

## JOHNNY JANOSIK WORLD OF FURNITURE

DOVER, DELAWARE

Johnny Janosik World of Furniture is a familiar, reputable business on the Eastern Shore. Since its origination in 1953, the company has grown and expanded to be the largest independent retailer in the Delmarva region, and is amongst the top 100 furniture stores in the United States.

Upon deciding to consolidate two of their Delaware locations, Johnny Janosik ownership entered in a sale-leaseback agreement with Gillis Gilkerson's development team—GGI purchased seven acres of commercial land fronting Route 13 in Dover, Delaware for the sole purpose of constructing a new, contemporary Johnny Janosik furniture showroom and facility. From there, Gillis Gilkerson's construction team delivered a brand new, 60,000 square foot, state-of-the-art building that now serves as the main Johnny Janosik location.

The construction portion of the project was led by Project Manager Matt Esham. The single-story structure includes natural stacked stone veneer and wood siding as well as metal panels and glass curtain walls.

"The Johnny Janosik family decided that their capital was better utilized purchasing furniture rather than real estate. Gillis Gilkerson stepped in and provided a comprehensive real estate solution," said Gillis Gilkerson Principal Brad Gillis. "From start to finish, we worked through the entire planning, approval and construction process on behalf of Johnny Janosik with the goal of making an otherwise complex process very simple for our client."

*"The Gillis Gilkerson team was a tremendous resource during this process. They did all of the heavy lifting in regard to the development of our new store so we could focus on our core business— selling furniture."*

DAVID KOEHLER | CHIEF EXECUTIVE OFFICER, JOHNNY JANOSIK WORLD OF FURNITURE



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