#### **Rebekah Carlson**

From:	Matthew D. Baumann <matt@crosstownrea.com></matt@crosstownrea.com>
Sent:	Wednesday, April 1, 2020 5:16 PM
То:	Sariya
Subject:	Today in CASCO-19 News
Attachments:	VID-20191219-WA0018.mp4; Ross Letter to LL.docx; Script for Landlords Recouping Rent
	Payments.pdf; Batteries Plus Letter to LL.pdf; Help with CMBS Loans.docx; SJC-Herrold-Emerging
	Tenants Report-March2020.pdf; SJC-Herrold-Retail Expansion Report-March2020.pdf

Anyone dreading emails and phone calls these days? Me, too...

- Interesting video attached about life in Japan. Any lessons for us property owners here?
- <u>Screening for C-19 at Your Property Without Breaking Law</u>
- Ross Letter to Landlords attached at least April is getting paid!
- ILL RE Journal Webinar on Force Majeure April 8
- Ted Schmidt suggests reading your insurance policies...here's the note he sent to his agent:

#### Don,

This is notice of our claim for loss of business Income/ extra expense. This loss has started and I anticipate it will be ongoing.

You stated in your March 27, 2020 email (below) to Greg Kerr:

"Hello Greg, Can you send me the Communicable Disease exclusion regarding Business Interruption/Loss of Income? I need it in a hurry if possible. <u>I searched the policy and could not find it</u>."

We have reviewed the policy you emailed to us 12/10/2019 and the reason you could not find the exclusion is because it is not in or attached to the policy delivered to us and therefore not applicable to our policy. Please let me know if I need to do anything else to initiate this claim.

Thank you,

Ted

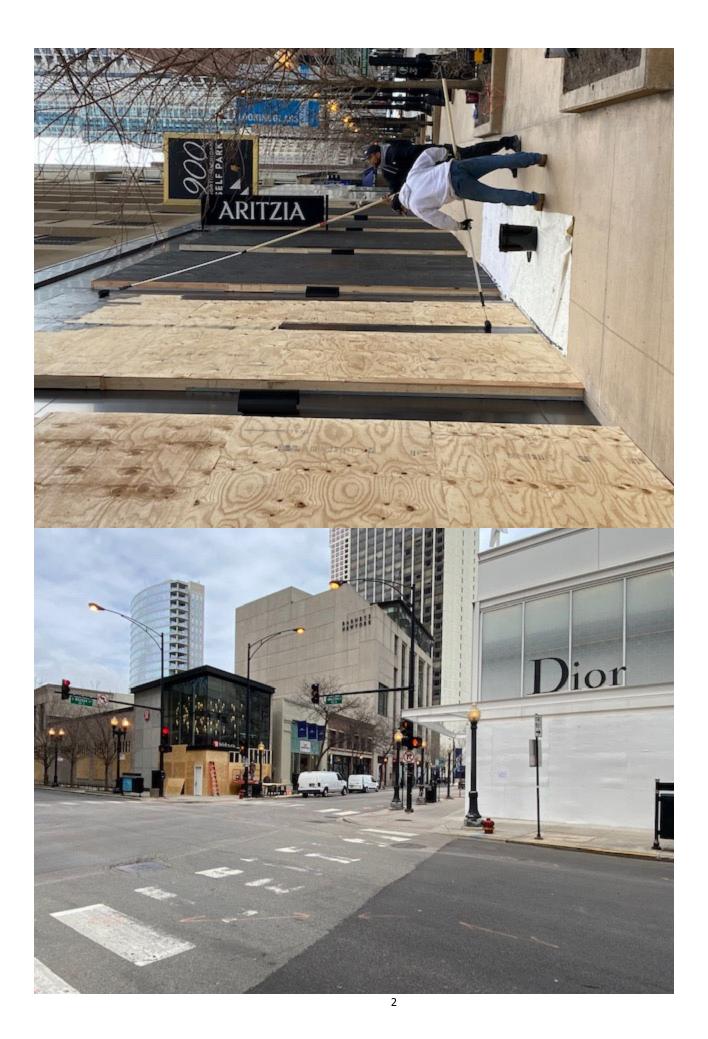
- <u>SVN Webinar Guide to Rent Collection in this Environment</u> (script attached for reference for this call)
- Batteries Plus Says No April Rent (attached letter)
- Board ups happening in the Gold Coast (pictures by Leigh) see below
- Craig/Mark hired Hart Advisors to restructure a couple of CMBS loans a few years ago with limited success. Notwithstanding, however, this may be an avenue to consider given our call yesterday.
- <u>Rent Relief for Restaurants</u> article that may be helpful to forward to your dining establishments
- <u>Tenants Guide to Rent Relief</u> another one to pass along, if you desire
- Emerging Tenants Report/Retail Expansion Report attached thank you, David Russo!



Matthew D. Baumann, CCIM | Crosstown Real Estate Advisors, LLC

3543 North Pulaski | Chicago, IL 60641

O: 773.293.6901, ext 2 | C: 312.617.5826 Investments|Brokerage|Property Management|Leasing



## Batteries + Bulbs

March 30, 2020

Dear Landlord,

The coronavirus pandemic continues to be an unprecedented event that has created a disruption to our nation's health and economy. The speed of this crisis is causing a daily evaluation of our operations for the safety of our associates, our customers, and the broader communities we serve.

As we continue to navigate this public health and economic crisis, our leadership team is taking the steps necessary to have a viable business operation after these restrictions are lifted. Due to this declared National Emergency and the governmental restrictions imposed at the state and local level by numerous shelter-in-place or similar orders throughout the country during this unprecedented time that have significantly impacted us, we are seeking cooperation with our landlords to work through our long-term lease relationships to ensure we will be able to fulfill future obligations.

Unfortunately, we must let you know that Batteries Plus, LLC will not be making any of its rent payment for April 2020. Please know we did not make this decision lightly. We cannot predict the future or the extent of this crisis but we hope to resume our rent payments as soon as reasonably possible. We will be contacting you in the upcoming days to discuss potential options for proceeding during and after this crisis, in hopes of reaching a mutually beneficial end result.

Thank you for your anticipated cooperation during this challenging time.

Sincerely,

Kit thi

Kirtis Hill VP Market and Business Development

I hope this email finds you well, especially considering the current COVID-19 environment. I am reaching out because as you may recall, my firm, Hart Advisors Group is a commercial loan advisory company that started from the ashes of the 2009 financial collapse. Hart has been a borrower advocate for the better part of 11 years, having completed over \$5 Billion in CMBS loan restructures. With our years of experience, our knowledge basis and deep-seated relationships with special servicers, the current environment has put our firm in a unique position to assist borrowers.

Not a single special servicer is staffed for this event. Our servicer relationships are guiding us in the best manner to assist our clients and streamline the process that asset managers will need to work through. Hart is on the forefront of shaping the solutions now. Our team has worked on a plan to offer what we call a "Relief Modification". After consulting with senior leadership at each special servicer, they are supportive of aggregating numerous deals together and negotiating across bulk lists of loans with similar modification needs. By aggregating numerous loans and streamlining the process our client's requests make it efficient and will be processed first. Further information about our Relief Modification program is below.

Hart Advisors Group will provide a "Relief Modification" at a quarter of our normal pricing for loans with the following parameters:

- 1. Loan was performing on March 1, 2020;
- 2. Asset must be hospitality, retail, or student housing;
- 3. The sole reason for the modification request is relief due to the impact of COVID-19;
- 4. Short Term Relief is being sought for 12 months or less in the form of:
  - a. Temporary payment forbearance;
  - b. Interest rate reductions;
  - c. Reserve waivers and releases;
  - d. Fee waivers (late charges, default interest, etc.); and,
  - e. Extensions.

Pricing for sponsors is as follows:

- 1. 5 or more loans, \$20,000, payable \$10,000 on engagement and \$10,000 on completion.
- 2. Under 5 loans, \$22,500, payable \$10,000 on engagement and \$12,500 on completion.

If this is of interest to your group, I'm happy to arrange a call to further discuss.

Please feel free to visit our website at <u>www.hart-advisors.com</u>.

Sincerely,

Seth



SETH DENISON. ESQ. SENIOR MANAGING DIRECTOR O: 786.408.5507 M: 305.401.4140 sdenison@hart-advisors.com

3191 Coralway Suite 405 Miami, FL 33145

www.hart-advisors.com





March 31, 2020

Dear Landlord:

As we are all aware, we are witnessing unprecedented times and feeling the significant impact that the COVID-19 pandemic is having on our daily lives, communities, and businesses. Local, national, and international health organizations - including the World Health Organization and U.S. Centers for Disease Control and Prevention - have issued directives suggesting that all public gatherings be suspended. In addition, the majority of local and state governments have issued mandates suspending all public gatherings, ordering restrictions on the operation of non-essential businesses, and ordering residents to shelter-in-place. Given these unforeseeable circumstances beyond Ross' control and the impossibility of Ross continuing to operate its stores as the parties could have reasonably foreseen or anticipated, Ross has made the unavoidable decision to temporarily close all of its stores, offices, and distribution centers nationwide at different times during the month of March.

As a sign of good faith, Ross intends to advance April rent and additional charges to you to assist you with weathering the storm created by this pandemic, as well as stabilizing your cash flow with respect to your smaller tenants who, we hope, can reopen and continue to operate in the shopping center. In the coming days and weeks, we want to discuss our path forward with you in the face of this pandemic - including, but not limited to, rent relief and credit for the days when our store was closed, or until our business has been reestablished to its pre-pandemic level. We will, of course, keep you updated as to our plans as we continue to deal with this unprecedented and unanticipated situation.

Ross strongly values its working relationship with you. We remain committed to working with you during this extraordinary time to help protect the safety and health of our associates, customers, and the public.

Thank you in advance for your support. Please note the address below may be different from what you have on file. Ross requests that during this national emergency, all notices and other communication be directed to the addresses shown at the end of this letter. If you have any questions regarding this letter or wish to setup a time to discuss a path forward, please contact Gregg McGillis, Group Executive Vice President, Property Development at (925) 965-4626, or Richard Lietz, Group Senior Vice President, Real Estate at (925) 965-4514.

For all notices other than Rent statements, change of address notices, and requests for access to the Premises:

Ross Stores, Inc. 5130 Hacienda Drive Dublin, CA 94568 Attn.: Group Executive Vice President, Property Development

With a copy to: Ross Stores, Inc. 5130 Hacienda Drive Dublin, CA 94568 Attn.: Real Estate Law Department

For all change of address notices: property.administration@ros.com via electronic mail

With a copy to: Ross Stores, Inc. 5130 Hacienda Drive Dublin, CA 94568 Attn.: Real Estate Law Department

For all requests for access to the Premises: property.administration@ros.com via electronic mail

Sincerely,

Ann Mulh

Gregg McGillis Group Executive Vice President, Property Development Ross Stores, Inc.



#### SVN Rock Advisors: Script for Landlords – Recouping Rent Payments

#### Context:

April 1<sup>st</sup> will be a difficult day for many landlords and property managers. The outbreak of COVID-19 has had a strong negative effect on many current renters' capacity to pay rent in the short term however, it has also created the opportunity for many more to forgo their responsibilities, whether through collective organization or simply individual refusal. Many have decided not to pay their rent.

As a property owner, it is your responsibility be proactive and reach out to tenants. Our guide for this discussion:

1. **It's a Discussion not an Interrogation:** You want to keep good residents! - <u>Resident retention is imperative – for a strong ongoing NOI</u>. We have developed 3 separate documents to help you with this discussion:

All documents are downloadable at this site: <u>https://svnrock.ca/events/webinars/</u>

- i.) Document to send pre-April 1<sup>st</sup>: How to identify tenants who **may** be in trouble paying April 1<sup>st</sup> rent.
- ii.) Document to send post-April 1<sup>st</sup>: How to follow up with tenants who **have not** paid the rent.
- iii.) Rent Arrears Payment Plan: How to follow up with tenants to create a payment plan in the COVID -19 Environment.

We also have provided a fourth document which provides your staff with the details they need to keep your building running smoothly in this COVID environment.

The goal is to identify residents who may require the ability to enter into a rent arrears plan as of April 1<sup>st</sup>, and to provide them with the mechanism to work with you and your staff.



## 2. It's Your Responsibility to Review which Tenants Qualify for COVID-19 Agreements:

You'll likely have many tenants who can still pay their rent. In this environment, your job is to figure out which tenants are directly affected by COVID-19. Specifically:

- Prior to reaching out to these tenants you should review their applications and current resident profiles: payment history, current employer, income, and size of household.
- Look at your rent roll: Both higher rent, and lower rent tenants are going to be at risk. **We can help you with this reach out to us:** <u>derek.lobo@svn.com</u>.

By reviewing resident profiles, you can best determine who the high risk residents are for either contracting COVID-19, or who may be unable to afford their rent, and determine what the potential options are before-hand whether it be a payment plan, or partially deferred payments. This ensures that the process is efficient and accurate.

#### By doing this, it becomes a productive discussion.

#### 3. Who's at Risk?

- It's <u>not</u> families with dual incomes, young professionals, or seniors on a fixed income
- It's:
  - Residents working in retail, food service, and other services that have had their incomes shut down by the current shut down

#### 4. Who Should Call?

- These calls are important and should be completed by the property manager, or leasing manager, and not be by front line staff.
- Be careful not to antagonize the resident during this call even if they push back as that can break down communications and remove any potential to recoup rents. This will continue to be an on-going process and will require careful consideration and a flexible attitude.

We have provided a script below that can be edited for your purposes:



#### Script and phone guidelines:

Hello it's NAME from COMPANY How are you keeping during these times?

We wanted to reach out to our residents during this precarious time to check up on you and make sure you were being taken care of. Has the shutdown affected you?, or have you been able to continue working from home?

Have there been any issues you wanted to report in your apartment or the community? The large influx of residents at home can have a taxing effect on building communities and we wanted to make sure it wasn't affecting you and your family.

We know that NAME OF SUPER the buildings superintendent works hard to ensure that your community is clean and maintained and hope that their absence hasn't created any issues. NAME OF SUPER mentioned that they have been hearing from some residents that have been severely affected and may be unable to pay their rent and wanted to make sure you and your family were doing ok. If not, please let us know and we would be happy to work with you!

Let's talk about how we address your rent payment. If you are not able to pay the full amount:

 We can offer you a deferred payment plan that would spread out the cost of Aprils rent <u>\$X,XXX</u> over the remainder of your lease "<u>X number of months</u>". We would require a minimal payment in April of at-least <u>XX%</u> of your current monthly rent and can prorate the remainder.

This would ensure perseveration of your housing needs and we can have the paperwork emailed to you shortly. Can you please confirm your email address?

Excellent, we can have that sent over to you, please sign and either scan or photograph a copy of the signed and dated document back. We won't ask you to come in person, as all of this can be completed over email.

Is there anything else we can do for you in the meantime? I would be more than happy to forward your information to my supervisor and have them call you back later.

Thank you for taking the time today to talk with us and we hope you and your family remain in good health.

# MARCH 2020

## Emerging Tenants Report



## Emerging Tenants Report March 2020

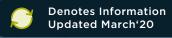
#### **Table of Contents**

Emerging Tenants	Real Estate Contacts
Apparel	3 Alphabetized by Tenant Name
Childcare Facilities	
Automotive/Convenience Stores	Meet Our Team
Discount & Variety Stores	5 Team Biographies
Health   Fitness   Nutrition	5 Company Overview
Grocery Stores	5-7
Furniture   Home Improvement Stores	
Medical	8
Other	8
Restaurants	-15
Sporting Goods	16
Theatre/Entertainment Centers	17

## Apparel

Tenant Name	Ownership	Average SF	Sales Per SF	Region		# Operated	2019 Expansion	2020 Expansion	Growth Plans
Allbirds		5,000		NY & CA		7		20	Online footwear retailer. P
Canada Goose		5,000-5,500				4			
Duluth Trading		12,400-25,400				34			Plans are to add an additional 100 locations over the next 5 years.
Fabletics	Private	,				24			Plans are to expand an additional 75 locations over the next 12 months
Henri Bendel	L Brands	BU				23			9/2018 - L Brands announced closure of all locations including website.
Indochino						22	20		
La Senza	L Brands					11			
Mizzen+Main		1,500-2,000	.61	FL, OK, TX		4	1		Online retailer which is now expanding to B&M
Primark	Private			CT, MA, NJ, NY, P	A	10	2		The Irish retailer has 378 locations globally. Plans are to open stores in Florida,
Rebag		1,500		СА		9			Plans are to open an additional 30 physical stores
Rodd & Gunn						8		2	New Zealand-based menswear with 100+ stores in Austrailia & New Zealand
Roots	N/A	3,500				3	5-7		Company believes the US can support 100 stores.
RYU Apparel						3		26	Stores located in NYC, Venice (CA) & Newport
Sierra Trading Post	TJX Co.					46		1.5	
Simply \$10	Private	5,000	\$200	14 states		41	6		5
ThreadUp						2			Co
Uniqlo						57			Japanese based company; has 57 locations in the US
Untuckit	Private					40			Announced plan to open 100 locations





## Childcare

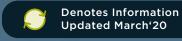
Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Children's Learning Adventure	NR	18,000-25,000	-	12 states	42			Target is to expand 100 new locations over the next 5 years
TheCoderSchool	Private			12 states	35			Plans are to open 10 new locations in Atlanta MSA over the next several years.
Crème de la Crème	NR	15,000-21,000	-	8 states	25			

## Automotive/Convenience Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Alltown	Private	4,500	1/9/	MA, NH, RI	31			Target is to expand concept by 100 new location over the next 5 years
Fast 5 Xpress Car Wash		1 acre		СА	14		5-10	Focus is LA & Orange County.
Parker's	Private	5,000		GA & SC	64		12	
Rutter's				PA, WV	70	•		Has more than 20 stores in some phase of construction.
Spinx	Private			South Carolina	81	5%		
Departm	ent							
			Sales	_ ·	#	2019	2020	

#### Department

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Barney's			-			(15)		8/2019 - Filed for Chpt 11 bankruptcy, with plans to close 15 of its 22 stores.
								<u>,</u>



## Discount & Variety Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Daiso					78			Dollar store concept based in Japan. Expanding into NY
Goodwill of Central/Coastal VA	Non-Profit	16,000	-	Hampton Roads & Central Virginia	32			

## Health/Fitness/Nutrition

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Big Blue Swim School	Private Equity	8,500-15,000		IL	5			Target is to grow to 21 locations by 2021
Blink Fitness		15,000-20,000	1/01		70			Target is to surpass 300 locations over the next 5 years.
Fitness Connection	Private Equity			NV, NC, TX	37			
U.S. Fitness	Private Equity	65,000-80,000		Stre	46			5/2018 - Recently acquired by Delos Capital
Grocery	Stores				9			
Topant Namo	Entity Type	Averado SE	Sales	Pagion	# 201	19 202	20 Growt	th Blanc

#### **Grocery Stores**

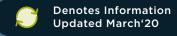
Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Amazon Go	Public			CA, IL, WA	6			0
Big Y	Private	35,000-55,000		MA & CT	71		2-3	Typically grow at 2-3 stores per year
Cardenas Markets	NR			CA, AZ, NV	47			1
Dan's Supreme	Private	25,000		NY	9		-	Plans are to remodel 1 store in 2020.
Earth Fare	Private			10 states	50	10	(50)	2/3/20 - filed for bankruptcy & announced it was closing all stores.
Festival Foods	Private			Wisconsin	30			Acquired Gordy's Markets in WI (3 sites) - 7/2017
Fiesta Mart	Private	-	-	Texas	65			Not expanding for the next 18-24 months. 3/2018 - announced that El Super (US Hispanic grocer) is acquiring Fiesta Mart.
Fresco y Mas	NR				22			Plans are to open new locations in Orlando & Tampa (FL)



## Grocery Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Fresh Thyme Farmers Market	NR	26,000-30,000	-	10 states	75	(3)		Plans are to operate 100 locations by 2020
H Mart	Private			12 states	66			
Hugo's Family Marketplace	Private			ND & MN	15		1	Company has 10 grocery stores and 5 liquor stores. 1 planned store opening in 2020
Karns Quality Foods	Private	39,000	-	Pennsylvania	9	-		Opening a new store in York, PA in 2020
Kings	NR	-	-	Northeast US	25			Recently acquired by P/E firm GSSG Capital.
Lidl	Private	15,000-35,000	-	DE, GA, NC, NJ, NY, SC, VA	53	27		Has slowed down expansion plans due to slower launch than expected. 11/2018 - acquiring Best Market, which has 27 stores in NY & NJ, of which all will be converted to the Lidl banner.
Lowes Foods	NR		1/0	NC, SC, VA	90			
Lucky's Markets	Kroger			13 states	30			Has signed up to 20 leases for new stores slated to open in the next 18-24 months, located in Florida, Colorado, Montana & Ohio.
Market Basket	Private	32,000	-	East Texas, LA	31	1		
Marsh Supermarkets	NR	45,000-65,000	-	IN & OH	44			Filed Chapter 11 Bankruptcy on 5/11/17 - of which an immediate closing of 19 stores
New Seasons Market	Private	-	-	CA, OR, WA	25	S	-	
Northgate Gonzalez Market	Private	20,000-80,000		SoCal	41		'qh	Continued expansion in SoCal.
Piggly Wiggly	NR	25,000-45,000	-	GA & SC	94			
Price Rite	Private			CT, MA, MD, NH, NJ, NY, PA, RI, VA	64			Part of Wakefern
PriceSmart					41			00
Roche Bros.	Private			MA	21	2		Co
Rouses Markets	Private	34,000-44,000	-	Louisiana	64			
Supermercado	Private			Texas	16			12/2017 - acquired by Albertson's
The Fresh Grocer9	Private			DE & PA	8			Part of Wakefern
Vallarta Supermarkets					50			
Wayfield Foods	Private		-	Georgia	10			Opening up new concept called Eden Fresh Market in Atlanta MSA





## Grocery Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Weaver Street Market	Private			NC	4	1		
Wegmans	Private	80,000-120,000	-	MA, MD, NJ, NY, PA & VA	98	3		

# Furniture | Home Improvement Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Arhause Furniture	Private Equity	J N		25 states	65			
Busy Beaver Building Centers	Private	15,000-50,000	57	PA, OH & WV	25		3-5	Focus is on densely populated areas, B & C markets with no big box competitors
Casper Sleep	Public				60			Plans are to grow to at least 200 stores over the coming years.
HOM Furniture	Private	65,000-185,000		MN, IA, ND, SD, WI	17			Opportunistically growing
Restoration Hardware	Public	17,000	\$956	29 states	85	3-5		Believes it has the opportunity to expand to 60-70 locations in the US and Canada in the range of 25,000-60,000 SF
The Container Store	Public	20,000-25,000	\$321	33 states	92	Sta	7.	Leases 100% of its footprint. The company believes it can expand its footprint to over 300 locations. Evaluating a smaller footprint targeting smaller markets.
The RoomPlace	Private			Illinois & Indiana	25		90	5
The Shade Store	Private Equity		-		60			8/2018 - being acquired by PE firm Leonard Green & Partners
Wren Kitchens				СТ	1		1	UK concept; opening first store In Milford, CT.
								-0,



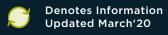
### Medical

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Carbon Health	Private Equity	2,500-3,500		CA & NV	14		30	Plans are for 50 new clinics in 2021. Focus is on Grocery or Pharmacy anchored cneters.
Invisalign				AZ, CO, FL, MA, TX, IL	4			
Physicians Immediate Care	Private	3,200-4,200	-	IL & IN	43	1	6	Target is to grow to 100 locations. Focus is freestanding retail sites at strong intersections; will consider end caps.
Stanton Optical	NR	2,700-4,300			72			
WellNow Urgent Care	Private	3,500-5,000		IL & NY				
Other		Da.	hie	1.				
Tonont Nomo			Sales	Decien	#	2019	2020	Crowth Diana

### Other

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
2nd & Charles	Private	16,000-25,000	-	0	40			
Amazon Books	Public	-	-	CA, IL, MA, NJ, NY, OR, TX WA	18	с.		New locations are set for Los Angeles, Bethesda & Lone Tree (CO)
Boardroom Salon for Men	Private			TX, GA, TN, OK	30	o tan		Plans are to open 7-10 locations in the Phoenix MSA over the next 3-5 years & 62 total over the next 4 years.
Boscov's	Private	195,000		PA, CT, DE, MD, NJ, NY, OH	46		0	5.
Erwin Pearl	Private	750-1,000		8 states	10			Exploring expansion in outlet locations
FAO Schwarz	Private Equity			NYC	2	1		Plans are for expansions to be in airports & international locations (London & China)
GoldMax	NR	-	-	Chicago	80			U,
lt'Sugar	Private Equity			26 states	95			Acquired by P/E firm BBX Capital Group
Lego	Foreign				91			Has over 600 locations globally.
Madison Reed	Private			NY, CA	6	16-18		Target expansion is to grow to 40 locations by 2020.



