



## WHO WE ARE

**NewGate Retail Advisors** was established in 2013 to provide personalized, full scope real estate advisory and implementation services to specialty retailers. Our expertise includes the formulation and execution of strategic growth plans for new stores, market evaluations, site selection, and negotiation of terms and documentation for store locations, as well as analysis and oversight of existing store portfolios and renewals. NewGate's unique qualities include our depth of experience, our geographic scope and our proven accomplishments throughout the USA and Canada across a wide variety of location types, including villages, lifestyle centers, main streets and downtowns, regional malls, and outlet centers. In addition, our C-Suite level perspective allows us to collaborate effectively with senior company management and Boards in establishing and achieving designated objectives.

We customize all services and arrangements to meet each client's needs.

## OUR EXPERIENCE

### **Dick O'Connell (Principal)**

Dick established NewGate following a wide-ranging career in specialty retail for highly respected brands. His credentials include 20+ years at Talbots where he was Executive Vice President, CLO and Board Secretary with senior level strategy and oversight responsibilities for all real estate matters, store planning, construction, as well as all legal affairs. His diverse background also includes senior officer roles in these same areas at the Specialty Retail Group of General Mills Inc., and with Melville Corporation (now CVS Health), then the largest specialty retailer in the USA. He is a graduate of The College of the Holy Cross and St. John's University School of Law.

Dick's industry recognitions include being a past trustee of the International Council of Shopping Centers (ICSC), and he is a recipient of both the CORNET National Real Estate Executive of the Year Award and the Irish Legal 100 Award.

Dick's credentials and experience, his extraordinary industry relationships, his rigorous attention to detail, and his personal commitment to each client, make NewGate Retail Advisors an unparalleled representative for both growing and mature specialty retail brands.

Experience includes brands and clients such as: J McLaughlin, Orvis, Nic&Zoe, Talbots, J Jill, David's Tea, and Aerosoles.

## CONTACT US

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