



Village of Lincolnwood Plan Commission

Meeting
Wednesday January 8, 2014
7:00 P.M.

in the
Council Chambers Room
Lincolnwood Village Hall - 6900 North Lincoln Avenue

Agenda

1. **Call to Order/Roll Call**
2. **Pledge of Allegiance**
3. **Approval of Minutes**
December 4, 2013 Meeting Minutes
4. **Public Hearing: Preliminary Planned Unit Development, Map Amendment, Preliminary Plat of Consolidation - 4500 Touhy Avenue, 4560 Touhy Avenue, 7350 Lincoln Avenue, 7358 Lincoln Avenue, and 7366 Lincoln Avenue (The Shoppes at Lincoln Pointe)**
(Continued from December 4, 2013)
Request: Consideration of a Mixed Use Development at the Former Purple Hotel Property
5. **Next Meeting**
6. **Public Comment**
7. **Adjournment**



**MEETING MINUTES OF THE
PLAN COMMISSION
DECEMBER 4, 2013
7:00 P.M.**

DRAFT

**LINCOLNWOOD VILLAGE HALL
COUNCIL CHAMBERS
6900 NORTH LINCOLN AVENUE
LINCOLNWOOD, ILLINOIS 60712**

MEMBERS PRESENT:

Chairman Paul Eisterhold
Irving Fishman
Don Sampen
Mark Yohanna
Patricia Goldfein
Sue Auerbach

MEMBERS ABSENT:

Steve Jakubowski

STAFF PRESENT:

Timothy M. Clarke, AICP, Community Development Director
Aaron N. Cook, AICP, Community Development Manager
Robert LaMantia, Chief of Police

VILLAGE COUNSEL:

Hart Passman

OTHER VILLAGE REPRESENTATIVES PRESENT:

Trustee Klatzco
Trustee Patel
Village Clerk Herman
EDC Chair Persino
ZBA Commissioner Gordon
Traffic Commission Chair Gelfund

I. CALL TO ORDER

Chairman Eisterhold noted a quorum of six members present and called the meeting to order at 7:05 p.m.

II. PLEDGE OF ALLEGIANCE

III. APPROVAL OF MINUTES

Motion to approve the October 2, 2013 Plan Commission minutes was made by Commissioner Sampen and seconded by Commissioner Fishman.

Aye: Sampen, Fishman, Goldfein, Auerbach, Yohanna, and Eisterhold

Nay: None

Motion Approved 6-0.

Motion to approve the October 23, 2013 Plan Commission minutes was made by Commissioner Yohanna and seconded by Commissioner Auerbach.

Aye: Yohanna, Auerbach, Goldfein, Sampen, Fishman, and Eisterhold

Nay: None

Motion Approved 6-0.

Motion to approve the November 6, 2013 Plan Commission minutes was made by Commissioner Sampen and seconded by Commissioner Auerbach as amended. Motion approved 6-0.

Aye: Sampen, Auerbach, Goldfein, Yohanna, Fishman, and Eisterhold

Nay: None

Motion Carried 6-0.

Chairman Eisterhold, with the concurrence of the Plan Commission, moved to reorder the agenda and the Plan Commission began discussion of item VII Fence Material Regulations.

**VII. PUBLIC HEARING: Fence Material Regulations – Zoning Code Text
Amendment (*Continued from September 11, 2013*)**

Mr. Cook provided some additional information, but still needs more time on this issue. There was nothing further, and this matter will be continued to a future Plan Commission meeting. Chairman Eisterhold recognized Zoning Board Member Paul Gordon, 6515 North Drake, who would like to approve PVC fencing in the Village. Mr. Gordon indicated that PVC is more durable than fencing made from Trex and would like to have the Ordinance amended.

Commissioner Fishman agreed with Mr. Gordon on his findings. He also inquired about what other neighboring communities use PVC fencing.

Commissioner Sampen asked Mr. Gordon to elaborate on his findings.

Commissioner Goldfein asked Mr. Gordon if he recommends that the Village remove Trex as a permitted fence material and include PVC fencing. Mr. Gordon agreed. Commissioner Goldfein and Mr. Gordon discussed the appropriate usage of the Trex material including decks. Commissioner Goldfein indicated that Trex may have been allowed in the community previously because of its wide use in decks, it's a recycled material, and is available in different finishes. Commissioner Goldfein indicated that she believes white vinyl fences are not appropriate for the community identifying appearance and durability. Mr. Gordon disagreed and stated that his experience with PVC fences are quite durable.

Commissioner Yohanna inquired about several staff presented issues with PVC fencing. Mr. Gordon disagreed with several of the issues.

Chairman Eisterhold continued the matter until January 22, 2014. Staff will find information of PVC manufacturing processes used now versus the past 10-15 years.

Chairman Eisterhold asked if there was anyone else in the audience who wanted to comment. There was none.

Motion to Continue the matter to the January 22, 2014 regularly scheduled meeting by Commissioner Yohanna and seconded by Commissioner Goldfein.

Aye: Yohanna, Goldfein, Auerbach, Sampen, Fishman, and Eisterhold

Nay: None

Motion Carried 6-0.

VIII. PUBLIC HEARING: Preliminary Planned Unit Development, Map Amendment, Preliminary Plat of Consolidation – 4500 Touhy Avenue, 4560 Touhy Avenue, 7350 Lincoln Avenue, 7358 Lincoln Avenue, and 7366 Lincoln Avenue (The Shoppes at Lincoln Pointe)

Chairman Eisterhold swore in the Petitioners. All presenting parties introduced themselves to the Plan Commission.

Mr. Cook provided a summary of the property components. Mr. Cook indicated that the B3 Planned Development District was established to serve as the focal point of the Village and presented the following three specific requests: 1) Plat of Consolidation; 2) Map Amendment; and 3) Preliminary and Final PUD Approval.

Commissioner Yohanna questioned if the northernmost office building is being proposed for demolition as well. Staff indicated that it will not.

Gerald P. Callaghan, Attorney with Freeborn & Peters, presented the principals involved and an overview of the project known as the Shoppes at Lincoln Pointe. Mr. Callaghan provided a summary on the retail space, office space, health club, hotel, and parking spaces.

Neal A. Stein, Principal of North Capital Group, thanked the Commission and Village Staff for their time and hard work. He also wanted to thank the neighbors for their input and have incorporated many of their suggestions into the project. Mr. Stein indicated that Mr. Ross Glickman of Urban Retail Properties is not longer involved with this project and are looking for a new joint venture partner. He would have more information at the next meeting.

Joseph M. Antunovich, President of Antunovich Associates, presented the Site Plan and their uses as well as streetscapes and hardscapes. Retail, parking, and landscaping plans were

presented as well. Mr. Antunovich discussed the use of the ComEd easement for overflow and/or employee parking. Signage and awning examples were also shown.

Stephen L. Schwartz, Chairman/CEO of First Hospitality Group, showcased the all-suite concept for the hotel, including the target guest. They were awarded a license from Marriott to operate a 160-room SpringHill Suites.

Richard P. Mann, a Principal at NORR Illinois Inc., presented slides showing the look and feel of the hotel with emphasis on the banquet facility parking.

William B. Loftus, President of Spaceco, presented his objectives regarding the existing infrastructure to support the project and stormwater management on Lincoln and Touhy Avenues.

Commissioners Fishman and Yohanna asked for elaboration on underground stormwater retention.

Mr. Loftus provided Commissioners Fishman and Yohanna with further explanations on the underground water storage vaults.

Luay R. Aboona, Principal at Kenig, Lindgren, O'Hara, Aboona (KLOA), presented the traffic impact study and his recommendations for the project. The traffic study was conducted in accordance with IDOT standards. A time period traffic study was also presented. Seven different intersections with different peak hours were presented for Touhy and Cicero Avenues; Touhy and Lincoln Avenues; and Lincoln and Chase Avenues.

Commissioners Fishman, Yohanna, and Goldfein inquired about feedback from IDOT, signal timing impact, and traffic conditions.

Nicholas R. Patera, Senior Vice President of Teska Associates, presented the landscape plan as well as the screening for the ComEd easement. Slide examples were shown of the different plantings, benches, paving materials, and planting boxes.

Mr. Callaghan concluded the principal's portion of the Public Hearing and asked if there were any questions or comments.

Commissioner Fishman questioned Mr. Stein about the proposed extended stay component of the hotel.

Mr. Stein countered that that portion of the project will not be going forward. The proposed hotel, as is, can compete with many of the other suite hotels such as Hilton Garden Inns, Courtyard by Marriott, and Hampton Inn.

Commissioner Fishman inquired about the sales tax revenue numbers in relation to the hotel and banquet facility.

Mr. Stein reiterated the proposed plans for the banquet facility which will be situated above the restaurant and could possibly accommodate 175 to 200 people. It is their hope that the restaurant operator will run the banquet space as well. Mr. Stein indicated to Commissioner Fishman that they hoped to have the economic impact study in the not too distant future.

Commissioners Yohanna, Auerbach, and Fishman inquired about the surface materials being used for the long-term ComEd easement parking area in regards to stormwater runoff and asked about where they were in the negotiations with ComEd.

Mr. Stein indicated they have submitted a formal application to ComEd for the right-of-way usage on long-term basis and have retained the services of a consultant who specializes in this area. They have received confirmation that their application is in good form. Formal negotiations with ComEd should begin shortly after the new year.

Commissioner Yohanna asked if the ComEd easement parking is not part of the equation, will additional parking spaces be constructed.

Mr. Stein explained that there is sufficient parking on the site itself. The ComEd easement can be used for employee or overflow parking. This area is a plus, but is not necessarily crucial to the project.

Mr. Loftus detailed the stormwater runoff plan by using alternative materials. He indicated that further studies will be done.

Commissioner Goldfein questioned Mr. Loftus on the life expectancy, maintenance, and depth of the water retention vaults. Commissioner Goldfein also questioned where the sewer runoff will be diverted to.

Mr. Loftus likened the vaults to an underground swimming pool. He also discussed the depth and strength of the underground vaults. Mr. Loftus explained that the vault system is not a new concept and have a lifespan of conservatively fifty years.

Mr. Antunovich described the quality waterproofing of the below grade garage.

Commissioner Sampen asked for an update on the retail occupants.

Mr. Stein indicated that they have a number of letters of intent for retail space. Mr. Stein will present a more comprehensive retail strategy at the next Plan Commission meeting.

Commissioner Fishman asked if the closing of 1 local grocer would impact the leasing of the grocery store component of the project.

Mr. Stein alluded to the fact that they have two specialty grocers interested in leasing space.

Commissioners Fishman, Auerbach, and Goldfein had major concerns regarding the traffic component of the project in relation to the banquet facility. The Commissioners asked if the banquet facility traffic has been included in their studies.

Mr. Aboona indicated that banquet traffic was included in their traffic study. With the parking garage in close proximity to the hotel, the parking will be spread out across the property. There will be valet parking as well as the large self-parking garage.

Commissioner Fishman asked Mr. Aboona about traffic on Chase and asked if more signs and/or speed bumps would be appropriate.

Commissioner Yohanna thinks that this project is an excellent idea.

Chairman Eisterhold asked if there was anyone in the audience who wanted to ask questions or make comments.

Jim Persino of 6700 Sauganash Avenue stated that having off-site employee parking is a common practice which will free up the parking garage for customers. He stated that he is excited about the project and that it is good for the Village.

Commissioner Auerbach had some concerns regarding the sight lines regarding Touhy Avenue from the west, as well as nothing blocking the back of the project as seen from the highway.

Mr. Antunovich indicated that he will have updates on the parking garage and the landscaping plan at a later meeting.

Mr. Gerry Altman of 4351 Chase Avenue voiced his concern about the cut through traffic on Chase when Touhy is backed up. Is a cul-de-sac on the discussion table?

Chairman Eisterhold asked Mr. Stein if the items in the Staff Report have been addressed.

Mr. Stein replied that outstanding issues will need some clarification and will be addressed at a future Plan Commission meeting.

Chairman Eisterhold asked if the Commission members had any questions regarding the Map Amendment, PUD Special Use, and Consolidation are accepted as submitted.

Commission Fishman indicated he was not ready to sign off on the items until all staff comments are answered.

Chairman Eisterhold asked the Commissioners if Kane McKenna needed to be present at the next meeting.

Commissioners Goldfein and Fishman agreed that they would like Mr. McKenna's presence at the next meeting.

Motion to Continue the matter to the January 8, 2014 regularly scheduled meeting by Commissioner Auerbach and seconded by Commissioner Fishman.

Aye: Auerbach, Fishman, Goldfein, Sampen, Yohanna, and Eisterhold

Nay: None

Motion Carried 6-0.

Chairman Eisterhold requested that two Plan Commission meetings will be held in both January and February. The Commission members concurred with the request .

Chairman Eisterhold asked Staff if they could notify Mrs. Glickman regarding the date of the next Plan Commission meeting where the fencing issue will be discussed.

IV. PUBLIC HEARING: Accessory Structures – Zoning Code Text Amendment
(Continued from September 11, 2013)

V. PUBLIC HEARING: Definitions – Zoning Code Text Amendment
(Continued from September 11, 2013)

VI. PUBLIC HEARING: Lincoln Avenue Plan – Amendment to Comprehensive Plan
(Continued from September 11, 2013)

Chairman Eisterhold asked for consensus to continue the remaining three agenda items to the January 22, 2014 Plan Commission meeting. The Commission concurred and voted to continue the three matter by one roll call vote.

Motion to Continue the matter to the January 22, 2014 regularly scheduled meeting by Commissioner Fishman and seconded by Commissioner Auerbach.

Aye: Fishman, Auerbach, Goldfein, Sampen, Yohanna, and Eisterhold

Nay: None

Motion Carried 6-0.

IX. NEXT MEETING

Chairman Eisterhold declared the next Plan Commission meeting will be held on Wednesday, January 8, 2014.

X. PUBLIC COMMENT

None.

XI. ADJOURNMENT:

Hearing no further business, Motion to adjourn made by Commissioner Auerbach and seconded by Commissioner Fishman. Meeting adjourned at 10:05 p.m.

Aye: Auerbach, Fishman, Goldfein, Sampen, Yohanna, and Eisterhold

Nay: None

Motion Approved 6-0.

Respectfully submitted,

Kathryn M. Kasprzyk
Development Coordinator



Staff Report Plan Commission January 8, 2014 *Continued from December 4, 2013*

Subject Property:

4500 & 4560 Touhy Avenue
7350, 7358, & 7366 Lincoln Avenue

Zoning District: B3 Village Center PD
& O Office District

Petitioner: Neal Stein, w/ North
Capital Group, Property Owner and
Tzafon Investments, LLC, Property
Owner

Nature of Request: The petitioner
seeks Plat of Consolidation, Map
Amendment, and Preliminary & Final
Planned Unit Development approval for
the purposes of constructing a mixed use
development.



Notification: Notice of the December 4, 2013 meeting was published in the Lincolnwood Review on November 14, 2013. A Total of Five Public Hearing Signs were also installed at 4500 Touhy Avenue (One facing Lincoln Avenue and One facing Touhy Avenue), One at 4560 Touhy Avenue, One at 7350 Lincoln Avenue, One at 7358 Lincoln Avenue, One at 7366 Lincoln Avenue. Mailed notices were also issued on November 15, 2013 to all properties located within 250 Feet.

Summary of Request

North Capital Group seeks approval of a 1) Preliminary Plat of Consolidation, 2) Map Amendment, and 3) Preliminary Planned Unit Development (PUD) all for the purposes of constructing a multi-building mixed use development on approximately 10.7 acres at the intersection of Lincoln Avenue and Touhy Avenue. The Shoppes at Lincoln Pointe (“Development”) will be comprised of retail (restaurants and entertainment), office, health club and hotel uses. The Development includes a total of five buildings with internal streets, public space, and off-street parking. New development within the B3 District requires a Planned Unit Development approval which includes a Preliminary PUD and a Final PUD approval.

The majority of the project is currently within the B3 Village Center PD District. The Lincolnwood Zoning Code Section 4.01(7) states,

“The B3 Village Center Planned Development District is established with the understanding that its role is to serve as the focal point of Lincolnwood’s downtown activity... Similar to the B1 District, the district is intended to create a mixed-use commercial area and pedestrian friendly environment.”

Preliminary PUD Purpose and Review

The applicant has submitted modified plans which are attached for review. To assist in the consideration of the Preliminary PUD application consideration, copied below is Section 8.05(3) of the Zoning Code:

“The purpose of the preliminary approval submission is to obtain tentative approval and/or commitments from the Village that the plans, design and program that the developer intends to build and follow are acceptable, and that the developer can reasonably proceed into the final detailed architecture, engineering, surveying and landscape architecture in anticipation of final approval and subsequent construction. This is a relatively detailed submission that assures the Applicant that the proposed PUD is preliminarily acceptable, and that the Applicant can invest the money necessary to prepare final plans with the assurance that the final plans will be accepted if they substantially conform to the preliminary plans.”

Below is a list and brief description of items for the Plan Commission to review and determine **preliminarily acceptable**.

- **Traffic and Ingress/Egress**: At the December 4th meeting the Plan Commission heard a presentation by KLOA regarding traffic and parking. The presentation included a focused review of traffic conditions and impact of Chase Avenue. KLOA recommends that Chase Avenue remain as a through street without any restrictions or modifications. Included in this same report are several traffic calming/traffic restrictions for the Plan Commission to consider. KLOA recommends these options be implemented only after monitoring traffic conditions after the Development is completed. There were members of the public who addressed the Plan Commission at the December 4th meeting regarding traffic concerns on Chase Avenue.
 - The Plan Commission in considering this matter may consider adopting the recommendations of KLOA to permit Chase Avenue as a through street without restrictions but if necessary require the implementation of the traffic calming/traffic restrictions after monitoring traffic condition after the Development is completed.
- **Parking**: The Applicant’s plans and KLOA’s Traffic and Parking Impact Study states that approximately 1,316 parking spaces are proposed in two parking garages, along internal circulation drives and the Commonwealth Edison right-of-way. KLOA estimates that the peak parking demand within the development will be approximately 1,189 vehicles on a weekday at 1PM and 1,136 vehicles on a weekend at 6PM. Overall the project will utilize shared parking and as the Applicant states, the Commonwealth Edison parking will be primarily used by employees and overflow parking. Approximately 263 parking spaces will be provided within the Commonwealth Edison right-of-way. The Applicant had previously indicated that they are in discussions with Commonwealth Edison regarding the

use of their right-of-way however as of December 2013 there is no formal agreement in place. During preliminary review of the proposal, staff raised the issue of long term use of the Commonwealth Edison right-of-way; the applicant responded by stating, *“All required parking will be addressed on site and on the ComEd parcel. At any time that the ComEd parcel is no longer available for parking, additional on-site parking structure levels will be added to accommodate on-site parking needs.”*

- The Plan Commission in considering this matter may consider adopting a condition of approval that if the Commonwealth Edison right-of-way is not available for parking, at any time, additional on-site parking must be provided in a manner satisfactory with the Village.
- Internal Circulation: As per the Zoning Code, development within the B3 District *“...is intended to create a mixed use commercial area and a pedestrian friendly environment”*. To achieve this goal, the Plan Commission shall consider both pedestrian and vehicular circulation within the site. Pedestrian circulation includes but is not limited to connectivity between the parking areas and buildings/use areas. Connectivity between various buildings/uses is an important factor in establishing a *“pedestrian friendly environment”*. Connectivity includes clearly marked crosswalk areas, curb bump-outs and other treatments to avoid conflict between pedestrians and vehicles. For internal vehicular circulation the Plan Commission may consider safe and logical internal drive layout, safe turning movements within the site, and safe access to parking.
 - Public Space/Open Space: The Plan Commission may consider the amount of public/open space provided as part of the development. Does the proposed plan provide an appropriate amount of space devoted to public/open space? Does the proposed design and location of the public/open spaces meet the intended use (active versus passive public/open space)?
 - Landscape: The Plan Commission shall consider the landscape proposed within the development. This includes landscape provided along internal drives, within public/open space and the use of green roofs. A revised Landscape Plan has been submitted along with the applicant’s response to a Memorandum prepared by Land Design Collaborative. Land Design Collaborative memo provided comments on the prior Landscape Plan.
 - Public Improvements: The Plan Commission shall review the public improvements proposed by the Applicant including but not limited to public sidewalks and parkway trees/parkway landscaping. The Applicant is proposing use of streetscape planters rather than parkway trees. Village Code requires parkway trees planted every 25 feet within the right-of-way (ROW) and such trees must be at least 2 ½” in diameter. Also, Village Code prohibits structures such as planters within the ROW. The Applicant also presented at the December 4th meeting, a proposal to modify the intersection of Touhy and Lincoln Avenues. This modification is intended to improve traffic flow at the intersection.
 - The Plan Commission in considering this matter may consider adopting a condition of approval that the Applicant is responsible for the modification of the intersection of Touhy and Lincoln Avenues subject to IDOT and Village approval.
 - Staff also recommends that a condition of approval should be that existing sidewalks should be replaced and new sidewalks installed between any gaps.

- Building Height: The Zoning Code establishes a maximum height of 65 feet and five stories within the B3 District. The Applicant is proposing a hotel that will be no more than 80 feet in height. As part of the PUD consideration the Village Board may grant approval to increase the maximum height. Similarly, the applicant is requesting approval as part of the PUD to eliminate the requirement that above the third floor, the building must be setback ten feet along Lincoln Avenue. The Plan Commission may also review and comment on the height of the other buildings proposed within the development.
- Building Materials and Design: As part of the PUD consideration the Plan Commission shall review the proposed building materials and building design. The predominate building materials proposed in the development include brick, precast stone, prefinished aluminum, and prefinished metal panels. The Applicant has identified that the tenant spaces will include wood, one coat synthetic stucco, and canvas awnings. Also of note is that the loading doors are proposed to be made of wood.
- Land Uses: The Applicant is requesting that in addition to the uses permitted in the B3 District as per the Zoning Code (Table 4.01.1 is attached), that the following uses also be permitted:
 - Entertainment Venue (*currently considered a Special Use*)
 - Bank (no drive-through permitted) (*currently considered a Prohibited Use*)
 - Community Center (*currently considered a Prohibited Use*)
 - Liquor Store, package goods (*currently considered a Special Use*)
 - Support Laboratory connected to medical or dental office (*currently considered a Prohibited Use*)
 - Medical and Dental Clinics (*currently considered a Prohibited Use*)
 - Rooftop Dining
- Signage: As part of the PUD the Plan Commission shall review and approve development related signage and certain guidelines for future tenant signage. These guidelines for the Development have been submitted by the applicant for Plan Commission review and approval.
- Financial: The Plan Commission was previously provided with two documents from the Village's consultant, Kane McKenna and Associates, Inc. Kane McKenna reviewed the tax projections and fiscal impact report submitted by the Applicant in advance of the December 4th meeting. The Applicant has since submitted a Retail Market Study prepared by Melaniphy & Associates, Inc. Representatives from Kane McKenna and Associates, the Village's economic development consultant, will be present at the January 8th meeting to respond to questions from the Plan Commission regarding these studies. It is anticipated that North Capital Group will make an application for economic incentives. Requests for economic incentives are heard by the Economic Development Commission who recommends to the Village Board. It is anticipated that the request for economic incentive will be presented to the EDC at its January 22nd regular meeting.

Conclusion

For the Plan Commission's benefit, copied below are the standards for the Village to issue approval of the Planned Unit Development.

Section 8.04 of the Zoning Code

“The Plan Commission shall not recommend, and the Board of Trustees shall not approve, the issuance of a special use permit for a planned unit development except upon finding that the proposed PUD meets the following standards:

(1) Objectives. A planned unit development must conform with the intent of the objectives set forth in Section 8.02 of this article.

(2) Size and ownership. The site of the planned unit development must be under single ownership and/or unified control, and must be not less than two acres in area.

(3) Compatibility. The planned unit development must be of a type and location so as to (a) cause no undue detrimental influence upon surrounding properties, and (b) be compatible with surrounding uses.

(4) Land designation. The proposed planned unit development shall provide for the dedication of land for recreational purposes and permanent common open space. Alternatively, the Board of Trustees may accept a cash payment in lieu of actual land dedication, or may approve a combination of cash and land dedication.

a. Common open space. In residential or mixed-use residential planned unit developments, common open space shall be provided for recreational purposes. Such open space may be designed for active or passive recreational use. Common open space shall meet the following standards:

i. Each parcel of common open space intended for active recreation shall be at least 12,000 square feet. The minimum width of the common open space shall allow for the safe participation in the active recreational activities for which it is designed. For trail purposes, the minimum open space width shall be 20 feet.

ii. The common open space must be accessible to all the residents of the proposed residential planned unit development. Sidewalks, bike trails or pedestrian trails must link the parcels.

iii. The slope of the common open space must be appropriate for the activities for which the common open space is intended.

iv. Land dedicated to the Village may be included in the calculation of usable common open space.

b. Areas excluded from common open space. Common open space provided to satisfy the requirements of this Section 8.04(4) shall not include:

i. Areas reserved for the exclusive use or benefit of an individual tenant or owner;

ii. Dedicated streets, alleys, and other public rights-of-way;

iii. Required detention areas, floodplains or wetlands, unless the Village Board determines that any such natural features, such as a creek or lake, will be a substantial amenity for the development;

iv. Vehicular drives, or parking, loading and storage areas;

v. Irregular or unusable narrow strips of land less than 50 feet wide, unless containing a trail or bicycle path; and

vi. Existing permanent utility easements.

(5) Need. The applicant must demonstrate the desirability of the plan and its benefit to the community.

(6) Yards. The required yards along the periphery of the planned unit development shall be at least equal in width and depth to those required in the adjacent zoning district or districts, except as may be approved by the Board of Trustees.

(7) Setbacks. Buildings of more than 24 feet in height shall provide a setback from any property line of a depth equal to or greater than the height of such buildings, except as may be approved by the Board of Trustees.

(8) Parking requirements. Adequate parking shall be provided and in no event shall the parking be less than that required pursuant to this Zoning Ordinance, except as may be approved by the Board of Trustees.

(9) Traffic. Adequate provision shall be made to provide ingress and egress to the PUD so as to minimize traffic congestion in the public streets and promote safety.

(10) Design standards. The PUD shall adhere to the provisions of Article VI of this Zoning Ordinance, except as may be approved by the Board of Trustees.”

Requested Action

If the Plan Commission concludes that the plans submitted by the Applicant, 1) meet the Standards for approving a PUD, 2) that the purpose of the Preliminary PUD review to determine the plans to be preliminarily acceptable has been met, and 3) that the plans have been developed consistent with the established goals of the B3 District to create a mixed-use commercial area and pedestrian friendly environment, the Plan Commission may vote on all three requests by the Applicant.