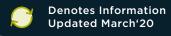


### Other

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Mardel	NR	18,000-22,000	-	AR, CO, KS, LA, MO, OK & TX	35			
Mattison Salon Suites	NR			TX (Dallas)	5			Expanding into: Dallas, Phoenix & Charlotte
Quick Quack Car Wash	NR	3,000-3,600		CA, AZ, UT, TX & CO	32			
Rockport	Private Equity				28			Shoe retailer; Filed Chapter 11
Shopko Optical	Private	2,200		WI, MI, MN, UT, ID, IL, MT,	81	81	35	Former Optical Division of ShopKo.
Showcase		50			9			Canadian retailer; plans are to open
Warby Parker		9	hi		64			Target is to operate 100 stores by year
Restaura	nts			Herro				
Tenant Name	Entity Type	Average SF	Sales Pe	er SF Region	#	2019	2020	Growth Plans

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
7 Leaves Café	Private	1,500-2,400	Fast Casual	CA, NV, TX	30		20	Plans are for 30 new stores in 2021. AUV is \$1.2M.
54th Street Restaurant & Drafthouse			Casual Dining		29	-dV		
&pizza	Private	-	Fast Casual		21		0	6.
Anna's House Restaurant	Private	-	Casual Dining	Michigan	6			10.0
Another Broken Egg Café	Private	3,000-4,200	Casual Dining	12 states	68			Anticipates growing by 14-18 units per year. Company plans to operate 300 units by 2025.
Artichoke Basille's Pizza	NR		Casual Dining	CA, FL, NY	12			Signed a multi-development deal to bring 12 restaurants in Northern California
Back Yard Burgers	Private Equity	2,500-3,000	Casual Dining	11 states	55			Focus on re-branding efforts & remodeling
Bacon Bros. Public House	Private	4,500	Casual Dining	SC, TX	2			Currently awarded franchises for expansion into Charleston, SC & Charlotte, NC





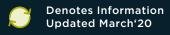
Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
B. Good	Private		Fast Casual	CT, MA, ME, NC, NH, NJ, NY, ON, PA, RI, VA, VT and Switzerland	58			
Bahama Breeze Island Grille	Darden <sup>3</sup>	7,400	Casual Dining	-	42			
Barcelona Wine	Private Equity		Fine Dining	7 states	15	3-4		10/2019 - being acquired by L Catterton
bartaco	Private Equity		Fine Dining	10 states	18	6-7		10/2019 - being acquired by L Catterton
Bertucci's	Private	J h	Casual Dining	Northeast & Mid- Atlantic	80			Anticipating to file for bankruptcy.
Board & Brew	Private	1,800-2,400	Fast Casual	AZ & CA	17		3-5	Projects another 3-5 additional locations in 2021 as well.
Bobby's Burger Palace	Private		Fast Casual	9 states	17			
Bombshells	Private	8,700-10,000	Casual Dining	ТХ	7	3		
Broken Yolk Café		4,800-6,200	Fast Casual	4 states	23			Reported Avg. AUV: \$1.96M
Bubbakoo's Burritos			Fast Casual	NJ	16			
Burger 21	NR	2,000-4,000	Casual Dining	12 states	24	0.		
Café Yumm			Fast Casual	OR, WA	20	265		Continued expansion in OR
Cheeseburger in Paradise	Luby's	6,800	Casual Dining		1	(1)		
Carbone's Pizza	NR	-	Casual Dining	MN, MT, WI	37		0	6.
City Barbeque	Private Equity		Fast Casual	OH, IN, KY & NY	28			120
Cooper's Hawk Winery	Private		Casual Dining	10 states	36	5		7/18 - Being acquired by private equity firm Ares Management
CoreLife Eatery	NR		Casual Dining	IL, IN, KY, MI, NC, NY, OH, PA, TN, UT	40			Signed a multi-unit development deal to add 23 locations to the Charlotte/ Greensboro/Winston Salem markets
Corky's BBQ	Private Equity		Casual Dining	TN	8			Plans are to grow the footprint by 15 locations over the next 3 years (including TX)
Costa Vida					91			
Cotton Patch Café				AR, NM, OK, TX	55			





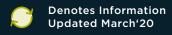
Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Cowboy Chicken	NR		Fast Casual	CA, TX, OK, LA, NE & AL	24			Expanding into CA
Curry Up Now	NR		Fast Casual	СА	6			Has more than 50 franchised and corporate locations under development
Eatlay	Private		Fast Casual		5			
J. Alexander's <sup>1</sup>	NR	-	Fine Dining	9 states	19			Merging with Ninety Nine Restaurant & Pub
Stoney River <sup>1</sup>	NR		Fine Dining	6 states	12			Merging with Ninety Nine Restaurant & Pub
Redlands Grill1	NR	0	Fine Dining	8 states	12			Merging with Ninety Nine Restaurant & Pub
CAVA	NR		Fast Casual	CA, DC, NY, NJ, MD, CT & VA	70			
Crushed Red - Bake & Chop Shop	NR		Casual Dining	Missouri	6			
Del Frisco's Double Eagle <sup>2</sup>	Private	6,500-7,200	Fine Dining	10 states	13	2		10/2019 - being acquired by Tillman Fertitta's Landyr's Inc.
Del Frisco's Grille <sup>2</sup>	Private		Fine Dining		24	(4)		10/2019 - being acquired by Tillman Fertitta's Landyr's Inc.
Dos Toros	NR		Casual Dining	CA, NY, IL	12			Opening location in Chicago
Duck Donuts			Fast Casual		67	'an		Reportedly has over 140 locations in development
Eat 'n Park	Private	-	Casual Dining	OH, PA, WV	80			
Eddie Merlot's	Private	10,900	Fine Dining	6 states	12			ne.
Eddie V's	Darden <sup>3</sup>	9,000	Fine Dining	11 states	22			00
EveryTable		500-1,500	Fast Casual	СА	9		12-15	Plans are for 20 new locations in 2021. Prefers end caps.
Fajita Pete's	NR		Casual Dining	Texas	4			Plans are to open 40 restaurant in the next 4 years
Farmer Boy's	Private	2,800-3,200	QSR	CA & NV	89			
Firebirds Wood Fired Grill	Private Equity	6,500	Casual Dining	18 states	43			
Fleming's Prime Steakhouse	Public	7,100	Fine Dining	-	70			AUV is \$4.5M/store





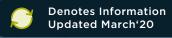
Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Fogo de Chao	Private Equity	8,000-8,500	Fine Dining		47	5-7		Sold to Rhone Capital for \$560M in Feb '18
Osteria del Fornaio	Private	3,000-3,500	Fine Dining				1	Opening first location in 2020.
Foxtail Coffee	Private		QSR	Florida (Orlando)	4			
Fuddruckers	Luby's	5,000-7,000	Casual Dining		57	(3)		
Glory Days Grill	Private		Casual Dining	MD, WV, VA, NC, FL	36	3		
Honeygrow	Private	2,000-2,700	Fast Casual		13			
Hot Head Burritos	Private	· 02	Fast Casual	FL, IN, KY, MI, OH and PA	77			
HOT N JUICY CRAWFISH	Private	4	Casual Dining	AZ, CA, DC, FL, NV, NY and VA	12			
HuHot Mongolian Grill			Fast Casual		65			
Hyde Park Prime Steakhouse	Private	5,000-8,000	Fine Dining	Midwest, MidAtlantic, MidSouth, Southeastern	18	1		Ideal locations are 2nd generation free standing building in dense suburbs (high-income areas) of metropolitan markets / medium to larger cities
Il Fornaio	Private	5,500-7,500	Fine Dining	CA, CO, WA, NV	19	Sx_		
Jet City Pizza	Private		Fast Casual	Washington	6	(Q)		
Jim 'N Nick's BBQ	Private Equity	5,800	Casual Dining	AL, CO, FL, GA, NC, SC, TN	36		50	Acquired by Roark Capital 7/2017.
Joe's Crab Shack	-	8,000	-	31 states	75			Ignite Restaurant Group filed Chpt 11 bankruptcy; acquired by Landry's; likely to close 15 additional locations.
Kneaders Bakery & Café	Private	3,800-4,000	Casual Dining	ID, NV, AZ, UT, CO, TX	56			<sup>n</sup> C <sub>2</sub>
Kona Grill	NR	6,500-7,500	Casual Dining	20 states	33			8/2019 - Filed for Chapter 11 Bankruptcy
Kura Sushi				CA, GA, IL, TX	21			
La Boulangerie Boul'Mich		1,500-2,500	Fast Casual	Florida	5		1	
Lazy Dog Restaurant & Bar	Private	8,000	Casual Dining	CA & TX	22			
Leon			QSR					UK healthy fast foot chain; opening 2 locations in Wash DC this year





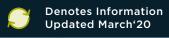
Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Luby's	Public	9,800	Casual Dining		82	(2)		
Maggiano's Little Italy	Brinker	12,000-17,000	Casual Dining	-	53	1		AUV is approximately \$7.9M/store
Maple Street Biscuit Co.	Private			FL, GA, NC, TN, SC	25			
Melt Shop	Private		Fast Casual	NY, PA & MN	8			Signed a multi-unit development deal to add 18 locations in PA, NJ & DE. Plans are to grow to 100 locations worldwide during the next 5 years
Miami Grill	Private Equity	2,400-3,000	Fast Casual	FL, HI, IN, SC	31			AUV: \$1.8M
Mixt		1,800-3,000	Fast Casual	AZ, CA & TX	16		6	Plans are for 10-12 new stores in 2021.
Mo'Bettahs	Four Foods	q	Casual Dining		6			Acquired by Four Foods Group in July '17
MOOYAH Burgers Fries Shakes	Private		.61	18 states	84			
Movita Juice Bar		1,100-1,400	Fast Casual	СА	9		5-6	Plans are for 5-6 new locations in 2021.
Mulligan's Beach House Bar & Grill	Private		Casual Dining	Florida	6			20% concept growth in 1 year
Native Grill & Wings	Private	-	Casual Dining	6 states	31	Sz.		
Newk's Eatery	NR	4,700	Casual Dining	13 states	96	an		Approx. 85% of restaurants are franchised.
Panini Kabob Grill		3,500-4,500		CA	20		12	Plans are for 12-20 additional locaitons in 2021-2022. AUV is \$5.2M with 52% takeout.
Paris Baguette		1,800-2,500	QSR		47			'So
Pepper Jax Grill	NR		Fast Casual	SD, ND, KA, MO, IA	41			n C
Pie Five	Public	1,800-2,400	Fast Casual	19 states	84			0
Pizza Hotline	N/A	800-1,500	Fast Casual	Canada	24	0	10	All locations are in Canada
Pizza Patron	NR	-	QSR	-	93			
Pollo Campero	NR		QSR		80			Plans are to double restaurant count in the next 3 years.





Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Pret A Manger	Private Equity	-	Fast Casual		92			Company operates 530 locations worldwide (including US locations). 5/2018 - Recently being acquired by JAB (owner of Panera, Peet's, Krispy Kreme, etc.)
Primo Hoagies	NR		Fast Casual	7 states	90			
Quaker Steak & Lube	TravelCenters	4,000-8,700	Casual Dining	13 states	41			
RibCrib	Private	-	Casual Dining	8 States	60			
Rock & Brews		J N			19			
Roy Rogers	Private	2,750-3,500	Casual Dining	6 states	48			50% units are corporately owned. Actively expanding via area development territories, 3 to 4 per year throughout the Mid-Atlantic and in select Southern states and Midwest markets.
Sarabeth's Kitchen	Private		Casual Dining	NY	16			23% concept growth in 1 year
Seasons 52	Darden <sup>3</sup>	9,300	Fine Dining	- 0	45			
Shell Shack			Casual Dining	ТХ	8	0		
Silverlake Ramen		1,700-2,200			9		10	Current focus is North Cal, San Diego, Orange & LA County.
Smokey Bones	Private Equity		Casual Dining	16 states	66			
Snap Kitchen	NR	900-1,200	Fast Casual	TX, Chicago (IL), Phil (PA)	50		0	Plans are for 15 locations per year - targeted markets are Washington DC & NYC
Snooze Eatery	N/A	3,800	Casual Dining	5 states	40		12	Currently active in TX, AZ, CA, CO, MO, NV, NC, SC & FL
Sullivan's Steakhouse <sup>2</sup>	Public		Fine Dining	14 states	16			9/2018 - Del Frisco's is selling Sullivan's to Romano's Macaroni Grill for \$32M
Sweetgreen	Private Equity		Fast Casual		97			Continued expansion into Miami, Denver & Austin in 2020
Texas de Brazil	NR		Fine Dining		48			
Texas Tea	Private	1,200-2,300	QSR	ТХ	3			Plans are to grow 5-10 stores throughout Texas in the next 18-24 months. AUV = \$800,000



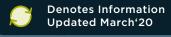


Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
The Brass Tap	Private Equity				41			7/2017 - acquired by PE Group CapitalSpring
The Capital Grille	Darden <sup>3</sup>	10,700	Fine Dining	-	59			
The Greene Turtle	Private		Casual Dining		32			
The Lost Cajun				CO, SC, TN, TX	18			Expansion into NC
Thirsty Lion	Private		Casual Dining	AZ, CO, OR, TX	8			
True Food Kitchen	Private		Casual Dining	10 states	23			Plans are to double store count over the next 3 years, with focus areas in NY, NJ & NC
Twin Peaks	NR	5,500-10,000	Casual Dining	24 states	80			Nearly 100 units in the development pipeline
Uncle Maddio's Pizza Joint	NR	2,400-3,200	QSR	Southeast Primarily	34			Free-standing, end-cap preferred; In- line within dense markets
Walk-On's Bistreaux & Bar			Casual Dining	AL, FL, LA, MS, TN, TX	13			Targeting 25 new locations per year
Yard House	Darden <sup>3</sup>	11,200	Casual Dining	-	79			AUV: \$8.3M
Zero's Mr. Submarine	Private		QSR	NC, TN, VA	29			12% concept growth over 1 year
Ziggy's Coffee				Colorado	11			
Zoup! Fresh Soup Co.			Fast Casual		77			AUV: \$630K

1 - All operated under J. Alexander's Holdings, Inc.

2 - All operated under Del Frisco's Restaurant Group

3 - All operated by Darden Restaurants, Inc.



## Sporting Goods

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
5.11	Private	3,800-5,500	-	26 states	66			
Bass Pro Shops	BB-	35,000-300,000	-	Nationwide	78			Cabela's Acquisition Approved - closing set for 3rd Qtr 2017
Cabela's	NR	50,000-70,000	\$327	36 states	85			Ultimate buildout will be 225 stores in the US & Canada.
Club Champion		3,000			38	15		
Field & Stream	Dick's			16 states	27		-8	
Golf Galaxy	Dick's	13,000-18,000		32 states	95			
Orvis	Private				80			
PGA Tour Superstore	Private	-	-	16 states	41	6	3	Target is 50 locations by the end of 2020
Pure Hockey	NR				53			
Scheels	NR	200,000+	-	10 states	26			
Sportsman's Warehouse	Public	15,000-30,000	\$235	23 states	92			Believes the US can support 300 locations. 10/2019 - acquiring 8 Field & Streams from Dick's Sporting Goods and will rebrand as Sportsman's.



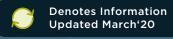


Denotes Information Updated March'20

## Theatres/Entertainment

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion	Growth Plans
Alamo Drafthouse				AZ, CA, CO, FL, MN, NY, TX	36			
Altitude Trampoline Park		25,000-40,000		28 states	69		39	Has 39 locations identified as "Coming Soon" on website.
B&B Theatres					50			
Flix Brewhouse	Private	35,000-40,000	-	TX, IA, NM, IN	4			Plans are to grow to 15 locations in 5 years
Harkins Theatres					33			
KidZania	Private	80,000		ТХ	1	1		Opening Dallas location in 2019; Chicago 2020 and sites are being evaluated in NYC & Los Angeles
Launch Trampoline Park	Private	25,000-45,000		13 states	20	10-15		
Main Event Entertainment	Private	50,000	-	12 states	27		7-10	Plans are to grow 7-10 locations per year
Malco Theatres, Inc.					34			
Marcus Theatres					68			
Metropolitan Theatres	Private	35,000-55,000		CA, CO, ID, UT	18	1	1	One projected theatre opening in 2021
National Amusements, Inc.					29			
Pinstripes	Private	30,000		OH, IL, DC, KS	10			Has initial goal of 100 locations. In 10/2019, Simon Property Group acquired a minority stake in the business.
Punch Bowl Social	Private Equity			12 states	17	5	11	Plans are to open 11 additional locations by 2020. 7/2019 - Cracker Barrel invested \$140M in a non- controlling stake in the company.
Round1 Bowling & Amusement	Private	40,000-60,000		21 states	30	10-15		
Southern Theatres					44			
TopGolf		65,000			52	11		
Urban Air	Private	30,000-60,000			50	100		



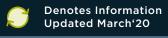


# REAL ESTATE CONTACTS

#### Contacts

Retailer	City	State	Contact	Phone	Email	Territory
7 Leaves Café			Sonny Nguyen	714.622.0157	sonny@7leavescafe.com	
Alltown	Waltham	MA	Rich Crisci	339-222-3968	richard.crisci@globalp.com	
Anna's House Restaurant		MI	Roger Grandquist	616-426-9293	roger@annashouseus.com	
2nd & Charles			Bonnie Thompson	205-909-0932	thompsonb@booksamillion.com	
J. Alexander's	Nashville	ΤN	Rob Miles	615-269-1900	rmiles@jalexanders.com	3 Concepts: J. Alexander's, Redlands
Bacon Bros. Public House	60		Kristian Poole		kristian@baconbrothersfoodgroup.com	
Bass Pro Shops/Cabela's	Springfield	мо	Steve Krajewski	308.255.2562	skkrajewski@basspro.com	
Big Blue Swim School			Nate Minnis		nate@lfivecapital.com	
			Rowena Zar		rowena@lfivecapital.com	
Blink Fitness	New York	NY	Bill Miller	917.292.5649	bill.miller@blinkfitness.com	
Board & Brew			Jacob Clemons	720-810-7159	jclemons@boardandbrew.com	
Boscov's	Reading	PA	Jacob Stein	610-370-3808	jstein@boscovs.com	
Busy Beaver Building Centers	Pittsburgh	PA	Joseph Kallen	412-828-2323 x70001	jkallen@busybeaver.com	Chairman & Chief Executive Officer
Carbon Health			Soctt Cheeseman	510.255.2919	scott@carbonhealth.com	
Children's Learning	Phoenix	AZ	Dan Petersen	602-707-6989	dpetersen@childrenslearningadventure.com	
Cowboy Chicken			Kip Kolow	508-341-5693	kkolow@cowboychicken.com	Chief Strategy Officer
Dan's Supreme			Richard Grobman		rgrobman@danssupreme.com	
Del Frisco's Restaurant	Dallas	ТХ	Bill Martens	469-913-1851	bmartens@dfrg.com	Chief Development Officer
Eat 'N Park	Homestead	PA	William Bates	412-476-2494	wbates@eatnpark.com	150
Eddie Merlot's	Ft. Wayne	IN	Dave Cook	260-434-0055	daveinind@aol.com	-
EveryTable			Mark Seferian	714.337.2026	marksef@everytable.com	
Erwin Pearl			Steve Cantwell	212-889-7410	scantwell@epearl.com	Director- Retail Stores
Farmer Boy's	Riverside	СА	Joyce Dery	949-680-8281	jdery@farmerboys.com	Director of Real Estate
			Joe Mineo		jmineo@farmerboys.com	California (Inland Empire)
Fast 5 Express Car Wash			Tom Utman	949.275.1858	tutman@fast5xpress.com	
Firebirds Wood Fired Grill	Charlotte	NC	Gerald Pulsinelli	704-944-5180	gpulsinelli@firebirdsrestaurants.com	





## Contacts Continued

Retailer	City	State	Contact	Phone	Email	Territory
Fresh Thyme Farmers	Phoenix	AZ	Justin Haasch		jhaasch@freshthyme.com	
Glory Days Grill			Jim Klavis		jklavis@glorydaysgrill.com	Real Estate Contact
Str			Mike Halpern		mike@franchisefreeway.com	Franchise Inquiries
Goodwill of Eastern/	Richmond	VA	Ed Mack	804-887-9535	ed.mack@goodwillvirginia.org	
HOM Furniture	Minneapolis	MN	Mike Brady	763-767-3771	mbrady@homfurniture.com	
Hugo's	60	6	Scott VanCamp		scott@gohugos.com	Senior Director of Retail Operations
HuHot Mongolian Grill		51	Jeff Martin		jeff.martin@huhot.com	
Hyde Park Restaurant			Rick Hauck		rhauck@hydeparkgrille.com	
Jim 'N Nicks BBQ	Mongtomery	AL	Jay Williams	813-505-8338	jwilliams@jimnnicks.com	
KidZania	Frisco	ТХ	Gregg Knoop	917-626-4201	gregg@kidzaniausa.com	Chief Development Officer
Kona Grill	Scottsdale	AZ	Marci Rude	480-922-8100	rude@konagrill.com	
_a Boulangerie Boul'Mich			Daniel Cohen	"Crr	daniel@laboulangerieusa.com	
Lego			Patrick Colca	860-749-2291	Patrick.colca@lego.com	
Lidl	Arlington	VA	Michael Merryman	571-982-0081	michael.merryman@lidl.us	
Market Basket			Jim Carter	978-851-8000	St	Director of Real Estate
Metropolitan Theatres	Los Angeles	СА	Dale Davison	310-858-2843	ddavison@metrotheatres.com	SVP - Operations & Development
Mixt	San Francisco	СА	Julio Guerrero	415.815.8419	julio@mixt.com	
MOOYAH Burgers Fries	Plano	ТХ	Greg Spalter	714-386-7214	gspalter@mooyah.com	Southern California
Native Grill & Wings			Brad Williams	316-640-5003	brad.w@jobymgmt.com	Sol
Northern Tool & Equipment	Burnsville	MN	Duane Boris	952-895-6809	duane.boris@northerntool.com	National
Orvis	Manchester	VT	Jason Williams	802-362-8826	williamsja@orvis.com	Director of Real Estate
Parker's Kitchen			Nathan Richardson	912-231-1001	nrichardson@parkersav.com	Director of Real Estate
Paris Baguette					tinabui@parisbaguette.com	National
Perfumania	New York	NY	Zachary Hammer	212-878-1630	zhammer@perfumania.com	Director of Real Estate
Physicians Immediate Care	Rosemont	IL	Steve Thayer	847-653-0161	sthayer@visitphysicians.com	Director of Real Estate
Pizza Hotline	Winnepeg	CAN	Jerry Cianflone		gc@pizzahotline.ca	CEO
Pollo Campero			Julio Pellecer	"(972) 770-2829	jpellecer@campero.com	RE Development Manager





## Contacts Continued

Retailer	City	State	Contact	Phone	Email	Territory
Quick Quack Car Wash			Efrain Corona	916-846-2100	efrainc@dontdrivedirty.com	Development Director
Λ.			Lee Garrido	916-719-1816	leeg@dontdrivedirty.com	Real Estate Manager- Northern CA
1.04			Noreen Yeigh	916-380-2022	noreeny@dontdrivedirty.com	Real Estate Manager- Southern CA
Rebag	New York	NY	Michelle Zhao	917-592-3887	michelle@rebag.com	VP of Retail Expansion
Roche Bros	Wellesley	MA	Jim Sperber	781-235-9400x5249	jims@rochebros.com	Director of Real Estate
Rock & Brews	60.		Daniel Evans		daniel.evans@rockandbrews.com	VP of Franchising
Rouses	-0	6	Charles Merrell	903-534-3264	charles.merrell@rouses.com	Vice President of Real Estate
Roy Rogers		J.	Joseph Briglia	301-695-5051	jbriglia@royrogersrestaurants.com	Director, Real Estate & Franchise Development
Scheels	Fargo	ND	Steve Scheel	701-232-3665	smscheel@scheelssports.com	
Schnuck Markets	St. Louis	MO	Dave Fontana	314-994-4449	dfontana@schnucks.com	
Shopko Optical	Green Bay	WI	Donna Capichano	920-429-7331	donna.capichano@shopko.com	Vice President Store Developmen
Smokey Bones	Aventura	FL		70		
Snap Kitchen	Austin	ТХ	Bill McCarthy	512-428-4000	bill_mccarthy@snapkitchen.com	
Snooze Eatery			Phil Weick		pweick@snoozeeatery.com	Vice President - Real Estate & Development
Spinx			Greg Minton	864-451-6656	gbminton@spinxco.com	VP of Real Estate
Texas Tea	Amarillo	ТХ	Brad Williamson	806-322-3366	brad@tbevco.com	
The Container Store	Coppell	ТХ		972-538-6000	realestate@containerstore.com	
The Lost Cajun			Richard Leveille, Jr.	985-306-2311	richardl@thelostcajun.com	Chief Development Officer
Thirsty Lion	Portland	OR	John Plew	503-222-4174	johnp@ceghospitality.com	National
Twin Peaks	Dallas	ТΧ	Emily Rankin	972-212-6872	emily.rankin@fbrest.com	100h
Uncle Maddio's Pizza Joint	Atlanta	GA	Brad Westbrook	678-384-7672	brad@westbrookre.com	
UNTUCKit			Brent Paulsen	646-483-3762	b.paulsen@untuckit.com	-0
Vallarta Supermarkets		СА	Karen Saitta	818-898-0088x1321	karen.saitta@vallartasupermarkets.com	VP of Real Estate & Construction
VF Outlet	Reading	PA	Michael Barben	610-320-1181	michael_barben@vfc.com	Director of Real Estate
WellNow Urgent Care			Todd Phillips	315-454-6000 x201254	tphillips@aspendental.com	SVP of Real Estate & Developmer
			Robert Roscoe	315-454-6000 x201178	robert.roscoe@aspendental.com	VP of Real Estate





# MEET OUR TEAM

### Meet Our Team



#### Daniel Herrold Senior Director

Daniel Herrold is a Senior Director in the Tulsa, office, where he has maintained various roles within the firm over his 15 year tenure at SJC. He has led teams that have completed over \$3 billion in transaction volume through his tenure with the firm across all product types. Outside of production, Herrold has played an instrumental role in senior leadership within the firm. In 2008, he successfully launched the firm's first office outside of Tulsa located in Houston, Texas, where he managed the office through its stabilization. In 2010, Herrold was promoted to Executive Managing Director, where he continued the firm's expansion by launching four additional offices located in Chicago (IL), San Francisco (CA), Los Angeles (CA) and Phoenix (AZ).

Herrold migrated back into production in 2013, where he co-founded the firm's first formal practice group - the Corporate Finance Group ("CFG"). CFG's primary focus is providing a range of services specifically to real estate operators & private equity groups, including services such as sale leasebacks, build-to-suit structuring & financing, lease advisory & restructuring & surplus property sales.

- Strategy Development & Execution
- Business Development
- Client Advisory



#### **Campbell Black** Associate Director

With 12 years of capital markets experience. Mr. Black has executed approx. \$1.8 billion of commercial real estate transactions. He is primarily responsible for originating and executing investment sales transactions throughout the United States with a focus on Single Tenant, Sale Leaseback, and CTL Transactions. He is a member of the Corporate Finance Group, a practice within SJC that focuses primarily on corporate/sponsor owned net lease real estate. Prior to joining SJC, Mr. Black was a member of HFF's Single Tenant Investment Sales team based in Dallas. TX.

- Deal Origination & Execution
- Portfolio Analytics





#### Meet Our Team



#### Austin Duff Associate

Austin Duff is an associate with Stan Johnson Company's Corporate Finance Group based in Chicago, where he specializes in single tenant and multi-tenant retail, office and industrial net lease properties throughout the United States. He is primarily responsible for originating and executing investment sales, sale leaseback and structured capital markets transactions. Austin works with a broad range of investor profiles including private equity funds, REITs, institutional asset managers, corporate occupiers, developers and individual private investors where he provides advisory services regarding all facets of net lease properties.

- Business Development
- Deal Origination

in

• Transaction Execution

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#### Donica Webb Operations Analyst

Donica Webb joined Stan Johnson Company in the fall of 2013. Since joining, she has managed closings for over \$364 million in transaction volume and over 70 unique transactions. Webb is directly responsible for due diligence organization, contract negotiations, and lease reviewing. Webb's team's focus centers on Portfolio Sale Leasebacks, Lease Restructuring, Built-to-Suit, and Renovation or Expansion Capital; the diverse and complex deal structures require tremendous deal cycle management.

- Due Diligence Organization
- Contract and Lease Negotiation
- Closing Management

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#### beyond traditional brokerage

#### 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.

#### Collaboration

Stan Johnson Company operates on an open, collaborative platform in which we share information, trends, systems, processes and one database among all of the firm's brokers. By sharing and leveraging our collective knowledge and strengths, we are able to maximize value and exposure for our clients—a true, thorough, and complete representation of the market, unmatched by our competitors.

#### Specialization

Stan Johnson Company was founded upon an exclusive focus on single-tenant sales and maintains the largest team of focused single-tenant brokers in the country. As a result, Stan Johnson Company is viewed as the preeminent source of single-tenant knowledge and properties by buyers, fellow brokers and influencers across the country. **30**+ Years

More than three decades of net lease experience

More than 4,500 transactions exceeding

#### beyond experience

Stan Johnson Company consistently monitors all single-tenant investor activity through a proprietary central database system which is shared by all Stan Johnson Company professionals – including advanced analytics such as website downloads and visits. Our national network of professionals' track and share the activity of all active investors historically, in the market and those considering a net lease investment including buyers, sellers, REITs, institutions, private equity, foreign capital, lenders, tax deferred investors (1031, 1033), high net worth private investors, and family offices.

90+ The industry's largest team of net lease brokers





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#### going beyond



The information contained herein was obtained from sources believed reliable, however Stan Johnson Company makes no guaranties, warranties or representations as to the completeness thereof. The presentation of this Property for sale, rent or exchange is submitted subject to errors, omissions, change of price or conditions, or withdrawal without notices.

