

MERIDIAN'S RETAIL LEASING **TEAM CAPABILITIES**



MERIDIAN
RETAIL LEASING



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TEAM OVERVIEW

MERIDIAN'S RETAIL LEASING TEAM



Kevin Bisconti



Noam Aziz



Elliot Wygoda



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Stephen Ligambi



Joelle Abolafia



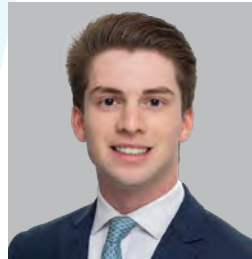
Jordan Langer



Alec Namdar



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Max Freudenberger



Carson Shahrabani



Marcelo Demoraes



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Daniel Rachline



Aaron Harounian



Samuel Mukamal



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Danny Heredia



Jade Robins



Asher Schwartz



Benjamin Zone



Shaya Katz



Ben Haggard



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Daniel Zacaim



Grace Morgan



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Jason Berisha



Bradley Benilevi



Yianni Theros



Bari Musacchio



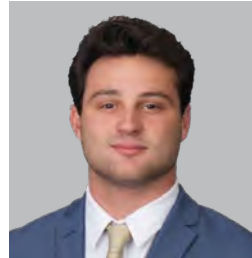
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Jacob Venezia



Matt Russo



Julian Epstein



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Benny Sternberg



Rob McMullan

Meridian's retail leasing team understands the market and knows the active operators, cultivating targeted opportunities for each asset to achieve favorable results for our clients. Our seasoned real estate professionals are experts in retail launches and property marketing, working collaboratively to bring new concepts to market and to assist mature brands with strategic expansion.

The team has negotiated over 1,200 retail and restaurant leases totaling more than 2,000,000 square feet, using this volume and momentum to serve as the single point of contact for both landlords and tenants seeking retail leasing and advisory services.

Clients turn to Meridian to bring a targeted and proven approach to tenancing space. Meridian's team has negotiated category-defining leasing transactions, including: 1Oak, Hunt & Fish Club, John Fraser's "Nix," Brooklyn Chop House, Zuber & Company, Gold Bar, Spring Natural, Scarpetta, Brooklyn Dumpling Shop, Livly, and Reade Street Prep, to list a few.

JAMES FAMULARO
PRESIDENT OF RETAIL LEASING



James Famularo
President

James Famularo joined Meridian in 2018 as President of Retail Leasing and is widely regarded as one of New York City's top retail leasing brokers.

A veteran dealmaker, Mr. Famularo has leased over one million square feet of retail space during his nearly 20-year career, negotiating over 700 leases for food and beverage related establishments, many headed by well-known restaurateurs and Michelin-starred chefs. His vast network of contacts enables him to quickly and efficiently identify optimal tenants and close an average of one deal per week, often securing benchmark pricing.

CoStar named Mr. Famularo a Top Retail Leasing Broker in the New York City market in 2015, 2016, 2017, 2020, and 2021. His prior employer named him Retail Broker of the Year in both 2015 and 2016.

At Meridian, Mr. Famularo manages the day-to-day operations of the firm's New York retail leasing division, including recruiting, strategic planning, market positioning, and cross-pollination between Meridian's debt, investment sales, and leasing platforms. Experienced representing both owners and tenants, his distinguished track record of success runs the full gamut from fashion to food to fitness. A native New Yorker, he has an intimate knowledge of the New York metropolitan area and is frequently interviewed as a retail expert by local and national news organizations.

Some of Mr. Famularo's recent deals include arranging a 25,000 square foot space for Brooklyn Chop House on West 47th Street; negotiating a 20,000 square foot lease for Fushimi NYC located at 311 West 43rd Street; negotiating a 10,000 square foot lease for the Hunt & Fish Club steakhouse in the AKA Hotel, which is thriving at 125 West 44th Street; locating the perfect site for Michelin-starred chef John Fraser's "Nix," a vegetarian restaurant at 72 University Place; securing a space for Zuber & Company, a French design firm used by Jackie Kennedy in the White House, at 4 West 19th Street; arranging a lease in record time for another Michelin-starred chef at Seoul Bistro in the new Holiday Inn in Downtown Brooklyn; and helping transform Tribeca's Reade Street into a kid-friendly corridor by securing leases for Jacadi, Livly, and Reade Street Prep in addition to a dance studio and a children's language center. Mr. Famularo is a member of the International Council of Shopping Centers (ICSC) and the Real Estate Board of New York and serves on the REBNY Retail Committee.



