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New Kapolei supermall seeking super-tenants

Macy's, Wal-Mart and Victoria's Secret are among target retailers

» [Who's who at the mall](#)

STORY SUMMARY »

Developers of a retail project in East Kapolei are targeting big-name tenants such as a Wal-Mart Supercenter, Macy's department store and AMC Theatres as prospective tenants for what is planned to be Hawaii's second-largest shopping center.

The target tenants for Florida-based DeBartolo Development's 1.5 million-square-foot regional mall include Victoria's Secret, Pottery Barn and Swedish-based clothing manufacturer H&M, among other retailers not yet in Hawaii, according to the developer's site plan.

Representatives for the developer and its leasing agent declined to comment on the site plan, which they say was not intended for public distribution.

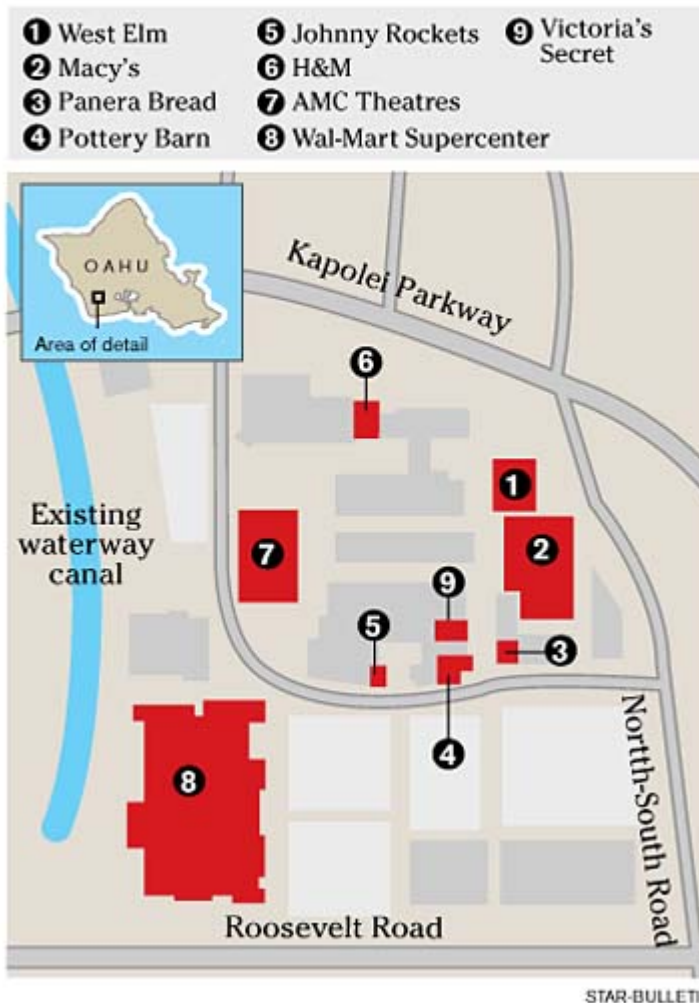
However, the plan was shown to prospective tenants earlier this year at a retail conference in Las Vegas, and retail analysts say specific retailers' names normally are not included on site plans unless they are close to signing.

The project, at the intersection of the Kapolei Parkway extension and the proposed North-South Road, is expected to open in 2010.

Planned for 67 acres owned by the state Department of Hawaiian Home Lands, it is attractive to prospective retailers because it is in the center of Oahu's rapidly growing "second city" and will be bordered by two of the mass transit route options being considered by the city.

AIMING HIGH IN KAPOLEI

The site plan for Makana Alii mall in East Kapolei has an impressive list of proposed tenants, several of whom currently have no presence in Hawaii.



[FULL STORY »](#)

By **Kristen Consillio**
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A Wal-Mart Supercenter, Macy's store and AMC theater are among the businesses being targeted for what is expected to be Hawaii's second-largest shopping center, in East Kapolei, according to a site plan for the Florida-based DeBartolo Development project.

Highly sought big-name mainland chains Victoria's Secret, Pottery Barn and Swedish-based clothing manufacturer H&M, which currently do not have a presence here, also are listed on the tentative site plan.

The 1.5 million-square-foot project, planned on 67 acres owned by the state Department of Hawaiian Home Lands, would be the second-largest shopping center in Hawaii after Ala Moana Center in Oahu's rapidly growing "second city."

