



MINUTES
PRESIDENT AND BOARD OF TRUSTEES
21460 Lincoln Highway
Lynwood, Illinois 60411
Dec. 13th, 2022
6:00 P.M.

PUBLIC HEARING

The mayor opened with the Public Hearing. @ 6:00pm. to approve a property tax levy increase for the Village of Lynwood for Fiscal Year beginning May 1st, 2022, and ending April 30th 2023.

A motion was moved by Trustee Dunlap to Open the Public Hearing, supported by Trustee Marshall.

Roll Call was Taken:

Present on the Roll Call was;

Trustees: Eaves, Lilly, Dunlap, Blakey, Clark, Marshall

Attorney Boyle explained this Public Hearing is required (Truth & Taxation Act) whenever a Public Body proposes a Tax Levy for 5% or more increase over the prior years. He explained that the Levy is a request by the Public Body. Kimberly Swiderek explained the Village stayed within the threshold of the 5%.

Questions were asked by the residents of the Village.

A motion to approve closing the Public Hearing was made by Trustee Dunlap, supported by Trustee Eaves

Roll Call was taken

Ayes; Eaves, Lilly, Dunlap, Blakey, Marshall

Nays; none Absent: none Present: none Abstain: Clark Motion: carried

BOARD MEETING

Pledge of Allegiance

Call To Order

Mayor Curry called the meeting to order at 6:17p.m.

Roll Call

Present on the roll call were Trustees: Eaves, Lilly, Dunlap, Blakey, Clark, Marshall
Absent: none

Address the Board/ Public Comment

Aaron Farmer from The Retail Coach presented before the Board. The Retail Coach provides opportunities to bring retail establishments to the community. He presented a slide presentation to the Board and residents present.

Mr. Muhammad addressed the Board as a landowner of 15 acres in the Village. He indicated he previously petitioned the Zoning Board to change the previous zoning and allow him to put modular housing and a manufacturing facility on his property. However, he was turned down by the Zoning Board. He wanted the denial to be reconsidered by the Village Board of Trustees.

MINUTES

Trustee Dunlap moved, seconded by Trustee Lilly to approve the Minutes from Oct. 25th, 2022, as presented.

Roll Call was taken

Ayes; Eaves, Lilly, Dunlap, Blakey, Clark, Marshall

Nays; none Absent: none Present: none Motion: carried

Trustee Marshall moved, seconded by Trustee Clark to approve Minutes from Nov. 8th, 2022, as presented.

Roll Call was taken

Ayes; Eaves, Lilly, Dunlap, Blakey, Clark, Marshall

Nays; none Absent: none Present: none Motion: carried

Trustee Dunlap moved, seconded by Trustee Lilly to approve Special Meeting Minutes from Nov. 16th 2022 as presented.

Roll Call was taken
Ayes; Eaves, Lilly, Dunlap, Blakey, Clark, Marshall
Nays; none Absent: none Present: none Motion: carried

Public Works.....Dunlap

Trustee Dunlap reminded residents they are not allowed to shovel snow into the streets after the plows have gone by. Trustee Dunlap also reported the annex is currently under a renovation hopefully to be completed by the spring.

Economic Development/Community AffairsBlakey

- Trustee Blakey thanked Aaron Farmer for his presentation to the Board. See Trustee Blakey's attached report.

Community Affairs.....Blakey

- See Trustee Blakey's attached report
Trustee Blakey announced resident Robin Freeman was the first-place winner of the Beautification Contest for the Village. Robin Freeman on Joy Lane was presented with a Certificate and a Gift Certificate.

Planning & Zoning..... Lilly

Trustee Lilly had nothing to report for Planning & Zoning. He thanked the residents for the opportunity to serve on the Board and provide service to the residents of this community.

Ordinances and Resolutions.....Lilly

Trustee Lilly moved, Seconded by Trustee Dunlap to approve FIRST READ/NO ACTION TAKEN, Resolution # 22-37, a Resolution authorizing the Village President to execute a Professional Services Agreement with The Retail Coach, LLC.

Roll Call was taken
Ayes; Eaves, Lilly, Dunlap, Blakey, Clark, Marshall
Nays; none Absent: none Present: none Motion: carried

Trustee Lilly moved, seconded by Trustee Clark to WAIVE FIRST& SECOND READ/ ACTION TAKEN Resolution # 22-40, a Resolution Authorizing the Village President to execute a Sub-recipient Agreement with Cook County for the 2022 (CDBG) Community Development Block Grant Program.

Attorney Boyle explained this is an agreement that will help implement the previously discussed Community Block Grant award Lynwood had received for various road construction projects.

Roll Call was taken
Ayes; Eaves, Lilly, Dunlap, Blakey, Clark, Marshall
Nays; none Absent: none Present: none Motion: carried

Trustee Lilly moved, supported by Trustee Dunlap to WAIVE FIRST&SECOND READ/ ACTION TAKEN, Resolution, #22-42, a Resolution of the Village of Lynwood approving and authorizing the sale of the property located at 19801 Torrence Ave.

Attorney Boyle explained this was previously presented to the Board as a piece a land which will be sold for the purchase price of \$75,000. The Resolution is a requirement of the title company in order to process the closing which will be held tomorrow afternoon.

Roll Call was taken

Ayes; Eaves, Lilly, Dunlap, Blakey, Clark, Marshall

Nays; none Absent: none Present: none Motion: carried

Health & Wellness..... Clark

- See attached report provided by Trustee Clark.

FinanceEaves

Trustee Eaves moved, seconded by Trustee Clark to approve **BPM #1459**, with a total cash disbursement of \$389,290.16 of which payroll was \$150,850.15.

