



OnSite
Retail Group

www.onsiteretailgroup.com

Leading the Ohio & Kentucky Region in Brokerage Services for the Retail Real Estate Industry



PASSION FOR TEAMWORK

OnSite Retail Group, LLC was formed by four colleagues with a passion for the retail real estate business and a commitment to teamwork. To deliver the highest quality of services to our clients, we determined our greatest strength would be realized in working together, combining our individual talents and utilizing more than 90 years of experience in commercial real estate.

PASSION FOR REAL ESTATE

As a commercial real estate brokerage company, we are focused solely on transactions involving retail-use real estate in Ohio and Kentucky, concentrating our efforts in Cincinnati and Northern Kentucky, Columbus, Dayton, Lexington, Louisville and surrounding areas.

PASSION FOR SERVICE

Our clients are our number one priority. At OnSite Retail Group, we specialize in the representation of over 50 national and regional retailers and restaurants. With in-depth knowledge of our markets, we provide site selection, demographic and market analysis, site acquisition and disposition services, as well as the representation of owners, developers and landlords in sales and leasing. We also provide land assemblage and acquisition services for retailers and developers, as well as land development consultation.

PASSION FOR RESULTS

Our knowledge and experience in the local markets provide our clients with optimal results.

WE UNDERSTAND WHAT IT TAKES TO GET DEALS DONE



ONSITE RETAIL GROUP

A true team of expert agents, we have a combined 100-plus years of knowledge, experience and persistence. We believe that when we combine our individual talents and strengths, we give our clients a truly focused and customized experience.

Scott G. Saddlemire

A graduate of The Ohio State University, Scott's real estate career began in 1990 handling a wide variety of corporate real estate transactions across Ohio, Kentucky and Indiana at Fifth Third Bancorp. Scott entered brokerage in 1998, and is a founding member of OnSite Retail Group. He is adept at handling a wide variety of transactions from leasing and sales to dispositions and land assemblage in a wide geographical area covering most of Ohio and Kentucky.

Scott specializes in representation of prominent national and regional retailers and restaurants including The TJX Companies (TJ Maxx, Marshalls, HomeGoods, Sierra Trading Post and HomeSense), Michaels, LA Fitness, Valvoline, Huntington Bank, Ethan Allen, Popeyes, Dunkin' Donuts, Pet Supplies Plus and Bassett Furniture.



Eric M. Abroms

Eric is a graduate of University of Cincinnati with a Bachelor's degree in both Real Estate and Marketing. Since 1994, Eric has concentrated on retail tenant site selection, portfolio disposition, land assemblage and project leasing. Eric has his Broker's license in Ohio, Kentucky and Arizona and has completed over 490 career transactions.

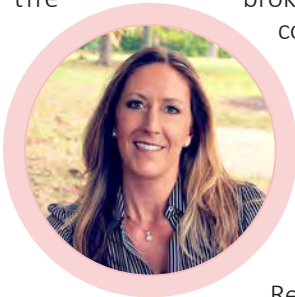
Eric is a founding principal of OnSite Retail Group and is a member of ICSC and is a CCIM candidate. Eric provides exclusive tenant representation to The TJX Companies (TJ Maxx, Marshalls, HomeGoods, Sierra Trading Post and HomeSense), LA Fitness, Ethan Allen, Men's Wearhouse, Verizon Wireless (Corporate), Fresh Thyme Farmers Market, Buffalo Wild Wings as well as Kirkland's, Tesla Motors and Bank of America.



Kristine L. Davidson

A graduate of the University of Dayton, Kristine began her real estate career in 1994 in retail leasing and tenant representation. She then gained extensive experience in corporate real estate managing retail leasing and outlot sales for shopping centers within Ohio, Kentucky, Michigan and Illinois. Kristine returned to the brokerage side of the business in 2004 and concentrates on representing national and regional retailers and restaurants in performing market analysis, site selection and property disposition as well as shopping center owners and developers for project leasing and sales.

Kristine is a founding principal of OnSite Retail Group and has the privilege of providing exclusive representation services for tenants such as Dollar Tree, Qdoba Mexican Grill and City Barbeque.



