

# ZAREMBA GROUP

## NEW STORE DEVELOPMENT PROGRAM



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Zaremba Group, LLC has over 90 years of real estate development experience, successfully developing in most major markets throughout the U.S. We began in the early 1920's as a local residential developer in Northeast Ohio and gradually grew into a national developer, building everything from regional shopping centers to one-acre retail and service-oriented projects. To date, we have successfully developed projects in 45 states, delivered over 15 million square feet of shopping center space and generated over 700 free-standing facilities for our retail and service-oriented clients. Zaremba has been engaged by several Fortune 500 Companies (e.g., Progressive Insurance, Dollar General, CVS, AT&T, McDonald's, Sterling Jewelers, O'Reilly Auto Parts and Sterling Autobody - Allstate Insurance), many of whom embarked on new initiatives requiring rapid development of a large number of new stores/service centers. **We have generated 30+ new approved sites/stores for several clients within a 1-year period (from program inception).**

While we have worked with, and developed for, most major big-box and specialty retailers over our 90 years of existence, we have also set ourselves apart from most developers by specializing in Single Tenant, Freestanding Development for rapidly-growing companies. Our construction management, utilizing the "right-sized" contractors, enables most-economical and seamless construction activities.

Our professional process and results-oriented approach to development has helped us forge long-term relationships with our corporate clients – not just as a developer hired to build stores, but as a business partner enabling our clients to formulate the most cost-effective, responsive and efficient store delivery systems.

## **Some of the unique qualifications and attributes that will make Zaremba Group an ideal partner include:**

- We have hands-on, direct program experience in most major markets throughout the U.S.
- We are functionally organized to undertake the assignment in question where speed to market is important, having several in-house competencies that help facilitate an efficient development process, including:
  - o In-house AutoCAD operators who quickly evaluate site layouts and prepare initial site plans;
  - o In-house legal professionals who prepare purchase agreements, amendments, easement agreements, license agreements, use agreements, etc., and assist in title review and coordinate land acquisition closings;
  - o In-house Development Managers who attend and present plan proposals at all public governmental meetings; and
  - o Several in-house civil engineers & architects who scrutinize and value engineer construction drawings in a conscientious, cost-saving manner for our client's ultimate benefit.
- We operate with total budgetary transparency, with "open-book" bidding and pricing on all project elements to ensure best pricing.
- Our team understands and has extensive experience with difficult entitlement areas (such as Vermont, New York, DC Metro, California, and Chicago), and takes a realistic approach to the entitlement process, based on the nuances that each market possesses.
- We understand the importance of speed-to-market, budget and schedule compliance.
- We have provided development services for Fortune 200 companies and institutional clients, including CALSTRS – the nation's second largest public pension fund, where corporate governance and close coordination, communication and reporting are critical.

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## Our Professional Experience and Highlights include:

- Dollar General – a positive 15+ year relationship producing over 260 new stores throughout the US
- CVS Health – a productive 20+ year relationship generating over 250 new stores
- Progressive Insurance - a successful 15-year relationship resulting in over 60 new service centers
- Sterling Autobody (previously owned by Allstate Insurance) – selected as national fee developer in aggressive roll-out of new, corporate-owned autobody service centers in several major U.S. markets.
- Zaremba has developed over 15 million square feet of shopping center space which include numerous grocery-anchored shopping centers in various parts of the country.

Through our Program Development experience, we have formulated tracking and reporting methods and forms that keep clients up to date and other systems geared to tracking high-volume multiple-store programs.

In short, Program Development is what we do as a company. It has been a primary focus (not a secondary effort) of Zaremba Group for over 25 years; in addition, most of our in-house team members have over 20 years' experience in the development field. We value teamwork and the opportunity to be an integral part of our clients' growth and success in meeting their objectives. We know that if we perform and add value for our clients, we will forge long-term relationships (as evidenced by our current client roster).

## Financial Structures

A brief description of the financial structures that can be customized to fit your needs:

1. A Fee-for-Services arrangement in which you purchase each property and store and fund pre-development and construction costs, paying a flat-fee to Zaremba for its services at a negotiated rate, paid at incremental stages of the development process. In this scenario there are no added or hidden costs. We do not charge for our in-house services such as brokerage, preliminary due diligence, legal, site planning, initial budgeting, REC packages, etc. We are only paid when agreed-upon milestones are achieved.
2. A Build-to-Suit/Lease-back arrangement in which the rental rate will be based on a negotiated rate of return on actual project costs.

# COMMERCIAL PROJECT EXPERIENCE



- 15 Million SF of retail GLA developed
- 65+ years of shopping center development



## Sterling Auto Body (Owned by Allstate)

- National roll-out of 30+ facilities in 18 months



## CVS

- 20+ year relationship with over 250 stores developed



## Progressive Insurance

- 15+ year relationship with over 60 concierge centers developed



## Dollar General

- 15+ year relationship with over 260 stores developed



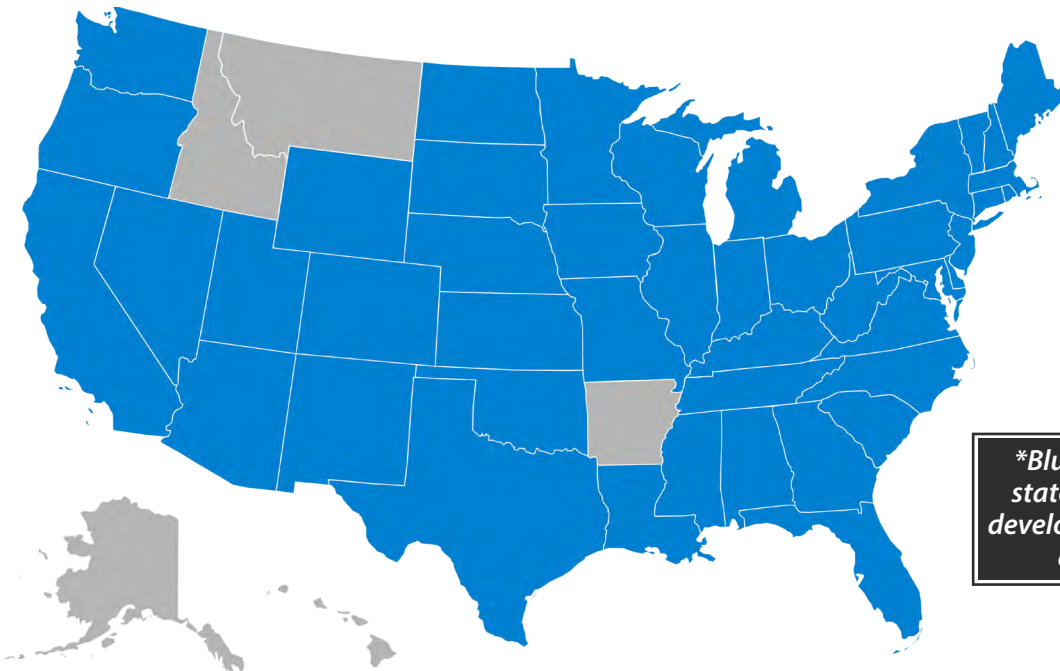
## McDonald's/O'Reilly Auto Parts/AT&T/Firestone/Service King

- Developing new locations

# NATIONWIDE DEVELOPMENT KNOWLEDGE

Projects developed/managed in **45** states

National network of land brokers, consulting civil engineers, due diligence professionals and general contractors



*\*Blue indicates the states where active development networks are in place*