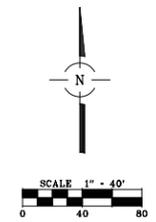
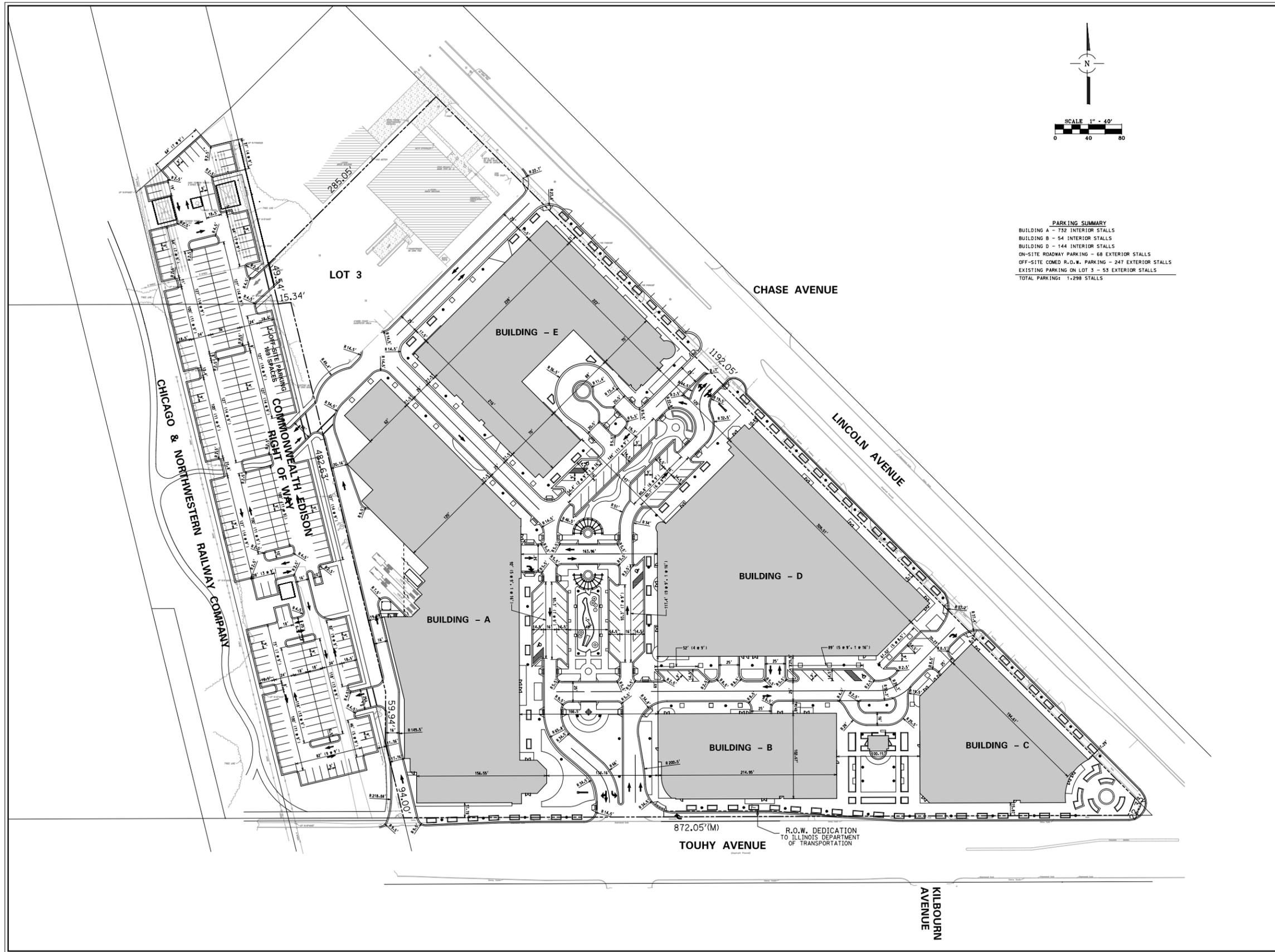
Below is example language for a motion on each of the three requested actions. The motion to recommend approval of the Preliminary PUD includes a list of possible conditions of approval that staff has organized for the Commissions review and use as deemed necessary:

1. **Recommendation to Approve of Map Amendment** for 7358 North Lincoln Avenue and 7366 North Lincoln Avenue from the O Office District to the B3 Village Center PD.
2. **Recommendation to Approve Preliminary Plat of Consolidation** to consolidate 4500 Touhy Avenue, 4560 Touhy Avenue, 7350 Lincoln Avenue, 7358 Lincoln Avenue, and 7366 Lincoln Avenue.
3. **Recommendation to Approve Preliminary Planned Unit Development** for the purposes of constructing a multi-building mixed use development on approximately 10.7 acres at the intersection of Lincoln Avenue and Touhy Avenue subject to:
 - a. The Developer is required to monitor traffic conditions along Chase Avenue after completion of the project. The Village Engineer, Chief of Police, or other Village Staff may require the implementation of traffic calming/traffic restrictions as identified in the KLOA Traffic and Parking Study or as otherwise required by the Village Engineer.
 - b. In the event that the Commonwealth Edison right-of-way is not available for parking, at any time, the Developer must provide additional on-site parking in a manner approved by the Village.
 - c. The Developer is required to modify the intersection of Touhy and Lincoln Avenues subject to IDOT and Village approval and consistent with the proposal by KLOA.
 - d. The Developer shall replace all existing sidewalks and new sidewalks installed between any gaps.

- e. The Developer shall replace all existing curb and gutters throughout the development and Touhy/Lincoln edges.
- f. The Developer shall loop the water connection to the new water main on Lincoln Avenue.
- g. The Developer shall incorporate shelters for PACE bus service into the development plans at locations agreeable by PACE and the Village.
- h. The Developer shall submit a Security Plan to be approved by the Chief of Police.
- i. The Developer is responsible for providing fire sprinklers throughout the project and driveways which traverse over underground parking structures must be engineered to withstand the weight of emergency vehicles.
- j. The Developer shall continue to work with the Village to enhance connections between the development and the Village planned bike trail along the Commonwealth Edison property.

Documents Attached

1. Modified Preliminary Site Improvement Plans for The Shoppes at Lincoln Pointe with a revision date of December 13, 2013.
2. "Findings and Recommendations of the Village of Lincolnwood..." as Prepared by Applicant.
3. Applicant Responses to Village Staff Memorandums
 - a. Response to Jim Johnson, Village Engineer
 - b. Response to Ashley Engelmann, Assistant to the Public Works Director
 - c. Response to Jim Gamble, Land Design Collaborative
4. Table 4.01.1: Permitted and Special Uses in All Zoning Districts
5. Retail Market Study Prepared by Melaniphy & Associates, Inc. December 2013.



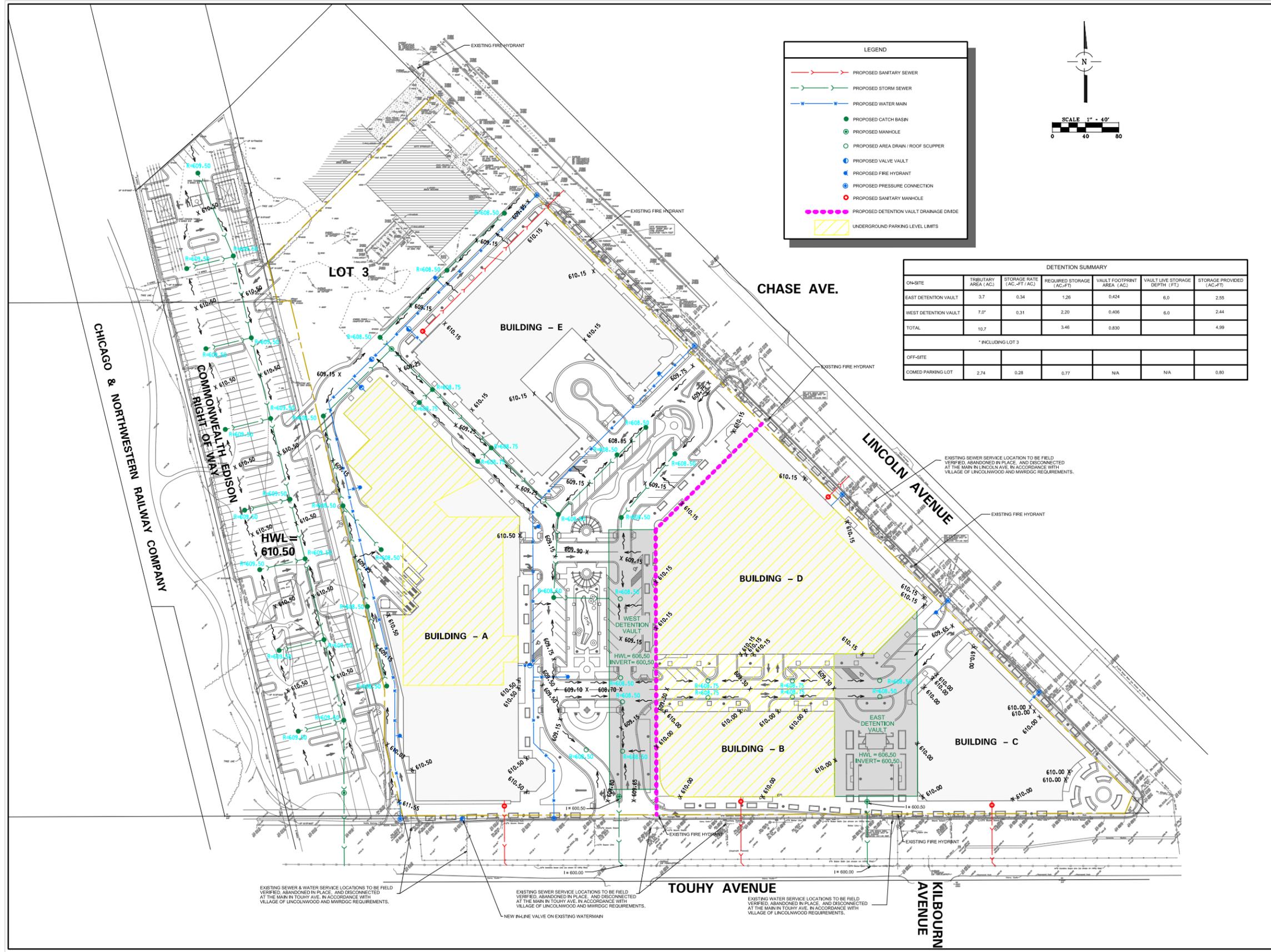
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PRELIMINARY GEOMETRIC PLAN
 THE SHOPPES AT LINCOLN POINTE
 LINCOLNWOOD, ILLINOIS

CONSULTING ENGINEERS
 SITE DEVELOPMENT ENGINEERS
 LAND SURVEYORS
 6925 W. Higgins Road, Suite 200,
 Rosemont, Illinois 60018
 Phone: (847) 999-6657 Fax: (847) 999-6658



FILENAME:
7851C-GM.dgn
 DATE:
10/25/13
 JOB NO.
7851
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P-GM
3 OF 4



LEGEND

- PROPOSED SANITARY SEWER
- PROPOSED STORM SEWER
- PROPOSED WATER MAIN
- PROPOSED CATCH BASIN
- PROPOSED MANHOLE
- PROPOSED AREA DRAIN / ROOF SCUPPER
- PROPOSED VALVE VAULT
- PROPOSED FIRE HYDRANT
- PROPOSED PRESSURE CONNECTION
- PROPOSED SANITARY MANHOLE
- PROPOSED DETENTION VAULT DRAINAGE DIVIDE
- ▨ UNDERGROUND PARKING LEVEL LIMITS



DETENTION SUMMARY

ON-SITE	TRIBUTARY AREA (AC)	STORAGE RATE (AC.-FT./AC)	REQUIRED STORAGE (AC.-FT)	VAULT FOOTPRINT AREA (AC)	VAULT LIVE STORAGE DEPTH (FT)	STORAGE PROVIDED (AC.-FT)
EAST DETENTION VAULT	3.7	0.34	1.26	0.424	6.0	2.55
WEST DETENTION VAULT	7.0	0.31	2.20	0.406	6.0	2.44
TOTAL	10.7		3.46	0.830		4.99
* INCLUDING LOT 3						
OFF-SITE						
COMED PARKING LOT	2.74	0.28	0.77	N/A	N/A	0.80

PRELIMINARY GRADING & UTILITY PLAN
THE SHOPPES AT LINCOLN POINTE
 LINCOLNWOOD, ILLINOIS

CONSULTING ENGINEERS
 SITE DEVELOPMENT ENGINEERS
 LAND SURVEYORS
 905 W. Higgins Road, Suite 700
 Rosemont, Illinois 60018
 Phone: (847) 974-4500 Fax: (847) 974-4505



FILENAME:
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 DATE:
 10/25/13
 JOB NO.
 7851
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 4 OF 4



The Shoppes at Lincoln Point

North Capital Group · Antunovich Associates ©

Conceptual Rendering

Lincolnwood, Illinois | December 20, 2013



The Shoppes at Lincoln Point

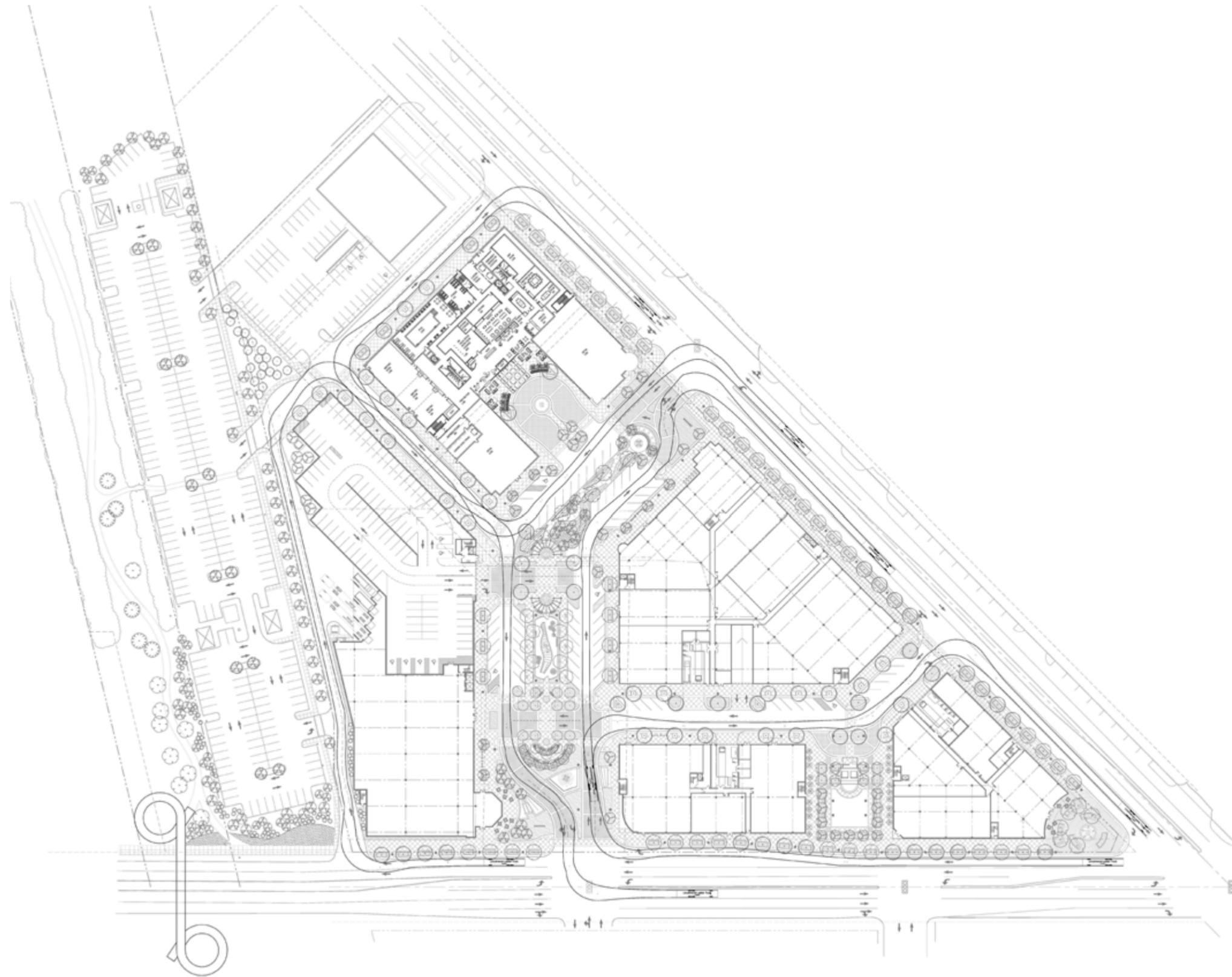
North Capital Group · Antunovich Associates ©

Conceptual Rendering

Lincolnwood, Illinois | December 20, 2013



The Shoppes at Lincoln Point



The Shoppes at Lincoln Point

North Capital Group · Antunovich Associates ©

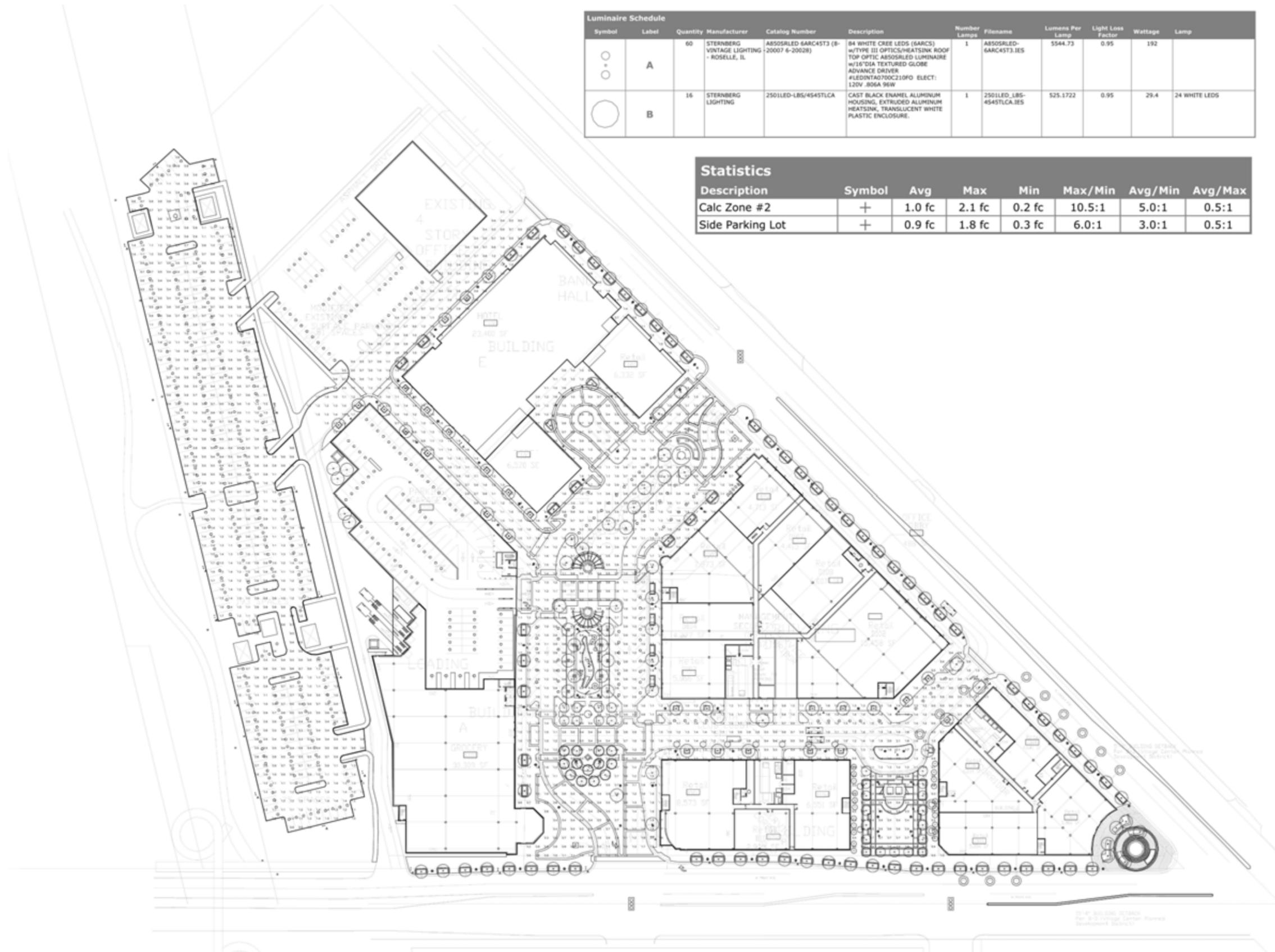
Fire Truck Turning Plan

Lincolnwood, Illinois | December 20, 2013

A-1.07

Luminaire Schedule											
Symbol	Label	Quantity	Manufacturer	Catalog Number	Description	Number Lamps	Filename	Lumens Per Lamp	Light Loss Factor	Wattage	Lamp
○	A	60	STERNBERG VINTAGE LIGHTING - ROSELLE, IL	ABSOSRLED-6ARC4ST3 (8-20007 6-20028)	84 WHITE CREE LEDS (6ARCS) w/TYPIC III OPTICS/HEATSINK ROOF TOP OPTIC ABSOSRLED LUMINAIRE w/16" DIA TEXTURED GLOBE ADVANCE DRIVER #LEDINTA0700C210FD ELECT: 120V .806A 96W	1	ABSOSRLED-6ARC4ST3.IES	5544.73	0.95	192	
○	B	16	STERNBERG LIGHTING	2501LED-LBS/4545TLCA	CAST BLACK ENAMEL ALUMINUM HOUSING, EXTRUDED ALUMINUM HEATSINK, TRANSLUCENT WHITE PLASTIC ENCLOSURE.	1	2501LED_LBS-4545TLCA.IES	525.1722	0.95	29.4	24 WHITE LEDS

Statistics							
Description	Symbol	Avg	Max	Min	Max/Min	Avg/Min	Avg/Max
Calc Zone #2	+	1.0 fc	2.1 fc	0.2 fc	10.5:1	5.0:1	0.5:1
Side Parking Lot	+	0.9 fc	1.8 fc	0.3 fc	6.0:1	3.0:1	0.5:1







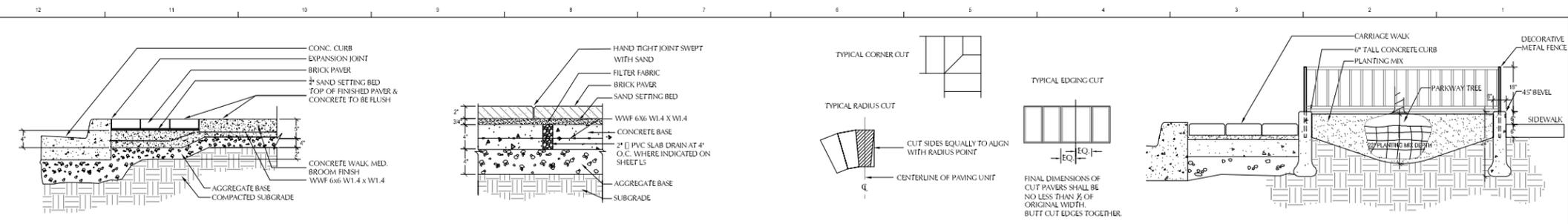
PLANT SCHEDULE

TREES	COMMON NAME / BOTANICAL NAME	SIZE	
	October Glory Maple / <i>Acer rubrum</i> 'October Glory' TM	8' ft.	
	Northern Catalpa / <i>Catalpa speciosa</i>	3"	
	Maidenhair Tree / <i>Ginkgo biloba</i> 'Autumn Gold'	3"	
	Skyline Treeless Honey Locust / <i>Gleditsia triacanthos</i> inermis 'Skyline'	3"	
	Kentucky Coffee Tree / <i>Gymnocladia dioica</i> 'Espresso'	3"	
	London Plane Tree / <i>Platanus x acerifolia</i> 'Bloodgood'	2.5"	
	Swamp White Oak / <i>Quercus bicolor</i>	3"	
	Greenspire Littleleaf Linden / <i>Tilia cordata</i> 'Greenspire'	3"	
	Commodore Elm / <i>Ulmus x 'Norton Spalwart'</i>	3"	
EVERGREEN TREES	COMMON NAME / BOTANICAL NAME	SIZE	
	Moroccan Juniper / <i>Juniperus chinensis</i> 'Macedonia'	8' ft.	
	Norway Spruce / <i>Picea abies</i>	10' ft.	
ORNAMENTAL	COMMON NAME / BOTANICAL NAME	SIZE	
	Tree Flowered Maple / <i>Acer fraxinifolium</i>	12' ft.	
	Servetberry / <i>Amelanchier x grandiflora</i> 'Coke's Select'	8' ft.	
	Chardecker Pear / <i>Pyrus calleryana</i> 'Chardecker'	3"	
	Blackhaw Viburnum / <i>Viburnum prunifolium</i> 'Blackhaw'	6' ft.	
SHRUB AREAS	COMMON NAME / BOTANICAL NAME	CONT.	SPACING
	SHRUB MASSING - TYPE 1: Arrowwood Viburnum 'Blue Muffin' Rosa 'Belle Poinse' Ilex 'Sora Green'	#4 cont.	30" o.c.
	SHRUB MASS - TYPE 2: Cotoneaster apiculatus Burgundy x pinnatifida 'Nail's Compact' Sorbus latifolia 'Gold' Calamagrostis trachystachya	2 gal.	24" o.c.
GROUND COVERS	COMMON NAME / BOTANICAL NAME	CONT.	SPACING
	GREEN ROOF	Trap	
	GREEN SCREEN	1 gal.	12" o.c.
	STREETSCAPE PLANTERS* Rosa aromatica 'Iceberg' Spiraea astoriana Sorbus latifolia 'Gold'	#4 cont.	30" o.c.
SOIL SEED	COMMON NAME / BOTANICAL NAME	CONT.	SPACING
	Sod / Turf Sod	sod	

* PARKWAY STREET TREE SPECIES SUBJECT TO COORDINATION WITH VILLAGE FORESTER

FLUSH CURBSIDE PLANTER, TYP.

