AMERICAN COMMERCIAL REALTY

Acquisitions and Turnarounds

Stephanie Weaver

American Commercial Realty Corp. (ACR), a privately-held company based in West Palm Beach, Florida with offices in New York and Miami, focuses on the acquisition, ownership, and management of shopping centers throughout the eastern region of the United States. The company was founded in 2002 by Rick Baer and Andrew Cohen. Rick Baer is the Chief Operating Officer. ACR also provides advisory, management and related services to private investors, in addition to leasing, management and construction management services, while overseeing two million square feet of commercial space in the eastern half of the United States.

A primary component of American Commercial Realty's real estate services cache is the leasing expertise. Leasing services are managed by its in-house experienced team of leasing professionals utilizing their long standing relationships with large, medium and emerging merchants. To provide comprehensive leasing services, ACR often partners with local real estate professionals. The combination of its in-house capability and strong relationships with third party providers gives ACR the flexibility to handle any and all leasing challenges.

American Commercial Realty is experienced in positioning and repositioning shopping centers so that they will generate competitive profits on a long-term basis, thereby maximizing the value of the property. Success in redevelopment begins with a thorough knowledge of the entire redevelopment process, extensive experience in the marketplace, the understanding of local requirements and the connections and perseverance to get the job done; the redevelopment team at ACR has expertise in the complex areas of acquisition and redevelopment, with an extensive background in governmental relationships, environmental issues, marketing, financing, economic feasibility, raising capital and project management.

Property management is essential to maximizing a shopping center's value and ensuring long-term stabilization. American Commercial Realty's Property Management Division is highly skilled in all facets of property operations, handling capital projects, tenant relations, lease administration and contract supervision, as well as the management of day-to-day maintenance operations and the supervision of construction. Moreover, American Commercial Realty's Asset Management Division ensures that short term and long term plans are designed to enhance the property's value and to meet the changing demand in a highly competitive market place. ACR utilizes a highly structured Asset Management program to ensure consistent high levels of service to its investors and tenants.

ACR's ability to source prime acquisition opportunities combined with its leasing talents and property management skills has resulted in successful shopping center turnarounds. Last July, ACR led the acquisition of the Daytona Promenade Shopping Center in Daytona Beach, Florida. Half empty at the time, ACR embarked on a multifaceted program to increase value for its investors which entailed rezoning the property to allow for the development and potential sale of outparcels, the design and implementation of a plan to improve the center's appearance and cure violations of municipal codes incurred by prior owners and to conceptualize target users and develop a leasing plan to implement the changes.

Just one year later, this program is well on its way to success with the following results confirmed by the fact that Daytona Promenade is now 90% leased. Bravo Supermarkets leased 12,000 square feet and

is building a prototype facility which will offer a full selection of valueoriented grocery products, including dry goods, produce and meats, in addition to a full selection of prepared foods as well as a pharmacy. Sears leased 44,500 square feet for its new Sears Outlet division and will anchor the center. The store will concentrate primarily on the sale of appliances, but also contain a selection of soft and hard goods at discounted prices. The center's zoning was converted to a Planned Development with accompanying plat changes which resulted in five legally separable outparcels. The usage and operation of the shopping center is now tied together by a reciprocal easement, access and operations agreement. Moreover, an unsightly and decrepit wall surrounding the center was removed and replaced with landscaping around most of the center's perimeter, with the wall replaced by a new structure where the property adjoins residential areas.

Another example of ACR's ability to recognize under-valued and under-utilized assets was its arrangement of the 2011 purchase of the center formerly known as Mark Twain Mall, which was rebranded Mark Twain Village to accurately reflect the fact that the enclosed mall portion of the property was demalled decades ago. Bass Pro Shops and Gordmans anchor the suburban St. Charles, Missouri site. ACR immediately embarked on a program to support its current merchants and supplement them with complementary cotenants while positioning the property for expansion in the 2014-15 time range. To that end ACR has added top dining options such as Firehouse Subs and Qdoba, while implementing plans to encourage the updating of existing retail merchants.

Roebuck Marketplace in Birmingham, Alabama, is another example of a center turned around successfully by ACR. This Super Walmart shadow-anchored center in a solid working class neighborhood at a freeway interchange, was nonetheless nearly half empty when the current plan was implemented in 2010. While the center's decline had been largely due to conditions unrelated to the center, such as the bankruptcies of Goody's and Winn-Dixie, the results were real. Now a "Blue Collar Lifestyle Center" with such successful merchants such as Citi Trends, Its Fashion Metro, Harbor Freight Tools and Dollar Tree; the center is more than 95% leased. A key element in the Roebuck property's redevelopment was the acquisition at auction of a long-vacant department store building once occupied by the local McRae's chain as a center anchor on a separately owned pad within the larger shopping center. This building had fallen into disrepair and become an eyesore and impediment to the center's redevelopment. ACR sought and received redevelopment incentives from the City of Birmingham in the form of a grant and sales tax incentives for the center's owners. The former department store building has now been completely rebuilt inside and out. It's home today to a new prototype Planet Fitness and several smaller retail stores. The fitness center draws 600 to 800 people to the center daily, many of whom then purchase from the center's other merchants or dine at its restaurants. The principals of ACR have extensive experience in evaluating and acquiring quality commercial property, while concentrating on unique opportunities such as Daytona Promenade. American Commercial Realty Corp. is actively acquiring shopping centers throughout the eastern United States.

For more information contact Rick Baer, American Commercial Realty, 324 Datura Street, Suite 102, West Palm Beach, FL 33401; 561-775-1300; Email baer@amcomrealty.com, Web site: www.amcomrealty.com.