

CBRE/Grossman Retail Advisors LLC

A FULL SERVICE RETAIL REAL ESTATE ADVISORY FIRM



CBRE | Grossman
CB RICHARD ELLIS | Retail Advisors

FULL SERVICE. REDEFINED.

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SECTION 1

Executive Summary

MISSION STATEMENT

To provide the **highest quality** real estate services in New England; to offer our retail clients and property owners a **full-service** enterprise operating with **integrity, professionalism** and a **passion for excellence**; to communicate openly and effectively and produce results that **exceed expectations**.



CBRE/Grossman Retail Advisors LLC (CBRE/GRA) is a joint-venture between CB Richard Ellis-NE LP and Grossman Commercial Real Estate Group, Inc. CBRE/GRA is a full-service retail real estate firm, providing services in Leasing, Property & Asset Management, Capital Markets & Debt Advisory, and Construction & Development.

Grossman Commercial Real Estate Group, Inc. ("GCREG") was founded by Howard Grossman in 2008 as a retail management and development firm. As a new entity within the marketplace, debt-free with no interest-rate burden or outstanding risk, GCREG was strategically positioned to capitalize on emerging real estate opportunities.

The alliance between CB Richard Ellis-NE and GCREG was formed in 2009 to create the premier retail service provider for its clients. CBRE/GRA combines the network and resources of the largest commercial real estate service company in the United States with the focus of local knowledge and expertise. In today's challenging market, CBRE/GRA provides a one-stop source for its retail clients, creating innovative solutions to complex problems facing property owners and developers.

SECTION 1

Executive Summary

COMMITMENT TO RETAIL SERVICES



New player in market for retail property



Wednesday, October 7, 2009

New real estate advisory group formed



CBRE Teams With Grossman On New Retail Joint Venture



New player in market for retail property

By Casey Ross
Globe Staff / October 7, 2009

Commercial real estate powerhouse **CB Richard Ellis/New England** is launching a venture with one of the region's largest players in retail leasing, with the two trying to capitalize on an economic rebound that will probably lead to new property redevelopments and store openings over the next few years.

CB Richard Ellis is forming a joint venture with Grossman Commercial Real Estate Group, whose principals have represented Puma, Linens 'N Things, and CVS drugstores.

The new entity, to be called **CBRE/Grossman Retail Advisors**, is a formidable player in the region's retail market. Principals say the slowdown presented an unusual opportunity to join forces, and create new business now and expand as retailers emerge from scout new locations.

"Our expectation is that we're hitting the ground running at the top of the curve," said Kevin M. Doyle, co-managing partner for CBI in New England. "We see a lot of opportunities for retailers, and that's the future."



Wednesday, October 7, 2009

New real estate advisory group formed

Boston Business Journal - by Michelle Hillman

CB Richard Ellis/New England has joined with a real estate veteran to create a retail advisory group to grow its retail practice beyond investment sales and leverage its national platform.

The new relationship between **CBRE** and the **Grossman Commercial Real Estate Group Inc.** will provide leasing, development, asset management, consulting and advisory services in New England.

"No other player, no other national player in Boston, can offer this service,"



CBRE Teams With Grossman On New Retail Joint Venture

10.7 CB Richard Ellis New England is teaming with local retail veteran Howard Grossman to form **CBRE/Grossman Retail Advisors**, a new retail advisory firm that CBRE says will make it the only national brokerage house in New England offering a full-service retail practice. "We've been very interested in expanding our retail capabilities in New England," said Kevin Doyle, co-managing partner of CBRE New England.



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The joint venture began this spring, Doyle said, when Howard Grossman decided to strike out on his own. "This started with us trying to turn him around, and

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SECTION 2

Property & Asset Management



The Property & Asset Management group's objective is to maintain each property in a first-class manner and to continuously evaluate the assets to maximize value and enhance each property to meet our clients' short and long-term objectives.

PROPERTY MANAGEMENT

The Property Management team manages the daily operations of the property and serves as the liaison between the occupants and the Operation's contact.

CBRE/GRA's Property Management Services include:

- Property Management
- Property Accounting
- Lease Administration
- Capital Improvement Planning
- Insurance, Risk Management
- Tenant Coordination (Planning, Fit-out, etc.)

ASSET MANAGEMENT

CBRE/GRA has a team approach to asset management. The collective team of leasing, finance, development, property and asset managers meet regularly on strategies to enhance the value of the asset, managing with an "ownership mentality."

CBRE/GRA's Asset Management Services include:

- Financial Modeling, such as:
 - Argus Models
 - Financial Analysis
 - Hold/Sell Analysis
- Market Analysis
- Tenant Retention
- Preparation and implementation of annual Business Plan
- Key liaison between ownership and CBRE/GRA

SECTION 3

Landlord Representation



The Leasing team's objective is to provide unparalleled service on behalf of urban/suburban property owners and retail clients, providing maximum value solutions.