CURBED PLANTER BED W/ DECORATIVE METAL FENCE, TYP.

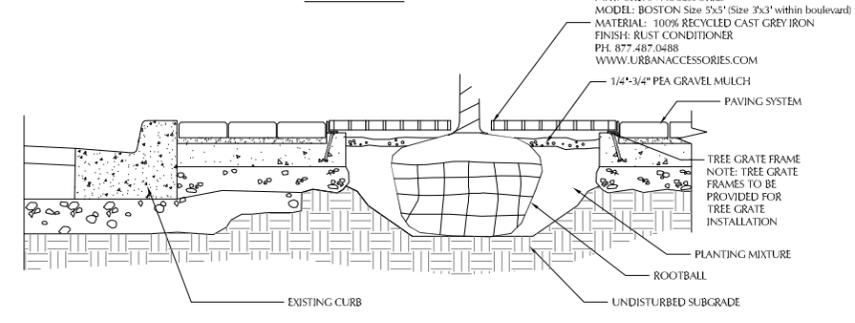
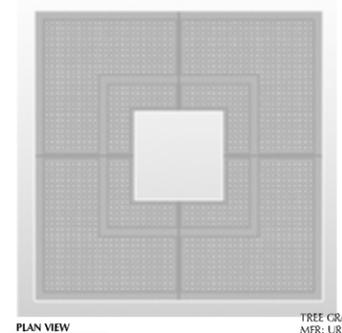


1 CURB/PAVER/CONCRETE WALK DETAIL
NTS

2 BRICK PAVERS
NTS

3 TYPICAL CUT PAVERS DETAIL
NOTE: APPLIES TO ALL PAVERS
NTS

4 RAISED PLANTER W/ DECORATIVE METAL FENCE
NTS



5 TREE GRATE INSTALLATION DETAIL
NTS



6 BIKE RACKS
NTS



7 BIKE MAINTENANCE STAND
(BID OPTION ITEM)
NTS



INTERIOR SITE BENCHES
MFR: LANDSCAPE FORMS
MODEL: PARK VUE - BACKED WITH ARMS
SIZE: 26"x36"x72"
MATERIAL: METAL
FINISH: BLACK GLOSS, POWDERCOAT
PH: 800.430.6209
WWW.LANDSCAPEFORMS.COM



STREETSCAPE BENCHES
MFR: LANDSCAPE FORMS
MODEL: PARK VUE - BACKLESS
SIZE: 22"x18"x72"
MATERIAL: METAL
FINISH: BLACK GLOSS, POWDERCOAT
PH: 800.430.6209
WWW.LANDSCAPEFORMS.COM

8 INTERIOR SITE & STREETSCAPE BENCHES
NTS



WASTE RECEPTACLE
MFR: FORMS + SURFACES
MODEL: URBAN RENAISSANCE - LITTER & RECYCLING RECEPTACLE
SIZE: 36 GALLON
MATERIAL: METAL
FINISH: BLACK GLOSS POWDERCOAT
SPLIT-STREAM
PH: 800.451.0410
WWW.FORMS-SURFACES.COM

9 WASTE RECEPTACLE
NTS



PLANTER URNS AT DINING TERRACE
MFR: LONGSHADOW
MODEL: INTERNATIONAL
SIZE: 12"x36"
MATERIAL: CAST LIMESTONE
PH: 618.893.4831
WWW.LONGSHADOW.COM

PLANTER URN AT SOUTH BOULEVARD PLAZA
MFR: LONGSHADOW
MODEL: INTERNATIONAL W/BASE
SIZE: 12"x60"
MATERIAL: CAST LIMESTONE
PH: 618.893.4831
WWW.LONGSHADOW.COM

10 PLANTER URNS
NTS



CUSTOM PLAY STRUCTURE
SIZE: 13'5"x5'9"
MATERIAL: POWDERCOATED STEEL STRUCTURE

4 CUSTOM PLAY STRUCTURE
NTS

**FINDINGS AND RECOMMENDATIONS OF THE
VILLAGE OF LINCOLNWOOD PLAN COMMISSION
ON THE APPLICATION OF NORTH CAPITAL GROUP, LLC AND
TZAFON INVESTMENTS, LLC FOR APPROVAL OF PRELIMINARY
PLANNED UNIT DEVELOPMENT, MAP AMENDMENT
AND PRELIMINARY PLAT OF CONSOLIDATION**

FINDINGS:

1. North Capital Group, LLC and Tzafon Investments, LLC (together "Applicant") filed an application (the "Application") with the Village of Lincolnwood Plan Commission for Preliminary Planned Unit Development Approval, Map Amendment and Preliminary Plat of Consolidation for the property commonly known as 4500 Touhy Avenue, 4560 Touhy Avenue, 7350 Lincoln Avenue, 7358 Lincoln Avenue and 7366 Lincoln Avenue, which properties contain the following Permanent Real Estate Index Nos: 10-27-317-047, 048, 049, 050, 051, 052 and 055 (the "Property").
2. The Property consists of approximately 10.712 acres located at the Northwest corner of Touhy Avenue and Lincoln Avenue, in the Village of Lincolnwood.
3. The Applicant proposes to develop a mixed-use Planned Unit Development (the "Proposed PUD") on the Property, consisting of the following uses: 91,261 square feet of retail; 35,000 square feet of restaurant; 30,309 square feet of grocery; 22,730 square feet of health club; 31,193 square feet of new office; 44,164 square feet of existing office; and a 160-room Springhill Suites Hotel. In addition, the Proposed PUD will contain 1,316 parking spaces. At the hearings, the Applicant presented the testimony of numerous consulting experts in support of the Application, which testimony was supplemented with written responses to issues raised by the Plan Commission and Village Staff.
4. The Plan Commission conducted hearings on the Application on December, 4, 2013, and January 8, 2014. All necessary notices in connection with the hearings were published, served and posted, as required by the Lincolnwood Zoning Ordinance.
5. The Application and the Proposed PUD satisfy the standards contained in Section 8.04 for the Lincolnwood Zoning Ordinance as follows:
 - (a) The Proposed PUD meets the objectives that are set forth in Section 8.02 of the Zoning Ordinance. Specifically, the site plan and the architectural design of the proposed development demonstrate a creative approach to the use of the property, resulting in a design that includes amenities such as landscaped open space areas, internal streets and design features such as fountains. The open space areas will be preserved through the use of a Declaration of Covenants, Conditions and Easements. The open space and recreational facilities will be made available for use of patrons of the proposed development and the general public. The public health, safety, comfort, morals and welfare will be promoted in that the proposed

development will include off-site road improvements, including timing changes to existing signalization, reconfiguring of traffic lanes, elimination of hard-median and new signalization, all of which will benefit the existing community as well as design features that will not detrimentally impact values of surrounding properties. The proposed development is compatible with the character of the B3 (Village Center Planned Development) Zoning of most of the Property. The portion of the Property that is currently zoned O (Office) is proposed to be rezoned into the B3 District in order to make the zoning of the entire site compatible with the proposed development. Finally, the Proposed PUD is consistent with, and specifically addresses the various constituent components targeted for this site as outlined in the Lincoln Avenue Corridor Plan, which itself is incorporated into the Village's Comprehensive Plan in the following ways:

- i. The Proposed PUD is a mixed-use development with retail and on the ground floor and office on the second floor.
 - ii. The Proposed PUD contains a hotel and sit-down restaurants as anchor uses.
 - iii. The Proposed PUD will create the central downtown focal point for the Village within a new urban streetscape environment incorporating design features which invite a “come and stay approach” (i.e, shop/dine/stroll).
 - iv. The Proposed PUD will provide generous community gathering spaces, including specific water features and safe and secure child recreational areas.
 - v. The Proposed PUD will result in the enhancement of public rights-of-way in the surrounding area to improve public safety.
 - vi. The Proposed PUD uses neo-traditional planning and new urbanism design concepts.
 - vii. The Proposed PUD includes a combination of on-grade, underground and decks for parking. Valet parking will also be available.
 - viii. The Proposed PUD will provide the highest development density in the Lincoln Avenue Corridor (as suggested in the Lincoln Avenue Corridor Plan).
- (b) The Property is owned by North Capital Group, LLC and Tzafon Investments, LLC, which have a common Manager, and will be operated under unified control pursuant to a Declaration of Covenants, Conditions and Easements.
- (c) The Proposed PUD will not cause any undue detriment upon surrounding properties and will be compatible with surrounding uses in that:

- i. Most of the Property is currently zoned in the B3 District, and the remainder is zoned in the Office District. The Applicant has requested that entire site be zoned in the B-3 District.
 - ii. The Property to the west, south, and southeast is zoned in the B3 District, and the property to the north and northeast is zoned in the Office District.
 - iii. Office uses are permitted in the B3 District and therefor the uses in the B3 and Office Districts are compatible.
 - iv. The Proposed PUD will result in an investment of more than \$130 million on property that formerly contained a vacant and derelict hotel building and obsolete office buildings.
 - v. The Proposed PUD will result in improvements to the surrounding roadways and intersections that will substantially improve existing deficiencies. These improvements include new signalization at intersection of Chase and Lincoln Avenues, reconfiguration of lanes, elimination of hard-median and revising traffic flow at four-way intersection at Lincoln and Touhy Avenues, and adjustment of signalization timing at Touhy and Cicero Avenues, all of which will improve traffic flows in and around the subject property.
 - vi. The Proposed PUD will not cause any detrimental influence on property values.
- (d) The Proposed PUD will provide public recreational areas and gathering places.
- (e) The Proposed PUD is consistent with the Village's vision for the Property as articulated in the Lincoln Avenue Corridor Plan and the B-3 District as set forth in Section 8.20 of the Zoning Ordinance in the following manner:
- i. The Proposed PUD includes mixed-use buildings with retail on the ground floor and office uses above, which will encourage business activity and pedestrian gathering in a downtown setting.
 - ii. The Proposed PUD includes an internal circulation system of streets and sidewalks with connections to Lincoln Avenue and Touhy Avenue.
 - iii. The Proposed PUD is consistent with the Lincoln Avenue Corridor Plan in that it will result in a pedestrian oriented environment with common open space areas, median landscaping on the primary internal street, parkway restoration and unified street scapes within the Property with landscaping and green space.

- iv. The Proposed PUD includes outdoor open space areas and plazas that will provide seating for patrons of the development as well as locations for public art.
 - v. The architecture of the Proposed PUD provides for well-articulated building facades that relate to the internal and external streets.
 - vi. The Proposed PUD includes internal and external sidewalks that will encourage pedestrian use and connection to the surrounding neighborhoods.
- (f) The Proposed PUD meets the area, bulk, density and setback standards in Section 4.13 of the Zoning Ordinance with the exception of the modifications requested in the Application.
 - (g) The Applicant has submitted a shared parking analysis pursuant to Section 7.07(2) of the Zoning Ordinance. The Zoning Officer may administratively adjust the off-street parking requirements for each participating commercial use to allow shared parking. The amount of parking in the Proposed PUD is consistent with the shared parking analysis submitted by the Applicant, which is consistent with the standards in Section 7.07(2).
 - (h) The Proposed PUD includes a plan to improve Touhy Avenue, Lincoln Avenue and several intersections in the surrounding area, which will result in the improvement of existing deficiencies in the surrounding roadway network. The traffic flows and circulation will be improved even with the build out of the Proposed PUD.
 - (i) The Proposed PUD satisfies the design standards set forth in Article 6 of the Zoning Ordinance, except for the modifications requested in the Application.

RECOMMENDATION:

The Plan Commission of the Village of Lincolnwood hereby recommends that the Village Board of Trustees approve the following:

1. The rezoning of the portion of the Property that is located at 7358 Lincoln and 7366 Lincoln (Property Index Numbers 10-27-317-0047 and 10-27-317-048) from the O (Office) District to the B3 (Village Center Planned Unit Development) District.
2. The Preliminary Planned Unit Development for the Property, which is described in the Application and the supplemental submittals of the Applicant.
3. The Preliminary Plat of Consolidation, which is contained in the Application.

2984740v2/29626-0001

TO: Tim Clarke, Community Development Director
FROM: Jim Johnson, Village Engineer
DATE: November 25, 2013
SUBJECT: 4500 West Touhy Avenue

Following are my comments regarding the engineering documents provided in association with the proposed development at 4500 Touhy Avenue (i.e., The Shoppes at Lincoln Pointe):

Traffic and Parking

1. Traffic and Parking Study (by KLOA — October 31, 2013, Supplemental Memorandum— November 14, 2013)
 - a. It appears that the existing condition traffic counts were collected in conjunction with the previous proposed development.
 - b. The projected traffic distribution (p. 14) shows 5% to Chase associated with neighborhood traffic.
 - c. In the Supplemental Memorandum, KLOA discusses the impacts on Chase. I support the analysis and recommendations.
2. Plans (by Antunovich Associates —November 4, 2013)
 - a. The parking stalls noted on A1.01 adjacent to Building D and across from the west parking garage should be removed. This area serves as an intersection.

The handicap parking stall and adjacent access aisle have been relocated to provide a clear intersection adjacent to Building D, this change will alleviate concerns of parked cars backing into traffic at the intersection. The curb and sidewalk paving have been extended in this area. Additional landscape planting areas have been provided in this newly created sidewalk area as well. These changes have now been incorporated into all of the revised plans.

- b. The applicant is relying on off-site parking from employees and overflow.

Although the applicant proposes to use the Commonwealth Edison right-of-way for employee and overflow parking, the plans submitted by the applicant demonstrate that all required parking can be provided on site.

It is common practice in retail centers, to require their employees to park in more remote areas of the development, so that the more convenient parking spaces are available to customers. This practice shortens the duration of customer trips therefore allowing for more frequent turnover of available parking spaces.

The proximity of the Commonwealth Edison right-of-way parking area to Building A and Building E (Hotel), will allow for overflow parking on those rare peak periods of the year when on-site parking is beginning to reach capacity.

- c. The vehicular plan (A1.05) shows a tractor-trailer, single unit service vehicle, a limousine, and a passenger vehicle. The Village's fire apparatus with the most restrictive turning capabilities should be included.

We have been in contact with Battalion Chief Ray White, who informed us that we should use a 105' platform ladder truck. This vehicle is 47 feet long and has a wheelbase of 271". The revised turning radius is depicted on the revised vehicular plan (A-1.05) and demonstrates that the fire department will have full and complete access to all areas of the project via the internal roadway system.

3. Preliminary Geometric Plan (by Spaceco — October 25, 2013)

a. Off-site Parking

- i. Two-way travel lanes should be 24 feet (22 feet is shown).
- ii. Parking stall width should be 9 feet (8.5 feet is shown).

The parking lot width is constrained by existing Commonwealth Edison infrastructure. Our current layout takes the existing poles and towers into consideration, while maximizing the number of parking stalls. The Commonwealth Edison off-site parking lot will be used for employee, valet, and overflow parking. The applicant believes the 22 feet travel lane and 8.5 feet stall width is satisfactory for these type of repeat users.

The applicant has reviewed the 8.5 foot stall width and 22 foot travel lane width with village staff previously and they had no objection. If the Village desires 9.0 foot stalls and 24 foot travel lanes, the plan can be modified to meet these dimensions by creating landscape islands around these perimeter obstructions, this will however result in a lower parking count.

- b. On-street Parking
 - i. For 45 degree parking, the travel lane should be 16 feet (15 feet is shown).

The 45 degree parking stall length required by the Village of Lincolnwood is 19 feet, our plans had graphically shown the stall length slightly longer. We have now provided the 19 foot stall length and adjusted the center landscape median slightly, so that a travel lane of 16 feet is now possible. These changes have now been incorporated into all the revised plans.

- ii. Parking stall width should be 9 feet (8.5 feet is shown).

All parking stall widths have been increased to 9 feet wide. This has been accomplished by adjusting the landscape and sidewalk paving areas adjacent to each parking row. These changes have now been incorporated into all the revised plans.

Stormwater Management

- 1. Preliminary Stormwater Management Report (by Spaceco — November 4, 2013)
 - a. Spaceco should confirm the critical storm event as it differs from the Village's observations.

The Village's combined sewer modeling study indicates that the critical event for the Village's existing sewer network is the one-hour event (1.46 inches, 2-year storm). We understand that the existing combined sewer network is undersized and that backups generally occur when two to three year rain events occur. It is our understanding that this is why the Village added Article 6, Chapter 12, to the Village Code. In order to provide on-site management of excessive runoff from the development during intense rainfall events and to reduce the outflow rate from the development to the existing sewer network during these intense events, on-site storm water detention has been proposed as part of the development. In calculating the required detention volumes for the proposed development, the rational method, including a 0.15 cfs/acre restricted release rate and Bulletin 70, 100-year rainfall data was used as specified in Article 6, Chapter 12, of the Village Code. This would explain the difference in critical events between the Village's combined sewer study model and the design detention volume calculations (per Article 6 of Chapter 12) for the proposed development. As the final storm water management plan design progresses, the Village's input will be valued as we look to provide downstream residents and businesses the benefit of the reduced outflow

rate from this site which is the objective of the Village's Storm Water Management Ordinance.

- b. The applicant may want to consider the use of stormceptors and permeable pavers in lieu of the concrete detentions vaults.

We believe that the reviewer is referring to the Stormtrap system, which is a precast modular product. The MWRDGC does not currently allow this type of product in a combined sewer area. The use of permeable pavers may reduce the amount of storm water runoff, but it will not eliminate the need for underground storage. We will investigate the use of BMPs (Best Management Practices), such as permeable pavers as part of the final engineering design.

Survey

1. Plat of Survey (by Spaceco - dated October 16, 2013)
 - a. No comments
2. Plat of Consolidation (by Spaceco - dated October 21, 2013)
 - a. No proposed easements are shown. All existing easement are abandoned.

Lighting

1. Photometric Plan (by Antunovich Associates - November 4, 2013)
 - a. There are multiple locations where the values exceed the Village maximum of 2.1.

We have reviewed the areas that exceed 2.1 foot candles and have adjusted the lighting design such that the maximum level lighting levels are not exceeded. These adjustments have been incorporated into revised drawing A-1.06.

- b. There are no photometrics for the off-site parking.

We have now included photometrics for the off-site parking on the Commonwealth Edison right-of-way. These adjustments have been incorporated into revised drawing A-106.

- c. Values on the east side of Lincoln and south side of Touhy should be included to identify impacts to the adjacent residential neighborhoods.

The Illinois Department of Transportation establishes the criteria for lighting levels along state highways and will provide the photometric requirements for both sides of the state highways. The applicant will coordinate with the Village Engineer, as applicable, through the IDOT review process.

General

In general, I support the engineering concepts presented in the application.

If the applicant has questions or needs additional information, please have them contact me at jjohnson@lwd.org or 847-745-4862.

2984236v1/29626-0001

TO: Development Review Team
FROM: Ashley Engelmann, Assistant to the Public Works Director
DATE: November 22, 2013
SUBJECT: 4500 W Touhy Avenue

The Public Works Department has reviewed the information submitted by North Capital Group. The following comments are made for your consideration:

Trees and Perimeter Landscape

In general, the tree species that are proposed are acceptable to the Village. The Village's landscape requirements state that a tree must be planted every 25 feet within the right-of-way (ROW) and that the trees must be at least 2 1/2" in diameter. The plan does not indicate any ROW tree plantings.

The Plant Schedule on the Landscape Plan (L-2) indicates at a minimum 2.5" caliper trees will be utilized at all locations. Plans graphically show trees are planted at a 25 foot spacing, however, dimensions specifically noting this have been added to revised sheet L-2.

The plan calls for planters to be placed along the ROW. The Village code does not allow structures within the ROW. A metal fence is referenced on the plan. It is unclear the height of this fence. It appears that the fence will be anchored to the planter. More information needs to be provided regarding the proposed ROW planters and associated fence. Staff also has concerns regarding the planters and associated metal fence due to the fact that a water main runs on the west side of Lincoln within the ROW.

The planters in the ROW have an overall outside curb dimension of 6'-0" x 12'-0" (clear inside dimension of 4'-8" x 10'-8"). The planters have a 12" high concrete curb and are open to grade (no bottoms), as shown in detail 4 on sheet L-3. The decorative metal fence shown in the detail will be anchored to the top of the concrete perimeter curb and will be 1'-6" tall. These dimensions have now been added to the revised drawings. The ROW planters will be very similar to the ones seen on Michigan Avenue in Chicago. All of the ROW planting, curbs and fencing will also need to be approved by IDOT.

Public Sidewalk

The plan appears to indicate that new pavers and stamped concrete will be installed around the perimeter of the project. Should pavers be used in place of concrete sidewalk a concrete underlayment will be required. The Department has previously recommended that the perimeter sidewalk be replaced and that new sidewalk be installed within any gaps. The sidewalks, whether concrete or pavers must be at least five feet wide and follow all ADA requirements. Sidewalk also must meander around existing utilities.

At this time we are not planning on utilizing stamped concrete paving. Along Lincoln and Touhy Avenues; there will be a 2 foot wide brick carriage walk, installed immediately behind the curb line. The remaining sidewalk will be concrete with a light broom finish. The clear sidewalk widths from storefront to planter curb will range from 7.5 feet to 11 feet.

We concur with your comment regarding a concrete underlayment at all brick pavers in the sidewalk area and have added that note to detail 1 on sheet L-3. All sidewalk areas will be designed to the standards and requirements of the Village of Lincolnwood, IDOT and the ADA.

Department of Public Works Staff Plan Review

Potable Water

- Proposed connection locations for water are acceptable; however it is important to note that the connections on Touhy will be made to a main that is 87 years old that does have a history of water main breaks. In the event that a break occurs and water service needs to be temporarily interrupted the buildings that are serviced by the connection on Touhy will be without water. Consideration may want to be given to loop the connection to the main on Lincoln which is a new main.

We were unaware of the age of the water main in Touhy and appreciate your calling this to our attention. In light of this information, we have revised our conceptual utility plan (attached). We are now proposing two interior “loops”. The first loop is proposed to connect to Touhy at the Southwest corner of the subject site, run North behind the service drive of Building A and continue along the North side of the hotel. It will also connect to Lincoln at the Northwest corner of the hotel. The second loop is proposed to run between the Touhy and Lincoln mains down the main boulevard (Chase).

We believe it may be appropriate to add an in-line valve on the old Touhy main between these two connections, assuming a valve does not exist at this location. This will allow our water to circulate thru the property even if service is interrupted along Touhy for any reason. The revised configuration will also allow for better circulation throughout the surrounding water main network.

- Public Works must be consulted regarding meters for specific buildings. Per Village Code water meters and RPZ's must be installed inside of a mechanical room with fire and domestic lines

Each of the proposed buildings will have a mechanical room that will house the RPZ's and water meters as noted in the comment. These locations and connections will be reviewed with the Public Works Department prior to issuance of final plans.

- There are two domestic water lines from the 4500 Touhy building that still need to be disconnected, the disconnection should occur at the main in the street

The disconnections of the water lines for the 4500 Touhy building will occur at the main in the street, as noted in the comment.

- There is one fire line for 4500 Touhy that still needs to be disconnected, the disconnection should occur at the main in the street

The disconnections of the fire line for the 4500 Touhy building will occur at the main in the street, as noted in the comment.

- There is one fire line for 4560 Touhy that still needs to be disconnected, the disconnection should occur at the main in the street

The disconnections of the fire line for the 4560 Touhy building will occur at the main in the street, as noted in the comment.

- There is one fire line for 7350 Lincoln that still needs to be disconnected, the disconnection should occur at the main in the street

The disconnections of the fire line for the 7350 Lincoln building will occur at the main in the street, as noted in the comment.

Sanitary Sewer

- Proposed connection locations for sewer are acceptable
- There are sewers that still need to be disconnected on Touhy and Lincoln from the old buildings. Public Works must be consulted to assist with their location. They need to be disconnected at the curb.

The applicant will consult with Public Works for the disconnection of the sewers on Lincoln and Touhy. These disconnections will be done at the curb line as required.

Do not hesitate to contact me with any questions you may have regarding this review.

Ashley Engelmann
2984189v1/29626-0001



MEMORANDUM

To: Tim Clarke, Village of Lincolnwood

Project: 4500 West Touhy
The Shoppes at Lincoln Point
Conceptual Plan Landscape Review
Lincolnwood, Illinois
Land Design Collaborative, Inc.

Date Prepared: November 21, 2013

Prepared by: Jim Gamble
Land Design Collaborative, Inc.

Response; Provided by Nick Patera
Teska Associates, Inc.
847.869.2015 x 321
12/13/13

Introduction

The following review and comments are for the site plan review of the Landscape related plans for the Purple Hotel PUD site submitted as follows:

- L-2 Landscape Plan
- L-3 Landscape Details
- L-4 Landscape Enlargement

Due to the conceptual nature of some of the information provided in these plans some Village Ordinance specifics, are unable to be addressed without a more detailed plan submission. These comments address items falling under the Landscape Ordinance and include as appropriate, observations regarding site design, vehicular access, pedestrian access, and safety and security.

Response; The Plan Commission received a four sheet Landscape Plan set as part of the overall Shoppes of Lincoln Pointe submittal. The Landscape Plan set was prepared and submitted for Preliminary PUD for Village Plan Commission consideration and approval. The complete plan sets dated 11/04/13 as distributed to the VOL consisted of the following; L-1.1 Materials Plan (Hardscape); L-1.2 Landscape Plan; L-1.3 Landscape Details; and L-1.4 Landscape Enlargement Areas.- 4 sheets .

It appears there may have been a partial plan sheet distribution by VOL to LDC receiving L-2, 3 & 4 and Public Works receiving L-1 sheets only and may have contributed to some mild confusion.

The petitioner welcomes the ordinance citations and will provide further back-up detail as appropriate with submittal of Final Plan and permit stage to demonstrate cooperation and compliance.

Landscape Ordinance Section Observations

6.12 Landscape Plans Required

3207 Central
Street
Evanston, IL
60201

847/441-2800
office

847/441-2822
fax



- The plan submitted does not meet all the requirements of this section. Of particular interest is the designation of existing trees to be removed and retained, dimensioned planting areas, identification of proposed plants by common and botanical name is provided in a table and color coded to L-1.2 but its plant call-outs are unclear regarding smaller planting beds.

Response; Existing trees will be replaced with new tree species. Hardscape areas will be dimensioned as part of the dimensional control plan similar to L1-1. Identity of specific plant material botanic and common name species, size and spacing will be provided as part of final plan submittal including a plant key table that includes quantities.

- The submittal does not contain an existing site survey showing landscape, specifically street trees on Lincoln and Touhy Avenues. Although it is assumed that all existing trees and plants will be removed there was no survey of existing trees over 6 inch caliper or plan indicating existing trees to remain and be removed.

