Retail Leasing Update

April 2018





Colliers Leasing Report By Stage

Industries										
							Lease			
Stage:	Prospects	•	Preview	Touring	LOI	Legal	Out	Idle	Dead	Total
Restaurant: Quick-Service	6	2	4	7	11			22	15	
Restaurant: Fast Casual	13		1	3	1			17	10	
Restaurant: Full-Service	15	1	1	3	2			8	9	
Bar		1		1	2			17	5	
Sporting Goods								1	1	
Fitness	2		1		2			3	4	
Grocery	1							3	8	
Coffee			1	2	5			4	4	
Toy/Gift/Craft								4		
Health/Beauty			1					2	2	
Salon/Spa					1			2	3	
Electronics	2		1	2				2	2	
Services	9		2	1			1	4	9	
Specialty Retail	1	1		1				4	3	
Bookstore					1					
Apparel/Accessories					1			3	4	
Total	49	5	12	20	26		1	96	79	288
										242

Dead Because:	Chain	Opted Out	Proximity	Merch Plan	Not Qualified	Pop- Up	Competing Tenant	Total
	1	53	7	5	9	1	3	79 4.12.18
	1	49	7	5	9	1	3	49 3.8.18

	-	73	,	3	3	-	3	7.5	_
DEFINITION OF STAGE									
Prospects:	Tenants Colliers has t	targeted and is r	eaching out to						
Inquiry:	Comes through the w	vebsite (registra	nts) + anyone v	who inquired prior	to launch				
Preview:	These people have be	een contacted tl	hrough our Gm	ail and directed to	a location in the	e center/invi	ited to subm	it a proposal.	
Touring:	Self-explanatory								
LOI:	Trading paper								
Legal:	Lease being drafted								
Lease Out:	Lease negotiations								
Dead Deal:	Tenant has been reje	cted, opted out	, or deal died						

Mo communication after several attempts to reach to them, or TJPA not ready to reject tenant.

Colliers Progress Report By Stage

		Actual/Target*						
	Stage	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	4.12.18
	LOI:	25/13	1/13	0/8	0/1			26/35
On	Negotiate:		1/13	0/13	0/8	0/1		1/35
Off	Sign:			0/13	0/13	0/8	0/1	0/35
Ì	Q2 2018 Q3	2018 Q4	2018 Q1 2	2019 Q2	2019 Q3 i	2019 Q4 2	2019 Q1 202	0 Q2 2020
A SERIES GROUND (4 Spaces)				•	••			
B SERIES GROUND (5 Spaces)					0000			
C SERIES GROUND (8 Spaces)		an Uns			000	0000		
D SERIES GROUND (6 Spaces)	2	9 ×			Later to the control of the control	0000		
SECOND (2 Spaces)								
E SERIES SECOND (3 Spaces)				00	•			
F SERIES SECOND (5 Spaces)					0000			
PARK LEVEL PARK - A Spaces (2 Spaces)						•		
TOTAL % OPEN					ACCUPATION NO. 100	paces 8 Sp 4% 97		

^{*}Takes into consideration average construction time of 16 weeks.

Colliers Update

- Promoting, campaigning, & touring full swing
- Working on tenant placement in center as the interest comes in with optimal tenant mix in mind
- Working with Lincoln to review tenant's mechanical electrical plumbing requirements
- Negotiating letters of intent
- Meeting with Tenants and their construction teams
- Preparing Leasing Packages for LPC's Blessing





Questions?