LANDLORD REPRESENTATION

CBRE/GRA Leasing services:

- Provide trade area/market information, including competitive properties, market rental comparables, development activity, etc.
 - Determine Merchandising Strategy for asset to maximize value creation and long-term stability
 - Review existing leases to determine **value-add opportunities** through early lease extensions, renegotiation of terms and conditions, early termination and re-leasing, etc.
 - Create target Tenant Prospect List
 - Create Leasing Package, including Site Plan/ Brochure, Aerial, Market Demos, etc.
- Responsible for all aspects of leasing process, including deal generation, LOI negotiation, and lease negotiation
 - Provide regular Leasing Update Reports by property to outline current leasing activity, lease rollovers, At-Risk Tenants, etc.
 - Representation at industry trade shows

EXISTING CLIENTS INCLUDE:



GUGGENHEIM

Urban Meritage

W·R | R·A

FINARD
PROPERTIES

KGI Properties, LLC

WESTRIDGE REALTY ADVISORS

KIMCO
REALTY



The Grossman Companies, Inc.
INNOVATIONS IN REAL ESTATE

LINEAR
RETAIL®



THE GUTIERREZ COMPANY

SECTION 4

Tenant Representation



The Leasing team's objective on behalf of Tenant clients is to understand the unique needs of retailers—from sourcing the best locations and delivering the newest opportunities to sharing the latest market trends. CBRE/ GRA handles local, regional or multi-market assignments and offers the right solutions through our proprietary and industry-leading research and technological tools.

TENANT REPRESENTATION

CBRE/GRA Tenant services include:

- Site selection
- Consumer profiling
- Mapping
- Trade area analysis
- Merchandise strategies
- Retailer Representation

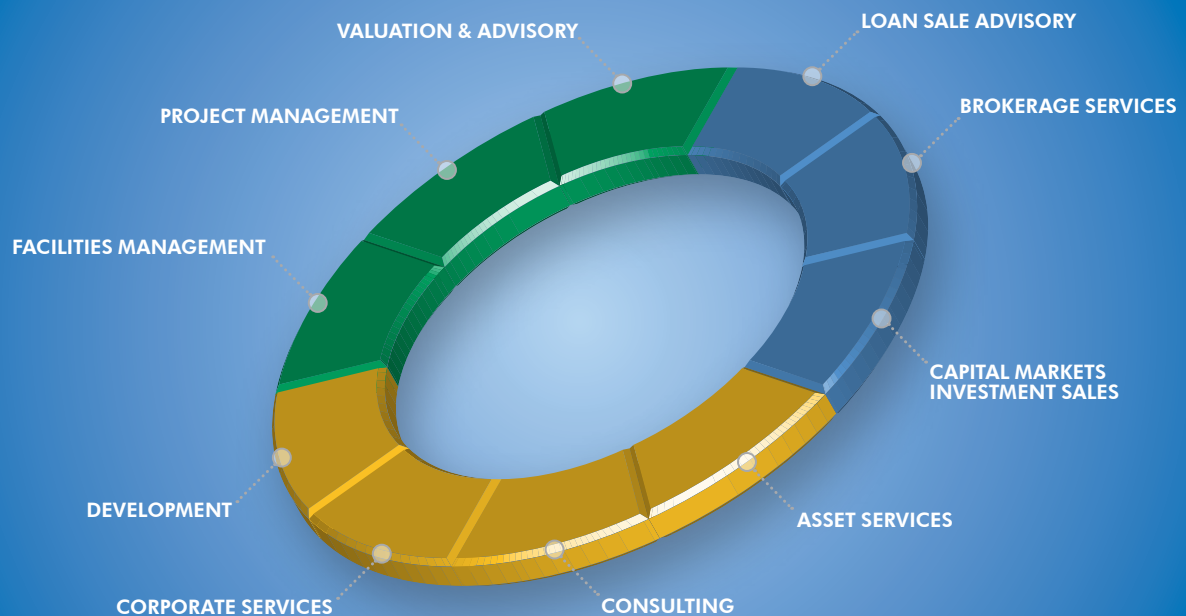
CBRE/GRA's Tenant representation provides retailers with the specialized dedication of a core group of like-minded professionals who are capable of handling the unique needs of a retailer's real estate. Our reach is international; our execution is regional and local. This translates into seamless, consistent service delivery, market-to-market, for our clients. Our professionals have expertise in all facets of retail real estate, including operations, finance, marketing, management and technology. Depending on the need, we can augment any existing real estate department or offer a totally outsourced solution.

EXISTING RETAIL CLIENTS INCLUDE:



SECTION 5

Restructuring Services



CB Richard Ellis' Restructuring Services Group (RSG) exists to provide a solution-based approach to troubled assets that is multi-faceted and asset specific in its execution.

In a challenged economy like we have today, many financial institutions, investors and owners are faced with non or under-performing assets, particularly in the wake of the ongoing credit crisis. CBRE's Restructuring Services Group serves these unique client needs with a fully-integrated platform that specifically addresses the workout, restructuring and recovery of distressed commercial real estate loans and assets.

