



ICSC 2018 Monterey Conference & Deal Making RETAILER FACT SHEET

Retailer Name:	Sutter Health
Company Website:	www.sutterhealth.org
General Retail Category (per store concept):	Medical
Customer:	everybody
Total Stores in Operation (per store concept):	12
Total Square Footage Preferred:	1800-2000 sf
Frontage Preferred:	
Type of Real Estate Preferred:	Neighborhood centers, lifestyle centers
Co-Tenants Preferred:	Major grocery
Growth Markets:	Sacramento area, San Francisco bay area
Growth in 2018:	30 sites total
Anticipated Growth in 2018-2019:	40 sites total
Demographics Preferred:	

CONTACT INFORMATION

Name:	James Chung
Title:	Western Regional Retail Leader
Company Name:	Cushman & Wakefield
Contact Information:	408 436-3630 James.chung@cushwake.com
Territory:	San Jose, SF Bay area
Real Estate Website	

CONTACT INFORMATION

Name:	Chris Campbell
Title:	Executive Vice President
Company Name:	CBRE
Contact Information:	916 446-8760 chris.campbell@cbre.com
Territory:	Sacramento
Real Estate Website	



**ICSC 2018 Monterey Conference & Deal Making
RETAILER FACT SHEET**

Retailer Name:	Great Clips
Company Website:	www.greatclips.com
General Retail Category (per store concept):	Hair Salon
Customer:	70% men and kids.
Total Stores in Operation (per store concept):	4,261
Total Square Footage Preferred:	900-1200
Frontage Preferred:	15-20'
Type of Real Estate Preferred:	Strong, daily needs neighborhood centers
Co-Tenants Preferred:	Top tier grocers, major drug, national shop co-tenants, QSR's
Growth Markets:	All over North America. In CA, heavy emphasis on southern CA, continue expansion in the bay area, Sacramento and the Central Valley.
Growth in 2017:	Added 234 new salons across North America.
Anticipated Growth in 2017-2018:	Will add another 200+ salons in 2018
Demographics Preferred:	Younger family, higher income suburban trade areas preferred.

CONTACT INFORMATION

Name:	Jim Reynolds
Title:	Senior Real Estate Manager
Company Name:	Great Clips Inc
Contact Information:	Jim.reynolds@greatclips.com (425) 825-5480
Territory:	CA/OR/WA/ID/HI/AK/MT/CO/AZ/UT/NV BC/Alberta/Saskatchewan/Winnipeg
Real Estate Website	https://www.greatclips.com/about-us/real-estate



ICSC 2018 Monterey Conference & Deal Making RETAILER FACT SHEET

Retailer Name:	Hibbett Sporting Goods, Inc.
Company Website:	Hibbett.com
General Retail Category (per store concept):	Shoes, apparel and equipment
Customer:	N/A
Total Stores in Operation (per store concept):	1080
Total Square Footage Preferred:	5,000
Frontage Preferred:	40' minimum
Type of Real Estate Preferred:	Power Center, Strip Center or Mall
Co-Tenants Preferred:	Target, Walmart, Ross, TJ Maxx and other Junior anchors
Growth Markets:	California
Growth in 2018:	30
Anticipated Growth in 2018-2019:	60
Demographics Preferred:	N/A

CONTACT INFORMATION

Name:	Paul Bartlett
Title:	Principal
Company Name:	Edge Realty
Contact Information:	pbartlett@edge-re.com (949) 521-7435
Territory:	California
Real Estate Website	N/A



**ICSC 2018 Monterey Conference & Deal Making
RETAILER FACT SHEET**

Retailer Name:	Five Below
Company Website:	www.fivebelow.com
General Retail Category (per store concept):	Specialty
Customer:	Pre-teens & teens
Total Stores in Operation (per store concept):	625
Total Square Footage Preferred:	8,000 – 8,500
Frontage Preferred:	58'
Type of Real Estate Preferred:	Inline locations in Power/Regional Strip Centers
Co-Tenants Preferred:	Target, TJ Maxx, Marshalls, Ross, Ulta
Growth Markets:	Central/Southern CA, Phoenix, Las Vegas, Eastern U.S. states
Growth in 2018:	Approximately 125 New Stores
Anticipated Growth in 2018-2019:	225+ New Stores
Demographics Preferred:	Trade Area Population > 125k

