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**NEWSLETTER**

Spring 2016



NEW YORK | BOCA RATON | CHARLOTTE | LONG ISLAND | MIAMI | NAPLES

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## A NOTE FROM OUR | CEO



18th Las Vegas convention, Oh my! Uncertainty lingers with a string of retail bankruptcies including some historic names; A&P, Sports Authority, and Eastern Mountain Sports to name a few. Despite some uncertainty, we continue to see many retail brands across all segments continue to grow and expand in our core markets. Some of our most active retail clients include: Saks Fifth Avenue OFF 5TH, DSW, Floor & Décor, ULTA Beauty, Five Below, Habit Burger and Hobby Lobby. We also continue to grow our agency leasing business and have "best in class" leasing brokers in the field.

We continue to see competition for space in major markets, caution and calculated decision making, and a genuine need for high quality representation for both Tenants and Landlords. Although data and information is everywhere on the Internet, it requires proper research, organization, and dissemination to adequately add value to a transaction. We are actively growing each of our offices and continue to build an infrastructure to provide high quality service to all of our clients.

**BRIAN KATZ | CEO**  
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## KATZ & ASSOCIATES GOES THE EXTRA MILE

Vince Lombardi once said "The achievements of an organization are the results of the combined effort of each individual." Well the same holds true here at Katz & Associates. Our in-house marketing and research team are bar none the best. Together they work towards understanding our client's needs, pushing the envelope and coming up with creative ways to please all of our clients. Meredith Boland and Candice Ciardella lead the team in our corporate office, Suzanne Higgins works with the gals in Charlotte and Lisa Sanchez, Jeannie Roberts and Shaily Patel hold down the fort in Florida. Each of them knows exactly what the client wants. They are fully trained in Sites USA Regis, Adobe Creative Suite, Google Maps, and in-depth Internet research. Our attention to detail and professionalism set us apart from the rest of the competition. Whether you are looking for an aerial, a demo, an email-blast design or a custom 24x36 customized map, our incredible team have the knowledge and the skills to get the job done. Below is a list of just some of the many things they can do for any client:

- Aerials
- Flyers
- Custom Site Plans
- Large Format Maps
- Signage
- Void Analysis
- Demographics: Dot Density, Income Map Shadings



### THE SHOPS AT WIREGRASS WELSEY CHAPEL, FL

- Strategically located on the northeast corner of SR 56 and Bruce B. Downs Blvd.
- Between Florida Hospital opening, a 50,000 SF sports complex, in addition to, the largest ice facility in Florida, Raymond James' new headquarters and three new shopping centers

**PAIGE EBER**  
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### NEW OFFICE/RETAIL DEVELOPMENT DELRAY BEACH, FL

- Located at the gateway to Downtown Delray Beach on Federal Hwy, between Atlantic Ave & Linton Boulevard
- A combination of two, one-story buildings, 6,500 square feet each with unparalleled visibility, access, Building & monument signage on both north and southbound Federal Hwy (US -1)

**ROXANNE REGISTER**  
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### HOLLYWOOD BLVD & 441 HOLLYWOOD, FL

- Hard corner of 441 and Hollywood Blvd Outparcel Available
- Ground lease or multi-tenant opportunities with drive-thru
- 25,000 – 55,000 SF adjacent to GFS available
- 2 - 1 Acre Outparcels Available

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### UPTOWN ATLANTIC - NEW DEVELOPMENT DELRAY BEACH, FL

- **600 Block - 2 Story Building:**
    - 19,662 SF Grocery with loading dock, 18' clear height
    - 4,089 SF Retail/Restaurant
  - **700 Block - 3 Story Building:**
    - 10,950 SF Retail/Restaurant on the courtyard
  - **800 Block - 4 Story Building:**
    - 11,447 SF Retail
    - 3,163 SF Restaurant
- ROXANNE REGISTER**  
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## OVER 5M SF | LEASING ASSIGNMENTS COMPANY-WIDE

### KIRKWOOD PLACE GREENSBORO, NC

- +/- 17,000 SF bottom floor retail available in new construction mixed-use project
- 4 story residential building (56 apartments) with ground floor retail located in prime retail corridor in Greensboro, NC

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### SHOPPES AT LYLE CREEK CONOVER, NC

