



# COLORADO REAL ESTATE JOURNAL

THE COMMUNICATION CHANNEL OF THE COMMERCIAL REAL ESTATE COMMUNITY

Retail

03/01/2006 - 03/14/2006

## **Developer helps shepherd area's retail interest with latest project**

*By Jennifer Hayes*

*Editor*

*Colorado Real Estate Journal*

A Denver-based developer is helping feed the "herd" in Thornton.

Bush Development is in final site plan approvals for its second project in the city — Grant Crossing — and its second along Grant Street, where national retailers have been clamoring to expand.

"It's a herd mentality," Bush Development's Eric Bush said of retailers that, once one opens in a trade area, all want to open in the trade area.

"It's an area retailers want to be in," added Bush. "The Wal-Mart Supercenter across the street has remained one of Wal-Mart's top two stores for gross sales in the state since it opened one year ago. When combining the total sales for the Wal-Mart Supercenter, Sam's Club, Gander Mountain Sports and Home Depot, you have gross sales in excess of \$250 million, which generates tremendous traffic."

Bush Development expects to break ground on the 12,000-square-foot Grant Crossing in six months with space to be delivered to tenants in a year.

The retail building, located on the southeast corner of 102nd Avenue and Grant Street, has received letters of interest totaling 16,000 sf with rates running \$3 to \$4 per sf higher than Grant Court, its 12,514-sf center at 98th Avenue and Grant.

Tenants such as Wingstop, Wahoo's Fish Taco, Pearle Vision, Qdoba Mexican Grill, a check cashing service and cell phone store have expressed interest in joining the center, which Bush anticipates will be split equally among restaurant and retail users.

Kimberly Waldera of SullivanHayes is marketing Grant Crossing at \$28 to \$30 per sf.

Waner Construction is building the center, designed by Dauer Haswell Architecture.

Bush Development will close on the 1.72-acre site for Grant Crossing following entitlements.

The developer also recently closed on its sale of Grant Court.

A private investor out of California paid \$4.35 million, or \$347 per sf, for the retail center.

"This transaction illustrates the ongoing demand for well-located, quality constructed, net-leased investments," said Cushman & Wakefield of Colorado Inc.'s Gene Pride, who, with Patrick Devereaux of Cushman & Wakefield, represented the seller in the transaction.

Bush Development also is working on a pair of retail projects in Lakewood, including the Plaza on Union project at Second Place and Union Boulevard, which will feature tenants such as Old Chicago, Chipotle and an Asian grill restaurant and lease rates averaging \$38 per sf triple net.

The firm also is looking to break ground in late spring on a 100,000-sf, four-story self-storage facility at Leetsdale Drive and Exposition Avenue in Denver.

#### Other News

Alberta Development Partners LLC has broken ground on Northlands, a village-inspired retail project that at build-out will reach 1.1 million square feet.

Located at Interstate 25 and Highway 7 in Broomfield, the first phase is anticipated to open in summer 2007.

The first part of construction at Northlands will include the relocation of the Bull Canal, which is used for agricultural irrigation.

"The Denver metro area continues to grow and northern Broomfield is no exception," Don Provost, principal with Alberta Development, said in a statement. "We believe that Northlands will be a community center for a region that is booming."

Alberta Development, along with Callison Architects and Communication Arts, are designing Northlands to be an engaging environment where people can connect with friends and family to shop and dine.

Shea Properties has begun site work on Reunion Village — the first retail development to Reunion, the 2,500-acre master-planned community in Commerce City.

The two retail buildings comprising Reunion Village total 24,000 sf. Shea anticipates tenants to open in late 2006 and include a bank, liquor store, restaurant, design center and other shop tenants.

As well, initial plans for Reunion Village will include a Conoco gas station, Sonic, automotive repair shop, car wash and a national drugstore.

"With the northeast metro area growing so rapidly, we are reminded of Highlands Ranch and hope to replicate our success in Douglas County by making Reunion a world-class community," John Kilrow, vice president of Shea Properties, said in a statement. "We have already put in the infrastructure to meet the demands of the tenants for years to come with a combination of retail, commercial and recreational developments."

Reunion is located west of E-470 near Tower Road and 104th Avenue. Shea Homes, sister company to Shea Properties, has already built more than 2,000 homes there and will build an estimated 200 homes per year over the next 30 years.

Mad Greens Inspired Eats continues to grow its concept and will open its third location in just 18 months.

Marley Hodgson and Dan Long, owners of Mad Greens, signed a 10-year, 2,100-sf lease for street-level space at Hudson's Bay Center at 1600 Stout St.

The restaurant will open in May and feature outdoor patio seating along the mall, as well as indoor seating in the restaurant and lobby of the building.

The menu includes entrée-type salads, paninis and soups, which also are featured at Mad Greens' Cherry Creek and Park Meadows locations.

The owners currently are seeking private equity funding and plan to open an additional eight locations along the Front Range in the next three years.

Maui Wowi Hawaiian Coffees & Smoothies is readying for the opening of its first Colorado location.

Noreen, Stan and Rick Gardner will open the store — the first Maui Wowi retail location in Colorado — at 216 16th St. in downtown Denver in early summer.

The 1,665-sf store will feature Maui Wowi's product line, which includes fruit smoothies and Maui Wowi Hawaiian Coffees. Maui Wowi Hawaiian is the leading franchisor of gourmet, all-natural Hawaiian products sold nationwide.

The Denver location joins more than 300 locations operating in 39 states.

Frederick Ross Co. recently announced the creation of Griffin Karsh & Brooks, a new retail investment group.

Griffin Karsh & Brooks will operate within the Ross Brokerage Group and comprises Frank Griffin, Susan Karsh and Tucker Brooks. The team, which has more than 50 years of experience in retail real estate, will specialize in retail investment sales throughout the Front Range.

The group also will provide owners a full-service perspective in all facets of retail, including acquisition, development, leasing, management and disposition.

Griffin Karsh & Brooks has participated in retail sales and lease transactions topping \$1 billion.