



The Solution to Your Retail Puzzle

LEASING

YOUR
CENTER

PROPERTY
MANAGEMENT

MARKETING

Igniteretailpartners.com



Your Retail Performance

At Ignite Retail Partners, we know how to make retail assets thrive. As a privately held, boutique real estate firm, we combine personalized attention with the full capabilities to deliver third-party management, leasing, and marketing services for retail properties of all sizes and formats. With decades of hands-on experience, we've transformed outlet centers, regional malls, lifestyle destinations, tourism attractions, and community hubs into high-performing, revenue-generating properties. Our customizable services are built to meet your unique needs—whether it's filling vacancies, driving traffic, or boosting tenant performance. We're the missing puzzle piece that brings your retail vision to life and turns potential into measurable success.



LEASING

Our leasing approach is highly strategic – from securing new brands to ensuring tenant growth and retention. By providing a comprehensive professional merchandising mix strategy and leasing services, we deliver optimal results for both developers and tenants.

We come equipped with an extensive industry rolodex with connections and resources to start the conversation with the desirable retail brands.

Leasing services can include:

- Merchandising mix strategy
- Industry best practice lease terms and provisions
- Input on architectural specifics/financial terms
- Presentation of center to tenants
- Tenant negotiation including finding prospective tenants, active involvement in lease negotiation, creation of Letters of Intent, coordination with attorneys of final lease and deal execution
- Assist in the preparation of all leasing materials including LODs, lease plans, marketing brochures, websites, etc.
- Regular reporting on leasing progress
- Monitoring of lease expirations, renewals and other lease actions
- Representing asset at industry conventions and events
- ICSC Trade Show representation





MARKETING

Unlock the full potential of your shopping center with marketing by Ignite Retail Partners. We provide strategy driven solutions to drive traffic and sales to your center. Plus, you'll receive the benefits of our portfolio of partner centers to unlock affordable solutions and shared resources allowing your center to compete in a very competitive market.

- Planning & Strategy
- Retailer Productivity
- Advertising, Branding, Creative Services
- B2B and B2C Campaigns
- Custom and Portfolio wide programs and shared resources to help your team work smarter and save money
- Digital Marketing: Websites, E-Mail, Social Media
- Media Placement & Negotiation
- Printing Solutions
- Public Relations
- Sales Promotions
- Tourism



PROPERTY MANAGEMENT

Our Property Management services are designed to protect, enhance, and maximize the value of your retail assets. We take a proactive approach to maintaining the highest quality standards—overseeing day-to-day operations, ensuring operational efficiency, and creating an exceptional experience for tenants and shoppers alike. By focusing on cost-effective solutions, vendor management, preventive maintenance, and strategic budgeting, we not only preserve the integrity and appeal of your property but also drive measurable results. Our ultimate goal is to strengthen asset performance, increase net operating income, and deliver a stronger bottom line for ownership.

- On-Site Staff: Human Resources, Management, Personnel Management/Supervision
- Vendor Management: Janitorial, Landscaping, Maintenance, Security
- Accounting Service: Accounts Receivable/Payable, Financial Reporting/Analysis, Lease Administration, Payroll Processing, Real Estate Taxes
- Development: New Construction, Expansions, Renovations, Tenant Coordination
- Information Technology: Network Management, Cloud Management Services, Business Continuity, IT Call Center, Subscriptions, Managed Security

Our affiliate partner, Urban Retail Properties, provides property management for select properties.



OUR TEAM

PARTNER CENTERS

RON SIMKIN – Senior Vice President Leasing

Ron is an industry veteran with more than 35 years of experience in development, leasing and management. He has extensive experience developing architecture/construction plans and creating/managing budgets. He is a licensed Broker in Tennessee, Alabama, Connecticut and Mississippi.

MARC GURSTEL – Senior Vice President Leasing

Marc brings his clients over 25 years of retail and real estate experience. He has a solid and diverse real estate background and expertise in site selection, lease negotiation, and real estate operation. He currently oversees a leasing portfolio comprised of nearly 1.9 million square feet and is an attorney and licensed broker in Minnesota and Florida.

MATT CHANDLER – Director of Leasing

Matt is responsible for marketing client properties to new tenants with a focus on national, regional and local retail/restaurant concepts through canvassing, cold calling, email marketing, business trade shows, digital prospecting and networking. Matt holds a bachelor of science in accounting from Miami University in Oxford, Ohio and is a member of the International Council of Shopping Centers.

TOM SCHNECK – Senior Vice President Marketing

Tom brings over 25 years of shopping center marketing experience to Ignite from his career leading a variety of retail marketing formats. His role is to develop the overall marketing strategy for the company and partner centers including planning, customer experience, media planning, branding, retailer development and tourism.

