FranklinStreet

ICSC LAS VEGAS

Dossier

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BUSINESS DEVELOPMENT | CLIENT ENGAGEMENT

BUSINESS DEVELOPMENT TARGETS

Business Development Targets (of new prospects you aim to meet: Target Companies and Individuals)



BRONWYN EYEINGTON
Associate Director
Landlord Representation

- **SJC**
- **CROW Holdings**
- **Curbline**



EMILY BAYLESS
Senior Associate
Tenant Representation

- **AutoZone**
- **Starbucks**
- **Master Brokers**



KAYLAN KNITOWSKI
Associate Director
Investment Sales

- **SWIG**



MAGGIE COPPAGE
Director
Tenant Representation

- **In & Out**
- **P Terry's**
- **Chick-fil-a**



TYLER HICKS
Senior Associate
Investment Sales

- **Nick Galbreath with Lubono Capital**

BUSINESS DEVELOPMENT TARGETS

Business Development Targets (of new prospects you aim to meet: Target Companies and Individuals)



JESS JOHNSON
Chief Revenue Officer

Hutton

Blackstone Inc

O'Connor Capital Partners

The Inland Real Estate Group of Companies, Inc.

WMG Development

North American Development Group

Big V Property Group

The Ardent Companies

SJC Ventures

Sterling Organization

Nuveen

11North Partners

CLIENT ENGAGEMENT TARGETS

Client Engagement Targets (of existing clients you aim to connect with: Client Names and Company)



BRONWYN EYEINGTON
Associate Director
Landlord Representation

- Dunphy
- CORTA
- Last Mile
- FL Real Estate
- Fairway



EMILY BAYLESS
Senior Associate
Tenant Representation

- TUPSS
- SWIG



MAGGIE COPPAGE
Director
Tenant Representation

- Hibbett
- Dollar Tree
- Great Clips
- Sam's Club
- PNC
- Bealls
- MyEyeDr
- Smoothie King



TYLER HICKS
Senior Associate
Investment Sales

- Anthony Danizio, Last Mile Investments
- Faust Higgins - Crow
- Keigan Stacho - Net Lease Properties



JESS JOHNSON
Chief Revenue Officer

- Dollar Tree
- Bealls
- PNC
- Cava
- CTO Realty

CLIENT ENGAGEMENT TARGETS

Client Engagement Targets (of existing clients you aim to connect with: Client Names and Company)



KAYLAN KNITOWSKI
Associate Director
Investment Sales

Karen Hutton - Hutton Development

Blair Butler - 90Ten

Greg LaMere - Metro Equity

Christopher Davis - 7Brew Corporate

Cole Borror - Sierra Capital Club

Eteri Aaron Zucker - Zucker Investment Group

Eteri Zaslavsky - Next Realty

Katie Karkus/Anita Gupta - Developers

Clint Conway - NNN Invest

Mitchell Parker - Main Street Partners

Shay & Barak Yakobovich - Luxe Holdings

VIPS



Anthony Danizio

Last Mile Investments

Active strip center buyer/standing great relationship

Franklin Street Contact: Tyler Hicks



Natalie Battisti

SJC Ventures

She is important because we want to do the 3rd party leasing for their new Whole Foods dev in Naples.

Franklin Street Contact: Bronwyn Eyeington

STRATEGIC INTRODUCTIONS

Companies and Individuals Team Members Would Like to Meet



KAYLAN KNITOWSKI
Associate Director
Investment Sales

7 Brew Corporate has asked this - Ranon Katz - RK Center - "If they have a sr level contact at RK I would love an intro. We have only dealt with the local deal maker in NE who hasn't had much pull." There are multiple franchisees where a portfolio review of RK center could increase income by over $5 million annually. South Florida alone in Miami was a total of $2 million in annual rents.



MAGGIE COPPAGE
Director
Tenant Representation

I would love to be introduced to tenants/landlords/developers active in the southeast especially given new location in Savannah - I am looking to brand myself as a southeast resource and Savannah expert.



TYLER HICKS
Senior Associate
Investment Sales

Retail developers focusing on development across the United States (STNL to anchored centers)

DEALMAKING TO WATCH

What deals, priorities or needs are you actively working on?



BRONWYN EYEINGTON
Associate Director
Landlord Representation

Priority is business development and landing new leasing projects with owners and developers.



KAYLAN KNITOWSKI
Associate Director
Investment Sales

7 Brew Expansion, Vacant/Short Term lease QSRs, value-add strip centers, new development deals