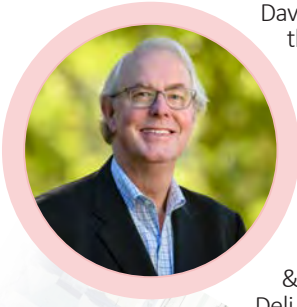
Andrew R. Feinblatt

A graduate of the University of Cincinnati, Andrew began his real estate career in 2002. Since then, he has executed a variety of transactions and services including demographic and market analysis, site selection, pre-development due diligence and purchase/sale and lease negotiations. Andrew represents national and regional retailers and restaurants in property acquisition and leasing and is also focused on site assemblages, leasing and sales for owners and developers, and dispositions for retailers and owners. Andrew's geographical coverage includes Cincinnati, Dayton, Columbus, Toledo and the areas in-between. Andrew is a founding Principal of OnSite Retail Group and is proud to exclusively represent outstanding Clients such as: Aldi, GameStop, GNC, AAA Travel & Insurance, The Vitamin Shoppe, Sleep Outfitters, Circle K, CheckSmart and Scrambler Marie's.



LEASING & SALES TEAM

David P. Sheehy



Dave Sheehy has 30 years of experience in the retail real estate industry with a focus on Tenant Representation. Dave has concentrated on assisting numerous national and regional restaurant chains and franchisees with market analysis and strategy, site selection, lease negotiation and property disposition. His current clients include top producing chains such as BJ's Restaurant & Brewhouse, Giordano's Pizza, Jason's Deli, Condado Tacos and Menchie's Frozen Yogurt. His retail clients include City GEAR and Children's Learning Adventure in Cincinnati, Dayton and Columbus. He has also represented national retailers and restaurants in the past with their initial market entry into the Cincinnati and Ohio markets. These include Trader Joe's, Starbucks Coffee, Smokey Bones BBQ, Chuy's Tex Mex, Joe's Crab Shack, Fox & Hound, DiBella's Subs, Golf Galaxy, Gander Mountain, Sears Hardware and others.

Dave attended Colorado State University and began his real estate career managing and leasing shopping centers for a local Cincinnati developer. Dave is a member of the International Council of Shopping Centers and is a licensed agent in Ohio and Kentucky.

Dave also serves the local community through his many years as Board Chairman of The Cincinnati Concours Foundation, a 501(c) 3, which raises funds for Juvenile Arthritis research and treatment via a nationally recognized collector car show, the Cincinnati Concours d'Elegance at Ault Park.

Jeffrey J. Smith

A graduate of Xavier University, Jeff has been in the corporate real estate world since 2001, having reached the level of Vice President, Regional Real Estate Director, and has extensive experience in strategic retail site selection, acquisition, portfolio disposition and leasing. In his corporate experience, Jeff interfaced directly with market area executive teams, and evaluated and established plans for their growth and re-positioning.

Jeff is a detail-oriented and disciplined professional with insightful creative thinking skills and a strong leader and team player. Jeff has gained experience working across OH, KY, IN, TN and MO over the past 15 years. To be successful Jeff built solid relationships with internal customers and external partners and carries this experience with him to OnSite Retail Group to continue building great relationships with his clients and realizing great results. Jeff specializes in landlord representation, project leasing and dispositions as well as tenant representation.



Joshua M. Rothstein

A graduate of Miami University, Josh is equipped with extensive sales and marketing experience enabling him to align his strengths with commercial real estate brokerage. Prior to joining OnSite Retail Group in 2013, Josh worked in the real estate management, medical sales and the business development fields, incorporating an excellent skill set growing and developing his real estate acumen and providing the highest level of service to his clients. With a concentration on retail property listings in and around Cincinnati, Dayton and Columbus, Josh is focused on executing sales and leasing assignments to meet and exceed his clients' expectations.



Zamaris "Z" M. Geleszinski

A graduate of the State University of New York at Oswego with a bachelor's degree in Accounting and a master's degree in Finance from the University of Puerto Rico, Zamaris "Z" Geleszinski started her career in the banking industry handling commercial transactions as well as real estate investment deals.



