execution
- Business Development
- Client Advisory

[dherrold@stanjohnsonco.com](mailto:dherrold@stanjohnsonco.com)



**Donica Webb**  
Closing Manager

Webb provides service to each person involved to see the deal through by providing attention to our customers. She is the go to person for due diligence items, site visits, title companies, etc and also closely monitors the days from LOI executed to closing date.

[dwebb@stanjohnsonco.com](mailto:dwebb@stanjohnsonco.com)



**David Annett**  
Associate

David Annett joined Stan Johnson Company in 2013. Annett assists in business development activity of sale leaseback opportunities as well as leading the marketing execution and strategy of listing assignments. He also drives buy side initiatives for institutional, family office, private equity and 1031 clients.

- Client Representation
- Marketing Strategy & Execution
- Client Advisory

[dannett@stanjohnsonco.com](mailto:dannett@stanjohnsonco.com)



**Kristine Meggenberg**  
Marketing Specialist

Meggenberg provides the team with a variety of services such as individual property marketing, national advertising, direct e-mail marketing, press releases, social media and digital marketing.

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**Jason Wiltshire**  
Associate

Jason Wiltshire joined Stan Johnson Company in 2015. Wiltshire assists in business development activity of sale leaseback opportunities as well as leading the marketing execution and strategy of listing assignments.

- Client Representation
- Marketing Strategy & Execution
- Client Advisory

[jwiltshire@stanjohnsonco.com](mailto:jwiltshire@stanjohnsonco.com)



**Lori Spyres**  
Operations Manager

Spyres performed database integrity functions, research, drafting of transaction related documents, travel arrangements, and preparation of expense reports.

[lspyres@stanjohnsonco.com](mailto:lspyres@stanjohnsonco.com)

## Stan Johnson Company

The Net Lease Authority®

Stan Johnson Company is the largest collaborative team in the net lease industry offering acquisition, disposition, pricing advisory and 1031 exchange services to a wide range of clients throughout the United States. Our specialization has resulted in an extensive network of brokers with insider knowledge and strong relationships – enabling us to efficiently match buyers with sellers. Drawing on a full array of brokerage and advisory services, our professionals create superior solutions for fee simple, ground lease, leasehold, sale leaseback and zero cash flow deals. As a result, we are known as the Net Lease Authority.

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30 Years of Experience

### 450%

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### \$20 Billion

Over \$20B Net Lease Transactions

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[Check Out Our Whitepaper](#)

going beyond

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