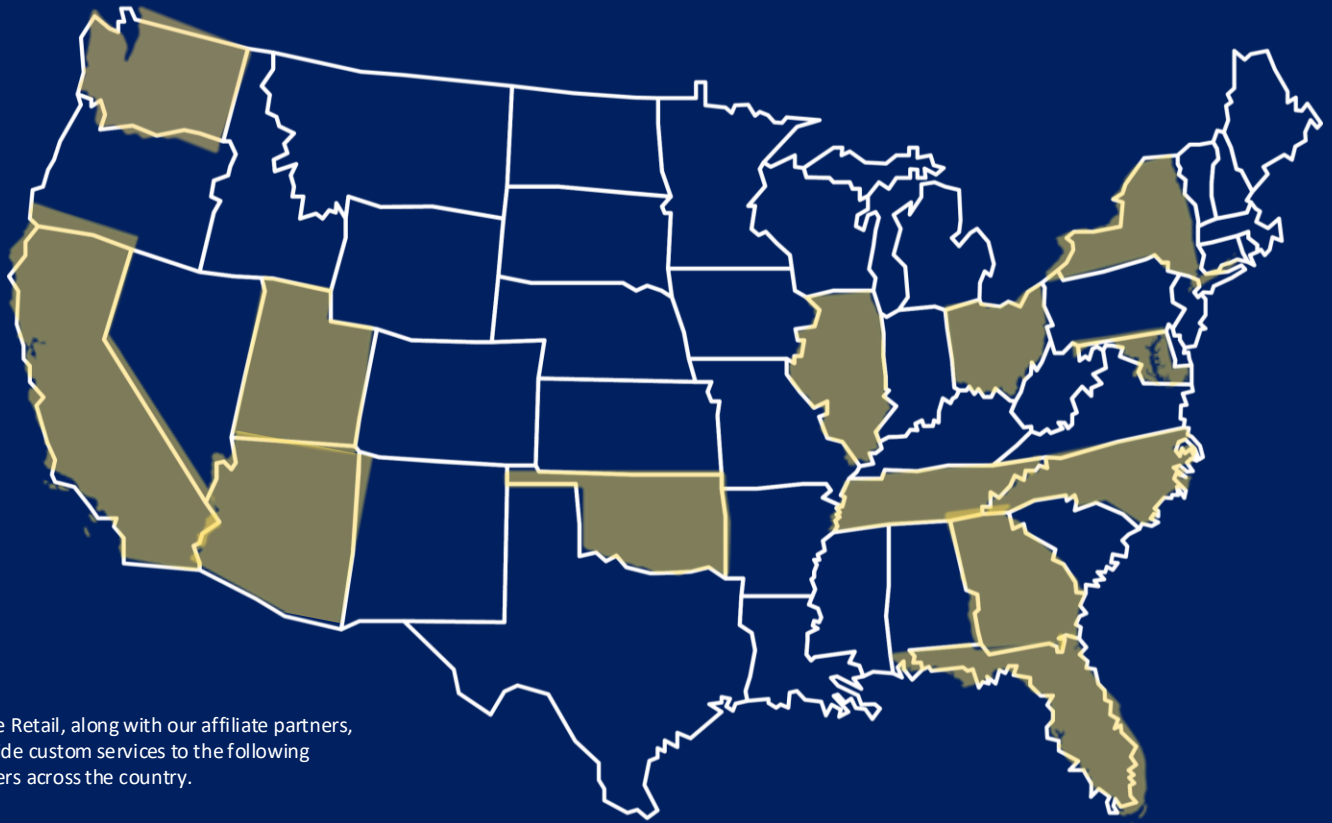
ZACH DELASIN – Senior Vice President Finance

Zach's responsibilities include management of property cashflow and capital market activity. He works directly with clients and property management teams to establish strategies to improve properties financial performance. For each property, Zach works with clients to develop and maintain insightful forecasting and reporting so clients can make informed decisions.



For more information please contact:

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Ignite Retail, along with our affiliate partners, provide custom services to the following centers across the country.

ARIZONA

- The Collection* | Tucson

CALIFORNIA

- Somerville Towne Center* | Antioch

FLORIDA

- 110 Tower* | Ft. Lauderdale
- Beach Place* | Ft. Lauderdale
- La Carreta Plaza* | Miami
- Miracle Marketplace* | Miami
- Orlando Fashion Square* | Orlando
- Pointe at Wellington Greet, The* | Wellington
- Shoppes at Isla Verde* | Wellington
- Shoppes at Mission Lakes* | Lake Worth
- Southland Mall* | Miami
- VU New River* | Ft. Lauderdale

GEORGIA

- Corners Shopping Center, The* | Marietta
- Mall at Stonecrest, The* | Stonecrest

ILLINOIS

- 900 N. Michigan Shops* | Shops

MARYLAND

- Outlets Ocean City | Ocean City

NEW YORK

- 180 Livingston* | New York

NORTH CAROLINA

- Monroe Crossing Mall* | Monroe
- Outlets Nags Head | Nags Head
- Plank Road* | Wadesboro

OHIO

- Colony Square Mall* | Zanesville

OKLAHOMA

- OKC Outlets | Oklahoma City

TENNESSEE

- College Square Mall* | Morristown
- Foothills Mall* | Maryville
- Governor's Crossing* | Sevierville

UTAH

- Junction Commons | Park City

WASHINGTON

- Outlet Collection, The* | Seattle

* = Center managed by our affiliate partner Urban Retail Properties