After a very successful 20-year career in middle market and business banking, followed by a brief stint in entrepreneurship, Zamaris joined OnSite Retail Group in 2019 to incorporate her skills at OnSite as the investment sales specialist.

Zamaris is fully bilingual (English & Spanish), is a member of the CCIM Institute as well as a candidate for the CCIM Designation, and she is an active member of Commercial Real Estate Women (CREW). Zamaris also serves on the Boards of Trustees of 4C For Children, and Excel Development Co., Inc., and is a Member of the Alumni Network Executive Committee of the Cincinnati USA Regional Chamber.

Anthony J. Palazzolo

After graduating from The Ohio State University in 2014, Anthony spent the first five years of his commercial real estate career in-house at Cincinnati Center City Development Corp. (3CDC), handling their 375,000+ square foot commercial portfolio. In his time at 3CDC he was able to play a big role in the shaping of Downtown Cincinnati's Vine Street corridor and the transformative Over-the-Rhine neighborhood, completing over 100 real estate transactions. Anthony joined OnSite Retail Group in 2019, bringing his extensive knowledge of urban restaurant and retail leasing to the OnSite team.



Anthony's experience on build-to-suit restaurant and retail deals has given him the vision to see projects through from start to finish, whether it's a historic rehab or a new construction project. He has a passion for urban renewal and downtown retail trends and that same passion shows through in his drive to meet and exceed client expectations. His experience as an in-house leasing agent is a tremendous asset to his clients on both the Landlord and Tenant sides of the deal. Anthony is a seasoned leasing agent ready to take on new listings and represent the newest retail and restaurant trends to hit the Cincinnati market. Anthony is also a guru of local businesses, and he and his wife are huge supporters and patrons of Cincinnati's local retail, restaurant and hospitality scene.

ACQUISITION & DISPOSITION SERVICES

OnSite Retail Group provides a breadth of services to its clients in the acquisition and disposition of real estate. We are experienced in every transaction type from fee simple purchases and sales, to the leasing of retail space, land contracts, ground leases, build-to-suits, options and lease-options. We are also experienced in all types of retail real estate properties, including big boxes, small-shops, strip centers, power centers, enclosed malls, lifestyle centers, restaurants, banks, downtown storefronts, automotive facilities, fitness centers and entertainment venues.

We provide site selection and acquisition services for property owners and developers. Whether you have a need to acquire the property next-door for expansion, or a multi-property assemblage for redevelopment, OnSite Retail Group can handle the task. We are experienced in each step of the process, including due diligence, financing and entitlement.

Better Data Makes for Better Decisions

No matter how well your agent knows their market, a solid real estate strategy needs to be supported by statistical evidence from reliable sources, analyzed and interpreted so you can make informed decisions. Any broker can send you a demographic report and traffic counts, but at OnSite Retail Group, we believe it's the interpretation and analysis of the data combined with our expert knowledge that produces true value for our clients.

CUSTOMIZED MARKET ANALYSIS

We tailor market and demographic analysis to our client's specific needs, developing market optimization strategies from the number of stores needed for peak performance in a metro market, to positioning strategies and specific store placement.

OnSite Retail Group also provides disposition services to retailers and property owners. We handle sales, leasing and subleasing of all types of retail properties, and also handle portfolio dispositions. OnSite Retail Group can assist with valuation analysis, development and implementation of a marketing strategy for maximum exposure to the top prospects, and help our clients achieve the maximum price in the shortest period of time. We work with our clients through the entire disposition process, keeping deals on track and staying involved through closing.