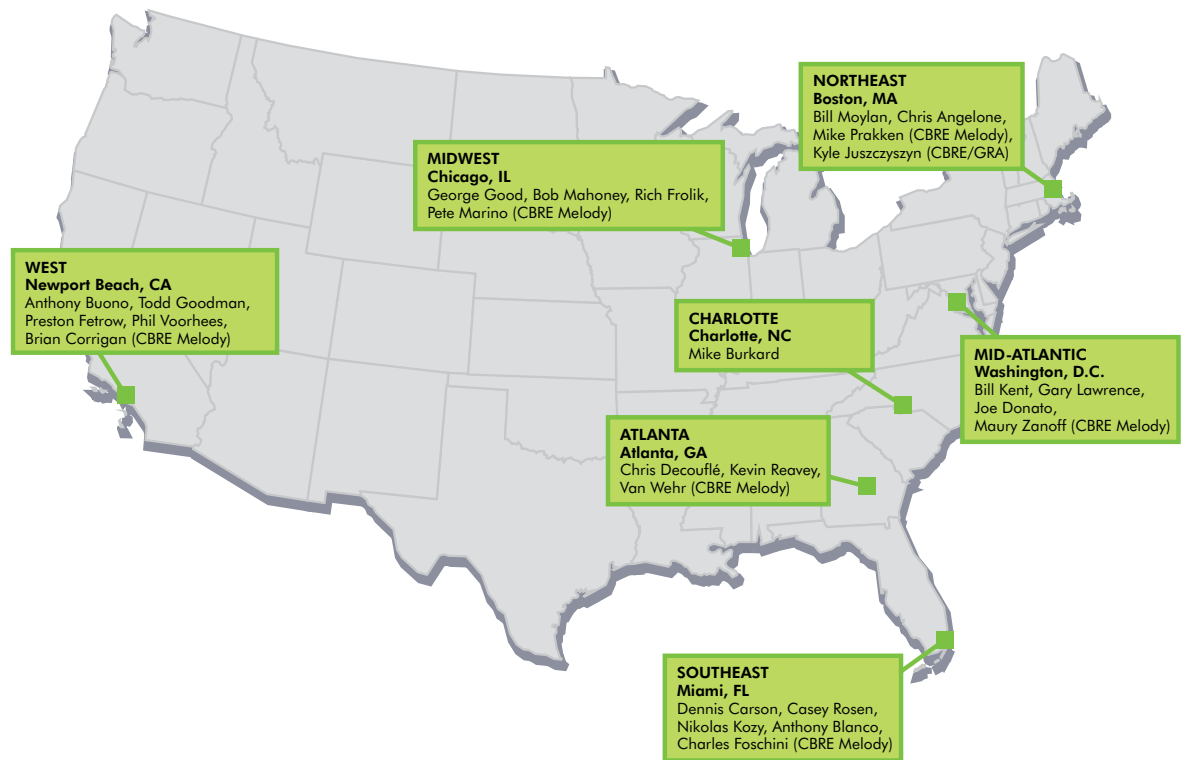
The RSG provides a single point of entry into the combined advisory, analysis and solution services of many of CBRE business lines including Asset Services, Capital Markets, Development, Leasing and Valuation & Advisory Services. These services are provided for all major property types and throughout every stage of the distressed asset lifecycle.

CAPABILITIES

- Recapitalization
- Loan Sales
- Workouts
- Single Asset Sales
- Portfolio Sales
- Receivership Services

SECTION 6

Capital Markets & Debt Advisory Services



CBRE/GRA offers capital markets expertise through its leading team of sales and debt professionals in Boston and across the country.

NATIONAL RETAIL INVESTMENT GROUP

NRIG, the institutional retail sales arm of CB Richard Ellis, is lead by seven teams throughout the country in Boston, Charlotte, Washington D.C., Atlanta, Miami, Dallas and Newport Beach, California. The Boston NRIG team has completed over \$3.5 billion of sales since 2000 and was #1 for retail sold in New England during 2008. By leveraging the NRIG's knowledge, CBRE/GRA provides unparalleled access to capital and ultimately maximizing value for our clients.

DEBT PLACEMENT

CBRE/GRA is experienced in securing funding from upwards of \$1 million to \$600 million for all property types. Through corresponding relationships with numerous domestic and international investors, debt funding options are provided to developers and owners of commercial properties worldwide, including:

- Fixed-rate and floating loans
- Construction loans
- Forward loans
- Standby loans
- Participating loans

SECTION 7

Construction & Development Services



Collectively, the Principals of CBRE/GRA have been involved in over \$1 billion of development projects throughout New England. The team has participated in acquisition, leasing, and development of urban and suburban retail and mixed-use projects, anchored by national big-box chains, regional grocers, service and lifestyle merchants, and local boutiques. CBRE/GRA will collaborate with industry service experts to assure maximum value at the lowest cost and risk.

