



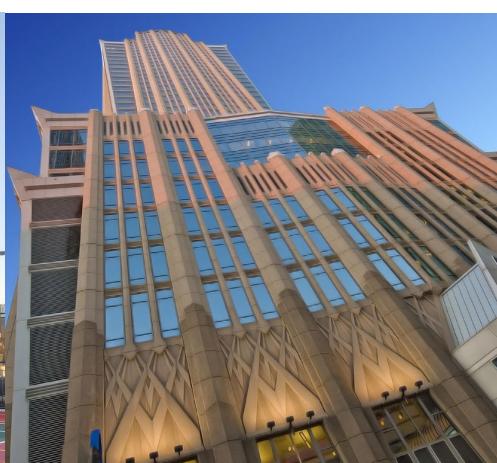
ADAM WILLIAMS

LEGACY



REAL ESTATE ADVISORS, LLC

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Professional Experience

I specialize in helping dynamic brands grow and destination retail projects thrive. Based in Uptown Charlotte, with a regional reach throughout the Southeast, I have the proven ability to successfully drive retail and restaurant projects for top tier brands.

Legacy Real Estate Advisors, Principal

- Top producing agent for one of Charlotte's fastest growing commercial real estate firms.
- Market leader in retail and restaurant Tenant and Landlord representation.
- Extensive email database with a reach of 6,500 + industry contacts.
- Recent Landlord representation:
 - Currently leading the retail development team for 400 South Tryon, managed by DRA Advisors and Trinity Capital. Collaborated with construction and architectural teams to determine price and viability for 8,000 sqft retail space, previously used as a FBI holding area.
 - Worked with Cousins Properties to fill a problematic space at the Fifth-Third Bank center in Uptown Charlotte with a well respected restaurant group.
 - Tasked by CIM Group to re-tenant the EpiCentre in Uptown Charlotte. Reevaluated existing leases, culled underperforming Tenants and filled raw shell space that had been vacant since opening in 2010. Occupancy is currently at 96%.
 - Worked with Parkway Properties to lease a location, historically considered undesirable in Uptown Charlotte. Advised Parkway to reconfigure space by constructing a new entrance on the highly desirable 5th Street. With the new configuration, was able to finalize a lease with the Sea Level concept, owned by one of the most well established restaurateurs in the Southeast.

Recent Tenant representation transactions:

- Cowfish - Negotiated with General Growth Properties, 8,000 SqFt off-market space at front entrance of Atlanta's largest mall.
- Cameron Mitchell's Rusty Bucket - Represented tenant to secure restaurant space anchored by Whole Foods in highly competitive South Park submarket.
- HuHot Grill - Negotiated new to market restaurant in Greenville, SC with large scale Yum Brands franchisee in competitive Woodruff Road corridor.
- Lumiere - Found and negotiated off market sublease opportunity in Charlotte's prestigious Myer's Park neighborhood for well respected Charlotte operator.
- Barteca - Leading the expansion efforts for one the nation's most accomplished and fastest growing multi-concept operators. Currently have 22 locations nationwide and opening locations in Charlotte, Raleigh and Chapel Hill by 2017.



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Retail Redeveloped

Professional Experience

Taco Mac, *Director of Real Estate*

- Managed all real estate transactions for 30 location restaurant chain with \$100 million in annual revenue.
- Helped plan and implement growth strategy throughout the Carolinas with CEO, Bob Campbell.
- Worked with them through their private equity sale to CIC Partners.

10 Park Lanes, *Principal*

- Rejuvenated and modernized a 1960's Charlotte landmark while keeping a retro vibe. Increased sales by over 300%.
- Identified off-market property and led the rebranding, design, and construction efforts.

Nan & Byron's, Partner/Broker

- Identified an off-market South End property on one of Charlotte's busiest streets in the fastest growing neighborhood in the city.
- Completely gutted and rebuilt a formerly successful restaurant building into a brand new concept that is considered one of the coolest new restaurants in the city.

