

EXPERTISE

JB&A's reputation is built on extensive knowledge of the real estate industry with a vast amount of experience as a developer and as a tenant; initiating and finalizing real estate/leasing deals.

Our access to the retail & restaurant communities is unparalleled; many valued relationships have been made with real estate developers and tenants while facilitating expansion programs, renovations, re-merchandising, lease negotiations, and pro-forma budgets. We are experts at the complexities of site selection and acquisition.

We offer a customer service approach; with the attainment of solid financial results for our clients as the primary objective.

EXPERIENCE • JERRY BERTHOLDI

JB&A REAL ESTATE & DEVELOPMENT
2004 - Present

President/Owner

A real estate executive with twenty-nine years of experience as a tenant representative and a developer representative initiating and finalizing real estate/ leasing deals in, Lifestyle centers, Urban Retail projects, Malls, Resort Retail complexes, Strip Center, Free Standing, and Office center retail. These accomplishments have included expansion programs, renovations, remerchandising, lease negotiations, pro-forma budgets of both real estate developments and tenant representation, while establishing many valued relationships with vast array of tenants and owner/developers.

Mr. Bertholdi has been associated with Tenants since 1980 when he was responsible as a developer in negotiating with retail/restaurant tenants for the placement within retail/entertainment projects across the country and as a member of ICSC has earned the designations of SCSCM and SCLS. Since that time Mr. Bertholdi has negotiated many deals for various tenants and owner/landlord developers.

EXPERIENCE • CHUCK ALBERT

JB&A REAL ESTATE & DEVELOPMENT
2006 - Present

Vice President of Real Estate

A senior level real estate executive with over 30 years of experience as a tenant representative for two major corporations that has resulted in many valued relationships with major owner/landlord developers.

Mr. Albert's accomplishments have included the start-up of Footlocker on the West Coast to 3,000 plus store nationwide and internationally; store and company acquisitions; and the expansion for all athletic divisions of the Kinney Company in Canada, Europe and Mexico; while managing lease holdings for 13-divisions within the F.W. Woolworth Company, United States. Mr. Albert's responsibilities during the then newly formed Footaction Athletic Shoe Company, were a lot of the same, as well as comprehensive responsibilities for the operational management and development of 560 stores for Footaction that were expanding at a pace of 100 stores per year.

Mr. Albert brings many relationships he has that will benefit the Clients of JB&A.



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Retail Tenants
 Project Development



JB&A

REAL ESTATE & DEVELOPMENT SOLUTIONS, L.L.C.

In 2004 **JB&A Real Estate & Development** was formed by **Jerry Bertholdi** as owner and President. As a full service real estate & development company, JB&A offers access to real estate solutions; providing insight and experience; helping their clients prosper. JB&A assists in the creation of informed business and real estate decisions for restaurants, retail tenants and project development, specializing in lease representation and negotiation; site acquisition for pad sites and development projects of new units of single or multi-unit operations. JB&A now has three offices.

J BERTHOLDI & ASSOCIATES

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