CBRE/GRA's Construction & Development Services include:

- Site Selection
- Pre-Development
- Feasibility & Due Diligence Reports
- Financial Analysis
- Permitting
- Tenant Coordination
- Construction Administration & Oversight
- Project Closeout

SECTION 8

The Team – Howard Grossman

PRESIDENT/MANAGING PRINCIPAL



Howard Grossman serves as President/Managing Principal of CBRE/Grossman Retail Advisors and is responsible for management oversight and strategic planning for CBRE/GRA. Howard has over 35 years of commercial real estate experience specializing in retail leasing, development and investment sales.

Prior to joining CBRE/GRA, from 2000 through 2008, Howard served as Principal of Boston-based real estate developer Samuels & Associates, overseeing the leasing of mixed-use and retail shopping center development as well as portfolio acquisition in New England.

As Senior Vice President Northeast for Katz & Associates from 1995 through 2000, Howard represented several national retailers on their expansion into the Northeast. Prior to joining Katz & Associates, Howard served as Senior Vice President of Real Estate, Construction, and Store Planning for Marshalls. While at Marshalls, he directed a national store expansion program totaling 1.2 million square feet and 120 new stores until the Marshalls chain was acquired by TJX in 1995.

During the 1980s and early 1990s, as President of the Howard Grossman Company, Howard formed and directed his real estate management and development company based in Framingham, Massachusetts. The company developed shopping centers throughout New England and provided real estate leasing and management services to its clients.

Howard's career in retail began in 1974 with Fotomat Corporation where he held various positions within the company. In 1979, he joined CVS Drug Stores as New England Director of Real Estate and was later promoted to Vice President Northeast of the parent company, Melville Corp. where he managed the Northeast mall leasing program.

PROFESSIONAL AFFILIATIONS & AWARDS

- International Council of Shopping Centers (ICSC), Member
- "Real Estate Executive of the Year" – (National Association of Corporate Real Estate Executives)

EDUCATION

- University of Massachusetts, B.S. Psychology

SECTION 8

The Team – Jeremy Grossman

SENIOR VICE PRESIDENT/PRINCIPAL



Jeremy Grossman specializes in retail leasing and development consulting on behalf of CBRE/Grossman Retail Advisors and has over 12 years of commercial real estate experience.

Prior to joining CBRE/GRA, Jeremy served as Director of Real Estate–New England at Federal Realty Investment Trust where he managed the leasing activity for over 2 million square feet of retail and development property. From 2007 through September 2009, Jeremy successfully negotiated more than 60 lease-related transactions.

From 1999 through October 2006, Jeremy served as Vice President of Leasing at Boston-based Samuels & Associates. His management and leasing responsibilities included acquisition due diligence, new development merchandising strategies, existing shopping center value creation programs, and new lease deal generation and negotiation. During his time at Samuels, Jeremy successfully leased more than 1.2 million square feet of space in existing retail, mixed-use shopping centers and new developments.

SIGNIFICANT LEASING ASSIGNMENTS

Project	Location	Square Footage
Linden Square	Wellesley, MA	240,000
Trilogy, PUMA	Boston, MA	47,500
Konover Portfolio	New England	1,100,000
Riverway Plaza	Weymouth, MA	175,000
Waterford Commons	Waterford, CT	230,000

PROFESSIONAL AFFILIATIONS

- International Council of Shopping Centers (ICSC)
 - ICSC Next Generation Committee – State Director MA/RI/NH/ME/VT

EDUCATION

- Syracuse University, B.S. Degree, School of Management & S.I. Newhouse School of Communication

SECTION 8

The Team – Kyle Juszczyzyn

SENIOR VICE PRESIDENT/PRINCIPAL



Kyle Juszczyzyn specializes in asset management of retail assets on behalf of private owners, banks and institutional owners. With 16 years of experience in acquisitions, development, asset management, financing and analysis, Mr. Juszczyzyn contributes a unique perspective to his clients by continuing to find creative ways to enhance property value.

Prior to joining CBRE/Grossman, Mr. Juszczyzyn spent 13 years at Samuels & Associates, his last position being Vice President of Acquisitions & Finance. At Samuels & Associates, Mr. Juszczyzyn was involved in over \$1 billion worth of transactions including ground-up development deals, redeveloping underutilized assets and asset management of stabilized properties.

Prior to his experience at Samuels & Associates, Mr. Juszczyzyn was a property accountant with The Codman Company in Boston, Massachusetts.

SIGNIFICANT ASSIGNMENTS

Property/Portfolio	Total Consideration
Samuels Family Portfolio (Various)	\$283,000,000
Konover Portfolio Acquisition & Development (Various)	\$251,000,000
Trilogy (Boston, MA)	\$213,000,000
SEA Portfolio Sale (Boston, MA)	\$194,000,000
1330 Boylston Street (Boston, MA)	\$145,000,000
Copps Hill Plaza (Ridgefield, CT)	\$19,500,000
Highlands Plaza (Easton, MA)	\$18,000,000
Riverway Plaza (Weymouth, MA)	\$14,800,000

PROFESSIONAL AFFILIATIONS

- International Council of Shopping Centers (ICSC), Member

EDUCATION

- Boston College, B.S.
- Boston University, Real Estate Finance Program

SECTION 8

The Team – Paul Connolly

VICE PRESIDENT/PROPERTY MANAGEMENT



Paul Connolly specializes in retail asset management for retail clients with a focus on property management. Paul has over 20 years of commercial real estate experience managing diverse product types including office, retail, mixed-use, multifamily, and storage.

