

Retail Real Estate Veteran Francis Scire Joins O'Connor Capital Partners

Executive is known for his holistic approach to retail leasing.

By [Sharon Edelson](#) on April 20, 2018

[Francis Scire has joined New York-based real estate investment trust O'Connor Capital Partners](#) as senior vice president and head of leasing, a new position. He'll be based in O'Connor's Manhattan and Palm Beach offices.

O'Connor since 1983 has acquired or developed more than \$30 billion of property, including more than 55 million square feet of retail space worldwide. The REIT's portfolio of retail and residential properties in the U.S. and Mexico includes The Shops at Stonefield in Charlottesville, Va., and Vineland Pointe, a regional retail project in Orlando, Fla. A \$250 million account O'Connor established with an institutional investor, will target acquisitions in Mexico.

William Q. O'Connor, chief executive officer of O'Connor Capital, said Scire's depth and breadth of experience in retail real estate and knowledge of operations, sales, leasing and marketing "gives him a unique perspective on how the industry is evolving."

"To create projects that delight shoppers and keep them coming back, a holistic approach to development is needed, which is why this newly created role not only focuses on leasing, but incorporates marketing and brand disciplines as well," Scire said. "It's not just about retail anymore, it's about place-making."

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Prior to joining O'Connor, Scire was vice president of development leasing at Up Markets, a division of WS Development, where he was responsible for the leasing, merchandising and redevelopment of [The Royal Poinciana Plaza in Palm Beach, Fla.](#) The landmarked property was redesigned to appeal to a younger generation of Palm Beach customers with brands such as [Cynthia Rowley](#), [Kirna Zabete](#), Orlebar Brown, [Saint Laurent](#), [Hermès](#) and Beach, and restaurants such as Sant Ambroeus, Coyo Taco and the Honor Bar.

Scire also led leasing, merchandising and development efforts for The Street in Chestnut Hill, Mass., which consists of a mix of retail, food and entertainment tenants.

Before joining WS, Scire oversaw the leasing merchandising and redevelopment of three major projects as vice president of leasing and luxury accounts at [Simon Property Group](#). Scire added luxury and first-to-market brands at Walt Whitman Shops, The Westchester in White Plains and Roosevelt Field mall, where he also redefined the centers food court, which became a template for other Simon properties.

Westminster Street in the Downcity neighborhood of Providence, R.I., is an earlier example of Scire's approach to downtown retail and residential development, which included the adaptive reuse of six historic buildings creating the Westminster Street Lofts district, a mix of housing, shopping and dining.

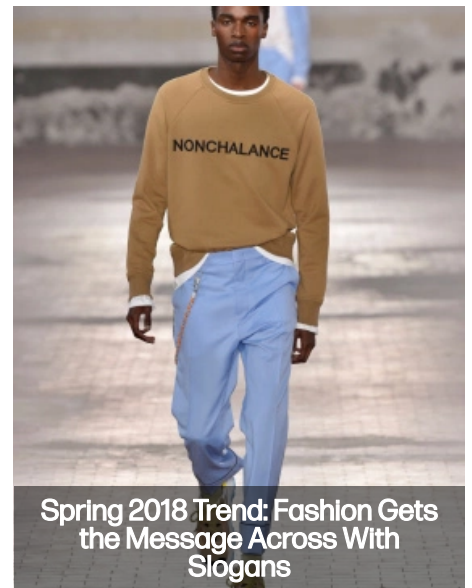
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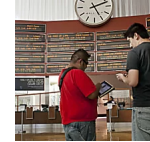
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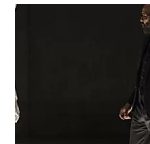
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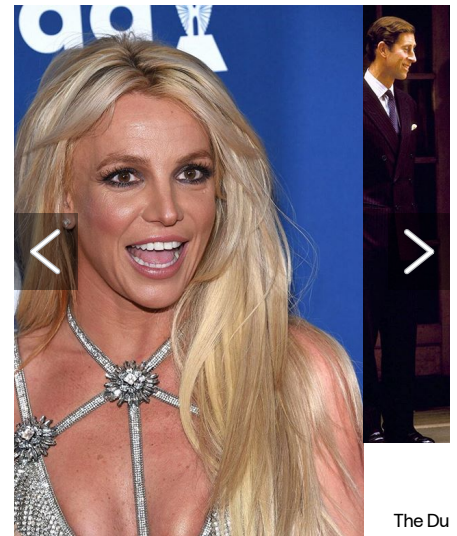


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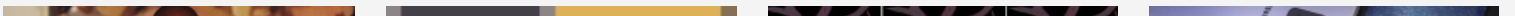
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