



Metro New York

Retail Services & Capabilities

Intelligence to achieve
your retail ambitions

Intelligence to achieve your retail ambitions

We are passionate about Retail, and we're ready to share intelligence to help you achieve your ambitions. To us, retail intelligence is more than just information. It's the combination of three key elements. First, we have reliable data and powerful connections across the globe. That's Market Intelligence. Our meetings are conversations and our relationships are collaborations. That's People Intelligence. Then natural curiosity kicks in. We move steps ahead of the industry and are constantly seeking inspiration. That's Future Intelligence.

Together these work to form Retail Intelligence.
The fuel for your Ambitions.

*Achieve
Ambitions*

Global Retail

A member of the Fortune 500, we are a Global professional services and investment management firm specializing in real estate. Our expert teams provide integrated services to clients seeking increased value by owning, occupying, developing or investing in real estate.

3,700 retail professionals	189M SF of leased retail space	3,776 shopping centers
67 retail markets	1.4B SF of managed retail space	\$25B investment sales & net lease sale value of all retail property types

United States

950+ retail professionals	247 retail brokers in 47 markets	85M s.f leasing portfolio
\$6.1B in retail transactions	105M SF of managed retail space	1,585 investor and retailer clients

Metro New York

19 retail brokers	70+ properties represented	1M+ s.f. leasing portfolio
287 retail transactions	\$1.2B value of retail transactions	*YE 2018



JLL Retail serves as the industry’s leader in retail real estate services. The firm’s more than 950 dedicated retail experts in the Americas partner with investors and occupiers around the globe to support and shape investment and site selection strategies. Our retail specialists provide independent and expert advice to clients, backed by industry-leading research that delivers maximum value throughout the life-cycle of an asset or lease.

JLL has more than three decades of retail experience providing real estate services for diverse property types. With a portfolio of more than 2,010 properties in 49 states, Washington D.C and Puerto Rico. JLL currently manages, leases and/ or sells over 190 million square feet of retail across the U.S.

Services

- Retailer representation
- Cross-border connections
- Retail e-commerce distribution
- Supply chain management
- Consumer research
- Integrated portfolio services
- Predictive analytics
- Transaction management
- Lease renewal management
- Lease and debt restructuring
- Bankruptcy services
- PDS: Multi-site
- Brand, experience and design
- Construction management
- Facility management
- Lease administration

Global retail relationships

Global to local

With dedicated retail teams in every major market across the United States and in key gateway cities globally, we represent some of the world’s most renowned brands and retail operators.



BELSTAFF



Hamleys



GERRY WEBER



GALERIES Lafayette



CALZEDONIA



COMPTOIR DES COTONNIERS



TARA JARMON



LOFT
design by...



Superdry
極度乾燥(しなさい)