## MARCH 2020

# Retail & Restaurant Expansion Report



#### Retail & Restaurant Expansion Report March 2020

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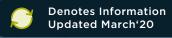
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#### Apparel

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Abercrombie & Fitch	Public	6,800-7,800	\$371	50 states	684	40		Store counts include: 400 Hollister & 284 A&F's
American Eagle Outfitters	Public	3,600-6,600	\$436	50 states	1,095	60-75	60-70	Recent earnings release indicated that the company plans on expanding the Aerie concept by 50-80 new locations (uncertain as to timeframe). Footprint Breakout: American Eagle - 939, Aerie - 109, Tailgate Clothing Co 5 & Todd Snyder - 1. Plans are to grow the Aerie brand by 60-70 stores in 2020.
ascena retail group	Public	By		Nationwide	4,622	(650)		Concepts include: Ann Taylor, LOFT, dressbarn, Lane Bryant, Catherines & Justice. The company intends on closing all 650 Dressbarn locations by EOY 2019.
Athleta	Gap (Public)	4,100	5	Nationwide	171	10		
Avenue Stores	Private Equity		901	33 states	222	(222)		8/2019 - closing all locations
Banana Republic	Gap (Public)	8,500	\$376	Nationwide	554			
Carter's	Public	4,200-5,000	\$277	Nationwide	862	14		Concepts include both Carter's & OshKosh. Plans are to close more than 10% of its US outlet stores upon lease expiration.
Cato	Public			31 states	1,301			
Charlotte Russe	Private Equity				130	(550)		2/3/19 - Filed for Chpt 11 bankruptcy, which later announced closure of entire store fleet & total liquidation. Acquired by YM Inc. in 3/2019, and has aggressively reopened stores.
Charming Charlie	Public			38 states	261	(261)		7/2019 - Filed Chapter 11 Bankruptcy (its second in 2 years), of which plans are to close 261 stores by the end of August.
Chico's	Public		\$403		1,421	(83)		Store Breakout: Chico - 679, White House Black Market - 461 and Soma - 281. Closing 250 stores over the next 3 years.
Christopher & Banks	Public	3,810	\$170		484			C
CitiTrends	Public	12,500		32 states	562	20		-0
David's Bridal	Private Equity				300	6	2	Emerged from bankruptcy in January 2019
Destination Maternity	Public	1,800	\$239	50 states	446	(67)		10/21/19 - Filed for Chapter 11 bankruptcy; plans are to "right size its footprint"
Destination XL	Public				333			

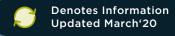




#### Apparel

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Express	Public	8,650	\$297		634	(35)	(66)	50% of the US retail store leases have < 3 years remaining. 01/2020 - announced it plans to close 100 stores by 2022.
Forever 21	Private				448	(88)		10/2019 - Filed for Chapter 11 Bankruptcy; plans are to close 88 of its 549 US stores (16%). 2/19/20 - Authentic Brands, Simon Property Group & Brookfield Property Partners acquired Forever 21 out of bankruptcy, and plans to keep open most of the remaining footprint.
Fossil	Public	1,700	\$674		202	(30)		Locations include full price accessory & outlet locations. Plans are to close net 30 stores internationally.
Francesca's	Public	1,000-2,000	\$449	47 states	718	(20)		
Gymboree			90	e/,	900	(900)		1/17/19 - Filed for bankruptcy, with plans to close all Gymboree & Crazy 8 stores & sell its Janie & Jack Brand (139 stores)
The Children's Place	Public	4,630	\$312	70	972			Plans are to close 300 locations by 2020. Average remaining lease term in the portfolio is 2.5 years. Most locations are located in malls or strip centers.
Lands' End	Public				10	8-12		Plans are to open 75 locations over the next 5 years
Lululemon Athletica	Public	3,100	\$1,579	44 states	285	15-20	1	
Maurices	Private Equity			Nationwide	903		an	5/2019 - Ascena Retail Group sold to British PE firm OpCapita for \$300M
Nine West	Private Equity							July '18 - recently acquired by Authentic Brands Group, which owns 30+ apparel brands in its portfolio.
Old Navy	Gap (Public)	16,600	\$328	Nationwide	1,166	28		30h
PINK	L-Brands				143			2/20/20 - L Brands is selling Victoria's Secret & Pink to Sycamore Partners
Ralph Lauren	Public				227			-0
RTW Retailwinds	Public			36 states	428			Formerly called New York & Company.
Ross Dress for Less   dd's Discounts	Public	22,000-30,000	\$409	39 states	1,831	98	100	Upped it's long term growth targets to 2,400 Ross stores and 600 dd's Discount stores. 2020 expansion plans include 75 Ross and 25 dd's Discounts locations.
rue21	Public			45 states	758			Emerged from bankruptcy September 2017





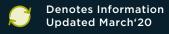
#### Apparel

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Stein Mart	Public	34,400	\$123	30 states	283			Jan 2020 - Being taken private by Kingswood Capital Management LP
The Buckle	Public	4,250-5,000		42 states	449			
The Gap	Public	10,400	\$426	Nationwide	733	(28)		
Tommy Bahama					160			
Urban Outfitters	Public	9,000	\$353	Nationwide	509	18		Concepts include: Urban Outfitters (178), Anthropologie (204) & Free People (127)
U.S. Polo Assn.	9	Byr		166 Countries	1,050			Store Count & Expansion Targets Reflects International. Target is to exceed 1,300 stores in a few years. Estimates are around 67 locations in the United States
Vera Bradley	Public	1,900-3,200	\$635	35 states	156		6	Announced it may close an additional 15 stores in 2020.
Victoria's Secret	L-Brands	6,485	\$757	Nationwide	923	(53)		2/20/20 - L Brands is selling Victoria's Secret & Pink to Sycamore Partners
Automot	tive			16	rrold			
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#### Automotive

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Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
ААМСО	NR	3,500-8,000	-	-	700	6	h	
Advance Auto Parts	Public	6,800-8,000	\$236	49 states	5,037	20-30	20-30	Company leases 84% of its store base. Plans are to close/consolidate 100 locations in 2020
AutoZone	Public	6,800-7,300	\$269	50 states	5,772	150	150	The company owns 49% of its footprint
Big O Tires <sup>1</sup>	NR	5,000-7,500	-	23 states	449	20		Plans are to open 100 locations in the next 5 years. 387 of 389 locations are franchisees
Bridgestone/Firestone	NR	6,000-8,500	-	47 states	2,220	50	50	~0
CarMax	Public	20,000-40,000	-	41 states	209	15	13	
Discount Tire Company	NR	7,500	-	34 states	1,000	35	35	Target 35 locations/year; national focus
Express Oil Change & Tire Engineers	Private	4,000-8,000	-	16 states	274			
Goodyear	NR	5,000-6,000	-	Nationwide	2,000			
Harley Davidson	Public				691			
International Car Wash Group <sup>2</sup>	Private			10+ states	150	20		





#### Automotive

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Jiffy Lube	NR	1,900-2,400	-	Nationwide	2,200			
Les Schwab	Private			CO, CA, ID, MT, NV, OR, UT, WA	480			Prefers to purchase land (50-75K SF); areas of focus are CO, Central CA & Inland Empire
Mavis Tire Supply	Private	5,000-7,500	-	13 states	345			2/11/20 - Announced it was acquiring 112 retail stores from TCB Corporation
Midas <sup>1</sup>	NR	3,500-6,000	-	Nationwide	1,500+			
Monro Muffler Brake	Public	4,500-6,300	-	26 states	1,098			
NTB <sup>1</sup>	Private	3,500	-	Southeast/Mid-Atlantic	226			Land Req: 0.8-1.0 acres. Immediate growth plans from Virginia to Maine.
O'Reilly Auto Parts	Public	6,800-7,500	\$255	47 states	5,439	200	180	Expansion focus is Northeast, Florida & Mid-Atlantic
Pep Boys	Private Equity	4,000-8,000	\$123	35 states	1,000			
RNR Wheels & Tires	NR	-	-	21 states	100			Expanding into GA & AL
Safelite AutoGlass	Foreign	4,000-8,000		Nationwide	720+			
Take 5 Oil Change	Private Equity			AL, AR, FL, MS, OK, TX	220			Target is 1,000 locations. Only needs 10K SF of land.
Tire Kingdom <sup>1</sup>	NR	3,500-6,000	-	Nationwide	2,100			
Tommy's Express Car Wash							50	Plans are for 100 locations in 2020-2021. Needs 1 acre sites min.
Tuffy Auto Service Center	NR	3,800-6,000	-	16 states	375	6.	h	
Valvoline Instant Oil Change	Public	2,000-2,200	-	45 states	1,577		40	Approx. 30% are corporately operated locations. Focus is power centers or grocery anchored centers.

Owned by TBC Retail Group (a subsidiary of Sumitomo Corp of America)
Brands include: Car Wash USA Express, Goo-Goo 3 Minute Express & Supersonic

#### Banks

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Bank of America	A-	3,000-8,000	-	Nationwide	4,579			
BB&T	Public	2,400-5,300	-	15 states	1,900			
Chase Bank	A+	2,500-3,500	-	Nationwide	5,630			Looking to expand in Wash DC, Philadelphia, Boston, NC/SC, Minneapolis, St. Louis, KC, Richmond



#### Banks

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Fifth Third Bank	Public	3,000-4,500	-	10 states	1,158			2020 focus is on expansion in North Carolina, South Carolina, Florida, Tennessee and Georgia.
KeyBank	A-	-	-	15 states	1,058			Acquiring First Niagara which adds 488 branches in Northeast
PNC Bank	A	3,500-4,500	-	19 states	2,600			New stores planned for South Florida, Midwest
SunTrust Bank	<b>NR</b>	2,500-4,500	-	Nationwide	1,500			Plans are to close 10% of its branches over the next two years.
TCF Bank	NR	4,500-4,800	-	7 states	331			
TD Bank	AA-	2,500-4,000	-	14 states (Eastern US)	1,260			
US Bank	NR	3,000-5,000		Nationwide	3,176			
Wells Fargo	A+	-	1.	39 states	6,239			

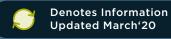
### Consumer Electronics Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Apple	Public				270	<b>C</b> .		
Best Buy	Public	20,000-45,000	\$813	50 States	1,008	225		
Conn's	Public	25,000-50,000	\$288	14 states	130	7	<sup>7</sup> Jo	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.

#### Childcare

								addition to AL, GA & VA.
Childcare								
Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Goddard School	Private Equity	8,000-8,400	-	35 states	480			
Kiddie Academy	NR	7,000-9,000	-	29 states	210			Plans are to expand to approximately 230 locations, including 94 new franchised locations over the next few years.
KinderCare Learning Centers	NR	9,000-12,000	-	39 states	1,380	15		





#### Childcare

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
The Learning Experience	NR	10,000	-	20 states	236	45	40	Expanding into new markets: KS, OK, WA, WI, TN
Primrose Schools	Private Equity	10,000-15,000	-	29 states	400	40		Goal is 480 locations by 2020; Targeting CA, MA, TN, MD, and NJ. Typically requires 1.5 acres min.

### Convenience Stores | Fuel

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
7-11	Foreign	1,800-3,600	ani	Nationwide	9,815			Chairman stated their goal is to reach 20,000-30,000 stores in North America. 4/2017 - acquiring Sunoco's 1,100 convenience locations for \$3.3B
BP (ARCO/AMPM)	Public	1.0 acre+		CA, WA, OR	507	11		ARCO/AMPM is actively looking in N. California, Oregon & Washington
Casey's General Stores	Public	2,000-4,200	\$526	15 states	2,085	60		Prefers property ownership vs. lease. Owns 95% of footprint
Circle K	Public	3,800-6,000	-	Nationwide	6,172	77	20	Plans are for 20 locations in 2021. Needs 1-3 acres.
Cumberland Farms	Private			8 states	600	5%		8/2019 - being acquired by UK-based EG Group
Kangaroo Express	B+	4,000	-	13 states	1,530	9	<b>n</b> ,	Expanding in AL, FL, GA, NC, SC & TN
Kum & Go	NR	3,400-6,300	-	11 states	433			
Kwik Trip	Private			Wisconsin, Minnesota, Iowa	621	40-50	40-50	Plans are to grow 40-50 new stores annually
Maverik	Private			11 states	300			
Murphy USA   Murphy Express	NR	200-2,400	-	26 states	1,491	19	26	Target is 1,400 locations in the next 3 years. Looking for 0.9 - 1.5 acre parcels.
QuikTrip	Private	4,000-5,700	-	11 states	750			Expanding into San Antonio & Austin
RaceTrac	NR	5,000-7,000	-	12 states	700			
Sheetz	NR	4,500-7,000	-	MD, NC, OH, PA, VA & WV	500			Expanding in NC
Speedway				22 States	2,770			
Thorntons	Private	4,400-5,500	-	IN, IL, FL, KY, OH, TN	190			Emphasis in Chicagoland right now
TravelCenters of America	Public			43 states	258			





#### Convenience Stores | Fuel

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
WaWa	NR	5,000-7,000	-	DE, FL, MD, NJ, PA, VA	720	20-30		Plans are to grow to 400 locations in FL (currently at 200) by 2028 & 10 stores in Washington DC by 2020.
Yesway	Private	_	-	MO, NM, IL, KS, OK, TX	421			Target is to grow to 500 locations over next several years through M&A activity. 10/10/19 - acquiring Allsup Convenience Stores, a 300-unit operator located in TX, NM & OK.

### Department Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Belk	Private Equity			NC, VA, WV	200			PE-Sponsor Sycamore is driving expansion strategy for Belk into new markets.
Dillard's	Public	169,000	\$127	29 states	291	7		Footprint consists of 275 Dillard's and 26 clearance centers, of which they own 90% of its locations totaling 44.1M SF.
J.C. Penney	Public	100,000	\$122	49 states	846	(27)	(6)	Portfolio includes 404 owned properties and 113 locations on ground leases. 2020 focus is lease renewals and mall redevelopment.
Kohl's	Public	35,000-55,000	\$194	49 states	1,155	4	tan	The company owns 35% of its locations. There are 297 freestanding locations. Announced in Jan '18 that it plans to rightsize approximately 300 locations and identify co-tenants to fill the spaces. Announced it will be closing all of its Off/Aisle locations (4)
Hudson Bay Company <sup>3</sup>	Public	125,000	\$149	Nationally	356	(20)		Indicated it likely will be closing up to 20 Saks Off 5th Stores.
Macy's <sup>2</sup>	Public	100,000-160,000	\$149	44 states	852		(42)	The company owns approximately 43% of its store footprint. Announced plans to close 125 stores over the next three years.
Nordstrom	Public	155,000	\$331	40 states	113	(2)		<u> </u>
Saks Fifth Avenue	Public	100,000		22 states & Canada	39			
Sears	Public	159,000	\$87	50 states	223	(405)	(51)	11/2019 - Announced 51 Sears & 45 Kmarts will close Feb 2020

1 - Concepts include: Beall's, Goody's, Palais Royal, Peebles, Stage and Gordman's Off-Price

2 - Concepts include Macy's, Bloomington's & bluemercury

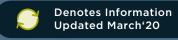
3 - Concepts include Hudson Bay, Lord & Taylor, Saks, 124 Off 5th & Home Outfitters





#### Discount Department Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Burlington	Public	25,000-50,000	\$142	45 states	720	75	80	Target is over 1,000 locations. Leases more than 90% of its footprint. 2020 plans also include closing or relocating 26 stores. It's new footprint size will be roughly 39,700 SF.
Gabe's/Rugged Warehouse	Private	40,000		13 states	107			
Gordman's Stores	ted	45,000-70,000	\$114	22 states	48	70 - 80		Filed Chapter 11 Bankruptcy on March 10, 2017. Acquired by Stage Stores, which closed in April '17. Plans are to keep about 50 locations open.
Kmart	Sears	94,000	\$87	49 states	202	(239)	(45)	11/2019 - Announced 51 Sears & 45 Kmarts will close Feb 2020
Marshall's	TJX Co.	20,000-22,000	\$459	42 States	1,125			TJX Cos plans are to expand TJ Maxx, Marshalls and HomeGoods from 3,700 locations to 5,600 locations.
Nordstrom Rack	Nordstrom	35,500	\$421	42 States				Long term goal is 300 locations by 2020. Target sites are inline power centers locations.
Ollie's Bargain Outlet	Public	33,000	\$126	25 states	345	42	42-44	Potential to grow store count to approximately 950 locations. Plans are to open 10-12 new stores in Texas in 2020
Target	Public	20,000- 200,000	\$286	50 states	1,853	30	36	Owns 83% of its stores. Plans are to open 30 small format stores each year over the next several years. Currently operates 100 small format stores (as of Sept '19). Plans are to remodel 300 stores in FY 2020. Plans are to test a smaller 6,000 SF convenience-store concept.
T.J. Maxx	TJX Co.	20,000-22,000	\$459	Nationwide	1,271			TJX Cos plans are to expand TJ Maxx, Marshalls and HomeGoods from 3,700 locations to 5,600 locations.
Walmart	Public	69,000-260,000	\$428	49 states	4,769	10		Total Footprint includes all banners.



#### Discount & Variety Stores

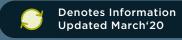
Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
99 Cents Only	Private Equity	10,000-25,000		CA, TX, AZ & NV	391	,		75% of the store base is located in California
Aaron's	NR	3,500-8,000	-	48 states	1,528			63% of locations are corporately operated vs. franchised.
Big Lots	Public	30,000-35,000	\$118	47 states	1,420	50	40	Leases 96% of its footprint. Approximately 460 leases are set to expire over the next 2 years, and the company indicated it could close as many as 50 existing locations over the next several years via lease expirations. Expansion numbers reflect relocations as well.
BJ's Wholesale Club	Public	63,000-150,000	\$561	16 states	217	3-4		Went public 6/29/18. Plans are to open 15-20 new locations over the next five years.
Costco	Public	150,000-160,000	\$1,201	40 states	546	15		About 80% of footprint is owned by Costco. Storecount reflects US & Puerto Rico only.
Dollar General	Public	6,000-12,000	\$231	44 states	15,370	975	1,000	Potential opportunities for 13,000 new stores. 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. 75% of the US population lives within 5 miles of a Dollar General. Plans in 2020 include: 1,500 store remodels and 80 store relocations.
Dollar Tree	Public	8,000-10,500	\$158	48 states	7,447	350		Company believes the US can support 10,000 Dollar Tree locations nationwide.
Family Dollar	Public	8,000-10,000	\$152	46 states	7,815	200	50	Company believes the US can support 15,000 Family Dollar locations nationwide. Plans are to renovate 1,250 stores to its "H2" format in 2020.
First Cash	Public	5,000-10,000	-	24 states	1,094	80-85		10.
Five Below	Public	7,500-8,000	\$288	36 states	833	150		Continued focus on expansion throughout Southern California. The company believes it can support 2,500 total stores in the US
Fred's	Public	8,000-16,500	\$250	15 states	80	(393)		10/2019 - Filed for Chapter 11 bankruptcy; plans are for full liquidation and closure of all remaining stores.
Goodwill Industries	Private	18,000-35,000	-	Nationwide	3,200			
Sam's Club	Public	71,000-191,000	\$649	44 states	597			
Shopko	Private Equity	15,000-35,000	-	26 states	375	(289)		1/2019 - Filed for Chpt 11 Bankruptcy, of which it announced it was closing 38 stores. Later announced on 2/8 that it is closing an additional 251 stores.





### Health | Fitness | Nutrition

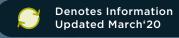
Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
9Round Kickbox Fitness	Private	1,200-1,500	-	41 states	697			
24 Hour Fitness	В	28,000-42,000	-	Nationwide	420			Focus is in CA, CO, MD, NY, OR, VA, WA & DC
Anytime Fitness	NR	2,500-5,000	-	Nationwide	2,250			Plans are to expand throughout Upstate New York
GNC	teg				5,900	(300)		Most planned closures are to occur in mall locations, which account for 28% of GNC's mall base. Total planned closures over the next few years is 900 stores.
Gold's Gym	NR	8,000-45,000	\$2.4M (AUV)	38 states	675			200-300 new openings in next 3 years in US and abroad
LA Fitness	Private	25,000-37,000	his	32 states	700+			Targeting: AZ, CA, FL, GA, IL, IN, KY, LA, MD, MD, MI, MN, NJ, NY, NC, OH, OR, PA, RI, SC, TN, TX, VA, WA
Lifetime Fitness	Private Equity	70,000-143,000		24 states	110			
Orangetheory Fitness	Private Equity	2,600-3,400	-	45 states	901			97% of locations are franchisee operated
Planet Fitness	Public	15,000-30,000	-	50 states	2,002	225	250+	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
Powerhouse Gym	Private	20,000-60,000	-	39 states	300	50		Plans are to expand 200 locations over the next 4 years.
The Vitamin Shoppe	Public	2,500-4,000	\$429	45 states	750		5	8/2019 - Being acquired by Liberty Tax for \$208M
UFC GYM	NR	10,000-40,000			140			More than 300 commitments for new locations
Crunch Fitness	NR	17,000-30,000		24 States & 5 Countries	270	80		More than 500 commitments for new locations. 7/2019 - Being acquired by private equity firm TPG Growth. Plans are to double footprint count to +/-600 locations over the next 5 years.



#### Grocery Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Albertsons	Private Equity	18,000-72,000	-	35 states	2,261	14	16	Prototype is 50,000 SF. Focus in 2020 is continuing ongoing strategy of looking in and working towards portfolio optimization of our current store base by implementing change for profitable stores through remodels, lease and continuing to monitor/closing of underperforming stores
Aldi	Private	17,000-22,000	-	36 states	1,975	125	110	Target is 2,500 total locations by 2022, with major focus in Florida, East Coast & Southern California. Plans are to remodel 1,300 stores by 2020, spending over \$5B. 2020 plans also include 20 relocations & 175 remodels.
Brookshire Grocery Company	Private	15,000-45,000	7	AR, LA & TX	177			
Food City			16	GA, KY, TN, VA	130			
Food Lion <sup>3</sup>	NR	24,000-85,000	-	15 states	1,030			Focusing on remodeling effort, having remodeled >60% of its fleet over the past four years.
Giant Eagle	NR	12,000-150,000	-	PA, OH, WV & MD	415			Concepts include Giant Eagle (201), Market Districts (13), Giant Eagle District Express (3) & GetGos Fuel (198)
Giant Food Stores <sup>3</sup>	Foreign	-	-	PA, MD, VA, WV	181	5		Exploring smaller banner called "Giant Heirloom Market" which targets urban infill locations @ +/- 10,000 SF.
The Grocery Outlet	Public	15,000-20,000	-	CA, ID, NV, OR, PA & WA	337		40	The company is currently focused primarily on growing stores in Southern California, after which it will turn to the Mid-Atlantic. Indicated they can grow their store count 10% annually and believes the US could eventually support 4,800 stores. Focus is 44 new locations in 2021
H-E-B Grocery	Private				321			4
Hy-Vee Food Stores	Private	95,000-100,000	-	IA, IL, KS, MN, MO, NE, SD & WI	245	4		They lease approximately 50% of their footprint. Continued expansion of its Fast & Fresh format
Ingles Markets	Public	57,000	\$362	GA, NC, SC, TN, VA, AL	198			

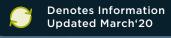




#### Grocery Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
The Kroger Co. <sup>2</sup>	Public	20,000-135,000	\$563	35 states	2,796			Company leases 58% of its footprint, however current strategy is to self-develop and/or own its real estate.
Lowes Foods		50,000		NC, SC, VA	100			
Meijer	NR	39,000-250,000	-	IN, IL, KY, MI, OH, WI	245			Plans to open 6 smaller-format stores in urban locations at roughly 39,000 SF. Close to 50% of its store fleet is located in Michigan.
Natural Grocers by Vitamin Cottage	Public	14,000-25,000	\$358	19 states	153	6	5-6	Company believes US market can sustain 1,100 stores nationally, including 200 stores in the states currently in.
Price Chopper	NR	30,000-60,000	7.5	6 States (Northeast)	136			Current focus is remodeling effort on entire footprint
Publix	Public	20,000-61,000	\$633	AL, FL, GA, NC, SC, TN, VA	1,243			The company owns 400 locations (including 74 on a ground lease). Preference is to own it's real estate of which it has acquired 65 centers since 2011.
Raley's⁵	NR	50,000-60,000		CA, NV	128			
Save-A-Lot	NR	12,000-18,000	\$216	35 states	1,230			Company was sold to Onex. Corp (1/2017). Closing all CA & NV store locations.
Schnucks	NR	30,000-80,000		IA, IL, IN, MO & WI	116	(4)		
ShopRite <sup>9</sup>	Private	45,000-70,000	-	CT, DE, MD, NJ, NY, PA	283	40		Growth opportunities sought in CT, DE, MD, NJ, NY & PA
Smart & Final <sup>8</sup>	Public	25,000-30,000	-	AZ, CA, ID, NV, OR, WA	323		-0/	94% of the footprint is located in California
Southeastern Grocers <sup>6</sup>	Private	20,000-65,000		AL, FL, GA, LA, MS, NC, SC	582	(22)		Emerged out of Chapter 11 Bankruptcy in June 2018.
Spartan Nash <sup>7</sup>	Public	42,000	\$310	ND, SD, NE, MN, IA, WI, MI, OH	140	21		11/2018 - acquired Martin's Super Markets - 21-store owned grocery operator located in IN & MI- expected to close 1st qtr 2019.
Sprouts Farmers Market	Public	20,000-30,000	\$572	22 states	340	28	22	Company believes it can support 1,200 stores in the next 15 years. Current focus is Florida, Washington, South Carolina & Mid- Atlantic region. Evaluating smaller footprint of 20,000 SF.
Stater Bros Markets	Private	44,000	-	Southern CA	170			





#### Grocery Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Stop & Shop <sup>3</sup>	NR	35,000-70,000	-	CT, MA, NH, NJ, NY & RI	400			
SUPERVALU <sup>4</sup>	Private	-	-	MN, VA, ND, MO, IL, MD, DC	114			10/2018 - acquired by grocery wholesaler United Natural Foods which will result on SuperValu's exit from its grocery retail business. Unsure when the retail footprint will be sold off, however the company is currently selling off its corporately owned and operated real estate (i.e. 59 stores)
The Fresh Market	Private Equity	18,000-23,000	\$476	22 states	159		-	
Tops Markets	Private	30,000-70,000		3 states	164			11/2018 - emerged from Chpt 11 bankruptcy, of which 10 stores were closed.
Trader Joe's	NR	11,000-14,000	7-	41 states	483		3	
Walmart Neighborhood Market	Walmart	28,000-65,000	.6)	36 states	800			
Weis Markets	Public	8,000-71,000	\$358	DE, MD, NJ, NY, PA, WV, VA	202			Standard prototype is 65,000 SF.
Whole Foods	Amazon	40,000	\$883	42 states	475			Plans are to convert all 12 Whole Foods 365 into Whole Foods by the end of the year.
Winco Foods	Private	95,000	-	9 states	122			Expanding into Montana

1 - Trade names include Amigos, United Express, Randalls, Albertson's, Safeway, Tom Thumb, Pavillions, Shaws, Acme, Star Market, Carrs, Market Street, Vons, Jewel Osco, Albertson's Market, United Supermarkets, Lucky, Super Saver

- 2 Trade names include: Baker's, CityMarket, Copps, Dillons, Foods Co, Food4Less, Fred Meyer, Fry's, Gerbes, Harris Teeter, JayC, King Soopers, Kroger, Mariano's, Metro Market, Owen's Pay Less, Pick 'n Save, QFC, Ralphs, Ruler Foods, Scott's, Smith's
- 3 Part of Ahold Delhaize
- 4 Trade names include Cub Foods, Farm Fresh, Hornbacher's, Shop 'N Save & Shoppers
- 5 Banners include: Raley's Supermarkets, Bel Air Markets, Nob Hill Foods & Food Source
- 6 Banners include Bi-Lo, Harveys, Winn-Dixie and Fresco y Mas
- 7 Banners include: Family Fare Supermarkets, D&W Fresh Market, VG's Grocery, Dan's Supermarket & Family Fresh Market
- 8 Banners include Smart & Final, Smart Foodservice Warehouse, Smart & Final Extra! & Cash & Carry
- 9 Part of Wakefern Food Corp of which trade names include ShopRite, Price Rite, The Fresh Grocer & Dearborn Market

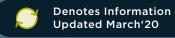


#### Drug Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
CVS Pharmacy	Public	12,900-14,600	\$1,079	49 states	9,895	100	50	CVS Owns approximately 5% of their footprint. Store count includes approximately 1,725 pharmacies located in Target locations. The company plans on closing 75 locations in 2020.
Rite Aid	Public	10,559-14,608	\$464	16 states	2,463			62% are freestanding locations, and they lease 95% of their footprint.
Walgreens	Public	8,000-15,000	\$723	50 states	9,277	(200)		Walgreens leases 86% of total retail stores. Approx. 78% of the US lives within 5 miles of a Walgreens. Plans are to roll out 20-30 smaller format stores for urban locations.

#### Furniture | Home Furnishings

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
American Freight Furniture	Private Equity			29 states	153			
Art Van Furniture	Private Equity		-	9 states	176		(176)	2/2020 - announced it was closing all of its namesake stores in connection with its Chpt. 11 bankruptcy.
Ashley Furniture	NR	30,000-35,000	-	50 states	700			Mix between corporately operated and franchise operated is about 600 franchisee/100 corporate.
Badcock Home Furniture & More		18,000-24,000	-	8 states (Southeast)	300			
Bath & Body Works	L Brands	3,200	\$692		1,637	18	70	Most of store openings are to be in strip centers, of which 45% of the total fleet are not in enclosed malls
Bed Bath & Beyond, Inc. <sup>1</sup>	Public	20,000-75,000	\$264	50 states	1,534	(14)	(40)	Actively renegotiating short term leases & will be evaluating potential store closures or relocations in FY 2020. Also refreshing over 160 of its most profitable and highest volume locations prior to 2019 Holiday season. Store Count: 993 Bed Bath & Beyond, 277 under World Market Cost Plus World Market or Cost Plus, 126 buybuy Baby, 81 Christmas Tree Shops and 55 Harmon stores. The 60 targeted closures include 40 BB&B and 20 other concept stores.
Bob's Discount Furniture	Private Equity				119		4	
Ethan Allen	Public				182			

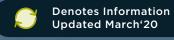


#### Furniture | Home Furnishings

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
FFO Home	Private Equity			AR, MO, OK, KS, TN, TX		14		
Haverty's	Public	35,000	\$184	16 states	122	3		
HomeGoods	TJX Co.	20,000-22,000	\$341	48 states	807			TJX Cos plans are to expand TJ Maxx, Marshalls and HomeGoods from 3,700 locations to 5,600 locations
Innovative Mattress Solutions (Mattress Warehouse, Mattress King & Sleep Outfitters)	Private	4,000-6,000	-	AL, IN, KY, OH, TN, WV	175			
Kirkland's	Public	7,000-10,000	\$176	35 states	418	20-25		Long term goal is 500 units. Expansion # reflects YTD openings.
La-Z-Boy	Public	15,500-20,500	\$183	Nationwide	352			
Mattress Firm	B+/Stable	3,200-4,200	\$251	48 states	3,400	(799)		10/2018 - filed bankruptcy, announcing the closure of 799 stores. 11/2018 - emerged from Chpt 11 - plan of reducing footprint size to 2,600 stores in the US as planned.
Pier 1 Imports	Public	8,000-10,000	\$181	Nationwide	951	(70)	(450)	Feb 2020 - filed for Chpt 11 bankruptcy, of which it announced it would close 450 locations.
Rent-A-Center	Public			ierro/	2,287			6/2018 - Being acquired by Vintage Capital Management for \$1.37 billion, which will take the company private.
Sleep Number	Public				594			
Slumberland Furniture	NR	25,000-40,000	-	12 states	125	S.A		Currently doing mostly repositioning of assets.
Tuesday Morning	Public	12,000-15,000	\$115	40 states	726	40×		
Williams Sonoma <sup>2</sup>	Public	6,600-13,900	\$318	43 states	601			Plans are to also close as many as 80 stores over the next 3 years.