- +/- 35,000 SF New Construction development adjacent to Walmart Supercenter
- Junior anchor and small shop opportunities
- Anticipated delivery Q1 – 2018

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### LANES MILL MARKETPLACE HOWELL, NJ

- 435,084 SF power center located on Route 9 North & Lanes Mill Road
- Over 900,000 sq. ft. of retail space within a 2.5 mile radius of the shopping center
- Neighboring retailers include: BJ's Wholesale Club, Kohl's, T.J.Maxx, ULTA Beauty, Walmart, Petco & LA Fitness

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### THE SHOPPES AT CROSS KEYS SICKLERVILLE, NJ

- A 206,118 SF center anchored by Hobby Lobby and Party City (opening Summer, 2016)
- Co-Tenants include: Starbucks, LOFT, Carter's, Justice, NY & Co, Lane Bryant, Pet Valu as well as many others

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We are thrilled to announce that the Katz Boca Raton office is growing! We have been fortunate to welcome some of Florida's most-respected dealmakers to our team, and as a result we have outgrown our current address. Therefore, later this summer we are moving to a larger, state-of-the-art office space that will allow for even further growth as the company continues to pick up new tenants and listings.

The Florida market is on fire and we are proud to represent some extremely active clients that are riding this wave with us. Some of the tenants that have been most active are ULTA Beauty, Hobby Lobby, Pet Supermarket and Chick-fil-A. In addition to these existing clients, some of our newer clients such as Five Below and First Watch have generated a big splash by recently increasing their Florida presence.

Moreover, our agency leasing department has continued to evolve and get stronger. We have added a notable 3M+ SF to our portfolio over the last year. Some of the hottest south Florida markets include Delray Beach and Miami.

All and all, Marty and I couldn't be happier with the current direction and flow of business in our Florida office. We are very optimistic about this year and the years to come with the additions of new hires on the deal making side and support staff. The Florida Office is poised for great things for many years to come.



Marty Hennessy | Principal



David Emihovich | Principal

## RECENTLY DONE DEALS



**ULTA**  
Lee Vista Promenade  
Orlando | FL  
Coralwood Center  
Cape Coral | FL



**HOBBY LOBBY**  
Hialeah | FL



**the Habit**  
BURGER GRILL  
Buckingham Place  
Royal Palm Beach | FL



**PET SUPERMARKET**  
Port St. Lucie | FL  
Vero Beach | FL  
Panama City | FL  
Longwood | FL



**five BELOW**  
Causeway Plaza  
North Miami | FL



**COOPER'S HAWK**  
WINE & RESTAURANTS  
Naples | FL

## EXPANDING DADE COUNTY FOOTPRINT

### THE LINCOLN 1691 Michigan Ave Miami Beach | FL



- Located steps away from Lincoln Road & Victoria's Secret, Gap, Apple & Nike
- Williams-Sonoma & Pottery Barn opening Fall 2016

**AILEEN MESSINGER**  
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### 2700 PONCE 2700 Ponce De Leon Blvd Coral Gables | FL



- Ground Floor | 3,573 sq. ft.
- Mezzanine | 1,113 sq. ft.
- Rooftop Bar | 1,000 (+/-) sq. ft.
- Plus outdoor street seating

**AILEEN MESSINGER**  
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### COLLINS AVE 2699 Collins Ave Miami Beach | FL



- 9,738 sq. ft. Retail Space
- 150' frontage to Collins Ave
- 25 designated parking spaces in adjacent garage

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## CURRENT CLIENTS



### TENANT REPRESENTATION

### PORTFOLIO MANAGEMENT

### STRATEGIC PLANNING

### LANDLORD REPRESENTATION

Over 100 Retail Tenants

**DSW**  
DESIGNER SHOE WAREHOUSE®  
"We have been partnered with Katz in several markets on the east coast since 2010. They have been instrumental in our new store growth and provide best in class market intelligence and strategic insight."  
- Steve Ramey, Vice President of Real Estate, DSW

**bevello**  
"I've been working with Katz since bevello's inception, and have been impressed with market knowledge and quality of work. I would recommend Katz to anyone interested in adding new markets."  
- Chan Namgong, CEO, bevello

**FIRST WATCH**  
THE DAYTIME CAFE  
"We continue to add new markets for representation by Katz. They are knowledgeable, thorough and the quality of work is excellent."  
- Richard Renninger, Chief Development Officer, First Watch

