

# Visconsi

The Newsletter of Visconsi Companies, Ltd.

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## 6 NEW FACES: Announcement Of New Development Specialist



### MICHAEL LEWIS

We are pleased to announce the addition of Michael Lewis to the Development Team. Most recently, Mike worked in Real Estate Brokerage at Colliers International in Cleveland, handling Leasing, Facility Disposition/ Acquisition as well as build-to-suit projects. Prior to returning to Cleveland, Mike worked as a consultant with Deloitte and Touche in Chicago, serving clients such as Nestle, Cintas and Blue Cross/Blue Shield.

His wide range of real estate experience is a welcome addition to the Development Team. Mike will be focusing on our Walgreens program in the Toledo, Columbus, and Cleveland markets.

## 7 RECAP: Business And Pleasure Do Mix

That was clear at the first annual Visconsi Brokers Summit held in September at Dave & Buster's in Westlake. The leasing and development departments of Visconsi Companies were very excited to see a "sell-out" crowd from the local brokerage community.

"The opportunity **"This was in typical fashion of how the Visconsi's do things—Classy..."** from The University of Visconsi Companies made Cincinnati, presented available to this tight-knit "Analyzing Commercial Real Estate Risk" which turned out to be a very informative program.

"This was in typical fashion of how the Visconsi's do things...Classy! It was a great way



### LEFT TO RIGHT:

George Gustovich, Creative Realty Group  
Mark Schroeder, Visconsi Companies, Ltd.  
Dominic Visconsi, Jr., Visconsi Companies, Ltd.  
Bryan Spain, Dave & Buster's

to get continuing educational credits that truly was about what we do everyday," commented Joe Mannino, Principal of Creative Realty Group.

Bryan Spain, the Vice President of Real Estate for Dave & Buster's, made a special trip to Cleveland from Dallas, Texas, to meet our guests and tell the story about bringing the first Dave & Buster's to Northeast Ohio.

The guest speaker, Dr. Norm Miller, presented a program titled "Analyzing Commercial Real Estate Risk" which turned out to be a very informative program.

Following Dr. Miller's presentation, the group enjoyed refreshments and conversation and the opportunity to play games in Dave & Buster's Midway.

"This was a terrific event for us and we will definitely continue the program," commented Tony Visconsi, Co-CEO of Visconsi Companies, Ltd. "We consider the brokerage community to be our partner and hope we have shown our appreciation by providing an accredited program."

The next Broker event is scheduled for March, 2004.

## 1 NEW OPENINGS:

### Southland Shopping Center Welcomes NEW Off-priced Designer Store

On September 25, 2003, doors opened at Southland Shopping Center to a brand new concept for the Cleveland Market. Designer Discounts is 26,000 square feet of space filled with better designer clothes for men and women, as well as housewares, all at 60 to 80% off original retail prices.

"These aren't last season's clothes or rejects, these are current styles from top designers and high-end retailers" commented Connie Russ, Marketing Director for Visconsi Companies, Ltd. "There's nothing quite like it in the Cleveland area."

Shoppers have been flocking to the store from all corners of Ohio since its

grand opening. "This is exactly the type of tenant we've been searching for to add to our retail tenant mix" stated Anthoni Visconsi II, Co-CEO of Visconsi Companies, Ltd. "Now other retail outlets will be looking at us when they see the potential this center offers."

Built in 1950 and renovated in 1998 this 765,000 GLA Power Center

is located in Middleburg Heights and managed by Visconsi Companies, Ltd. Southland is home to over 50 stores and restaurants with major tenants including BJ's Wholesale Club, Marc's, Dick's Sporting Goods, Burlington Coat Factory, Giant Eagle, Jo-Ann Fabrics and A.J. Wright. It serves a trade area population in excess of 400,000.



**TOP:** Norman Stahler, a principal in Designer Discounts, with Dominic Visconsi at the Grand Opening of Designer Discounts at Southland Shopping Center  
**BOTTOM:** Inside Designer Discounts

## 2 SPOTLIGHT: Brokers in the Spotlight

*We at the Visconsi Companies value the input and assistance of the entire brokerage community every day. In this edition, we would like to make special mention of two individuals who have distinguished themselves through their recent efforts.*



**DAN ARMBRUSTER**  
Vice President of Retail Services, Carey/Falor Realty Partners

We would like to recognize Daniel Armbruster for his outstanding contributions toward the success of The Visconsi Companies. Over the past two years Dan has completed several difficult Walgreens assemblages for us in the Columbus, Ohio market. In addition to his continued work on the Walgreens program, Dan is assembling several shopping center sites for us in the Midwest.



**STEVE EISENBERG**  
Principal, Arnold J. Eisenberg, Inc.

Thank You Steve Eisenberg! Recently Completed Leases include: Blockbuster Video in the Tops Plaza, North Olmsted, Ohio; Blockbuster Video in the Tops Plaza, North Ridgeville, Ohio; Blockbuster Video in the Tops Plaza, Norwalk, Ohio; and Great Clips in Macedonia, Ohio.