PAUL & JOE



DEBENHAMS



Marc O'Polo



FALCONERI
filati naturali



HACKETT LONDON



BOGGI MILANO



Phase Eight



V A S H I



BESTSELLER



COTTON:ON



PAIN & SUCRE



wagamama



TWIN-SET
SIMONA BARBIERI



I R O



Carluccio's



AIRE
ANCIENT BATHS



PENHALIGON'S
EST. LONDON 1970



Lamborghini



KidZania



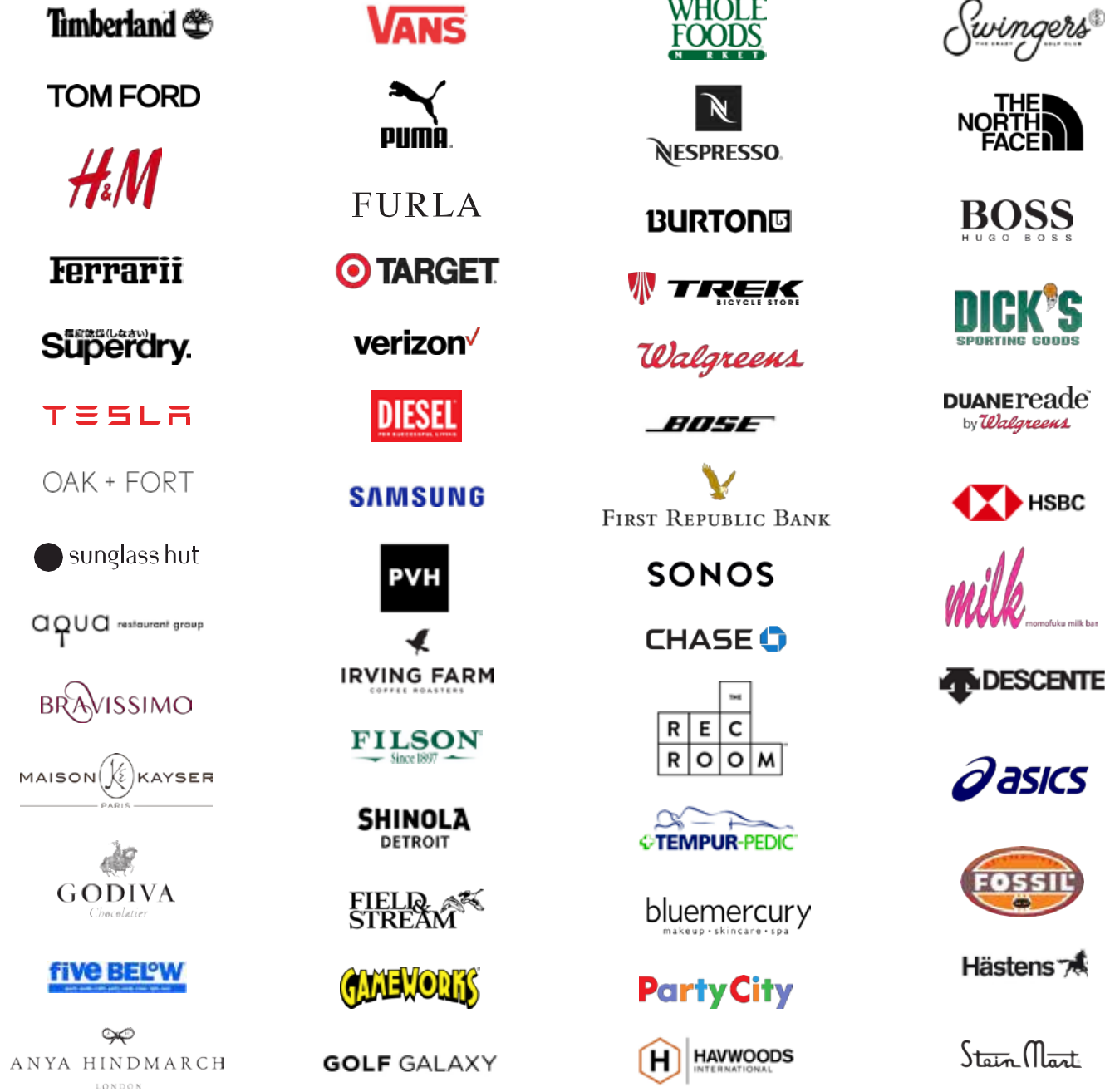
Tenant advisory

As research and analytic experts, we provide data-driven, objective advice and integrated innovative solutions for retailers. Our understanding of business needs result in our team’s ability to provide support in making real estate decisions while helping create a customer experience unique to their brand.

When you hire us we promise we’ll deliver:

- Local market rental rate intelligence
- A thorough understanding of your vision by consulting with you and your team
- A collaborative brokerage network – local, national and global
- Pre-leasing space studies
- Marketing materials
- Information sharing in real time
- Stellar communications
- Administration and reporting

Retail tenant representation



*Metro New York

We understand location shapes your success and we are exact with defining the best location for you.

Tenant services

Strategic planning

Research & data analytics to provide the framework for market, state and nationwide roll-outs.

Site selection

Initial market analysis through acquisition negotiations, our team leverages our market knowledge and relationships to secure the best locations

Transaction management

Full-service corporate account management to deliver consistent services across geographies.

Site consulting & data modeling

Custom techniques define consumer profiles to improve site selection and craft master real estate strategy.

Portfolio optimization

Cost savings and strategic advantages through lease renewals, negotiations and provision enhancements.

Disposition

Sublease, assignment, individual and portfolio sale and buyout arrangements to maximize your financial position.