**Brefrank, Inc.**  
"Katz & Associates has been our landlord leasing broker of choice for many years. We highly recommend Katz, especially on ground up developments."  
- Gary Koolik, Brefrank Inc., Principal

Over 5M SF  
Leasing Assignments Company-Wide

**Saks Fifth Avenue**  
**OFF 5TH**  
"Katz provides our team with a broad spectrum of superior real estate services. They are truly "first-class" by every standard and measure."  
- Roger Turley, Vice President of Real Estate, Hudson's Bay Company

**Chick-fil-A**  
"We have been so fortunate to have found Katz & Associates to help add Chick-fil-A restaurants along the coast and in South FL."  
- Mike Gomez, Director, Chick-fil-A

**HOBBY LOBBY**  
"We chose to work with Katz because of their strong reputation to help companies find great locations."  
- Matthew J. Abnet, Real Estate Rep, Hobby Lobby

**Caster Developers**  
"I have a long history dealing with the professionals at Katz & Associates. They are leading industry experts in the Landlord and Tenant leasing and sale of retail properties."  
- Caster Developers

For over 30 years, Avenue has been a leader in the fashion industry for plus size clothing. While Avenue grows and changes, their commitment remains the same. They strive to offer the best merchandise, the best value, the best store environment, the best service, the best everything for our customers. With the help of Hugh Scullin and Amy Staats of Katz & Associates, Avenue's locations totaling at approximately 300 stores will continue to expand in FL, NJ, NY and PA. Typical store sizes range from 3,500 - 4,500 square feet. Contact Hugh Scullin or Amy Staats for additional information.



Bayonne | NJ



East Rutherford | NJ



Rockaway | NJ



Commack | NY



Islip | NY

## LEASING UPDATE

Fueled by an all-star team, Katz & Associates have seen their NJ leasing projects more than double in the last 12 months. A year ago we represented slightly over 400,000 sf, and today we're leasing over 1M+ sf of quality, high traffic projects throughout the entire state. Aside from The Shoppes at Flemington, Cedar Grove Center in Somerset, Staples Plaza in Shrewsbury, Katz has added several notable projects to the portfolio. Lanes Mill Marketplace in Howell is a 435,000 sf power center anchored by Target, Lowes Home Improvement, and Stop & Shop with convenient access from both Route 9 North & South bound as well as Lanes Mill Road. The diverse co-tenancy mixed with the abundance of large box retail in the immediate market is the key driver to this center. The Shoppes at Cross Keys in Sicklerville has a total GLA of over 200,000 sf anchored by Hobby Lobby. Party City is relocating from Route 42 in Turnersville and anticipates opening Summer, 2016. Whether looking for a 30,000 sf freestanding opportunity with visibility on the Atlantic City Expressway or smaller shop space, this center is well positioned for any retailer looking to expand. The Shoppes at Hamilton is a 125,000 sf lifestyle center located just south of 195 on Route 130 in Hamilton, NJ. The Shoppes are well positioned within the market in relation to the abundance of daytime pop. in the immediate area. The center will benefit from the new 300,000 sf Fed Ex Distribution Center that is scheduled to open in 2017. This will also bring a new jug handle and signalized entry to the center creating the much needed access to both Route 130 North & South bound. Contact Amy Staats or Hugh Scullin for more information.

## RECENTLY DONE DEALS



**Saks Fifth Avenue OFF 5TH**  
Springfield | VA Fairfax | VA  
Washington | DC Brooklyn | NY  
Braintree | MA Pittsburgh | PA  
Plymouth Meeting | PA



**DSW DESIGNER SHOE WAREHOUSE**  
Stamford | CT Holmdel | NJ  
Fairfield | CT Kingston | NY

## RECENTLY ADDED CLIENT



**New York & Company, Inc. is a leading specialty manufacturer and retailer of women's fashion apparel and accessories providing women with modern, wear to work solutions that are multi-functional at affordable prices.**  
**Expanding with Katz in Metro NY**  
**CONTACT: BRIAN KATZ**

# CAROLINAS ARE PROPELLING FORWARD

The ICSC Carolinas Idea Exchange was held in Charlotte, NC from March 7- 8, 2015. The record-breaking attendance (2,000+) was reflective of the active retail real estate market in the region.