In addition, two of the mass transit route options being considered by the city have stations adjoining the proposed regional mall, which would make the site even more attractive to prospective tenants.

The center is expected to include 5,302 parking stalls, 219,000 square feet of office space, two hotels totaling 210,000 square feet, a 47,000-square-foot grocery store and a number of big- and midbox retailers.

The site plan, shown to prospective tenants in May at an International Council of Shopping Centers conference in Las Vegas, indicates a Macy's store totaling 61,860 square feet on the first floor and 69,846 square feet on the second level.

The plan also shows a 55,800-square-foot AMC theater and King Pin Bowling complex as well as a 223,628-square-foot Wal-Mart Supercenter.

Representatives for the project's leasing agent, Colliers Monroe Friedlander, would not comment on prospective tenants, noting that no agreements have been signed and that the site plan was not meant for public distribution.

Neil Yokota, who represents the Tampa, Fla.-based DeBartolo, also said that no tenants have been confirmed.

However, sources familiar with the project say developers are in negotiations with prospective tenants, including Wal-Mart Stores. Wal-Mart is finalizing plans for another Kapolei store that has come under fire by community groups alleging the company had planned to build a superstore, which includes a grocery department.

Wal-Mart spokesman Kevin Loscotoff would not discuss prospective projects, but said, "We are evaluating all opportunities to best serve our customers in the Kapolei area."

A spokesman for AMC Entertainment Inc., which has interests in 377 theaters worldwide but does not operate in Hawaii, declined to discuss potential locations the company is considering.

A spokeswoman for Macy's also would not comment on the DeBartolo project. However, a new Macy's department store would mark the company's first expansion in Hawaii since its parent company, formerly known as Federated Department Stores, acquired the Hawaii-founded Liberty House chain in 2001.

Retail analyst Marty Plotnick said it is uncommon for a developer to list on a site plan prospective tenants that are not close to committing to a lease.

"They are soliciting those companies ... (however) they're typically very careful about using a company's name unless they have a commitment," he said. "Every time someone plans a big mall, they're out there knocking on every big door."

The project, which is at the intersection of the Kapolei Parkway extension and the proposed North-South Road, is expected to open in 2010, as part of the Department of Hawaiian Home Lands efforts to be self-sufficient while providing economic development for the Leeward Coast. Revenue from the center is expected to help the state provide more affordable housing for native Hawaiians.

DHHL, which is in the process of building off-site roads, water and sewer systems for the project, is negotiating the land lease terms with DeBartolo, which is funding the retail project, said director Micah Kane. The cost and groundbreaking for the project have not been determined.

Meanwhile, DHHL also is conducting site work for more than 400 homes across from the mall site, and plans to break ground in late 2008 on the residential development estimated to total 1,400 new homes in East Kapolei.

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Who's who at the mall

Prospective tenants on DeBartolo Development's latest site plan for the planned 1.5 million-square-foot Makana Alii mall in East Kapolei:

Islands Fine Burgers & Drinks
Longs Drug Stores
Ruth's Chris Steak House
Everything but Water
Rip Curl
Aldo

Arden B
H&M
Fox Sports Grill
24 Hour Fitness
Room & Board
West Elm (junior anchor)
Barnes & Noble
Forever 21
Sunsights by Solstice
Levi's
Steve Madden
Gap
Aeropostale
Abercrombie & Fitch
California Pizza Kitchen
Haagen-Dazs
Lush Cosmetics
Lids
Lululemon Athletica
Dolce
Fossil
Quiksilver
AMC Theatres
King Pin Bowling
Hawaiian Island Creations
Ketchup
Macy's (major anchor)
Rosa Mexicano
Yard House Grill
Aveda Spa & Salon
Cold Stone Creamery
Na Hoku
Bank of America
Verizon
Papyrus
LensCrafters
Panera Bread
Banana Republic
Jos. A. Bank
White House Black Market
Ann Taylor Loft
Lucky Jeans
Sephora
Puma
Kabuki
Victoria's Secret
Pottery Barn
Honolulu Coffee Co.
Johnny Rockets
Locals Only
DSW
Destination Maternity
Pottery Barn Kids
Wal-Mart Supercenter