RESEARCH & ANALYSIS

PROPERTY ACQUISITION

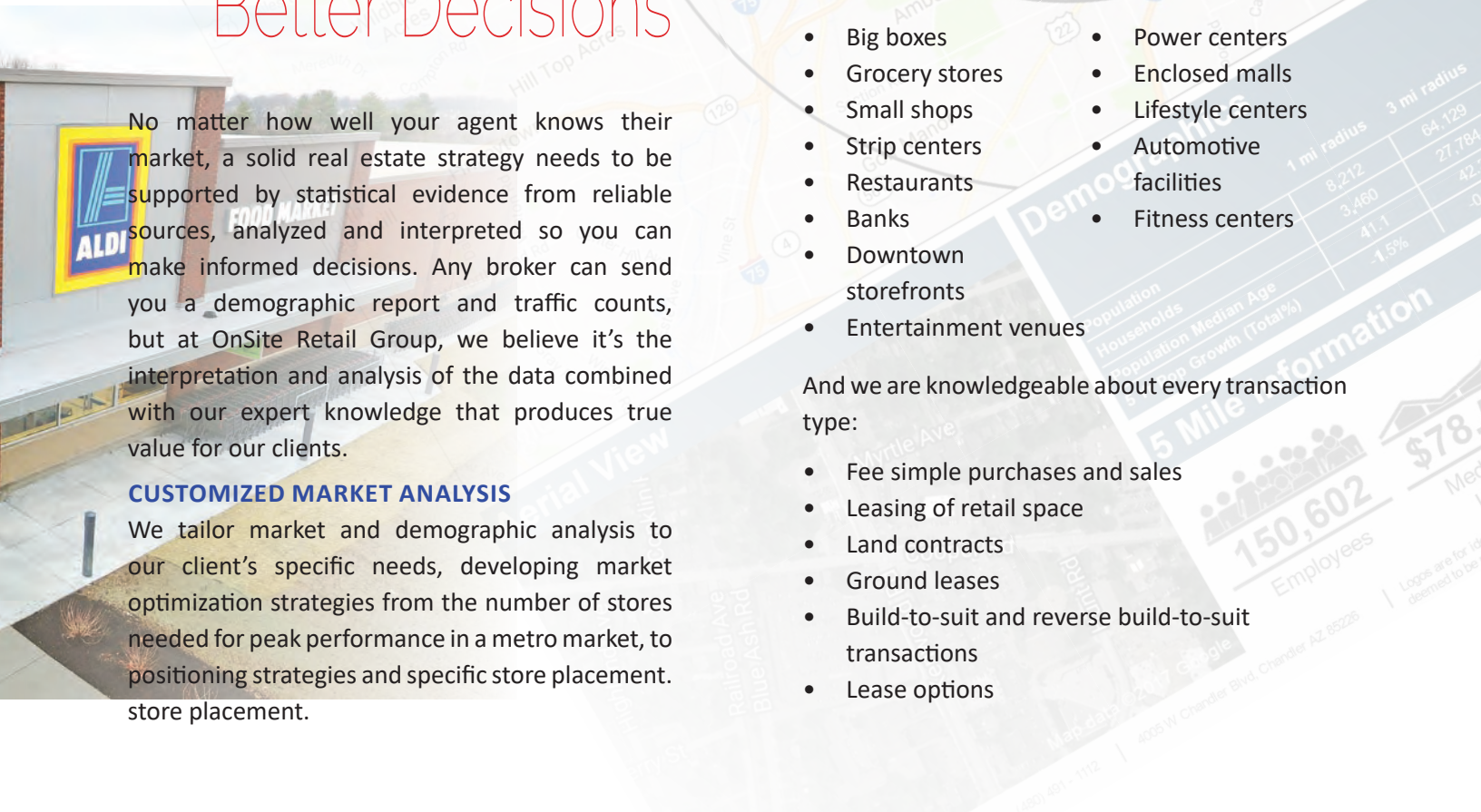
Whether you want to acquire the property next door for expansion, or purchase a multi-property assemblage for redevelopment, OnSite Retail Group is experienced in every step of the process.

We have experience in all types of retail real estate properties:

- Big boxes
- Grocery stores
- Small shops
- Strip centers
- Restaurants
- Banks
- Downtown storefronts
- Entertainment venues
- Power centers
- Enclosed malls
- Lifestyle centers
- Automotive facilities
- Fitness centers

And we are knowledgeable about every transaction type:

- Fee simple purchases and sales
- Leasing of retail space
- Land contracts
- Ground leases
- Build-to-suit and reverse build-to-suit transactions
- Lease options



BRANDS YOU KNOW AND LOVE

Our clients are retailers who count on us to help find the best locations to increase brand recognition, maximize exposure and out-position the competition in order to achieve optimal sales.