Prior to joining CBRE/GRA, Paul worked as an Asset Manager for the Fidelity Real Estate Group of Fidelity Investments. In this role, Paul worked with local operating partners to implement the business plan for properties following acquisition. Prior to joining Fidelity, Paul served as Director of Asset Management–New England at Federal Realty Investment Trust where he managed the day to day operations activity for over 2 million square feet of retail and development property.

Throughout his career, Paul has managed over 9 million square feet of real estate throughout the Northeast region.

PROFESSIONAL EXPERIENCE

- Fidelity Real Estate Group – (2007 to 2008)
- Federal Realty Investment Trust – (2005 to 2007)
- The Bulfinch Companies – (2000 to 2005)
- Carruth Capital – (1997 to 2000)
- The Flatley Company – (1987 to 1997)

PROFESSIONAL AFFILIATIONS

- Somerville Chamber of Commerce, Board of Directors
- International Council of Shopping Centers (ICSC), Member
- Cystic Fibrosis, Metropolitan Chapter, Washington D.C.

EDUCATION

- Northeastern University, Finance Program
- MIT Center for Real Estate

SECTION 8

The Team – Paul Grossman

SENIOR ASSOCIATE/RETAIL LEASING



As a member of CBRE/Grossman Retail Advisors, Paul Grossman's primary focus is servicing retail client needs in tenant representation and retail leasing assignments.

Prior to the formation of CBRE/GRA, Paul helped found Grossman Commercial Real Estate Group in 2008, where he worked on shopping center leasing and tenant representation assignments.

Before the formation of Grossman Commercial Real Estate Group, Paul was a broker at Strategic Retail Advisors where he also specialized in tenant and landlord representation. While there, Paul worked with expanding retailers such as Radio Shack, Swarovski, Cingular Wireless, Sonic, The Body Shop, and West Marine. Paul was also the key contact in working with an out of state hotel chain in its expansion into the Northeast. Paul has worked on the leasing of high-profile projects such as Patriot Place in Foxboro, MA and Colony Place in Plymouth, MA.

PROFESSIONAL AFFILIATIONS

- International Council of Shopping Centers (ICSC), Member
- ICSC Planning Committee
- ICSC Next Generation Committee
- Big Brother Big Sister – Greater Boston
- Licensed real estate broker in Massachusetts

EDUCATION

- University of Connecticut, B.A. Economics & Business

SECTION 8

The Team – Rob Robledo

VICE PRESIDENT, RETAIL TENANT SERVICES



Rob Robledo joined CBRE/GRA in 2009 as Vice President, Retail Tenant Services where he specializes in tenant representation throughout New England for both national and regional retailers. Rob holds over eight years of commercial real estate experience and has successfully represented many national retailers ranging from big box, Target, to small shop, Sunglass Hut.

Prior to joining CBRE/GRA, Rob served as Vice President with Atlantic Retail Properties where he focused on acquisitions, fashion and lifestyle retailers, restaurants and entertainment, site selection and user representation. While at Atlantic Retail Properties Rob successfully implemented overall market strategies for retailers such as Best Buy, Toys R Us/Babies R Us and Target. Rob is also experienced in project leasing and has worked on behalf of developers and landlords in qualifying potential tenants and implementing comprehensive marketing strategies for various shopping centers. Rob was a key member of the project leasing team at Colony Place in Plymouth, Massachusetts—one of New England’s largest open air developments.

PROFESSIONAL AFFILIATIONS

- International Council of Shopping Centers (ICSC)
- ICSC Next Generation Committee
- Licensed salesperson throughout New England

EDUCATION

- Clark University, B.A.

SECTION 8

The Team – Jeffrey Arsenault

VICE PRESIDENT, RETAIL SERVICES



Mr. Arsenault joined CBRE | GRA in 2009 as Vice President, Retail Services focusing on retail advisory service to landlords, tenants, institutions and individual investors throughout New England. He has more than 25 years of experience in commercial real estate and has participated in shopping center leasing, tenant representation, sales transactions, development and asset management throughout New England and the Eastern U.S. Seaboard with aggregate values of over \$500 million. Prior to joining CBRE | GRA, Mr. Arsenault served as a founding Principal at Summit Realty Partners for 15 years providing retail based advisory services to clients.