Diesel
USA & Canada
Tenant Rep



Puma
USA
Tenant Rep



Whole Foods Market
NY Tri-state
Tenant Rep



Dick's Sporting Goods
NY Tri-State
Tenant Rep



H&M
NY Metro
Tenant Rep



Verizon Wireless
NY Metro
Tenant Rep



Five Below
NY Tri-State
Tenant Rep



Burton Snowboards
USA & Canada
Tenant Rep



Trek Bicycle
USA
Tenant Rep

Strategic project leasing

Working closely with you, our team will employ a strategic, proactive approach to attract retailers, drive consumer traffic, enhance synergy between tenants and consumers, and ultimately, maximize NOI. Our leasing experts, both local and national, will provide you with the retail intelligence to successfully help:



Develop and implement a cohesive, research-driven leasing strategy



Attract and secure leading retail brands through our strong network of retailer relationships to best serve shopper demand



Improve the retention of your key retail tenants



Increase occupancy and revenue to maximize NOI through targeted merchandising initiatives



Partner with marketing to tell the leasing story to the community and retailers, increase consumer traffic and enhance market presence



Enhance your property's positioning and performance through JLL's dedicated retail research experts

Landlord representation



Agency leasing expertise

Providing extensive retail and local market expertise, combined with national leasing efforts, we will develop and implement a strategic, cohesive merchandising approach.

We work with investors to develop merchandising strategies that target retail users who will best serve the shopper demand in the community and the property. Additionally, we employ a highly-skilled marketing team that works hand-in-hand with our leasing team to create and implement an aggressive marketing strategy for each property. We also maintain a database of key retailer contacts to leverage the experience of the entire platform in the lease negotiation phase, all while ensuring we maintain rigorous client reporting.

*Select recently completed agency-leasing transactions



300 Lafayette Street
New York, NY
28,000 s.f. | Agency



799 Broadway
New York
33,138 s.f. | Agency



51 Astor Place
New York, NY
35,000 s.f. | Agency*



10 Times Square
New York, NY
20,000 s.f. | Agency*



3 Bryant Park
New York
155,000 s.f. | Agency* & Tenant Rep



Manhattan West
New York, NY
240,000 s.f. | Agency*



1865 Broadway
New York, NY
70,000 s.f. | Agency*



E-Walk
New York, NY
200,000 s.f. | Agency



1407 Broadway
New York, NY
20,000 s.f. | Agency*



360-service

As a functionally integrated team, our retail brokerage, capital markets, property management and development/project management teams provide a unified approach to your real estate needs. This collaborative strategy capitalizes on the depth of our local expertise and relationships to maximize your investment.

Providing this level of service starts with having experts for each functional component of the investment life-cycle. It extends to having market knowledge and transaction capabilities in every key market around the state. And because each opportunity is unique, we've removed any barriers or territories that limit our team's ability to leverage the personnel and experience needed to handle each specific challenge.

Expertise



Bob Gibson
Vice Chairman
JLL Retail Services
+1 212 812 6421
bob.gibson@am.jll.com

Mr. Gibson joined JLL in 2014 as vice chairman and leader of New York retail brokerage. Specifically, Mr. Gibson is leading the expansion of the firm’s retail platform in Manhattan and is responsible for the growth of retail tenant and agency leasing in the tri-state region. A leading broker in the industry and within the New York market, Mr. Gibson’s client portfolio includes both tenant and owner representation for multiple global retail brands. Mr. Gibson is responsible for completing some of New York City’s most significant retail transactions and remains national representative for numerous high-profile retail brands including, but not limited to, H&M, Verizon Wireless, Diesel, Luxottica, Salvatore Ferragamo USA, Tom Ford, and Burton Snowboards.

With more than 29 years of retail leasing experience in New York and nationally, Mr. Gibson maintains long-standing relationships with, global luxury brands, urban millennial brands and other prominent national retailers.

Mr. Gibson is responsible for the completion of several of New York City’s high-profile retail transactions, including H&M’s largest store in the world (One Herald Square) and Tom Ford’s new global flagship (680 Madison Avenue). Property owners he has represented include Fisher Development Associates LLC, Northwestern Mutual Investment Management Company, Alchemy Properties, Jamestown Properties, Digby Management, L.H. Charney, Marx Realty & Improvement Corp., Hearst Corporation, Mitsui Fudosan America, Inc., Tishman Speyer Properties, Citibank and Silverstein Properties.



Patrick A. Smith
Vice Chairman
JLL Retail Services
+1 212 812 5888
patricka.smith@am.jll.com

Mr. Smith co-leads JLL’s retail efforts throughout Metro-New York and is highly adept at providing senior-level real estate direction to many of JLL’s key retail clients throughout the region and the U.S. He has had a long career as a trusted advisor, providing comprehensive real estate and consultative solutions to users and owners of retail real estate. .

Mr. Smith has over 28 years experience in the commercial real estate industry and has been involved in many high profile and “flagship” transactions in the New York Tri-state region and across the U.S. This diverse background has given him an extensive understanding and knowledge into leasing, site acquisition, financial analysis, asset management, development and construction.