Roll Call was taken

Ayes; Eaves, Lilly, Dunlap, Blakey, Clark, Marshall

Nays; none Absent: none Present: none Motion: carried

Trustee Eaves moved, supported by Trustee Clark to approve **BPM # 1460** with a total cash disbursement of \$228,979.46 of which \$160,448.72 is payroll.

Roll Call was taken

Ayes; Eaves, Lilly, Dunlap, Blakey, Clark, Marshall

Nays; none Absent: none Present: none Motion: carried

Trustee Eaves moved, Seconded by Trustee Lilly to **WAIVE FIRST/SECOND READ**, Levy Ordinance, #22-39, an Ordinance Levying Taxes in the Village of Lynwood, Cook County, IL. for the fiscal year beginning May 1st , 2022, and ending April 30th 2023.

Roll Call was taken

Ayes; Eaves, Lilly, Dunlap, Blakey, Clark, Marshall

Nays; none Absent: none Present: none Motion: carried

The Illinois Assistance Fund is accepting applications thru Jan 23rd for homeowners to apply for Mortgage Assistance with certain restrictions. Information can be found at **IllinoisHousingHelp.org**.

Trustee Eaves shared the following upcoming events;

- Financial Literacy program which will begin sometime in March.
- The Lynwood Educational Funds Scholarship (April),

- The Jr. Council Committee –teaching students how to get involved/engaged in politics.
- Fund Raisers through-out the year raising funds for these events and scholarships.

Public Safety.....Marshall

Trustee Marshall did not have a report; however, he thanked the residents for the exciting times in the past and is looking forward to the exciting times in the future.

Reports & Communications

Police Dept..... Dan Dempsey

- Chief Dempsey was not in attendance, Asst. Chief Bolde gave a report on his behalf. See attached report.

Asst. Chief of Police.....Robin Bolde

- See Asst. Chief Bolde attached report

Director of Community Policing..... Larry Weinbrecht

- See Director of Community Policing, Sgt. Weibrecht's report

Fire Chief..... Keenan Newton

- See attached report from Fire Chief Kennan Newton

Village Engineer..... Dave Shilling/ Robinson

Dave Shilling stated since the Board has approved the Resolutions, he requested to meet with the Mayor, the Clerk and the Attorney after the meeting to make sure everything is properly signed for the workshop on Thurs. He stated we need to review the documents since the County will be issuing these funds, and he wants to ensure they are correct.

Finance.....Kimberly Swiderek

Finance Directory-Kimberly Swiderek reported the auditors completed the audit from Fiscal Year 2021 and should have a draft to us by next week. Finance Director stated we are on target to complete the 2022 audit by April 2023.

Building Dept.....Joyce Hurley

- See attached Building Dept. report. Building Director Hurley also thanked the Board and Lynwood residents for the opportunities for growth throughout the previous year.

Village Attorney.....Dan Boyle

- Attorney Boyle had no report. He just wanted to wish our residents a Merry Christmas and Happy New Year.

Village Clerk..... Karen Wingfield-Bond

Clerk Bond reported the Board Meeting for 12/27/22 has been cancelled for everyone to enjoy their holidays with friends and family. Bloom Township is still currently accepting applications for snow removal (certain restrictions reply)

Tax Appeal forms are available for residents here at the office. Clerk Bond mentioned we held a Tax Appeal Forum for all residents and those who were unable to attend can still appeal.

Village President/Mayor..... Jada D. Curry

Mayor Curry thanked Lynwood residents for 2022 and wanted to reinstate the Village's commitment to being fiscally responsible in 2023, to creating a sense of community that we started, committing to learning, growing, and Mayor Curry stated she is personally committed to being a better Mayor and a better resident here in the Village.

Mayor Curry also wished everyone a Merry Christmas and a Happy New Year. Mayor Curry then shared a video of the Holiday festivities.

Unfinished Business

New Business

Executive Session

Motion by Dunlap, supported by Lilly to enter Executive Session to discuss pending litigation.

Roll Call was taken

Ayes; Eaves, Lilly, Dunlap, Blakey, Clark, Marshall

Nays; none Absent: none Present: none Motion: carried

Roll Call was taken to reconvene from Executive Session.

Present on the Roll Call was;

Trustees; Eaves, Lilly, Dunlap, Blakey, Clark, Marshall

Motion by Dunlap, supported by Lilly to re-enter into Lynwood's Board meeting.

Roll Call was taken

Ayes; Eaves, Lilly, Dunlap, Blakey, Clark, Marshall

Nays; none Absent: none Present: none Motion: carried

Adjournment

Motion by Lilly, supported by Eaves to Adjourn Board Meeting @ 7:39pm.

Roll Call was taken

Ayes; Eaves, Lilly, Dunlap, Blakey, Clark, Marshall

Nays; none Absent: none Present: none Motion: carried

Respectfully submitted,

_____*/S/ Karen Wingfield-Bond*_____

Karen Wingfield-Bond~ Village Clerk

Village of Lynwood Trustee
Economic Development
Community Affairs

Memo

To: Mayor Curry & Board Trustees
From: Trustee, Randall K. Blakey
CC: Village Clerk, Karen Wingfield Bond, Lynwood Residents
Date: December 13, 2022
Re: Reporting Updates for Village Community Affairs & Economic Development

ECONOMIC DEVELOPMENT

- Thank you to Aaron Farmer – The Retail Coach
- The Lynwood Chamber of Commerce is hosting a Business Workshop on Dec. 15th from 8AM to 10AM at Roeda Signs 20530 Stoney Island Ave. Lynwood. www.lynwoodchamber-il.com Joe Orr & Stoney
- Village App & Kiosk - Ike Smart City has provided us with a Overview Deck that outlines how engagement with the company could take place. The highlight about this engagement is that there would be no money going out of the coffers of Lynwood and this would a shared revenue model. Lynwood would benefit from the Advertising revenue.