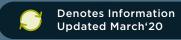
1 - Trade names include Bed Bath & Beyond, World Market, buy buy BABY, Christmas Tree Shops & Harmon , West Elm,

2 - Trade names include Williams Sonoma, Pottery Barn, Pottery Barn Kids, West Elm, Rejuvenation



#### Home Improvement Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
84 Lumber					247			
ABC Supply	Private			49 states	725			
Ace Hardware	NR	6,000-25,000	-	Nationwide	4,423			
Floor & Décor	Public	65,000-75,000		28 states	113	20		Believes it can grow to 400 store nationwide over the next 15 years.
Harbor Freight Tools	Public	13,000-18,000	-	48 states	1,025	95	100	
Hobby Lobby	Private	55,000-60,000	-	46 states	897	60	55	2019 plans also include 8 relocations and 8 store expansions.
Home Depot	Public	135,000	\$449	50 states	1,984	1	3-5	Company owns 90% of their retail properties.
Lowe's	Public	94,000-132,000	\$314	50 states	1,820	(20)		Company owns 80% of their properties.
Lumber Liquidators	Public	6,500-7,500	\$412	46 states	409			
Menards	Private			14 states	305			
Northern Tool + Equipment	Private	20,000-22,000	-	22 states	114	6-8	6-8	Areas for Expansion: FL, GA, IA, IL, IN, LA, OK, TN, TX, VA, WI. Expansion plans for 2021 include MI, OH & KY
Orscheln Farm & House	NR	25,000-50,000	-	9 states	165			
Sherwin-Williams	Public	3,500-5,500	\$630	Nationwide	4,727	80-100	100	# of Stores reflect "Americas" store count.
The Tile Shop	Public	15,000-30,000	\$125	31 states	140			
Tractor Supply	Public	15,000-27,000	\$271	49 states	2,024	80	80	Sees support for upwards of 2,500 stores nationwide. Company leases 94% of existing store base & 55% of its stores are located in freestanding buildings.
United Rentals	Public			49 states	1,075			'So
								Co,

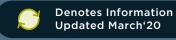


#### Medical

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Aspen Dental	Private	3,500-3,600	-	40 states	800+			Looking for: Prime retail visibility, including maximum storefront and pylon signage opportunities, strong traffic counts, easy access and ample convenient parking
DaVita Dialysis	Public	7,000-9,000	-	Nationwide	2,664			
Fresenius Medical Care	Public	5,900-8,500	-	Nationwide	2,277			
Heartland Dental	<b>N</b> R	3,000-4,000	-	26 states	700+			Looking for: free standing locations; grocery anchored centers; 2nd generation banks or new end-caps
MedPost/CareSpot (Urgent Care)	Private	2,500-3,500	-	AZ, CA, FL, MI, TX, AL, GA, TN	106	16		Prefers grocery-anchored multi-tenant outparcels
Pacific Dental	NR	2,800-3,200	-	21 states	718	95		
The Joint Chiropractic		800-1,400	9h	30 states	517			
Office Sup	oply S	Store	S	Herro				
Tenant Name	Entity Type	Average SF	Sales	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans

#### Office Supply Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Office Depot	Public	4,000-15,000	\$150	45 states	1,307	(54)	(45)	Plans are to close 90 total stores in 2020 & 2021.
Staples	Public	3,600-20,000	\$234	Nationwide	1,131			



#### Other

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
AT&T	A-	600-3,200	-	Nationwide	2,500			10/2018 - announced plans to add 1,000 new stores (including pop-up stores)
At Home	Public	75,000-165,000	\$59	39 states	218	33	21	Believes it has potential to grow to 600 stores in the US. The company is slowing down its expansion and will continue at about a 10% rate each year.
Barnes & Noble	Private	14,000 - 26,000	\$212	50 states	627	(5) - (10)		Focus is on lease maturities (110 annually over the next 5 years). 7/2019 - being acquired by Elliot Management Corporation which will be taking the company private.
Batteries + Bulbs	Private Equity	6	-	48 states	696			
BevMo!	Private	10,000-12,000	-	AZ, CA, WA	166	-		Continued focus on expansion throughout California
Bluemercury	Macy's	· D.			160			
Books-A-Million (BAM!)	NR	7,500-10,000	hi	32 states	260			Sites need to be outside of 10 miles from nearest Barnes & Noble.
Card\$mart		2,000-2,500		29 states	181			
Claire's					0.			10/2018 - emerging out of bankruptcy
Cost Plus World Market	Bed Bath & Bey			39 states	280			Plans are to also close 40 stores in their current FY, of which most will be Bed Bath & Beyond stores.
Great Clips	Private	900-1,200			4,300	175-200		Focus on expansion is in the South/Southeast US
Guitar Center	Private Equity	10,000-12,000	-	44 states	290		0.	
Jared Jewelry	NR	4,500-6,500	\$745	39 states	253		34	Growth plans in New England
JoAnn Fabrics & Crafts	В	15,000-22,000	-	49 states	851		<b>'Q'</b>	
Kendra Scott		1,500-1,600			100			
Michaels Stores	Public	12,000-25,000	\$227	49 states	1,262	37		Believes US and Canada can support 1,500 locations.
My Salon Suite		4,000-10,000		13 states			50	Plans are for 100 locations in 2020-2021.
Party City	Private Equity	12,000-15,000	\$235	46 states	957	(55)		60% owned by PE firm Thomas H. Lee Partners. 88% of the locations are corporately operated. Long-term expansion plans include another 300 locations in North America.
Regis Corporation	Public	800-1,200		Nationwide	7,100	100-150		Concepts include Supercuts, Cost Cutters, Roosters & First Choice Haircutts
Sally Beauty Supply	NR	1,400-2,000	-	Nationwide	5,089			Note: Store count includes international locations, of which Sally operates in 12 countries including the US. Current plans are to remodel 100+ locations throughout Texas.



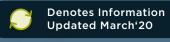
#### Other

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Sephora	Public	4,000-5,500		Nationwide	490	35	100	Currently Sephora has 490 standalone locations in the US and 660 stores located in JC Penney. Plans are for smaller format (4,000 SF) in more neighborhood locations vs. mall.
Signet Jewelers <sup>1</sup>	Public	1,600	\$1,259	50 states	2,996			
Sola Salon Studios		5,500-8,500		44 states	534		79	Currently has 79 leases signed for 2020 openings.
Sprint								
Things Remembered	Private Equity				422	(250)		2/7/19 - Filed for Chpt 11 Bankruptcy; mulling closure of 400 stores. Closing 220 stores and 30 kiosks
Tiffany & Co.	Public	4,200	\$2,509		93	8		75% of their store base are located in luxury department stores or shopping malls
T-Mobile		1,500-2,500						
Toys "R" Us   Babies "R" Us	Private	20,000-30,000		Nationwide	835			
The UPS Store		800-1,800	- (	50 states	4,867			Looking to expand nationwide
U.S. Cellular	NR	1,200-3,500	-	Nationwide	825	10-15		
Ulta Beauty	Public	5,000-12,000	\$498	48 states	1,241	80	75	Long term potential is to grow store base to more than 1,500-1,700 locations. Expansion plans are 75 stores in 2020 and 75 stores in 2021.
Verizon Wireless	BBB+	1,200-5,000	-	Nationwide	2,000	9		

#### Pet Stores

1 - Concepts include: Kay, Zales, Peoples, Jared & Piercing Pagoda

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
PETCO	Private Equity	4,500-13,500	-	Nationwide	1,409			Testing new store concept called "PetCoach" - primarily used for grooming, training & vet care
petsense	Tractor Supply	5,500-6,500	-	-	174	8	10-15	Acquired by Tractor Supply in the 4Q 2017.
PetSmart	Private Equity	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	Private Equity	5,000-15,000	_	29 states	425	50	50-70	Plans are to open 200 stores over the next 5 years. Expanding in new markets: California, Colorado & Oklahoma.



#### Quick Service Restaurants

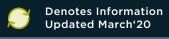
Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Arby's	NR	1,800-2,200	\$1,177,000	48 states	3,228			68% of fleet are operated by franchisees.
Auntie Anne's			\$538,000		1,295			
Baskin-Robbins	Dunkin'		\$240,000	Nationwide	2,542	(10)		
Bojangles' Famous Chicken	Private	2,200-3,800	\$1,741,000	10 states	764	10-20		Plans are for buildout of 3,500 locations nationwide. 57% of locations are franchised. 11/6 - being acquired by Durational Capital Management & The Jordan Company for \$594M, of which the company will be taken private.
Boston Market	Private Equity	2,500-3,500	\$1,259,000	28 states	456	(45)		
Burger King	Public	2,500-3,500	\$1,361,000	Nationwide	7,298			
Captain D's	Private Equity	1,800-3,250	\$1,059,000	22 states	540	30	25	50% of fleet are corporately operated
Caribou Coffee	Private Equity	600-1,800	9.1	18 states	273		25	Focus is in MN, WI, ND, IA, MO, NC & GA
Carl's Jr.	Private	2,360-3,037	\$1,239,000	Nationwide	1,152	25		300 new locations in Texas over next 3 years. Growth opportunities in Western US. 92% franchised. Carl's growth is targeted towards Western US. Target is 40 locations in 2020
Checker's Drive-In	Private Equity	700-3,000	\$972,000	30 states	851			63% of fleet are operated by franchisees
Chick-fil-A	NR	4,000-5,000	\$4,167,000	43 states	2,085	025		Min acreage 1.25 acres
Church's Chicken	NR	850-2,200	\$714,000	28 states	1,131	9	2	
Dairy Queen	NR	2,600	\$1,205,000	Nationwide	6,500			Current focus is on the DQ Grill & Chill concept
Del Taco	Public	1,500-3,200	\$1,508,000	14 states	580	25		'he
Domino's Pizza	Public	1,500-3,500	\$1,123,000		5,985			94% of locations are franchised across 800 franchisees.
Donatos Pizza	NR		\$1,100,000		155			65% of fleet are operated by franchisees
Dunkin' Donuts	Public	900-2,500	\$929,000	Nationwide	9,554	211	200-250	Free standing footprint is 1,800 SF. Believes the US has room for 18,000 locations. Less focus of non- traditional locations with no customer experience.
Dutch Bros. Coffee	NR	200-300	\$300,000	7 states	200			Plans are to expand in Northern Colorado
Firehouse Subs		1,400-1,800	\$712,000	46 states	1160+			





#### Quick Service Restaurants

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Golden Chick	NR	2,400	-	FL, GA, OK, SC, TX	166			Continued build-out in existing states.
In-N-Out Burger	NR	3,000-4,500	\$2,794,000	AZ, CA, NV, TX, UT	338			Actively expanding in DFW, possible expansion to other TX cities/ surrounding states.
Hardee's	Private	2,360-3,037	\$1,131,000	Midwest/Southeast U.S.	1,812			
Jack in the Box	NR	2,400-2,800	\$1,553,000	21 states	2,252			Growth opportunities in CA, OH & TX in the next 18 months
Jack's	Private		\$2,600,000	4 states	162			
Jamba Juice	Private Equity	1,000-1,500						
Krystal	NR	1,200-2,300	-	10 states	368			
KFC	Yum!	1,900-3,500	\$1,210,000	Nationwide	3,979	67	100	Target is 100 units per year with a target of 5,000 locations.
Marco's Pizza			\$883,073	30 states	883			
McDonald's	Public	2,500-5,500	\$2,769,000	50 states	13,972		90	Owns 70% of its buildings. 94.7% of US locations are franchised.
Papa John's	Public	1,300	\$815,000	Nationwide	3,407			
Papa Murphy's	NR	1,000-1,500	\$568,000	37 states	1,436	10		Mostly in inline/strip centers
Pizza Hut	Yum!	2,900-4,000	\$878,000	Nationwide	7,449	(250)		Plans are to decrease over 500 locations over the next two years as part of closing underperforming stores and converting to its modern express format.
PJ's Coffee					100	30		
Popeyes	RBI	2,100-3,150	\$1,415,000	Nationwide	2,411		-0	6
Raising Cane's	NR	2,700-5,000	\$2,963,000	23 states	400			1h
Starbucks	Public	500-2,000	\$1,349,000	Nationwide	18,067	600		Store counts reflect "Americas." Over the next 5 years, Starbucks is planning 3,500 net new stores in the "Americas". Real Estate strategy will be driven by placing the majority of our new stores throughout middle America and the South with careful consideration of the format type. More than 80% of stores built in the next few years will be drive-thru. Plans are for 600 new locations in the Americas segment in 2020
Schlotzsky's Austin Eatery	Private	2,800-3,200	-	Nationwide	350			Growth opportunities in AZ, GA, LA, OK, TX & WA
Scooter's Coffee	NR	450-1,800	-	-	155			



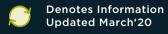
#### Quick Service Restaurants

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Sonic Drive-In	Public	1,200-2,500	\$1,250,000	45 states	3,589	50-55		Plans are to open 1,000 restaurants over the next 10 years. 9/2018 - being acquired by Inspire Brands for \$2.3B which is expected to close by year end. Growth plans for 2020 are 50 new locations
Subway	NR	300-3,000	\$420,000	Nationwide	26,744			
Taco Bell	Yum!	1,500-3,000	\$1,600,000	Nationwide	6,942			Target is 8,000 locations by 2022 in the US, including 300 restaurants in urban areas by 2022.
Taco Bueno	Private Equity	2,200-2,850		7 states	172			11/2018 - filed for Chapter 11 bankruptcy - being acquired by Sun Holdings Inc. as part of the restructuring.
Teavana	Public	800-900	nia	26 states	379			-379 stores by January 2018 (only 302 will close)
The Coffee Bean & Tea Leaf	Private				311			Plans are to expand over 100 locations in NYC Metro over the next 10 years. National goal is to grow to 1,000 locations over the next 5-10 years
Tim Hortons	RBI	1,500-2,000	\$1,027,000	Midwest & Northeast	657			Expansion in MI, OH, PA, NY, ME
Wendy's	Public	2,200-3,200	\$1,636,000	Nationwide	6,564	175		Plans are to add 500 locations domestically by 2020. 5% of restaurants are corporately operated.
Whataburger	NR	1,800-3,400	\$2,929,000	Southwest & Southeast	825	·91		Growth opportunities in AL, AR, AZ, FL, LA, MS, NM, OK & TX. Needs > 1.0 acre
White Castle	NR	1,500-2,500	\$1,480,000	11 states	375		12	12 stores annually over next three years in Midwest
Yoshinoya	Private	2,000-2,400	\$1,400,000	California	108			Targeting 100 new locations in 5 years across West Coast.
								C <sub>O</sub>

Stan Johnson Co. Retail & Restaurant Expansion Report • March 2020

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Applebee's	Public	3,500-6,000	\$2,267,000	Nationwide	1,936			
Bar Louie	Private Equity	6,000-7,000	\$2,400,000	27 states	125			Plans for over 100 franchised and 100 corporate locations in the next 5 years. Looking for 2nd generation and new lifestyle retail locations.
Beef O'Brady's	Private Equity	3,000-3,500	\$1,585,000	23 states	186			7/2017 - acquired by PE Group CapitalSpring
Benihana	Private Equity	7,800	\$4,209,800	Nationwide	105			
BJ's Restaurant & Brewhouse	Public	7,000-10,000	\$5,400,000	27 states	206	7-8		Believes it has ability to grow to as many as 425 units nationwide.
Black Bear Diner	Private Equity	5,300	\$2,600,000	10 states	110			Expansion is even split between corporate & franchisee growth. Starting to look in the Midwest.
Blaze Fast-Fire'd Pizza	Private Equity	2,400-3,000	\$1,420,000	41 states	315	80	35-45	Plans are for 50+ new locations in 2021
Bob Evans Restaurants	NR			Ho	523			Acquired by P/E firm Golden Gate Capital for \$565M
Bonefish Grill	Public	4,500-7,000	\$3,033,000	34 states	199			
Bruegger's Bagels	NR			0	240			
Buffalo Wild Wings	Public	4,000-7,500	-	Nationwide	1,145	Stan		39% are company operated. Plans are to operate 1,700 locations in the US and Canada by 2019. 12/2017 - being acquired by Arby's for \$2.44 billion
BurgerFi			\$1,300,000	20 states	104			
Café Rio Mexican Grill	Private Equity	2,200-3,000	\$2,100,000	12 states	118		-0/	Majority stake acquired by Freeman Spogli & Co. (9/2017)
Capriotti's Sandwich Shop	NR				100			Looking to expand in Philadelphia, Wash D.C. & Baltimore. Plans are for 500 locations by 2025.
Carrabba's Italian Grill	Public	6,000-8,000	\$2,968,000	Nationwide	227			Ca
Cava	NR			East and West Coast	35			Plans to grow in D.C. NY and NJ including new location in Connecticut
Cheddar's Casual Café	Darden	5,000-10,000	\$4,500,000	23 states	165			Plans are to open 50 Darden Concepts in FY '20 (specific brands not specified)
Chicken Salad Chick	Private Equity		\$1,200,000	13 states	105			Expanding into DFW Maret targeting 15 locations over the next several years.





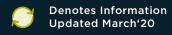
Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Chili's	Public	4,500-6,000	\$2,415,000	Nationwide	1,248	7-9		75% of locations are corporately operated
Chipotle Mexican Grill	Public	2,000-2,200	\$2,000,000	Nationwide	2,546	140-155	150-165	Management believes there is enough room for 5,000 locations in the US. Announced it will open 150-165 restaurants in 2020, of which 50% will have drive-throughs.
Chuck E. Cheese*	NR-	14,000- 20,000	-	47 states	609			Planning for IPO
Chuy's	NR	5,500-8,000		15 states	101	6	5-7	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	Private	1,800-2,800	nie/	24 states	177			67% Corporate/33% Franchise. Continuing to remodel existing store base and source new locations for updated prototype. Preferred real estate is end cap with a drive- thru (suburban) or urban walk- up. Opportunistically growing in corporate markets (Dallas, Chicago & Wash DC)
Cracker Barrel	Public	10,000	\$4,622,000	45 states	667	8	6	Approximately 20% of gross revenue comes from its retail operations.
CraftWorks Restaurants & Breweries	Private Equity			36 states	189	Stan		11/1/18 - acquired Logan's Roadhouse. Concepts include: Old Chicago Pizza & Taproom, Rock Bottom Restaurants & Breweries, Gordon Biersch Brewery & Big River Grille & Brewing Works
Culver's	NR	4,500	\$2,390,000	24 states	686		-0/	
Dave & Buster's	Public	17,000- 40,000	\$11,513,000	37 states	130	15-16		Believes opportunity is for 230-250 locations in US & Canada alone
Denny's	Public	4,000-5,000	\$2,100,000	Nationwide	1,735			168 owned and 1,560 franchised. 49% of entire fleet is remodeled.
Dickey's Barbeque Pit	NR	1,800-2,500	-	43 states	560			6
El Pollo Loco	Public	2,200-3,000	\$1,798,000	AZ, CA, LA, NV, TX & UT	475			Growth opportunities in existing states.
Famous Dave's	NR	4,000-6,000	-	34 states	164			Current focus is rebuilding; closing down non-profitable stores & selectively opening new stores.
Fazoli's	NR	2,000-2,400	-	26 states	220			Expansion opportunities in Cincinnati, Cleveland, Detroit, Pittsburgh, Dallas, Phoenix & Charlotte





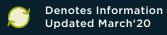
Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Five Guys	Private	-	\$1,275,000	1,000	1,358			
First Watch	Private Equity	3,500		27 states	339			Long range goal of 1,400 restaurants.
Freddy's Frozen Custard & Steakburgers	Private	2,800-3,600	\$1,600,000	32 states	363		48	Plans including opening locations in new states: Wyoming, Maryland and Mississippi
Friendly's	Private Equity	3,250	-	10 states	250			
Fuddruckers	Public				184			
Fuzzy's Taco Shop		3,000-4,000	\$1,300,000	11 states	100			
Golden Corral	NR	8,032 & 10,308	<u>.</u>	41 states	484			Need land in the 2-2.5 acre range. 94 units (19%) are corporately operated.
Habit Burger Grill	NR	2,600-2,800	"lei	9 states	262	21-23		Jan 2020- announced that Yum Brands will acquire
Hooters Restaurants	Private Equity	5,000-8,000	-	38 states	430			7/1/2019 - acquired by private equity firms Nord Bay Capital & TriArtisan Capital Advisors
Houlihan's	NR	7,500-8,500	-	Midwest/Eastern US	100			
Huddle House								
Hwy 55	NR			11 states	135	0.		
IHOP	Public	4,200-6,000	\$1,888,000	Nationwide	1,786			
Jason's Deli		4,500	\$2,520,000	28 states	278	-9h		
Jersey Mike's	-	1,200-1,800	\$769,000	42 states	1,187		0/	Target is to operate 2,000 stores by 2020
Jimmy John's			\$772,000		2,814			10/2019 - being acquired by Inspire Brands
Johnny Rockets	Private Equity							
Little Caesars	Private	1,400-1,600	\$874,000	Nationwide	4,294	-		Focus is grocery anchored centers and retail strip centers near dense residential areas.
Logan's Roadhouse	NR	5,600-7,500	-	22 states	204			11/1/18 - acquired by CraftWorks Restaurants & Breweries
LongHorn Steakhouse	Darden	5,500-6,300	\$3,463,000	40 states	514			Plans are to open 50 Darden Concepts in FY '20 (specific brands not specified)
McAlister's Deli	Private	3,000-4,000	\$1,634,000	27 states	450			Plans are for expansion of 47+ locations through a franchisee in TX, LA, FL NM





Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
MOD Pizza	Private	2,600	\$1,200,000	21 states	433	100		6/2019 - Raised another \$160M in equity; plans are to grow to 1,000 locations in 5 years.
Moe's Southwest Grill	Private	2,400-2,800	\$1,022,000	38 states	719			
Mountain Mike's				CA, NV, OR, UT	204			
Ninety Nine Restaurant & Pub	Private Equity				106			Merging with J. Alexander Holdings, Inc. (8/2017)
Noodles & Company	60		\$1,075,000	35 states	510			
Olive Garden	Darden	7,500-8,500	\$4,861,000	Nationwide	867			Plans are to open 50 Darden Concepts in FY '20 (specific brands not specified)
O'Charley's	NR	6,000-9,300	-	19 states	212			
Outback Steakhouse	Public	3,500-10,000	\$3,407,000	Nationwide	737			
Panda Express	Private	2,300-2,600	\$1,616,000	48 states	1,893	100		Prefers owning real estate - +/75 acres.
Panera Bread	Private Equity	3,200-4,500	\$2,740,000	46 states	2,050			50% of expansions are franchisee driven vs. corporate. 11/2017 - acquiring Au Bon Pain, which operates 304 locations
Peter Piper Pizza	Private Equity				141			
P.F. Chang's China Bistro	NR	6,000-7,000	-	41 states	214			
Pizza Inn	Public	2,100-4,500			161	'an		Targeting 18-20 new locations in FY '18
Pollo Tropical	Fiesta	3,000-4,000	\$2,720,000	FL, GA, TN & TX	185		Vol	7
Potbelly	Public	2,300		31 states	476			10% of the system is franchised.
Qdoba Mexican Grill	Public	2,800-3,000	\$1,132,000	47 states	743			Being acquired by Apollo Global Management - expected to close April 2018
Red Lobster	BBB	6,000-7,500	-	Nationwide	662			Ca
Red Robin	Public	2,000-6,000	-	Nationwide	562	(11)		Expanding into FL, NJ, NY, Chicago & TX. 81% are corporately operated.
Ruby Tuesday's	Public	6,000	-	41 states	560			
Ruth's Chris	Public				132			
Shake Shack	Public				130	36-40		
Slim Chickens	Private Equity	2,400-2,800		14 states	100	21	31	Intends on growing to 600 restaurants over the next decade





Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Smashburger	NR	2,500	-	38 states	312			
Steak 'N Shake	В	2,000-4,500	\$1,739,000	22 states	550			
Taco Cabana	Fiesta	3,500	\$1,757,000	NM, OK, TX	173		(19)	
Taco Del Mar	Private Equity			Western US	100			7/2018 - announced that PE firm High Bluff Capital Partners is acquiring company.
The Cheesecake Factory	NR	7,200-11,000	\$10,500,000	Nationwide	211			
Texas Roadhouse	Public	6,300-8,500	-	49 states	544	22	30	
TGI Friday's	NR 🔷	7,000-8,500	-	Nationwide	878			
Tropical Smoothie Café	Private Equity	800-1,600	\$498,235	33 states	775	130		Company has targeted 1,500 over the next 5 years. Primary growth targets include: Dallas, Houston, Chicago, Atlanta, Charlotte & Tampa.
Which Wich	Private	1,600-1,800	.61	36 states	404	35		
Wingstop	NR	1,350-1,800	\$1,139,000	40 states	1,252			98% of fleet are operated by franchisees
Zaxby's	NR	2,400-3,900	\$2,060,000	17 states	850			Expanding into OH & MD
Zoe's Kitchen	Private	2,600-3,100	_	Nationwide	260	0.		Target markets include AZ, Denver, Orlando, Tampa, FL, Kansas City, Philadelphia and TX.
Shoe Stor	es					ran	50	
Tonant Namo Entit	ty Average	Sales I	Per Dogio		2019 2	020	wth Plans	

#### Shoe Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Boot Barn	Private Equity	8,000-12,000	\$254	33 states	240	23	20	20% of the store base is located in Texas. Currently eyeing Northeast for expansion; believes it can double its footprint to 500 total locations. Target is to open 40 stores by 2021.
Caleres	Public	6,000-7,000		50 states	935		20	2020 plans are also to relocate 5 locations, close 50 locations and remodel/refresh 165 locations
DSW	Public	15,000-20,000	\$246	45 states	521		10-15	Long term goal is 550 locations. Has a smaller footprint (10-12K SF) they're testing in some smaller markets.
Finish Line	Public	5,565	\$372	46 states	573			
Foot Locker	Public	4,485	\$504		886			



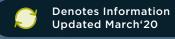


#### Shoe Stores

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Payless ShoeSource	NR			30 Countries	2,700			Emerged from bankruptcy August 2017. 1/2019 - evaluating strategic alternatives, which may include bankruptcy.
Red Wing Shoes	Private							
Skechers	Public	7,500-10,000	\$430		477			
Shoe Carnival	Public	8,000-10,000	\$241	35 states	392	-	6-8	Long term goal is to have 750 stores nationally. No free- standing concept - mostly inline. Company leases 99% of its properties. 2019 focus is on asset management of existing portfolio, which includes relocations, renewals, remodels and new design development.

### Sporting Goods

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
Academy Sports + Outdoors	NR	50,000-80,000	-	15 states	246			
Big 5 Sporting Goods	Public	8,000-15,000	\$199	11 states (Western US)	436	5		Over the next 5 years; 53 leases are scheduled to expire without renewal options
Camping World	Public	10,000-64,000	-	36 states	168	Sr.	1	Needs 10-20 acres per site, depending on the market. 2020 focus is on remodels & renewals.
Dick's Sporting Goods	Public	50,000-75,000	\$183	47 states	733	97		
Dunham's Sports		30,000- 100,000		24 states	240		7-10	4
Gander Outdoors	Camping World			16 states	62			Plans are to open up to 40 Gander RV Sales locations by Spring of 2019, positioned side by side with Gander Outdoors
Hibbett Sports/City Gear	Public	5,000	\$141	35 states	1,108	135	(95)	Smaller markets, inline space & enclosed malls. Plans are to grow to 1,500 stores nationwide long term. 10/2018 - announced it was acquiring City Gear, a specialty retailer with 135 stores across 15 states. The company announced it would be closing 95 stores in FY 2020.
Modell's Sporting Goods	Private				141		(141)	3/2020 - Filed Chapter 11 bankruptcy and will be closing all 141 stores.