Mr. Smith currently leads the JLL project leasing team(s) providing strategy and execution on significant urban retail projects on behalf of the following owners: Related, The Blackstone Group, Ivanhoé Cambridge, LaSalle, Durst Organization, Brookfield, Equity Office Properties, Shorenstein, Edward J. Minskoff Equities, TH/Nuveen, Tishman Realty, Rockwood Capital Group, The Infinity Group, Grid Properties, Gotham Construction, Tribeca Associates and Vanke.

In addition, he exclusively represents the following retailers for their acquisition and disposition strategies (in select markets): Dick’s Sporting Goods (and its related concepts – Field & Stream, Golf Galaxy and True Runner), Whole Foods Market, Samsung and Target Corporation.



Michael Hirschfeld
Vice Chairman
JLL Retail Services
+1 917 549 2215
michael.hirschfeld@am.jll.com

Mr. Hirschfeld co-leads JLL’s service practice focusing on expanding the firm’s retail tenant representation capabilities. In his role he targets premium and high-end retailers who are occupying space in high street, downtown, resort and dense urban retail markets across the United States. He advises on the best strategy and adding value to each client’s retail real estate decisions. JLL’s Retail MVP and Top Producer in 2014, and 2015, he has also been a Top Gun each year while at JLL.

He also spearheads JLL US Retail’s Cross Border business development program with the EMEA and APAC leads as well as the Global Retail Board. Working with his international colleagues he is overseeing the growth of this vital two-way pipeline of new clients into and out of the US, Europe and Asia. Current international clients include Super Dry, Hamleys, Rapha, Anya Hindmarch, The Fragrance Shop and Penhaligons. He also works with many domestic clients on their national and global expansions including Shinola, Filson, Bose, and Fossil.

Most recently he has been leading JLL’s Real Estate for Private Equity Investors in Retail initiative, which is focused on providing pre-acquisition due diligence advisory services, and post-acquisition life-cycle retail real estate services to Private Equity investors in emerging and established retail brands.

Mr. Hirschfeld has been in the retail real estate business for more than 42 years specializing in urban retail throughout North America and Europe.

Leadership



Erin Grace
Managing Director
JLL Retail Services
+1 212 812 5882
erin.grace@am.jll.com

Erin Grace has over 17 years of experience in the real estate industry. Her areas of expertise are in tenant representation, site selection, disposition, urban and suburban project leasing. Ms. Grace has successfully facilitated the sale of many commercial buildings and shopping centers.



Amy Zhen
Executive Vice President
JLL Retail Services
+1 212 418 2651
amy.zhen@am.jll.com

Amy Zhen has over 11 years’ experience in Manhattan commercial real estate, specializing in retail tenant representation and agency leasing. Ms. Zhen has a broad knowledge of the New York market and its submarkets and a deep understanding of the complexities of both tenant and owner requirements and expectations. Amy has extensive experience providing clients with real estate strategy and planning as well as advisement and consulting on development and redevelopment projects.



Davie Berke
Executive Vice President
JLL Retail Services
+1 212 812 6017
davie.berke@am.jll.com

Davie Berke began his career as a retail broker in 2005, specializing in both Tenant and Landlord representation. Mr. Berke leased Asics their global flagship location on Fifth Avenue followed by their Soho store on Broadway. On the landlord side, Mr. Berke is currently marketing over 90,000 square feet of retail space in major Manhattan markets such as Times Square, Fifth Avenue, and Soho.



Paul Berkman
Executive Vice President
JLL Retail Services
+1 212 812 6470
paul.berkman@am.jll.com

Paul Berkman represents owners, investors and tenants in developing and executing leasing strategies to maximize retail properties’ full potential. With over 30 years of retail and real estate experience, Mr. Berkman combines his intellectual capital, construction and architecture expertise, and deep market knowledge to add value to each of his client’s projects.



Matt Ogle
Executive Vice President
JLL Retail Services
+1 212 812 5982
matt.ogle@am.jll.com

Matt Ogle specializes in tenant representation, retail leasing, and property disposition. Throughout his 13-year career in commercial real estate, Mr. Ogle has developed outstanding retailer and landlord relationships and a deep understanding of best practices for leasing, expansion, development and construction.