Response; Existing trees on site have been removed with the now completed demolition permit. Existing Street trees will be inventoried and included in a tree removal plan. Proposed street trees shall be placed per ordinance at 25' interval into 6' wide x 12' long curbed plant beds within the R.O.W. pending IDOT coordination.

- A detailed, dimensioned, landscape or site plan was not included making verification of tree spacing, landscape areas, and other dimensions impossible.

Response; Street trees along Lincoln and Touhy Ave. will be placed at 25' interval spacing into 6' wide x 12' long concrete curbed (6" high) plant beds within the R.O.W. pending IDOT coordination.

- An irrigation plan was not provided. Irrigation Plans will be included as part of the final plan submittal and permit stage.

Response; All plant bed areas are intended to receive an automatic underground drip or spray irrigation system that will be planned and detailed as part of permit application.

6.13 Design Planning and Preservation Criteria

Item (1) Landscape Design and Selection of Plant Material

- Street Trees species for Touhy and Lincoln Avenues as proposed should be verified with the Village Arborist for local hardiness. Walled planters should provide special soils to an appropriate depth and provision of drains and irrigation systems for viability of trees not shown in the detailed drawings.

Response; Selection of species will be coordinated with Forester and staff.

- (4) Shrubs shall be used whenever possible: there appear to areas along the buildings, in landscape islands and parking lot edges needing softening and screening requiring shrubs. These should be shown in a detailed submittal.

Response; Agree.

- (5) Plants along long expanses of building walls: There are areas of the buildings (particularly buildings A, B, C) that appear to benefit from additional shrubs and other plantings. Clarification regarding visibility of roof top landscape would be useful to determine trade-offs with foundation plantings.





Response; Agreed with all above with exception of street front buildings B & C. that are closer to the Lincoln & Touhy corner point, Building's B & C are intended to have a more urban town center / street wall storefront and will be without foundation planting. The Hotel and the A buildings have a foundation shrub planting strip along the street facade as a transition strip to the blend with the parkways north and west.

Item (2) Existing trees with a six (6) inch caliper or greater shall be preserved on the property as determined by the Zoning Officer.

- It is assumed all trees on property are or will be removed, however this should be verified on a plan.

Response; Correct, all existing trees will be removed and replaced to conform to ordinance and spacing with the proposed streetscape.

- Status of trees in public right of way is unclear although it appears they will be removed and replaced.

Response; Correct, remove and replace at 25' spacing. Inventory of removals shall be provided as part of Final Plan and Permit issue.

Item (9) Tree preservation During Construction

- Appears no trees will be retained.

Response; Correct.

6.14 Minimum Landscape Requirements for Off-Street Parking

- (1) Perimeter Screening Required: There appears to be Correct. no parking lots along Touhy and Lincoln Avenues that will require screening
- (2) Interior Landscape Requirements: These requirements could be applied to the surface parking lot proposed for the Com Ed property. Particular attention should be paid to planting areas after 20 parking spaces.

Response; Agree to perimeter and interior landscape standards.

6.15 Minimum Landscape Requirements for Foundation Plantings

- See item 6.13 item (4), (5) above.

6.17 Miscellaneous Landscape Requirements

- (1) Parkway landscaping see item 6.14 above.
- (3) Irrigation water service, There was no Irrigation Plan observed in packet.

General Comments Regarding Site Design

Main Access Road Parking: on-street angle layout

- The overall parking layout as dimensioned appears tight. The 14.5 feet deep spaces and the drive aisle of 15 feet seem to compress the area. To accommodate larger vehicles overhanging of sidewalks will require setbacks from the curb to planters possibly narrowing pedestrian walkways. Concern the aisle width of 15.5 feet is too narrow for a vehicle to go around a stopped car in aisle, thereby shutting off access through the main drive.

Response; Revised plan dimensions compliance with parking stalls 9 feet wide and travel lanes 16 feet wide.





- The Play Area proposed is in the middle of the main access drive between the angle parking spaces (see above) may encourage random ped crossing of the drive adding additional activity and possible congestion. The design for cross-walks and play area containment should address pedestrian/vehicle conflicts in this important active area. Note: the play piece is a custom design and should be reviewed by the Village's Park and Recreation Department.

Response; Pedestrian crossings are provided to give safe, visible crossings to access the central promenade and fence enclosed play area. The play area is separated from vehicles by pedestrian walkways, planting beds and parkway trees (on all four sides) and fenced around the entire play area with an ornamental metal fence with two gates. Details on the play structure will be provided for Village in detail plans prior to permit.

Pedestrian Walkways

- The walk access from the Com Ed parking is along the south and north ends of the parking structure. The loading docks are centered on the west side of the building where pedestrians would expect additional access from the parking lot to the core of the development. Consideration should be given for pedestrian safety including call boxes, lighting especially of the dock area, and carriage walks along the east side of the access drive along the parking garage.

Response; Pedestrians will be provided with a walkways to connect south to Touhy Avenue or to the north end of the garage and avoid the loading dock area.

- Where sidewalks cross entries into building parking pedestrian access should dominate the design of the walks (i.e.no curb cut as shown) with appropriate warning systems (pavements, lights, signs) for pedestrians and vehicles provided.

Response; Pedestrian paving will be continuous where there are loading areas at building entries. Pedestrian tactile warning strips will be included.

- Pedestrian Linkages from parking to Buildings appear adequate since parking is included in most buildings.
- Attention should be paid to access routes for pedestrians walking between the Com Ed parking and building entries. Designated east-west walkways should be provided through the lot at reasonable intervals and clearly marked, wide enough to accommodate people with bikes, well lighted and associated with landscaped islands through the surface parking lot.

Response; There are seven pedestrian connector walk stems that will convey pedestrians to the Shoppes from the Com Ed parking.

Summary

General

Unfortunately the conceptual nature of the plan makes more detailed comments impossible.

Response; The petitioner welcomes the ordinance citations referenced and will provide further detail as appropriate in proper sequence with submittal of Final Plan and permit stages to demonstrate compliance.





Key Points

- Tree species, planter design and tree growth support systems, require revision and review and comments from the Village. An irrigation plan was not provided.

Response; Final Plan shall address specific planting details and include irrigation detail, layout and design.

- The walkways and pedestrian links to and through the Com Ed parking lot need to be improved.

Response; There are seven pedestrian connector walk stems that will connect pedestrians to the Shoppes from the Com Ed parking. The north/south collector walk will be shifted west to allow a landscape planting west of the loading driveway and allow easier access for Com Ed parking lot users.

- The main access roadway seems too narrow to accommodate traffic, angle parking, and play area while serving as the main access to the parking structure from Touhy Ave.

Response; Revised plan dimensions compliance with parking stalls 9 feet wide and travel lanes 16 feet wide.

- It is assumed all trees and landscape on site will be removed.

Response; all trees were removed as part of the demolition permit.

Site and pedestrian lighting is essential to provide safe pedestrian routes and to illuminate dark areas adjacent to the buildings. Site lighting plans were not found in the submittal.

Response; Site Lighting will illuminate pedestrian and vehicular areas and be included in a final plan submittal.

- The Com Ed right-of-way and bikeway connection should be pursued with Lincolnwood regarding bikeway access.

Response; The Village is in control of the bikeway. Bikeway corridor and overpass are shown for reference and are separate but will be coordinated with the Village.



ZONING

15 Attachment 1

Village of Lincolnwood

Table 4.01.1
Permitted and Special Uses in All Zoning Districts
[Amended 12-3-2009 by Ord. No. 2009-2867; 5-5-2011 by Ord. No. 2011-2948;
3-20-2012 by Ord. No. 2012-2993; 2-5-2013 by Ord. No. 2013-3038;
5-7-2013 by Ord. No. 2013-3051]

Procedure for determining permitted and special uses in each district: Below is a use table for all zoning districts. For a property located in an Overlay District additional restrictions and standards may apply.

Step 1) Check the Lincoln Avenue Overlay District (§ 8.2 of this Zoning Ordinance), See the Boundary Map § 8.02.

Step 2) If your property falls within the Lincoln Avenue Overlay District, see Table 4.01.1 below for permitted or special uses and § 8.03-8.08 for additional design standards.

Step 3) If your property does not fall within the designated Overlay Boundary, refer to Table 4.01.1 below for permitted and special uses in each district.

Use Category	Zoning Districts										
	Residential				Business			Office	Manufacturing/ Business	Public	Standard
	R-1	R-2	R-3	R-4	B-1	B-2	B-3 PD	O-1	M-B (Note 8)	P	
RESIDENTIAL											
Household living											
Single-family dwelling	P	P	P	P	—	—	—	—	—	—	
Duplex (sf semi-attached)	—	—	—	P	—	—	—	—	—	—	
Townhouse	—	—	—	P	Note 1	—	—	—	—	—	§ 4.0712
Multi-family dwelling	—	—	—	P	Note 1	—	P	—	—	—	§ 4.0712
Residential units, above 1st floor commercial	—	—	—	—	Note 3	—	P	—	—	—	§ 4.0712

LINCOLNWOOD CODE

Use Category	Zoning Districts										
	Residential				Business			Office	Manufacturing/ Business	Public	Standard
	R-1	R-2	R-3	R-4	B-1	B-2	B-3 PD	O-1	M-B (Note 8)	P	
Group living											
Assisted living facility (Note 4)	—	—	—	S	—	—	—	S	S	—	
Community residence	Note 7	Note 7	Note 7	Note 7	—	—	—	—	—	—	
Independent living facility or senior housing facility	—	—	—	—	—	—	—	—	S	—	
Nursing and personal care facility (Note 5)	—	—	—	S	—	—	—	S	S	—	
COMMERCIAL											
Adult use	—	—	—	—	—	—	—	—	S	—	
Animal services											
Animal grooming, pet sales and service	—	—	—	—	P	P	P	—	P	—	
Animal hospital/veterinarian's office	—	—	—	—	—	P	—	—	P	—	
Animal shelter/kennel	—	—	—	—	—	S	—	—	S	—	§ 4.07(11)
Artist studio or art gallery	—	—	—	—	P	P	P	—	P	—	
Construction sales and service											
Building material sales	—	—	—	—	—	P	—	—	P	—	
Dry cleaning services											
Dry cleaning, pickup (no on-premises cleaning facilities)					P	P	P	—	P	—	§ 4.07(9)
Dry cleaning plant (serving more than one retail outlet)	—	—	—	—	—	S	—	—	P	—	
Eating and drinking establishments											
Restaurant, <5,000 sf	—	—	—	—	P	P	P	—	S		§ 4.07(6)

ZONING

Use Category	Zoning Districts										
	Residential				Business			Office	Manufacturing/ Business	Public	Standard
	R-1	R-2	R-3	R-4	B-1	B-2	B-3 PD	O-1	M-B (Note 8)	P	
Restaurant, >/=5,000 sf	—	—	—	—	S	S	P	—	S	—	§ 4.07(6)
Pub, bar, lounge	—	—	—	—	S	S	P	—	S	—	§ 4.07(10)
Entertainment and recreation											
Billiard club	—	—	—	—	S	S	P	—	—	—	
Golf course, private	S	S	S	S	—	—	—	—	—	—	
Health club or recreation facility, private	—	—	—	—	S	P	P	S	S	—	
Entertainment venue	—	—	—	—	S	S	S	—	—	—	
Facility with drive-through	—	—	—	—	S	S	P	—	—	—	§ 4.07(8)
Financial services											
Bank, credit union, savings and loan	—	—	—	—	—	P	—	—	—	—	
Food and beverage retail sales											
Convenience store	—	—	—	—	P	P	P	—	—	—	
Grocery store, <30,000 sf	—	—	—	—	P	P	P	—	—	—	
Grocery store, >/=30,000 sf	—	—	—	—	S	S	P	—	—	—	
Liquor store, package goods	—	—	—	—	S	S	S	—	S	—	
Lodging											
Bed-and-breakfast (4 or less guest rooms)	—	—	—	—	S	S	P	—	—	—	
Hotel/motel	—	—	—	—	S	S	P	—	—	—	
Office (except as more specifically regulated)											
Office, general or professional	—	—	—	—	P	P	P	P	P	—	
Open-air parking lot	—	—	—	—	S	S	P	P	S	—	

LINCOLNWOOD CODE

Use Category	Zoning Districts										
	Residential				Business			Office	Manufacturing/ Business	Public	Standard
	R-1	R-2	R-3	R-4	B-1	B-2	B-3 PD	O-1	M-B (Note 8)	P	
Parking garage	—	—	—	—	S	S	P	P	S	—	
Personal service establishments											
General, <2,000 sf	—	—	—	—	P	P	P	—	—	—	
General, >= 2,000 sf	—	—	—	—	S	S	P	—	—	—	
Retail sales and service (except as more specifically regulated)											
<10,000 sf	—	—	—	—	P	P	P	—	P (§ 4.08(1))	—	
>=10,000 sf	—	—	—	—	S	S	P	—	P (§ 4.08(1))	—	
Greenhouse/nursery	S	S	S	S	—	—	—	—	S	—	
Services, consumer											
Car and light truck rental	—	—	—	—	—	S	—	—	P	—	
Car wash	—	—	—	—	—	—	—	—	P	—	
Catering (Note 6)	—	—	—	—	S	S	P	S	P	—	
Laundromat	—	—	—	—	—	P	—	—	P	—	
Vehicle sales and service											
Auto body and repair	—	—	—	—	—	S	—	—	P	—	
Auto service or gas station	—	—	—	—	—	S	—	—	P	—	
Auto/light truck sales and service	—	—	—	—	S	S	—	—	P	—	
Vehicle storage and towing	—	—	—	—	—	—	—	—	P	—	
Industry and manufacturing											
Research laboratory	—	—	—	—	—	S	—	S	S	—	
Support laboratory	—	—	—	—	—	S	—	S	S	—	
Manufacturing, light	—	—	—	—	—	—	—	P	P	—	

ZONING

Use Category	Zoning Districts										
	Residential				Business			Office	Manufacturing/ Business	Public	Standard
	R-1	R-2	R-3	R-4	B-1	B-2	B-3 PD	O-1	M-B (Note 8)	P	
Manufacturing, medium	—	—	—	—	—	—	—	—	P	—	
Wholesale establishment	—	—	—	—	—	—	—	S	P	—	
Warehouse, storage, and freight											
Freight terminal, truck, rail, intermodal, distribution centers	—	—	—	—	—	—	—	—	S	—	
Outdoor storage	—	—	—	—	—	—	—	—	S	—	§ 4.07(7)
Warehouse	—	—	—	—	—	—	—	S	P	—	
MISCELLANEOUS/INSTITUTIONAL											
Child or adult care facilities											
Child/elderly development center	—	—	—	—	P	P	P	P	—	—	
Day-care nursery	S	S	S	S	—	—	—	—	—	—	
Elderly day-care home	S	S	S	S	—	—	—	—	—	—	
Community facilities											
Community center	S	S	S	S	—	—	—	—	—	P	
Library	P	P	P	P	P	P	P	—	—	—	
Lodge, fraternal and civic assembly	—	—	—	—	—	S	—	—	—	—	
Municipal facility	P	P	P	P	P	P	P	P	P	—	
Parks and playground	P	P	P	P	P	P	P	P	P	P	§ 4.09
Postal services	—	—	—	—	S	S	P	P	P	—	
Educational facility											
College and university	—	—	—	—	—	—	—	S	S	—	
School, K-12	P	P	P	P	—	—	—	—	—	—	
Trade, music or dance school, for-profit	—	—	—	—	P	P	P	S	S	—	

LINCOLNWOOD CODE

Use Category	Zoning Districts										
	Residential				Business			Office	Manufacturing/ Business	Public	Standard
	R-1	R-2	R-3	R-4	B-1	B-2	B-3 PD	O-1	M-B (Note 8)	P	
Health services											
Hospital	—	—	—	S	—	S	—	S	—	—	
Massage therapy	—	—	—	—	S	S	P	—	—	—	
Medical clinic	—	—	—	—	—	S	—	P	P	—	
Office, medical, outpatient only	—	—	—	—	P	P	P	P	P	—	
Planned development	S	S	S	S	S	S	P	S	S	—	
Religious use											
Cemetery	S	S	S	S	—	—	—	—	—	—	
Religious institution, on a lot less than 1/2 acre	S	S	S	S	—	P	—	—	—	—	
Religious institution, on a lot 1/2 acre or greater	P	P	P	P	—	P	—	—	—	—	
Utilities	S	S	S	S	S	S	P	S	S	S	

Note 1: Ground floor residential uses (multi-family or townhomes) are only permitted within the Business/Residential Transition Area of the Lincoln Avenue Overlay District. See Section 8.06 Additional Standards for the Business/Residential Transition Area of the Overlay District.

Note 2: Restrictions on commercial uses within the Business/Residential Transition Area may apply (See Section 4.07(2) and 8.06 of the Lincoln Avenue Overlay District for additional standards).

Note 3: Upper floor residential uses are only permitted within the Lincoln-Pratt-Crawford hub, Devon-Lincoln hub and the Business/Residential Transition Area of the Lincoln Avenue Overlay District. See Section 8.13 and Section 8.14 of the Overlay District.

Note 4: An Assisted Living Facility use cannot be established on a lot not less than 100 feet in width and one acre in area.

Note 5: A Nursing and Personal Care Facility use cannot be established on a lot of less than five acres in area.

Note 6: A Catering business or activity may hold on-premise “open house” or special event tasting which do not exceed 12 per year. If such “open house” or special event tasting (or any other activity of the Caterer, Catering Establishment or Catering Service) involve the serving of alcoholic beverages, the business or activity must be licensed by the Village as an alcoholic liquor retailer and must comply with all state statutes, state regulations, Village Ordinances and regulations, and the rules and regulations established by the Local Liquor Control Commissioner governing the dispensation of alcoholic beverages.

Note 7: Community Residences are allowed in all Residential Zoning Districts only in compliance with, and pursuant to, the reasonable accommodation provisions and procedures set forth in Section 4.06(3) of this Zoning Ordinance.

Note 8: For properties located within the MBROZ Overlay Zone, uses shall be permitted, restricted, or prohibited as provided in this Table 4.01.1 for the B-2 Zoning District; provided, however, that in the event of a conflict between the regulations set forth in this Table 4.01.1 for the B-2 Zoning District and for the M-B Zoning District, the less restrictive regulation shall control.

**RETAIL MARKET FEASIBILITY ANALYSIS
THE SHOPPES AT LINCOLN POINTE
PROPOSED RETAIL LIFESTYLE
DEVELOPMENT**

**FORMER PURPLE HOTEL PROPERTY
NWC OF LINCOLN AND TOUHY AVENUES
LINCOLNWOOD, ILLINOIS**

Prepared For:

**NORTH CAPITAL GROUP
SKOKIE, ILLINOIS
DECEMBER, 2013**



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SECTION I
ASSIGNMENT

Our assignment has been to undertake a *Retail Market Feasibility Study* of the former Purple Hotel Property at the northwest corner of Touhy and Lincoln avenues in the Village of Lincolnwood, Illinois to determine the market feasibility of The Shoppes at Lincoln Pointe on the Subject Property. This study includes the type of retail development that the market will successfully support, the types of retailers best suited for the development, the types of stores that can be supported; specific retailers for which there is a market, probable square footages required; parking requirements, development timing, and market rental rates. *Figure 1.A* presents the Chicago Metropolitan Area Map which depicts the location of the Subject Property. *Figure 1.B* presents the proposed site plan depicting the overall layout, store sizes, placement and ingress and egress.

STUDY OBJECTIVES

The specific study objectives were as follows:

Retail market feasibility requires an analysis of the strength of the present and future market and a determination of the types of retail space that the market will support. The steps were as follows:

■ **The Geographic Structure of the Market**

Every market has its own characteristics that, if correctly identified, can assist in optimizing market potential. Factors affecting market structure include: age and size of the community, road and expressway patterns, topography, any physical and psychological barriers, demographic structure, resident's age and household income, employment concentrations, existing and proposed competitive facilities, shopping habits and patterns, and other factors. We have evaluated the market structure and identified the importance of these factors to the Subject Site.

■ **Accessibility**

Both Touhy and Lincoln avenues are both major traffic thoroughfares through the northern portion of the Chicago Area. The Eden's Expressway (Interstate 94) is a major part of the Chicagoland expressway system and traverses the area from south to north. The Eden's Expressway is located immediately to the west of the Subject Site. We have evaluated existing traffic count data and traffic flow on the Eden's Expressway near Touhy Avenue, as well as on both Touhy and Lincoln avenues. Finally, we have reviewed the site plan and the planned ingress/egress to the Subject Site.

■ **Present and Future - Demographics**

We ran several demographic computer service reports to analyze what their demographers see as present and future demographics of Lincolnwood and surrounding communities. Demographic projections for the area were prepared for 2013, 2018, and 2023. We analyzed projected builders plans, improving residential trends, household growth, and persons per households, age structure, directional growth patterns, employment, and other pertinent data.

FIGURE I.A

AREA MAP

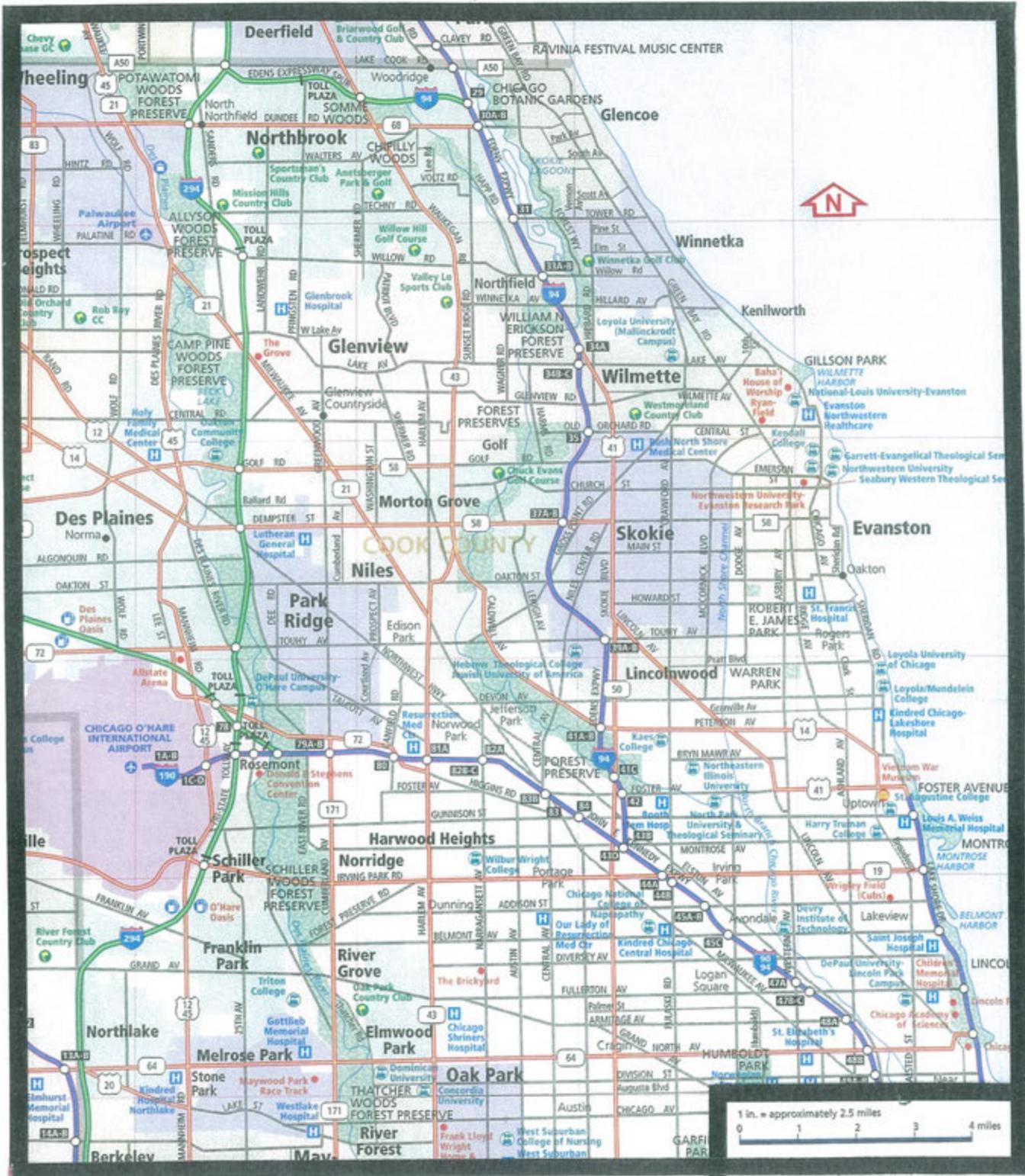


FIGURE I.B



■ **Household Income**

Household income serves as the basis for consumer expenditures. Therefore, we evaluated both average household income and forecast household income for 2013, 2018, and 2023. Again, this served as a basis for forecasting personal consumption expenditures by major retail categories.

■ **Existing and Proposed Competition**

We updated our inventory of existing major competitive facilities in and around the Lincolnwood area. We also assembled data on any proposed competitive developments. We are aware that the Recession has delayed and eliminated many of the previously proposed shopping centers and major big boxes. We reviewed their current status and likely development. The retail inventory includes: name of the development, location, size, type, access, general performance, and degree of potential competitiveness.

■ **Retail Sales**

We have been tracking annually retail sales throughout the Metropolitan Area since 1985. This includes Chicago and metropolitan suburban communities. Our most recent published Retail Sales Report was for the first half of 2013. We also analyzed the changes that have been taking place in Lincolnwood and nearby suburbs by major retail categories from 2004 through 2012. The data comes from Sales Tax Receipts by Kind of Business (KOB) published electronically by the Illinois Department of Revenue for all incorporated communities in the State of Illinois. The major retail categories include: General Merchandise Stores, Food Stores, Eating & Drinking Places, Apparel & Accessory Stores, Furniture & Electronics Stores, Home Improvement Stores, Automotive Dealers & Gasoline Stations, and Drugs & Miscellaneous Retail Stores. These data were critical to our analysis.

■ **Existing Shopping Habits and Patterns**

Our firm has been tracking shopping patterns in the Chicagoland Area for over 40 years. We are aware of the changes caused by the most recent recession especially in the dark days of 2009 and 2010, and we have forecast change over the next 10 years.