White Horse Tavern
West Village, Manhattan



INTRODUCTION

WHO WE ARE

ABOUT MERIDIAN CAPITAL GROUP

Founded in 1991, Meridian Capital Group is one of the nation’s leading commercial real estate finance advisory firms and America’s most active dealmaker. In 2015, the company opened its Investment Sales division, and in 2018, launched its Retail Leasing platform, yet another step in Meridian’s evolution into a full-scale real estate services provider. Through this powerful and integrated combination of three of the most important business lines in real estate, owners of properties receive the widest access to real estate investors and retail tenants, paired with the most competitive financing terms available.

DEBT FINANCING

Meridian Capital Group’s financing capabilities are unmatched. In 2021, Meridian closed more than \$55 billion in financing nationally. Since its inception, the company has closed more than \$390 billion in transactions with the full complement of capital providers, including local, regional and national banks, CMBS lenders, agency lenders, mortgage REITs, life insurance companies, credit unions and private equity funds.

INVESTMENT SALES

Meridian Investment Sales combines its intimate knowledge of real estate, deep client relationships, and indefatigable work ethic with a sophisticated qualitative and quantitative analytical approach. Meridian’s out-of-the-box thinking is highly accretive to transactions and can positively impact the way buyers think about a deal’s overall valuation, levered yields, and most importantly, their certainty of execution.