COMMUNITY AFFAIRS:

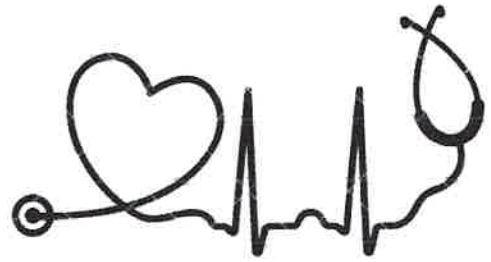
- Thank you to all of our staff and Elected Officials for the Lynwood Lights Festival. Erica Madry, Chief Newton, Chief Dempsey, AC Bolde & John the photographer
- Thank you to Sgt. Weinbrecht for the Santa Toy Delivery
- Winner Annual Fall Decorating contest: Robin Freeman 20190 Joy Lane
- Village of Lynwood Holiday Ornaments are on Sale for \$15.



Village of Lynwood
Building Department

1. Number of permits issued from November 8, 2022 to December 13, 2022
 - a. 59 @ total of \$53,127.12 (valuation of \$3,134,500.00)

If there are additional questions/concerns, you may call us at (708) 758-6101



HEALTH & WELLNESS

DECEMBER NATIONAL AWARENESS 12/13/2022

December 2022 held the lowest Covid numbers for Lynwood, with only 6 reported cases last week, lets keep up the good work.

If you are feeling lonely this holiday season, please call **988**, they have counselors on hand 24 hours to talk.

DECEMBER

National Car Donation Month
National Pear Month
Bingo's Birthday Month
National Drunk & Drugged Driving (3D) Prevention Month
National Universal Human Rights Month
National Tie Month
National Write A Business Plan Month
Operation Santa Paws (1-24)
Safe Toys and Gifts Month
Spiritual Literacy Month
Worldwide Food Service Safety Month

There are a few weeks I'd like to mention

National Influenza Week
Crohn's and Colitis Awareness Week (December 1-7)
National Hand Washing Awareness Week (First Full Week)
Twelve Days of Christmas – December 25 – January 5
Kwanzaa: December 26 – January 1

3107 E. Glenwood-Dyer Road
(708) 758-6102
Station



Lynwood, Illinois 60411
(708) 758-4744
Non-Emergency

Village of Lynwood Board Meeting

12/13/2022

- Call volume for the past period
 - For the 2-week period of 11/27/2022 thru 12/10/2022 – 53 Calls
 - 43 Medical calls
 - 2 Motor vehicle accidents
 - 1 Carbon Monoxide Call
 - 2 Cancelled en route mutual aid requests
 - 2 smoke scares
 - 3 Drone requests
- Staffing update
 - We have 2 people in the academy and graduating this Thursday
 - Recruiting New Firefighters
 - Must be able to pass medical screening, background screening, and agility test
 - Will train, send to fire academy and EMT-B school
 - Applications are still being processed
- Residential Smoke Detector Program
 - Will inspect and evaluate existing smoke detectors
 - Will recommend replacements or install basic smoke detectors based on the need
 - Recommended for older homes (30+ years in age)
- Commercial drone operators class this weekend
 - Sign-ups are closed
 - Please be at the fire station at 8 am the 17th and 18th



Lynwood Police Department

Daniel Dempsey
CHIEF OF POLICE

21460 LINCOLN HIGHWAY
LYNWOOD, IL 60411
PHONE: (708)758-4744
FAX: (708)758-7141

December 13, 2022

Board meeting

Chief of Police Report.

- On November 14, 2022, officers were dispatched to 19408 Lake Shore Drive reference an Aggravated Vehicular Hijacking. Officers spoke with the victim who stated that he pulled up to the above address with the intention of meeting a girl he met online. The victim stated that the female came out of the residence along with a male. The female asked the victim to give her male friend a ride to the store but the victim refused. At this time the male offender entered the back seat of the victims vehicle without permission and put a gun to the victims head and demanded the car. The victim refused to give up his vehicle and then grabbed the offenders gun and wrestled the offender for the gun while accelerating his vehicle. The victim struck a mailbox and at that time the victim was able to take control of the gun. The offender jumped out of the vehicle and ran back to 19408 Lake Shore Drive, where officers were able to take both the male and female into custody. Both offenders were read their miranda rights and both gave written statements admitting their involvements in the carjacking. Both offenders were positively identified in a photo lineup and both

offenders were later charged with Attempted Aggravated Vehicular Hijacking, Unlawful Restraint and Possession of a Firearm. Both offenders were out on bond from a previous vehicular hijacking in Chicago a month prior.

- On November 23, 2022, offices were dispatched to Glenwood Dyer Road @ Torrence, Mobil Gas Station for a Aggravated Vehicular Hijacking that just occurred. A Lynwood officer was near that location when the call came out and observed the offending vehicle fleeing and began to give chase. The vehicle entered the on ramp to 394 and the pursuit was terminated. The victim stated that he was parked at the pumps when another car pulled up next to him. The victim went into the station and was followed by one offender from the car next to him. The victim became nervous and decided to go back to his car at which time the one offender approached him with a gun and demanded his vehicle. The victim gave up his keys, cell phone and money and the offenders drove off. The victims father arrived a short time later and was able to locate the vehicle using his cell phone. The Illinois State Police were contacted by Lynwood Officers who helped guide the State Police to vehicle. State Police were able to locate the at 1150 E. 50th Street, Chicago. When the State Police arrived all subjects ran from the vehicle but state police were able to catch one and take that subject into custody and transport him back to Lynwood where the offender was later charged with one count of Aggravated Vehicular Hijacking.
- I cannot express enough to everyone to please be aware of your surrounding when in your vehicle. Car jackings are up 44% from last year in Cook County alone, 767% increase in Illinois from last year. There has been more than 1300 carjackings in Chicago and surround suburbs this year so far. Always leave yourself enough room when stopped at a light in the event you need to drive away quickly. Many car

jackings happen while sitting in traffic, stopped when the driver is occupied on their phone or at a gas station. In the event you are a victim, just give them everything they ask for and do not fight back. Your car and phone can be replaced, you can't be.

