

# KATZ REPORT

Katz & Associates Corp.

FALL, 2003

## PRESIDENT'S MESSAGE

As the retail environment strengthens, many of our clients have reported positive comp sales. Plans for expansion in both 2004 and 2005 have solidified and, in several instances, have gotten more aggressive. The addition of our new Atlanta office brings the number of regional offices to ten along with our headquarters in Pearl River, New York. We continue to be actively involved with a large variety of public and private companies in all regions of the country. We represent many companies on a national basis but are also available for regional assignments. We have participated in several ICSC conferences throughout the year and will have a booth at the New York ICSC Conference from December 8th to December 10th. Please stop by our booth, or call in advance for an appointment.

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## LINENS-N-THINGS 58 New Stores in 2003

Linens 'N Things, exclusively represented in North America by Katz & Associates, is slated to open fifty eight stores in 2003 throughout the United States and Canada. Stores are located in numerous types of retail venues including power strip centers, lifestyle centers, malls and free-standing sites.



Stores range in size from 25,000 sf to 56,000 sf and average approximately 31,000 sf. Openings in 2003 are widely dispersed across North America with 14 in the East, 13 in the Southeast, 15 in the Midwest and 13 in the West along with 3 new Canadian stores. "Linens 'N Things continues to aggressively expand in upscale trade areas in major metropolitan areas as well as select single store markets," according to Daniel J. Mitchell, Senior Vice President of Katz & Associates.



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Katz & Associates is pleased to announce that it has secured the exclusive right to represent Houlihan's Restaurant Group throughout the US (except Kansas City) for their company restaurants. Houlihan's currently operates 33 company restaurants and 49 franchised locations throughout



## HOULIHAN'S

the Midwest and Eastern US. Houlihan's is credited with being the originator of the very popular and highly imitated casual dining and theme restaurant concept. Though there have been many look alikes since their first restaurant opened in 1972, Houlihan's has maintained its high standards for a lifestyle oriented customer experience at affordable prices.

Two main concepts for expansion will be Houlihan's (5,600 square foot) casual dining and the Bristol (5,500-7,000 square foot) seafood concept. Houlihan's four targeted markets for initial

expansion are in Chicago, Philadelphia, Atlanta and Florida. Typical sites will require approximately 1.5 acres with parking for about 125 cars (code dependant). Site selection criteria includes a significant white-collar daytime employment base, strong upper income residential base, with high visibility locations on the pad of upscale power strips and regional malls.



Loehmann's, a leading national off price specialty retailer, is excited to announce the opening of its newest store in the metro Boston area in Sherwood Plaza in Natick. The 30,000 square foot store is the fourth new store added in 2003. Loehmann's opened stores in East Hanover, NJ; Troy, MI; and Chevy Chase, MD earlier in the year.

Loehmann's currently operates 47 stores and one shoe store in 17 states. Loehmann's has signed leases for full-line stores in Northbrook, IL (its third suburban Chicago location) and Pasadena, CA. In addition, Loehmann's will open two shoe concept

## LOEHMANN'S

stores in White Plains, NY and Paramus, NJ. All are scheduled to open during 2004.

In recent years, Loehmann's has expanded its offerings to include shoes, accessories, juniors, men's, fragrances and intimate apparel. Loehmann's caters to customers with a high median income in major metropolitan markets. Stores are typically sized at 25,000 sf, with flagship stores in Beverly Hills, San Francisco, and Manhattan, ranging from 40,000 to 60,000 square feet.



Loehmann's plans are to continue opening three to four 25,000 sf stores per year.

World Market is excited to announce the openings of their first two stores in FL, both in the Jacksonville MSA. One is a 17,000 sf store located at Marsh Landing in Ponte Vedra and the other an 18,000 sf store across from the adjacent Super Target/Home Depot in the Orange Park Mall area. In addition to these stores they have signed a lease for a store next to Cordova

Mall in Pensacola, FL and currently have 4 other leases in house for various other Central, Western and Northern Florida sites.

World Market continues their growth in the Louisiana

## COST PLUS WORLD MARKET®

market with the announcement of two additional signed leases. The first is a 18,300 sf store that is located at the new River Marketplace Center in Lafayette, LA, which is located at the corner of Ambassador Caffery Pkwy and Kaliste Saloom Rd. The other 18,300 sf store will be located in the soon to be opened Sterling 21/12 Centre in Covington, LA. World Market is preparing for an early 2004 opening for both stores. These stores will



bring the total World Markets in LA to five, which includes one in Baton Rouge and two in New Orleans.



Galyan's, the country's leading sports and outdoor adventure retailer, has opened its first two stores in the New York/New Jersey market.