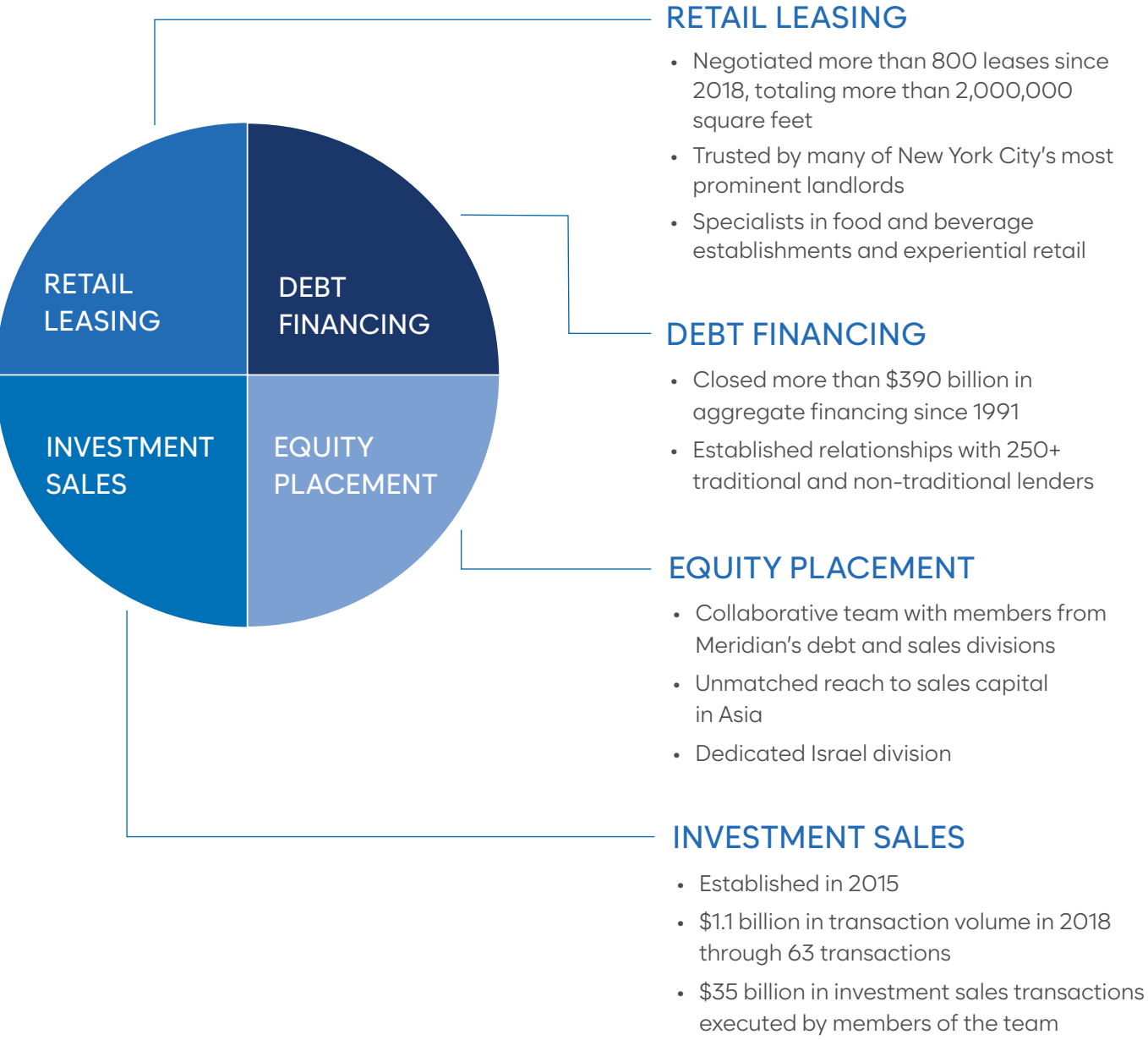
RETAIL LEASING

Meridian’s Retail Leasing team negotiates more than 350 retail and restaurant leases annually, serving as the single point of contact for both landlords and tenants seeking retail leasing and advisory services. The platform leverages Meridian’s extensive debt capital markets experience with its investment sales prowess to provide clients with unparalleled service and in-depth market knowledge. Meridian’s advisors apply a comprehensive and holistic approach that crosses disciplines to achieve exceptional outcomes and provides guidance that accounts for property-level and portfolio-level objectives.

MERIDIAN DIFFERENTIATORS

MULTIDISCIPLINARY FIRM

MULTIDISCIPLINARY VALUE-ADD APPROACH



LANDLORD ADVISORY SERVICES

PROVEN TRACK RECORD

RETAIL LEASING SERVICES

Our experts will create a customized marketing strategy that highlights the unique selling points of your retail space, identifying the optimal tenant by promoting your site to our vast network of contacts at both national chains and international emerging brands.

EXCEEDING EXPECTATIONS

At Meridian, we take the time to analyze why previous marketing efforts have failed and use that information to craft winning strategies. In one case, we recommended that a client hire a contractor, architect, and painter to improve a retail space that had been vacant for nearly four years. We then successfully leased the space in four weeks.

NEGOTIATING ON YOUR BEHALF

As a gatekeeper, we'll screen potential tenants to ensure they are credit-worthy businesses that will maximize your income while minimizing risk.

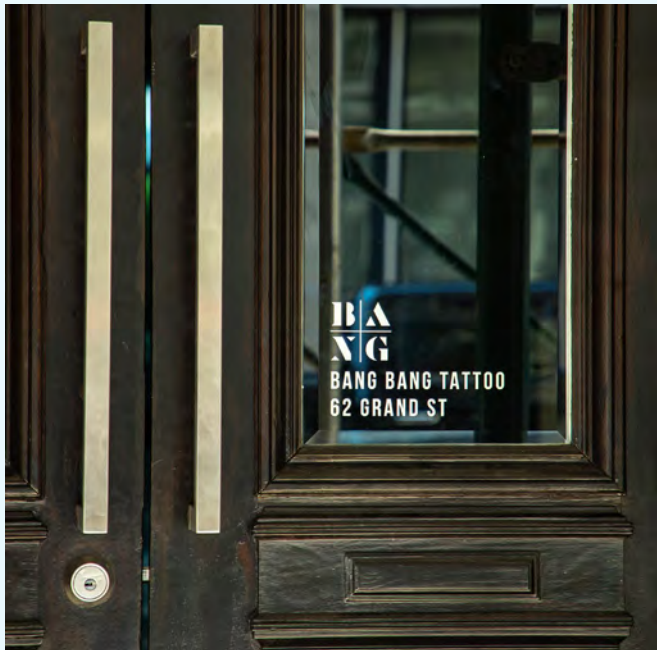
Our track record shows that our ability to position a property and negotiate on behalf of landlords leads to better terms for our clients.

REPOSITIONING EXISTING BUILDINGS

With decades of experience, our team understands how to unlock the value of retail space in existing buildings and reposition it to increase cash flow or command a higher price for your asset.

NEW DEVELOPMENTS

We believe that retail components should be integrated into the residential plans for new developments, not treated as an afterthought. We're available to review your project and help identify the ideal tenant for your space while you're still in the construction phase to help maximize the return on your investment.



Bang Bang Tattoo
Soho, Manhattan



Amish Market
Hell's Kitchen, Manhattan





Hunt & Fish Club
Midtown, Manhattan

RESTAURANT LEASING SPECIALISTS

RESTAURANT REAL ESTATE SERVICES

OUR PERFORMANCE

Thanks to a robust network of established relationships, our restaurant leasing specialists can quickly identify successful chefs and restaurateurs whose enterprises will enliven any space and add to the energy found in the city's flourishing neighborhoods.