- Our police exam given on November 19th, resulted in two people passing the written test and will be moving on to the psychological and medical exams.
- Crime Stats November 15th thru December 12th.
 - 4 Arrests
 - 151 Traffic Stops
 - 165 Citations
 - 25 Domestic disturbances
 - 164 Building Checks
 - 6 Guns



Lynwood Police Department

Daniel Dempsey
CHIEF OF POLICE

21460 LINCOLN HIGHWAY
LYNWOOD, IL 60411
PHONE: (708)758-4744
FAX: (708)758-7141

Board Meeting 12-13-2022

Asst. Chief Robin Bolde

- The Lynwood Police Department recently issued 30 citations during the recent STEP grant awarded during the Thanksgiving Holidays. This grant focused on high-visibility enforcement and strategies aimed at saving lives and preventing injuries by reducing traffic crashes. We will be starting an additional part of the STEP grant the end of this month which will focus on making Illinois roads safer. This will include proactive patrols as well as citing and arresting those who chose to violate traffic laws.
- Don't forget to visit us on our Village of Lynwood Police Department Facebook page along with our Instagram page.

Community Policing

Board Meeting 12/13/22

Community Policing notes for the Board Meeting are as follows:

- I attended quarterly safety meeting at Bloom Trail HS, this involved all surrounding communities and addressed safety ideas and concerns at the school.
- The Food drive was Nov. 18th, we provided the necessary food items and a turkey to 31 families. I want to again thank the sponsors for providing these items to help our residents.
- The Lynwood Toy Drive was Dec. 9th. We provided Toys to children throughout the Village, close to 100 toys to 76 children! Each family was also provided a \$50 Aldi gift card. I want to thank everyone involved in helping create such a successful event. So many people helped without hesitation. I received several phone calls and messages from residents communicating their appreciation!



Retail Recruitment & Development Strategy

Lynwood, Illinois

October 2022



About Us



PROVEN RESULTS

5+ Million	\$600 Million	90% Repeat
Square feet of new retail space recruited to client communities	Additional sales tax dollars generated in client communities	Percent of clients that choose us for repeat assignments

What We Do

We help communities **IDENTIFY** new retailer opportunities, proactively **RECRUIT** those retailers to the communities, then **COACH** these communities on a long-term basis to ensure success.

- We stop retail leakage
- We increase tax revenue
- We improve community & quality-of-life
- We creates jobs



Lynwood Project Team



AARON FARMER
Project Lead
President
662.231.0608



C. KELLY COFER, CCIM
Founder & CEO
662.401.4327



KYLE COFER
Project Manager
662.319.7144



MATTHEW LAUTENSACK
Director of Research & Development
662.231.0608



CAROLINE HEARNBERGER
Retail Recruitment Specialist
662.231.8207



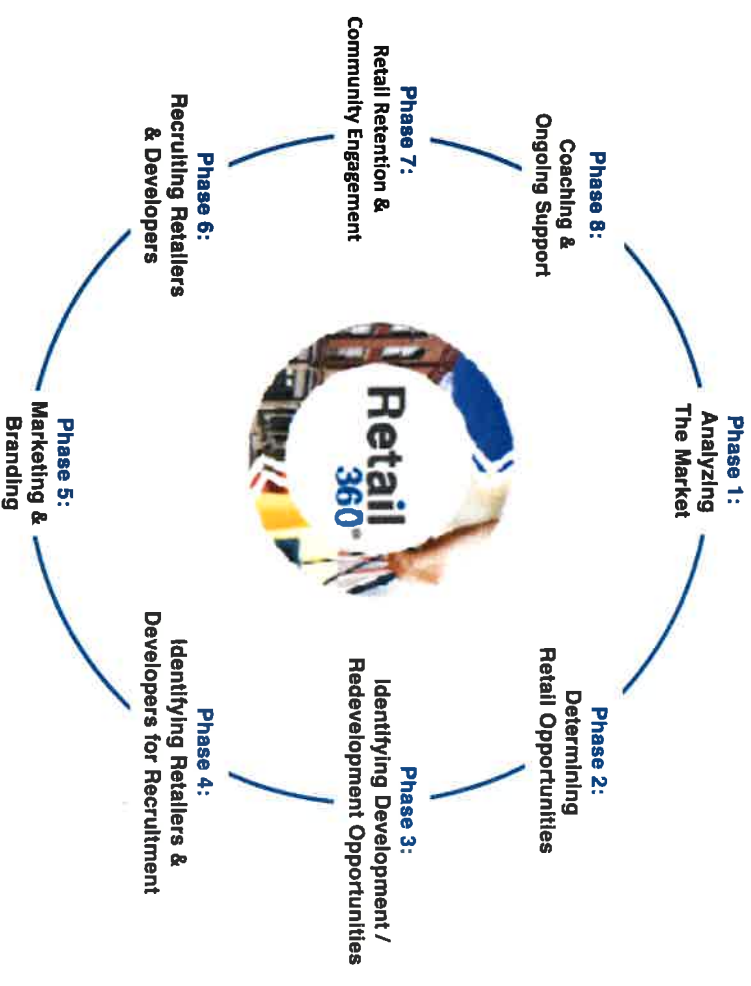
RYLEE LEFEVRE
Public Relations & Marketing
Manager
256.776.1006