PROFESSIONAL AFFILIATIONS

- International Council of Shopping Centers (ICSC)
- Building Owners and Managers Association (BOMA) (RPA Designation)
- Advisory Board Member Greater Lowell Community Foundation
- Former Chairman of the Board, Lowell Children's Museum
- Former Council Member, Hartford Planning and Development Department

EDUCATION

- University of Massachusetts, B.S. Business Management & B.A. Political Science

SECTION 8

The Team – John Ferris

SENIOR ASSOCIATE, RETAIL LEASING



John Ferris joined CBRE/Grossman Retail Advisors in 2009 as Senior Associate, Retail Leasing where he specializes in leasing, tenant representation and property disposition of retail assets.

Prior to joining CBRE/GRA, John worked as an Associate for SRS Real Estate Partner's Northeast Region where he focused on dispositions/portfolio dispositions, fashion and lifestyle retailers and user representation. John's previous experience also includes the development of marketing strategy and site selection for expansion on behalf of major clients such as Kimco, Dick's Sporting Goods and US Cellular.

PROFESSIONAL AFFILIATIONS

- International Council of Shopping Centers (ICSC), Member
- Licensed real estate broker in Massachusetts

EDUCATION

- University of Richmond, B.A.

SECTION 8

The Team – Andrea Matteson

SENIOR ASSOCIATE



Andrea Matteson joined CBRE/Grossman Retail Advisors in 2010 with over eight years of professional consulting and retail leasing experience. As Senior Associate with CBRE/GRA, Andrea specializes in retail leasing, tenant representation and the servicing of retail client needs.

Prior to joining CBRE/GRA, Andrea served as a Staffing Consultant with KNF&T Staffing and as Retail Leasing Representative with Edens & Avant. In this capacity Andrea was responsible for the leasing activity of a northeast retail portfolio comprising 34 shopping centers and over 4 million square feet in Massachusetts, Connecticut, Rhode Island and New York.

PROFESSIONAL AFFILIATIONS

- International Council of Shopping Centers (ICSC), Member
- Co-Chair New England Retail Forum, 2006 – 2008
- Chairperson and Moderator, Retail Runway Boston, 2006 – 2008
- Co-Chair, Next Generation Planning Committee, 2004 – 2008
- Licensed real estate broker in Massachusetts

EDUCATION

- Boston University, B.A.

SECTION 8

The Team – Lindsay Gosselin

CLIENT SERVICES ASSOCIATE



Lindsay Gosselin joined CB Richard Ellis in 2006. She currently serves as a Client Services Associate with CBRE/Grossman Retail Advisors where she is responsible for all client communications and marketing support. In this capacity Lindsay collaborates with the marketing brokerage team to prepare all marketing materials for existing and prospective clients. Lindsay is also responsible for supporting the CBRE/GRA team on all brokerage assignments and coordinating projects for the team as a whole. Lindsay's previous experience includes both marketing and property management.

PROFESSIONAL AFFILIATIONS

- International Council of Shopping Centers (ICSC), Member
- Licensed real estate broker in Massachusetts

EDUCATION

- Villanova University, B.A.

SECTION 9

CB Richard Ellis New England



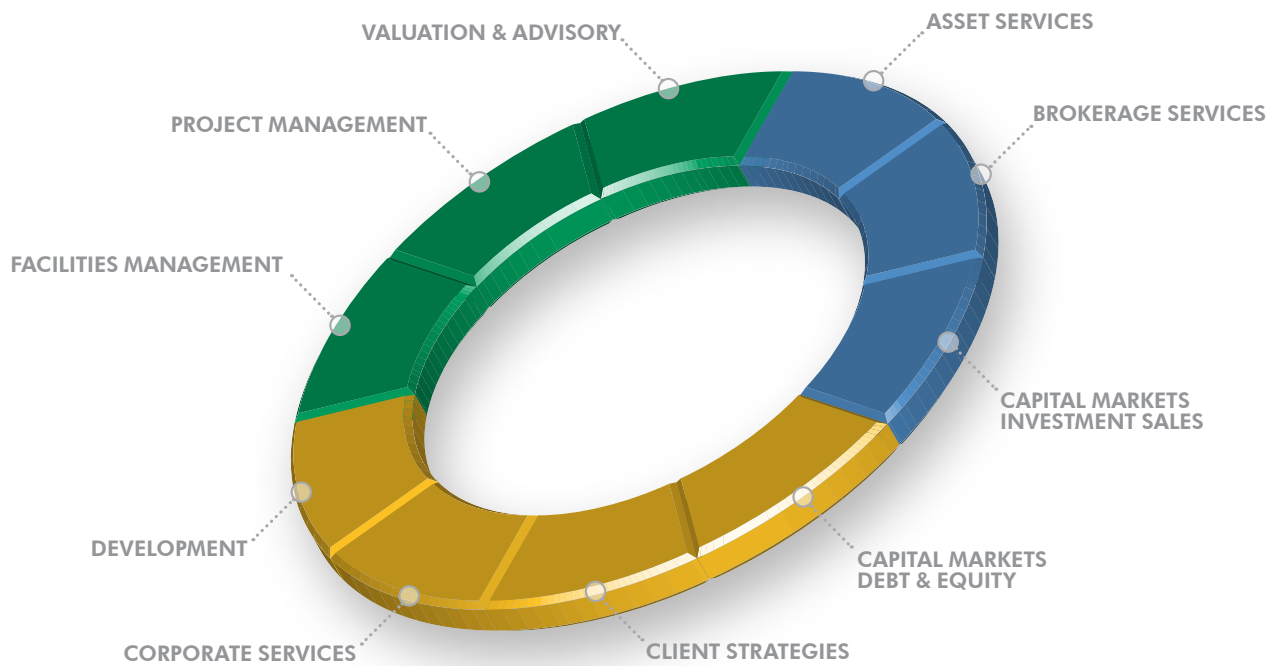
CB Richard Ellis New England (CBRE/NE) is a strategic joint venture between Whittier Partners Group—the largest full-service commercial real estate services company in New England—and CB Richard Ellis, the largest commercial real estate services company in the world. This joint venture combines national resources with regional control and ownership to offer our clients a balanced service platform and superior client service.