#### Sporting Goods

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
REI	NR	20,000-30,000		37 states	158	7	4	In 2020, the retailer plans to open stores in Appleton, Wisconsin; Wichita, Kansas; Columbia, South Carolina; and Tampa, Florida.
West Marine	Private Equity	6,000-25,000	-	38 states	250			7/3/17 - Being acquired by Private Equity firm Monomoy Capital Partners for \$338M

#### Theatres | Entertainment

Tenant Name	Entity Type	Average SF	Sales Per SF	Region	# Operated	2019 Expansion	2020 Expansion <sup>2</sup>	Growth Plans
AMC Entertainment	Public	15,000-135,000	\$97	44 states	639			
Bowlmor/AMF	NR	35,000-50,000	-		290			
Cinemark Holdings	Public	-	-	41 states	334	12		
<b>Cineplex Entertainment</b>					165			
Kerasotes Theater	NR	60,000-80,000		9 states (Midwest)	100			
Regal Entertainment	NR	-	-	43 states	564			





## RETAIL & RESTAURANT REAL ESTATE CONTACTS

#### Real Estate Contacts

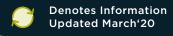
Retailer	City	State	Contact	Phone	Email	Territory
24 Hour Fitness	San Ramon	СА	Ray Dewhirst	617-831-5475	rdewhirst@24hourfit.com	NY, NJ & Mid-Atlantic
			Dennis Linville	949-851-0024x5267	dlinville@24hourfit.com	SoCal & NV
Uia			Brandon Lee	208-407-9283	blee@24hourfit.com	NoCal, Pacific NW, CO & HI
57,			Chris Neidhardt	904-484-7177	cneidhardt@24hourfit.com	FL & TX
	16.		Craig Hardy	925-543-3100x3230	chardy@24hourfit.com	Portfolio Management
7-11	Norwalk	СТ	Nathaniel Gardner	972-828-7452	nathaniel.gardner@7-11.com	Real Estate Dev Director: Southwest, So. Cal, No. Pacific, Canada
		g	Grant Distel	972-828-4986	grant.distel@7-11.com	Real Estate Dev Director: TX, FL, Eastern US, Upper Midwest
			Allyn Tritter		tritter@7-11.com	Real Estate Manager: Canada
			Jeff Brown	253-670-3574	jeff.brown@7-11.com	Real Estate Manager: WA, OR, CA (Northern/ Central)
			Paul Fercho	661-993-3031	paul.fercho@7-11.com	Real Estate Manager: Central California & Los Angeles
			Teresa Opsahl	951-208-5938	teresa.opsahl@7-11.com	Real Estate Manager: Orange County, Inland Empire
			Jeffrey Tucker	909-747-7249	jeffrey.tucker@7-11.com	Real Estate Manager: CA (San Diego), AZ, NV, UT, CO
			Brooke Schroder	214-789-4375	brooke.schroder@7-11.com	Real Estate Manager: North TX
			Adam Fullington	469-271-8264	adam.fullington@7-11.com	Real Estate Manager: South TX
			David Stensby	312-806-6388	david.stensby@7-11.com	Real Estate Manager: KS, MO, IL, IN, OH, WI, MI
			Rich Crisci	609-251-8555	richard.crisci@7-11.com	Real Estate Manager: NH, MA, CT, RI, PA, NJ, NY (Upstate), VA, NC, SC
			Sean O'Neill	631-394-0021	sean.o'neill@7-11.com	Real Estate Manager: NY (NYC, Westchester Boroughs, Long Island)
			Chip Gilkes	954-319-1403	chip.gilkes@7-11.com	Real Estate Manager: FL
99 Cents Only	Commerce	СА	Rosa De Luna	323-881-1248	rosa.deluna@99only.com	Manager, Real Estate
			Will Judy	510-764-1047	wjudy@99only.com	Vice President, Real Estate
			Jesse D Allen	323-881-1258	jessa@99only.com	Sr. Vice President, Real Estate
			Cynthia Avila	3232676801	cynthia.avila@99only.com	Construction Coordinator
ABC Supply			Mark Singer	732-742-8018	mark.singer@abcsupply.com	Director of Real Estate
Advance Auto Parts			Frank Livingston		frank.livingston@advance-auto.com	National Director
			Al Compton	770-424-8172	al.compton@advance-auto.com	Regional Director- AK, WA, OR,ID,MT (Northwest)- NO LONGER WORKS AT FIRM



#### Real Estate Contacts Cont.

Retailer	City	State	Contact	Phone	Email	Territory
			Mitch Recoon	716-685-8623	mrecoon@advance-auto.com	Central, Appalacians, Great Lakes, Northeast
<b>N</b> .			Jaime Lara	732-341-4879	jaime.lara@advance-auto.com	Puerto Rico, Southeast, Carolinas, Mid-Atlantic
Ui			Glen Beesely	214-535-7917	glen.beesley@advance-auto.com	NO LONGER WORKS AT FIRM
.57	Fil		Dan Kohler	630-796-5503	dan.kohler@advance-auto.com	WI, MN, IA, SD, IL, IN, MO, KS, NE, TN, AR, MS, LA- NO LONGER WORKS AT FIRM
	104		Ken Ormsby	512-516-3191	ken.ormsby@advance-auto.com	West Coast, Alaska, Southwest, Midwest, Gulf Coast
			George Bartlett	919-573-3093	george.bartlett@advance-auto.com	Regional Director- AL, GA, FL, SC, NC, VA, East KY- NO LONGER WORKS AT FIRM
			Anil Pandit	416-679-3032	anil.pandit@carquest.com	Canada- NO LONGER WORKS AT FIRM
			Linda Haynes	540-339-2285	linda.haynes@advance-auto.com	Real Estate Manager: CA, NV, AZ, NM - NO LONGER WORKS AT FIRM
Ahold			Timoney Mahoney	617-689-4852	tmahoney@aholdusa.com	
			Frank Maglio	617-689-4582	fmaglio@aholdusa.com	
Aldi	Batavia	IL	Chris Stair	(630) 879-8100 x2423	Chris.Stair@aldi.us	North and West Chicago, IL
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			Paul Cornejo	(815) 941-6020 x123	Paul.Cornejo@aldi.us	Southwest Chicago, Central, IL and Eastern IA
			Andrew Mack	(507) 333-9460 x 123	Andrew.Mack@aldi.us	Western, WI and MN, Northern IA
			Andrew Shaw	(507) 333-9460 x 122	Andrew.Shaw@aldi.us	Southern MI
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			Laurie Griffin	(301) 360-9915 x126	Laurie.Griffin@aldi.us	Northern MD and Southern DE,
			John McLain	(317) 887-6273 x122	John.McLain@aldi.us	Central and Southern, IN and Northern KY
			Chris Lloyd	(863)-353-4919 x1122	Chris.Lloyd@aldi.us	Northeast and Central FL
			Emilie Mason	(863) 353-4919 x1124	Emilie.Mason@aldi.us	Northeast and Central FL
			Jason Povlick	(863) 353-4919 x1123	Jason.Povlick@aldi.us	Northeast and Central FL
			Kevin McClure	(330) 273-7351 x122	Kevin.McClure@aldi.us	Northern OH
			Al Keeler	(706) 387-7700 x123	Al.Keeler@aldi.us	Northwest and Southern GA
			Robert Ochs	(706) 387-7700 x122	Robert.Ochs@aldi.us	Northeast GA, Western SC and NC
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			Skip Janes	(951) 530-5750 x126	Skip.Janes@aldi.us	San Diego and Imperial Counties, CA





#### Real Estate Contacts Cont.

Retailer	City	State	Contact	Phone	Email	Territory
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15+			Scott Martsolf	(615) 449-8840 x122	Scott.Martsolf@aldi.us	Southern Ky and TN
			Spencer Schimmel	(615) 449-8840 x123	Spencer.Schimmel@aldi.us	AL, MS, TN
	0112		Tom Howald	(414) 570-1860 x122	Tom.Howald@aldi.us	Lake County, IL and Eastern, WI
	40	0.	Vern Wunnenberg	(636) 278-4700 x122	Vern.Wunnenberg@aldi.us	Southern, IL, Northeast AR, Southern IA and MO
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			Todd Bonnett	(704) 642-0023 x122	Todd.Bonnett@aldi.us	Western VA, Western and Central NC and Eastern SC
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			Bruno Lourenco	(860) 290-2900 x116	Bruno.Lourenco@aldi.us	Eastern MA, CT, RI, NYC and Long Island NY
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			Lew Kibling	(315) 696-2425 x122	Lew.Kibling@aldi.us	Western and Central NY
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			David Kapusansky	(517) 521-3907 x122	David.Kapusansky@aldi.us	Michigan
			Dan Gavin	(614) 943-7850 x125	Dan.Gavin@aldi.us	Vice President - National Real Estate
Albertson's (all banners)			Steve Cogan	208-395-4296	stephen.cogan@albertsons.com	SVP Real Estate & Store Development
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			Cindy Cabaong	208-395-5401	cindy.cabaong@albertsons.com	In-Store Leasing
			Matthew Palmer	208-395-3858	matthew.palmer@albertsons.com	Property Management & Tenant Leasing
			Travis Molis	208-395-4371	travis.molis@albertsons.com	Corporate - Real Estate Initiatives
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-						





#### Real Estate Contacts Cont.

Retailer	City	State	Contact	Phone	Email	Territory
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<b>N</b> .		·	Sam Shink	714-300-6727	sam.shink1@safeway.com	West (SoCal)
Uia			Todd Paradis	925-226-5639	todd.paradis@safeway.com	West (HI, NorCal, OR)
107,			Bruce Heitzinger	630-948-6122	bruce.heitzinger@jewelosco.com	Senior Director - East
	16.		Chris Williams	508-313-4612	wchris.williams@shaws.com	East (MA, ME, NH, VT)
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AMCO			George Walls	215-681-2610	gwalls@aamco.com	Northeast
			Emory Williamson	706-834-8800	ewilliamson@aamco.com	Southeast
			Christine Mulligan	760-672-2087	cmulligan@aamco.com	West
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shley Furniture	Arcadia	WI	Jeffry Gordon	813-603-5443	JeGordon@Ashleyfurniture.com	SVP - Real Estate
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			Ron Ellman	714-747-7447	re2601@att.com	Director of Retail Real Estate-West
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Uia.			Kendrick Hickman	901-495-8921	kendrick.hickman@autozone.com	Real Estate Zone Manager
107			Kacey Reed	901-495-8107	kacey.reed@autozone.com	AL
	6		Lorie Chapman	901-495-7507	lorie.chapman@autozone.com	AL, GA, KY, LA, MS, TN, VA
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			Johnny Mann	901-495-8776	johnny.mann@autozone.com	IL, IA, KS, MI, MO, WI
			Stan Carpenter	901-495-8788	stan.carpenter@autozone.com	IL, IN, IA, KY, MI, MN, MO, NE, ND, OH, SD
			Troy Derrick	901-495-6059	troy.derrick@autozone.com	LA, NM, OK, TX
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			Laura Sharpe	9014958797	laura.sharpe@autozone.com	AZ, LA, MO, OK, TN, TX
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			Kevin Fitzgerald	214-845-4800	kfitzgerald@blro.net	Director of Real Estate
Bealls Department Stores	Bradenton	FL	Stan Farnowski	941-744-4638	ssarnowski@beallsinc.com	Director of Real Estate
Bed Bath & Beyond, Inc.	Union	NJ	Seth Gledzahler	908-855-4568	seth.geldzahler@bedbath.com	VP - Real Estate



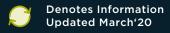


Retailer	City	State	Contact	Phone	Email	Territory
			Ralph Czitrom	908-855-4567	ralph.czitrom@bedbath.com	Canada, CA, GA, NC, OR, SC, WA
			Marilyn Deilly	510-808-9169	marilyn.deilly@bedbath.com	IA, KS, MN, MO, ND, NE, SD
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57			Stephen Austin	908-855-4569	steve.austin@bedbath.com	CO, DE, ID, MD, MT, NJ, OH, PA, VA, DC, WV, WY
	6/14		Peter Russell	908-855-4576	peter.russell@bedbath.com	AL, AR, FL, HI, KY, LA, Mexico, MS, NM, OK, TN, TX
		9	Philip Oney	908-855-4654	phil.oney@bedbath.com	AK, CT, ME, MA, NH, NJ, RI, VT
		-0	Leonard Cohen	908-855-4990	leonard.cohen@bedbath.com	NY (Manhattan), UT
Beef O'Brady's			Michelle Sudovich	813-226-2333	msudovich@fscfranchiseco.com	Director of Franchise Sales
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Big 5 Sporting Goods	El Segundo	СА	Jim Berlin	310-536-0611	jsb@big5corp.com	Director of Real Estate
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BJ's Restaurant & Brewhouse			Sujit Shah	714-500-2460	sshah@bjsrestaurants.com	Director of Real Estate
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			Scott Terry			Southeast (Florida)
			Tyler Bradford	205-909-0945	bradfordt@booksamillion.com	VP of Real Estate
Boot Barn			John Neppl	949-453-4466	jneppl@bootbarn.com	VP of Real Estate/Construction





Retailer	City	State	Contact	Phone	Email	Territory
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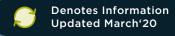
Retailer	City	State	Contact	Phone	Email	Territory
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D:			Eric Corpuz	858-395-4084	eric.corpus@burlingtonstores.com	CA, WA, OR, ID, NV, AZ, UT, MT, WY, CO, NM, KS, NE, SD, ND, MN, IA, WI, AK
SA.			Jeff Morrow	817-939-0796	jeff.morrow@burlingtonstores.com	TX, OK, AR, LA, MS, AL, So FL, Puerto Rico
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			Kelly Read	515-965-6100	kelly.read@caseys.com	Real Estate Store Development
			Tony Rubino	515-201-2218	tony.rubino@caseys.com	Real Estate Store Development
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			Ryan Mojahed	602-300-3278	rmogahed@casham.com	Western US





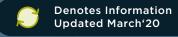
Retailer	City	State	Contact	Phone	Email	Territory
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Da			Bill Coe	704-551-7458	brcoe@catocorp.com	Regional VP, Director of RE- FL, NC, NJ, NY, PA, OH, DE, GA
St			Kyle Krull	704-940-7852	kkrull@catocorp.com	Assistant Regional VP, Director of RE- AL, KY, LA, MS, SC, TN, VA, WV
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	y h		Warren Doyle	704-551-7641	wdoyle@catocorp.com	VP Corporate Real Estate
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Chick-Fil-A	Atlanta	GA	Erwin Reid		erwin.reid@chick-fil-a.com	
Chipotle			James Beus	323-622-8309	jbeus@chipotle.com	CA (Los Angeles/Ventura County/Inland Empire), MT, IT, UT
			Jessica Garcia	626-696-9467	jessica.garcia@chipotle.com	CA (San Gabriel Valley/Santa Clarita Valley/Santa Barbara/Central Coast/NorCal), Nor NV
			Bryan Bauer	714-800-3849	bbauer@chipotle.com	CA (Orange/San Diego/Imperial County/SF Bay Area), So NV, OR, WA
			Ryan Furlong	949-466-7607	rfurlong@chipotle.com	CA (Orange/San Diego/Imperial County/SF Bay Area), So NV, OR, WA
			Lisa Burbey	614-560-7734	lburbey@chipotle.com	AZ, TX, NM, OK
			Sam Chee	214-649-9971	schee@chipotle.com	AZ, TX, NM, OK
			Hal Hobgood	404-259-9575	hhobgood@chipotle.com	GA, AL, TN, MS, FL Panandle, Western NC
			Corey Jones	303-390-0629	cwjones@chipotle.com	MN, SD, ND, CO, WY, NE, KS, IA, MO, AR, LA, St. Louis





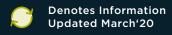
Retailer	City	State	Contact	Phone	Email	Territory
			Karen Elsbury	7032019981	kelsbury@chipotle.com	DC, DE, MD, Northern VA, Central PA
			Lori Pellegrino	732-859-0588	lpelligrino@chipotle.com	NYC, Long Island, NJ, Eastern PA
Uia			Keri Dugan	212-405-1734	kdugan@chipotle.com	NYC, Long Island, NJ, Eastern PA
-07			Jim Stadleman	630-605-1402	jstadleman@chipotle.com	NC, SC, Southern VA
	16.		Cammie Trainer	312-375-7365	ctrainer@chipotle.com	IL, IN, WI, IA, St. Louis & Canada
	41		Jodi Recalt	954-608-9788	jrecalt@chipotle.com	FL (except Panhandle)
		80	Kaitlyn Donahue	614-302-8877	kdonahue@chipotle.com	FL (except Panhandle)
			Todd Keyser	734-945-2978	tkeyser@chipotle.com	MI, Western PA, KY, WV, OH
			Kathryn McVane	781-664-0033	kmcvane@chipotle.com	MA, CT, Westchester Co (NY), RI, Upstate NY, VT, NH, ME
			Jerry Williams	630-886-4000	jwilliams@chipotle.com	UK, France, Germany
Church's			John Cirillo	770-350-3809	jcirillo@churchs.com	Senior Director, Global Real Estate
Chuy's	Austin	ТХ	Michael Hatcher		mhatcher@chuys.com	
Cinnabon	Atlanta	GA	Mark Hong	404-702-8852	mhong@cinnabon.com	Director, Franchise Development
			Mike McCoy	717-435-1480	mmccoy@cinnabon.com	VP, Franchise Sales
			Okey Reese	717-435-1586	oreese@cinnabon.com	VP, Sales & RE Retail Markets
Circle K	Charlotte	NC	Sarah Longwell	951-270-5117	slongwel@circlek.com	West Coast - Director of Real Estate (WA, OR, CA, HI)
			Sandra Agraz	951-270-5110	sagraz@circlek.com	West Coast - Development Manager - Northern/ Central Valley (CA)
			Neil Fitzsimons	951-270-5144	nfitzsim@circlek.com	West Coast - Development Manager - Southern California
			Suzy Peel	602-728-4047	speel@circlek.com	Arizona - Director of Real Estate (AZ & NV)
			Mark Stinson	815-293-7747	mstinson@circlek.com	Northern Tier - Director of Real Estate (AK, ID, MD, WY, ND, SD, MN, WI)
			Dave Edquist	952-830-8767		Northern Tier - Development Manager
			Dennis Archuleta	720-758-6174	darchuleta@circlek.com	Rocky Mountain - Director of Real Estate (CO, AZ, KS, OK, W. TX)
			Jeff DeGroot	469-261-3252	jdegroot@circlek.com	Rocky Mountain - Development Manager
			Rick Hughes	254-913-8657	rhughes3@circlek.com	Rocky Mountain - Development Manager
			Chris McGinn	720-758-6260	cmcginn@circlek.com	Rocky Mountain - Development Manager
			Gregg Guy	812-379-9227	gguy@circlek.com	Midwest - Director of Real Estate (IN, KY, TN)





Retailer	City	State	Contact	Phone	Email	Territory
			Dennis Greco	614-214-1270	dgreco@circlek.com	Midwest - Development Manager
			Don Silver	317-370-1425	dbsilver@circlek.com	Midwest - Development Manager
Uia			Mike Krasucki	847-722-8548	makrasucki@circlek.com	Heartland - Director of Real Estate (IA, MO, IL)
57			Tony Sgarlata	815-762-4861	acsgarlata@circlek.com	Heartland - Development Manager
	16.		Phil Bolduc	630-674-7445	pabolduc@circlek.com	Heartland - Development Manager
	41	0	Rich Lawrence	330-630-6300	rlawrence@circlek.com	Great Lakes - Director of Real Estate (MI, OH, WV, PA, NJ, NY, DE, NH, CT, MA, ME)
		<b>~0</b>	John Iski	330-630-6300	jiski@circlek.com	Great Lakes - Development Manager
			Darren Higgins	512-970-6985	dhiggin@circlek.com	Texas - Director of Real Estate
			Peter Licata	713-252-8604	plicata@circlek.com	Texas - Development Manager
			Jamie Watson	713-703-8660	james.watson@circlek.com	Texas - Development Manager
			Otis Carter	919-774-6700	ocarter2@circlek.com	Coastal Carolina - Director of Real Estate (VA, NC, E. SC)
			Andy Priolo	919-774-6700	apriolo@circlek.com	Coastal Carolina - Development Manager
			Kevin Klemm	919-774-6700	kklemm@circlek.com	Coastal Carolina - Development Manager
			Taylor Seeloff	478-494-1828	tseeloff@circlek.com	Southeast - Director of Real Estate (W. NC, W. SC, N. GA)
			Zachary Grogan	813-240-1223	zgrogan@circlek.com	Southeast - Development Manager
			Edward Giunta	813-910-5307	egiunta@circlek.com	South Atlantic & Florida - Director of Real Estate (S. GA, FL)
			Erin Miller	912-490-2329	erin.miller@circlek.com	South Atlantic - Development Manager
			Michael Higgins	813-910-5326	mhiggins@circlek.com	Florida - Development Manager
			Rich Kingan	941-302-0796	rkingan@circlek.com	Florida - Development Manager
			Andrew Marchetti	813-910-5351	amarche@circlek.com	Florida - Development Manager
			Rodney Fields	813-910-5366	rfields5@circlek.com	Florida - Development Manager
			Randy Horne	850-454-1136	rhorrn@circlek.com	Gulf Coast - Director of Real Estate (AR, LA, MS, AL, W. FL)
			Chris Moates	205-999-1955	cmoates@circlek.com	Gulf Coast - Development Manager
			Glen Panchisin	504-615-8155	gpanchis@circlek.com	Gulf Coast - Development Manager
			Darren Higgins	5129706985	dhiggin@circlek.com	Texas
			Otis Carter	9197746700x6877	ocarter2@circlek.com	Coastal Carolina
Cititrends			Kyle Koenig	912-443-1229	kkoenig@cititrends.com	Vice President, Real Estate & Construction





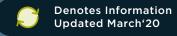
Retailer	City	State	Contact	Phone	Email	Territory
Corner Bakery Café	Dallas	ТХ	Holland Burton	972-619-4127	holland.burton@cornerbakerycafe.com	Vice President of Real Estate
Crunch Fitness	Portsmough	NH	Brian Kunkel	603-501-0437	brian.kunkel@crunchfranchise.com	Vice President of Real Estate
CVS Caremark	Woonsocket	RI	Jim Kurimcak	936-271-5938	michael.kurimcak@cvshealth.com	Vice President
	16.		David Berman	516-277-1688	david.berman@cvshealth.com	Region East - NY: Metro NYC, 5 Boroughs & Staten Island
	11	9	Bryan Cook	401-665-9040	bryan.cook@cvshealth.com	Region East - Puerto Rico   Region Central - FL, GA, SC, AL, Charlotte (NC), TN, Eastern MS
		Q	Stephen Frumento		stephen.frumento@cvshealth.com	Region East - PA, DE, NJ, Fairfield (CT), Hudson Valley (NY), Rockland County (NY), Westchester County (NY)
			Robin Peterson	3	robin.peterson@cvshealth.com	Region East - CT, MA, ME, NY, NH, Cleveland (OH), RI, VT
			Larry Webb	401-665-8433	larry.webb@cvshealth.com	Region East - MD, VA, DC, WV and OH   Region Central - NC, WI, IN, MI
			Dennis Heath		dennis.heath@cvshealth.com	Region Central - MN, IA   Region West - AZ, ND, NE, NM, SD, WY, CA
			Fred Lutz		Frederick.Lutz@cvshealth.com	Region Central - KY, TN, WI, TX, OK, LA, MO, MS Mobile (AL), Pensacola (FL)
			Holly Jensen		Holly.Jensen@cvshealth.com	Region West - CA
			Stephen LaBonge		stephen.labonge@cvshealth.com	Region West - CO, HI, ID, MT, NV, OR, UT, WA, CA
Del Taco	Lake Forest	СА	Bridget Marques	949-462-7356	bmarques@deltaco.com	Scal, NV, UT, CO, NM
			Laura Tanaka	949-462-7379	ltanaka@deltaco.com	MI, IN, OH, KY, NE, KS, OK, WY, ID, OR, WA, Ncal AZ
			Hunter Steffien	949-462-7395	hsteffien@deltaco.com	VA, NC, SC, TN, AL, GA, FL
Delhaize Group (Food Lion/ Hannaford)	Salisbury		Jeff Smith			Food Lion
			Mary Gamage	207-883-2911		Hannaford
Denny's	Spartanburg	SC	Keith King	864-597-8422	kking@dennys.com	Canada, WI, MI, IL, IN, OH, KY
			Laura Grace	714-944-9163	lgrace@dennys.com	WA, OR, ID, CA, NV, AZ, HI
			Sam Dawson	864-597-7346	sdawson@dennys.com	ND, SD, NE, KS, OK, MN, IA, MO, AR, NC, SC, VA, WV, DE, MD, DC
			Todd Duke	678-234-3794	tduke@dennys.com	UT, NM, ME, VT, ND, MA, NY, CT, RI, PA, NJ, TN, GA
			Glen Martin	770-331-6218	gmartin@dennys.com	MT, WY, CO, TX, LA, MS, AL, FL





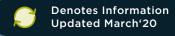
Retailer	City	State	Contact	Phone	Email	Territory
			Elizabeth Mcabee	864-597-8374	emcabee@dennys.com	RE Support
			Freda Hughes	864-597-7317	fhughes@dennys.com	RE Support
Dick's Sporting Goods	Wilkesboro	NC	Chuck Smithey	336-818-1665	charles.smithey@dcsg.com	Southeast US
- also Golf Galaxy	16		Mike Phillips	412-627-0372	michael.phillips2@dcsg.com	Southwest US
- also Field & stream	11	9	Daniel Chadwick	724-273-3843	daniel.chadwick@dcsg.com	Northeast US
		-9	Eric Bloch	724-273-4712	eric.bloch@dcsg.com	Midwest/Northwest US
			Kristen Holst	714-319-3147	kristen.holst@dcsg.com	Western US
)iscount Tire Company	Scottsdale	AZ	James Silhasek	480-606-5828		
			Sharon Weber		potentialsites@discounttire.com	
ollar General	Goodlettsville	ΤN	Melissa Heisse	615-855-4678	mheisse@dollargeneral.com	Lease Administration (i.e. extensions)
			Pete Akin	615-491-8497	pakin@dollargeneral.com	Senior Director - Central Region
			Chad Bayless	615-840-4360	cbayless@dollargeneral.com	Senior Director - West Region
			Dennis Young	615-445-0104	deyoung@dollargeneral.com	Senior Director - Northeast Region
			Peter Wood	615-512-1403	pwood@dollargeneral.com	Senior Director - Southeast Region
			Curtis Hopkins	615-879-2173	cuhopkin@dollargeneral.com	IL, IN
			Les Lockhart	615-714-4116	llockhar@dollargeneral.com	MI
			Chris Meyer	615-342-9318	cmeyer@dollargeneral.com	IA, MO, NE
			Dan Prior	615-992-7470	dprior@dollargeneral.com	AR, KS, OK
			Jack Shackelford	6156519175	jshackel@dollargeneral.com	KY, ND, SD
			Mike Tegge	414-405-6869	mtegge@dollargeneral.com	WN, WI, Chicago
			Dave Fritz	615-992-7240	dfritz@dollargeneral.com	Northern CA, OR
			Ron Rich	615-406-2557	rrich@dollargeneral.com	CO, LA, Eastern TX
			Aimee Ware	615-342-9796	aware@dollargeneral.com	Central/Western TX
			Randy Wilson	615-612-9462	rwilson@dollargeneral.com	AZ, Southern CA, NM, NV, UT
			Todd Burton	615-289-7446	tburton@dollargeneral.com	ОН
			Sara Butler	615-840-4675	sabutler@dollargeneral.com	MD, VA, WV
			Sean Caplan	615-210-3125	scaplan@dollargeneral.com	DE, NJ, PA
			Joe Lampassi	615-878-4306	jlampassi@dollargeneral.com	CT, MA, ME, NH, RI, VT