Retail:360® Process

PROACTIVE RECRUITMENT OF RETAILERS, RESTAURANTS AND DEVELOPERS

Tailored, end-to-end retail recruitment and
development/redevelopment services

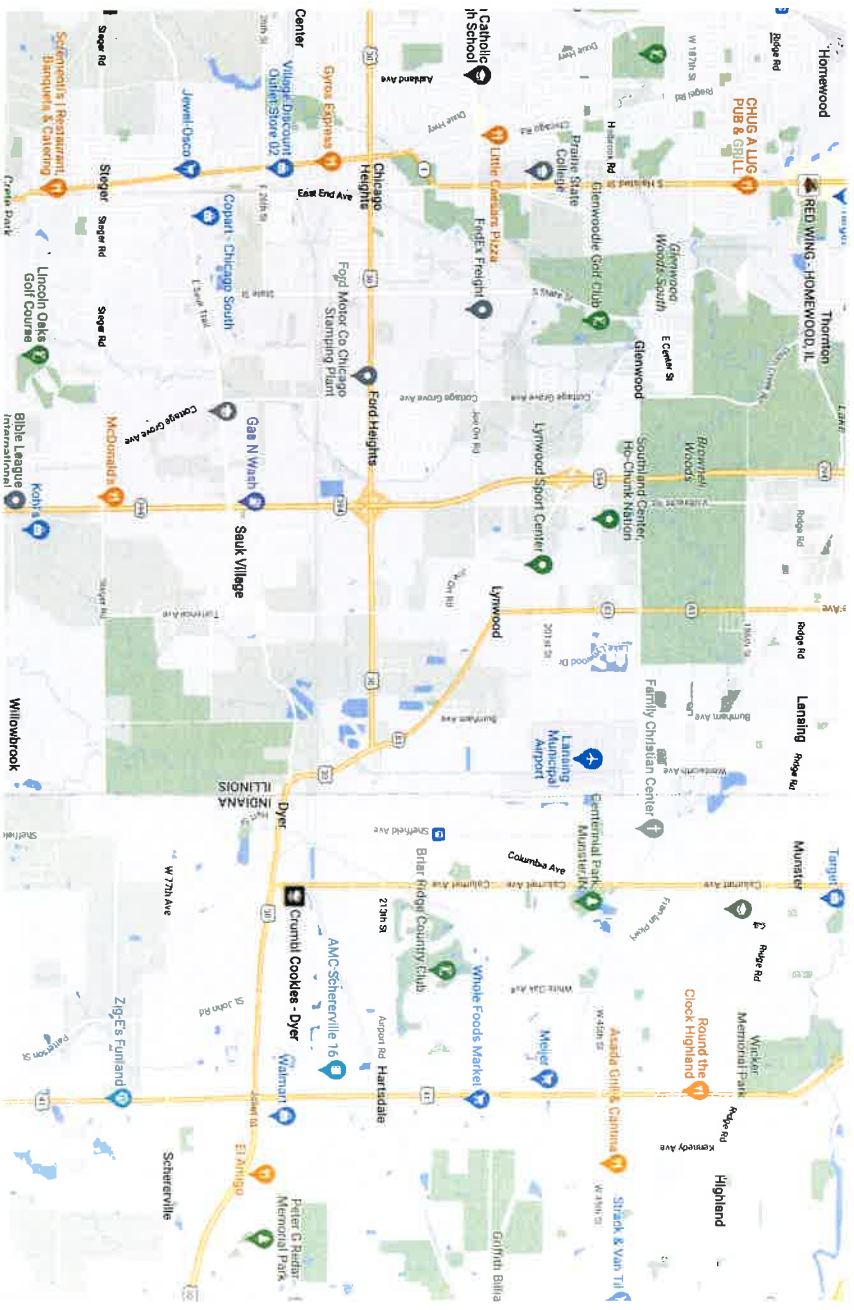
- Retailers
- Restaurants
- Developers
- Brokers
- Developers