CONTACT INFORMATION

Name:	Mike Metzger
Company Name:	Sierra Pacific Retail Group
Contact Information:	mike@sprg.com (916) 576-3704
Territory:	Central California
Real Estate Website	Sprg.com

Name:	Susan Chaplin
Company Name:	Western Retail Advisors
Contact Information:	schaplin@w-retail.com (949) 955-0391
Territory:	LA Area
Real Estate Website	W-retail.com

Name:	Ron Pepper
Company Name:	Retail Insite
Contact Information:	rpepper@retailinsite.net
Territory:	San Diego
Real Estate Website	RetailInsite.net



ICSC 2018 Monterey Conference & Deal Making RETAILER FACT SHEET

Retailer Name:	Dunkin' Donuts
Company Website:	www.DunkinDonuts.com
General Retail Category (per store concept):	
Customer:	
Total Stores in Operation (per store concept):	12,000
Total Square Footage Preferred:	700 to 2,500
Frontage Preferred:	
Type of Real Estate Preferred:	Drive-thru, end cap or freestanding
Co-Tenants Preferred:	
Growth Markets:	Bay Area and Northern California
Growth in 2018:	Several planned DD's opening
Anticipated Growth in 2018-2019:	
Demographics Preferred:	

CONTACT INFORMATION

Name:	Matt Cobo
Title:	Owner/Franchisee
Company Name:	Dunkin' Donuts
Contact Information:	Matt@LoveDunkin.com
Territory:	
Real Estate Website	



ICSC 2018 Monterey Conference & Deal Making RETAILER FACT SHEET

Retailer Name:	Quick Quack Car Wash
Company Website:	Dontdrivedirty.com
General Retail Category (per store concept):	Car Wash
Customer:	Daily needs shopper and heavy daytime population.
Total Stores in Operation (per store concept):	50
Total Square Footage Preferred:	1 acre, building is 3,600 s.f.
Frontage Preferred:	Minimum site dimensions 200' x 180'
Type of Real Estate Preferred:	Freestanding hard corner at signalized intersection.
Co-Tenants Preferred:	Retailers (i.e. grocery, drug stores)
Growth Markets:	Southern California, Northern California and Northwest Nevada
Growth in 2018:	50
Anticipated Growth in 2018-2019:	100
Demographics Preferred:	No preference.

CONTACT INFORMATION

Name:	Lee Garrido
Title:	Real Estate Manager
Company Name:	Quick Quack Car Wash
Contact Information:	Leeg@dontdrivedirty.com (916) 719-1816
Territory:	Northern California
Real Estate Website	Under construction

CONTACT INFORMATION

Name:	Noreen Yeigh
Title:	Real Estate Manager
Company Name:	Quick Quack Car Wash
Contact Information:	noreeny@dontdrivedirty.com (916) 380-2022
Territory:	Southern California and Northwest Nevada
Real Estate Website	Under construction



Monterey Conference & Deal Making RETAILER FACT SHEET

Retailer Name:	PAPA JOHN'S PIZZA
Company Website:	www.papajohns.com
General Retail Category (per store concept):	Pizza Carry Out and Delivery
Customer:	People Eating Pizza
Total Stores in Operation (per store concept):	5,199 Global Units EOY 2017
Total Square Footage Preferred:	1300 sq. – 1600 sq. Traditional store Non-Trade Venues-Airports-Convenience Stores-Travel Plaza-Mass Transit Terminals-Stadiums/Arenas/Raceways-Hospitals-Casinos-Universities/Schools-Theme Parks-Zoos Small Town Program depends on market
Frontage Preferred:	Min 20'
Type of Real Estate Preferred:	Traditional stores Grocery anchored, Daily needs retail, Endcap, Inline, Pad, Freestanding Retail Corridors, Main Arteries
Growth Markets:	Trade Areas available US & Globally See Website-www.papajohns.com Open A Franchise Available Trade Areas
Growth in 2018:	3%-5% Net new units globally
Anticipated Growth in 2018-2019:	> 5%
Demographics Preferred:	See Website-www.papajohns.com Open A Franchise Available Trade Areas