Headquartered in Boston, CBRE New England covers all of New England’s major markets: Boston, Providence, Hartford, New Haven, Manchester, Portsmouth and Portland. The CB Richard Ellis New England entity, which has existed in Boston since 1900 with the founding of C.W. Whittier Bro., has evolved and grown by acquisition throughout the New England region. Today, CBRE New England sets a new performance benchmark for the commercial real estate industry by offering a complete spectrum of real estate services to our clients. Service lines include Capital Markets, Asset Services, Brokerage, Loan Sales, Facilities Management, Valuation & Appraisal, Corporate Services, Consulting, Project Management, Market Research and Development.



SECTION 9

CB Richard Ellis New England



2008 BUSINESS ACTIVITY

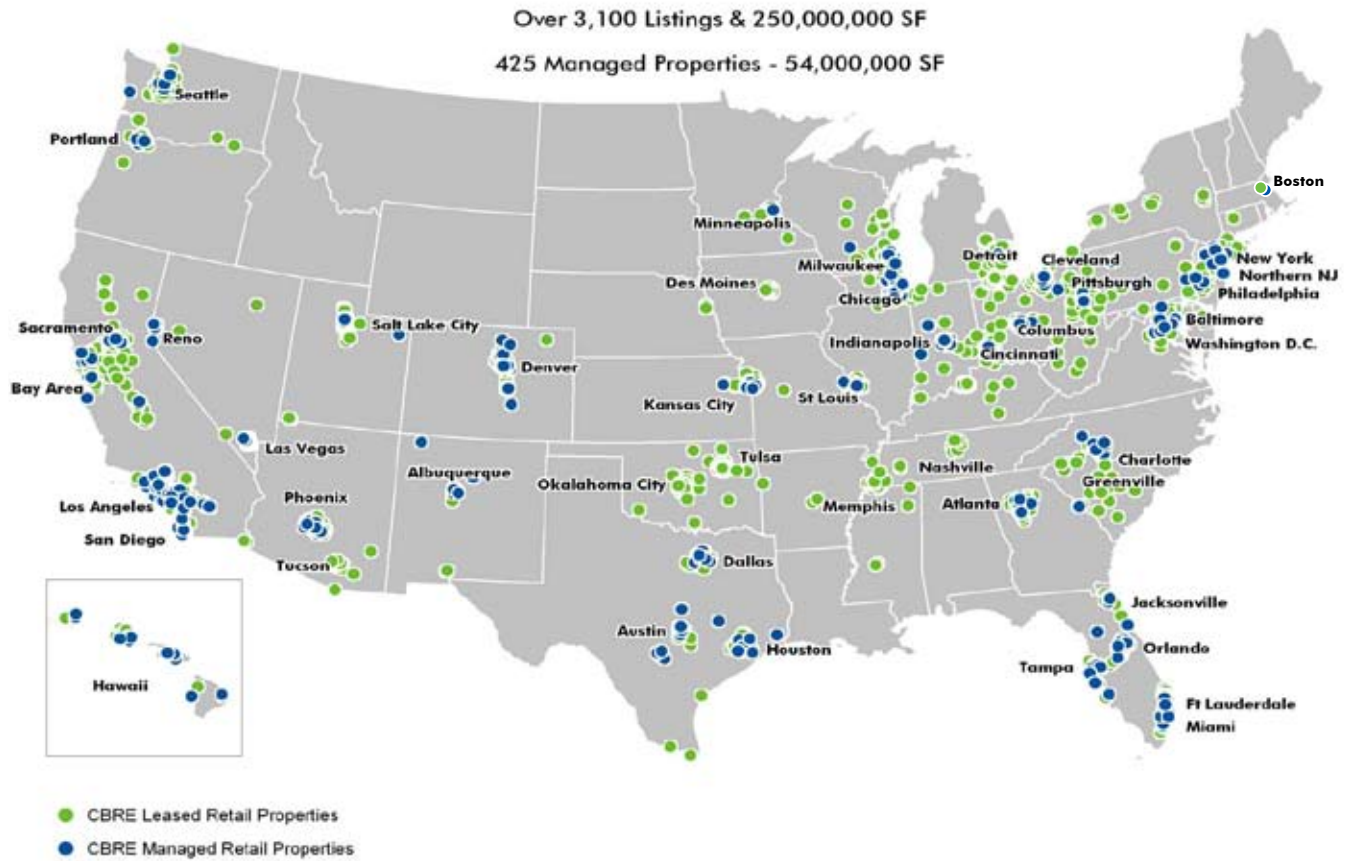
	CBRE/NE	AMERICAS	GLOBAL
Offices ¹	7	211	450
Employees ²	429	19,600+	30,000+
Total Transaction Value	\$9.75 billion	\$82.5 billion	\$138.8 billion
Property Sales (# of Transactions)	117	4,600	9,825
Property Sales (Transaction Value)	\$1.2 billion	\$39.3 billion	\$77.5 billion
Property Leasing (# of Transactions)	1,002	29,050	44,600
Property Leasing (Transaction Value)	\$8.8 billion	\$43.2 billion	\$61.3 billion
Property & Corporate Facilities Under Management ¹	26 million SF	1.3 billion SF	2.2 billion SF
Valuation & Advisory Assignments	1,019	30,425	97,075