■ **Trade Area Delineation**

We delineated the Trade Area of the planned development. The trade area was determined by evaluating current and future market attractions, household income, competitive changes, accessibility, road patterns, socio-economic levels, employment, mobility, physical and psychological barriers, and numerous other factors. The trade area was sub-divided into Primary and Secondary parts based upon the extent of the shopping complex's potential attraction. Primary Trade Area includes those market segments which can expect to provide the most frequent shoppers to the Subject Site, while the Secondary Trade Area segments provide less frequent visitors. The attraction of major restaurants was also considered in the delineation of the trade area.

■ **Retail Expenditures and Future Trends**

Retail expenditures were computed for individual retail categories and forecast for the projection years. We analyzed the changes which have taken place in retail sales and

expenditures for Lincolnwood and nearby suburban communities over the past 10 years and forecast what is likely over the next 10 years. This includes changes in total retail sales and major retail categories; this was computed on a per capita basis. Next, we forecast the likely future retail potential for the proposed commercial development for 2013, 2018, and 2023. These computations served as a basis for estimating potential sales at the Subject Site.

■ **Retail and Restaurant Sales Projections**

Based upon the analysis, we forecast sales by retail categories and determined the extent that a market exists for 2013, 2018, and 2023. In order to accomplish this, we reviewed retail sales before and after the Recession in past years to assess how long it will take to return to normal retail sales growth.

■ **Recommended Sizes**

Based upon the analysis and our experience in commercial development and shopping center analysis, we prepared recommendations regarding the size of the commercial complex that can be developed on the Subject Site.

■ **Retail and Restaurant Types**

We recommended specific types of retailers and restaurants. Where possible, we recommended specific retailers and restaurants that are best suited to meet the market demand.

■ **Rental Rates**

We prepared recommendations regarding a range of rental rates that are achievable by type of retailers and restaurants.

ASSUMPTIONS

The project was carried out under the following assumptions:

1. No major shopping centers other than those identified in this report will be constructed within the market area. Any such development would require a reassessment of the conclusions and recommendations contained herein.
2. The economy of the United States will not experience another major recession or any significant adjustment in consumer spending objectives or attitude.
3. The United States will not expand the current war in Afghanistan or the war on terrorism resulting in escalating military operations overseas. Furthermore, the United States will not experience any major catastrophe or terrorist act that would interrupt shopping, driving patterns, mail delivery, or spending patterns.
4. A considerable amount of data has been gathered, sorted, and analyzed. Much of the data has come from agencies of federal, state, county and Village of Lincolnwood. Additionally, secondary sources have been utilized, where pertinent. Where possible, our staff has examined the information for its validity and authenticity. Since we have no way of

controlling the development of these data sources, we take no responsibility for any inaccuracy. We have instituted standard statistical techniques involving both subjective and objective judgements in order to substantiate the validity of as much of the data as possible.

5. We certify that we have no present or prospective interest in the property in Lincolnwood that is the subject of this report and we have no personal interest or bias with respect to the parties involved. Our compensation is not contingent upon any action or event resulting from this analysis, opinions, or conclusions, in or use of this report.

SECTION II

EXECUTIVE SUMMARY

The conclusions and recommendations developed during the course of this study are presented throughout the report. For your convenience, we have provided this Executive Summary discussing our findings, conclusions, and recommendations.

GENERAL FINDINGS**The Subject Site**

The Subject Site is located on the northwest corner of Touhy and Lincoln avenues in Lincolnwood, Illinois, a north suburb of Chicago in Cook County, Illinois. The proposed new mixed-use development enjoys immediate accessibility to the Edens Expressway located less than one quarter mile to the west. The site was previously occupied by the Purple Hotel.

The North Capital Group has proposed a mixed-use redevelopment of the site with retail, restaurants, office, residential, and hotel uses. The project envisions 85,049 square feet of retail space, 52,753 square feet of restaurant space, 28,933 of grocery store space, 21,984 square foot health club, 28,446 square feet of office space, and 100 residential units on six levels, and 210 hotel rooms also on six levels. The project would provide 157 street level parking spaces, 276 spaces in the utility corridor and 879 spaces in a parking garage for a total of 1,312 parking spaces.

Accessibility

The Subject Site is located on the northwest corner of Touhy and Lincoln avenues in Lincolnwood, Illinois in Cook County, approximately one quarter mile east of the Edens Expressway (Interstate 94). The Edens Expressway extends through much of the northern portions of the Chicago area from its commencement at the John F. Kennedy Expressway (Interstate 90) on the north side of the city. The Kennedy Expressway junctions with most area expressways including the north-south Dan Ryan Expressway Interstate 94 and 90, the east-west Eisenhower Expressway Interstate 88, and the northeast-southwest Stephenson Expressway (Interstate 55).. Interstate 94 (the Edens Expressway) extends northward as Interstate 294 to Milwaukee and Madison, Wisconsin and on to Minneapolis, Minnesota and Canada beyond.

In the immediate vicinity of the planned Shoppes at Lincoln Pointe:

- **Touhy Avenue** is a major east-west traffic artery extending from Lake Michigan on the east to Illinois Route 83 on the west. In the vicinity of the Subject Site, Touhy Avenue is a five-lane arterial with a posted speed limit of 30 mph. There are two major signalized ingress/egress points to the Subject Site from Touhy Avenue.
- **Lincoln Avenue** (U.S. Route 41) is a northwest-southeast arterial roadway that provides two lanes in each direction divided by a raised median in the vicinity of the site. At its signalized intersection with Touhy Avenue, Lincoln Avenue provides an exclusive left-turn lane, a

combined through/left-turn lane and a through lane on the northwest bound approach. The southeast bound approach provides an exclusive left turn lane, a through lane and a combined through/right-turn lane. At its unsignalized intersection with Chase Avenue, Lincoln Avenue provides an exclusive left-turn lane on the southeast bound approach.

Visibility

The site at the northwest corner of Touhy and Lincoln avenues offers excellent visibility. Monument signage at the major access points would allow for excellent visibility and exposure. The Subject Site is configured with a layout to provide good visibility for retail, restaurants, and other commercial uses.

CHICAGOLAND RETAIL VACANCY

The vacancy rate rose to 8.9 percent in the third quarter of 2013, up from 8.8 percent in the second quarter and 8.7 percent a year earlier, according to CBRE Inc. The current retail vacancy rate is estimated at 8.9 percent. Retail vacancy in the Chicago area rose after falling for 10 straight quarters since the second quarter of 2008 — 8.65 percent — just before the financial markets and economy collapsed. The U.S. economy has improved since the Great Recession but continues to show weakness despite incremental improvement in the housing markets, job growth, unemployment, and financing environment. The Chicago region continues to outperform many of the major metropolitan areas in the United States. The closure of all the Dominick's stores in the Chicago Area in December will undoubtedly raise vacancy rates however, numerous grocers are interested in the best performing locations.

CHICAGOLAND RENTAL RATES

The rental rate environment has improved significantly in recent years. According to CBRE, net asking lease rates for all centers increased to \$17.07 per square foot in the first quarter of 2013 versus \$16.65 in the fourth quarter of 2012. In contrast, in the Third Quarter of 2013 net asking lease rates dropped slightly to \$16.97. The overall trend in asking lease rates is up slightly from a year ago. Rental rates at the "A" upscale locations continue to improve while "B" and "C" locations have struggled with small shop vacancy.

The Shoppes at Lincoln Pointe Anticipated Rental Rates

The Subject Site is in a unique class of developments. It is a Multi-level Mixed Use Hybrid Urban Lifestyle Specialty Center with is patterned after Easton Towne Center in Columbus, Ohio. We are at a period in mall development when few are available, and yet specialty tenants are seeking upscale locations. The Shoppes at Lincoln Pointe will provide such a location. In our opinion the market will support net lease rates of from a low of \$25.00 to a high exceeding \$50.00 per square foot. The anchor restaurants net lease rates will amount to approximately \$25 to \$30 per square foot. The fast casual restaurants will support net lease rates of between \$30 and \$35 per square foot. The miscellaneous retail space and food specialty category can support asking net rental rates of \$30 to over \$50 per square foot. Numerous specialty retailers who previously added stores in malls have been frustrated with the lack of upscale opportunities. The Shoppes at Lincoln Pointe will provided such an opportunity.

CHICAGOLAND RETAIL SALES

Retail sales in the Chicago Metropolitan Area in 2012 increased in all counties. The table presents the component counties of the Chicago Metro Area and their individual changes in 2009, 2010, 2011 and 2012 along with retail sales changes between 2011 and 2012. The City of Chicago generated total retail sales of over \$24.0 billion, an increase of approximately \$1.3 billion over 2011, or 5.61%. Cook County, without the City of Chicago, generated retail sales of approximately \$36.6 billion; an increase of \$1.5 billion or 4.42%. **Table 2.1** presents the Chicago Metro Area Retail Sales by county from 2009 to 2012.

Table 2.1

**Retail Sales by County
Chicago Metropolitan Area
2009-2012**

Civil Subdivision	2009	2010	2011	2012	Sales Difference	Percent Change
Chicago	\$20,621,237,756	\$21,703,552,494	\$23,010,139,657	\$24,300,868,836	\$1,290,729,179	5.61%
Cook Co. (less Chicago)	\$32,765,677,421	\$33,859,039,591	\$35,091,924,200	\$36,643,734,389	\$1,551,810,189	4.42%
DuPage County	\$15,185,257,101	\$15,883,937,691	\$16,594,307,868	\$17,140,153,184	\$545,845,316	3.29%
Kane County	\$5,170,633,716	\$5,456,780,112	\$5,703,578,015	\$5,854,871,965	\$151,293,950	2.65%
Lake County	\$9,470,594,524	\$9,693,396,696	\$10,322,179,447	\$10,710,795,139	\$388,615,692	3.76%
McHenry County	\$3,101,780,952	\$3,159,783,774	\$3,335,400,914	\$3,401,758,885	\$66,357,971	1.99%
Will County	\$6,585,491,084	\$6,901,702,850	\$7,486,363,688	\$7,720,526,414	\$234,162,726	3.13%
Totals	\$92,885,554,174	\$96,658,195,218	\$101,543,893,789	\$105,772,708,812	\$4,228,815,023	4.16%

Table 2.2 depicts retail sales based upon Illinois Sales Tax Receipts by major retail category for 2004 through 2012. The table examines retail sales in Lincolnwood and surrounding communities. The table shows the changing nature of retailing, especially when examining the changes by retail category. The battle between department stores and big box general merchandise retailers has been fierce.

The **Village of Lincolnwood** recorded sales of nearly \$483 million in 2012 up from \$431 million in 2009. Nearly 50 percent of the retail sales in Lincolnwood are concentrated in the *Automotive & Filling Stations* category with sales of \$283 million. The sales are primarily the result of Automobile Dealerships. However, this category was impacted by the recession with sales declining from a high of \$275 million in 2006.

The balance of Lincolnwood retail sales were principally concentrated in Lincolnwood Town Center and its vicinity. Food store sales amounted to approximately \$40 million in 2012. The *Drugs & Miscellaneous* category generated sales of \$47 million in 2012 while the *Eating & Drinking* category recorded sales of \$43 million. The Eating & Drinking category has maintained fairly consistent sales ranging from \$37 million to \$43 million between 2004 and 2012. Lincolnwood Town Center assisted in generating strong sales in the *Drugs & Miscellaneous Retail Stores* category which contains specialty retail stores usually found in malls. The sales in this category rose from \$41million in 2004 to \$47 million in 2012. The *General Merchandise*

TABLE 2.2

SELECTED MUNICIPALITIES RETAIL SALES BY RETAIL CATEGORY
2004-2012

	2012	2011	2010	2009	2008	2007	2006	2005	2004
Lincolnwood									
General Merchandise	\$40,917,206	\$41,593,294	\$34,901,341	\$35,763,549	\$38,734,312	\$44,852,607	\$40,738,361	\$41,727,757	\$41,160,672
Food	\$39,209,693	\$38,882,760	\$34,028,974	\$33,965,444	\$35,289,569	\$32,821,966	\$32,280,346	\$32,818,659	\$33,290,470
Drinking and Eating Places	\$43,300,294	\$38,824,306	\$37,502,592	\$38,051,807	\$42,011,318	\$40,819,815	\$40,474,677	\$42,901,188	\$39,630,217
Apparel	\$22,270,327	\$23,230,236	\$24,426,467	\$24,275,847	\$27,482,375	\$32,082,785	\$32,871,588	\$33,872,114	\$33,578,766
Furniture & H.H. & Radio	\$7,654,812	\$6,741,419	\$7,459,472	\$7,630,230	\$9,240,304	\$10,083,147	\$9,585,242	\$10,271,054	\$11,990,641
Lumber, Bldg. Hardware	\$20,896,782	\$21,352,949	\$22,872,491	\$23,473,024	\$27,689,933	\$32,121,474	\$37,271,600	\$35,417,976	\$39,114,957
Automotive & Filling Stations	\$238,510,327	\$238,422,011	\$208,007,810	\$182,449,410	\$220,150,928	\$253,023,083	\$275,493,587	\$234,527,792	\$222,622,571
Drugs & Misc. Retail	\$47,186,417	\$40,777,799	\$34,874,308	\$35,075,607	\$37,587,709	\$41,342,420	\$41,578,946	\$40,316,134	\$41,179,132
Agriculture & All Others	\$22,795,938	\$23,814,559	\$36,796,326	\$36,983,876	\$42,814,859	\$43,315,469	\$42,129,710	\$42,822,852	\$40,997,514
Manufacturers	\$0	\$0	\$16,642,098	\$14,210,655	\$16,144,372	\$13,277,579	\$11,334,313	\$10,708,634	\$7,345,808
Total	\$482,741,796	\$473,639,333	\$457,511,879	\$431,879,449	\$497,086,679	\$543,740,345	\$563,758,370	\$525,384,160	\$510,910,748
Chicago									
General Merchandise	\$1,925,229,426	\$1,743,540,113	\$1,653,606,551	\$1,597,349,388	\$1,637,158,723	\$1,737,342,930	\$1,768,384,093	\$1,460,828,568	\$1,526,040,738
Food	\$3,766,316,219	\$3,651,741,845	\$3,558,472,659	\$3,587,739,407	\$3,669,552,593	\$3,491,838,983	\$3,287,911,755	\$3,208,556,132	\$3,114,109,729
Drinking and Eating Places	\$5,829,251,342	\$5,462,807,555	\$5,043,233,365	\$4,745,136,134	\$5,014,751,787	\$4,936,371,275	\$4,716,596,696	\$4,323,613,101	\$3,996,378,660
Apparel	\$1,672,902,595	\$1,650,475,941	\$1,549,171,934	\$1,402,639,601	\$1,539,229,994	\$1,597,717,642	\$1,457,651,059	\$1,425,097,363	\$1,344,316,827
Furniture & H.H. & Radio	\$996,531,491	\$991,173,497	\$863,086,819	\$815,540,023	\$961,617,632	\$1,023,618,756	\$1,022,642,856	\$981,674,099	\$913,392,693
Lumber, Bldg. Hardware	\$775,999,565	\$738,310,541	\$748,288,923	\$733,927,480	\$817,406,629	\$927,554,254	\$965,673,293	\$925,015,580	\$870,024,984
Automotive & Filling Stations	\$2,839,297,523	\$2,571,170,389	\$2,362,550,357	\$1,983,067,211	\$2,291,746,662	\$2,697,647,405	\$2,778,451,261	\$2,470,036,864	\$2,329,568,359
Drugs & Misc. Retail	\$4,066,684,504	\$3,716,459,404	\$3,448,011,111	\$3,591,181,909	\$3,698,540,212	\$3,836,263,401	\$3,609,022,123	\$3,339,331,356	\$3,194,793,997
Agriculture & All Others	\$2,009,762,477	\$2,084,228,590	\$2,106,743,013	\$1,779,630,748	\$2,248,472,613	\$2,244,395,349	\$2,330,790,111	\$2,163,426,890	\$2,196,672,825
Manufacturers	\$420,875,840	\$392,917,241	\$355,860,071	\$369,907,475	\$326,069,825	\$448,412,567	\$483,296,850	\$480,472,539	\$450,414,363
Total	\$24,302,850,982	\$23,002,825,116	\$21,689,024,803	\$20,606,119,376	\$22,204,546,670	\$22,941,162,562	\$22,420,420,097	\$20,778,052,492	\$19,935,713,175
Evanston									
General Merchandise	\$146,123,955	\$124,445,274	\$132,421,835	\$130,874,087	\$135,782,444	\$135,972,779	\$135,361,076	\$67,318,765	\$65,819,762
Food	\$216,619,229	\$208,327,580	\$203,435,550	\$202,803,915	\$212,676,316	\$209,123,723	\$198,509,356	\$112,019,031	\$107,150,988
Drinking and Eating Places	\$129,522,660	\$123,939,207	\$123,724,281	\$111,253,735	\$114,269,380	\$114,023,558	\$109,537,116	\$103,906,931	\$87,688,179
Apparel	\$23,564,099	\$42,088,279	\$25,991,843	\$24,615,187	\$24,097,969	\$23,087,537	\$21,539,197	\$18,550,651	\$15,116,882
Furniture & H.H. & Radio	\$31,349,071	\$33,491,486	\$39,439,167	\$35,077,681	\$40,498,064	\$46,975,730	\$47,126,358	\$328,407,327	\$305,017,080
Lumber, Bldg. Hardware	\$57,485,923	\$54,976,619	\$53,673,397	\$51,726,311	\$64,147,926	\$69,618,264	\$75,276,202	\$53,566,691	\$49,901,426
Automotive & Filling Stations	\$112,156,508	\$110,439,031	\$105,872,916	\$101,214,490	\$120,760,331	\$117,178,049	\$106,814,087	\$364,758,018	\$355,847,247
Drugs & Misc. Retail	\$144,517,848	\$140,323,435	\$129,620,208	\$152,999,853	\$151,585,065	\$160,839,632	\$153,384,481	\$116,645,302	\$113,336,406
Agriculture & All Others	\$29,710,292	\$44,329,314	\$57,724,420	\$30,051,269	\$33,287,522	\$33,593,638	\$32,409,878	\$60,905,413	\$57,855,069
Manufacturers	\$11,592,897	\$11,354,966	\$9,829,465	\$9,689,177	\$9,230,840	\$10,759,222	\$6,504,900	\$6,437,645	\$5,497,547
Total	\$902,642,482	\$893,735,191	\$881,733,082	\$850,305,705	\$906,335,857	\$921,172,132	\$886,462,651	\$1,232,515,774	\$1,163,230,586

TABLE 2.2

SELECTED MUNICIPALITIES RETAIL SALES BY RETAIL CATEGORY
2004-2012

	2012	2011	2010	2009	2008	2007	2006	2005	2004
Glenview									
General Merchandise	\$89,404,697	\$86,703,579	\$82,052,784	\$73,677,138	\$79,802,128	\$83,548,675	\$75,643,907	\$67,318,765	\$65,819,762
Food	\$108,333,387	\$108,510,290	\$106,281,353	\$111,145,295	\$118,991,957	\$112,517,781	\$114,528,771	\$112,019,031	\$107,150,988
Drinking and Eating Places	\$116,659,944	\$111,711,296	\$104,309,044	\$103,632,449	\$108,786,675	\$111,415,121	\$105,729,439	\$103,906,931	\$87,688,179
Apparel	\$16,749,117	\$16,292,234	\$17,761,246	\$19,916,745	\$17,713,110	\$18,500,086	\$19,015,705	\$18,550,651	\$15,116,882
Furniture & H.H. & Radio	\$333,673,558	\$316,212,342	\$315,835,557	\$309,080,551	\$360,139,188	\$394,204,088	\$386,639,833	\$328,407,327	\$305,017,080
Lumber, Bldg. Hardware	\$38,004,668	\$34,964,159	\$33,324,208	\$33,018,620	\$42,424,003	\$53,166,685	\$33,190,879	\$53,566,691	\$49,901,426
Automotive & Filling Stations	\$413,314,334	\$381,106,405	\$365,105,017	\$344,412,022	\$368,357,948	\$370,240,755	\$373,050,166	\$364,758,018	\$355,847,247
Drugs & Misc. Retail	\$110,462,720	\$144,549,608	\$135,085,313	\$127,499,918	\$132,545,811	\$142,954,002	\$132,271,266	\$116,645,302	\$113,336,406
Agriculture & All Others	\$78,661,925	\$72,939,162	\$68,791,052	\$64,167,439	\$67,712,352	\$66,422,311	\$61,660,093	\$60,905,413	\$57,855,069
Manufacturers	\$3,857,478	\$6,225,420	\$5,089,767	\$7,813,169	\$15,335,828	\$7,103,328	\$7,417,093	\$6,437,645	\$5,497,547
Total	\$1,309,121,828	\$1,279,214,495	\$1,233,635,341	\$1,194,363,346	\$1,311,809,000	\$1,360,073,032	\$1,329,147,152	\$1,232,515,774	\$1,163,230,586
Niles									
General Merchandise	\$317,735,471	\$291,957,100	\$312,919,715	\$309,676,753	\$308,612,175	\$305,512,721	\$265,934,011	\$235,483,697	\$248,633,484
Food	\$211,695,536	\$186,070,923	\$187,431,606	\$203,002,720	\$179,836,551	\$165,185,310	\$178,415,656	\$182,056,785	\$182,537,913
Drinking and Eating Places	\$91,044,756	\$84,253,365	\$79,391,725	\$75,538,782	\$81,265,403	\$81,168,415	\$75,737,738	\$76,594,302	\$73,714,380
Apparel	\$35,426,961	\$59,576,869	\$15,429,100	\$16,495,987	\$18,915,300	\$20,739,742	\$20,443,590	\$20,411,124	\$20,117,816
Furniture & H.H. & Radio	\$65,771,317	\$63,135,985	\$66,275,524	\$61,658,560	\$77,227,467	\$94,177,106	\$96,927,067	\$94,377,644	\$84,895,671
Lumber, Bldg. Hardware	\$77,880,762	\$81,924,396	\$81,737,209	\$78,665,027	\$94,600,625	\$107,280,222	\$115,111,048	\$110,931,084	\$111,343,297
Automotive & Filling Stations	\$287,318,989	\$270,348,374	\$265,320,286	\$224,728,226	\$236,068,209	\$238,782,286	\$246,950,538	\$210,676,182	\$177,733,838
Drugs & Misc. Retail	\$243,253,098	\$229,684,996	\$208,263,997	\$199,130,820	\$216,864,062	\$238,449,275	\$236,561,588	\$223,534,858	\$207,182,990
Agriculture & All Others	\$112,362,027	\$105,244,669	\$105,268,949	\$90,986,727	\$104,901,115	\$107,296,882	\$103,237,499	\$97,342,686	\$92,462,223
Manufacturers	\$6,515,451	\$8,642,460	\$8,887,184	\$8,560,139	\$8,629,458	\$10,293,421	\$13,259,350	\$16,232,695	\$20,052,306
Total	\$1,449,004,368	\$1,380,859,137	\$1,330,925,295	\$1,268,443,741	\$1,326,920,365	\$1,368,885,380	\$1,352,578,085	\$1,267,641,057	\$1,218,673,918
Northbrook									
General Merchandise	\$132,797,371	\$130,116,798	\$127,505,674	\$122,996,617	\$145,003,254	\$159,375,780	\$166,665,536	\$135,835,445	\$155,279,320
Food	\$141,588,382	\$132,404,428	\$123,173,430	\$118,711,164	\$121,225,683	\$92,819,585	\$69,519,773	\$67,876,801	\$66,058,355
Drinking and Eating Places	\$87,834,847	\$86,073,008	\$83,812,841	\$75,299,954	\$76,877,585	\$75,480,760	\$70,218,330	\$62,596,623	\$61,205,894
Apparel	\$107,328,150	\$99,128,831	\$95,307,350	\$90,229,269	\$102,199,133	\$101,450,581	\$91,695,333	\$83,968,085	\$79,840,234
Furniture & H.H. & Radio	\$88,324,445	\$84,913,884	\$84,858,917	\$84,625,076	\$96,946,913	\$99,038,522	\$81,352,599	\$72,732,825	\$69,263,453
Lumber, Bldg. Hardware	\$31,746,446	\$31,654,807	\$29,850,897	\$30,818,394	\$36,637,811	\$26,805,281	\$14,196,128	\$15,014,372	\$13,952,331
Automotive & Filling Stations	\$111,417,818	\$114,086,729	\$114,658,667	\$100,259,313	\$115,816,360	\$126,351,322	\$127,110,516	\$127,787,822	\$110,626,272
Drugs & Misc. Retail	\$142,142,056	\$120,323,833	\$92,841,116	\$96,909,910	\$104,417,356	\$95,285,790	\$84,706,819	\$78,353,136	\$82,748,022
Agriculture & All Others	\$80,460,920	\$77,196,876	\$75,457,704	\$76,404,953	\$100,518,729	\$107,580,032	\$103,076,566	\$106,749,444	\$96,673,819
Manufacturers	\$12,544,840	\$14,519,476	\$10,876,886	\$8,946,446	\$11,207,334	\$15,380,956	\$13,234,712	\$14,834,796	\$13,550,982
Total	\$936,342,385	\$890,571,669	\$839,015,310	\$805,201,096	\$912,476,873	\$899,588,609	\$821,776,312	\$765,749,349	\$749,198,682