Analyzing The Market

**ON-THE-GROUND ANALYSIS OF YOUR
RETAIL MARKET AND ITS RETAIL
OPPORTUNITIES.**

- **Competitive markets**



Cell Phone Analysis

Utilizing cell phone technology to understand retail trade areas

Location Services

Location Alerts

Share My Location

App Store

Health

Home

Maps

Reminders

Siri & Dictation

Wallet

Weather

System Services

Location Services

Location Alerts

Share My Location

App Store

Health

Home

Maps

Reminders

Siri & Dictation

Wallet

Weather

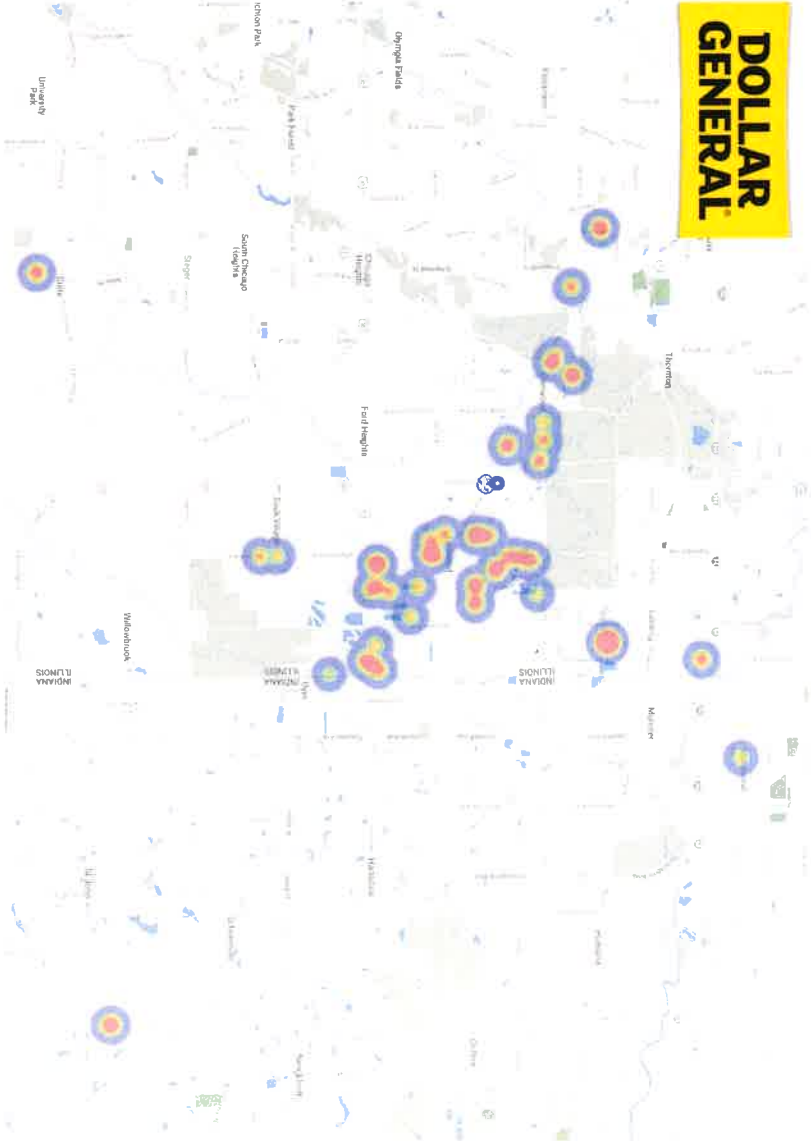
System Services

- High-confidence technology
- Geo-codes telephone calls, emails & texts
- Pinpoints consumer home locations
- Determines consumer path-to-purchase

Property:
Dollar General / Glenwood Dr

Visits
Visits / sq ft
Visitors

43K
4.53
21.2K



Determining Retail Opportunities

QUANTIFYING CONSUMER DEMAND FOR 70+
CATEGORIES IN ORDER TO IDENTIFY AND
RECRUIT THE RIGHT PROSPECTS

Primary Retail Trade Area • Retail Demand Outlook McHenry, Illinois

NAICS	DESCRIPTION	2021 DEMAND	2026 DEMAND	GROWTH	CAGR (%)
448	Clothing and clothing accessories stores	\$72,961,057	\$72,588,678	-\$372,379	-0.10%
4481	Clothing stores	\$53,083,493	\$51,853,699	-\$1,229,794	-0.47%
44811	Men's clothing stores	\$2,083,193	\$2,021,150	-\$62,003	-0.60%
44812	Women's clothing stores	\$9,304,891	\$9,050,939	-\$253,951	-0.55%
44813	Children's and infant's clothing stores	\$3,185,212	\$3,077,932	-\$107,280	-0.68%
44814	Family clothing stores	\$32,995,039	\$32,347,847	-\$647,192	-0.40%
44815	Clothing accessories stores	\$1,669,353	\$1,635,882	-\$33,471	-0.40%
44819	Other clothing stores	\$3,845,845	\$3,719,949	-\$125,896	-0.66%
4482	Shoe stores	\$15,558,312	\$16,192,312	\$634,001	0.80%
4483	Jewelry, luggage, and leather goods stores	\$4,319,253	\$4,542,667	\$223,414	1.01%
44831	Jewelry stores	\$3,137,086	\$3,362,573	\$225,487	1.40%
44832	Luggage and leather goods stores	\$1,182,167	\$1,180,094	-\$2,073	-0.04%
451	Sporting goods, hobby, musical instrument, and book stores	\$31,212,802	\$35,195,591	\$3,982,789	2.43%
4511	Sporting goods, hobby, and musical instrument stores	\$24,437,100	\$28,374,800	\$3,937,701	3.03%
45111	Sporting goods stores	\$14,891,416	\$17,590,520	\$2,699,104	3.39%
45112	Hobby, toy, and game stores	\$5,274,835	\$5,784,289	\$509,454	1.86%
45113	Sewing, needlework, and piece goods stores	\$768,919	\$804,929	\$36,010	0.92%
45114	Musical instrument and supplies stores	\$3,501,930	\$4,195,063	\$693,133	3.68%
4512	Book stores and news dealers	\$6,775,703	\$6,820,791	\$45,088	0.13%
452	General merchandise stores	\$308,012,061	\$326,720,591	\$18,708,530	1.19%
4522	Department stores	\$19,979,157	\$20,706,557	\$727,399	0.72%
4523	Other general merchandise stores	\$288,032,904	\$306,014,034	\$17,981,130	1.22%
453	Miscellaneous store retailers	\$51,311,049	\$56,896,504	\$5,585,455	2.09%
4531	Florists	\$1,558,061	\$1,520,630	-\$37,431	-0.19%
4532	Office supplies, stationery, and gift stores	\$9,304,963	\$9,507,491	\$202,529	0.43%
45321	Office supply and stationery stores	\$3,399,437	\$3,474,180	\$74,743	0.44%
45322	Gift, novelty, and souvenir stores	\$5,905,525	\$6,033,311	\$127,786	0.43%
4533	Used merchandise stores	\$8,413,564	\$8,928,298	\$514,734	1.19%
4539	Other miscellaneous store retailers	\$32,034,461	\$36,840,085	\$4,805,625	2.83%
45391	Pet and pet supplies stores	\$15,180,387	\$19,526,282	\$4,345,894	5.16%
45399	All other miscellaneous store retailers	\$16,854,074	\$17,313,804	\$459,730	0.54%
454	Non-store retailers	\$327,805,032	\$348,921,129	\$21,116,097	1.36%
722	Food services and drinking places	\$297,130,771	\$338,534,701	\$41,403,930	2.64%
7223	Special food services	\$20,729,915	\$23,651,025	\$2,921,110	2.67%
7224	Drinking places (alcoholic beverages)	\$7,906,343	\$8,575,502	\$669,559	1.64%
7225	Restaurants and other eating places	\$268,494,513	\$306,307,774	\$37,813,261	2.67%
722511	Full-service restaurants	\$127,766,595	\$145,186,063	\$17,419,468	2.59%
722513	Limited-service restaurants	\$119,343,473	\$136,700,247	\$17,356,774	2.75%