¹ Includes affiliate offices

² Excludes approximately 4,700 affiliate employees

SECTION 9

CBRE Retail Services



2008 BUSINESS ACTIVITY

	AMERICAS	GLOBAL
Total Transaction Value	\$8.0 billion	\$23.5 billion
Property Leasing (# of Transactions)	4,225	7,875
Property Leasing (Transaction Value)	\$4.5 billion	\$14.1 billion
Property Sales (# of Transactions)	800	1,650
Property Sales (Transaction Value)	\$3.5 billion	\$9.4 billion
Loan Originations	\$1.5 billion	\$1.5 billion
Valuation & Advisory Assignments	7,350	29,025

SECTION 10

Case Studies

EXPERIENCE IN TURNING AROUND ASSETS

The principals of CBRE's leasing and asset management team were involved in the acquisition of 19 shopping centers from Konover & Associates. These properties were predominantly anchored by Big Box tenants. During the course of due diligence and shortly after acquisition, many suffered the closing of eight Ames stores as well as a K-Mart, Bradlees and Levitz Furniture. In two years through the re-leasing and asset management efforts led by this executive team, the portfolio occupancy increased from its low of 43% to more than 90% which realized a 30% + portfolio-wide Internal Rate of Return for its partners.

**Redeveloped
19 Shopping Centers
in 2 Years**



Queen Plaza SOUTHINGTON, CT

- CONDITION:** Acquired existing shopping center with vacant Ames building
- STRATEGY:** Leased former Ames to Bed Bath & Beyond and Bob's stores
Extensive façade renovations



Freshwater-Stateline Plaza ENFIELD, CT

- CONDITION:** Acquired existing shopping center with vacant Ames Building
- STRATEGY:** Leased former Ames to Dick's Sporting Goods
Leased existing small store vacancies

SECTION 10

Case Studies

EXPERIENCE IN TURNING AROUND ASSETS



Hannaford Plaza

SARATOGA, NEW YORK

CONDITION Acquired existing shopping center with vacant K-Mart Building

STRATEGY Leased former K-Mart space to Kohl's and Tractor Supply Company



Waterbury Plaza

WATERBURY, CT

CONDITION Acquired existing shopping center with vacant Bradlees and existing Stop & Shop

STRATEGY Demolished Bradlees and replaced with new Target store
Extensive façade and parking lot renovations
Added Stop & Shop Gas



Shaw's Supermarket

WISCASSET, MAINE

CONDITION Acquired existing shopping center with freestanding Vacant Ames building

STRATEGY Shaw's acquired Ames lease in bankruptcy. Renegotiated lease with new 20 year term with a substantial rent increase.

SECTION 10

Case Studies

EXPERIENCE IN TURNING AROUND ASSETS



Freshwater

ENFIELD, CT

CONDITION Acquired existing shopping center with free-standing vacant Levitz Furniture

STRATEGY Ground leased entire property to Costco



Enfield Commons

ENFIELD, CT

CONDITION Acquired existing shopping center with vacant Bradlees building

STRATEGY Leased Bradlees to Marshalls & Old Navy
Added new outparcel and leased to Red Robin



Lowe's Home Improvement

MANCHESTER, NH

CONDITION Acquired existing manufacturing building

STRATEGY Demolished building and replaced with Lowe's Home Improvement

SECTION 10

Case Studies

EXPERIENCE IN TURNING AROUND ASSETS



Linden Square

WELLESLEY, MA

Master planned eight leased mixed-use project anchored by Roche, CVS, The Cottage, Jos A Banks, California Pizza Kitchen



Highlands Plaza

EASTON, MA

Ground up development project anchored by Hannaford Bros Supermarket, TJX and Target





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CBRE | Grossman
CB RICHARD ELLIS | Retail Advisors

FULL SERVICE. REDEFINED.