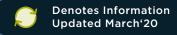
Retailer	City Sta	ate Contact	Phone	Email	Territory
		Mario Parson	615-393-1825	mario.parson@dollargeneral.com	NY
		Tom Brown	615-416-1956	tobrown@dollargeneral.com	GA, SC
Uia		Lauren Chiozza	615-239-9093	lchiozza@dollargeneral.com	NC
- 37		Kevin Gromosaik	615-852-9821	kgromosa@dollargeneral.com	FL
	6	Greg Morgan	615-354-7309	gmorgan@dollargeneral.com	AL, MS
	U.	Robert Sayle	615-406-3950	rsayle@dollargeneral.com	Northern GA, Western NC, TN
Dollar Tree	Chespeake V	A Bruce Walters	757-321-5196	bawalters@dollartree.com	Chief Development Officer
		Todd Littler	757-321-5283	tlittler@dollartree.com	Senior Vice President - Leasing
		Chris Williams	757-321-5174	chwilliams@dollartree.com	Vice President - Portfolio Management
		Jeff Forman	310-793-6473	jforman@dollartree.com	Regional Director - West (WA, OR, CA, MT, ID, WY, CO, UT, NM, AZ, NV)
		Richardo Hurtado	800-876-8697	rhurtado@dollartree.com	Sr Real Estate Manager - West
		Christopher Waizmann	858-945-1437	cwaizmann@dollartree.com	Real Estate Manager - West
		Johnathan Langford	949-322-5333	jlangford@dollartree.com	Real Estate Manager - West
		George Ross	310-487-0881	gross@dollartree.com	Real Estate Manager - West
		Trace Johnson	916-772-1193	trjohnson@dollartree.com	Real Estate Manager - West
		Lisa Pruden	757-321-5886	lpruden@dollartree.com	Tenant Coordinator - West
		Terry Erney	757-321-5618	terney@dollartree.com	Regional Director - South Central (NE, KS, West LA, OK, TX, West AR)
		Neil Bovshow	972-712-7017	nbovshow@dollartree.com	Real Estate Manager - South Central
		Christine Jepson	757-321-5126	cjepson@dollartree.com	Real Estate Manager - South Central
		Tim Riddick	757-321-5197	triddick@dollartree.com	Real Estate Manager - South Central
		Gina Boyd	757-321-5935	rboyd@dollartree.com	Tenant Coordinator - South Central
		Dennis Denam	757-321-5165	ddenam@dollartree.com	Regional Director - Midwest (ND, SD, MN, IA, MO, WI, MI, IL, IN, OH, WV, KY, TN, PA)
		Russ Hire	260-423-4311	rhire@dollartree.com	Sr Real Estate Manager - Midwest
		Phillip Grassie	440-537-4216	pgrassie@dollartree.com	Real Estate Manager - Midwest
		Maureen Rooks	757-321-5673	mrooks@dollartree.com	Real Estate Manager - Midwest
		Pat Borgman	952-447-6159	pborgman@dollartree.com	Real Estate Manager - Midwest
		Kenny Palmer	757-321-5162	kpalmer@dollartree.com	Regional Director - Southeast (AR, MS, AL, GA, FL, VA, NC, SC)





Retailer	City	State	Contact	Phone	Email	Territory
			Craig Cripe	252-974-1083	ccripe@dollartree.com	Sr Real Estate Manager - Southeast
			Derek Luedtke	757-321-5898	dluedtke@dollartree.com	Real Estate Manager - Southeast
Uia	,		Michael Houle	757-353-8312	mhoule@dollartree.com	Real Estate Manager - Southeast
102			Chad Horton	901-484-9045	chorton@dollartree.com	Real Estate Manager - Southeast
	6		Jason Brothers	757-321-5064	jbrothers@dollartree.com	Real Estate Manager - Southeast
	U/		Rachel Hornbrook	757-321-5933	rhornbrook@dollartree.com	Tenant Coordinator - Southeast
		60	Lori Teeter	757-321-5879	leeter@dollartree.com	Regional Director - Northweast (PA, NJ, NY, VT, CT, MA, ME, RI)
			Doug Webb	757-321-5669	dowebb@dollartree.com	Sr Real Estate Manager - Northeast
			Christa Minogue	516-316-7589	cminogue@dollartree.com	Real Estate Manager - Northeast
			Robin Gasser	757-321-5455	rgasser@dollartree.com	Real Estate Manager - Northeast
			Dawn Lyon	317-809-5850	dalyon@dollartree.com	Real Estate Manager - Northeast
			Kyle Godbout	757-321-5706	kgodbout@dollartree.com	Real Estate Manager - Northeast
			Sofia Clark	757-321-5522	sclark@dollartree.com	Tenant Coordinator - Northeast
			John Crumpler	757-321-5573	jcrumpler@dollartree.com	Director of Portfolio Management
			Garren Brown	757-321-5580	gbrown@dollartree.com	Portfolio Manager
			Brooke Floyd	757-321-5401	bfloyd@dollartree.com	Portfolio Manager
			Mike McCabe	757-321-5452	mmccabe@dollartree.com	Portfolio Manager
			Amanda Madeira	757-321-5481	amadeira@dollartree.com	Portfolio Manager
DQ	Minneapolis	MN	Julie Davis	952-896-2542	julie.davis@idq.com	Director of Franchise Sales & Development US
			Jim Kerr	952-830-0376	james.kerr@idq.com	Executive VP- Franchise Development
			Karen Hamilton	952-896-2547	karen.hamilton@idq.com	Franchise Developer: West Region
			Roger Schone	952-830-0430	roger.schone@idq.com	Franchise Developer: South Central Region
			Tom Trocchio	952-896-2541	tom.trocchio@idq.com	Franchise Developer: Northeast Region
			Ted Wells	952-896-2540	ted.wells@idq.com	Franchise Developer: Mid Central Region
			Jennifer Rude	952-830-0391	jennifer.rude@idq.com	Franchise Developer: Upper Midwest & Manager of Nontraditional Development
			David Bulger	952-896-2539	david.bulger@idq.com	Franchise Developer: Southeast Region
DSW	Columbus	ОН	Steve Ramey	614-237-7100	steveramey@dswinc.com	South, West, Midwest
			Wayne Dornbirer	614-237-7100	waynedornbirer@dswinc.com	Northeast, Mid-Atlantic, Great Lakes
Dunham's Sports	Troy	MI	John Palmer		jpalmer@dunhamshq.com	ND, SD, NE, KS, OK, MN, WI, MI, MS, AL, GA, PA



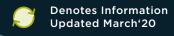


Retailer	City	State	Contact	Phone	Email	Territory
			Michael Stozicki		mstozicki@dunhamshq.com	IA, MS, AR, IL, IN, OH, KY, TN, NC, VA, WV, MD
Dunkin Brands	Canton	MA	Alan Perisco	201-390-2352	alan.perisco@dunkinbrands.com	NJ (Northern/Central), NY (Staten Island)
USA.			Andrew Shellhorse	631-219-2588	and rew. shell horse@dunk in brands.com	NY (Long Island/Queens)
	16.		Chandler Tyndal	678-896-1980	chandler.tyndal@dunkinbrands.com	AL (Birmingham/Huntsville), AR (Jonesboro), TN (Chattanooga/Jackson/Knoxville/Tri-City Area)
	4	6	Chris Decre	410.652.3693	chris.decre@dunkinbrands.com	DE, NJ (Southern), PA (Philadelphia, Chester, Delaware, Scranton, Wilkes-Barre)
		Q	Channing Lackland	214-551-3642	channing.lackland@dunkinbrands.com	IA, KS, MO (Kansas City/St. Joes/Springfield), NE, NM, TX (West)
			Christine Minerella	781-686-5838	christine.minerella@dunkinbrands.com	AZ, CO (Colorado Springs/Denver), NV (Las Vegas), UT
			Debra Vickers	410-200-1645	debra.vickers@dunkinbrands.com	NC (Greensboro), SC
			Ed Orourke	331-262-7895	ed.orourke@dunkinbrands.com	IL (Chicago-North/West Suburbs/Rockford)
			Ivan Abreu	619-361-9043	ivan.abreu@dunkinbrands.com	AK, CA (High Desert/San Diego), HI
			Jason Askinosie	310-968-9980	jason.askinosie@dunkinbrands.com	CA (LA/Orange County/Southern CA/Ventura), HI
			Jeff Zavoral	630-319-3158	jeff.zavoral@dunkinbrands.com	IA, MN, WY
			Jerry Overmyer	585-749-4492	jerry.overmyer@dunkinbrands.com	NY (Albany/Binghamton/Buffalo/Elmira/ Plattsburgh, Rochester/Syracuse/Troy/Utica/ Watertown)
			Jim Doherty	508-455-7708	jim.doherty@dunkinbrands.com	CT, MA (West), RI
			Joe O'Mara	815-530-6659	joe.o'mara@dunkinbrands.com	IN, KY, MI, OH (Lima/Toledo)
			John Dart	504-708-1708	john.dart@dunkinbrands.com	AL (Mobile/Montgomery), AR, LA, MS, OK (Tulsa), TN (Memphis)
			Lance Gianquinto	856-296-0280	lance.gianquinto@dunkinbrands.com	NC (Raleigh), VA (Norfolk/Richmond/Roanoke)
			Larry Harris	440-241-2803	larry.harris@dunkinbrands.com	OH, PA (Erie/Pittsburgh/Youngstown), WV
			LaShelle London	708-305-8249	lashelle.london@dunkinbrands.com	IL (Chicago/South Suburbs/Bloomington/ Champaign/Normal/Peoria/Urbana)
			Mark Mead	470-955-3259	mark.mead@dunkinbrands.com	AL (Albany/Atlanta/Columbus/Macon), FL (Panama City), GA (Albany/Columbus/Macon/ Augusta/Savannah),
			Matt Green	516-242-6787	matt.green@dunkinbrands.com	NY (Brooklyn/Manhattan)
			Navdeep Kindra	443-850-3603	navdeep.kindra@dunkinbrands.com	DE, MD (Baltimore/Central/Eastern Shore/NE)
			Mike Rose	718-809-8662	mike.rose@dunkinbrands.com	FL (Ft. Myers/Gainesville/Tampa/Tallahassee)



Retailer	City	State	Contact	Phone	Email	Territory
			Patrick Quinn	443-465-7891	patrick.quinn@dunkinbrands.com	FL (Miami/Ft. Lauderdale/Broward/West Palm Beach)
			Richard Derbes	781-223-8054	richard.derbes@dunkinbrands.com	MA (East), NH, VT
St	1L		Richard Pastore	914-672-0141	richard.pastore@dunkinbrands.c om	CT (Fairfield County), NY (Bronx/Dutchess/ Putnam/Orange/Sullivan/Ulster/Westchester/ Rockland), PA (Pike)
	011		Richard Hehmeyer	973-934-5193	richard.hehmeyer@dunkinbrands.com	PA (Altoona/Johnston), VA (Northern), Wash DC
		0-1	Sai Ready	404-858-8683	sai.reddy@dunkinbrands.com	GA (Atlanta)
		-9	Samantha Jupe	214-460-9823	samantha.Jupe@dunkinbrands.com	TX (East Texas, Houston, Beaumont, Rio Grande Valley, SA, CC, El Paso), OK
			Laurie New	951-206-7634	laurie.new@dunkinbrands.com	CA (Burbank/Central CA/Glendale/Inland Empire/Monterey/Palm Springs/Pasadena/Santa Clarita/San Jose)
			Bob Turner	248.390.4000	bob.turner@dunkinbrands.com	FL (Jacksonville/Orlando)
			Ed Williams	614.774.0162	ed.williams@dunkinbrands.com	CA (Northern/Sacramento/San Francisco), NV (Reno)
El Pollo Loco	Costa Mesa	СА	Esty Chang	714-599-5034	echang@elpolloloco.com	
Erwin Pearl	New York	NY	Steve Cantwell	212-889-7410	scantwell@epearl.com	Director of Retail Stores/Real Estate
Express Oil Change & Tire Engineers			Jeff Yetter	205-724-9443	jyetter@expressoil.com	Vice President of Real Estate
Family Dollar	Highlands Ranch	СО	Bruce Walters	757-321-5196	bawalters@familydollar.com	Chief Development Officer
			Lorie Williams	704-708-1966	lwilliams3@familydollar.com	Director - Portfolio Management
			Tom Widmeyer	513-527-4997	twidmeyer@familydollar.com	Regional Director - Midwest
			Dean Koutroumanis	813-624-4620	dkoutroumanis@familydollar.com	Regional Director - SouthEast
			Mike Furr	936-645-7264	mfurr@familydollar.com	Regional Director - West
			Rick Caynor	757-321-5472	rcaynor@dollartree.com	Regional Director - Northeast
			Steve Heaps	801-830-1954	sheaps@familydollar.com	ID, MT, WY, UT, CO, AZ, NM
			Alan Rubenstein	972-772-7897	arubenstein@familydollar.com	Northern TX, Southern OK, Eastern CO
			Rence Jones	843-422-4121	cjones3@familydollar.com	Southern Florida, SC, West NC
			David Jose	317-638-5801	djose@familydollar.com	IN, OH
			John Zelen	704-999-0676	jzelen@familydollar.com	ND, SD, NE, KS, North OK, MN, IA, MO
			Sonny Cardamone	630-200-6887	scardamone@familydollar.com	IL, MI, WI





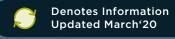
Retailer	City	State	Contact	Phone	Email	Territory
			Will Sharp	901-569-5334	wsharp@familydollar.com	KY, WV, TN
			Cornell Marshall	337-529-7593	cmarshall@familydollar.com	AR, LA, MS, South AL
Ui.			Pat Senn	678-776-1000	psenn@familydollar.com	North AL, GA, No FL, West NC
132			Bobby Dickey	901-299-9188	bdickey@familydollar.com	VA, MD, DE, NJ, PA
	16,		John Ort	512-569-0300	jort@familydollar.com	S. Texas
	41		Kyle Krull	704-708-2771	kkrull@familydollar.com	NH, MA, VT, ME, NY,CT,RI
		60	Dennis Bookwalter	704-708-1736	dbookwalter@familydollar.com	Lease Renewal - Head
		-	Scott Armstrong	704-708-7973	sarmstrong@familydollar.com	Lease Renewal - Northeast
			Brandi Edwards	704-313-7173	bedwards@familydollar.com	Lease Renewals - South
			Richard Hillesheim	704-708-2569	rhillesheim@familydollar.com	Lease Renewals - Special Projects
			Amy Barbery	704-708-1925	abarbery@familydollar.com	Lease Renewals - Midwest
			George Ross	310-487-0881	gross@familydollar.com	NV
			Ricardo Hurtado	562-500-6105	rhurtado@familydollar.com	South CA
			Chris Williams	757-321-5174	chwilliams@dollartree.com	VP Portfolio Management
			Chris Teeter	757-321-5664	cteeter@dollartree.com	VP Leasing
			Trace Johnson	916-772-1193	trjohnson@familydollar.com	Central CA
Famous Dave's	Minnetonka	MN	Jim Schwitzer	952-294-1343	jim.schwitzer@famousdaves.com	Director of Franchise Sales & Development
Fazoli's Restaurants			Perry Pelton	913-669-1294	perry.pelton@fazolis.com	Director of Real Estate
Fifth Third Bank			DeAnn Leonard	704-607-2435	DeAnn.Leonard@53.com	Vice President   Real Estate Manager
Firehouse Subs	Jacksonville	FL	John Namey	904-606-5138	jnamey@firehousesubs.com	VP Real Estate Services
			Kristen Alberre Akel	904-606-5180	kakel@firehousesubs.com	Director of Real Estate
			Richard Elkins	904-606-5195	richard.elkins@firehousesubs.com	Director of Construction
First Watch			Matthew Livingston	407-575-7942	mlivingston@firstwatch.com	Real Estate Director
FFO Home	Ft. Smith	AR				
Fred's, Inc.	Memphis	TN	Jeff DeGroot		jdegroot@fredsinc.com	
Freddy's Frozen Custard & Steakburgers			John Gilroy		johng@freddysusa.com	Real Estate Director
			Bo Fairbank	316-719-7848	bof@freddysusa.com	Real Estate Manager
-						





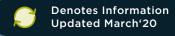
Retailer	City	State	Contact	Phone	Email	Territory
Friendly's	Wilbraham	MA	David Ulgenalp	413-731-4124	david.ulgenalp@ficrg.com	EVP, Chief Development Officer
Fresenius Medical Care	Waltham	MA	Henry Christy	469-232-9937x17	henry.christy@fmc-na.com	TX, LA, OK, NM
Gabe's/Rugged Warehouse			Kal Gibron	304-225-7158	kal.gibron@gabes.net	SVP of Real Estate & General Counsel
	6		Delena Young	304-225-7257	delena.young@gabes.net	Senior Real Estate Manager
	47		Lauren Dugan	304-225-7302	lauren.dugan@gabes.net	Real Estate Coordinator
Gamestop	- (	50	Marc Summey	817-424-2195	marcsummey@gamestop.com	Senior VP of RE and Development
			Bree Russell	817-722-7794	breerussell.@gamestop.com	Sr. Director of Real Estate
			Cristy Vertachnik	817-722-7726	cristyvertachnik@gamestop.com	Sr. Real Estate Director
Giant Eagle	Pittsburgh	PA	Jim Chickini	412-963-6200	james.chickini@gianteagle.com	
			Erin Sondej	n	erin.sondej@gianteagle.com	
			Jessica Bennett	19/	jessica.bennett@gianteagle.com	
Goddard School	King of Prussia	PA	Rob Skibjak	1	realestate@goddardschoolsystems.com	
Golden Corral	Raleigh	NC	Glen Kinkade	919-624-4120	gkinkade@goldencorral.net	AR, AZ, CA, CO, IA, ID, IL, KS, LA, MI, MN, MO, MT, ND, NE, NM, NV, OK, OR, SD, TX, UT, WA, WI WY
			Larry Weiland	317-407-0992	lweiland@goldencorral.net	AL, CT, DE, FL, GA, IN, KY, MA, ME, MD, MS, NC, NH, NJ, NY, OH, PA, RI, SC, TN, VA, VT, WV, PR
Goodwill	Phoenix	AZ	Kim Ryder	602-535-4176	kim.ryder@goodwillaz.org	VP- Real Estate
			Jeff Lee	602-535-4137	jeff.lee@goodwillaz.org	Real Estate Director
			Christina Hundley	602-535-4177	christina.hundley@goodwillaz.org	RE & Leasing Administrator
Great Clips	Minneapolis	MN	Davis Bennett	952-746-6427	Davis.Bennett@greatclips.com	Sr. Director of Real Estate
			Jim Reynolds	425-785-1490	jim.reynolds@greatclips.com	OR, WA, North CA & NV, AZ, UT,CO, ID, WY, MT
			Cyndl Swendner	512-750-0924	cyndl.swendner@greatclips.com	TX, NM, OK, West AR
			Belinda Avera	678-516-0231	belinda.avera@greatclips.com	FL, GA, TN, LA, MS, AL
			Tricia Delgallego	619-246-8578	tricia.delgellego@greatclips.com	South CA & NV
			Sara Chaiken	248-917-1791	sara.chaiken@greatclips.com	Great Lakes
			Amy Blenker	612-310-6506	amy.blenker@greatclips.com	VA, KY, WV, NC, SC
			Nate Ohme	952-746-6416	nate.ohme@greatclips.com	Upper Midwest
			Wayland Benbow	203-314-5447	wayland.benbow@greatclips.com	Northeast





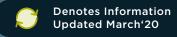
Retailer	City	State	Contact	Phone	Email	Territory
Guitar Center	Westlake Village	СА	Roberto Guerrero	818-735-8800x2001	rguerrero@guitarcenter.com	
Harbor Freight			Michael Peck	469-360-6387	MPeck@harborfreight.com	Senior Director of Real Estate - South - TX, LA, MS, AL, GA, FL
170.	16		Jodie Womack	818-309-6794	jwomack@harborfreight.com	Director of Real Estate - Central/Mid-Atlantic - IA, MO, AR, WI, IL, MI, IN, OH, KY, TN, NC, SC
	Ut I		Bill Gerhardt	818-201-8748	bgerhardt@harborfreight.com	Director of Real Estate - East - VA, WV, DC, DE, MD, NJ, PA, NY, VT, NH, ME, MA, CT, RI
		q	Steve Bayton	602-618-3517	sbayton@harborfreight.com	Director of Real Estate - West - WA, OR, CA, ID, NV, AZ, NM, UT, MT, WY, CO, ND, SD, NE, KS, OK, MN
Heartland Dental	Effingham	IL	John Collier	866-340-6318	realestate@heartland.com	Real Estate Manager
			Brandon Weber	in:		Senior Real Estate Analyst
			Doug Jansen	101.		Real Estate Analyst
			Jake Niebrugge			Director of Development
hhgregg	Indianapolis	IN	Bruce Dixon		er.	
Hibbett Sports	Birmingham	AL	Jeff Gray	205-942-4292x7267	jeff.gray@hibbett.com	VP - Real Estate
			Sam Killian	205-942-4292x7368	Sam.Killian@hibbett.com	Real Estate Director - AL, AR, AZ, DE, FL, GA, LA, MD, MS, NJ, NM, NV, NY, OH, OK, PA, TX, WV, WY
			Brad Walton	x7226	brad.walton@hibbett.com	Real Estate Manager - CA, CO, IA, IL ,IN, KS, KY, MN, MO, NC, NE, SC, SD, TN ,UT, VA, WI
			Tiffany Kilpatrick	205-942-4292x7223	Tiffany.Kilpatrick@hibbett.com	Real Estate Manager - City Gear - AL, AR, FL, GA, IL, IN, KS, KY, LA, MO, MS, OH, OK, TN, TX
			Jamie Edmonson	x7327	jamie.edmonson@hibbett.com	Portfolio Director
			Steve Kowal	x7231	steve.kowal@hibbett.com	VP - Construction & Property Management
Hooter's of America, Inc.	Atlanta	GA	Janet Kearns		jkearns@hooters.com	'SON
			Bob Browning	202-742-1106	bob.browning@colliers.com	C
			Robert Hantgan	713-530-2178	robert.hantgan@colliers.com	-0
Hobby Lobby	ОКС	OK	Scott Nelson	405-745-1607	scott.nelson@hobbylobby.com	West
			Matt Abnet		matthew.abnet@hobbylobby.com	Eastern Seaboard
			Les Miller		les.miller@hobbylobby.com	Southeast
			Brooks McMillan		brooks.mcmillan@hobbylobby.com	Upper Midwest
Home Depot	Atlanta	GA	Jim McCarthy	770-443-8211	jim_mccarthy@homedepot.com	Senior Director of Real Estate





Retailer	City	State	Contact	Phone	Email	Territory
			Mike LaFerle		Mike_LaFerle@homedepot.com	VP Real Estate and Construction
Λ.			Mike Burton			Senior Director of Construction
Uin			Jeff Hardman		jeffrey_s_hardman@homedepot.com	Director of Real Estate
57			Al Boschen		al_boschen@homedepot.com	Director of Real Estate- Canada/Industrial
	16.		Art Barnes			Director of Construction
	41	9	Mary Beth Lamoree			Director Property Management
		-0	Neil Danville	770-384-4515		NoCal, NV, UT, WY, CO, NM, AZ
			Trey Conway	770-384-4177		Cen/SoCal, Guam, SE NM, TX, OK, AR, No LA
			Renee Janssen	770-384-3868		NY Metro, CT, RI, MA, NH, VT, ME
			Kim Koenig	770-384-2420		AK, WA, OR, MT, ID, ND, SD, NE, MN, IA, MO, WI, IL, IN, NW KY, MI
			Tom Gallagher	732-926-3665		OH, PA, NY, NJ, DE, DC, MD
			Chandler Johnson	770-384-2864	Yer.	S. LA, MS, AL, GA, FL, SC, NC, TN, KY, WV, VA, PR, USVI
Hy-Vee Food Stores	West Des Moines	IA	Pete Hosch	515-327-2147	phosch@hy-vee.com	
Ingles Markets	Black Mountain	NC	Randolph Jameson	828-669-2941	rjameson@ingles-markets.com	
In-N-Out Burger	Baldwin Park	СА	Mike Bailey		mbailey@innout.com	
		СА	Josie Auer	310-910-4967	jauer@innout.com	Senior Real Estate Manager Southern CA and NV
			Kimberly Onishi	949-375-1554	konishi@innout.com	Real Estate Manager Northern CA and OR
Innovative Mattress Solutions	Lexington	KY	Steve Blair	304-586-2863	sblair@sleeponthebest.com	
Inspire Brands (Arby's, BWW, R Taco)			Greg Darus	314-406-2849	gdarus@buffalowildwings.com	Vice President of Real Estate
			Don Crocker	6783322175	dcrocker@inspirebrands.com	Chief Development Officer
			Glenn Remus	248-765-9733	gremus@buffalowildwings.com	Director of Corporate Real Estate
			Meredith Donohue	770-826-6750	mdonohue@arbys.com	Institutional Franchisee Accounts
			Tony Tourville	770-312-1724	ttourville@arbys.com	Real Estate Asset Manager (Lease Extensions/ ROFRs)
			Michael Dee	214-668-6776	mdee@arbys.com	UT, AZ, CO, NM, KS, OK, TX, MO, AR, LA
			Greg Darus	314-406-2849	gdarus@buffalowildwings.com	WA, OR, CA, NV, AK, ID, MT, WY





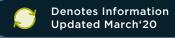
Retailer	City	State	Contact	Phone	Email	Territory
			Michael Landru	586-764-0001	mlandru@arbys.com	KY, VA, NC, SC, GA, MS, AL, FL
Ν.			David Skidmore	614-832-5012	dskidmore@arbys.com	ND, SD, NE, MN, IA, WI, IL, MI, IN, OH, TN
Uia			Dan McVeigh	917-301-1228	dmcveigh@arbys.com	PA, DE, NJ, NY, VT, NH, MA, CT, RI, ME
nternational Car Wash Group	16		Joseph McDonald		mcdnld_jsph@yahoo.com	East of Mississippi + Arkansas/Missouri
Jack in the Box	San Diego	СА	Laurie Macaluso	7328952591	laurie.macaluso@jackinthebox.com	Direcotr of Real Estate & Business Development
		9	Sandy Ayers	6616153006	sandy.ayers@jackinthebox.com	Upper Midwest
		-9	Ronia Lutfi	8183994147	ronia.lutfi@jackinthebox.com	So. Cal, AZ, NM, UT, ID
			Shauna Chitjian	8585712677	suhuana.chitjian@jackinthebox.com	CO, KS, OK, TX, LA, MO, IL, IN, WI
			Brian Alkema	8585055734	brian.alkema@jackinthebox.com	Upper Midwest
			Dan Pellissier	5029092618	dan.pellissier@jackinthebox.com	CO, KS, OK, TX, LA, MO, IL, IN, WI
			Dave Ouellette	6034893931	david.ouellette@jackinthebox.com	Franchise Beusiness Development Director
			Chris Hogarth		chris.hogarth@qdoba.com	Mid-Atlantic
			Janet Vouga		janet.vouga@qdoba.com	Upstate NY, CT, MN
amba Juice			Amanda Bastian	949-680-0178	abastian@focusbrands.com	Director of Real Estate
			Patrick Hummel	315-427-5352	phummel@focusbrands.com	Director, Leasing - Captive Audiences (Malls, Outlets, etc.)
			Loren Bontrager	303-928-0641	lbontrager@focusbrands.com	Director of Franchise Sales
			Ryan O'Keefe	914-263-4737	rokeefe@focusbrands.com	Director, Franchise Development - NYC, DC, Philadelphia
C Penney			Larry Smith	972-431-1632	lsmi157@jcp.com	CA, NV, UT, AZ, CO, NM, OK, TX
			Anne Mendez	972-431-7943	amende63@jcp.com	WA, OR, ID, MD, WY, ND, SC, NE, KS, MN, IA, MO AR, LA, WI, MI
			Philip Hy	972-431-8073	phyl@jcp.com	IL, IN, OH, PA, KY, WV, TN, MS, AL, GA
			Bill DeMuth	972-431-3231	bdemuth@jcp.com	FL, SC, NC, VA, MD, DE, NJ, CT, RI, NY, MA, VT, NH, ME
lersey Mike's	Manasquan	NJ	Joe Rybowicz	8476822460	jrybowicz@jerseymikes.com	Midwest, Upper US
			Natalie Pebbles	9499101924	npebbles@jerseymikes.com	Upper FL, Pacific NW
			Paul Williams	2148422728	pwilliams@jerseymikes.com	South US
			Elizabeth Hutchison	7034317753	ehutchison@jerseymikes.com	East Coast
			Cortney Rickle	7325132500	crickle@jerseymikes.com	North East
			Gerardo Flores	6027439763	gflores@jerseymikes.com	NM, CO, Southern FL





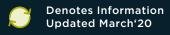
Retailer	City	State	Contact	Phone	Email	Territory
Jiffy Lube	Houston	ТΧ	Tom Lane	713-241-7888	thomas.lane@shell.com	
JoAnn Fabrics & Crafs	Hudston	ОН	Kevin Beegle	330-463-3461	kevin.beegle@joann.com	National
Johnny Rockets	Lake Forest	СА				
Kendra Scott	14		CB Byam		cb@kendrascott.com	Director of Real Estate
King's Food Markets/ Balducci's	Parsippany	NJ	Allen Merkin	973-463-6440	amerken@kingssm.com	VP - Engineering, Real Estate & Construction
Kirkland's		-9	Sarah Dickerson		sarah.dickerson@kirklands.com	
Kohl's	Menomonee Falls	WI	Scott Schnuckel	262-703-7325	scott.schnuckel@kohls.com	
			Dave O'Brien	262-704-2244	Dave.O'Brien@kohls.com	Property Development - Real Estate Manager
Kroger	Cincinnati	ОН	Paul Xhajanka	770-496-7516	paul.xhajanka@kroger.com	Atlanta (Kroger)
			Dave Nielson	317-579-8392	dave.nielson@kroger.com	Central US (Kroger)
			Lisa Ammons	5137823765	lisa.ammons@kroger.com	Cincinnati/Dayton (Kroger)
			Stephanie Demaggio	6148983217	stephanie.demaggio@kroger.com	Columbus (Kroger)
			Brian Middleton	9017654155	brian.middleton@kroger.com	Delta (Kroger)
			Brian Folmer	620-669-3363	brian.folmer@dillonstores.com	Dillons
			Sona Samvelian	3109003594	sona.samvelian@food4less.com	Food 4 Less (Midwest), Ralph's/Food 4 Less (So Cal), Foods Co (No Cal)
			Jacob Phares	7048443240	jphares@harristeeter.com	Harris Teeter
			Don Forrest	503-797-5156	don.forrest@fredmeyer.com	Fred Meyer
			Mike Rosier	5137627020	mike.rosier@kroger.com	QFC
			Dan Schooley	517-862-0864	dan.schooley@fredmeyerjewelers.com	Fred Meyer/Littman (Jewelry Divison)
			Dennis Barr	623-907-7178	dennis.barr@frysfood.com	Fry's Food & Drug Stores
			Scott Wippel	704-844-3910	swippel@harristeester.com	Harris Teeter
			John Kelley	812-523-6784	john.kelley@jay-c.com	Jay-C Food Stores
			Liz Harpole	3037783343	liz.harpole@kingsoopers.com	Liz Harpole
			Todd Metzmeier	502-422-4960	todd.metzmeier@kroger.com	Louisville (Kroger)
			Rusell Cowart	7135074813	russell.cowart@kroger.com	Michigan (Kroger)
			Clay Brasher	5405633651	clay.brasher@kroger.com	Mid-Atlantic (Kroger)
			John Corbitt	615-871-2464	john.corbitt@kroger.com	Nashville (Kroger)





