

South Florida

August 27, 2020

Planning and Zoning Department  
City of Margate

RE: Proposed Clutch Coffee – Economic and Other Impacts of Drive-Thru Coffee Shop

To Whom It May Concern:

The purpose of this letter is to provide competent, substantial evidence that the proposed Clutch Coffee at 5300 Coconut Creek Parkway will have positive impacts on the Crossroads Shopping Center, the surrounding neighborhood, and the City of Margate.

My name is Honey Bryan. I am the Senior Director and Real Estate Broker Associate for Colliers International South Florida, LLC. I assisted Clutch Coffee in locating and leasing the outparcel space at 5300 Coconut Creek Parkway. I have over thirty years of experience in the South Florida commercial real estate industry. Enclosed with this letter is a summary of my relevant experience. Based on my extensive experience in and knowledge of the commercial real estate industry, I am competent to provide information and opinions about the anticipated impacts of various commercial uses.

The proposed Clutch Coffee will take a vacant, shuttered drive-thru bank and repurpose it with a new, creative coffee shop. Clutch Coffee is based out of North Carolina, and if approved the Margate location will be their first in the state of Florida.

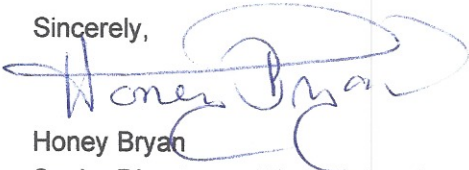
Based on my experience in commercial real estate, coffee shops are popular with local customers and have a positive impact on their surrounding areas. In particular, coffee shops bring new customers into shopping centers which then are more likely to shop at the other inline stores. This adds value to the shopping center and helps the other tenants. In addition, as coffee shops such as Clutch Coffee do not sell alcohol and are not open late, in my experience I have not seen a coffee shop negatively impact a nearby residential neighborhood. If anything, new drive-thru concepts such as Clutch Coffee have a positive impact on residential property values by signaling to buyers that the area has interest from new businesses and a variety of neighborhood-serving uses. More generally, a new business such as Clutch Coffee positively impacts the City as it creates new jobs and brings in business tax fees, permit fees, increased property taxes, and sales tax revenue.

Putting aside the positive impact a coffee shop such as Clutch Coffee will have on the shopping center, neighborhood, and City at large, it is my professional opinion that any reuse of the shuttered drive-thru is better than leaving an outparcel vacant. Vacant outparcels have a negative effect on anchor tenants, invite loitering and crime, and hurt property values. Therefore, a new business such as Clutch Coffee is unquestionably an improvement in comparison to a vacant building.



In conclusion, I believe in my professional opinion as a commercial real estate broker that approving the proposed Clutch Coffee at this location will positively impact the shopping center, nearby residential neighborhood, and City of Margate.

Sincerely,

A handwritten signature in blue ink, appearing to read "Honey Bryan", with a large, stylized loop at the end.

Honey Bryan

Senior Director and Real Estate Broker Associate  
Colliers International South Florida, LLC



## Honey Bryan

**Senior Director - Retail Services**

License # BK561214

CALL HONEY

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## About



### Professional Summary

As Senior Director, I have in-depth experience in the South Florida marketplace with a focus on landlord and tenant representation primarily in the retail environment. I have been active in the South Florida commercial market for more than 30 years, consummating numerous sales of single and multi-tenant retail properties as well as multi-tenant office and industrial buildings. Leveraging my knowledge of the market, I am able to better assist my clients in defining the best strategies and solutions for both owners and tenants in the retail sector. After working extensively with clients in sourcing their desired locations, I have established relationships with national tenants that include Cricket Wireless, Dollar General, Tropical Smoothie Café, Clothes Mentor, Northland Hearing Centers and More Space Place.

I am also active in the sale and acquisition of land for development and leasing of retail real estate, working with developers of properties for numerous national tenants such as Walgreens, CVS, Dollar General, TD Bank, Chevron and RaceTrac.

Prior to transitioning to brokerage, I gained an extensive background in the commercial financing industry through working in the family-owned commercial mortgage banking and development business, Robert Wilmoth & Associates in Palm Beach, Florida. During my tenure with the company I was actively involved in all aspects of the production and closing of investment grade commercial and real estate development loans. I also served as the Portfolio manager for the \$300 million pool of mortgage loans generated by the company with both life insurance companies and pension funds.

I am actively involved in the local arts community and serve on the Board of the Benzaiten Center for Creative Arts. My community involvement has also lead me to serve on both the Art in Public Places Board and the Planning and Zoning Board of Appeals in the City of Palm Beach Gardens.

### Education

- Florida State University

### Memberships & Involvements

- CREW
- ICSC
- Realtors Commercial Alliance (RCA)
- National Association of Realtors
- Palm Beach State College Career Mentor
- Board member of Palm Beach Gardens Planning & Zoning Board of Appeals

- Founding Executive Board member of the Benzaitien Center for Creative Arts

## Clients

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- Cheney Brothers
- Cricket Wireless
- More Space Place
- Nutropia
- Commercial Trailer Leasing
- Clothes Mentor
- A La Mode Boutique & Nail Spa
- Tropical Smoothie Cafe
- Northland Hearing Centers
- Dollar General

## Testimonials

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"Thank you for doing such a professional job for us! You really are a joy to work with and a great help in protecting our interests!"

- Captain Daniel Handlin

"From the onset of the transaction, Honey was involved in every detail and highly knowledgeable about the market. Honey truly represented my interests throughout the process, offering her expert advice all the way from opening offer to closing. Honey was there to calmly and quickly address any concerns and make sure that they were fairly resolved. As a business man, you could not ask for a better partner in a deal!"

- David Eisen, CEO, Commercial Trailer Leasing, Inc.

"I would like to express my sincere thanks for the great effort that you put forth in handling this transaction. You are definitely on top of your game. Having concluded the sale my rental apartment community in less than a month was indeed a job well done. "

- William Janis, CEO , Century, Inc

## Services

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### Skills

Area Development, Asset Management, Asset Resolution Services, Development Consulting, Financial Analysis, Ground lease, Land Sales, Metro Leasing, Metro Sales, Planning, Portfolios, Project Leasing, Project Marketing, Property and Facilities Management, Site Sales, Development Consulting

### Service Lines

Tenant Representation, Capital Markets, Landlord Representation

### Property Type

Retail, Industrial, Land

## Properties



## How can I help you?

FIRST NAME

*Please enter your first name*

LAST NAME

*Please enter your last name*

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*Contact Phone (optional)*

EMAIL

*Email Address*

COMPANY (OPTIONAL)

*Company (optional)*

MESSAGE

*Message*

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☐ I understand and agree that I have read the Colliers International [Terms of Use](#) and [Privacy Policy](#) which outline in more detail how my contact details are saved and processed, and how I can withdraw my consent at any time. (Required)

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