CUSTOMIZED MARKETING

Meridian's team adapts to each engagement and will tailor a marketing strategy that exceeds expectations. For example, when a hotel under development lost its food and beverage provider several months before opening, our team made hundreds of calls and found a qualified replacement in two-and-a-half weeks.

DISCRETION AND CONFIDENTIALITY

We believe the retail component should be integrated into the residential plans for mixed-use projects, not treated as an afterthought.

We're available to review your project and help identify the ideal tenant for your space while you're in the construction phase to help you maximize the return on your investment.

CREATIVE SOLUTIONS

With decades of experience, our team understands how to unlock the value of retail space in existing buildings and reposition it to enable you to increase your cashflow or command a higher price for your asset.

DIPLOMATIC APPROACH

Landlords often come to us to handle the delicate task of replacing a struggling restaurant with a more dynamic one. In these cases, we'll exhaust our database until we find an appropriate hospitality tenant interested in moving to a new location or expanding its presence in New York City.



Figaro Restaurant
West Village, Manhattan



Tal Bagels
Upper East Side, Manhattan



Aunt Jake's Restaurant
Little Italy, Manhattan

RETAIL LEASING SERVICES

WHAT WE OFFER

Meridian's dynamic retail leasing team leads the New York City market in landlord and tenant advisory services. As the firm of choice, we quickly and efficiently negotiate more than 500 retail leases each year in buildings owned and managed by some of the city's most prominent landlords.

We pride ourselves on understanding the needs of both the first time and the experienced retailer. Whether landlord or tenant, Meridian will represent your interests with a level of professionalism and efficiency unmatched in the industry.



Brooklyn Dumpling Shop
East Village, Manhattan



Marine Layer
SoHo, Manhattan



NY Blood
Midtown, Manhattan

TENANT ADVISORY SERVICES

TENANT ADVISORY & WORKPLACE SOLUTIONS

IDENTIFYING PREMIER RETAIL

Our team is well known for successfully identifying premier retail space in New York City's most vibrant neighborhoods for a variety of businesses, including financial institutions, restaurants, luxury boutiques, health and wellness centers, and educational facilities.

PROVEN TRACK RECORD

As retail industry insiders, we understand the needs of experienced business owners who often need our support negotiating New York City's zoning and regulatory environment. Our team has a proven track record representing a diverse group of tenants ranging from national retailers expanding their local footprint to local shops launching a new brand.

A UNIQUE PARTNERSHIP

As part of our service, we're available to conduct a financial analysis for you, negotiate lease terms, and handle transaction management on your behalf.

COMMITTED TO YOUR SUCCESS

We don't just find properties – we're committed to identifying the right location and space to ensure that your business will be a success by taking your growth plans and timing into consideration.

DATA DRIVEN APPROACH

We use the latest technology to evaluate the local markets, trends, and demographics to find retail properties that offer the greatest competitive advantage and tailor our search to your criteria, selecting prequalified locations that strictly meet your specifications. If your business has been successful in another location, we can recommend a neighborhood offering a similar demographic make-up and even show you where your competitors are operating.