Retailer	City	State	Contact	Phone	Email	Territory
			Dan Farrell	414-231-5882	dan.farrell@roundys.com	Roundy's
<b>N</b> .			Kate Miac	5137621394	kate.miac@kroger.com	Ruler Foods
Uia			Steve Sorensen	801-974-1475	steve.sorensen@sfdi.com	Smith's Food & Drug Stores
1.10			Rusell Cowart	7135074813	russell.cowart@kroger.com	Southwest Houston (Kroger)
	6		Danielle Kaufman	469-645-7971	danielle.kaufman@kroger.com	Southwest Dallas (Kroger)
	44		Don Barnett	469-645-7971	don.barnett@kroger.com	Shopping Center Development & Office
		201	Zack Bickerton	5137621562	zack.bickerton@kroger.com	Shopping Center Leasing
			Chris Schulte	513-762-7087	christopher.r.schulte@kroger.com	Suplus Assets, Manufacturing & DC's
Kum & Go	West Des Moines	IA	Joshua House	515-457-6353		CO, WY & ND
			Siobhan Harman	515-457-6345	siobhan.harman@kumandgo.com	Iowa, Missouri, Oklahoma
			Emmy Meyer	515-457-6181	emmy.meyer@kumandgo.com	Interstates, Nebraska
			Kellie Wisbrock	515-457-6072	kellie.wisbrock@kumandgo.com	Colorado
			Jake Johnson	1	jacob.johnson@kumandgo.com	Denver (CO)
Kwik Trip	La Crosse	WI	Shari Meyer	608-793-6258	smeyer@kwiktrip.com	
			Scott Teigen	715-235-6626	steigen@kwiktrip.com	Vice President of Real Estate
			Troy Mleziva		TMleziva@kwiktrip.com	
LA Fitness	Irvine	СА	Lane Chaplin	949-255-7292	lane.chaplin@fitnessintl.com	
			John Gabriel	949-255-7262	johng@fitnessintl.com	
			Greg George	949-255-7453	greg.george@fitnessintl.com	
			Nick Roberts	949-255-7372	nick.roberts@fitnessintl.com	06
			Derek Andersen	949-255-7419	derek.andersen@fitnessintl.com	100
La-Z-Boy, Inc.	Monroe	MI	David Baratta	734-384-6225	david.baratta@la-z-boy.com	100h
Les Schwab Tire Centers	Bend	OR	Rona Dhruv	818.674.6931	rona.dhruv@lesschwab.com	CA, CO, NV
			Eric Rouse	541-416-5629	eric.s.rouse@lesschwab.com	ID, MT, OR, UT, WA
Lifetime Fitness	Chanhassen	MN	Tami Kozikowski	952-947-0000	tkozihowski@lifetimefitness.com	
Little Caesars	Detroit	MI	Taylor Warner	313-471.6075	taylor.warner@lcecorp.com	VP - Real Estate & Construction
			Bob Karwan	313-471-6541	robert.karwan@lcecorp.com	National Director of Real Estate
			John Walsh	732-766-3486	john.walsh@lcecorp.com	Regional Real Estate Manager - Houston, Miami, Chicago





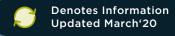
Retailer	City	State	Contact	Phone	Email	Territory
			Michael Lagazo	619-888-5028	michael.lagazo@lcecorp.com	Regional Real Estate Manager - LA, San Jose, PHX, Tucson, Las Vegas
Oj.			Bob Veriato	714-685-0413	robert.veriato@lcecorp.com	Regional Real Estate Manager - Pacific & Northwest US
170	16		Rawley Shelton	484-602-3701	rawley.shelton@LCEcorp.com	Regional Real Estate Manager - Northeast & Midwest US
			Bruce Beckwith	404-307-9140	bruce.beckwith@lcecorp.com	Regional Real Estate Manager - Southeast
		60	Terry Ward	615-279-0724	terry.ward@lcecorp.com	Regional Real Estate Manager - Central & Southwest US
			Steve Bayoff	313-471-6766	steve.bayoff@lcecorp.com	Regional Real Estate Manager
			Bob Lafever	561-504-9154	robert.lafever@lcecorp.com	National Director of Construction
			Rachel Schmidt- Ramirez	313-725-3740	rachel.schmidt-ramirez@lcecorp.com	Construction Coordinator
Mango			Sean Charles Harley	+971 50 552 3825	sean.hurley@mango.com	Expansion Director
Maverik			Ashley Olsen	801-936-5557	ashley.olsen@maverik.com	Director of Real Estate
Mavis Tire Supply	Millwood	NY	Deborah Catalano	914-984-2500x5216	dcatalano@mavistire.com	Vice President of Real Estate
McAlister's Deli	Atlanta	GA	Kelly Breedlove	404-433-6274	kbreedlove@focusbrands.com	
			Freddy Luster	404-379-1970	freddyluster@focusbrands.com	
			Matt Mehring		mmehring@focusbrands.com	
			Karen Sanders		ksanders@focusbrands.com	~
McDonald's			Rob Lancaster	630-623-2223	rob.lancaster@us.mcd.com	VP - US Restaurant Development
			Byron Chandler	434-218-9615	byron.chandler@us.mcd.com	Director, National Real Estate
			Rich Davis	724-601-8458	rich.davis@us.mcd.com	Manager, National Real Estate
			Lori Nunez	858-699-6360	lori.nunez@us.mcd.com	Director of Real Estate
			Meredith Lenoir	813-508-6292	meredith.lenoir@us.mcd.com	Manager, National Real Estate
			Bob O'Connell	630-841-2384	bob.oconnell@us.mcd.com	Manager, National Real Estate
			Tina Vieceli	425-442-5086	tina.vieceli@us.mcd.com	Manager, National Real Estate
			Tim Vogel	507-340-3720	Tim Vogel.@us.mcd.com	Northwest
			Lisa Walker	773-673-8750	Lisa Walker.@us.mcd.com	California/New Mexico
			Zach Pagel	312-286-6274	Zach Pagel.@us.mcd.com	Pacific Southwest
			Gary Blau	602-339-4833	Gary Blau.@us.mcd.com	Western Rocky Mountain





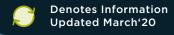
Retailer	City	State	Contact	Phone	Email	Territory
			Darla Bowen	602-918-4625	Darla Bowen.@us.mcd.com	Eastern Rocky Mountain
A .			Kris Fullterton	405-826-2580	Kris Fullterton.@us.mcd.com	North Texas/Oklahoma
Uin.			Ray Clopton	281-685-9784	Ray Clopton.@us.mcd.com	South Texas
- 37,			Clark Lambdin	936-828-6398	Clark Lambdin.@us.mcd.com	South Central
	16.		Lori Alder	317-445-3460	Lori Alder.@us.mcd.com	Midwest
	U.		Mary Cleveland	630-207-4719	Mary Cleveland.@us.mcd.com	Great Lakes/Northern Plains
	- (	201	Maurice King	630-750-5250	Maurice King.@us.mcd.com	Greater Chicago
			Jon Barnard	614-477-5169	Jon Barnard.@us.mcd.com	Eastern Great Lakes Northeast
			Jackie Dillon	312-505-4788	Jackie Dillon.@us.mcd.com	Eastern Shore
			Craig Givens	704-776-6045	Craig Givens.@us.mcd.com	Mid-Atlantic
			Nancy Luo	813-476-4533	Nancy Luo.@us.mcd.com	Southeast
			Rey Hernandez	954-401-4638	Rey Hernandez.@us.mcd.com	Florida
MedPost/ CareSpot			Chris Lee	469-250-3632	Chris.Lee@carespot.com	Director, Real Estate & Development
Meijer	Grand Rapids	MI		616-453-6711		
Menards	Eau Claire	WI	Thomas O'Neil	715-876-2810	toneil@menard-inc.com	Manager of Real Estate
Michaels	Irving	ТХ	Lance Weibye	214-492-6285	weibyel@michaels.com	SVP Real Estate, Development & Construction
			Eric Strauss	214-492-6201	strausse@michaels.com	Director-Real Estate- Canada, Southwest & Northwest US, Northern California & Alaska
			Brandon Wilson	469-759-5441	wilsonb@michaels.com	Director- Real Estate- Upper Midwest & Southwest
			Will Moreland	262-442-0704	morelandw@michaels.com	Manager - Real Estate- Southeast & Southern California
			Wendi Frost	704-442-9744	frostw@michaels.com	Senior Director-Real Estate, East, S Call & Hawaii
Moe's Southwest Grill	Atlanta	GA	Matt Mehring		mmehring@focusbrands.com	<sup>n</sup> C
			Karen Sanders		ksanders@focusbrands.com	<b>~</b> 0
			Amanda Bastian		abastian@focusbrands.com	
Murphy USA   Murphy Express			Stephen Oliver	870-315-1067	stephen.oliver@murphyusa.com	Senior Manager of Real Estate
			David Moroney	303-775-8132	david.moroney@murphyusa.com	CO (Arapahoe, Jefferson, Douglass, and El Paso counties)
			Julie Walker	870-312-4631	julie.walker@murphyusa.com	CO (Denver, Adams, Broomfield, Boulder, Weld and Larimer Counties)





Retailer	City	State	Contact	Phone	Email	Territory
			Jared Westmoreland	972-841-2417	jared.westmoreland@murphyusa.com	TX (Dallas, Collin, Ellis, Hood, Hunt, Johnson, and Rockwall Counties)
Dia.			Julian Plata	870-866-3598	julian.plata@murphyusa.com	Southeast Florida (North Broward & Palm Beach Counties)
170			Jason Anderton	940-230-6447	jason.anderton@murphyusa.com	NM (Bernalillo, Sandoval, Torrance & Valacia Counties)
	<sup>10</sup> 4t	9~	Tyler Brandt	704-756-7214	Tyler.Brandt@murphyusa.com	SC (Calhoun, Fairfield, Kershaw, Lexington, Richland & Saluda Counties) & TX (Tarrant & Denton Counties)
			Mark Solomon	870-312-3243	mark.solomon@murphyusa.com	FL (Miami Dade & South Broward Counties)
My Salon Suites			Patrick McNamee	424.238.4598	admin.la@mysalonsuite.com	
Nordstrom Rack	Seattle	WA	Tony Sekora	206-303-2095	tony.sekora@norstrom.com	US: SoCal, PA, DE, MD, DC, VA, NC Canada: AB, ON
			Elliott Cundiff	206-303-4176	elliot.cundiff@nordstrom.com	US: NCAL, NV, NY, NJ, ME, VT, MA, RI, CT, NH Canada: BC, Quebec
			Trace Blethen	206-303-4417	trace.k.blethen@nordstrom.com	US: All others
Northern Tool + Equipment	Burnsville	MN	Duane Boris	952-895-6809	duane.boris@northerntool.com	Director of Real Estate Development
NTB			Anthony Fedele		afedele@tbccorp.com	MN, IA, SO, AR, LA towards Western USA
			Casey Hesser	561-383-3000	chesser@tbccorp.com	WI, IL, TN towards Northeast USA
			Mike Tardrew		mtardrew@tbccorp.com	NC, MS towards Southeast USA
Office Depot			Bryan Dodge	561-438-7782	bryan.dodge@officedepot.com	Head of Real Estate
			Julie Augustyn	561-438-4688	julie.augustyn@officedepot.com	Florida
			David Delach	630-864-6372	david.delach@officedepot.com	WI, IN, KY, TN, PA, NY
			John Vryonldes	561-438-2329	john.vryonldes@officedepot.com	ID, MIT, WY, CO, ND, SD, KS, OK, IA, MO
			Robert Kranz	630-864-6361	robert.kranz@officedepot.com	AR, IL, GA, SC, WV, NJ
			Jennifer Rodriguez	561-438-4379	jennifer.rodriguez@officedepot.com	WA, OR, NV, UT, AZ, NM, LA, MS
			Stephanie Polk	561-438-3154	stephanie.polk@officedepot.com	Canada, MA, ME, MI, OH, AL
			Alex Hennessy	561-438-3156	alexander.hennessy@officedepot.com	VA, NC, MD, Puerto Rico
			Ilya Steinberg	561-438-4431	ilya.steinberg@officedepot.com	CA, MN
			Dan Depace	561-438-0837	dan.depace@officedepot.com	Surplus Property
On The Border	Irving	ТХ	Stephen Brown	813-286-2006 ext 21	steve.brown@ontheborder.com	Development
O'Reilly Auto Parts	Springfield	МО	Scott Kraus	417-829-2967	skraus@oreillyauto.com	SVP - Real Estate & Expansion





Retailer	City	State	Contact	Phone	Email	Territory
			Phil Hopper	417-874-7103	phopper@oreillyauto.com	VP - Real Estate Expansion and Property Management
Dist	Distribut		Kevin Overmon	417-874-7228	kovermon@oreillyauto.com	"Director of Site Acquisition - Eastern Division - (AL, AR, CT, DE, FL, GA, LA, KY, KS, MA, MD, ME, MO, MS, NC, NH, NJ, NY, OH, OK, PA, Puerto Rico, RI, SC, TN, TX, VA, VT, and WV)"
			Curt Allen	417-874-7169	callen2@oreillyauto.com	AL, AR, DE, FL (West), GA, KY, KS, MD, MO, MS, NC, OH, SC, TN, VA, and WV
		60	Butch Park	417-862-2674	bpark@oreillyauto.com	AL, DE, FL (West), GA, MD, MS, NC, SC, TN, and VA
			Jacob Hankins	417-868-4312	jhankins2@oreillyauto.com	AR, KS, KY, MO, OH, and WV
			Doug Houghton	417-862-2674	dhoughton@oreillyauto.com	CT, FL (East), LA, MA, ME, NH, NJ, NY, OK, PA, Puerto Rico, RI, TX, and VT
			David Strom Jr.	713-991-8469	dstromjr@oreillyauto.com	FL (East), LA, OK, PA, TX, and Puerto Rico
			Charlie Butler	(417) 829-5755	cbutler6@oreillyauto.com	"Director of Site Acquisition - Western Division (AK, AZ, CA, CO, HI, IA, ID, IL, IN, OR, MI, MN, MT, NE, ND, NM, NV, SD, UT, WA, WI, and WY)"
			Dennis Cook	(417) 520-4545	dcook@oreillyauto.com	AK, IA, ID, IL, IN, OR, MI, MN, MT, NE, ND, SD, WA, WI, and WY
			John McCoy	417-862-2764	jmccoy3@oreillyauto.com	AZ, CA, CO, HI, NM, NV, and UT
			Scott Johnson	602-798-3229	sjohnson 35@ oreilly auto.com	AZ, CO, HI, NM, UT, and Southern CA
			Mark Wold	(763) 852-1503	mwold@oreillyauto.com	IA, Northern MI, MN, MT, NE, ND, SD, WI, and WY
			Phil Tewell	(417) 862-2674	ptewell@oreillyauto.com	CT, MA, ME, NH, NJ, NY, RI and VT
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			Chris Dever	(253) 841-8282	cdever@oreillyauto.com	AK, ID, IL, IN, OR, Southern MI, and WA
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			Ben Lilla	561-237-2322	blilla@orangetheoryfitness.com	ND, SD,NE, KS,MN,IA,MO,AR,LA,MS,TN,KY,IL,WI, MI,OH,WV,AL,GA,FL,SC,NC,IN
			Jeremy Rosenthal	954-641-5862	jrosenthal@orangetheoryfitness.com	VA, DE,NJ,CT,RI,MA,PA,NY,VT,NH,ME
Orscheln Farm a House	& Moberly	МО	Rick Powers	660-269-3580	rpowers@orscheln.com	
Pacific Dental			Jordan Clark	469-914-6841	jordan.clark@pacden.com	S. TX, LA, KS, MO, CO, UT, NM, ID, OH
			Jason Mallette	972-442-2302	mallettej@pacden.com	N. TX, FL, GA, TN, MN, SC
			Cory Bird	214-616-1430	birdc@pacden.com	VA, OR, WA, MA
			Trey Chapel	714-845-8587	chapelt@pacden.com	CA, AZ, NV





Retailer	City	State	Contact	Phone	Email	Territory
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20			Mike Everage	786-566-9664	Mike.everage@pandarg.com	Director or real estate - East
	0.	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	Bob Brownstein	518-992-2463	bob.brownstein@panadarg.com	DFW, East Texas
	<b>Y</b>		Jamie Green	512-992-2463	Jamie.green@pandarg.com	CO, IA, OK, CENTRAL & SOUTH TX, WY, NM, MN
		60	Laura Lund	512-557-4580	laura.lund@pandarg.com	Beaumont, Houston, AR, LA, Memphis, MS, MO, KS,NE,ND,SD
			Lucy Gan	626-202-3116	lucy.gan@pandarg.com	Riverside, San Bernardino, Central Coast, Central Valley, Utah, Alaska, Hawaii, Guam
			Ryan Pittman	626-372-8219	ryan.pittman@pandarg.com	AZ, Las Angeles, Orange County, San Diego, Las Vegas, San Fernando Valley
			Vince Ibarra	626-372-8597	vince.ibarra@pandarg.com	OR, WA,ID,MT, Bay Area, Monterey, Chico, Redding, Sacramento, Reno
			David Mclellan	617-686-3138	david.mclellan@pandarg.com	Boston, OH, ME, CT, Canada
			Jessica Ordona	703-528-1658	jessica.ordona@pandarg.com	DE, D.C., MD,Pittsburg, VA, WV, NC,SC
			Jim Tarpey	708-227-1823	jim.tarpey@pandarg.com	IL, IN, MI, WI
			Brian Jarvis	626-372-8547	brian.jarvis@pandarg.com	Non Traditional Real Estate - Director
			Gia Nafarrete	626-425-2652	gia.nafarrete@pandarg.com	Universities, Military bases, Airport
			John Farrell	917-991-7938	john.farrell@pandarg.com	NYC, Manhattan, Queens, Bronx, Brooklyn, Long Island, NJ, PA, KY, TN
			Kane Lester	404-964-1296	kane.lester@pandarg.com	GA, AL, FL
Panera Bread			John McKay	214-490-9249		Director of Real Estate - West
			Paige Mamula	770-880-3129		Director of Real Estate - East
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			Rosi Delia	908-832-0237		NY, PA, MA, VT
			Margie Anderson	949-201-8683		TN, AL, GA, FL
			Scott Gruebel	314-707-2257		NM, TX
			Tim Rickenbaker	704-905-9028		VA, NC, SC
			Patrick Turek	314-698-6148		WA, OR, CA, NV, MT, AZ, CO, MN, IA, MO, KS, TX, MS, TN, WV, PA, MI
			Dan Frith	314-378-7524		NE, SD, IA, MO, IL, IN, KY



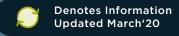
Retailer	City	State	Contact	Phone	Email	Territory
			Daniel Walsh	612-501-6868		ND, MN, WI, IN, MI
			Tim O'Kane	714-316-4296		WA, OR, ID, CA, AZ
Uia.			Matt Scobbie	618-781-5273		Non-Traditional
			Steve Kibler	404-698-7536		Non-Traditional
Papa Murphy's	Vancouver	WA	Jon Fischer	360-449-4060	jon.fischer@papamurphys.com	VP Development
	- UA		John Rose	602-300-3096	john.rose@papamurphys.com	National Real Estate Director
		80	Jessica Bell Clough	303-870-7287	jessica.clough@papamurphys.com	Real Estate Manager
Party City	Rockaway	NJ	Doug Calvin	973-453-8810	dcalvin@partycity.com	NYC, MI, AZ, NM
			Jason Gendel	973-453-8768	jgendel@partycity.com	NV, WA, CO, MO, AR, LA, MS, AL, FL, IN, KY
			Lynn Mancini	201-919-1785	lmancini@partycity.com	ME, NH, VT, MA, CT, RI, IN, MO, NY, VA, WV, MD, DE, DC, IL, MN, ND, SD
			Adam Eichberg	973-453-8922	aeichberg@partycity.com	NJ, NY, PA, OH, FL, NC, SC, TN, GA, WI
			Vicky Chastain	862-248-4913	vchastain@partycity.com	OR, NE, IA, KS, OK, TX, CA
			Matt Webster	313-378-5709	mwebster@partycity.com	UT, ID
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	СА	Jim Lampassi	858-677-3030		
Pet Supplies Plus	Livonia	MI	Josh Goldstein		jgoldstein@petsuppliesplus.com	Inso.
Pier 1 imports	Ft. Worth	ТХ	Bill Biskamp	817-252-8829	wtbiskamp@pier1.com	
Planet Fitness	Newington	NH	Ray Miolla		ray.miolla@pfhq.com	Chief Development Officer
			Erich Melsheimer		erich.melsheimer@pfhq.com	VP of Real Estate
			Christie Routhier		christie.routhier@pfhq.com	Manager, Real Estate
			Jeanie Arnold		jeanie.arnold@pfhq.com	Director of Real Estate - West
			Max Williams		max.williams@pfhq.com	Real Estate Manager, West
			Janna Stadvec		janna.stadvec@pfhq.com	Sr. Real Estate Specialist, West
			Jennifer Annello		jennifer.annello@pfhq.com	Director of Real Estate - Midwest & Mexico





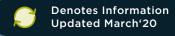
Retailer	City	State	Contact	Phone	Email	Territory
			Nick Young		nick.young@pfhq.com	Real Estate Manager, Midwest & Mexico
A .			Kelsey Sanders		kelsey.sanders@pfhq.com	Sr. Real Estate Specalist, Midwest & Mexico
Uia.			Kelly Olive-Schad		kelly.oschad@pfhq.com	Director of Real Estate - Canada
-07			Kristy Dichiara		kristy.dichiara@pfhq.com	Real Estate Specialist, Canada
	16.		Kent Adams		kent.adams@pfhq.com	Director of Real Estate - MidAtlantic & Northeast
	19	9	Meredythe Leonard		meredythe.leonard@pfhq.com	Real Estate Specialist, MidAtlantic & Northeast
		-9	Keith King		Keith.king@pfhq.com	Director of Real Estate - south
			Maura Gallagher		maura.gallagher@pfhq.com	Real Estate Specialist, South
Pollo Tropical	Miami	FL	Glenn Rozansky	305-670-7696	grozansky@pollotropical.com	
Popeyes			Vanilla Mcintosh	832-660-7874	vmcintosh@rbi.com	WA, OR,CA,NV,ID,UT,AZ,NM,CO,WY,MT,ND,SD, NE,OK,TX
			Kefhira Pintos	786-202-1085	kpintos@rbi.com	KS,MN,IA,MO,AR,LA,MS,TN,IL,WI,MI,IN,OH,KY,AL
			Lawrence BenBassett	301-613-7965	lawrence.benbassett@rbi.com	FL, GA,SC,NC,VA,WV,DC,MD,PA,DE,NJ,CT,NY,RI, MA,VT,NH,ME
			Gui Loicono	305-495-3304	gloiacono@rbi.com	Non Traditional
Primrose Schools	Acworth	GA	William Pierquet	770-529-4100	bpierquet@primroseschools.com	Head of Real Estate
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Price Chopper	Schenectady	NY	Tom Hayden	518-379-1708	tomhayden@pricechopper.com	- np-
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			Tom Renne	863-616-5749	tom-renne@publix.com	Tennessee, Alabama
			Mary Dobbins	863-499-8495	mary.dobbins@publx.com	Western NC, South Carolina
			David Parry	863-616-5688		Northern GA
Qdoba			Bill Robards		bill.robardsjr@jackinthebox.com	WA, OR, KS, NB, ID, MT, HI, WY, UT, NV, ND, SD





Retailer	City	State	Contact	Phone	Email	Territory
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			Paul Williams		paul.williams@jackinthebox.com	TX, OK, LA, NM, AR, MO
Ui			Suzie Merrill		suzie.merrill@jackinthebox.com	CO, KS-Metro, Chicago
57	Mar .		Dan Pellissier		dan.pellissier@qdoba.com	IA, WI, MI, IN, OH, KY, TN, MS, AL, GA, FL (PH)
	16.		Dave Ouellette		dave.ouellette@qdoba.com	Northeast, FL, Canada
	U/		Chris Hogarth		chris.hogarth@qdoba.com	Mid-Atlantic
		20	Janet Vouga		janet.vouga@qdoba.com	Upstate NY, CT, MN
QuikTrip	Tulsa	ОК	Jake Barron	918-615-7088	jbarron@quiktrip.com	Tulsa, Ok
			Michael Ward	512-975-2422	mward@quiktrip.com	Austin
			Mike Wooten	918-527-2941	mwooten@quiktrip.com	San Antonio
			Matt Brooks	913-905-2059	mabrooks@quiktrip.com	Sale Leasbacks
			Ryan Harding	720-602-4224	rharding@quiktrip.com	Omaha, Denver
			Alan Renner	720-602-4224	arenner@quiktrip.com	Denver
			Greg Rogers	636-866-2108	grogers@quiktrip.com	St. Louis
			Dustin Daft	480-446-6319	ddaft@quiktrip.com	Phoenix, Tuscon
			Truitt Priddy	817-719-5997	tpriddy@quiktrip.com	San Antonio
			Jake Petras	817-786-3188	jpetras@quiktrip.com	DFW
			Jamie Bierschbach	816-830-9277	jbierschb@quiktrip.com	San Antonio
			Mike Snyder	512-864-4221	msnyder@quiktrip.com	Austin
			Jim Beilman	817-786-3185	jbieilman@quiktrip.com	Disposition Real Estate Manager (Surplus Property)
			Jeremy Crosby	913-905-2025	jcrosby@quicktrip.com	Kansas City, Des Moines
			Andrew Smith	913-905-2035	asmith@quicktrip.com	Kansas City
			Ben Qualls	770-325-6721	bqualls@quicktrip.com	Greeenville, Atlanta
			Tim Long	704-559-8013	tlong@quicktrip.com	Charlotte, NC
			Thomas Edwards	817-786-3177	tedwards@quicktrip.com	DFW
			Andrew Beishline	770-940-2626	abeishli@quicktrip.com	Atlanta
			Craig Romrell	704-307-8703	cromrell@quicktrip.com	Denver
RaceTrac	Atlanta	GA	Sean MacLaurin	770-431-7600	smaclaurin@racetrac.com	
Red Robin	Castle Rock	СО	Todd Brighton	303-846-6033	tbrighton@redrobin.com	





