



TENANT  
REPRESENTATION  
NATIONAL REGIONAL LOCAL



Extraordinary Commercial Real Estate Services

KeyPoint Partners, LLC  
One Van De Graaff Drive, Suite 402, Burlington, MA 01803  
781.273.5555 Info@KeyPointPartners.com



KEYPOINT  
PARTNERS  
KeyPointPartners.com



# TENANT REPRESENTATION

NATIONAL REGIONAL LOCAL

## Comprehensive Tenant Representation Services for national, regional, and local tenants

If you're an expanding merchant or service looking for new locations, you need a service provider with local presence and national reach, deep market knowledge, dedicated research and marketing, and strong relationships throughout the commercial real estate community. That's us. Clients like you have trusted us to find the best new locations in New England and across the U.S. What can we do for you?

Knowledge-based, experience-backed, results-focused



## SENIOR TEAM

Don Mace  
Vice President of Retail Brokerage  
DMace@KeyPointPartners.com  
781.418.6243

Over 26 years of experience securing sites for retail, restaurant, medical, financial, service, and entertainment tenants throughout New England and across the US, and negotiating lease transactions with national retailers Lowe's, Target, Wal-Mart, TJX, Staples, Bed Bath & Beyond, CVS, and multiple grocers including Stop & Shop and Whole Foods.

Rob Grady  
Vice President of Retail Brokerage  
RGrady@KeyPointPartners.com  
781.418.6267

Over 35 years of experience negotiating hundreds of millions of dollars in transactions for national retailers including Shaw's Supermarkets, Lowe's, Wal-Mart, CarMax, ExxonMobil, and others. His special expertise includes creating and executing excess property sales strategy, store deployment strategy, and complex, multi-layer negotiations.

Magnolia Neu  
Retail Brokerage Associate  
MNeu@KeyPointPartners.com  
781.418.6272

Magnolia Neu interned at KeyPoint Partners in 2021, specializing in site research, data analysis, and location mapping, as well as overall brokerage support. A recent Cum Laude graduate of St. Michael's College with a BS in Business Administration, she joined KPP as a full-time Associate in 2022.

Chris Cardoni  
Marketing Manager  
CCardoni@KeyPointPartners.com  
781.418.6229

Over 32 years in advertising and marketing for expanding and re-branding retailers, including 20 years at KeyPoint Partners providing marketing and general graphic and communication support to the brokerage team, the company, and to expanding tenants of many types.

Bob Lemons  
Managing Partner  
RLemons@KeyPointPartners.com  
781.418.6201

Over 37 years serving clients in New England and the mid-Atlantic. Oversees the leasing, tenant rep, and marketing teams, and has overall responsibility for direction and management of the firm, including strategic planning, business development, and the delivery of quality service to a range of clients.

Nicholas Guarente  
Marketing Associate  
NGuarente@KeyPointPartners.com  
781.418.6257

Kris Smith  
Sr. Administrative Assistant  
KSmith@KeyPointPartners.com  
781.418.6242

## SUPPORT TEAM

And the combined resources of the KeyPoint Partners full-service commercial real estate teams.



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## NATIONAL EXPANSION

Working with KeyPoint Partners to locate and acquire vacant boxes and shopping centers, FunCity Adventure Park has grown from a handful of locations in New England to 60 locations across the US, including currently open, pending leases, and upcoming openings..



**FUNCITY ADVENTURE PARK**  
PREMIUM INDOOR ENTERTAINMENT CONCEPT

60 Locations Across the U.S.A.  
Now Open / Opening Soon / Signed Leases

SEEKING SITES ACROSS U.S.A. FOR LEASE/ACQUISITION

Don Mace, VP of Retail Brokerage  
978.828.7383  
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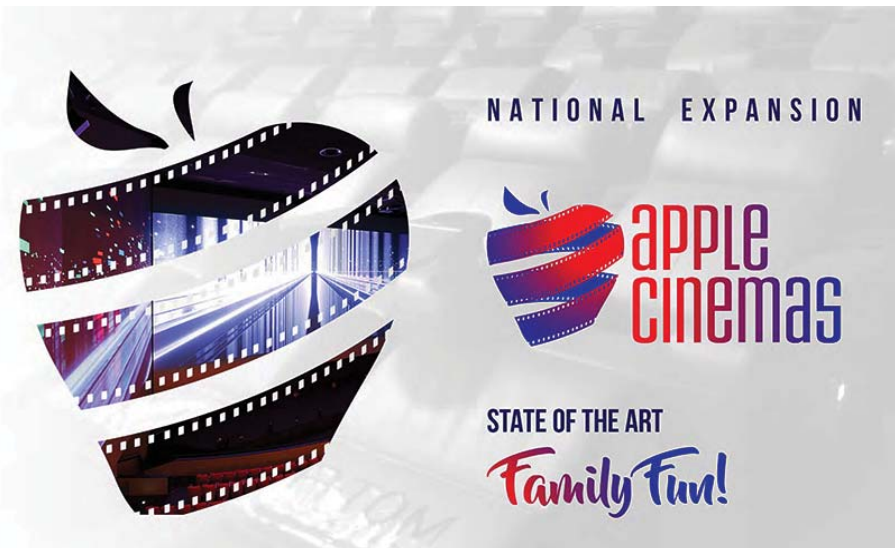
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## apple cinemas NATIONAL EXPANSION