Côté À Coast
Lower East Side, Manhattan

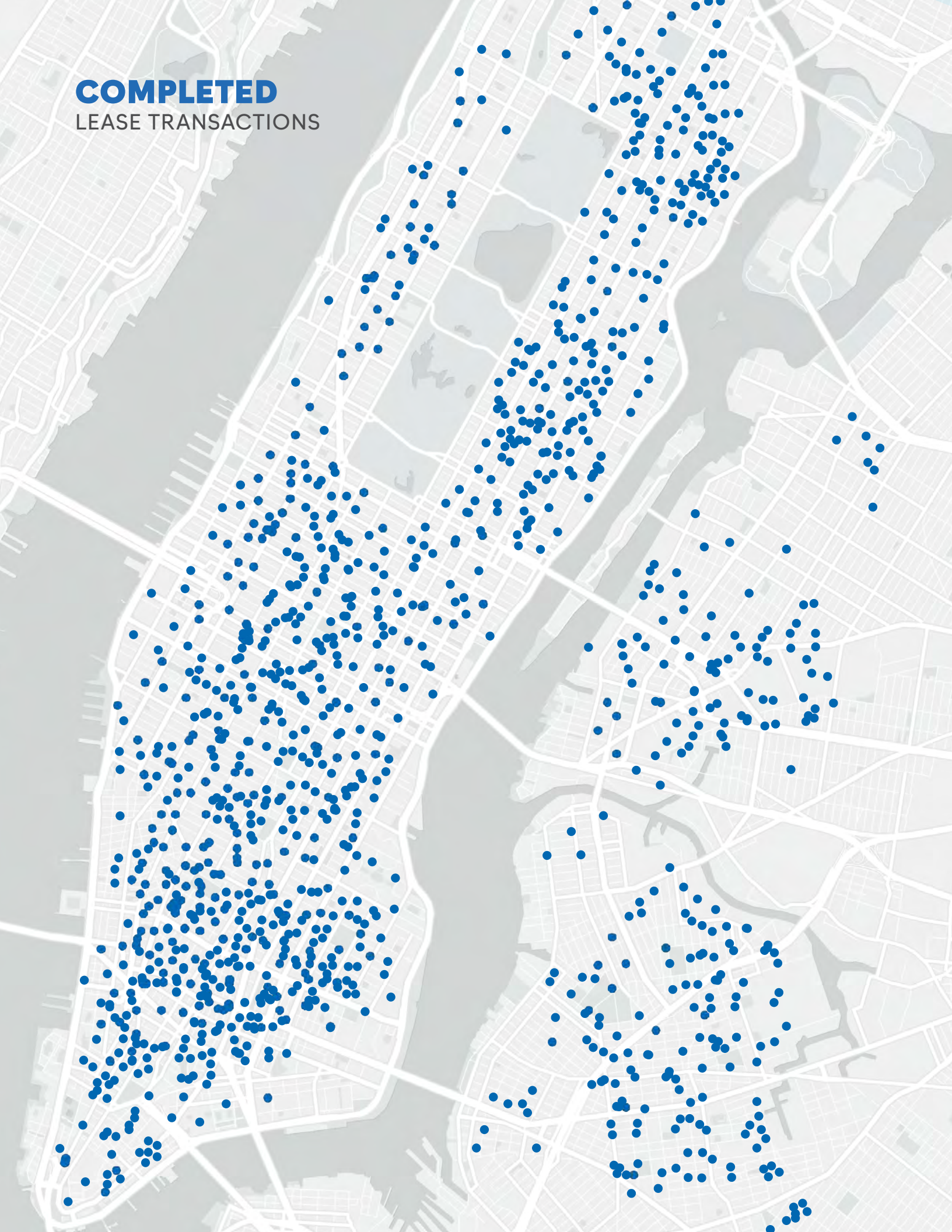


Wundabar Pilates
SoHo, Manhattan



Barnea Bistro
Midtown East, Manhattan

COMPLETED
LEASE TRANSACTIONS



ADDRESS	TENANT
510 West 42nd Street	Steakhouse
253 West 47th Street	Brooklyn Chop House
31 West 17th Street	Barnea Bistro
105 Chambers Street	Juice Concept
850 Amsterdam Avenue	99 Cent Stores
820 Broadway	Paramount Fine Foods
54 West 39th Street	Y7 Yoga
2 East 45th Street	Bucatini
192 First Avenue	Chelsea Thai
130 First Avenue	NuNoodle
774 Amsterdam Avenue	Dan Zerkowitz Kosher Restaurant
770 Amsterdam Avenue	Smiles on Smiles
167 Avenue A	Mama Fina
43 Essex Street	I Love Kickboxing
32 Grand Street	Nolita Tattoo - Jonboy
32 Court Street	LaserTouch
317 West 46th Street	Scarletto
174 Delancey Street	Best Wingers
62 Grand Street	Bang Bang Tattoo
47 Murray Street	Giraldi Media
199 East 4th Street	Barber Shop
112 & 114-116 Hudson Street Retail Condo	Le Du's Wines
435 East 9th Street	Dian Kitchen
206 Spring Street	The Woo
768 Amsterdam Avenue	Guacamole
81 Franklin Street	Allied Marker
20 Spring Street	Cedric Vongerichten
1 Perry Street	Carlos Suarez
160 Prince Street	Coco Pazzo
92 Rivington Street	Harvest of the Sea
94 Rivington Street	Zenghai
300 East Fifth Street	Love Thy Beast
177 Ludlow Street	Black Tap
34-10 36th Avenue	Studio Wine and Spirits
216 East 34th Street	PD Properties
325 Lexington Avenue	Ichiban Foods Inc.
137 Avenue C	Viking Waffles
26 Grand Street	Elan Flowers
959 First Avenue	Mme Cleaners
350 Bowery	Cote A Coast
101 MacDougal Street	Piece of Velvet
21 Crosby Street	Palo Santo Cosmetics, LLC
126 MacDougal Street	Preet Sisters, LLC
21 Crosby Street	Design Effect
508 East 12th Street	Sanavita
30-32 Grand Street	Bell's Coffee and Design
78 Leonard Street	Goa
155 East 44th Street	Mulberry and Vine
430 West 46th Street	Midtown Gift, Inc.
60 East 8th Street	Preet Sisters, LLC
378 Sixth Avenue	Preet Sisters, LLC
221 West 37th Street	Preet Sisters, LLC
333 East 9th Street	Juice Go
28 Grand Street	Sushi Café
120-130 4 Avenue	The PokeSpot LLC
99 Allen Street	Blue Nile
108 MacDougal Street	The Squeeze Juice
714 Ninth Avenue	Talad Wat
233 East 34th Street	Row House
941 Second Avenue	Midtown Kitchen
120 Ninth Avenue	Jet's Pizza
4 St Marks Place	Imogene Culture, Inc
279 East 10th Street	Crops for Girls
29 Nassau Avenue	Ardor School
38 Grand Street	Krispy Heaven
227 Lexington Avenue	BodyRok
820 Broadway	Bite Food & Coffee
225 East 63rd Street	Peak Time Parking
199 East 3rd Street	Kolkata Chai
771 Ninth Avenue	Urban Pathways, Inc.
142 East 49th Street	Bush & Dome