The Indianapolis company grand opened its entry into the Garden State at Woodbridge Center Mall on September 16th. Company



New Galyan's Store  
Woodbridge, NJ

## GALYAN'S®

SPORTS AND OUTDOOR ADVENTURE

executives, governmental officials and local residents enjoyed the black-tie and sneaker reception held at the 100,000 square foot prototype. Galyan's is the regional mall's fifth anchor, conveniently located between Macy's and Fortunoff.

Galyan's October 16th opening at Roosevelt Field Mall in Garden City, NY positions the company in one of the top ten super-regional trade areas nationwide. The 108,000 square foot store is in a portion of the former Stern's, having direct access to the 2,000,000 square foot enclosed mall.

Co-anchors include Macy's, Bloomingdale's and Nordstrom. The location benefits from Long Island's active lifestyle, its position facing Old Country Road and abundant

parking. "These two new stores represent a significant foothold in the most dynamic retail market in the country," remarks Kurt Schneider, Senior Vice President, Northeast Region.

Galyan's is committed to opening additional

*"These two new stores represent a significant foothold in the most dynamic retail market in the country"*

*-Kurt Schneider*

locations throughout the New York Metropolitan area, including a proposed store in Freehold, NJ in 2004. In 2003, Galyan's has already opened in Richmond, VA; Cleveland, OH; Omaha, NE; Greenwood, IN; Peoria, IL and two stores in Chicago through their nationwide exclusive with Katz & Associates.



Jos. A. Bank Clothiers, Inc. and Katz and Associates are pleased to have already opened three stores

throughout Florida (Gainesville, Winter Park, Pensacola) and are now proud to announce the November openings of two additional stores: one located in Ponte Vedra, Florida and another in Destin, Florida. In addition, there are four executed leases for 2004 openings in Ft. Lauderdale, FL; Ormond Beach, FL; Daphney, AL; and Birmingham, AL; with more in progress. Katz and Associates and Jos. A. Bank continue to seek additional sites and welcome opportunities in open-air lifestyle centers, regional malls - spaces with inside and outside entrances, and downtown street front locations. Preferred co-tenants include upscale fashion, specialty home furnishings, national bookstores and white tablecloth restaurants.



Carter's, the nation's leading marketer of premium infant and children's celebrating childhood apparel, has recently gone public as Carter's Inc. In 2003, they opened new stores in the following areas:

- Deerfield, IL
- Farmington Hills, MI
- Canoga Park, CA
- Long Beach, CA
- Watertown, MA
- Edgewater, NJ
- Troy, MI
- Mayfield Heights, OH
- Citrus Heights, CA



Additional stores in Chicago and Philadelphia are planned to open by year-end. Katz & Associates, as Carter's exclusive agent nationwide, is actively pursuing additional locations for 2004. Carter's prefers to locate in dominant regional trade areas in major markets.

A new concept created by Group USA, Camille La Vie is an apparel store that caters to women and specializes in top quality/reasonably priced career wear, sportswear and eveningwear. New stores include Stephanie Street Shopping Center, Henderson NV, Forum on Peachstreet Parkway,



Norcross (Atlanta suburb) GA, Winter Park Town Center, Orlando FL, The Shops of Briar Gate Mall, Colorado Springs, CO; Montgomery Shopping Mall, Bethesda MD, Parkway Place, Huntsville AL; West County Mall, Saint Louis MO.

Additional stores will soon open in November at the Chesterfield Mall, Chesterfield, MO (9,500 sq. ft.) and in December at the Aspen Grove Lifestyle Center, Littleton, CO (11,000 sq. ft.).

## NEW EMPLOYEE/NEW OFFICE

"I'm delighted to announce that we've added additional staff and opened a new office to support our rapid growth," states Daniel B. Katz, President and CEO.

**Leslie Collins** has joined our Southeast Region in Marietta, GA as Director of Real Estate. "Leslie brings strong retail tenant representation skills to our group along with her marketing and leasing expertise. Leslie's knowledge of the Southeastern market fits perfectly with our expanding representation in the region," notes Kevin Higgin's, Senior Vice President, Southeast Region.



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**ATLANTA:** Our new Atlanta office is very busy with continued demand from existing clients. Shoe Carnival, Petco and Loehmann's are reviewing sites for several new locations in and around the Atlanta Metro area. Cost Plus World Market and Linens 'N Things continue to review Georgia markets for additional locations. New clients for Katz & Associates include CVS, Brinker International and Mattress Expo, all of which are looking to add units in Georgia. In addition, the Atlanta office is assisting Concordia Properties in the sale of its outparcels in their new Publix center in Fayetteville, GA. Also for sale is an existing Wendy's building located on Hwy 78 in Lilburn, GA.



**Katz & Associates**  
Will exhibit at the 2003 ICSC Conference in New York, from Dec 8-10, 2003.  
Come visit us at **137-138 Rhineland Gallery** or contact us in advance to discuss exclusive representation.