TABLE 2.2

SELECTED MUNICIPALITIES RETAIL SALES BY RETAIL CATEGORY
2004-2012

	2012	2011	2010	2009	2008	2007	2006	2005	2004
Park Ridge									
General Merchandise	\$0	\$0	\$0	\$0	\$0	\$0	\$208,737	\$156,418	\$240,332
Food	\$98,362,056	\$97,667,322	\$94,498,606	\$93,554,611	\$98,141,989	\$93,883,967	\$81,296,020	\$77,967,522	\$76,943,835
Drinking and Eating Places	\$38,212,934	\$35,335,534	\$33,633,196	\$29,344,581	\$29,933,678	\$28,412,454	\$27,873,627	\$27,619,481	\$28,107,735
Apparel	\$12,315,420	\$11,243,526	\$10,475,635	\$10,029,843	\$10,662,865	\$11,767,300	\$9,844,839	\$10,074,317	\$10,329,271
Furniture & H.H. & Radio	\$2,875,511	\$2,558,127	\$2,789,167	\$2,662,330	\$4,377,988	\$4,590,600	\$2,951,634	\$2,663,128	\$1,822,608
Lumber, Bldg. Hardware	\$4,796,799	\$4,548,714	\$4,513,375	\$4,073,364	\$5,164,142	\$5,704,601	\$5,601,310	\$6,471,849	\$6,561,596
Automotive & Filling Stations	\$114,013,437	\$107,151,915	\$96,273,893	\$93,960,924	\$124,034,637	\$147,401,658	\$152,250,119	\$140,118,069	\$142,015,494
Drugs & Misc. Retail	\$57,916,138	\$54,869,000	\$49,301,349	\$50,628,481	\$50,319,985	\$46,827,719	\$43,905,225	\$41,536,698	\$41,018,359
Agriculture & All Others	\$18,297,282	\$21,631,646	\$20,694,778	\$18,906,469	\$20,391,023	\$18,501,435	\$18,675,723	\$20,747,783	\$47,173,006
Manufacturers	\$0	\$1,393,790	\$0	\$0	\$0	\$0	\$1,748,059	\$1,525,625	\$1,699,350
Total	\$348,178,439	\$336,604,920	\$313,708,012	\$305,303,098	\$344,865,587	\$359,110,153	\$344,355,293	\$328,880,890	\$355,911,586
Skokie									
General Merchandise	\$149,072,731	\$150,507,257	\$150,361,936	\$138,546,790	\$142,771,444	\$157,522,389	\$195,684,459	\$149,176,864	\$199,423,618
Food	\$88,260,017	\$93,136,902	\$96,548,777	\$103,599,910	\$112,370,283	\$110,258,087	\$105,471,741	\$104,942,126	\$106,262,751
Drinking and Eating Places	\$159,328,589	\$149,093,528	\$142,966,828	\$141,759,725	\$138,684,596	\$141,238,169	\$125,549,914	\$116,565,275	\$117,857,263
Apparel	\$238,276,502	\$221,359,038	\$213,563,494	\$196,790,720	\$205,946,334	\$220,279,216	\$223,384,239	\$209,585,540	\$197,338,936
Furniture & H.H. & Radio	\$114,082,032	\$114,838,641	\$121,336,937	\$108,416,428	\$124,847,659	\$147,446,685	\$143,558,706	\$149,624,711	\$145,805,702
Lumber, Bldg. Hardware	\$12,978,541	\$10,245,567	\$10,579,578	\$11,838,481	\$15,136,903	\$23,737,325	\$29,589,713	\$25,822,684	\$22,231,665
Automotive & Filling Stations	\$228,317,750	\$217,681,021	\$175,565,120	\$138,327,156	\$147,629,883	\$169,447,815	\$189,511,445	\$175,069,778	\$164,958,466
Drugs & Misc. Retail	\$130,174,889	\$177,907,976	\$175,915,452	\$184,747,909	\$201,330,163	\$201,411,530	\$204,324,278	\$182,423,471	\$176,709,834
Agriculture & All Others	\$299,174,578	\$85,000,864	\$110,937,088	\$87,530,772	\$92,677,281	\$98,512,527	\$92,273,700	\$89,890,097	\$81,711,102
Manufacturers	\$23,915,364	\$18,745,931	\$17,328,189	\$15,468,790	\$16,652,771	\$17,712,569	\$17,771,622	\$18,997,403	\$15,843,405
Total	\$1,443,580,993	\$1,238,516,725	\$1,215,103,399	\$1,127,026,681	\$1,198,047,317	\$1,287,566,312	\$1,327,119,817	\$1,222,097,949	\$1,228,142,742
Wilmette									
General Merchandise	\$30,797,566	\$31,332,648	\$33,897,663	\$37,263,818	\$37,895,284	\$42,335,374	\$42,143,461	\$39,210,057	\$37,524,664
Food	\$71,727,398	\$70,682,043	\$69,264,765	\$68,545,328	\$71,346,113	\$60,466,921	\$61,122,130	\$60,943,712	\$63,108,958
Drinking and Eating Places	\$32,683,585	\$31,002,241	\$30,428,151	\$29,053,369	\$29,367,269	\$29,997,070	\$27,038,053	\$27,434,569	\$25,990,031
Apparel	\$6,541,558	\$7,691,388	\$8,900,143	\$9,714,097	\$12,574,543	\$13,791,893	\$13,274,295	\$14,844,975	\$16,768,295
Furniture & H.H. & Radio	\$19,527,005	\$20,355,860	\$22,577,774	\$22,347,730	\$25,645,659	\$31,273,561	\$30,608,349	\$30,621,530	\$29,129,626
Lumber, Bldg. Hardware	\$16,991,550	\$16,903,837	\$16,955,422	\$18,002,421	\$20,153,861	\$21,369,760	\$19,898,089	\$20,207,589	\$20,080,563
Automotive & Filling Stations	\$33,460,097	\$32,397,464	\$27,925,168	\$19,806,523	\$26,440,056	\$26,926,530	\$26,158,505	\$25,644,537	\$27,527,301
Drugs & Misc. Retail	\$48,560,954	\$50,422,579	\$51,790,839	\$54,636,637	\$57,127,234	\$61,923,261	\$58,949,351	\$53,997,006	\$55,906,134
Agriculture & All Others	\$21,579,304	\$20,737,683	\$26,316,310	\$27,708,451	\$29,557,060	\$31,215,319	\$35,214,252	\$31,987,807	\$29,501,291
Manufacturers	\$1,705,293	\$2,416,503	\$2,564,186	\$0	\$2,229,117	\$2,156,156	\$1,087,416	\$965,904	\$1,037,270
Total	\$283,574,310	\$283,942,246	\$290,620,421	\$287,078,374	\$312,336,196	\$321,455,845	\$315,493,901	\$305,857,686	\$306,574,133

category is concentrated at Lincolnwood Town Center with Carson Pirie Scott and Kohl's. Sales in this category amounted to over \$40 million in 2012.

TRADE AREA DELINEATION

The Trade Area has been delineated on the basis of distance, driving times, accessibility, the road network, customer attraction and trade area, existing and proposed competition, employment distribution, physical and psychological barriers, shopping habits and patterns, dining-out patterns, as well as our experience in evaluating shopping centers and other commercial developments throughout the world.

The Trade Area for the Subject Site is depicted in *Figure 2.A*. The base map depicts Average Household Income. The darker the color, the higher the income. Conversely, the lower the average household income, the lighter the color.

The defined Trade Area is influenced by retailers and restaurants in and around Lincolnwood Town Center, Old Orchard Shopping Center, Golf Mill Mall, Edens Plaza, Glen Town Center, Harlem-Irving Plaza and Six Corners and among others. By definition, Trade Areas account for approximately 80 to 85 percent of the anticipated customers to the Subject Site. Because of visitors, businesspersons, people passing through the area, and others it is difficult and costly to identify the last 15 to 20 percent. Distances traveled and visitor infrequency makes it uneconomic to attempt to define the last 15 percent, as well as prepare demographics for it. The Trade Area, as defined, represents the geographic area from which the vast majority of sales will be derived. Obviously, there are many visitors utilizing the Edens Expressway and they represent potential customers to the Subject Site.

In determining the Trade Area for the Subject Site, we have examined distances, driving times, and retailer concentration attraction. The Trade Area is influenced by the existence of major competitive concentrations which proscribe the trading area. The major competitive retail concentrations limit the geographic size of the Trade Area.

The **Primary Trade Area** has been delineated to include the geographic area within a three mile radius. We also examined a 20 minute driving time from the Subject Site. The Primary Trade Area represents the geographic area from which the most frequent visitors will originate. Approximately 60 to 70 percent of the consumers generated to the Subject Site will be generated from the Primary Trade Area. Supermarkets and quick service food operators tend to delineate trade areas of three miles, while big box retailers usually consider five-mile radii. *Figure 2.A* presents the Trade Area Map. The Driving Time Analysis would exhibit an elliptical shape due to the higher speed limits along the Edens Expressway (Interstate 94).

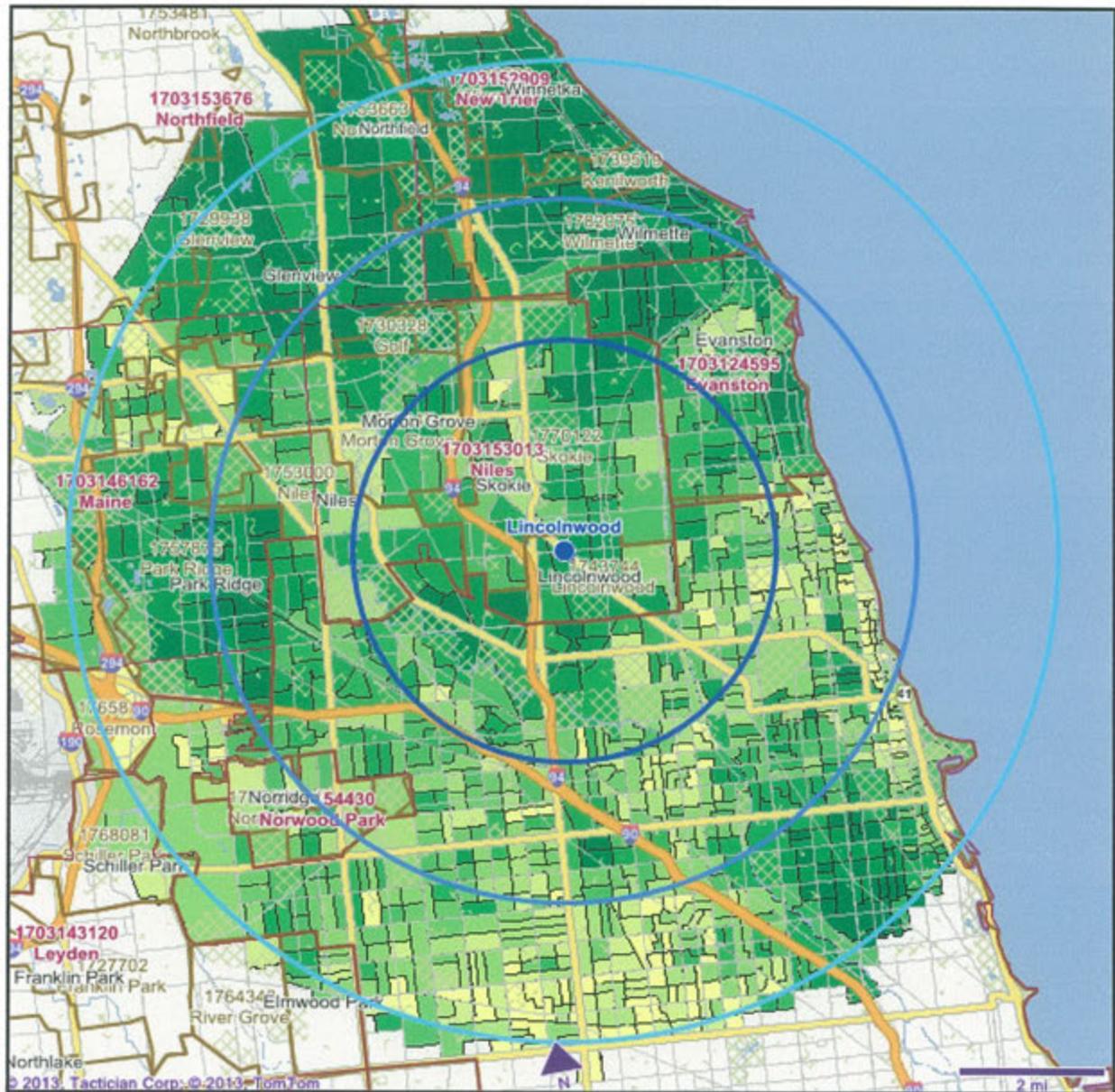
The **Secondary Trade Area** has been delineated to include the geographic area beyond three miles and extending out to five miles. The Secondary Trade area was delineated to encompass about a ten minute driving time and extending out to a fifteen minute driving time. The Secondary Trade Area represents the geographic areas from which consumers will originate on a less frequent basis. Approximately 10 to 20 percent of the consumers will be generated from the

Secondary Trade Area. Stores generating customers beyond the Primary Trade Area, but within the Secondary Trade Area include signature restaurants.

The **Total Trade Area** represents the geographic area within a seven mile radius or within approximately a 15 minute drive time from the Subject Site. Approximately 85 percent of the consumers generated to the Subject Sites will originate from within the delineated Trade Area. Another 10 to 15 percent will be generated from outside the delineated Trade Area. Again, this includes visitors and other consumers who shop the area on an infrequent basis or may be passing through the area on the Edens Expressway. This also includes employees that work in the North Suburban Area but reside outside the delineated trade area. The Driving Time Analysis shows the Trade Area to be elliptical and extends approximately 16 miles to the north and south and approximately 4 miles to the east (Lake Michigan) and 8 miles to the west. The travel times are based upon non-peak travel periods. In order to provide a benchmark the Total Trade Area was delineated to include a seven mile radius.

Figure 2.A

Trade Area Map
3 miles, 5 miles and 7 miles
The Shoppes at Lincoln Pointe
Lincolnwood, Illinois



The base map depicts Average Household Income. The darker the color, the higher the income. Conversely, the lighter the color the lower the income. Industrial areas are included mainly in areas with a lighter color.

THE SHOPPES AT LINCOLN POINTE - MARKET POTENTIAL 2013, 2018 and 2023

We envision The Shoppes at Lincoln Pointe to be a hybrid Lifestyle Center with a collection of unique restaurants, quick service food units, specialty stores including apparel, accessories, home furnishings, electronics, educational toys, a Gamma children's shop, shoe stores, jewelry, gift ware, cosmetics, a bank, and other unique specialty stores.

Our study indicates that there is market demand for retail and restaurant facilities on the Subject Site. The mix of new retailers will greatly affect the level of retail sales that might be achieved. The initial primary focus should be on a special grocery anchor and signature restaurants, fast casual restaurant operations, food specialty operations, and health club. A discussion of each retail category is presented below. **Table 2.3** presents to the Total Retail Expenditure Potential, Market Penetration and Estimated Sales Volumes by Retail Category.

◆ *The Food Category*

The *Food* Category in Lincolnwood has a very low level of market penetration at 0.9 percent. Dominick's is the only major grocer in Lincolnwood. Jewel and Fresh Farms are located in Niles along with Wal-Mart and Costco. A Mariano's Fresh Market is planned in Skokie along with a Wal-Mart at Touhy and McCormick avenues. We recommend a specialty grocery operation be pursued to enhance market penetration in this category including The Fresh Market, Heinen's, Plum Market, Mr. Green's, Trader Joe's or Earth Fare. Sales potential in this category amounts to over \$20 million in 2013, \$26 million in 2018 and \$29 million in 2023. Market penetration amounts to approximately 6.0 percent within the Primary Trade Area and 0.1 percent within the Secondary Trade Area. The trade area for most grocery stores is concentrated within 2 to 3 miles. The estimated market penetration is forecast at 1.2 percent within the Total Trade Area.

◆ *The Eating & Drinking Category*

Lincolnwood has limited market penetration in this category. The two best known Lincolnwood restaurants are L. Woods Tap & Pine Lodge and Lou Malnati's Pizzeria. There are a variety of possible restaurant and quick service facilities for the Shoppes of Lincoln Pointe. We recommend restaurants be pursued including Cooper's Hawk Restaurant & Winery, Summer House, Eddie Merlot, Patterino's, Pete Miller's, PF Chang's, Pei Wei, Morton's, Sullivan's, RAM, Beer Market, Granite City, Seasons 52, Capital Grille, Fleming's Steakhouse, just to name a few. Some of the fast casual restaurants and food specialty facilities that should be targeted include Starbuck's Coffee (relocation), Argo Tea, Tim Horton's, Panera Bread, Potbelly, Firehouse Subs, Red Mango, Oberweis Dairy (relocation), Menchie's, Yogurtland, Moe's Southwest Grill, Smashburger, Subway, Real Urban Barbecue, Tom and Eddies, and Epic Burger, among others. This category might also include some unique specialty stores featuring whiskeys, cigars, wines, and exotic beers and

TABLE 2.3

**Estimated Retail Expenditure Potential, Market Penetration and Sales Volume by Retail Category
2013, 2018 and 2023**

Retail Category	Total Retail Potential			Market Penetration			Sales Volume		
	2013	2018	2023	2013	2018	2023	2013	2018	2023
General Merchandise									
Primary	\$181,090,738	\$203,000,321	\$237,393,326	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$450,912,700	\$505,432,331	\$576,837,369	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$1,101,403,658	\$1,234,627,445	\$1,409,055,470	0.0%	0.0%	0.0%	\$0	\$0	\$0
Food Stores									
Primary	\$323,557,820	\$362,704,034	\$424,154,586	6.0%	6.0%	6.0%	\$19,413,469	\$21,762,242	\$25,449,275
Secondary	\$782,269,118	\$876,852,890	\$1,000,730,430	0.1%	0.5%	0.4%	\$782,269	\$4,384,264	\$4,002,922
Total	\$1,940,200,628	\$2,174,883,773	\$2,482,151,105	1.0%	1.2%	1.2%	\$20,195,738	\$26,146,506	\$29,452,197
Eating & Drinking Places									
Primary	\$157,543,860	\$176,604,582	\$206,525,532	13.0%	13.0%	13.0%	\$20,480,702	\$22,958,596	\$26,848,319
Secondary	\$381,858,641	\$428,028,980	\$488,498,846	3.0%	3.0%	3.0%	\$11,455,759	\$12,840,869	\$14,654,965
Total	\$945,845,816	\$1,060,253,608	\$1,210,046,117	3.4%	3.4%	3.4%	\$31,936,461	\$35,799,465	\$41,503,284
Apparel									
Primary	\$79,534,239	\$89,156,829	\$104,262,083	10.0%	10.0%	10.0%	\$7,953,424	\$8,915,683	\$10,426,208
Secondary	\$162,328,572	\$181,955,639	\$207,661,453	2.0%	2.0%	2.0%	\$3,246,571	\$3,639,113	\$4,153,229
Total	\$441,437,173	\$494,832,612	\$564,742,507	2.5%	2.5%	2.6%	\$11,199,995	\$12,554,796	\$14,579,437
Furniture & Household Furnishings									
Primary	\$112,652,330	\$126,281,771	\$147,676,859	2.0%	2.0%	2.0%	\$2,253,047	\$2,525,635	\$2,953,537
Secondary	\$194,794,286	\$218,346,767	\$249,193,743	0.1%	0.1%	0.2%	\$194,794	\$436,694	\$498,387
Total	\$583,647,080	\$654,243,971	\$746,675,485	0.4%	0.4%	0.5%	\$2,447,841	\$2,962,329	\$3,451,925
Appliances & Electronics									
Primary	\$118,411,998	\$132,738,283	\$155,227,254	0.7%	0.7%	0.7%	\$828,894	\$1,327,383	\$1,552,273
Secondary	\$183,972,382	\$206,216,391	\$235,349,646	0.2%	0.2%	0.3%	\$367,945	\$618,649	\$706,049
Total	\$588,874,800	\$660,104,027	\$753,363,448	0.2%	0.2%	0.3%	\$1,196,829	\$1,946,032	\$2,258,321
Home Improvement									
Primary	\$112,737,031	\$126,376,720	\$147,787,894	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$231,897,960	\$259,936,628	\$296,659,218	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$627,857,139	\$703,801,599	\$803,234,608	0.0%	0.0%	0.0%	\$0	\$0	\$0
Drugs Stores									
Primary	\$71,402,943	\$80,041,754	\$93,602,701	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$163,874,558	\$183,688,550	\$209,639,181	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$417,793,018	\$468,328,502	\$534,493,900	0.0%	0.0%	0.0%	\$0	\$0	\$0
Miscellaneous Retail Stores									
Primary	\$153,308,810	\$171,857,147	\$200,973,770	2.0%	2.0%	2.0%	\$3,066,176	\$3,437,143	\$4,019,475
Secondary	\$367,944,763	\$412,432,782	\$470,699,293	0.3%	0.3%	0.3%	\$1,103,834	\$1,237,298	\$1,412,098
Total	\$916,098,231	\$1,026,907,810	\$1,171,989,228	0.5%	0.5%	0.5%	\$4,170,010	\$4,674,441	\$5,431,573
Sporting Goods									
Primary	\$20,751,745	\$23,262,432	\$27,203,632	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$46,379,592	\$51,987,326	\$59,331,844	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$119,945,658	\$134,454,067	\$153,449,722	0.0%	0.0%	0.0%	\$0	\$0	\$0
Book Stores									
Primary	\$15,246,180	\$17,090,766	\$19,986,342	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$35,557,687	\$39,856,950	\$45,487,747	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$89,879,634	\$100,751,311	\$114,985,445	0.0%	0.0%	0.0%	\$0	\$0	\$0

TABLE 2.3

**Estimated Retail Expenditure Potential, Market Penetration and Sales Volume by Retail Category
2013, 2018 and 2023**

Retail Category	Total Retail Potential			Market Penetration			Sales Volume		
	2013	2018	2023	2013	2018	2023	2013	2018	2023
Pet Stores									
Primary	\$13,975,665	\$15,666,536	\$18,320,813	9.0%	10.0%	10.0%	\$1,257,810	\$1,566,654	\$1,832,081
Secondary	\$27,827,755	\$31,192,395	\$35,599,106	1.0%	1.0%	1.0%	\$278,278	\$311,924	\$355,991
Total	\$76,743,992	\$86,026,806	\$98,180,663	2.0%	2.2%	2.2%	\$1,536,087	\$1,878,578	\$2,188,072
Office Supply Stores									
Primary	\$6,776,080	\$7,595,896	\$8,882,819	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$18,036,508	\$20,217,293	\$23,073,495	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$42,591,323	\$47,743,092	\$54,488,231	0.0%	0.0%	0.0%	\$0	\$0	\$0
Other Miscellaneous Stores									
Primary	\$6,776,080	\$7,595,896	\$8,882,819	10.0%	10.0%	10.0%	\$677,608	\$759,590	\$888,282
Secondary	\$15,459,864	\$17,329,109	\$19,777,281	1.0%	1.0%	1.0%	\$154,599	\$173,291	\$197,773
Total	\$39,539,609	\$44,322,248	\$50,584,090	2.1%	2.1%	2.1%	\$832,207	\$932,881	\$1,086,055
Automotive & Filling Stations									
Primary	\$347,697,605	\$389,764,414	\$455,799,627	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$825,556,738	\$925,374,394	\$1,056,106,817	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$2,067,098,888	\$2,317,131,417	\$2,644,495,479	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$9,748,385,288	\$10,927,533,301	\$12,472,509,642	0.7%	0.7%	0.8%	\$73,515,169	\$86,895,028	\$99,950,865

Source: Melamply & Associates, Inc., 2013

ales, in an atmosphere with small classical music and piano presentations. There could also be a live theater, a small comedy club, or other unique venues. Sales in this category are forecast to amount to an estimated \$31 million in 2013 and rise to \$35 million in 2018. By 2023, sales in the Eating & Drinking Category are forecast to amount to \$41 million. Market penetration is estimated at 13.0 percent within the Primary Trade Area and 3.0 percent within the Secondary Trade Area. We estimate that within the Total Trade Area restaurants on the Subject Site will capture approximately 3.4 percent of the total expenditure potential.

◆ ***Apparel & Accessory Store Category***

There is a finite market for Apparel & Accessories Stores on the Subject Site. Lincolnwood Town Center is within five minutes and Old Orchard is approximately three miles to the north. Most of the specialty apparel retailers are going to gravitate to the regional malls and apparel oriented lifestyle centers. Nevertheless, there is a market for some unique apparel and accessories shops. Sales are forecast to amount to \$11.2 million in 2013, \$12.5 million in 2018 and rise to \$14.5 million in 2023. We estimate the Subject Site can capture a market penetration of 10 percent within the Primary Trade Area and 2.0 percent within the Secondary Trade Area. The market penetration within the Total Trade Area amounts to an estimated 2.5 percent. We recommend leasing professionals target stores like Kenneth Cole, Jos. A Bank, Tommy Bahama, Coldwater Creek, A La Mode, XXI Forever, Birkenstock, Cole Haan, Flip Flop Shoes, New Balance, and Nine West. We also recommend a “grandma store” focusing upon upscale children’s apparel, toys, and accessories including independent stores like Bellybum, Boutique, Green Genes, Kooky, Little Threads, Psycho Baby, and the Red Balloon. The objective should be to attract unique specialty children’s apparel retailers. Some of the national chains that should be contacted include Children’s Place, Justice, Once Upon A Child and Gymboree. Some of these national chains are already located at Old Orchard or Lincolnwood Town Center.

◆ ***Furniture & Household Furnishings***

The Furniture and Household Furnishings category offers an opportunity for a household furnishing and accessories stores. We estimate this category can capture sales of \$2.4 million in 2013, \$2.9 million in 2018 and \$3.4 million in 2023. The market penetration is forecast at 2.0 percent within the Primary Trade Area and 0.1 percent within the Secondary Trade Area. Within the Total Trade Area the Subject Site is forecast to capture 0.4 percent of the Furniture & Household Furnishings expenditure potential. Some of the Furniture & Household Furnishings stores that should be contacted include Arhaus Furniture, West Elm, and Leather Creations. Arhaus Furniture is opening a new location at Northbrook Court.

◆ ***Appliances & Electronics***

There is a very limited market in this category. Again, it will take some unique specialty retailers. The 2008-2009 recession has been hard on this category. Circuit City closed, sales at Best Buy declined, as did Abt Electronics. Lincolnwood lacks any major stores in this category. The sales are currently derived by cell phone stores located at Lincolnwood Town Center. We envision a cellular phone and a specialty accessories store. Sales are forecast to amount to \$1.1 million in 2013, \$1.9 million in 2018, and \$2.2 million in 2023. We

recommend a cellular phone store and accessories store be added like T-Mobile. A Microsoft Store should also be targeted.

◆ ***Drug Stores***

The *Drug Store* category is already served by CVS Pharmacy across the street and Walgreens locations at Lincoln and Pratt avenues in Lincolnwood and Touhy Avenue and Central in Niles. There is no market for a major drug store on the Subject Site unless it represents a relocation of one of the existing pharmacies.

◆ ***Miscellaneous Retail Stores***

Retail sales in this category amounted to \$47.1 million in Lincolnwood in 2012. By 2013, we estimate the Subject Site could capture sales in the Miscellaneous Retail Stores category of \$4.1 million and will rise to an estimated \$4.6 million in 2018. By 2023, sales in this category are forecast to reach approximately \$5.4 million. Market penetration is forecast at 2.0 percent within the Primary Trade Area and 0.3 percent in the Secondary Trade Area. In the Total Trade Area market penetration is forecast at 0.5 percent. The target tenants in this category include a major grandma store that specializes in gifts, toys, apparel and accessories. We recommend a store like American Girl or the Lego Store be targeted for the Subject Property. An American Girl stores will generate grandmothers, mothers, granddaughters and daughters. A Lego Store would generate family traffic to the complex. Also, a marine-oriented store featuring nautical lamps, instruments, pictures, boating accessories, decorative small nautical furniture pieces and other items and gifts.

