



ZELCO

PROPERTIES & DEVELOPMENT

Company Overview

Zelco Properties & Development is a **commercial real estate acquisition, development and leasing company**. Founded by principals with over 30 years of transactional history, the company focuses on acquiring and developing retail and specialty real estate throughout the United States. Charter Realty, a wholly owned subsidiary of Zelco Properties & Development, is a full-service brokerage and advisory company providing services to landlords and tenants nationwide.

We are a **GP owner / operator** with a focus on opportunistic, value-add and core plus investment opportunities. Our transactions are capitalized by **privately sourced equity partners and institutional JV co-investment** groups. Institutional relationships include Regency Centers, Invesco, Prudential (PGIM), Clarion Partners, Inland Institutional Capital, Acadia Realty Trust, Rialto Capital Management and Black Creek Group. Charter Realty, our third-party leasing platform, provides exclusive landlord representation for several million SF of retail and mixed-use properties.

Montana: 2 projects, **2M SF**

Maine: 1 project, **100,000 SF**

Vermont: 2 projects, **100,000 SF**

New Hampshire: 1 project, **150,000 SF**

Massachusetts: 15 projects, **2.3M SF**

Rhode Island: 1 project, **120,000 SF**

Connecticut: 9 projects, **2.5M SF**

New York: 6 projects, **725,000 SF**

Pennsylvania: 2 projects, **520,000 SF**

New Jersey: 1 project, **400,000 SF**

Maryland: 1 project, **120,000 SF**

North Carolina: 4 projects, **320,000 SF**

South Carolina: 2 projects, **205,000 SF**

Florida: 1 project, **25,000 SF**

\$2B

► The value of developed retail and mixed-use properties on a vertically integrated platform that have been acquired, operated, and managed.

9M+

► Square feet of retail shopping center, mixed-use properties and freestanding net leased assets acquired, developed, and repositioned over a span of 30 years.



FEATURED PROPERTY

BEDFORD SQUARE

PROPERTY DETAILS

- ▶ **Westport, CT**
- ▶ **125,000 SF**
- ▶ **Key Tenants:** Anthropologie, Williams Sonoma, Emmy Squared, One Medical, Serena & Lily, a mix of professional office tenants and 24 Luxury apartments
- ▶ Bedford Square is a \$120,000,000 mixed use / adaptive reuse project in downtown Westport ct. The award winning project was completed in 2017 and contains a 3 story Anthropologie, William Sonoma, One Medical, Emmy Squared, 24 high end apartments and office space.





FEATURED PROPERTY

BAEDERWOOD SHOPS

PROPERTY DETAILS

- ▶ **Jenkintown, PA**
- ▶ **120,000 SF**
- ▶ **Key Tenants:** Whole Foods, Planet Fitness, Panera & Lenscrafters
- ▶ Baederwood Shoppes is a 120,000 sf Whole Foods anchored shopping center located in Jenkintown, PA that was acquired in 2019 and thereafter was substantially re-tenanted and renovated to bring it to 100% occupancy. It is a mix of retail, medical and office.





FEATURED PROPERTY

INNOVATION CAMPUS

PROPERTY DETAILS

- ▶ **Bozeman, MT**
- ▶ **559,000 SF**
- ▶ **Key Tenants:** Industry, Hoplite Industries
- ▶ Innovation Campus is a 42 Acre tech park under construction in Bozeman, MT. Located in an opportunity zone, the project will be home to 1,000,000 sf of tech, bio tech and office space. The project currently contains the 30,000 sf Applied Research lab, 90,000 Aurora Tech headquarters and Hoplite, an 89,000 SF Industry office building.





FEATURED PROPERTY

TWIN CITY PLAZA



PROPERTY DETAILS

- ▶ **Somerville, MA**
- ▶ **300,000 SF**
- ▶ **Key Tenants:** Star Market and Marshalls
- ▶ Twin City Plaza is a 300,000 sq shopping center anchored by Star Market and Marshalls located in Cambridge/Somerville, MA. The project was expanded, renovated and ultimately sold to Regency Centers.





FEATURED PROPERTY

WHITE CITY

PROPERTY DETAILS

- ▶ Shrewsbury, MA
- ▶ 275,000 SF
- ▶ Key Tenants: Shaws
- ▶ White City Shopping Center is a 275,000 sf shopping center. The Shaws anchored center was redeveloped in a JV with Acadia Realty Trust. This included a major renovation, expansion and lease up. The project was subsequently sold.





FEATURED PROPERTY

TWIN LAKES CENTER

PROPERTY DETAILS

- ▶ **Cary, NC**
- ▶ **103,000 SF**
- ▶ **Key Tenants:** Wegmans, Andys Frozen Custard, Hollywood Feed, Mezeh Mediterranean Grill and Wake/ Med-PM pediatrics
- ▶ Twin Lakes Center is a mixed use, urban planned community located in Cary NC. It was a ground up development anchored by a 103,000 sf Wegmans, 20,000 sf of shop space and 2 large multifamily projects (109 unit Overture by Greystar, and 230 unit project by Suncap).





