



Charles E. Fancher, Jr.
Principal

Chuck Fancher is the principal directing Fancher Partners LLC, a retail and mixed-use real estate development and acquisition firm based in Newport Beach, California.

The firm specializes in the acquisition and/or repositioning of regional mall and major retail/MXD properties. Fancher can source or assist investment funds in evaluating and acquiring targeted property types to include start-to-finish direction of the development or repositioning of the properties.

Fancher's development experience at Homart Development, the Mall of Georgia, King of Prussia Mall, Manhattan Beach, CA mall, ownership of a South Carolina enclosed mall, work with Starwood Capital, and with Starwood Retail Partners provide a base of experience for knowing how to source, analyze, acquire, program and reposition regional retail/mixed-use properties and retail centers. Fancher's personal and corporate experience in sourcing and acquiring retail properties enables the firm to direct due diligence and analyze a property in conjunction with the buyer's yield, risk criteria and appetite for value-add challenges versus stabilized income core properties.

Fancher Partners seeks development opportunities as a principal or as a fee developer. The firm provides selective development management consulting services related to the entitlement and development process from project conception through construction and opening, in addition to assistance in sourcing, underwriting and repositioning existing centers.

Third-party client experience includes:

- Lennar Corporation
- BRE Properties
- Madison Marquette Retail Services
- Deutsche Asset Management/RREEF
- JMI Realty Inc. (San Diego Petco Ballpark master developer)
- Thor Equities LLC
- ScanlanKemperBard Companies
- Wayzata Investment Partners
- Starwood Retail Partners (Starwood Capital)

- Associated with highly regarded California based 30,000 to 60,000 square-foot Union Market food hall & retail boutique market and Society, co-working office space, in its west coast market expansion roll out.

In the mall sector, Fancher's recent work with Starwood Retail Partners included analyzing four 1 million SF regional malls for operational, existing and new anchor strategies, and initiating selected redevelopment. At SRP redevelopment activity included adding big box retailers (Dick's Sporting Goods, H&M, etc.) concurrently reducing unproductive shop GLA, department store negotiations, cinema space "right-sizing", sourcing entertainment, dining and fitness center uses as part of repositioning initiating a multi-story office/residential tower by a third-party developer. At the Deutsche Bank AM/Rreef mall, Fancher directed formulation of an expanded site plan, successful EIR process and entitlements through a contentious process, negotiations with Macy's to take back the Men's Store while expanding the fashion store, the addition of a 60,000 SF open-air retail/restaurant component connecting to the enclosed shop concourse and the construction of three parking decks.

Prior to founding his firm in 2000 in California, Fancher developed more than 10 million square feet of retail properties including regional malls, power centers, lifestyle centers and mixed-use projects, asset managed as part of the CNM team 4 million square feet including anchor leasing, in his positions as:

- President of Centertainment, Inc., the real estate development subsidiary of AMC Theaters.
- President of Ben Carter Properties of Atlanta (1.8 million square-foot Mall of Georgia in a joint venture with Simon Property Group). As EVP of BCP's sister asset management company, CNM & Associates, Fancher was involved in both the operation of client properties (9.5 m SF) as well as the sourcing and acquisition of new portfolio community centers on behalf of clients.
- Senior Vice President of Homart Development Co., the development subsidiary of Sears which was sold to General Growth and DDR in 1995.
- Partner in FMP Development in Knoxville, TN developing 14 power centers in proximity to regional malls in Tennessee, Kentucky, Alabama and South Carolina.

A native of Louisville, Kentucky, Fancher received a five-year Master's level degree in City Planning from the School of Architecture at the University of Virginia. Following graduation, he spent 6 years with public/private urban redevelopment entities on the East coast. Fancher is active in the Urban Land Institute, the International Council of Shopping Centers, and lectures annually in real estate development at the University of Virginia Law School.