ADDRESS	TENANT
205 Tenth Avenue	The Practice Room
28 Seventh Avenue South	Clean Table
28 Seventh Avenue South	Icelandic Fish
206 Spring Street	Sixty Hotels
177 Mott Street	Peter Stern
177 Mott Street	Café Grumpy
30 St. Marks Pl	Mamoun's Falafel
30 Carmine Street	Blue Stone Lane
108 Reade Street	Livly
300 Schermerhorn Street	JYP Foods
30 Carmine Street	MAZA Espresso Bar
123-131 West 44th Street	MAZA Espresso Bar
420 Amsterdam Avenue	Caviar Bar
38 Grand Street	Little Lions
140 Franklin Street	Luxury Residential Real Estate Office
98 Christopher Street	HP France
218 East 81st Street	Erno de Boer
24 Avenue A	Grand Vapor Corp
10 East 8th Street	Salon V
185-195 Bleecker Street	Rice Cream Shoppe
21 Thomspn Street	WundaBar
422 Amsterdam Avenue	422 Amsterdam Beer LLC
175 Franklin Street	Sushi Tatsu LLC
779 Broadway	Astoria Bier & Cheese/Astoria Wine & Spirits
304 East 49th Street	Poulette Chicken
10 Hanover Square	Jack Monkey Catering
80 Lafayette Street	Todd Merrill Antiques
78 Fifth Avenue	Ramen Thukpa
106 Reade Street	Jacadi
508 Greenwich Street	Houseman
232 Eighth Avenue	Momofuko
210 West 80th Street	Julie's Beet
160 East 36th Street/538-540 Third Ave.	Jack Monkey Catering
28, 42 & 44 Trinity Pl/69-79 Greenwich St.	Dream Spa
58 East 34th Street	The Long Hall NYC
98 Kenmare Street	Spring Street Natural
426 Amsterdam Avenue	Poulette Chicken
124 East 40th Street/ 348-352 Lex. Ave.	Whisper's Lounge
106-118 Ridge Street	All My Children Day Care and Nursery School
149-151 Elizabeth Street	The Egg Shop
496 LaGuardia Place	Pita Grill
212 Eighth Avenue	Vibe
101-105 West 85th Street	All My Children Day Care and Nursery School
72 University Place	Dovetail
28-30 West 125th Street	Delancy Leather
24 Saint Marks Place	Caffe Bene
Columbus Circle Turnstyle	Astoria Bier & Cheese/Astoria Wine & Spirits
56 East 34th Street	Freshbites
210 West 94th Street	Vino Levatino
31-33 Bedford Street	Proper Puss Waxing Salon
15 Park Row	Friends and Family Hospitality
181 Grand Street	Baz Bagel & Restaruant
2-6 West 19th Street	Zuber
788 Ninth Avenue	Eatery
695 Ninth Avenue	Unique Wax
693 Ninth Avenue	Los Lizardos Inc.
104 Reade Street	Tribeca Stone
303 Broome Street	Canary Club
567 Hudson Street	White Horse Tavern
1373 First Avenue	The Sefton
133 Mulberry Street	Aunt Jake's Restaurant
54 W 39th Street, 3rd Fl	Independent Training Spot
117 Avenue A	St. Dymphna's
192 First Avenue	Chick Inn
36 W 34th Street, 4th Fl	Daisy Day spa
772 Amsterdam Avenue	Sky Bodyworks
46 Grand Street	Tea La Ra, Inc
9 East 16th Street	Grit Bxing
311 West 43rd Street	Fushimi NYC
699 14th Street	The Group NYC