Identifying Development & Redevelopment Opportunities

AVAILABLE KEY VACANCIES, SITES AND UNDERUTILIZED PROPERTIES ARE KEY TO SUCCESSFUL RECRUITMENT

- Retail
- Restaurants
- Mixed-use
- Lifestyle
- Hospitality
- Healthcare
- Underutilized assets

In-line Retail Spaces & Pad Sites Available

In-line & Pad Sites in New Walmart Development

2473 Service Road | Carson, CA 90751

In-line retail space available in new Walmart development breaking ground in 2020.

Property Features

- Direct access from Highway 99 with more than 104,000 vehicles per day
- Adjacent to regional Green Gateway development (in development)
- High visibility and accessibility from Highway 99, Mitchell Rd. and Service Rd

Site Demographics

Trade Area	1 mile	3 mile	5 mile
Est. Population	250,049	6,201	61,290
Avg HH Income	\$70,143	\$64,718	\$70,339
			\$74,229

Auto Future
Walmart | The Retail Coach, LLC
 (817) 440-4208 | autofuture@theretailcoach.com

Steve Williams
Senior Development Manager | City of Carson, CA
 (310) 222-7901 | steve.williams@cityofcarson.com

The Retail Coach
 PO Box 7272 | Tupelo, MS 38802
 (662) 835-1100 | theretailcoach.com

The map and/or aerial and photos are obtained from Google Maps, Bing, and other sources. The data is not intended to be used for navigation or other purposes. The data is not intended to be used for navigation or other purposes. The data is not intended to be used for navigation or other purposes.

Marketing & Branding

CREATING ACTIONABLE MARKETING MATERIALS
FOR RETAILERS, DEVELOPERS AND BROKERS.

- Retail market profile
- Retailer-specific marketing packages
- Development/redevelopment site profiles
- Developer marketing packages
- Retail conference marketing materials



Identifying Retailers & Developers for Recruitment

USING RESEARCH, ANALYSIS AND AVAILABLE SITES
TO TARGET THE RIGHT RETAILERS AND
DEVELOPERS.

- Retailers must "fit" the community based on their location criteria
- Traditional and mixed-use developers active in the region



Recruiting Retailers & Developers

PROCESS & RECRUITMENT TRACKING

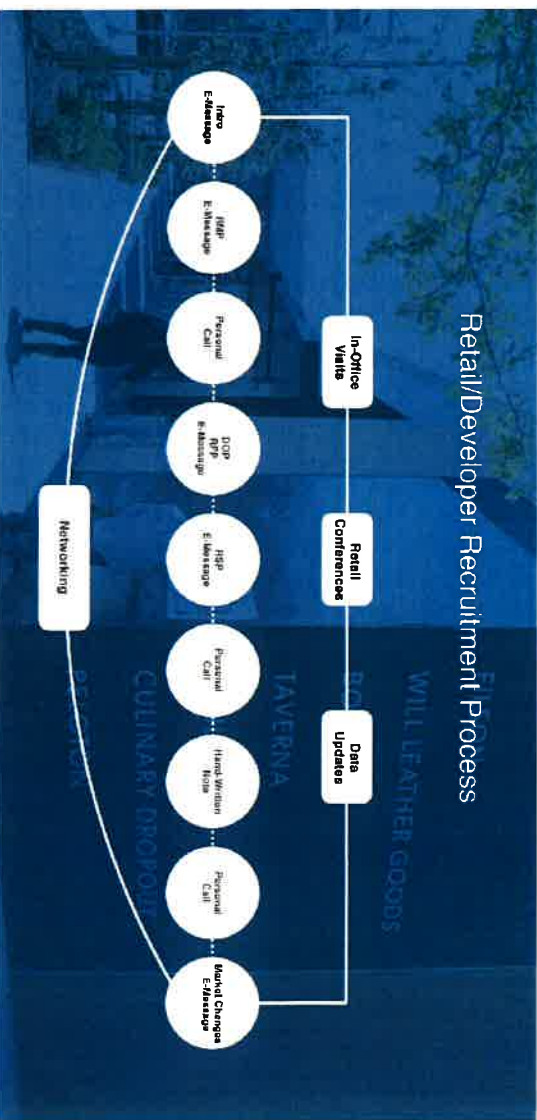
- Recruitment starts DAY ONE
- Monthly progress updates

