



**STAFFORD BARRETT**  
COMMERCIAL BROKERAGE

4,800 SF  
Restaurant  
Space Leased  
to 1st Time  
Owners with  
New Concept



**Aaron Cohen**

Associate, Brokerage Services

p: 979.260.5000 x108

m: 915.241.6605

ACohen@StaffordBarrett.com

www.StaffordBarrett.com

**CHALLENGE**

**A large vacancy in an established shopping center.**

North Park Plaza, located at 3600 Texas Avenue in Bryan, is an established shopping center in the heart of Bryan Texas. With large Tenants anchoring the center, Red Wing Boots and Cindy's, a +/- 4800 SF second generation restaurant space sat empty. Home of the former La Riviera Restaurant, the space made up the largest area of that shopping center and left a gap in income for this Landlord.

**ACTION**

**Unwavering prospecting**

Aaron Cohen and Ken Belden, with Stafford Barrett's retail team, were selected to run with the project. After discussing market rates and tenant needs, Stafford Barrett marketed this space with aggressive lease rates. Ken and Aaron reached out to hundreds of possible tenants with a relentless process of prospecting through electronic mediums and old fashioned phone calls. Unaware of the steps needed to open a new small business, Aaron went to work spelling out the entire process so there were no hidden surprises.

**RESULT**

**First time small business owner signs a lease**

Aaron Cohen worked to represent the Tenant, Tap that Axe, as Ken Belden worked to represent the Landlord. Throughout the entire process Aaron was hand in hand with the tenants leveraging his knowledge and contacts in the local market. Going above and beyond, Aaron made the tedious process of opening a new business as painless as possible for Tap that Axe. Stafford Barrett executed a 3 year lease with options for renewal on the entire +/- 4800 SF space.

“Highly recommended!!! We are so grateful for Aaron Cohen, with Stafford Barret, being so quick and effective in making our business lease happen. His knowledge, professionalism, and expertise allowed the process to go seamlessly while working in our best interest and ensuring his clients were getting what was fair and what was needed for our success. We are so grateful for him, the firm, and continued business together.”

**MARK AND STACIE STEFKA**



NORTH PARK PLAZA