



## **Gillman of Northwest Atlantic represents Capital One for 6,000 s/f; Shepard of Northwest inks 3,500 s/f with Deitch of Aries, Deitch**

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Northwest Atlantic Real Estate Services, LLC has completed two leases totaling 9,500 s/f.

A 6,000 s/f retail lease for Capital One has been completed at 2003 Smith Haven Plaza. Capital One is taking an end cap in what was a WaMu location in the plaza. The bank is relocating from a block west on Rte. 347. According to Steve Gillman, executive vice president of Northwest Atlantic, and the broker who represented Capital One, "This site has much better visibility with multiple drive-thru's and much better access than the former location." Bob Delavale represented and negotiated the deal for the landlord.

Although the Cap One deal was signed in March, regulatory and building permit hurdles have only just been cleared. The bank plans on opening in December and then closing the old site.

Smith Haven Plaza, is owned by Fred Colin and Wilbur Breslin. The landlord is in the process of redoing the facade. Trader Joes will open in the plaza sometime in 2011.

Headquartered in McLean, Virginia, Capital One is a diversified bank that offers an array of financial products and services to consumers, small businesses, and commercial clients. It is one of the country's top ten banks with locations primarily in New York, New Jersey, Texas, Louisiana, Maryland, Washington DC, and Virginia.

According to Northwest Atlantic, it has completed the signing of a 3,500 s/f retail lease for The Bread Factory Cafe in Westchester Sq., 241 North Central Ave. in Hartsdale.

This marks the Manhattan based cafe's first foray outside of the city. According to Bruce Shepard, a partner at Northwest Atlantic, "This is the perfect location for them because Westchester Square is in the heart of the county's prime retail activity. The center includes Trader Joes, Marshalls, CVS and Best Buy."

The Bread Factory Cafe was founded in 1998 and has five Manhattan locations. A sixth cafe will open soon on Fulton St.. The Hartsdale site will be its seventh.

The Westchester Square space was formally a WaMu bank and posed several challenges because the space required a change of use variance from the city. "The landlord and city worked together," said Shepard, "and in the end everyone was pleased with the outcome."

The cafe is scheduled to open in November. Hampshire Management owns the center and was represented by Martin Deitch of Aries, Deitch, and Endelson.