Corey J. Zolcinski
Executive Vice President
JLL Retail Services
+1 212 812 5707
corey.zolcinski@am.jll.com

Corey Zolcinski specializes in tenant representation, retail leasing, and property disposition. Mr. Zolcinski helps lead the retail brokerage initiatives in New York to seek opportunities and collaborate with clients on creating winning strategies and identifying the best solutions to ensure success.

The Team



Michael Riley
Senior Vice President
JLL Retail Services
+212 812 5901
michael.riley@am.jll.com

Mike Riley brings over 14 years of commercial real estate industry experience, primarily focused on site selection, acquisition and development for Walgreens and Duane Reade. As part of Walgreens internal real estate department for more than a decade, Mr. Riley has successfully negotiated nearly \$1 Billion worth of real estate transactions in both the Northeast and Southern California. In addition, Mr. Riley is heavily involved in both idle disposition and lease restructuring efforts at Walgreens as well.



Ryan Condren
Senior Vice President
JLL Retail Services
+1 212 220 4117
ryan.condren@am.jll.com

Mr. Condren joined JLL in 2019. He has over 10 years of experience in negotiating leases with local, national, and institutional commercial tenants in the NYC Metro area, with a focus on Brooklyn and the outer boroughs. A five-time CoStar Power Broker (2011-2016), his leasing team has been responsible for the completion of 200+ lease transactions totaling more than 670,000 sf of retail space with an aggregate lease value of over \$650 million.



George Danut
Senior Vice President
JLL Retail Services
+1 212 220 4121
george.danut@am.jll.com

Mr. Danut joined JLL in 2019. He has over 7 years of experience representing Landlords and Tenants in the NYC Metro area, with a focus on Brooklyn and the outer boroughs. Currently, his responsibilities include lease negotiations and valuations, delivery of market data and insights, and preparing marketing packages. A three-time CoStar Power Broker (2014-2016), George has assisted in the lease retail spaces totaling more than 500,000 sf, with an aggregate lease value of over \$400 million.



Charlotte Elstob
Vice President
JLL International Retail
+1 646 856 6845
charlotte.elstob@am.jll.com

Charlotte Elstob leads business development for cross-border Retail in the U.S., working closely with JLL colleagues in the UK and across Europe and Asia Pacific. Ms. Elstob’s primary role is to support retailers and brands with their transition to the U.S. market; identifying key challenges and working with retailers to develop an acquisition strategy supported with both local broker knowledge and in-depth research.



Tess Jacoby
Vice President
JLL Retail Services
+1 212 812 5824
tess.jacoby@am.jll.com

Ms. Jacoby has eight years of extensive experience with both tenant and landlord representation. Exclusively representing IT’SUGAR, Bluemercury, Sorel, Columbia Sportswear, and Lucky Brand, Ms. Jacoby has secured multiple sites throughout Manhattan and the Tri-state area. She has also worked with reputable landlords such as TF Cornerstone, The Moinian Group, Sitt Asset, Ashkenazy Acquisition Corp. and The Howard Hughes Corp.



Steven J. Robinson
Vice President
JLL Retail Services
+1 212 812 5865
steven.robinson@am.jll.com

Steven Robinson has over a decade of real estate experience. Mr. Robinson specializes in agency leasing and tenant representation in New York, and is responsible for all aspects of leasing transactions including real estate strategy, tenant representation and landlord agency leasing. Additionally, Mr. Robinson is responsible for the disposition and recapitalization of retail assets located in Manhattan and throughout the Tri-state area.



Hilary Sievers
Associate Vice President
JLL Retail Services
+1 212 812 6449
hilary.sievers@am.jll.com

Hilary Sievers specializes in tenant representation and urban and suburban project leasing in the greater Metro NY area, with a special focus on the 5 Boroughs. Hilary has developed a strong expertise in multiple aspects of retail brokerage including agency leasing, strategic project redevelopment, disposition and multi-market tenant roll-outs.



Brian Hirschfeld
Associate Vice President
JLL Retail Services
+1 212 812 5986
brian.hirschfeld@am.jll.com

Brian Hirschfeld focuses on working with PE backed clients including Erno Laszlo, Skin Spirit, as well as Filson & Shinola. Mr. Hirschfeld is active within JLL’s cross-border practice working with JLL colleagues & tenants in the EMEA & APAC to help them expand internationally. Since joining the firm, he has been involved in over 30 successful transactions nationally representing clients including Tempur-Pedic, Shinola, Filson, Bose, Belstaff, Cover Girl, Vans, The North Face & Timberland.



