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Exhibitor Showcase: SCG Retail

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SCG Retail, a division of Atlanta based TCSG, continues to expand both its tenant rep and landlord presence throughout the city, Long Island, Northern and Central New Jersey, and Connecticut, as well as Rockland and Westchester Counties.

“Despite the stories in the press about the demise of retail,” said Jeff Pandolfo, Northeast and Mid-Atlantic managing director of leasing for TCSG, “We maintain a cautiously optimistic approach to growth in the area. Shifts in the industry often create unique opportunities, and to that end we’ve had success recruiting with a focus on compatibility to our culture and that of our clients. We continue to experience steady growth on both the tenant and landlord sides of the business.”

SCG Retail has exclusive relationships with leading tenants throughout the Tri-State area including Starbucks, Whole Foods, Sweetgreen, REI, The Home Depot, Taco Bell, Papyrus, among many others.

“Many of these are long-term relationships,” said David Firestein, managing partner for SCG Retail. “These days we’re providing more support than ever in terms of data analysis and deal structure. Often, we’re even helping out on construction and operational issues.”

Firestein, for example, has worked with Starbucks dating back to its first New York City location back in 1994.

According to Pandolfo, “Over the past 12 months, we’ve expanded our capability to take on new, resource intensive assignments with several key new hires, as well as reinvested in our existing team. We also look forward to formally announcing the opening of our first office in New Jersey, as we continue to expand our efforts in the Northern and Central New Jersey markets.”

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