ANCHORS & JUNIOR ANCHORS



RESTAURANTS



RETAILERS



SITE SELECTION



Finding the right site begins with customer understanding. OnSite Retail Group's approach to site selection is customer-centered and data-driven. Our clients have an intimate understanding of who their customers are, so we listen first and then gather data in a deep analysis to accurately determine where your customers are: where they live and work, where they like to eat and shop, and their preferred routes for commuting and travel. We take the time to understand and assess the competition; evaluating your store performance, number of locations and positioning in the market to determine the strengths and weaknesses of every site in consideration.

LOCAL EXPERTISE

Our in-depth knowledge of the local markets is one of the most valuable benefits we offer clients. Not only do we advise on current conditions, we deliver proprietary data on how the region has developed over time and what factors are likely to impact locations in the future.

This 360° perspective enables us to execute a strategy that optimally positions retailers to capture maximum sales while minimizing risk.

LEADING-EDGE TECHNOLOGY

OnSite Retail Group uses industry-leading technology to facilitate the approval and execution of real estate deals. We generate customized demographic reports that are enhanced by maps and aerial photographs that bring those demographics and data to life.

- Trade area maps
- Dot-density maps
- Demographic variable maps
- Custom maps
- Drive-time reports
- Aerial photography



OWNER, DEVELOPER & LANDLORD REPRESENTATION SERVICES

Many retail property owners, developers and landlords recognize and appreciate the experience OnSite Retail Group has acquired in representing retailers and restaurants for many years. We understand the wants and needs of retailers and use the knowledge we've gained through this experience to advise our clients.

OnSite Retail Group provides representation to developers and landlords of all types and sizes, from private local owners to real estate investment trusts.

OnSite Retail Group provides many services including:

- Marketing and leasing of retail centers from two-tenant buildings to super-regional centers
- Property acquisitions from individual properties to multi-property assemblages
- Dispositions, including individual properties to portfolio dispositions and sales of net-leased properties and shopping centers
- Land and outparcel sales and leasing



"I couldn't think of a better fit for Schottenstein Property Group than Josh and the OnSite team. Being "out of town" landlords, we require more than typical brokers are used to providing. Josh routinely hustles to retrieve documents, get necessary signatures and often meets vendors on site for both SPG and tenants. All of this speeds up the deal process and consequently speeds up our rent commencement dates. I can't imagine managing this asset without his help!"

Dirk Greene, Vice President, Leasing, Schottenstein Property Group



CLIENT TESTIMONIALS



I think the world of Eric. He is a premier real estate person, a real pro. Eric is a natural with the relationship aspect of deal making. We always know that Eric's deals will be managed proactively and thoroughly, with outstanding knowledge of his markets. We value our relationship with Eric and look forward to future projects with him.

∞ Pete Sorensen, Director of Real Estate, Buffalo Wild Wings
Represented By: Eric M. Abroms

Kristine has worked on the Dollar Tree account for more than fourteen years and I have been extremely impressed with her market knowledge, negotiating capabilities and the ability to get the job done. Kristine has been instrumental in the growth and success of Dollar Tree stores in Southern Ohio. We at Dollar Tree would strongly recommend her and OnSite Retail Group to anyone looking for a professional team to help with their real estate needs.

∞ Lori Teeter, Real Estate Director, Dollar Tree
Represented By: Kristine L. Davidson



I have worked closely with Andrew over the past fifteen years and value his dedication to his clients and the world of real estate. Together, we are pioneering new strategies for market analysis and site selection. I truly appreciate the relationship created between Andrew and Aldi and am confident this will lead towards Aldi's continued success.

∞ Russ White, Director of Real Estate, ALDI
Represented By: Andrew R. Feinblatt

I have worked with Eric and Scott for fifteen years and they have provided me excellent service. Their market knowledge and negotiating skills are, in my opinion, unmatched in the region. They are the best. That is why I work with them.

∞ Mark Hernon, Regional Real Estate Director, The TJX Companies, Inc., T.J. Maxx
Represented By: Eric M. Abroms & Scott G. Saddlemire

Marshall's

HomeGoods

SIERRA

T.J. maxx



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