CONTACT INFORMATION

Name:	Liz Caputo
Title:	Sr Director Real Estate
Company Name:	Papa John's International, Inc.
Contact Information:	702.540.2594; Liz_Caputo@papajohns.com Papa John's International, Inc. 2002 Papa John's Boulevard Louisville, KY 40299
Territory:	Western North America/Canada
Real Estate Website	www.papajohns.com OPEN A FRANCHISE

Name:	Ed Daniels
Title:	Sr. Director Real Estate
Company Name:	Papa John's International, Inc.
Contact Information:	954.612.1060; Ed_Daniels@papajohns.com Papa John's International, Inc. 2002 Papa John's Boulevard Louisville, KY 40299
Territory:	Eastern North America/Canada



ICSC 2018 Monterey Conference & Deal Making RETAILER FACT SHEET

Retailer Name:	The Wendy's Company
Company Website:	Wendys.com
General Retail Category:	QSR/Hamburger Drive-Thru
Customer:	People who eat Fresh, Never Frozen Food
Total Stores in Operation:	6500+
Total Square Footage Preferred:	Building: 2100-3500 – Flexible Lot: 20,000sqft to 1 Acre – Flexible
Frontage Preferred:	125-150ft+
Type of Real Estate Preferred:	Freestanding buildings with drive thru, end-cap with drive thru, conversions – Flexible!
Co-Tenants Preferred:	A combination of national retailers – soft goods and grocery tenants
Growth Markets:	Urban, Suburban, Rural
Growth in 2018:	125 new openings
Growth in 2018-2019:	175 restaurants
Demographics Preferred:	Daytime Employees: 5000 within 1 mile, 10,000 within 2 miles Residential Population: 12,000 within 1 mile, 25,000 within 2 miles Above Average Median Household Income Preferred – All Flexible! *Each site is evaluated on its own merit

CONTACT INFORMATION

Name:	Kathy Seferian
Title:	Real Estate Director
Company Name:	The Wendy's Company
Contact Information:	Kathy.Seferian@wendys.com (949) 201-7046
Territory:	West Coast: AK, CA, HI, NV, OR, WA
Real Estate Website	N/A



**ICSC 2018 Monterey Conference & Deal Making
RETAILER FACT SHEET**

Retailer Name:	Grocery Outlet "Bargain Market"
Company Website:	www.groceryoutlet.com
General Retail Category (per store concept):	Discount Grocery stores
Customer:	Everyone who wants a bargain on brand names
Total Stores in Operation (per store concept):	300
Total Square Footage Preferred:	18,000 SF
Frontage Preferred:	120'
Type of Real Estate Preferred:	Free standing or multi tenant. Existing space or new build to suit.
Co-Tenants Preferred:	Female shoppers
Growth Markets:	Los Angeles and San Diego. Also all of California, Washington, Oregon, Pennsylvania and Northern Nevada.
Growth in 2018:	30
Anticipated Growth in 2018-2019:	36 in 2019
Demographics Preferred:	All demographics.

CONTACT INFORMATION

Name:	Marc Drasin - VP Bill Coyle - VP Schuyler Jackson - Director
Title:	
Company Name:	Grocery Outlet Inc.
Contact Information:	mdrasin@cfgo.com bcoyle@cfgo.com Sjackson@cfgo.com
Territory:	Varies, see website, anyone can help you.
Real Estate Website	www.groceryoutlet.com



**ICSC 2018 Monterey Conference & Deal Making
RETAILER FACT SHEET**

Retailer Name:	Albertsons Companies
Company Website:	www.albertsonscorporationsrealstate.com
General Retail Category (per store concept):	Grocery
Customer:	
Total Stores in Operation (per store concept):	2,300
Total Square Footage Preferred:	18,000-65,000
Frontage Preferred:	
Type of Real Estate Preferred:	
Co-Tenants Preferred:	
Growth Markets:	
Growth in 2018:	
Anticipated Growth in 2018-2019:	
Demographics Preferred:	

CONTACT INFORMATION

Name:	Steve Berndt
Title:	Regional Vice President, Real Estate, West
Company Name:	Albertsons Companies
Contact Information:	Steve.berndt@albertsons.com
Territory:	West
Real Estate Website	www.albertsonscorporationsrealstate.com