Some of the above transactions negotiated and executed by Mr. Famularo and his team while employed by their prior employer



NOTABLE LEASES
BROOKLYN CHOP HOUSE & HUNT & FISH



253 WEST 47TH STREET | BROOKLYN CHOP HOUSE

GROUND FLOOR 25,000 SQUARE FEET



125 WEST 44TH STREET | HUNT & FISH

GROUND FLOOR 10,000 SQUARE FEET

NOTABLE LEASES
LA CASA DEL MOFONGO & ATELIER JOLIE



29 WEST 36TH STREET | LA CASA DEL MOFONGO

GROUND FLOOR 15,000 SQUARE FEET



57 GREAT JONES STREET | ATELIER JOLIE

ENTIRE BUILDING 6,600 SQUARE FEET

SELECTED TRANSACTIONS

MERIDIAN RETAIL LEASING



NELLO
62 West 55th Street
Midtown
New York, NY
2,200 SF



FUMO
198 Eighth Avenue
Chelsea
New York, NY
4,600 SF



MIRIAM
140-142 Seventh Avenue South
West Village
New York, NY
4,400 SF



LUKE'S LOBSTER
228 Bleecker Street
West Village
New York, NY
650 SF



MODERN BREAD & BUTTER
248 Broome Street
Lower East Side
New York, NY
1,500 SF



FUSHIMI NYC
71 Fourth Avenue
NoHo
New York, NY
2,150 SF



GRIT BXNG
9 East 16th Street
Flatiron District
New York, NY
4,940 SF



CHUBBY CATTLE
206 Spring Street
SoHo
New York, NY
6,000 SF



BUDDY BUDDY
340 Bowery
NoHo
New York, NY
2,200 SF



VARITH
13 East 13th Street
Union Square
New York, NY
7,000 SF



FELLINI COFFEE
523 Amsterdam Avenue
Upper West Side
New York, NY
1,000 SF

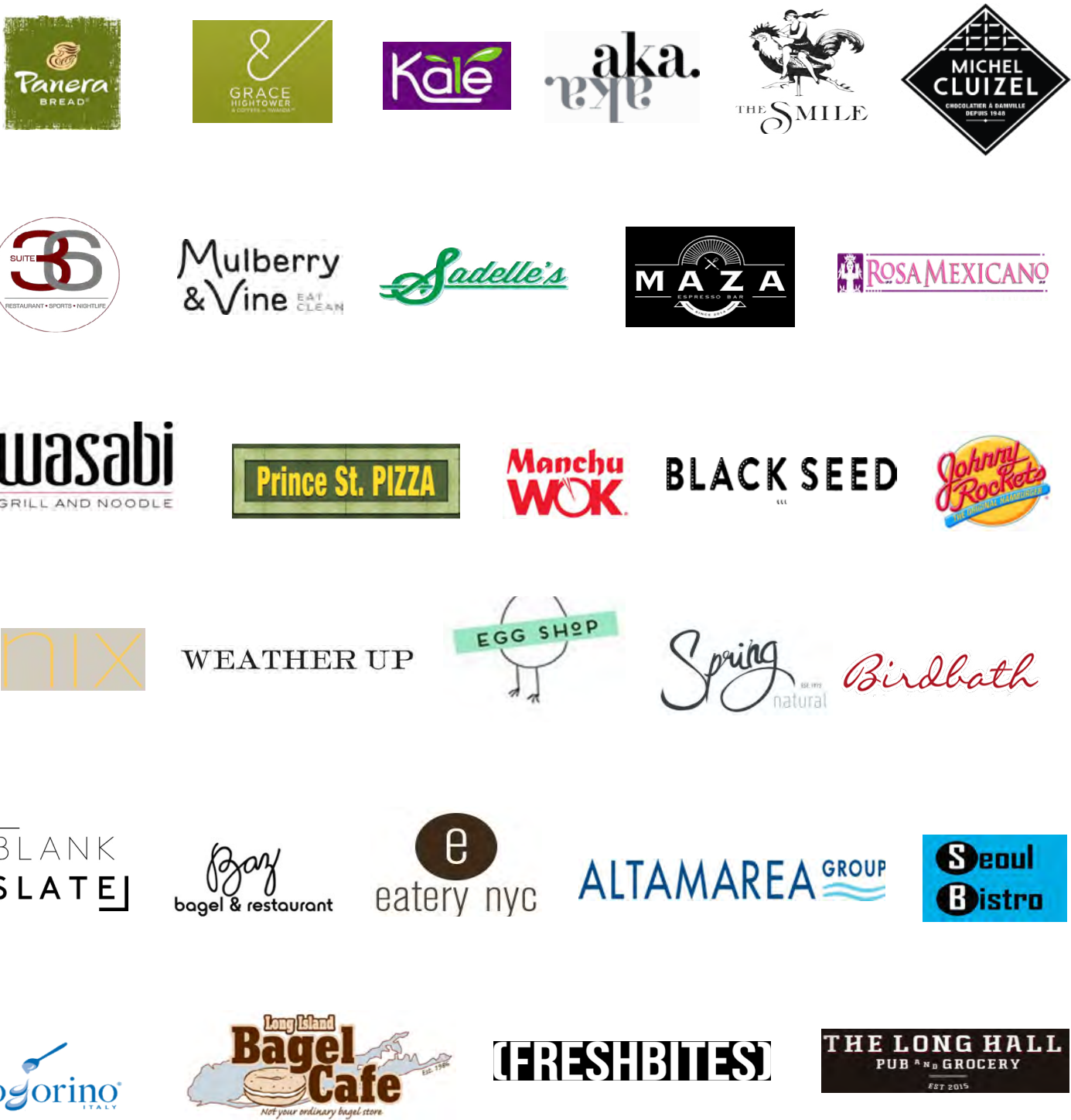


TABU
10 Hope Street
Williamsburg
Brooklyn, NY
4,750 SF

SELECTED DEALS
RESTAURANT & BAR LEASE TRANSACTIONS



Transactions negotiated and executed by Mr. Famularo and his team while employed by their prior employer