FEATURED PROPERTY

YELLOWSTONE AIRPORT PLAZA

PROPERTY DETAILS

- ▶ **Belgrade, MT**
- ▶ **234,277 SF**
- ▶ **Key Tenants:** Belgrade Liquor, Personal Warehouse, Little Belt Burger Bar, Cowboss Coffee, Holiday, Even Hotels
- ▶ Yellowstone Airport plaza is a 78 acre mixed use new development under construction (ultimately 150 plus acres) located in Belgrade Montana. It is anchored by Even Hotel, Hampton Inn, a 1000 bed Yellowstone Landing. When fully built out, the project will have 5 hotels, thousands of units of residential, retail, entertainment and industrial space.





FEATURED PROPERTY

STORRS CENTER

PROPERTY DETAILS

- ▶ Storrs, CT
- ▶ 500,000 SF
- ▶ **Key Tenants:** Amazon, Ballard Puppetry Museum, Barnes & Noble Bookstore, CVS, Geno's Grill, Price Chopper & Uconn Health
- ▶ Storrs Center is an award winning mixed-use project that acts as the downtown and college town for the University of Connecticut. It has transformed the area and created millions in revenue.





FEATURED PROPERTY

STONE BRIDGE CROSSING

PROPERTY DETAILS

- ▶ **Cheshire, CT**
- ▶ **149,000 SF**
- ▶ **Key Tenants:** Eastpointe Development, Homewood Suites
- ▶ Stone Bridge Crossing is a 102 Acre master planned project under construction in Cheshire, CT. This includes a 149,000 sf grocery anchored shopping center, a 140 unit town house project with EG homes, a 300 unit multi family project with Eastpointe development, a Homewood Suites, office space and retail pads.



LEADERSHIP TEAM

As the founding principal of Zelco Properties & Development, Dan has focused his efforts on the leasing and development of the company's portfolio of shopping centers and mixed-use projects comprising over 11,000,000 square feet.

Over the course of his career, Dan has successfully acquired several retail chains for their underlying real estate, as well as been involved in the acquisition and development of Zelco's own portfolio. Dan is currently spearheading several growing ventures for Zelco Properties & Development- including a mixed use development program (retail, hospitality, residential, student housing, and technology/innovation) which he is implementing across the United States. Dan has completed more than 20 million square feet of new tenant leases in both Zelco Properties & Development and third-party properties.

Dan is a graduate of Cornell University; he has served on the Board of Directors for the United States Olympic Foundation, and the Southport Fire Department. Dan splits his time between Fairfield, Connecticut and Big Sky, Montana along with his wife and their dog Mungo (enjoying frequent visits from his three grown sons).



Daniel Zelson

Principal

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His primary areas of focus include

- ▶ Development of mixed-use projects across the United States
- ▶ Negotiating and structuring of shopping center acquisitions and redevelopment strategies
- ▶ Implementing growth for major retailers poised for expansion. Some of these companies over the years include: TJX Stores, Wal-Mart, Delhaize, Shaw's Market, and Alamo Draft House
- ▶ Running Charter Realty's Commercial brokerage business

PETER LEVINE



Peter Levine

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Peter joined Charter in 2011, where he focuses on tenant and landlord representation both in the New York Tri-State Area as well as across the United States.

His diverse list of retail, restaurant, medical, education and office clients has enabled him to transact across a wide range of sectors, resulting in over 500 completed transactions, comprising several million square feet. A select few of his clients have included Restore Hyper Wellness, Shake Shack, Goldfish Swim School, 24 Hour Fitness, Northwell Health, COBS Bread, PGA TOUR Superstore and Primrose Schools.

Prior to joining Charter, Peter had spent ten years at Equinox as the Senior Director of Real Estate. During his time there, he was instrumental in the company's national real estate expansion of their Equinox, SoulCycle, Blink and Pure Yoga brands. As a result, he developed extensive relationships within the real estate industry and a deep understanding of various markets throughout the country.

Peter began his career as an investment banker in the High Yield Finance Group at Merrill Lynch and later joined Regional Health Group, a New York based health care provider, where he served as a Vice President. He is a graduate of the University of Pennsylvania and resides in Fairfield County Connecticut with his wife and three children.

JASON HESS



Jason Hess

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Jason Hess is a developer, attorney, and licensed real estate broker. As a principal with Zelco Properties & Development, Jason focused on ground up mixed-use development projects and has expertise in all areas of acquisition, construction, financing, and leasing.

As a broker with Charter, Jason has represented multiple owners in leasing transactions over his career. As an attorney, Jason has worked in private practice for a large law firm in Philadelphia and thereafter, for a private REIT, where he focused his practice on all aspects of commercial real estate law.

Jason graduated Magna Cum Laude from the University of Maryland in 1992, with a B.A. in Government and Politics and received his J.D. from the University of Maryland School of Law in 1995.

Jason, along with his wife and children, volunteer their time for Beth Or Synagogue and Barrack Hebrew Academy. Jason is active in the Whitpain Recreational Association, where he has coached girl's soccer and lacrosse, as well as boys basketball, for several years.