

Artios:

ar'-tee-os (adj)

1) fitted, complete, proficient

2) "special aptitude for God-given uses"

Artios, a Greek word meaning "complete" or "missing nothing" best describes how we define our comprehensive real estate services.

With more than 25 years of retail leasing, brokerage and real estate management experience, we work with development and operating properties of all sizes. At Artios, we specialize in evaluating and executing the retail opportunity within a variety of physical structures (from adaptive re-use to new construction) and trade areas (from existing to developing or reinvigorating markets).

What sets us apart from other brokers and retail consultants?

The Artios Retail approach to retail real estate starts with the customer and not the "brick and mortar" real property. We start where the transaction matters most to both retailers and retail developers & landlords -- with the consumer!

Our experience and attention to detail combine to create merchandising plans that allow developers to properly anticipate costs and revenue expectations. We study the metrics that create successful retail and apply that knowledge to create a tenant mix that meet the needs of the project and trade area to provide our clients with the maximum return from your retail space. A few of the projects we have worked on include: Harbor Place & The Gallery; Harbor East, The Science & Technology Park at Johns Hopkins, Charles Village Retail District, American Tobacco Historic District, The Can Company and Belvedere Square.

Artios Retail also offers Property Management, Retail Development, Tenant Coordination services to commercial developers, property owners & Retail Representation services for retailers. In order to maximize the value of your project, we combine professional personal service and seasoned deal-making ability with our comprehensive knowledge of the site architectural design implications for successful retail developments to be created. We also have significant experience with property mechanical systems design and installation needed to accommodate various types of retail projects of all size and complication. This includes café and restaurant exhaust systems such as hood scrubber systems used for urban mix-use retail developments.

Accomplished professionals for over 25 years, the Artios team has long-standing relationships with some of today's leading retail, restaurant and specialty brands, as well as other consulting professionals, to deliver a superior product for our clients.

We've worked directly or consulted for some of today's most recognized real estate developers and brokerages including

The Rouse Company, General Growth Properties, CB Richard Ellis, Merritt Properties, Forest City Enterprises, The Hanover Companies, Cassidy Turley, Manekin, Elm Street Development, Harbor East Management Group, The Bozzuto Group, Wexford Equities, Struever Bros. Eccles & Rouse, Jonathan Rose Companies, Johns Hopkins, the University of Miami, Wake Forest, and many more.



REINVENTING RETAIL

JAMIE LANHAM

With almost 30 years of experience, Jamie Lanham has merchandised and leased over 3 million square feet of retail space both in new developments and in remerchandised existing properties. Jamie has worked in many varied retail environments: urban single story and mixed-use projects, suburban properties (both mall, town and strip centers) and outlet centers. Jamie's experience and strength has been shown in the retail merchandising of urban mixed-use projects to create an eclectic mix of national, regional and local retail talent. Many of these projects have won awards such as the Baltimore Business Journal's Heavy Hitter Award for retail leasing excellence.



RICHARD BRIGSTOCKE

With over 20 years of commercial real estate experience in the Baltimore /Washington D.C. corridor, Rich has overseen the property management, development and tenant coordination of over 7.5 million square feet. He is known as an effective problem solver using his vast construction, development and property management skills to provide value for our clients. His attention to detail especially his extensive knowledge of the architectural process enhances Artios' approach to problem solving and causes the leasing function to operate in a timely fashion producing cost savings and improved rent start dates for our clients.



J. MARTIN LASTNER

A 30 year veteran in real estate property and asset management, retail and commercial leasing, Marty Lastner is recognized as a keen negotiating partner, problem solver, decision maker and collaborator. Lastner's experience includes the repositioning and sale of over 100 million dollars in commercial assets, creating and managing a profitable property management division of 25 commercial properties, producing and managing successful retail merchandising and leasing strategies, to hands-on management and commercial leasing of large retail and office projects from Maryland to Hawaii.



STRATEGIC PARTNERS

At Artios Retail strategy is all a part of the details. We've built career-long relationships designed to help you, our client, reach your retail goals and objectives. Our strategic partners include:

FREDDIE LEWIS ARCHER

Freddie Lewis Archer has twenty-five years experience in commercial real estate brokerage and development. Recent clients of the firm include the Washington Convention Center Authority, DRI/ AEDC Joint Venture, Lowe Enterprises, Motiva Enterprises, the National Capital Revitalization Corporation, City First Bank (purchase of bank headquarters building), O Street Market, LLC and the William Smith Company in the leasing of 40,000 square feet of shops and restaurants at the Giant anchored shopping center Shops at Park Village, Southwest Waterfront DC, and many high profile projects within the District of Columbia & Northern Virginia.

Freddie is active in the International Council of Shopping Centers where she recently served as Government Relations Committee Chairman for the District of Columbia; AAREP (African American Real Estate Professionals); DCBI, District of Columbia Building Industry Association Board of Directors.



JARROD WALPERT, APR

With more than 18 years of strategic marketing and public relations experience, and a niche specialization in the real estate development and retail industry, Jarrod Walpert serves as principal of Clever, Ink. He has produced award-winning marketing campaigns that have helped lease buildings, build buzz and garner millions of media impressions and has produced award-winning events and promotions within the broker/retailer and consumer spaces. He holds a Masters of Strategic Marketing from Columbia University and is a member of the Public Relations Society of America and the International Council of Shopping Centers.



H. BLOUNT HUNTER

H. Blount Hunter has conducted consumer research at more than 150 retail centers in the U.S. Since 2000, his company has become one of the largest shopping center research firms in the nation and has conducted consumer research and retail real estate studies virtually all of the Top 50 U.S. metropolitan areas as well as smaller markets in more than 40 states, Canada, and Puerto Rico. His affiliations include the International Downtown Association, the Urban Land Institute, Congress for the New Urbanism, and the International Council of Shopping Centers.



For more information, or to see a full list of our current projects, visit www.artiosretail.com.

2015 Emmorton Road / Suite 205,
Bel Air, MD 21015
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