ICSC 2018 Monterey Conference & Deal Making RETAILER FACT SHEET

Retailer Name:	BP ampm
Company Website:	www.bp.com/america
General Retail Category (per store concept):	Convenience Store with Fuel
Customer:	18 – 44
Total Stores in Operation (per store concept):	376 ARCO ampms, 135 ARCO gas only sites
Total Square Footage Preferred:	43,560
Frontage Preferred:	200' – 250'
Type of Real Estate Preferred:	Hard Corner
Co-Tenants Preferred:	NA
Growth Markets:	Northern California, Washington
Growth in 2017:	12 new stores (includes corporate and franchise locations)
Anticipated Growth in 2017-2018:	2017 12, 2018 27 (includes corporate and franchise locations)
Demographics Preferred:	13,000 Households, 18,000 daytime, \$55,000 income, all within 2 miles.

CONTACT INFORMATION

Name:	Michael Hager
Title:	Network Development Manager
Company Name:	BP West Coast Products, LLC
Contact Information:	hagerme@bp.com Cell: 916-792-3142
Territory:	Northern California (Merced/Monterey Counties and north), Oregon and Washington
Real Estate Website	NA



ICSC 2018 Monterey Conference & Deal Making RETAILER FACT SHEET

Retailer Name:	El Pollo Loco, Inc.
Company Website:	www.elpolloloco.com
General Retail Category (per store concept):	QSR
Customer:	n/a
Total Stores in Operation (per store concept):	477
Total Square Footage Preferred:	2,200 – 2,995 – ground up & conversions
Frontage Preferred:	150'-175'
Type of Real Estate Preferred:	a) Free Standing w/drive thru b) High profile End Cap w/drive thru c) High Profile End cap
Co-Tenants Preferred:	Power Centers (Wal-Mart, Target, Home Depot, Lowe's, Theaters) and/or daily needs (grocery store and drug stores)
Growth Markets:	CA, AZ, UT, NV
Growth in 2018:	18-20 units per year
Anticipated Growth in 2018-2019:	18-20 units per year
Demographics Preferred:	Residential population: 30,000 in 2 miles Daytime population: 5,000 in 1 mile

CONTACT INFORMATION

Name:	Cheryl Fry cfry@elpolloloco.com
Title:	Senior Manager, Real Estate
Company Name:	El Pollo Loco, Inc.
Contact Information & Site Submittals:	Sandy Martin, Real Estate Specialist smartin@elpolloloco.com
Territory:	CA, AZ, UT, NV
Real Estate Website	www.elpolloloco.com



ICSC 2018 Monterey Conference & Deal Making RETAILER FACT SHEET

Retailer Name:	Sport Clips Haircuts
Company Website:	www.sportclips.com
General Retail Category (per store concept):	Salon/Barber
Customer:	Male with median to higher lever income
Total Stores in Operation (per store concept):	1,700+
Total Square Footage Preferred:	1,000-1,200
Frontage Preferred:	15-20
Type of Real Estate Preferred:	In-line with major anchors, out-parcels or strong retail strip centers
Co-Tenants Preferred:	National Co-Tenants
Growth Markets:	California, Nevada, Arizona, Oregon, Washington, Utah, Colorado
Growth in 2018:	150+ new store
Anticipated Growth in 2018-2019:	150+
Demographics Preferred:	Minimum population of 30,000 within a 5 mile radius, Targeting medium-to-higher income households

CONTACT INFORMATION

Name:	Shea Laffere
Title:	Real Estate Director
Company Name:	Sport Clips, Inc.
Contact Information:	Shea.Laffere@SportClips.com 469-236-0918
Territory:	Western US
Real Estate Website	www.sportclips.com



ICSC 2018 Monterey Conference & Deal Making RETAILER FACT SHEET

Retailer Name:	Phenix Salon Suites
Company Website:	http://phenixsalonsuites.com
General Retail Category (per store concept):	Hair Salon/ Salon Suites
Customer:	Salon Professional
Total Stores in Operation (per store concept):	205
Total Square Footage Preferred:	4,000-7,000
Frontage Preferred:	35-70
Type of Real Estate Preferred:	All types (everyday use is typical)
Co-Tenants Preferred:	Any, grocery, drug, soft goods, etc.
Growth Markets:	
Growth in 2018:	43 locations
Anticipated Growth in 2018-2019:	50+ locations
Demographics Preferred:	*High salon count *HHI typically above \$70,000