◆ ***Sporting Goods***

Lincolnwood did not generate any major sporting goods sales. We do not recommend a conventional sporting goods store. Dick's Sporting Goods is already located at Village Crossings and Sports Authority is located at Harlem and Dempster. However, stores like Orvis, Road Runner Sports, Erehwon Mountain Outfitters, Kozy's Cyclery, or Johnny Sprockets.

◆ ***Book Stores***

The *Book Stores* category did not generate any sales in Lincolnwood. We do not envision a book store at the Subject Site given the bankruptcy of Border's Books and the changes in technology affecting brick and mortar book stores. Barnes & Noble is located at Touhy and Niles Center Road in Skokie at Village Crossings, along with Half-Price Books.

◆ ***Pet Stores***

The Pet Store category represents an opportunity for a unique specialty pet store. There is a Pet Supplies Plus store already located on Lincoln Avenue just southeast of the Subject Site. We recommend a Wild Birds Unlimited Store, Kriser's, Corner Barkery, or other specialty pet store on the Subject Property. In 2013, we estimate the sales in this category at \$1.5 million. Sales are forecast to rise to an estimated \$1.8 million in 2018 and \$2.1 million in 2023. Market penetration is forecast at 9.0 percent in the Primary Trade Area and 1.0

percent within the Secondary Trade Area. The Total Trade Area market penetration is estimated at approximately 2.0 percent.

◆ ***Office Supply Stores***

Lincolnwood is not currently capturing any sales in this category. The recent recession has forced many office supply stores to close and re-evaluate their prototypical store sizes. Office Max is already in the midst of downsizing their stores and reducing the office furniture merchandise mix. The planned merger of Office Max and Office Depot will likely further reduce the store count in this category. Office Depot closed their store at Pointe Plaza on Touhy Avenue next to Wal-Mart. The only potential Office Supply store not serving this market is Staples. We do not recommend the additional of Staples since they would require about 15,000 square feet.

◆ ***Other Miscellaneous Stores***

There are a vast array of Other Miscellaneous Stores from gift stores, hobby stores, cooking utensils stores, cooking guidance shops, game stores, musical instrument stores, sewing stores, luggage and leather goods stores, service stores, and many others. We estimate this category can generate sales of approximately \$832,000 in 2013 and \$933,000 in 2018. By 2023, sales in this category are forecast to reach \$1.0 million. The market penetration in this category is forecast at approximately 10.0 percent within the Primary Trade Area and 1.0 percent within the Total Trade Area.

SALES FORECAST – 2013, 2018 AND 2023

Our analysis of the potential for The Shoppes at Lincoln Pointe indicates that based upon current market potential, the retail, restaurant, and grocery portion of the complex can expect to capture initially an estimated at \$73,500,000. Sales are expected to rise to \$86,900,000 in 2018 and to \$99,950,000 in 2023.

THE SHOPPES AT LINCOLN POINTE'S IMPACT ON SURROUNDING PROPERTY VALUES

We are of the opinion that the development of The Shoppes at Lincoln Pointe will have a positive impact on surrounding values. In over 45 years of evaluating shopping centers and their impacts, we have rarely seen a situation where real estate values were adversely affected. In fact, real estate values almost always increase with the addition of a unique upscale mixed-use development featuring retail space. The retail space provides convenience to surrounding neighbors, along with an upscale gourmet grocery store, restaurants, casual dining, sandwich shops, retail specialty stores, a health club, office space, a hotel, and in the future additional residential, along with adequate on-site parking.

Table 2.4 presents suggested target tenants for the Shoppes at Lincoln Pointe.

Table 2.4

**Suggested Target Tenants
Shoppes at Lincoln Pointe**

Category	Approximate Square Footage
Apparel - Children's Apparel	
Bellybum Boutique	1,200
Children's Place	4,000
Green Genes	1,200
Gymboree	1,500
Justice	3,500
Kooky	1,800
Little Threads	1,500
Once Upon a Child	3,000
Psycho Baby	2,000
The Red Balloon	1,800
Apparel - Shoes	
Birkenstock	3,500
Cole Haan	2,500
Flip Flop Shops	2,000
New Balance	2,000
Nine West	
Apparel - Men's Apparel	
Kenneth Cole	3,500
Jos. A. Banks	4,000
Tommy Bahama	4,000
Apparel - Women's Apparel	
A La Mode Collection	2,500
XXI Forever	4,000
Coldwater Creek	5,000
Loft	5,000

Table 2.4 (Continued)

**Suggested Target Tenants
Shoppes at Lincoln Pointe**

Category	Approximate Square Footage
Banks	
Chase Bank	4,000
Devon Bank	5,000
PNC Bank	4,000
Electronics	
T-Mobile	2,500
Microsoft Store	5,000
Furniture & Household Furnishings	
Arhaus Furniture	20,000
West Elm	20,000
Leather Creations	10,000
Grocery	
Earth Fare	25,000
Fresh Market	20,000
Heinen's	20,000
Mr. Greens	20,000
Plum Market	25,000
Trader Joe's	14,000
Health Clubs	
Blast Fitness	20,000
Planet Fitness	20,000
Fitness 19	7,000
Jewelry	
Goldsmith	2,500
Lester Lampert	3,000
Zales Jewelry	4,000

Table 2.4 (Continued)

**Suggested Target Tenants
Shoppes at Lincoln Pointe**

Category	Approximate Square Footage
Miscellaneous Retail Stores	
Corner Barkery - Pet Store	2,000
Krisers	1,500
Wild Birds Unlimited	2,000
Miscellaneous Retail Stores	
American Girl	5,000
Lego Store	2,000
Restaurants	
Beer Market	3,500
Blue Sushi Sake Grill	
Bravo Italian Cucina	8,000
Brio Tuscan Grille	7,500
Capital Grille	8,000
Carrabba's Italian Grill	8,000
Catch 35	8,000
Cooper's Hawk	10,000
Eddie Merlot	10,000
Egg Harbor Café	4,000
Fleming's Steakhouse	10,000
Granite City	9,800
Morton's	8,000
Pete Miller's Steakhouse	10,000
PF Chang's	7,300
Psistaria Greek Restaurant (Relocation)	8,000
Season's 52	8,000
Sullivan's Steakhouse	10,000
Wok N' Fire	8,000

Table 2.4 (Continued)

Suggested Target Tenants
Shoppes at Lincoln Pointe

Category	Approximate Square Footage
Fast Casual Restaurants	
Buona Beef	5,000
Burger Fi	2,500
Dotty's	1,500
Einstein Bagels	2,200
Epic Burger	2,500
Firehouse Subs	2,000
Go Roma	2,500
Moe's Southwest Grill	2,500
Oberweis Dairy (Relocation)	2,000
Panera Bread	4,000
Pei Wei	2,500
Potbelly	2,200
Real Urban Barbecue	3,000
Smashburger	2,500
Stella's Café	1,800
Tim Horton's	4,000
Tom and Eddies	2,500
Which Wich	2,000
Restaurants - Food Specialties	
Argo Tea	1,500
Ben & Jerry's Ice Cream	1,800
Froots Fresh Smoothies	1,800
Le Chocoholique	2,000
Menchies	2,000
Nestle Tollhouse Café	1,500
Red Mango	1,600
Robeks	1,200
See's Candies	1,200
Starbucks Coffee (Relocation)	1,700

Table 2.4 (Continued)

**Suggested Target Tenants
Shoppes at Lincoln Pointe**

Category	Approximate Square Footage
Services	
ATI Physical Therapy	2,500
Kidsnips	1,200
Beauty Salons	2,000
Nail Salon	2,000
Sporting Goods	
Erehwon Mountain Outfitters	4,000
Kozy's Cyclery	5,000
Orvis	4,000
Road Runner Sports	3,500

Source: Melaniphy & Associates, Inc, 2013.

SECTION III

METHODOLOGY AND DEFINITIONS

Our basic approach has been to identify the forces of supply and demand which either directly or indirectly affect the retail sales potential for The Shoppes at Lincoln Pointe in the Village of Lincolnwood. The market forces include population characteristics, population change, households and household structure, age cohorts, household size, household income, nearby employment, shopping habits and patterns, existing and proposed competitive facilities, directional growth patterns, accessibility within the market area, ingress and egress to and from the Site. Additionally, we have considered consumer expenditure dynamics, and finally, the share of the market the retail facilities on the Subject Property can expect to capture by major retail category in contrast to competitive shopping centers.

In order to arrive at a determination of the retail market potential, we have carried out a number of research steps. They are summarized below:

1. An Internet search was conducted of Lincolnwood and surrounding communities of published and unpublished data regarding population, population projections, income, housing, employment, expenditures, retail sales, traffic counts, competition, shopping habits and patterns, consumer preferences, and other data pertinent to this analysis. Sources included:

- The Internet
- United States Department of Commerce; Bureau of the Census, Census of Population 1990, 2000 and 2010
- United States Department of Commerce; Census of Retail Trade, 2007
- United States Department of Commerce; Census of Retail Trade, 2002
- United States Department of Commerce, Building Permit Survey
- State of Illinois - Department of Revenue Sales Tax Receipts by KOB – 2004-2012
- State of Illinois - Department of Transportation (IDOT) traffic counts
- State of Illinois –Department of Employment Security
- Village of Lincolnwood – Department of Economic Development
- Chicago Convention & Visitors Bureau
- Village of Lincolnwood – Comprehensive Plan
- International Council of Shopping Centers (ICSC)
- Shopping Centers Today
- Shopping Center Business
- Crain's Chicago Business
- Heartland Real Estate Business
- Urban Land Institute
- Costar
- Tactician, Inc
- Global Street.com.

2. Members of our staff conducted a field reconnaissance of Lincolnwood and the surrounding communities. The objective was to determine tenancy, performance, prospective tenancy, accessibility, general demographics, major competitors, and any other data that would be helpful to this analysis. Members of our staff also drove the major traffic arteries and most of the minor arteries in and around Lincolnwood. Notes were taken regarding housing development, housing characteristics, types and locations of commercial facilities, their economic levels, and occupancy. Next, accessibility was analyzed in terms of ingress and egress to the Subject Property along with an analysis of traffic flow and driving time. In addition a reconnaissance of the surrounding neighborhoods provided information regarding population density, housing value, the general socioeconomic structure, and shopping habits and patterns. Finally, we identified planned and proposed projects, prospective tenants, and timing.
3. The socioeconomic characteristics of Lincolnwood and the surrounding area were evaluated and the changes which have taken place, determined. The 2000 and 2010 Census of Population was thoroughly evaluated. The socioeconomic characteristics include: population, population growth, age structure, household characteristics, income dynamics, ethnic mix, employment, employment change, housing values, retail expenditure potential, and retail sales trends.
4. We have delineated the Trade Area for the Subject Property on the basis of the 2010 Census, current and forecast demographic characteristics, the existing and proposed retail facilities, the road network, physical and psychological barriers, a detailed driving time analysis, consumer orientation, and our over 40 years of experience in evaluating projects throughout the world.
5. We obtained building permit activity of new housing planned in the area. Next, we forecast the demographics of the Trade Area and its subsectors for 2013, 2018 and 2023. Demographics include population, age structure, population growth, households, household size, household income, and other pertinent elements.
6. We have evaluated the current household income, along with the changes which have taken place since the 2010 Census. Moreover, we forecast household income for the projection years.
7. Retail sales data were obtained and studied. The data include the U.S. Census Bureau, Economic Census of Retail Trade, 2002 and 2007 for the Village of Lincolnwood. Next, we reviewed the Illinois Department of Revenue Sales Tax Receipt KOB data by major retail categories for 2004 through 2012. This process permitted us to identify retail categories which are overbuilt and those which may represent an opportunity. The data were converted to Per Capita sales and expenditures.
8. Members of our staff inventoried the existing and proposed competitive retail facilities within the Trade Area of the Subject Property. The fieldwork determined the characteristics of area shopping centers inventoried including their location, size, tenant mix, degree of success, and general impact of competitive facilities. We also identified

what new retailers and complexes are proposed within the Trade Area of the Subject Property. This includes proposed shopping centers and freestanding retailers including their location, size, timing, major anchors, and anchor sizes.

9. We calculated the Trade Area resident's Personal Consumption Expenditures by retail store category for each projection years. Personal Consumption Expenditures were analyzed by retail category (i.e., Food Stores, Eating and Drinking Places, Apparel & Accessory Stores and Drugs and Miscellaneous Retail Stores, etc.) and represent the dollars spent by Trade Area residents in retail facilities in and around the Village of Lincolnwood.
10. Based upon the potential expenditures for the projection years, we have allocated the market shares (market penetration) for the various retail categories within Trade Area segments which we expect the Subject Property to capture in contrast to competitive shopping complexes. The market shares or capture rates provide the sales projections by retail category for the proposed retail development over the projection years.
11. Once the expenditure potential and market penetration data were computed by individual retail categories, our staff determined the extent of the opportunity in each retail category within the Trade Area. The objective was to identify market opportunities in individual retail categories, and then consider specific retailers that "could fill the void". This included an evaluation of the current placement of various retailers in the trade area and their respective locations in relation to the Subject Property.
12. After a thorough analysis of all the data collected, we determined the market for The Shoppes at Lincoln Pointe including the feasibility for potential tenants, optimum tenant mix, stores sizes, rental rates, parking requirements and general placement on the Subject Property.
13. Finally, we utilized our over 40 years experience in evaluating commercial projects of all sizes throughout the world.

DEFINITIONS

The following definitions have been gathered from the International Council of Shopping Centers, the National Retail Federation, *The Selection of Retail Locations*, *Market Research for Shopping Centers*, *Restaurant and Fast Food Site Selection*, *The Restaurant Site Selection Guidebook*, Urban Land Institute's, *The Dollars and Cents of Shopping Centers*, the International Council of Shopping Centers' *Dictionary of Shopping Center Terms*, and from our own experience over the past 40 years of evaluating markets for retailers and shopping center developers.

- **A Major Mall or Center** can be either open or enclosed and contains at least two department stores anchoring the addition of numerous specialty stores. Malls usually range in size between 400,000 and 1,500,000 square feet.

- **A Super Regional Mall or Center** usually range between 1,500,000 and 3,000,000 square feet with four or more department stores with over 150 specialty stores, food court operators, and restaurants.
- **Lifestyle Centers** usually are a collection of apparel, home, accessory, entertainment, and other specialty stores located in upper middle or upper income areas along with both quick service and full service restaurants ranging in size from 200,000 to 800,000 square feet. Most do not contain department stores. Locally Deer Park Town Center, Geneva Commons, and Algonquin Commons are considered lifestyle centers.
- **Community Centers** are usually older centers with an old Kmart or some other major retail generator along with a mix of retail stores and service shops. They range in size from 100,000 to 350,000 square feet. Many, however, have either been converted to Power Centers or have considerable vacancies.
- **Power Centers or Power Towns** are usually a collection of Big Box retailers including discounters, home improvement, book stores, appliance stores, pet stores, supermarkets, warehouse and club stores, linen stores, sporting goods, computer stores, restaurants, and other box retailers. Stores in this category include Wal-Mart, Wal-Mart Supercenters, Super Target, Target, Meijer, Kohl's, Home Depot, Lowe's, Menards, Best Buy, hh gregg, Barnes & Noble, Bed Bath & Beyond, Ross Dress for Less, The Sports Authority, Dick's Sporting Goods, Big Kmart, Woodman's, Abt Electronics, and others. They can range from approximately 300,000 to 1,000,000 square feet.
- **Outlet Centers** usually are a combination of manufacturing company stores and off-price retailers normally located at an Interstate interchange usually on a Route which connects vacation concentrations with urban areas. There are some very large examples of Outlet Centers on the edge of major metropolitan areas. Gurnee Mills in Gurnee, Illinois falls into this category as does the Premium Outlet Center at Farnsworth Avenue and Interstate 88 in Aurora, Illinois. The newest is the Chicago Fashion Outlet Mall in suburban Rosemont.
- **Big Box Retailers** include almost any large retailer such as IKEA, Wal-Mart, Target, Kohl's, Home Depot, Lowe's, Bass Pro Shop, Best Buy, Cabela's, Barnes & Noble, Bed Bath & Beyond, Ross Dress for Less, The Sports Authority, Dick's Sporting Goods, Costco, Sam's Club, Jewel, Dominick's, Woodman's, Walgreens, CVS, Office Max, Office Depot, Staples, theaters, and others. They can be either part of a power center or freestanding. They normally range in size from 20,000 square feet to over 400,000 square feet. Super Big Box retailers include Cabela's and Ikea, which generate a significant customer base from a wide area attraction and operate stores ranging from 200,000 to over 400,000 square feet.
- **Neighborhood Convenience Centers** are usually anchored by a supermarket, a supermarket combination unit with a drug store, or a major drug store, along with a collection of convenience and service oriented stores, ranging in size from 30,000 square feet up to 150,000 square feet. Some of the more active supermarkets include: Mariano's, Caputo's, and Fresh Farms. This category will be negatively impacted by the closing of Dominick's.

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- **Downtown** is usually an older part of an urban or suburban area where the city first started to grow. It usually contains a concentration of office, financial, retail, government, restaurants, and civic uses surrounded by a combination of residential, industrial, and some small retail uses.
 - **Strip Service Centers** are very small shopping centers typically with a convenience food mart and other convenience and service shops ranging in size between 7,000 to 20,000 square feet.
 - **Convenience Goods and Service Stores** are stores directed toward the convenience of the shoppers. These include supermarkets, food marts, drug stores, hardware stores, liquor and wine shops, video shops, meat markets, fish markets, fast food shops, restaurants, cleaners, laundry, currency exchanges, and other shops serving a narrow market. These stores are shopped on a highly frequent basis to meet local everyday needs.
 - **Shopper Goods Stores** are stores selling durable goods such as apparel for every member of the family, shoes, accessories, jewelry, appliances, furniture, home furnishings, toys, books, bedding, office goods, and others.
 - **Entertainment** includes cinemas, comedy clubs, family entertainment centers, bowling, laser tag, electronic games, electronic sports, skateboarding facilities and other indoor and outdoor entertainment venues.
 - **A Trade Area** represents that portion of a market area where a retailer or retail concentration can expect to capture between 80 and 90 percent of its customers. Because of driving patterns, visitors, employment, and infrequent shopping visitors, it is difficult, if not impractical, to define a Trade Area more precisely. As more distance is added, the area covered grows geometrically making the assessment beyond 90 percent usually uneconomic.
 - **Primary Convenience Trade Area** is that area from which the most frequent customers to convenience goods stores originate, which is usually three miles.
 - **Primary Shoppers Trade Area** is that area from which the most frequent customers originate to purchase shoppers goods items, which is usually about five miles.
 - **Secondary Trade Area** is generally the area from which less frequent customers originate to make purchases.
 - **Tertiary Trade Area** is sometimes used with very large and dynamic projects which attract customers from a very wide area. The Tertiary Trade Area usually defines the area from which very infrequent customers will originate.
 - **Market Penetration**, sometimes referred to as “Market Share”, is the percentage of capture that a retailer, shopping center, or retail complex has of the potential expenditures within its respective Trade Area.

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- **Personal Consumption Expenditures** represent the dollars available for the purchase of goods and services during a year. They usually represent approximately 30 to 40 percent of a household's income.

 - **Travel or Driving Time Analysis** represents the distance that one can drive at five-minute intervals during normal shopping periods following either posted speed limits or keeping up with traffic. Driving times are usually conducted for 15 minutes in each direction from an area of interest.

SECTION IV**GENERAL MARKET CONDITIONS****OVERVIEW**

The Village of Lincolnwood is generally considered the gateway to the North Shore. Located 10 miles north of Downtown Chicago, Lincolnwood is home to 13 parks, an aquatic center, and a 5,038 square foot community center. One of the largest parks is Henry A. Proesel Park located at Lincoln, Kostner and Morse Avenues. Proesel Park, a few blocks from the Subject Site, contains a swimming pool, baseball/softball diamonds, two full basketball courts, teen play area, children's playground area, picnic facilities, pergola sitting area, three lighted tennis courts, in-line skating rink, and two volleyball courts. Proesel Park is a major source of activity in the community including sporting events, Village festivals, and fairs. Residents and visitors utilize these Park District facilities throughout the year with the peak months during the Summer. The Lincolnwood Village Hall, located at 6900 N. Lincoln just steps from Proesel Park, is the Village's primary gathering place for Village Board Meetings and other Village proceedings.

The Village of Lincolnwood is a 2.69 square mile northern suburb of Chicago with a diverse economic base of residential, commercial and light manufacturing uses. The Village has a rich history originally occupied by the Potawatomi Indians which later migrated away from Lincolnwood after the Indian Boundary Treaty of 1816. The Village was originally named Tess for the family of Johann Tess whose family came from Germany in 1857. The first commercial establishment was The Halfway House Saloon established in 1873. The completion of the Chicago & Northwestern Railway in nearby Skokie in 1891 and the construction of the North Shore Channel in 1909 led to population growth in this primarily agricultural-based economy. Some of the first commercial businesses were more saloons and taverns specifically along Crawford and Lincoln Avenues. The area was incorporated as the Village of Tessville in 1911.

Tessville became a concentration of gambling facilities and speakeasies during prohibition and was long known for drinking and gambling until 1931. Mayor Henry A. Proesel, a grandson of George Proesel one of the original American Settlers, was the longest serving president. In conjunction with the federal government Mayor Proesel hired the entire unemployed workforce to plant trees on Village streets and subsequently changed Tessville's name to Lincolnwood in 1936. The name change and other initiatives were designed to change the image of Tessville.

The most dramatic change to Lincolnwood occurred in 1951 with the completion of the Edens Expressway (Interstate 94). The Edens expressway spurred growth of light industry and provided immediate access to Chicago and other communities in the region. The Edens Expressway allowed Lincolnwood to attract such light manufacturing giants such as Bell & Howell and grow its population from 3,072 in 1950 to over 12,000 in 1970. The 2010 population in Lincolnwood stood at 12,590 persons.

POPULATION

The six-county Chicago Metropolitan Area contains approximately 8.3 million people. Included are Cook, DuPage, Kane, Lake, McHenry, and Will counties. The 1980, 1990, 2000, and 2010 population statistics for the six counties are presented in **Table 4.1**.

Table 4.1

**Population Statistics
Chicago Metropolitan Area
1980, 1990, 2000, and 2010**

County	1980	1990	2000	2010	1990 - 2000 Change		2000 - 2010 Change	
					Number	Percent	Number	Percent
Cook County	5,253,190	5,105,067	5,376,741	5,194,675	271,674	5.3%	-182,066	-3.5%
DuPage County	658,177	781,666	904,161	916,924	122,495	15.7%	12,763	1.4%
Kane County	278,405	317,471	404,119	515,269	86,648	27.3%	111,150	21.6%
Lake County	440,372	516,418	644,356	703,462	127,938	24.8%	59,106	8.4%
McHenry County	147,724	183,241	260,077	308,760	76,836	41.9%	48,683	15.8%
Will County	324,460	357,313	502,266	677,560	144,953	40.6%	175,294	25.9%
Total	7,102,328	7,261,176	8,091,720	8,316,650	830,544	11.4%	224,930	2.7%

Source: United States Department of Commerce; Bureau of the Census, 1980, 1990, 2000, and 2010

Cook County experienced the largest numeric increase in population between 1990 and 2000 with the addition of 271,674 persons and a high population base. However, between 2000 and 2010 the population in Cook County declined by 182,066 persons or by 3.5 percent. The population growth in DuPage County amounted to 15.7 percent between 1990 and 2000. Between 2000 and 2010 DuPage County's population growth slowed to only 1.4 percent.

Lake County's population growth between 1990 and 2000 amounted to 24.8 percent with an absolute increase of 127,938 persons. Between 2000 and 2010, Lake County's population increased by 59,106 persons an increase of 8.4 percent. Kane County's population growth was second only to Will County between 2000 and 2010. Kane County's population increased by 111,150 persons or by 21.6 percent. This followed population growth of 27.3 percent between 1990 and 2000. The Village of Lincolnwood is located in Cook County.

McHenry County experienced the largest percentage increase in population between 1990 and 2000 however, from a much lower population base. Between 1990 and 2000, McHenry County's population increased by 76,836 persons representing an increase of 41.9 percent. McHenry County's growth slowed between 2000 and 2010 to 15.8 percent with an absolute increase of 48,683 persons.

Will County's population witnessed the most significant population growth between 2000 and 2010 within the six-county region. The population in Will County increased by 175,294 persons

or by 25.9 percent between 2000 and 2010. This follows population growth of over 40.6 percent between 1990 and 2000.