Restaurant Traffic, *Founder and Editor*

- Founder and contributor to Charlotte's #1 food blog, the source for local restaurant news and reviews.
- 3,225 Instagram followers, 2,822 Twitter followers
- Over 3,400 newsletter subscribers

Education

Elon University, Bachelor of Science—Marketing and Economics

1998 -2002

Licensed Real Estate Broker in North Carolina, South Carolina and Georgia



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Testimonials

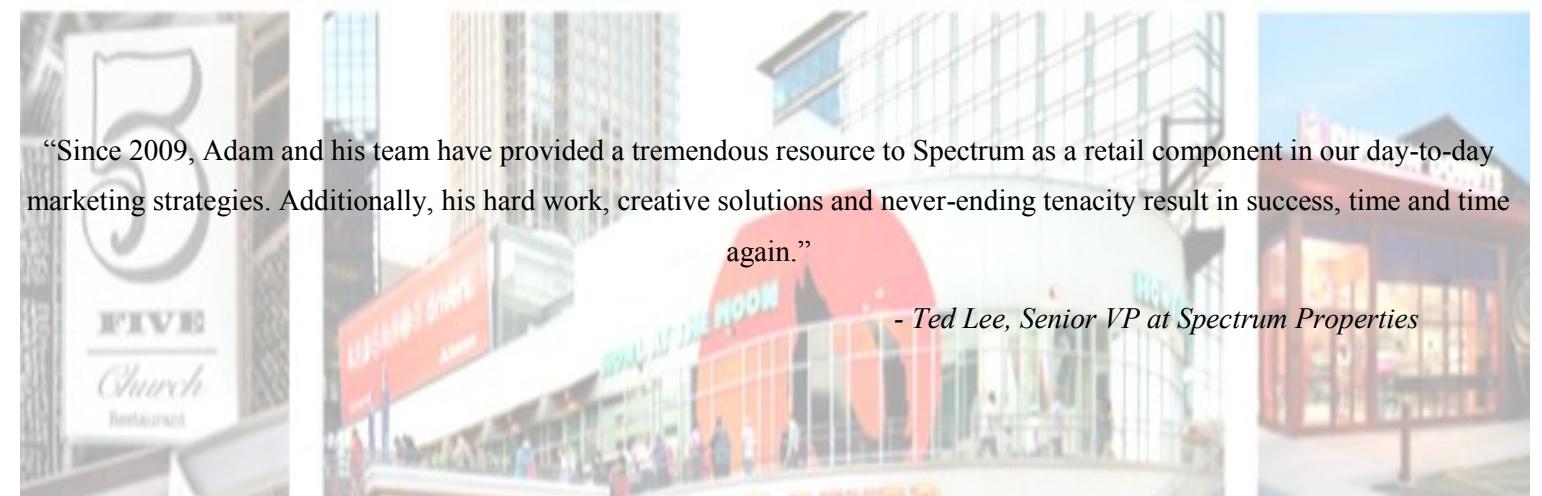
“The team at Legacy Real Estate Advisors understand the special nature of retail leases and have become an integral part of our site selection process. They are an extension of our group and represent us well.”

- Susie Oddo, Board Member, Taco Mac



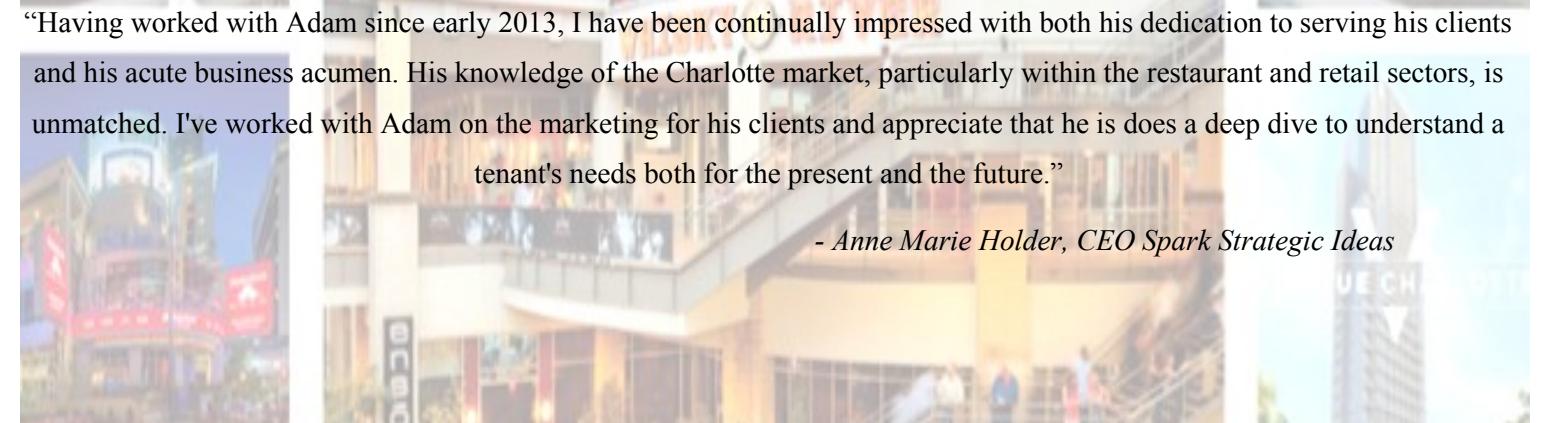
“Adam has a second to none knowledge of the Charlotte Real Estate Market. By virtue of this, he is able to close deals on properties that most other brokers did not even know were available. Partner this with smarts, hard work and a little patience and you have a terrific broker that makes deals happen.”