Interfaces NEW					McHenry, IL				
Project Schedule					Demographic Reports				
Recruitment Status					Call Phone Studies				
Grid view					Feasibility Packages				
Hide fields					Color				
Filter					Share View				
Group									
Sorted by 1 field									
Status									
A. Retailer/Restaurant					Feedback				
2	Parera Bread	LO / Opening							
3	Longhorn Steakhouse	Contacted - Pending...			- Darden brand, see above, has asked for sites. 8/13/21- Sent to Keith Moore. 6/9/21- Sent to Rich Remin...				
4	Charley's Grilled Subs	Contacted - Pending...			-from John: HI Caroline - I cced Kevin who represents Charley's in Chicago metro. (Kevin Reinke w/ Mild A...				
5	Arby's	Contacted - Pending...			1/4/22 - Approved by city council 10/12/21 P&Z meeting got pushed back. Doug still handling discussions ...				
6	McHenry Plaza (Will)	Reviewing			1/4/22 Reached out to Will requesting a time to catch up 11/8/21 TRC had call with Will to discuss WingSto...				
7	McAllister's				1/26/22- Asked Matt if any update on FZ. 12/5/21 Met with Focus Brands at ICSC no recent movement on ...				
8	Caribou Coffee	Not Right Now			5/20/21- We are not looking to add stores in Illinois. - Paul 5/5/21- Sent to Paul Guidera				
9	Chick-Fil-A	Interested			6/6/21- Caroline, McHenry is a lower priority. We have it covered for now. Thanks again, Steve **CH respo...				
10	Jack In the Box	Not Right Now			6/9/21- HI Caroline, Not at this time. Thank you, Shauna Chilian 6/9/21- Sent to Shauna Chilian.				
11	White Castle	Not Right Now			6/14/21- Thanks for checking in Caroline, but we are not interested in adding a unit in McHenry at this tim...				
12	Jason's Deli	Not Right Now			6/16/21- from Brian: Not expanding. Thanks. 6/9/21- Sent to Brian Adams.				
13	Topical Smoothie	Need Franchisee			6/15/21- It is on our development plan, however we do not currently have a franchisee to develop. -Chris...				
14	Krispy Kreme Doughnuts	Not Right Now			6/15/21- Thanks Caroline, McHenry is not a target area for Krispy Kreme at this time. -Kevin 6/9/21- Sent t...				
15	BBO KING (NEW ADDITI...	Contacted - Pending...			8/13/21- Called & got email address to submit site.. emailed and asked if interested in market.				
16	Cheeddar's Casual Cafe	Interested			8/13/21- Sent available sites again, asked if need anything else. 6/20/21- Call w/ brokers... discussed sites...				
17	Einstein Bros. Bagels	Contacted - Pending...			8/13/21- Sent to Nicholas, asked if someone may be better contact. 5/5/21- Sent to Nicholas Shafer.				
18	Core Life Eatery (NEW A...	Contacted - Pending...			8/13/21- Submitted online!				
19	Pita Pita Mediterranean ...	Contacted - Pending...			8/13/21- Submitted online.				
20	Poke Bros (New Addition)	Contacted - Pending...			8/13/21- Submitted to info@eatpokebros.com				
21	BBO'D Productions (NE...	Contacted - Pending...			8/13/21- waiting for manager to call CH w/ owner info.				
22	Red Lobster	Contacted - Pending...			8/30/21- Called Elizabeth- no VM set up. Sent to Robert Hartmann. 8/13/21- Emailed Elizabeth. 6/9/21- S...				
23	Qdoba Mexican Grill	Not Right Now			8/30/21- Chicago not a market they've been focusing growth on right now... talking to some potential FZ's...				
24	Tractor Supply	Not Right Now			8/31/21- Caroline, Thank you for your interest but this market is not on my radar screen at this time. Than...				
25	First Watch	Not Right Now			8/9/21- Caroline, Thank you for reaching out to First Watch. We are in the early stages of building out the ...				
26	Sonic	Need Franchisee			10/12/21 TRC is working with David Skidmore to help persuade surrounding franchisees by sending over a...				
27	Bangkok Thai Express (...)	Interested			10/12/21 Working on follow-up with owner. Still trying to verify existing space that would work 8/13/21- cal...				
28	AppleVivia Pancakes (Ne...	Interested			11/6/21 - Thank you for your email. We would be more interested in the downtown area about 4,000 sq ft. ...				
29	WingStop	LO / Opening			11/8/21 - Put Will with McHenry Plaza in touch with Nick 11/3/21 Followed up with Nick to gauge his intere...				

Recruiting Prospects

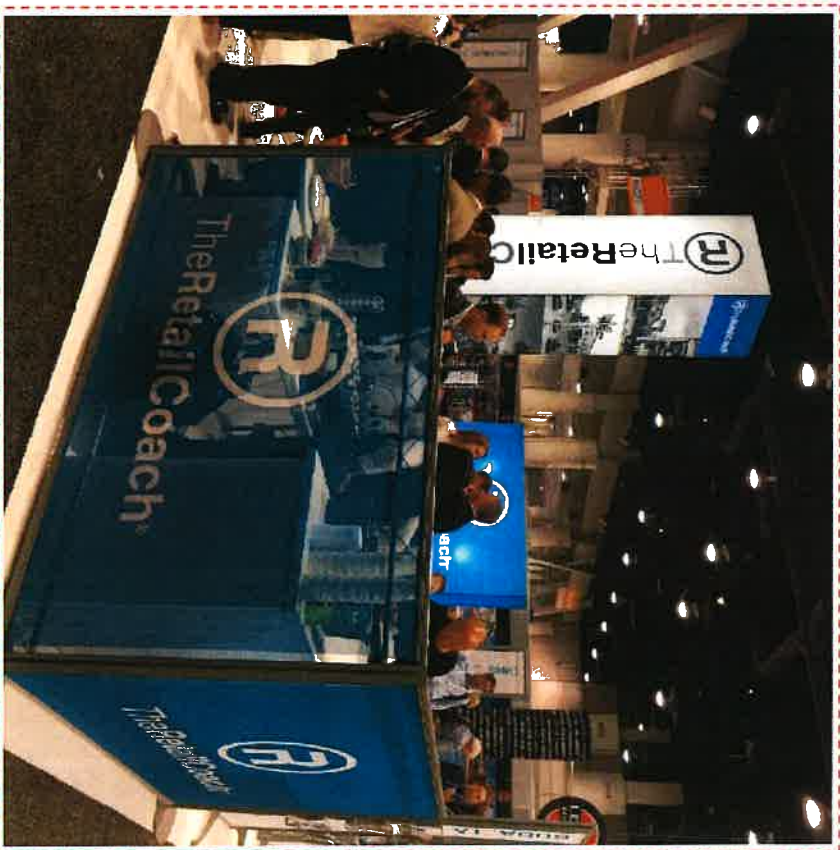
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