

# MJB Consulting : A Retail Real Estate Consulting Firm

## I. MJB Consulting- About Our Firm

**MJB Consulting** (MJB) is an award-winning, New York City- and San Francisco Bay Area-based retail planning and real estate consulting concern retained across the U.S., Canada and the U.K. to undertake market analyses, devise tenancing strategies and spearhead recruitment efforts.

Our clients include municipalities, quasi-public/non-profit development corporations, BID's and institutions as well as private developers, landlords and retailers.

We are among the nation's leading consultancies on urban and Downtown retail, having strategized and recruited for high-profile CBD's like Brooklyn (NY), Newark (NJ), Toronto, Pittsburgh, Cleveland, Minneapolis, St. Louis, San Antonio and Denver, among others.

In addition, we have worked in many other satellite Downtowns and neighborhood business districts within larger cities and metros, including, for example, ones in London (U.K.), New York City, Boston (Cambridge), Philadelphia, Baltimore, Cleveland, Columbus (OH), Cincinnati (Covington), Atlanta (Decatur), Milwaukee, Minneapolis-St. Paul, Seattle, San Francisco (Berkeley) and Los Angeles (Long Beach).

Finally, we are also active in smaller cities and markets, including Downtown and "Main Street" business districts in New Haven (CT), Albany (NY), Kitchener (ON, CA), Akron, Fort Wayne (IN), Dubuque, Roanoke (VA), Raleigh, Winnipeg, Saskatoon (SK, CA), Wichita, Corpus Christi, Las Cruces (NM), Albuquerque, Tuscon and Modesto, among numerous others.



## Our Principal

Our Principal, **Michael J. Berne**, is one of the nation's foremost experts on urban and Downtown retail.

Michael is a regular speaker at International Downtown Association (IDA) conferences. He is also a member of the IDA Board and sits on its Executive Committee.

In addition, Michael has presented at the annual gatherings of the International Economic Development Council (IEDC), the National Main Street Center, the Local Initiatives Support Corporation (LISC) and the International Council of Shopping Centers (ICSC), among others.

Michael has lectured at the University of Pennsylvania, written numerous articles for the Urban Land Institute's (ULI) *Urban Land* magazine as well as the prestigious *Journal of Urban Affairs*, served on expert advisory panels for the ULI and the IEDC, and appeared in high-profile publications such as *The Washington Post*, *The Financial Times* and *The San Francisco Chronicle*.

Michael received a B.A. degree from Columbia University (Columbia College) in New York City and an M.Phil degree from Cambridge University (Gonville & Caius College) in the United Kingdom. He currently splits his time between residences/offices in New York City's Union Square and Berkeley's Elmwood neighborhood.

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## Our Unique Approach

We at MJB Consulting approach our work differently from our competitors, and offer unique strengths and specialized expertise in a number of areas:

1. We are retail specialists: it is our passion and our obsession.
2. We are in tune with the newest trends and the latest thinking, as a result of working across North America and beyond.
3. We are able to identify opportunities where others cannot, with our emphasis on psycho-graphics and our understanding of diverse sub-markets.
4. We fully immerse ourselves in our study areas, as if we were locals (“total immersion”), in order to truly understand their unique rhythms and sensibilities.
5. We possess a keen understanding of the tenant’s perspective, as a result of practical experience in the leasing and selling of retail space.
6. We have devised a number of proprietary tools, including our database of retailers willing to consider Downtown and “Main Street” settings.



7. We have promoted the concept of small “chain-lets” as balancing local distinctiveness with the landlord’s desire for creditworthy tenants.
8. We do more than provide lots of data; we also interpret all of that information and tell you what to do with it on a block-by-block level.
9. We do not write reports that sit on shelves: our scope-of-work typically proceeds to implementation, including actual recruitment and staff training.
10. We are able to explain the nuances and intricacies of retail clearly and accessibly to different sorts of audiences, including those new to the field.
11. We do not pull punches, but we are able to convey the harsh realities while still generating excitement for what is in fact possible.
12. We are a boutique consultancy: our Principal (and not some junior associate) is the Project Manager and the one who develops the work product.