Transactions negotiated and executed by Mr. Famularo and his team while employed by their prior employer

SELECTED DEALS

NOTABLE DRY USE TRANSACTIONS



Transactions negotiated and executed by Mr. Famularo and his team while employed by their prior employer



Transactions negotiated and executed by Mr. Famularo and his team while employed by their prior employer

PROPERTY OWNERS
NOTABLE LANDLORDS















Transactions negotiated and executed by Mr. Famularo and his team while employed by their prior employer



TRADED DEAL SHEET

RECENTLY CLOSED TRANSACTIONS

 \$88/ft.-7,500 sf.	 \$248/ft.-1,450 sf.	 \$139 ft.-2,300 sf.	 \$90/ft.-10,000 sf.	 \$157 ft.-800 sf.
 \$84/ft.-2,000 sf.	 \$124 ft.-2,800 sf.	 \$144/ft.-1,425 sf.	 \$72 ft.-2,500 sf.	 \$185 ft.-2,400 sf.
 \$72/ft.-3,000 sf.	 \$120/ft.-1,800 sf.	 \$40/ft.-1,300 sf.	 \$177/ft.-1,800 sf.	 \$201/ft.-2,200 sf.
 \$147/ft.-2,200 sf.	 \$45 ft.-2,800 sf.	 \$34/ft.-2,400 sf.	 \$102 ft.-4,000 sf.	 \$35/ft.-8,700 sf.
 \$46 ft.-3,500 sf.	 \$44 ft.-4,850 sf.	 \$248/ft.-1,450 sf.	 \$45/ft.-3,500 sf.	 \$140/ft.-2,100 sf.

 \$200/ft.-1,800 sf.	 \$73/ft.-12,326 sf.	 \$100/ft.-6,000 sf.	 \$102 ft.-4,000 sf.	 \$90/ft.-900 sf.
 \$96/ft.-1,200 sf.	 \$190 ft.-900 sf.	 \$160/ft.-1,200 sf.	 \$144/ft.-4,000 sf.	 \$77/ft.-5,000 sf.
 \$163/ft.-1,100 sf.	 \$50/ft.-2,396 sf.	 \$100/ft.-4,161 sf.	 \$54/ft.-3,321 sf.	 \$72 ft.-2,000 sf.
 \$133 ft.-1,800 sf.	 \$93/ft.-3,850 sf.	 \$240/ft.-1,000 sf.	 \$97/ft.-1,985 sf.	 \$68/ft.-582 sf.
 \$136 ft.-1,500 sf.	 \$191/ft.-595 sf.	 \$73 ft.-3,246 sf.	 \$73/ft.-3,000 sf.	 \$124 ft.-2,800 sf.







nycretailleasing.com