Apple Cinemas, headquartered in Walpole, MA, opened its first theater in 2013 and currently operates 14 locations across 6 states. Additional sites are pending. From the beginning Apple Cinemas has been committed to providing quality state-of-the-art family entertainment, offering varied and dynamic programs that feature blockbusters, art films, and foreign films in several languages.

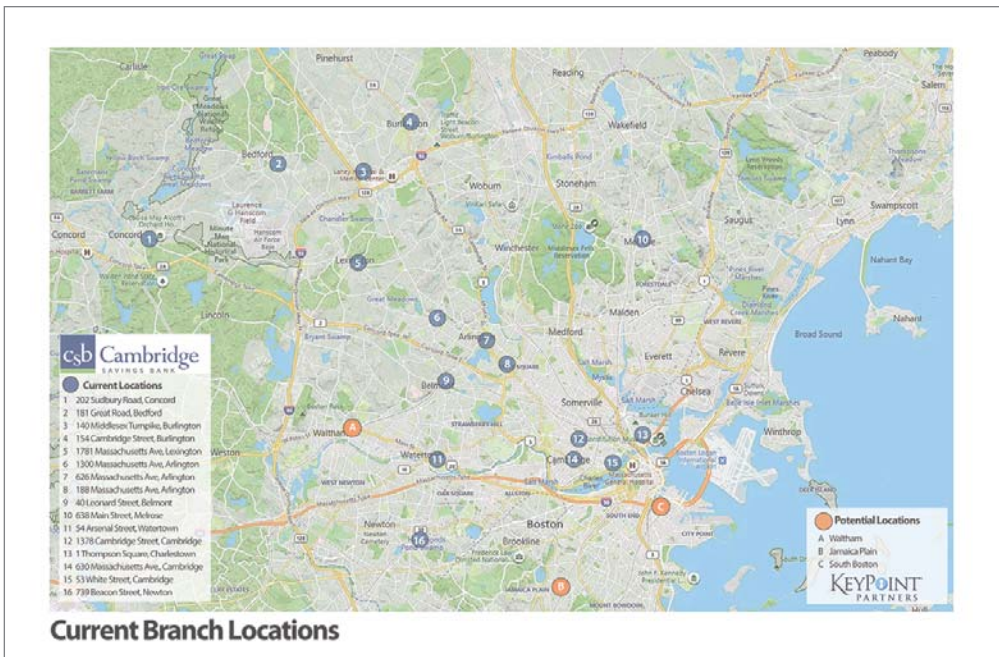


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## METRO-BOSTON EXPANSION

One of the oldest and largest community banks in Massachusetts, Cambridge Savings Bank is a full-service institution offering individual and business banking services across a robust branch network. In a competitive banking environment, Cambridge Savings Bank works closely with KeyPoint Partners to analyze key Eastern Massachusetts markets, and to identify and secure viable new locations.





## TENANT REP SERVICES

- National, regional, local site selection
- State-of-the-art mobile data & market research tools
- Trade area analysis & strategic positioning
- Site acquisition

- Lease & contract negotiations
- Construction supervision & project management
- Branding & marketing

## TENANT TYPES

- Retail
- Entertainment
- Restaurant
- Medical/Health
- Lodging/Hospitality
- Personal service
- Financial services
- Education/child care



### About KeyPoint Partners:

What's the most pressing commercial real estate challenge you're facing? And how can we help you with it? We're KeyPoint Partners, LLC. Clients like you trust us to meet their biggest CRE challenges on properties totaling over 25 million square feet in 12 states. Financial institutions, pension fund advisors, REITs, and private investors, as well as national, regional, and local retailers, have all made us a trusted advisor. Facing a commercial real estate challenge that requires *extraordinary* services? **What can we do for you?**

### Corporate Offices:

Burlington, Brookline,  
Boston, MA  
South Burlington, VT  
Cromwell, CT  
Lake Success, NY  
Bowie, MD

### Services:

Property & Asset Management  
Retail Leasing  
Tenant Representation  
Investment Sales  
Construction  
Consulting

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