- Pat Whalen, President at MAP Management



“Since 2009, Adam and his team have provided a tremendous resource to Spectrum as a retail component in our day-to-day marketing strategies. Additionally, his hard work, creative solutions and never-ending tenacity result in success, time and time again.”

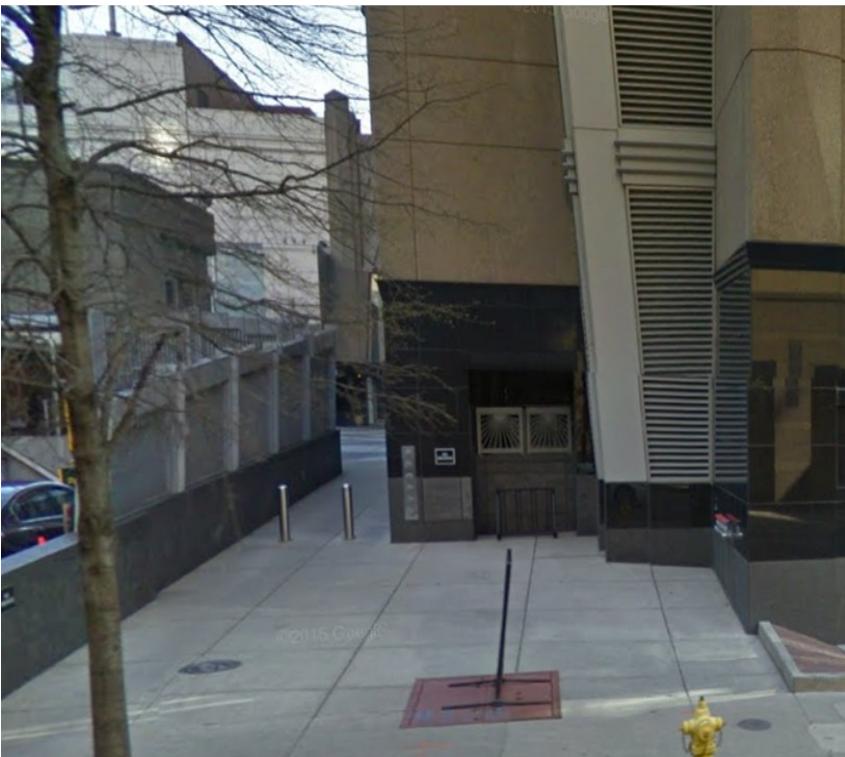
- Ted Lee, Senior VP at Spectrum Properties



“Adam competed for and won our business against national, regional and local firms. His mix of energy, enthusiasm and knowledge secured the listing on the largest urban retail project in Charlotte. A year into the assignment he has delivered all that he promised by bringing desired prospects to the center, offering strategic insight and skillful negotiating. I wouldn’t hesitate to use Adam again.”

- Erik Ylitalo, Director of Leasing, CIM

Hearst Tower—Uptown



Before

“A” Location with no identity

2nd generation restaurant location, on 2nd most popular food & beverage street in Uptown that had been vacant for multiple years

Considered a “Snake bit location” due to lack of street front door presence, and rampant turnover of past concepts

Was told it was impossible to move fire suppression because it would potentially endanger the sprinkler system for the entire asset



After

Commissioned Gensler architects and local fire code expert to address setback, fire suppression and right of way issues

Once viability of new project was assessed, reached out to personal network of top tier restaurant brands to determine best fit for concept

Landlord’s expertise lies in the office world. Worked hand in hand with them on every step to ensure the process was handled correctly from a civil, construction and retail perspective



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Noteworthy Brands



CIM



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Def
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NAN-and-BYRON'S



CAMERON MITCHELL
▪ RESTAURANTS ▪

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THE COWFISH
SUSHI • BURGER • BAR



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