



retail strategies

SUCCESS

Fort Payne, AL

Who



Dunham's Sports
Dollar Tree
Badcock Furniture

What



Vacant Kmart redeveloped

Timeline



9 months to commitment

ESTIMATED JOB CREATION

22



ESTIMATED ECONOMIC IMPACT

\$1.4 Mil



THE STORY

Retail Strategies worked with the landlord of a vacant Kmart building to help on a redevelopment project. Several tenants were identified and we marketed the site to numerous retailers and tenant reps. Within a 9 month period, Dunham's Sports, Dollar Tree and Badcock Furniture all committed to the space. Due to the high costs of the project, Retail Strategies negotiated the incentives agreement on behalf of the City to make the project a win-win scenario and to avoid a longstanding vacant Kmart in a major corridor in town.





SUCCESS

Dubuque, IA

Who



Chick-fil-A
 Rue 21
 Carter's Babies and Kids
 Planet Fitness
 Ashley HomeStore
 Mattress Firm
 Chipotle



Harbor Freight Tools
 Brown's Shoe Fit
 Perkins
 Popeye's Louisiana Kitchen
 AutoZone
 5 Guys Burgers
 Vertical Jump

Timeline

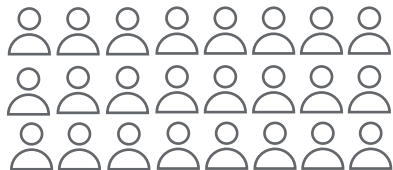


3 years

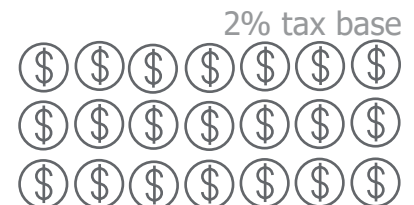
ESTIMATED JOB CREATION

ESTIMATED ECONOMIC IMPACT

240



\$20 Mil



THE STORY

Wanting to ramp up our retail recruitment we turned to Retail Strategies and we've never looked back. We contracted with Retail Strategies in July of 2014 and since then have seen significant retail/restaurant growth in our market. Retail Strategies has been instrumental in analyzing our market and providing us and our regional developers the information necessary to make the right case to the right prospects as to why they belonged in our market. Since launching our retail recruitment initiative Greater Dubuque Development has booked over \$20,000,000 in new taxable valuation that yields over \$500,000 in property tax annually for our City, County and Schools.





retail strategies

SUCCESS

Lake City, FL

Who



Aldi
Planet Fitness
Panda Express
+ 6 more...

What



HWY 90 Retail Corridor
development

Timeline



3 years

ESTIMATED JOB CREATION

18



ESTIMATED ECONOMIC IMPACT

\$293,000



THE STORY

The exact cause of the commercial boom along the U.S. Highway 90 corridor in Lake City may be hard to pin down, said real estate developer Scott Stewart, but the area is now a hotspot for major retail and restaurant chains. "Something has changed in the environment, I don't know what it is," he said. "In the last two years things have changed more than I've seen in a long time. What caused that?" A contract.. signed three years ago with Retail Strategies, might have helped, Stewart said.








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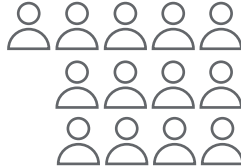
Tullahoma, TN

Who 	What 	Timeline 
Buffalo Wild Wings Ollie's Bargain Outlet ALDI Planet Fitness	Retail Recruitment	2 years

ESTIMATED JOB CREATION

ESTIMATED ECONOMIC IMPACT

10-13



\$40,000



THE STORY

Birmingham, Alabama-based Retail Strategies is behind much of the recent retail growth in Tullahoma, including the introduction of Buffalo Wild Wings, Ollie's Bargain Outlet, ALDI and the recently announced Planet Fitness to the city's retail landscape.

In an interview concerning the health club's entry into the Tullahoma market, franchisee Chris Cavolo ... sa he spent three years looking for a suitable site in Tullahoma after Retail Strategies first "pointed out what a great market it is."





SUCCESS

Jasper, AL

Who		What		Timeline	
TJ Maxx Hobby Lobby Petco Shoe Carnival Aldi		Dilapidated shopping center revival		2 years	

ESTIMATED JOB CREATION



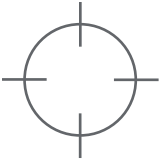
ESTIMATED ECONOMIC IMPACT



THE STORY

During the initial Discovery phase of Jasper, AL, the Retail Strategies team had identified several retail sectors leaking from Jaspers trade area including apparel, toy & hobby, pet stores and shoes. Retail Strategies began work with a developer to identify an opportunity. A dilapidated shopping center was identified in a strategic location in town. The developer worked with Retail Strategies in efforts to bring TJ Maxx, Hobby Lobby, Petco & Shoe Carnival. Our team worked diligently with the City and developer to create a incentives solution to an economic gap that existing in the deal structure.





retail strategies

SUCCESS

El Campo, TX

Population 11,600

Who



Palais Royale
Taco Bell
Domino's
Stripes
Sears

What



Revitalized shopping center and backfilled vacant space

Timeline

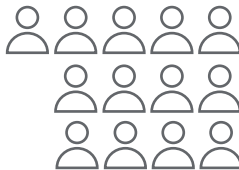


2 years

ESTIMATED JOB CREATION

ESTIMATED ECONOMIC IMPACT

23



\$100,000

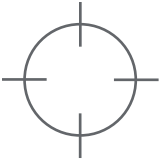


THE STORY

Retail Strategies discovered a market gap in jewelry and women's shoes. Working with the local department store to expand and include these lines provided the community with the option to purchase these items locally.

Working with the landlord a deal was struck with Palais Royale expanding into an adjacent 6,000 sq/ft former Blockbuster and the entire center was provided with an updated exterior. The local retailer expanded, the retail area was beautified, vacant retail space was filled, and the city gains tax revenue, convenience, and a better shopping experience .





SUCCESS

Augusta, GA

Who	What	Timeline
Dunkin Donuts Which Wich Zoe's Kitchen	Retail Recruitment	1.5 years

ESTIMATED JOB CREATION

16



ESTIMATED ECONOMIC IMPACT

\$72,000



THE STORY

Retail Strategies made contact with representatives from Which Wich and Dunkin Donuts in 2014. The market was approved by the franchisee and corporate at both companies and Retail Strategies shared several sites to the real estate director(s) to identify where they may be best positioned. A final site was chosen and a local brokerage group put together the 3,400 SF multi-tenant development in downtown Augusta. ~ Our lead retail recruiter reached out to Zoe's Kitchen in 2014 prior to the Dallas ICSC Show and sent them sites in downtown Augusta. Zoe's built a stand-alone building in an outparcel to a Whole Foods center in Augusta and opened their doors Spring 2015.