CONTACT INFORMATION

Name:	Robert Aertker
Title:	Director of Real Estate
Company Name:	Phenix Salon Suites Franchising LLC
Contact Information:	719-641-4637 rca@landmark-cs.com
Territory:	
Real Estate Website	



ICSC 2018 Monterey Conference & Deal Making RETAILER FACT SHEET

Retailer Name:	Studio Movie Grill
Company Website:	www.studiomoviegrill.com
General Retail Category (per store concept):	Dine-in Movie Theater
Customer:	Everyone
Total Stores in Operation (per store concept):	30
Total Square Footage Preferred:	40,521
Frontage Preferred:	265 x 175
Type of Real Estate Preferred:	Stand alone, shopping center, power center, mall
Co-Tenants Preferred:	Costco, Target, Restaurants
Growth Markets:	All of California
Growth in 2018:	1 – 2 in Northern California
Anticipated Growth in 2018-2019:	4 – 5 in Northern California
Demographics Preferred:	Population of 300K within a 20 minute drive and a HH income of at least \$100K

CONTACT INFORMATION

Name:	Joe Harberg
Title:	Director of Real Estate
Company Name:	Studio Movie Grill
Contact Information:	11700 Preston Road Suite 660-411 Dallas, TX 75230 (214) 494-0011 office (972) 514-2048 cell
Territory:	All of the USA
Real Estate Website	



ICSC 2018 Monterey Conference & Deal Making RETAILER FACT SHEET

Retailer Name:	STANTON OPTICAL & MY-EYELAB
Company Website:	www.stantonoptical.com www.my-eyelab.com
General Retail Category (per store concept):	Optical Retail
Customer:	Middle market, regional trade areas
Total Stores in Operation (per store concept):	120
Total Square Footage Preferred:	2,200 – 3,500 sf
Frontage Preferred:	
Type of Real Estate Preferred:	Freestanding, Endcaps, Road Side Strip
Co-Tenants Preferred:	QSR, Dental, Cellular, Mattress
Growth Markets:	California, Texas, Louisiana, Portland, OR
Growth in 2018:	45 stores
Anticipated Growth in 2018-2019:	80 stores
Demographics Preferred:	Mid-market \$45,000 – 75,000 AHHI 100,000 people minimum in 5 mile ring

CONTACT INFORMATION

Name:	Greg Lyon
Title:	Real Estate Department
Company Name:	Stanton Optical
Contact Information:	954-608-8910
Territory:	Nationwide
Real Estate Website	



ICSC 2018 Monterey Conference & Deal Making RETAILER FACT SHEET

Retailer Name:	Yoshinoya America, Inc
Company Website:	Yoshinoyaamerica.com
General Retail Category (per store concept):	Quick Service Restaurant
Customer:	
Total Stores in Operation (per store concept):	106 stores in U.S. – 2,300 in Japan – 600 throughout the rest of Asia
Total Square Footage Preferred:	30,000 sq. ft. – 2,000 – 2,220 sq. ft. building with drive thru
Frontage Preferred:	150 feet
Type of Real Estate Preferred:	Freestanding or pad site; shared pad with drive thru; prominent end cap with drive thru
Co-Tenants Preferred:	Hispanic grocers; Fallas Paredes; Discount retailers (99 cents Only, dollar stores, Big Lots, etc...) auto parts stores,
Growth Markets:	All of California; Hawaii
Growth in 2018:	4 openings; 9 under Lease
Anticipated Growth in 2018-2019:	Need to open 75 new units by 2021
Demographics Preferred:	High ethnicity; working class neighborhoods; Ideally 40%+ Hispanic and 20%+ Asian; Median Income \$45K - \$65K

CONTACT INFORMATION

Name:	Tod Holloway
Title:	Director of Real Estate
Company Name:	Yoshinoya America
Contact Information:	Tod.Holloway@yoshinoyaamerica.com 310.217.2147
Territory:	Western U.S.
Real Estate Website	