## 3 DEVELOPMENTS: What's New In Development

GARY STEVENS—Vice President Of Development

**MIDDLEFIELD, OH.** Visconsi Companies, Ltd. recently announced a new Super Wal-Mart project in this unique community in Geauga County. The 156,000 square foot Super Center will be the largest retail building in the area, and with Middlefield's substantial Amish community, the project has had its own set of challenges. While all of us have dealt with automobile traffic issues, this is our first encounter with planning for horse and buggy traffic, buggy parking, and well, the other aspects of livestock. The development has necessitated the creation of a new roadway to support the Supercenter, connecting Rt. 87 to Lake Street. From this new roadway, Visconsi Companies will offer four new commercial outlots to the market. For leasing information, contact Mark Schroeder:



**PERRYSBURG, OH.** Speaking of horses, we recently put a very interesting parcel under contract in Perrysburg, OH, an affluent suburb of Toledo. The 26-acre Eckel horse farm property is now home to over 50 show horses, but with a location just off an exit ramp of I-475, and just a half-mile west of I-75, the horses will be heading to greener pastures, hopefully soon. Helping the relocation effort is a large lifestyle center under construction just across the highway. We've just begun marketing this exciting property. More to come in future issues.

**NORWALK, OH.** In a joint venture with Samuels & Associates of Boston, MA, we recently broke ground for a new 50,732 square foot Tops Friendly Market on a prominent downtown site in Norwalk. This store promises to be

different from the older Tops stores in Northeast Ohio in that the management of the Tops division of Ahold has recently been transferred to the leading Ahold subsidiary, Giant Food Stores of Carlisle PA, and will incorporate many of the Giant Food merchandising initiatives. Blockbuster Video and Best Cuts have also signed leases at this location. Only 1,763 square feet remain available for a September '04 opening.



## 4 UPDATES: Walgreens Update: Buildings Fall In Macedonia To Make Room For Walgreens

Visconsi Companies is pleased to announce the construction of a new 13,650 sq. ft. Walgreens Drug Store at the Northwest Corner of State Route 82 and Summer Road in Macedonia (due north of Macedonia Commons). The store's all-brick exterior will feature gabled rooflines to blend in with the adjacent residential neighborhood, while brick piers and ornamental fencing will augment the street frontages and aid in screening the view of the parking area. Walgreens will initially be joined by Caribou Coffee and Great Clips. We have also closed on three (3) additional Walgreens sites in Ohio within the past 90 days...

- Northwest Corner of Turney Road & McCracken Rd., Garfield Heights
- Southwest Corner of South Avenue and Midlothian Blvd., Boardman
- Northeast Corner of Trimble Road & Lexington Road, Mansfield\*

\*The Mansfield site contains .6 acres of residual land and can accommodate a 5,000 sq. ft. single or multiple use building. For information, please contact Rick Keller:



## 5 LEASING: RECENTLY COMPLETED TRANSACTIONS

LOCATION	TENANT	SQ FOOTAGE
Southland Shopping Center	Designer Discounts Modern Male (renewal) Jo Ann Stores	26,000 990 22,515
Southland Shopping Center South	Check into Cash (renewal) American Harvest (renewal)	1,875 5,000
PearlBrook Shopping Center	Charter One Bank	2,110
Tops Plaza, Norwalk	Blockbuster Best Cuts	4,898 1,575
Pleasant Valley Shopping Center	Great Clips (renewal)	1,900
The Plaza At Chapel Hill (East)	Legacy Nails	1,415
Macedonia	Caribou Coffee Great Clips	1,500 1,050

## 5 LEASING: SPACE/LAND AVAILABLE

LOCATION	SPACE/LAND
Columbia Commons	Outparcel Sites Available
Midway Market Square	11.4334 acres (+/-)
The Plaza at Chapel Hill	3,300 sf 3.3 acres Home Ave.
PearlBrook Shopping Center	3,792 sf 13,265 sf 9,647 sf 1,566 sf 4,200 sf
Sheffield Crossing	8.2616 acres (+/-)
Southland Shopping Center	4,700 sf 5,460 sf 24,260 sf 3,738 sf 9,691 sf 3,640 sf 2,500 sf Southland South 5,375 sf Southland South
Streetsboro Crossing	7,500 sf will subdivide Prime Outparcel Sites
Westgate, Tiffin	3,533 sf 4,240 sf 1,400 sf 4,763 sf 23,296 sf 6,500 sf 3,000 sf
Tops Plaza, North Olmsted	Outparcel 0.85 acres
Tops Plaza, North Ridgeville	2,000 sf
Macedonia	2,000 sf

LEFT: Walgreens developed by Visconsi Companies in Solon, Ohio

