



FUTURE OF RETAIL DEVELOPMENT

SUCCEEDING IN AGE OF DEAD MALLS, AMAZON, & ONLINE COMPETITION

Presented By:



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MERCHANDISE

ENTERTAINMENT

RESTAURANTS

RETAIL

SERVICES

OFFICE



CREATE THE EXPERIENCE

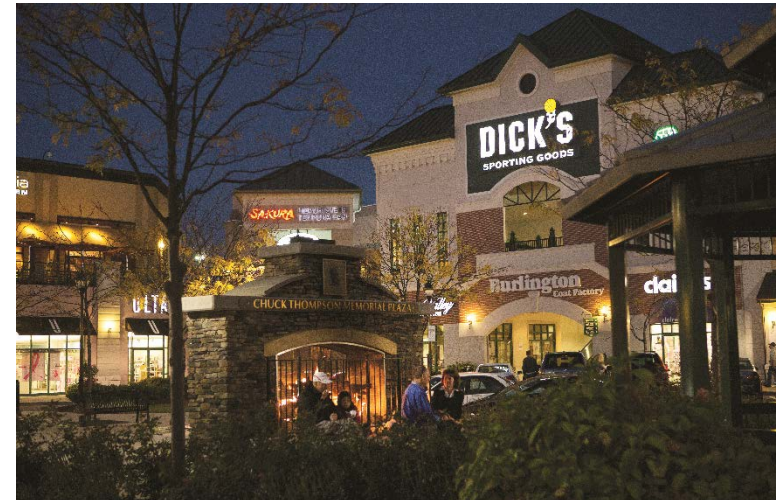
One-Stop Destination Where Guests Can:

EAT

SHOP

WORK

PLAY



OFFER CONVENIENCE

SHOPS

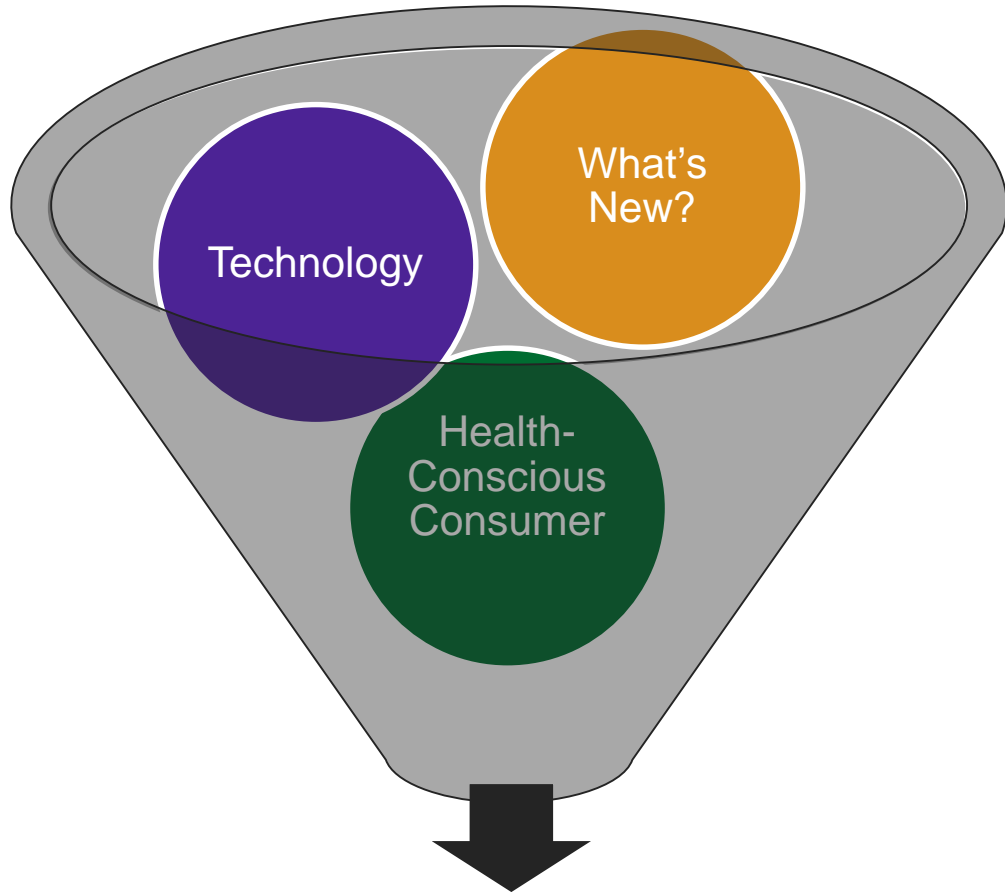
AMENITIES

TRANSPORTATION

PARKING/
VALET



KEEP CURRENT



Understanding Current Trends



ANALYZE FUTURE



Look For Ways To Attract & Retain:

FLASH RETAIL

FREE WIFI

CHARGING STATIONS

RECREATIONAL SPACE

DOG PARK

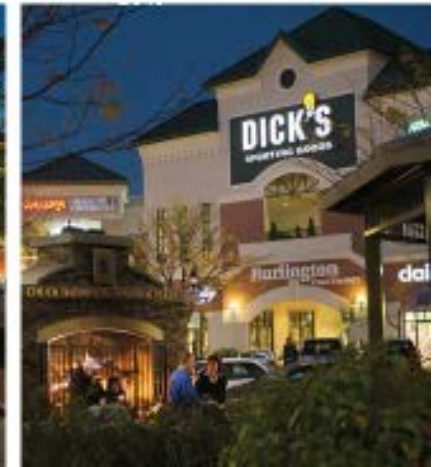


FROM "DEAD MALL"...

TO PREMIER RETAIL DESTINATION



- \$52 Million Revitalization of Dead Mall
- 90 Acres, 810,000 Sq. Ft. of Retail and 27,000 Sq. Ft. of Office
- Top Performing Wegmans in Maryland
- Anchors: Wegmans, Dick's Sporting Goods, Regal Cinemas, Marshalls, DSW, Pier 1, ULTA and Burlington
- 332 New Upscale Apartment Units



FROM DILAPIDATED SHOPPING CENTER...



TO MIXED-USE MASTERPIECE



- \$500 Million Redevelopment
- 33 Acres, 2 Million Sq. Ft. of Mixed-use
- Largest Environmental Remediation in Anne Arundel County History
- ULI Wavemaker Award
- Top Performing Whole Foods in Maryland





FOUNDRY ROW

FROM ABANDONED MANUFACTURING PLANT...

TO FIRST-CLASS LIFESTYLE CENTER



- \$120 Million Redevelopment of 2 Million Sq. Ft. Manufacturing Plant into Premier Mixed-use Town Center featuring Wegmans, LA Fitness, Home Goods, DSW, ULTA and Old Navy

- 50 Acres, 375,000 Sq. Ft. of Retail and 40,000 Sq. Ft. of Office

- Successfully Rezoned Site with Extensive Community Support