Jesse Wolff
Associate Vice President
JLL Retail Services
+1 212 271 6393
jesse.wolff@am.jll.com

Jesse Wolff specializes in tenant representation. Mr. Wolff has completed retail transactions for landlords and tenants resulting in 265,000 sf of lease space. He has worked with reputable landlords such as Acadia Realty Trust, Crescent Heights, John Hancock Real Estate, Northwood Investors, CB Developers and Edison Properties. Mr. Wolff has represented the following retailers: Maison Kitsune, DHL, Caleres, Quest Diagnostics, Vital Climbing Gym, Crabtree & Evelyn, Hotel Chocolat and Goodwill North America.



Don Cafero
Associate
JLL Retail Services
+1 212 812 5928
don.cafero@am.jll.com

Don Cafero joined JLL in 2017 and is working on tenant and agency representation. Most recently he has leased over 15,000 sf at the EDGE in Williamsburg, along with several big box shopping center listings in CT, and is credited with bringing the first Ollie’s Bargain Outlets to the state. He also represents a number of restaurants and retailers in New York.



Matthew Schuss
Associate Vice President
JLL Retail Services
+1 212 812 5938
matthew.schuss@am.jll.com

Matthew Schuss joined JLL in 2019, bringing 6 years of real estate experience, specializing in owner and tenant representation. Throughout his career he has completed retail transactions for landlords and tenants resulting in 300,000 s.f. of leased space. Mr. Schuss made Commercial Observer’s 30 under 30 list for Top leasing and Sales Professions in 2018.



Naveen Jaggi
President | Retail Advisory Services
Leasing and Capital Markets
+1 713 888 4087
naveen.jaggi@am.jll.com

Naveen Jaggi is responsible for overall strategy, business development and the growth of the platform. With more than 20 years of retail real estate experience, Mr. Jaggi oversees all of JLL’s retail brokers in the United States. Mr. Jaggi is a member of the Retail Global Leasing Board which coordinates JLL’s retail leasing activity globally.



Geno Coradini
Executive Vice President
Retail (IPS) Lead
+1 214 438 6415
geno.coradini@am.jll.com

Geno Coradini is responsible for working with JLL’s retail tenant representative brokers nationally to support the retailer client base. Mr. Coradini is tasked to assist the Retail Brokerage teams in accessing and coordinating all the service lines within the JLL National & International organization.



Phil Palmer
Executive Managing Director
JLL Retail and Office Services
+1 212 812 6511
phil.palmer@am.jll.com

Phil Palmer is responsible for the P&L of brokerage operations overseeing more than 100 office and retail brokers serving owners and occupiers. Mr. Palmer is responsible for ensuring JLL’s professionals are a strategic fit and properly equipped to serve our prospects and clients.



Tom Mullaney
Managing Director
JLL Restructuring Services
+1 805 259 9486
tom.mullaney@am.jll.com

Tom Mullaney leads the JLL Retail Re-Structuring Services team. His team is a recognized leader in lease and debt restructuring. Since 1993, their group has restructured more than \$12B in lease and debt liabilities for nearly 400 clients while working constructively with the country’s largest landlords, REITs, banks, key regional and local lenders, insurance companies and pension funds. His broad restructuring experience make him a valued counselor to many CEOs who desire to significantly alter the paths of their companies.

Executive oversight & managed services integration

How our intelligence helps you

Market intelligence

These are the facts and figures. We have reliable market data and 4,000 retail professionals to give you meaningful insights to help achieve your goals. We collaborate with powerful connections industry-wide, making us your retail industry advocate and a bold voice for physical retail and its relationship to online.

People intelligence

Our people thrive on solving complex challenges, they love retail and they love what they do for you. We don't just meet with you, we greet every opportunity to help with a fresh perspective. We listen and do our best to get to know you. This enables us to customize our services to fit your specific needs, and to get us over the finish line hand-in-hand.

Future intelligence

This is where natural curiosity comes into play. In order to create an environment of inspiration, we ourselves must be inspired. That's why we never stop seeking out new information from every corner of the industry, so we can share the best examples from around the world. We have our fingers on the pulse of technological advancement, staying ahead so we can flex as your needs evolve. We are your roadmap to a successful future.





330 Madison Avenue, 4th Floor
New York, NY 10017
+1 212 812 5700
jllretail.com

© 2019 Jones Lang LaSalle IP, Inc. All rights reserved. All information contained herein is from sources deemed reliable; however, no representation or warranty is made to the accuracy thereof.