The grocery sector continues to be the hot topic in the Southeast region. Greensboro based, The Fresh Market recently announced a \$1.36 billion buyout by private equity firm, Apollo Global Management, a veteran investor in the specialty food retail sector. We expect this acquisition to allow the specialty grocer to lower prices, boost sales, and increase efficiency while maintaining its significant growth strategy. The grocer market will become even more competitive as new brands continue to announce their anticipated entry in the Carolinas. Sprouts Farmers Market has identified its first NC location and German grocer, LIDL will open numerous locations in VA, NC, and SC during its US expansion in 2017. Publix and Harris Teeter continue to "duke it out" in the traditional grocery category with expansion throughout the Carolinas.

As the retail vacancy rate in the Carolinas continues to shrink, retailers are forced to often look to non-traditional retail opportunities. The record growth of the multi-family sector is constantly providing unique opportunities for retailers and restaurants throughout the region. Metropolitan areas of the Carolinas have seen a push for post-recession, mixed-use developments which have returned in full force, as the appeal and popularity of urban living and walk-able communities continues to grow in the region. These developments have proven popular, but expensive, as we have seen rents rise as much as 40%!! Retailers and restaurants need to act quickly once they have identified their target site.....it won't be around long.

*Pictured on the right at the Carolinas Idea Exchange: Margot Bizon, Julie Gardner & Lindsay Stafford*



## RECENTLY DONE DEALS



**bevello**  
Birmingham | AL  
Louisville | KY



**Great Clips**  
IT'S GONNA BE GREAT™  
Kings Pointe Charlotte | NC  
Berewick Charlotte | NC



**PET SUPERMARKET**  
Matthews | NC  
Clemmons | NC  
Rock Hill | SC



**CYCLEBAR**  
Charlotte (Kings Dr.) | NC  
Charlotte | NC  
Raleigh (Briar Creek) | NC  
Cary | NC

**DSW DESIGNER SHOE WAREHOUSE**  
Warehouse, the destination for fabulous brands at a great value every single day. DSW Shoes continues to seek locations in both suburban and urban shopping centers and freestanding spaces. The typical store size ranges from 17,500 - 20,000 SF - small format - 12,000 - 15,000 SF.

**Saks Fifth Avenue OFF 5TH**  
As part of the Hudson's Bay Company brand portfolio, Saks Fifth Avenue OFF 5TH is a world-class destination for true fashion at extraordinary value. Saks Fifth Avenue OFF 5TH seeks 25,000 - 30,000 SF. Katz & Associates is assisting Saks Fifth Avenue OFF 5TH in select geographies on the East Coast.

**FLOOR & DECOR**  
Floor & Decor is a leading specialty retailer in the hard surface flooring market, offering the broadest in-stock selection of tile, wood, stone, related tools and flooring accessories - at every day low prices. Floor & Decor continues to seek high quality locations between 60,000 - 80,000 SF in NJ, Long Island, NY and Westchester County, NY with the assistance of Katz.

**CORE LIFE EATERY**  
Created to bring clean, healthy and great tasting foods to everyone every day. Featuring hearty bowls that are complete meals in themselves featuring greens, grains and bone broths. All of our ingredients are free of GMO's, trans fats, artificial colors, sweeteners and other artificial additives. Seeking Sites on Long Island NY at 3,200 - 4,000 SF. Contact Anthony Russo for more details.



For over thirty years, The Fresh Market has brought you the freshest, most delicious quality products from around the corner and around the globe. What started in Greensboro, North Carolina as a dream has grown into a refreshing reality with 180+ stores in 27 states across the nation. Each one a part of the local community. The Fresh Market is expanding with a new store opening in Charlotte, marking the company's 22nd store in the state of North Carolina and its sixth in the greater Charlotte area. Looking for well-educated customers in dense markets. Strong retail gravity always a plus.

- 21,000 sq. ft.
- Expanding in North and South Carolina markets



Pet Supermarket is a strong national pet supply company focused on customer service and having a wide variety of over 10,000 pet care products, including food, toys, medicine and clothing. They are seeking sites with strong grocer and other daily needs that attract a well-educated customer. Pet Supermarket is expanding in North & South Carolina, they are looking for 7,500 SF and will consider freestanding buildings in strong retail corridors.

- 7,500 sq. ft.
- Expanding in North and South Carolina markets