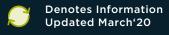
Retailer	City	State	Contact	Phone	Email	Territory
Rite Aid	Irvine	СА	Ray Payne	949-367-0381 x200	rpayne@riteaid.com	GVP Real Estate
<b>N</b> .			Tracy Verastegui	626-858-9227	tlverastegui@riteaid.com	CA, WA,OR,ID
Uia			Paul Newlin	610-489-8327	pnewlin@riteaid.com	CT, NJ, DE, MA, MD, NH, NYC, Eastern PA, VA, VT
107			David Steinberg	818-519-1859	dsteinberg@riteaid.com	MI, OH, Upstate NY, Western PA
	6		Cindy Homeyer	949-367-0381x201	chomeyer@riteaid	Lease Administration
	Ut.		Kristy Weber	717-761-2633 x5100	kwebster@riteaid.com	Surplus/Dispositions
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 Raphel	925-965-4043	mike.raphel@ros.com	CO, ID, MT, NV, OR, UT, WA, WY
Safelite Auto Glass	Columbus	ОН	James Randolph	614-210-9369	randy.randolph@safelite.com	VP Real Estate and Market Development
Sally Beauty Supply	Denton	ТХ	Todd Boysen		tboysen@sallybeauty.com	Senior Director of Real Estate
			Trent Endres		tendres@sallybeauty.com	Senior Manager of Real Estate
			Jacqueline Tapella	940-297-4675	jtapella@sallybeauty.com	New Stores - CO, NM, OK, TX, AR, LA, TN, MS, AL, GA, FL, NC, SC
			Mandy Hunter	940-297-4563	mhunter@sallybeauty.com	Renewals - CO, NM, OK, TX, AR, LA, TN, MS, AL, GA, FL, NC, SC
			Cathy Richards	940-297-4953	crichards@sallybeauty.com	New Stores - Canada, WA, OR, CA, NV, UT, AZ, ID, MT, WY, ND, SD, NE, KS, MN, IA, MO
			Terry Kunz	940-297-4341	tkunz@sallybeauty.com	Renewals - Canada, WA, OR, CA, NV, UT, AZ, ID, MT, WY, ND, SD, NE, KS, MN, IA, MO
			Nicole Curtis	940-297-4930	ncurtis@sallybeauty.com	New Stores - WI, MI, IL, IN, OH, KY, WV, VA, PA, NY, MD, DE, NJ, CT, MA, VT, NH, ME
			Rachel Brittian	940-297-4852	rbrittian@sallybeauty.com	Renewals - WI, MI, IL, IN, OH, KY, WV, VA, PA, NY MD, DE, NJ, CT, MA, VT, NH, ME
Save-A-Lot	Earth City	МО	Michael McGrath	267-324-9256	michael.mcgrath@savealot.com	New England & Mid Atlantic



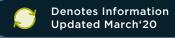


Retailer	City	State	Contact	Phone	Email	Territory
			Bob Dwane	413-977-8691	bob.dwane@savealot.com	New England & Mid Atlantic
A .			Lauren Ladd	267-201-4446	lauren.ladd@savealot.com	New England & Mid Atlantic
Uia			Cameron Setian	314-610-1820	cameron.setian@savealot.com	AR, LA, MS, AL, GA, SC, FL
			Neil Kirchoff	407-491-0482	neil.k.kirchoff@savealot.com	AR, LA, MS, AL, GA, SC, FL
	6.		James Velazquez	954-998-8238	james.velazquez@savealot.com	AR, LA, MS, AL, GA, SC, FL
	U.		Dan Carbrey	813-955-9280	daniel.carbrey@savealot.com	AR, LA, MS, AL, GA, SC, FL
		90	Jacob Eganhouse	314-307-4558	jacob.eganhouse@savealot.com	CO, KS, OK, TX, MN, IA, MO, WI, IL, MI, IN, OH, KY, TN
			John Jackson	314-413-2914	john.jackson@savealot.com	CO, KS, OK, TX, MN, IA, MO, WI, IL, MI, IN, OH, KY, TN
			Nick Bender	314-712-3263	nicholas.bender@safealot.com	CO, KS, OK, TX, MN, IA, MO, WI, IL, MI, IN, OH, KY, TN
Schlotzsky's Austin Eatery	Atlanta	GA	Sheri Ferravante	404-705-2051	sferravante@focusbrands.com	Franchising Contact
			Freddy Luster	404-379-1970	freddyluster@focusbrands.com	Director of Real Estate
Scooter's Coffee	Omaha	NE	Carolyn Snider	877-494-7004	carolyn.snider@scooterscoffee.com	
Sephora			Jeff Gaul	877-737-4672 x1004		SVP of Real Estate & Store Development
Shaw's Supermarket	West Bridgewater	MA	Steve Jenkins	508-313-4612	steven.jenkins@shaws.com	
Sheetz	Altoona	PA	Steve Augustine	814-941-5110	saugustine@sheetz.com	
			Mike LaCesa		mlacesa@sheetz.com	
Sherwin Williams	Cleveland	ОН	Ray Starbuck	214-553-2972	rstarbuck@sherwin.com	JOL
			Christina Reeder	714.471.5279	chrsitina.k.reeder@sherwin.com	
Shoe Carnival	Evansville	IN	Jeff Fink	812-402-2608	jfink@scvl.com	MT, ID, WY, UT, CO, ND, SD, NE, MN, IA, WI, KY, TN, GA, SC, NC, VA, MD, DE, ND, E PA, E NY, CT RI, MA, NH, VT, ME, AK, HI, PR
			Tony Carosello	812-867-4041	acarosello@scvl.com	WA, OR, CA, NV, AZ, NM, TX, LA, OK, KS, AR, MO, IL, MI, IN, OH, WV, PA (Western), NY (Western), MS, AL, FL
Slumberland Furniture	Little Canada	MN	Michael Larson	651-482-7500	michael.larson@slumberland.com	
Smart & Final Stores	Commerce	СА	Tony Bernardini	323-869-7750	tony.bernardini@smartandfinal.com	





Retailer	City	State	Contact	Phone	Email	Territory
		,	Greg Burnthorn	985-789-8062	greg.burnthorn@smoothieking.com	MT,WY,NE,KS,MO,IA, WI,IL,IN,OH,KY,TN,AR,LA,MS,AL,
			John Gordon	985-327-9098	john.gordon@smoothieking.com	Director of Real Estate, MI
			Andrea Witt	940-783-3546	andreawitt@smoothieking.com	NV,NM,AZ,TX,CO,OK
SONIC Drive-In	Oklahoma City	ОК	Joe Morian	303-579-3827	jmorian@sonicdrivein.com	WA, OR, CA, NV, ID, UT, AZ, NM, CO, WY, MT, AK, HI
			Stephen Smith	816-729-2693	stephen.smith@sonicdrivein.com	ND, SD, NE, KS, MN, IA, MO, AR, WI, IL, MI, IN
			Charles DeFiglio	609-618-5401	cdefiglio@sonicdrivein.com	OH, PA, NY, MD, DE, NJ, CT, RI, NH, VT, ME, DC, KY, WV
			Jon Brannin	214-690-3846	jon.brannin@sonicdrivein.com	TX, OK, FL
			Joanna Pasnau	405-305-1886	joanna.pasnau@sonicdrivein.com	LA, MS, AL, TN, GA, NC, SC
Speedway			Robert Schroedter	630-360-1964	rwschroedter@speedway.com	Midwest Division & IL,IA,MO
			Al Chakonas		archakonas@speedway.com	MI,IN,OH
			Roy Chamberlain		rchamberlain@speedway.com	IN,KY,OH
			Kelli Roberts		keroberts@speedway.com	TN,AL,MS,AR
			Bob Greives		rjgreives@speedway.com	OH,PA
			Tom Hallick		tjhallick@marathonpetroleum.com	WI,MN
			Adam Beck			Atlantic Division
			Keith Dolhi		kedolhi@speedway.com	FL,LA,MS,TX
			Tom Bartman		tebartman@speedway.com	NC,SC
			Jimmy White		jwhite@speedway.com	WV,OH,KY,VA,MD
			Jeff Benz		jebenz@speedway.com	NY, NJ,NH,PA,VT,MA,CT
			Dean Vickers		devickers@speedway.com	GA,AL
			Michael O'Brien			Pacific Division
			Nick Fore		nfore@speedway.com	AZ, NV
			Jon Dunn		jdunn@speedway.com	UT, Western CO, ID, WY
			Rick Hughes		rhughes@speedway.com	NM, West TX, Southern CO
Spirit	Township	NJ	Frank Pacera	609-645-5447	frank.pacera@spirithalloween.com	
Sport Clips	Georgetown	ТХ	Shea Laffere	469-236-0918	shea.laffere@sportclips.com	Real Estate Director - AZ, CA (Northern/ Central Valley/Northern LA), FL (Panhandle), GA (Atlanta), HI, KY (Louisville & Lexington), LA, MS, NV (Reno), TN



Retailer	City	State	Contact	Phone	Email	Territory
			Joel Reichman	617-510-6419	joel.reichman@sportclips.com	Real Estate Director - AL, DE (Northern), FL (Miami-Dade County), IN, MD (Northern), NY, OH (Cleveland/Toledo), PA (Eastern), WI
			Jessica Rossy	972-821-9883	jessica.rossy@sportclips.com	Real Estate Director - AK, AR, FL, SW MO, NV (Clark County), OK, TX (San Antonio/S. TX/ Laredo/Austin)
			Matt Kamm	630-205-1498	mkamm1@sbcglobal.net	Eastern MO, IL, MI
			David Weseman	402-871-9066	david.weseman@sportsclips.com	CO, IA, KS, MN, MT, NE, ND, SD, WY
			Greg Zotian	908-963-5625	greg.zotian@sportsclips.com	NJ
			Mark Mansfield	214-454-8864	mark.mansfield@sportsclips.com	NM, TX (DFW/El Paso/Panhandle)
			Matt Lewis	919-818-9728	matt.lewis@sportsclips.com	NC
			David Boucher	513-509-1228	david.boucher@sportsclips.com	KY (Northern), OH (Cincinnati, Columbus, Dayton)
			Phil Brown	425-260-5796	phil.brown@sportsclips.com	OR, WA,ID,MT, Bay Area, Monterey, Chico, Redding, Sacramento, Reno
			EJ Gozur	803-487-7711	ejgozur@outlook.com	GA (Eastern), PA (Western), SC, WV
			Joe Klimek	713-443-5696	joe.klimek@sportsclips.com	TX (Houston)
			Duke Sorensen	801-767-1162	duke.sorensen@sportsclips.com	ID (Southern), UT
			Keith Kostek	804-513-7874	keith.kostek@sportsclips.com	DE (Southern), MD (Southern), VA
			Spencer Chamberlain	760-815-4010	spencer@scjm.solutions	CA (Orange/Riverside/LA/San Bernardino/San Diego & Imperial)
Sprouts Farmers Market	Phoenix	AZ	Ted Frumkin	602-682-1556	tedfrumkin@sprouts.com	Chief Development Officer
			Terry Gibbons	602-682-1370	terrygibbons@sprouts.com	Vice President, Real Estate, FL
			Chuck Kutschko	661-799-3306	chuckkutschko@sprouts.com	CA, NV, UT, CO, WA
			Brian Crossen	508-934-9279	briancrossen@sprouts.com	NC, SC, VA, MD, PA, DE
			Rae Speciale	602-682-3213	raespeciale@sprouts.com	AZ, NM, TX, OK, KS, MO (KC only), TN, GA, LA, AL
Staples	Framingham	MA	Tricia Lenehan	508-235-6305	tricia.lenehan@staples.com	Non-Retail/North America
			David Schulman	508-253-0542	david.schulman@staples.com	NYC & Long Island (NY)
			Noal Solomon	973-341-9571	noal.solomon@staples.com	PA, WV, MD, DE, NJ
			Kevin Reilly	949-295-8388	kevin.reilly@staples.com	OR, CA, AZ
			Melinda Petit	508-253-7515	melinda.petit@staples.com	WA, ID, MT, WY, NV, UT, CO, NM, TX, OK, KS, NE, IA, MO, AR, LA, MS, AL, TN, KY, OH





Retailer	City	State	Contact	Phone	Email	Territory
Starbucks		•	Jim Spillane			SVP - US
			John Cadden			VP - Southeast
			Kim Williams			VP - Central
			Todd Trewhella			VP - Northeast
			Cari Loveless			Store Development - Pacific Northwest
			Beverly Metz			Store Development - LA/Central California
			Charlie Arbing			Store Development - Southern California & Hawaii
			Owen Hutchison			Store Development - South Central
			Dawn Rheinlander			Store Development - Western Mountain
			Dean Klein			Store Development - Midwest (Chicago)
			Kate Feuti			Store Development - Northeast (Boston)
			Dan Shallit			Store Development - NYC
			John Bell			Store Developent - Mid-Atlantic
			Warner Walker			Store Developent - Southeast (Atlanta)
			Laurie Rozen			Store Developent - Florida
			Karen Parrot			National Malls Portfolio
Stater Bros. Markets	San Bernardino	СА	Bill Corridan		bill.corridan@staterbros.com	
			Michael Reed		michael.reed@staterbros.com	
			Teresa Opsahl			
Stop & Shop	Quincy	MA	Guy Stutz	617-699-4028	gstutz@ahold.com	New England Division
			Linda Costanzo	617-770-8194	lcostanzo@ahold.com	New England Division
			Linda Figueiredo	617-689-4189	linda.figueiredo@ahold.com	New England Division
			Lisa Ham	908-377-2231	lisa.ham@ahold.com	Metro New York/New Jersey Division
			Deborah Farr	914-251-2824	deborah.farr@ahold.com	Metro New York/New Jersey Division
Regis Corporation	Minneapolis	MN	Bert Trolesi	562-432-6927	bert.trolesi@regiscorp.com	MT,WA,OR,ID,WY,NV,UT,AZ,CA
(Supercuts, Cost Cutters, Roosers & First Choice Haircutters)			Allison Charney	952-918-4706	allison.charney@regiscorp.com	ND,SD,NE,MD,IA,WI,MI,IL,IN,MONJ, EAST PA, DE,MD,PR,LONG ISLAND





Retailer	City	State	Contact	Phone	Email	Territory
			Josh Gardner	817-230-4885	josh.gardner@regiscorp.com	CO,NM,TX,OK,KS,AR,LA,MS,AL
			Corinna Rogers	952-918-4772	corinna.rogers@regiscorp.com	TN,GA,SC,NC,FL
			Erik Busch	952-918-4716	erik.busch@regiscorp.com	VP of Real Estate, MN, ME,NY,VT,NH,MA,CT,RI,O H,WV,VA,KY
			Jordana Hennigan	416-556-7571	jordana.hennigan@regiscorp.com	Canada, AK
Taco Bell	Irvine	СА	Basil Kazepis	914-774-1000	basil.kazepis@yum.com	Director of Development - East
			Ryan Murray	339-222-7948	ryan.murray@yum.com	New England Area & NY Metro
			Mike Kelly	732-496-3030	michael.kelly@yum.com	OH, PA, Upstate NY, NH, DE, VA, ND, SD, NE, MN, IA, WI, MI, IL (Northern), IN (Northern)
			Heather Jacobson	214-649-7220	heather.jacobson@yum.com	Director of Development - West   NM, CO, AZ, TX, LA
			Ryan Huo	949-863-2864	ryan.huo@yum.com	WA, OR, CA, NV, UT, ID, MT, WY
			Chad Harper	502-874-2487	chad.harper@yum.com	KS, OK, MO, AR, IL (Southern), IN (Southern), WV, KY, TN, MS, AL
			Julie Krupa	919-818-0522	julie.krupa@yum.com	NC, SC, GA, FL
			Jonathan Trapesonian	949-863-3605	jonathan.trapesonian@yum.com	Director of Development - Company Markets
			Cindy Frye	817-312-0020	cindy.frye@yum.com	Company Markets: Atlanta, Bakersfield, El Paso, Houston, Los Angeles, Miami, Orlando, DC, Palm Beach
			Sue Harrod	502-874-8584	sue.harrod@yum.com	Company Markets: Charlotte, Cleveland, Detroit, Flint, Indianapolis, Knoxville, Norfolk, Toledo
			Stephanie Werther		stephanie.werther@yum.com	Company Markets: Chicago, Manhattan
Take 5 Oil Change	Metairie	LA	Wilson Blum	504-837-0670	wilson@take5oilchange.com	
Target	Minneapolis	MN	Gregg Steinhafel	612-761-2072		
			Scott Peterkin	612-761-6793	Scott.Peterkin@target.com	Outparcel Disposition Program
The Fresh Market	Greensboro	NC	James Dewey	336-272-1338		
The Grocery Outlet	Emeryville	СА	Brian McAndrews	510-379-2167	bmcandrews@cfgo.com	SVP Store Development
			Marc Drasin	510-704-2819	mdrasin@cfgo.com	VP Real Estate - CA (Bay Area), San Diego (CA), ID, OR, WA, PA
			Bill Coyle			VP Real Estate- N. CA, C. CA, Greater LA, NV
			Pat Barber	626-826-4946	pbarber@cfgo.com	



Retailer	City	State	Contact	Phone	Email	Territory
The Joint Chiropractic	Scottsdale	AZ	Kala Caddell	480-245-5960 x222	kala.caddell@thejoint.com	
The Learning Experience	Boca Raton	FL	Chad Weissman	561-886-6400	cweissman@tlecorp.com	TX, WA, CT, OR, CO, VA, OH, NM, NV & Canada
			Nick Vanella	561-886-6410	nvanella@tlecorp.com	NJ, PA, NC, IL, MA, MI, FL, TN, NH, DE, NY, MD , CA, MO, NV, KS
			Louay Akil	862-849-6070	lakil@tlecorp.com	TX (Harris County, Austin), CA (Los Angeles, Orange, Riverside, San Diego), Phoenix
			Anne Ewing	561-886-6387	aewing@tlecorp.com	SVP - Center Development - US, Canada & UK
			Jeannie Cave	561-886-6400	jcave@tlecorp.com	Sr. Director Construction & Center Development
Thorntons	Louisville	KY	Dennis Somers	502-425-8022	dennis.somers@thorntonsinc.com	Land Acquistiions
TJX Companies, Inc. (TJ Maxx, HomeGoods & Marshalls)		ТХ	Tom Miller	330-707-1785	tom_miller@tjx.com	Regional Real Estate Director- OH, IN, WV, W. PA, KY, MI
			Kelly Dishman	817-732-7800	kelly_dishman@tjx.com	AVP- Sr. Regional Real Estate Director- CO, NM, OK, TX, AR, WY
			Tami DeFrank	775-298-7017	tami_defrank@tjx.com	Regional Real Estate Director- CA (N. of Bakersfield), NV, OR, WA
			Gail Adler	312-243-9000	gail_adler@tjx.com	AVP- Sr. Regional Real Estate Director- WI, IL, NYC, ND, SD, MI
			Andrew Crocker	774-308-2235	andrew_crocker@tjx.com	AVP- Sr. Regional Real Estate Director- CT, MA, ME, NH, RI, VT
			Bob Flanagan	774-308-5518	robert_flanagan@tjx.com	Regional Real Estate Director- NJ, NY, DE
			Mark Hernon	330-707-1784	mark_hernon@tjx.com	AVP- SR. Regional Real Estate Director- AK, DC, MD
			Tom Maroney	508-816-6441	thomas_maroney@tjx.com	Regional Real Estate Director- IA, KS, MO, NC, NE, SC, VA
			Keith Schantz	352-332-4388	keith_schantz@tjx.com	AVP- SR. Regional Real Estate Director- AL, FL, GA, LA, MS, PR, TN
			Tom Mahoney	858-369-0933	tom_mahoney@tjx.com	Regional Real Estate Director- AZ, CA- South of Reno, ID, MT, South NV,ID
			Deb Holmsen	714-241-8881	deborah_holmsen@tjx.com	AVP- SR. Regional Real Estate Director- HI
Tommy's Express			Robin Muir	806-570-2874	robinm@tommys-express.com	
Tops Markets	Buffalo	NY	Tom Fitzgerald	716-635-5130	tfitzgerald@topsmarkets.com	
Trader Joe's				626-599-3700		





Retailer	City	State	Contact	Phone	Email	Territory
Tractor Supply	Brentwood	ΤN	Mike Miller		mimiller@tractorsupply.com	VP Real Estate & Construction
Tropical Smoothie Café	Atlanta	GA	Melissa Tinsley		mtinsley@tropicalsmoothie.com	OR, CA,NV, AZ,NM, TX,OK,AR
			Kyley Yanker		kyanker@tropicalsmoothie.com	WA,ID, UT, MT, WY, SD, ND, NE, KS, MO, IA, MN, WI, IL, IN, OH, KY, NC
			Kristen Klein		kklein@tropicalsmoothie.com	CO,MI,ME,VT,NH,MA,RI,CT,NJ,DE,MD,DC,PA,NY, WV,VA
			Don Tomberlin		dtomberlin@tropicalsmoothie.com	FL,SC,TN,LA,MS,AL,GA
The UPS Store			Chad Cantrell		chadcantrell@upsstore.com	National Real Estate Director
			Mark Johnson		markjohnson@upsstore.com	Real Estate Manager - Eastern US
			Alyssa Kehrig		akehrig@upsstore.com	Real Estaste Manager - Central US
			Patrick Carpenter	858-597-8508	pcarpenter@upsstore.com	National Real Estate Director; Western US
Tuffy Auto Service Center	Toledo	ОН	David Schak	419-865-6900	dave@tuffy.com	
UFC GYM			Bill Oughton			VP of Real Estate
Ulta	Scottsdale	AZ	Rick Franz	480-344-7710	rick.franz@ulta.com	VP Real Estate
			David Krueger	630-378-7203	dkrueger@ulta.com	SVP Growth & Development
			Pam Lent	916-435-0300	plent@ulta.com	VP Real Estate
			Casey Hartl	952-977-9148	chartl@ulta.com	VP Real Estate
			Maria Bunstine	718-361-2697	mbunstine@ulta.com	VP Real Estate
U.S. Cellular	Chicago	IL	Glen Todd	773-399-8922	glen.todd@uscellular.com	National Real Estate Manager
			Ruth Bowers	660-216-8061	ruth.bowers@uscellular.com	Retail Territory Manager- WA, OR, CA, NE, KS, OK, IA, MO, IL
			Jon Vollentine	773-399-4182	jon.vollentine@uscellular.com	Retail Territory Manager- WI, TN, NC, VA, WV, ME, ND, CT
Valvoline Instant Oil Change	Lexington	KY	Michael Schifsky	715-262-9859	mgschifsky@valvoline.com	MN, WI, MI, MO, IL, IN, OH, PA, NY
			Kalin Berger	503-783-3203	kalin.berger@valvoline.com	WA, OR, ID, NV, NM, CO
			Kermit Smith	281-943-4212	kermit.smith@valvoline.com	TX
			Chandler Johnson	404-276-9957	chandler.johnson@valvoline.com	AL, GA, TN, KY
			David Wright	864-380-4295	david.wright@valvoline.com	VA
Verizon Wireless	Basking Ridge	NJ	Rob Bedore	678-339-5034	rob.bedore@vzw.com	Real Estate Head - South East





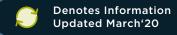
Retailer	City	State	Contact	Phone	Email	Territory
			Joseph Juliani	603-621-6740	joseph.juliani@vzw.com	Real Estate Head - South Central
			Liz Johnson	949-286-6427	elizabeth.johnson5@verizonwireless.com	Real Estate Head - Pacific Market & North Centra Market
			John Reali	646-265-4318	john.reali@vzw.com	Real Estate Head - Great Lakes   OH, PA, WV
			Dennis Colton	201-259-4311	dennis.colton@vzw.com	North East- New store site selection
			Diane Maraventano	908-507-9819	Diane.maraventano@vzw.com	North East- existing store inquiries
			Kristen Gamsby	973-903-0701	kristen.gamsby@vzw.com	North East- National LL's
			Abby Huls	813-615-4694	abby.huls@vzw.com	South East - New store site selection
			Paul Hafer	561-400-9837	paul.hafer@vzw.com	FL, GA, TN Existing store inquiries
			Rob Bedore	678-339-5034	rob.bedore@vzw.com	NC, SC Existing store inquiries
			Chris Neher	925-708-4349	christopher.neher2@vzw.com	Central & North Cali/Reno, NV
			Andy Edwards	913-530-5306	andrewg.edwards@vzw.com	AK, HI, OR, WA / CO, ID,MT,UT,WY
			Nancy Gardiner	480-763-6651	nancy.gardiner@vzw.com	Southern Cali / NE,ND,SD,AZ,NM, Las Vegas
			Eileen Engels	763-595-2411	eileen.engels@vzw.com	IA,KS,MN,MO, southern IL, WI
			Bill Hines	248-915-3720	william.hines2@vzw.com	IN, KY, MI, South OH,
			Mark Ferguson	412-527-5586	mark.ferguson2@vzw.com	IL, North OH
			Robyn Brooks	713-219-8127	robyn.brooks@vzw.com	South Central - new store site selection
			Trina Lowmaster	214-287-3028	trina.lowmaster@vzw.com	South Central - existing store inquiries
Wakefern Food Corporation			Andrew Pittel	732-906-5120	andrew.pittel@wakefern.com	Manager of Real Estate
Walgreens	Deerfield	IL	Tom Connolly	847-315-2569	tom.connolly@walgreens.com	
			Didier Glattard	847-315-3792	didier@glattard@walgreens.com	MD, DE, DC, VA, WV, PA, MI, NJ (Southern), OH (Toledo/Youngstown)
WaWa	Wawa	PA	Chris Gormley		christopher.gormley@wawa.com	PA (Bucks, Carbon, Lehigh, Luzerne, Monroe Montgomery & Northampton Counties)
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Wendy's	Dublin	ОН	Angela Coppler	614-760-2025	angela.coppler@wendys.com	Sr. Director - Non-Traditional Development & Franchise Recruiting
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			Chris Michelson	214-436-8765x4261	chrismichelson@zoeskitchen.com	AZ, CO, DE, NJ, OK, PA & TX





# MEET OUR TEAM

#### Meet Our Team



#### Daniel Herrold Senior Director

Daniel Herrold is a Senior Director in the Tulsa, office, where he has maintained various roles within the firm over his 15 year tenure at SJC. He has led teams that have completed over \$3 billion in transaction volume through his tenure with the firm across all product types. Outside of production, Herrold has played an instrumental role in senior leadership within the firm. In 2008, he successfully launched the firm's first office outside of Tulsa located in Houston, Texas, where he managed the office through its stabilization. In 2010, Herrold was promoted to Executive Managing Director, where he continued the firm's expansion by launching four additional offices located in Chicago (IL), San Francisco (CA), Los Angeles (CA) and Phoenix (AZ).

Herrold migrated back into production in 2013, where he co-founded the firm's first formal practice group - the Corporate Finance Group ("CFG"). CFG's primary focus is providing a range of services specifically to real estate operators & private equity groups, including services such as sale leasebacks, build-to-suit structuring & financing, lease advisory & restructuring & surplus property sales.

- Strategy Development & Execution
- Business Development
- Client Advisory



#### **Campbell Black** Associate Director

With 10+ years of capital markets experience. Mr. Black is primarily responsible for originating and executing investment sales transactions throughout the United States with a focus on net lease and sale leaseback deal types. He is a part of the Corporate Finance Group, a practice within SJC that focuses primarily on owner/ users of single-tenant real estate. Throughout the course of his real estate career, he has executed approx. \$1.8 billion in commercial real estate transactions. Prior to joining SJC, Mr. Black was a member of HFF's Single Tenant Investment Sales platform.

- Deal Origination & Execution
- Portfolio Analytics





#### Meet Our Team



#### Austin Duff Associate

Austin Duff is an associate with Stan Johnson Company's Corporate Finance Group based in Chicago, where he specializes in single tenant and multi-tenant retail, office and industrial net lease properties throughout the United States. He is primarily responsible for originating and executing investment sales, sale leaseback and structured capital markets transactions. Austin works with a broad range of investor profiles including private equity funds, REITs, institutional asset managers, corporate occupiers, developers and individual private investors where he provides advisory services regarding all facets of net lease properties.

- Business Development
- Deal Origination

in

• Transaction Execution

aduff@stanjohnsonco.com

#### Donica Webb Operations Analyst

Donica Webb joined Stan Johnson Company in the fall of 2013. Since joining, she has managed closings for over \$364 million in transaction volume and over 70 unique transactions. Webb is directly responsible for due diligence organization, contract negotiations, and lease reviewing. Webb's team's focus centers on Portfolio Sale Leasebacks, Lease Restructuring, Built-to-Suit, and Renovation or Expansion Capital; the diverse and complex deal structures require tremendous deal cycle management.

- Due Diligence Organization
- Contract and Lease Negotiation
- Closing Management

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#### beyond traditional brokerage

#### 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.

#### Collaboration

Stan Johnson Company operates on an open, collaborative platform in which we share information, trends, systems, processes and one database among all of the firm's brokers. By sharing and leveraging our collective knowledge and strengths, we are able to maximize value and exposure for our clients—a true, thorough, and complete representation of the market, unmatched by our competitors.

#### Specialization

Stan Johnson Company was founded upon an exclusive focus on single-tenant sales and maintains the largest team of focused single-tenant brokers in the country. As a result, Stan Johnson Company is viewed as the preeminent source of single-tenant knowledge and properties by buyers, fellow brokers and influencers across the country. **30**+ Years

More than three decades of net lease experience

More than 5,500 transactions exceeding

#### beyond experience

Stan Johnson Company consistently monitors all single-tenant investor activity through a proprietary central database system which is shared by all Stan Johnson Company professionals – including advanced analytics such as website downloads and visits. Our national network of professionals' track and share the activity of all active investors historically, in the market and those considering a net lease investment including buyers, sellers, REITs, institutions, private equity, foreign capital, lenders, tax deferred investors (1031, 1033), high net worth private investors, and family offices.

90+ The industry's largest team of net lease brokers



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#### going beyond



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