Table 4.2

**Population Statistics
Chicago and Near North Suburbs
1990, 2000 and 2010**

Illinois Municipality	Population			Percent Change	Percent Change
	1990	2000	2010	1990-2000	2000-2010
Chicago	2,783,726	2,896,016	2,695,598	4.0%	-6.9%
Des Plaines	53,223	58,720	58,364	10.3%	-0.6%
Glencoe	8,499	8,762	8,723	3.1%	-0.4%
Glenview	37,093	41,487	44,692	11.8%	7.7%
Golf	454	451	500	-0.7%	10.9%
Harwood Heights	7,680	8,297	8,612	8.0%	3.8%
Kenilworth	2,402	2,494	2,513	3.8%	0.8%
Lincolnwood	11,635	12,359	12,590	6.2%	1.9%
Morton Grove	22,408	22,451	23,270	0.2%	3.6%
Niles	28,284	30,068	29,803	6.3%	-0.9%
Norridge	14,459	14,582	14,572	0.9%	-0.1%
Northbrook	32,308	33,485	33,170	3.6%	-0.9%
Northfield	4,635	5,389	5,420	16.3%	0.6%
Park Ridge	36,175	37,775	37,480	4.4%	-0.8%
Skokie	58,432	63,348	64,874	8.4%	2.4%
Wilmette	26,690	27,651	27,087	3.6%	-2.0%
Winnetka	12,174	12,419	12,187	2.0%	-1.9%
Total	3,140,277	3,275,754	3,079,455	4.3%	-6.0%
Total (Excl Chicago)	356,551	379,738	383,857	6.5%	1.1%

Source: United States Department of Commerce; Bureau of the Census 1990, 2000 and 2010

Table 4.3

**Population Statistics
Lake County
1990, 2000 and 2010**

Illinois Municipality	Population			Percent Change	Percent Change
	1990	2000	2010	1990-2000	2000-2010
Antioch	6,105	8,788	14,430	43.9%	64.2%
Bannockburn	1,388	1,429	1,583	3.0%	10.8%
Barrington	9,504	10,168	10,327	7.0%	1.6%
Barrington Hills	4,202	3,915	4,209	-6.8%	7.5%
Beach Park	9,513	10,072	13,638	5.9%	35.4%
Channel Lake	1,660	1,785	1,664	7.5%	-6.8%
Deer Park	2,887	3,102	3,200	7.4%	3.2%
Deerfield	17,327	18,420	18,225	6.3%	-1.1%
Forest Lake	1,371	1,530	1,695	11.6%	10.8%
Fox Lake	7,478	9,178	10,579	22.7%	15.3%
Fox Lake Hills	2,681	2,561	2,591	-4.5%	1.2%
Gages Lake	8,349	10,415	10,198	24.7%	-2.1%
Grandwood Park	2,470	4,521	5,202	83.0%	15.1%
Grayslake	7,388	18,506	20,957	150.5%	13.2%
Green Oaks	2,101	3,572	3,866	70.0%	8.2%
Gurnee	13,701	28,834	31,295	110.5%	8.5%
Hainesville	134	2,129	3,597	1488.8%	69.0%
Hawthorn Woods	4,423	6,002	7,663	35.7%	27.7%
Highland Park	30,575	31,365	29,763	2.6%	-5.1%
Highwood	5,331	4,143	5,405	-22.3%	30.5%
Indian Creek	247	194	462	-21.5%	138.1%
Island Lake	4,449	8,153	8,080	83.3%	-0.9%
Kildeer	2,257	3,460	3,968	53.3%	14.7%
Lake Barrington	3,855	4,757	4,973	23.4%	4.5%
Lake Bluff	5,513	6,056	5,722	9.8%	-5.5%
Lake Catherine	1,515	1,490	1,379	-1.7%	-7.4%
Lake Forest	17,836	20,059	19,375	12.5%	-3.4%

Source: United States Department of Commerce; Bureau of the Census 1990, 2000 and 2010

Illinois Municipality	Population			Percent Change	Percent Change
	1990	2000	2010	1990-2000	2000-2010
Lake Villa	2,857	5,864	8,741	105.3%	49.1%
Lake Zurich	14,947	18,104	19,631	21.1%	8.4%
Libertyville	19,174	20,742	20,315	8.2%	-2.1%
Lincolnshire	4,931	6,108	7,275	23.9%	19.1%
Lindenhurst	8,038	12,539	14,462	56.0%	15.3%
Long Grove	4,740	6,735	8,043	42.1%	19.4%
Long Lake	2,888	3,356	3,515	16.2%	4.7%
Mettawa	348	367	547	5.5%	49.0%
Mundelein	21,215	30,935	31,064	45.8%	0.4%
North Barrington	1,787	2,918	3,047	63.3%	4.4%
North Chicago	34,978	35,918	32,574	2.7%	-9.3%
Old Mill Creek	73	251	178	243.8%	-29.1%
Park City	4,677	6,637	7,570	41.9%	14.1%
Riverwoods	2,868	3,843	3,660	34.0%	-4.8%
Round Lake	3,550	5,842	18,869	64.6%	223.0%
Round Lake Beach	16,434	25,859	18,289	57.4%	-29.3%
Round Lake Heights	1,251	1,347	28,175	7.7%	1991.7%
Round Lake Park	4,045	6,038	2,676	49.3%	-55.7%
Third Lake	1,248	1,355	1,182	8.6%	-12.8%
Tower Lakes	1,333	1,310	1,283	-1.7%	-2.1%
Venetian Village	3,133	3,082	2,826	-1.6%	-8.3%
Vernon Hills	15,319	20,120	25,183	31.3%	25.2%
Volo	0	180	2,929	0.0%	1527.2%
Wadsworth	1,826	3,083	3,815	68.8%	23.7%
Wauconda	6,294	9,448	13,603	50.1%	44.0%
Waukegan	69,392	87,901	89,078	26.7%	1.3%
Winthrop Harbor	6,240	6,670	6,742	6.9%	1.1%
Zion	19,775	22,866	24,413	15.6%	6.8%
Lake County Total	516,418	644,356	703,462	24.8%	9.2%

Source: United States Department of Commerce; Bureau of the Census 1990, 2000 and 2010

Table 4.4

**Households
Chicago and Near North Suburbs
1990, 2000 and 2010**

Illinois Municipality	Households			Percent Change	Percent Change
	1990	2000	2010	1990-2000	2000-2010
Chicago	1,025,174	1,061,928	1,052,891	3.6%	-0.9%
Des Plaines	19,990	22,362	27,178	11.9%	21.5%
Glencoe	3,061	3,072	2,954	0.4%	-3.8%
Glenview	13,348	15,464	21,344	15.9%	38.0%
Golf	106	156	211	47.2%	35.3%
Harwood Heights	3,311	3,505	3,059	5.9%	-12.7%
Kenilworth	790	792	625	0.3%	-21.1%
Lincolnwood	4,100	4,482	3,536	9.3%	-21.1%
Morton Grove	8,124	8,199	8,137	0.9%	-0.8%
Niles	10,776	12,002	15,926	11.4%	32.7%
Norridge	5,456	5,727	4,226	5.0%	-26.2%
Northbrook	11,391	12,203	13,271	7.1%	8.8%
Northfield	1,800	2,155	2,286	19.7%	6.1%
Park Ridge	13,466	14,219	14,006	5.6%	-1.5%
Skokie	22,708	23,223	23,052	2.3%	-0.7%
Wilmette	9,720	10,039	9,040	3.3%	-10.0%
Winnetka	4,283	4,162	4,084	-2.8%	-1.9%
Total	1,157,604	1,203,690	1,205,826	4.0%	0.2%
Total (Excl Chicago)	132,430	141,762	152,935	7.0%	7.9%

Table 4.5

**Household Statistics
Lake County
1990, 2000 and 2010**

Illinois Municipality	Households			Percent Change	
	1990	2000	2010	1990-2000	2000-2010
Antioch	2,234	3,235	5,804	44.8%	79.4%
Bannockburn	301	250	459	-16.9%	83.6%
Barrington	3,508	3,767	4,556	7.4%	20.9%
Barrington Hills	1,366	1,381	1,999	1.1%	44.8%
Beach Park	3,321	3,636	4,891	9.5%	34.5%
Channel Lake	614	696	703	13.4%	1.0%
Deer Park	897	989	1,335	10.3%	35.0%
Deerfield	5,892	6,420	6,896	9.0%	7.4%
Forest Lake	483	536	621	11.0%	15.9%
Fox Lake	3,242	4,046	6,556	24.8%	62.0%
Fox Lake Hills	883	893	969	1.1%	8.5%
Gages Lake	2,859	3,725	3,755	30.3%	0.8%
Grandwood Park	840	1,572	1,767	87.1%	12.4%
Grayslake	2,897	6,503	8,012	124.5%	23.2%
Green Oaks	654	1,079	1,673	65.0%	55.1%
Gurnee	5,360	10,629	14,603	98.3%	37.4%
Hainesville	N/A	701	1,454	N/A	107.4%
Hawthorn Woods	1,311	1,831	3,624	39.7%	97.9%
Highland Park	11,023	11,265	11,063	2.2%	-1.8%
Highwood	2,015	1,811	1,894	-10.1%	4.6%
Indian Creek	N/A	65	166	N/A	155.4%
Island Lake	1,578	2,837	3,997	79.8%	40.9%
Kildeer	698	1,077	1,664	54.3%	54.5%
Lake Barrington	1,576	2,039	2,552	29.4%	25.2%
Lake Bluff	2,028	2,118	2,172	4.4%	2.5%
Lake Catherine	570	594	586	4.2%	-1.3%
Lake Forest	5,882	6,687	7,021	13.7%	5.0%

Source: United States Department of Commerce; Bureau of the Census 1990, 2000 and 2010

Table 4.5 Continued

Illinois Municipality	Households			Percent Change	Percent Change
	1990	2000	2010	1990-2000	2000-2010
Lake Villa	1,026	2,052	4,245	100.0%	106.9%
Lake Zurich	4,822	5,746	6,525	19.2%	13.6%
Libertyville	6,650	7,298	8,055	9.7%	10.4%
Lincolnshire	1,682	2,134	3,259	26.9%	52.7%
Lindenhurst	2,499	4,235	5,255	69.5%	24.1%
Long Grove	1,337	1,962	3,189	46.7%	62.5%
Long Lake	997	1,150	3,515	15.3%	205.7%
Mettawa	N/A	135	329	N/A	143.7%
Mundelein	7,120	9,858	12,205	38.5%	23.8%
North Barrington	595	1,003	1,274	68.6%	27.0%
North Chicago	7,142	7,661	7,299	7.3%	-4.7%
Old Mill Creek	N/A	98	73	N/A	-25.5%
Park City	1,956	2,600	1,527	32.9%	-41.3%
Riverwoods	887	1,261	1,124	42.2%	-10.9%
Round Lake	1,301	2,029	6,465	56.0%	218.6%
Round Lake Beach	4,902	7,349	9,170	49.9%	24.8%
Round Lake Heights	358	425	633	18.7%	48.9%
Round Lake Park	1,291	2,131	3,377	65.1%	58.5%
Third Lake	403	428	603	6.2%	40.9%
Tower Lakes	424	449	614	5.9%	36.7%
Venetian Village	1,070	1,119	1,064	4.6%	-4.9%
Vernon Hills	5,880	7,568	8,498	28.7%	12.3%
Volo	N/A	52	1,238	N/A	2280.8%
Wadsworth	582	1,036	1,644	78.0%	58.7%
Wauconda	2,409	3,611	5,622	49.9%	55.7%
Waukegan	24,545	27,787	29,071	13.2%	4.6%
Winthrop Harbor	2,057	2,370	2,964	15.2%	25.1%
Zion	6,535	7,552	7,722	15.6%	2.3%
Lake County Total	173,966	216,297	241,712	24.3%	11.8%

Source: United States Department of Commerce; Bureau of the Census 1990, 2000 and 2010

POPULATION PROJECTIONS

The Chicago Metropolitan Agency for Planning (CMAP) prepared population forecasts for the Chicago Metropolitan Area for 2040. Cook County's population is forecast to increase from 5,104,393 persons in 2010 to 6,182,487 persons in 2040. Lake County is forecast to grow from 682,753 persons to 728,908 persons in 2040. The number of households in Lake County is expected to increase from 241,712 households in 2010 to 326,763 households in 2040. The Village of Lincolnwood's population is forecast to increase from 12,590 persons in 2010 to 13,499 by 2040.

ACCESSIBILITY

The Chicago Metropolitan Area enjoys excellent regional accessibility. Interstate Highways serving the Chicago Metropolitan Area include Interstates 55, 57, 80, 88, 90, 94, 190, 290, 294, and 355. The major U.S. Highways serving Chicago include 6, 12, 14, 20, 30, 34, 41, 45, and 66. Illinois Highways serving the metro area include 1, 7, 19, 21, 22, 25, 31, 32, 38, 43, 47, 53, 56, 58, 59, 60, 62, 63, 64, 68, 72, 83, 120, 131, 134, 137, 171, and 394. Some of the interstates in proximity to Lincolnwood include Interstate 94 and Interstate 90.

RETAIL SALES

Table 4.6 presents the retail sales figures for the Chicago Metropolitan Area by County from 2009 through 2011.

Table 4.6

Retail Sales by County Chicago Metropolitan Area 2009-2012

Civil Subdivision	2009	2010	2011	2012	Sales Difference	Percent Change
Chicago	\$20,621,237,756	\$21,703,552,494	\$23,010,139,657	\$24,300,868,836	\$1,290,729,179	5.61%
Cook Co. (less Chicago)	\$32,765,677,421	\$33,859,039,591	\$35,091,924,200	\$36,643,734,389	\$1,551,810,189	4.42%
DuPage County	\$15,185,257,101	\$15,883,937,691	\$16,594,307,868	\$17,140,153,184	\$545,845,316	3.29%
Kane County	\$5,170,633,716	\$5,456,780,112	\$5,703,578,015	\$5,854,871,965	\$151,293,950	2.65%
Lake County	\$9,470,594,524	\$9,693,396,696	\$10,322,179,447	\$10,710,795,139	\$388,615,692	3.76%
McHenry County	\$3,101,780,952	\$3,159,783,774	\$3,335,400,914	\$3,401,758,885	\$66,357,971	1.99%
Will County	\$6,585,491,084	\$6,901,702,850	\$7,486,363,688	\$7,720,526,414	\$234,162,726	3.13%
Totals	\$92,885,554,174	\$96,658,195,218	\$101,543,893,789	\$105,772,708,812	\$4,228,815,023	4.16%

Source: State of Illinois Department of Revenue – Standard Industrial Classification Report and Melaniphy & Associates, Inc.

Retail sales in the Chicago Metropolitan Area in 2012 increased in all counties. The table presents the component counties of the Chicago Metro Area and their individual changes in 2009, 2010, 2011 along with retail sales changes between 2011 and 2012. The City of Chicago generated total retail sales of over \$24.0 billion, an increase of approximately \$1.3 billion over

2011, or 5.61%. Cook County, without the City of Chicago, generated retail sales of approximately \$36.6 billion; an increase of \$1.5 billion and 4.42%.

DuPage County, located to the west of Cook County, recorded 2012 retail sales of \$17.1 billion, rising by \$545 million from 2011, or 3.29%. Kane County, west of DuPage County, had sales amounting to \$5.8 billion, an increase of \$151 million, or 2.65%. Kane County's recovery has actually slowed down from its increase of \$286 million in 2010. Lake County recorded 2012 sales of \$10.7 billion, increasing by approximately \$388 million, or 3.76%. McHenry County sales increased to \$3.4 billion in 2012, an increase of \$66.3 million, or 1.99%. Will County's sales rose to approximately \$7.7 billion for an increase of \$234 million, or 3.13%.

Table 4.7 presents retail sales by retail category from 2010 through 2012.

Table 4.7

**Retail Sales by Retail Category
Chicago Metropolitan Area
2009-2012**

CHICAGO METROPOLITAN AREA RETAIL SALES COMPARISON 2010, 2011 and 2012					
Categories	Sales 2010	Sales 2011	Sales 2012	Difference 11-12	2012 Change
General Merchandise	\$11,479,758,231	\$11,025,389,093	\$12,121,383,709	\$1,095,994,616	9.94%
Food Stores	\$12,733,131,430	\$13,054,485,363	\$13,226,516,022	\$172,030,659	1.32%
Drinking and Eating Places	\$12,640,775,548	\$13,312,728,575	\$14,186,474,944	\$873,746,369	6.56%
Apparel & Accessories	\$4,657,739,245	\$5,544,250,327	\$4,992,971,500	(\$551,278,827)	-9.94%
Furniture & Electronics	\$5,515,673,844	\$5,433,870,666	\$5,505,736,781	\$71,866,115	1.32%
Home Improvement	\$4,472,507,912	\$4,456,625,433	\$4,667,595,959	\$210,970,526	4.73%
Automotive & Filling Stations	\$19,354,830,888	\$21,325,577,370	\$22,824,307,130	\$1,498,729,760	7.03%
Drugs & Miscellaneous Retail Stores	\$14,454,929,615	\$15,831,663,150	\$16,581,151,452	\$749,488,302	4.73%
Agriculture & All Others	\$9,488,576,458	\$9,737,548,143	\$9,829,538,386	\$91,990,243	0.94%
Manufacturers	\$1,860,270,037	\$1,821,755,669	\$1,837,032,929	(\$38,514,368)	0.84%
Total	\$96,658,193,218	\$101,543,893,789	\$105,772,708,812	\$4,228,815,023	4.16%
Annual Change	\$3,772,639,034	\$4,885,700,581	\$4,228,815,023		

Source: State of Illinois Department of Revenue – Standard Industrial Classification Report and Melaniphy & Associates, Inc.

Chicago Metropolitan Area Retail Sales went from a decline in 2009 of **-\$8.9 billion** to an increase of \$3.8 billion in 2010 and an increase of \$4.9 billion in 2011. In 2012, sales rose by \$4.2 billion or by 4.16 percent. In the individual retail categories, *General Merchandise* increased by over \$1.0 billion between 2011 and 2012 representing an increase of 9.94 percent. Increases were recorded in most retail categories including *Food Stores* (\$172 million), *Eating & Drinking* (\$873 million) *Home Improvement* (\$210 million), *Automobile & Filling Stations* (\$1.49 billion), *Furniture & Electronics* (\$71.8 million) and *Drugs & Miscellaneous Retail Stores* (\$749 million). Car sales and rising gasoline prices drove the *Automotive* category and Mall specialty store sales drove the *Miscellaneous Retail Stores*. Noteworthy is the \$551 million decrease in *Apparel & Accessories*, a decrease of -9.94 percent.

EMPLOYMENT

The Illinois Department of Employment Security tracks unemployment insurance (UI) covered employment in the State of Illinois. The figures do not include jobs that are not covered by unemployment insurance. As of March 2012, the Chicago Metropolitan Area had unemployment insurance (UI)-Covered (Private Sector) Employment of 3,261,253 up from

3,192,426 in March 2011. This was comprised of 2,073,558 jobs in Cook County; 509,888 in DuPage County; 272,836 in Lake County; 160,995 in Kane County; 167,339 in Will County; and 76,677 in McHenry County.

Table 4.8 presents the UI-covered (private sector) employment in the Chicago Metropolitan Area.

Table 4.8

**Unemployment Insurance (UI) Covered Private Sector Employment
Chicago Metropolitan Area by County
2005-2012**

County	UI-Covered (Private Sector) Employment						
	2012	2011	2010	2009	2008	2007	2006
Cook	2,073,558	2,037,597	2,004,132	2,068,502	2,176,935	2,194,338	2,185,786
DuPage	509,888	500,128	484,910	501,878	537,781	538,626	533,701
Lake	272,836	262,027	257,955	269,455	285,422	283,271	280,097
Kane	160,955	156,499	155,665	163,004	176,018	177,607	174,531
Will	167,339	161,330	155,494	154,307	160,771	154,665	145,222
McHenry	76,677	74,845	74,895	79,411	85,070	85,523	84,165
Total MSA	3,261,253	3,192,426	3,133,051	3,236,557	3,421,997	3,434,030	3,403,502

Source: Illinois Department of Employment Security - March 2012

Cook County had an increase in private sector employment of 35,961 (+1.8%) from March, 2011 to March, 2012. The City of Chicago had an increase in employment of 37,031 (+3.6%). Industry sectors with the biggest employment increases in the county during that time period were Accommodations & Food Services (8,209; +4.3%), Professional, Scientific & Technical Services (6,115; +3.3%), Health Care & Social Assistance (5,533; +1.8%), Retail Trade (4,500; +2.1%), Information (2,118; +4.1%), and Arts, Entertainment & Recreation (2,662; +9.0%). Industries with significant employment losses were Finance & Insurance (-1,811; -1.2%), and Manufacturing (-1,133; -0.6%).

Du Page County had an increase in private sector employment of 9,760 (+2.0%) from March, 2011 to March, 2012. The biggest increases in industry employment occurred in Management of Companies & Enterprises (3,032; +14.3%), Professional, Scientific & Technical Services (1,700; +3.5%), Wholesale Trade (1,406; +3.1%), Transportation & Warehousing (1,065; +5.0%), Manufacturing (1,324; +2.6%), and Health Care & Social Assistance (1,274; +2.3%). The industries with the biggest declines in employment were Construction (-505; -2.6%), and Information (-322; -3.1%).

Kane County had an increase in private sector employment of 4,456 (+2.8%) from March, 2011 to March, 2012. Administrative & Support, Waste Management & Remediation Services (2,668; +19.9%), Manufacturing (627; +2.1%), Health Care & Social Assistance (528; +2.3%), Real Estate & Rental & Leasing (188; +14.2%), Accommodations & Food Services (234; +1.7%), Arts, Entertainment & Recreation (204; +4.3%), and Wholesale Trade (288; +2.5%) had the

biggest increases in industry employment. The industries having the biggest declines in employment were Transportation & Warehousing (-283; -8.3%), and Retail Trade (-340; -1.7%).

Lake County had an increase in private sector employment of 10,809 (+4.1%) from March, 2011 to March, 2012. The biggest increases in industry employment occurred in Administrative & Support, Waste Management & Remediation Services (7,596; +39.7%), Transportation & Warehousing (559; +12.1%), Wholesale Trade (591; +2.8%), Educational Services (250; +4.6%), Arts, Entertainment & Recreation (363; +7.3%), and Finance & Insurance (335; +2.3%). The industries with declines in employment included Information (-196; -5.2%), and Construction (-165; -1.9%).

Mc Henry County had an increase in private sector employment of 1,832 (+2.4%) from March, 2011 to March, 2012. The biggest increases in industry employment occurred in Retail Trade (593; +4.7%), Administrative & Support, Waste Management & Remediation Services (389; +7.3%), Health Care & Social Assistance (279; +2.9%), Accommodations & Food Services (208; +2.9%), Wholesale Trade (159; +3.3%), and Construction (203; +4.3%). The industries having the biggest declines in employment were Transportation & Warehousing (-57; -4.0%), and Real Estate & Rental & Leasing (-63; -10.0%).

Will County had an increase in private sector employment of 6,009 (+3.7%) from March, 2011 to March, 2012. The biggest increases in industry employment occurred in Health Care & Social Assistance (889; +4.0%), Retail Trade (957; +3.6%), Administrative & Support, Waste Management & Remediation Services (806; +8.5%), Accommodations & Food Services (687; +4.3%), Professional, Scientific & Technical Services (624; +8.9%), Transportation & Warehousing (494; +5.1%), and Construction (321; +3.5%). The industries with declines in employment included Information (-258, -9.1%).

Table 4.9 on the following page presents UI-Covered Private Sector Employment in the Near North Suburbs in 2011 as recorded in the March 2012 Where Workers Work report. The Near North Suburbs include Evanston, Glenview, Lincolnwood, Morton Grove, Northbrook, Northfield, Skokie, Wilmette and Winnetka.

Table 4.9

UI Covered Private Sector Employment in North Suburban Area in 2011

Industry (NAICS)	North Suburban Total	Evanston	Glenview	Lincoln Wood	Morton Grove	North Brook	North Field	Skokie	Wilmette	Winnetka	North Suburban Misc
All Industries	178,072	39,860	23,994	9,898	7,628	45,445	6,486	30,460	6,552	3,272	4,477
AGRICULTURE, FORESTRY, FISHING, & HUNTING (11)	55	8	0	A/	A/	0	0	0	10	0	A/
MINING, QUARRYING, & OIL AND GAS EXTRACTION (21)	0	0	0	0	0	0	0	0	0	0	0
UTILITIES (22)	65	0	748	0	0	1,425	174	A/	193	66	34
CONSTRUCTION (23)	4,922	403	660	149	386	2,194	67	1,344	88	12	126
MANUFACTURING (31-33)	13,372	1,024	52	1,725	2,615	456	A/	4,861	A/	A/	0
FOOD	2,113	188	A/	686	249	456	A/	419	A/	A/	0
BEVERAGE & TOBACCO	6	A/	A/	0	0	0	0	0	0	0	A/
TEXTILE MILLS	16	0	0	0	0	0	0	0	A/	0	A/
TEXTILE PRODUCT MILLS	23	A/	0	0	0	A/	0	A/	0	0	0
APPAREL	112	A/	0	0	A/	0	0	A/	A/	0	A/
LEATHER & ALLIED PRODUCTS	1	A/	0	0	0	0	0	0	0	0	A/
WOOD PRODUCTS	24	A/	A/	A/	0	0	A/	A/	0	0	A/
PAPER	283	0	A/	0	A/	167	0	A/	A/	0	0
PRINTING & RELATED SUPPORT	622	169	A/	24	146	33	A/	164	A/	0	A/
PETROLEUM & COAL PRODUCTS	9	A/	0	A/	0	0	0	A/	0	0	A/
CHEMICAL	906	51	0	0	801	26	0	A/	A/	A/	A/
PLASTICS & RUBBER PRODUCTS	582	A/	71	192	0	152	0	95	0	0	0
NONMETALLIC MINERAL PRODUCTS	168	A/	A/	A/	A/	48	A/	A/	A/	A/	A/
PRIMARY METAL PRODUCTS	198	0	0	A/	A/	A/	0	A/	0	0	0
FABRICATED METAL PRODUCTS	1,392	A/	204	327	A/	243	0	493	A/	0	A/
MACHINERY	2,134	A/	131	258	A/	793	0	370	0	0	0
COMPUTER & ELECTRONIC PDTS.	634	37	55	A/	A/	84	0	A/	A/	0	A/
ELECTRICAL EQUIP., APPLIANCES, & COMP.	1,299	A/	A/	0	A/	A/	0	1,201	0	0	A/
TRANSPORTATION EQUIPMENT	461	A/	0	A/	A/	0	0	A/	0	0	0
FURNITURE & RELATED PRODUCTS	111	A/	A/	0	A/	A/	0	A/	A/	0	A/
MISCELLANEOUS MANUFACTURING	2,278	16	78	68	A/	36	A/	1,387	A/	0	A/
WHOLESALE TRADE (42)	8,184	379	1,146	421	900	2,504	232	1,959	104	A/	A/
RETAIL TRADE (44-45)	20,916	3,419	3,381	2,012	1,062	3,421	415	4,810	1,459	465	472
TRANSPORTATION & WAREHOUSING (48-49)	2,996	439	182	194	89	1,307	A/	767	A/	0	A/
INFORMATION (51)	4,097	1,208	772	443	103	539	103	790	60	A/	A/
FINANCE & INSURANCE (52)	7,851	766	1,814	160	153	2,368	218	763	898	222	489
REAL ESTATE & RENTAL & LEASING (53)	2,741	566	399	91	28	734	121	401	285	46	70
PROFESSIONAL, SCIENTIFIC & TECH. SVCS. (54)	14,045	2,527	1,887	519	225	4,910	316	2,353	395	124	789
MNGMT. OF COMPANIES & ENTERPRISES (55)	12,713	122	2,455	A/	0	7,761	1,845	406	A/	A/	A/
ADMIN. & SUP. & WASTE MGMT. & REMED. SVCS. (56)	13,072	631	912	1,616	266	7,755	164	1,146	320	30	232
EDUCATIONAL SERVICES (61)	14,866	A/	346	A/	54	797	223	641	616	593	A/
HEALTH CARE & SOCIAL ASSISTANCE (62)	29,622	9,929	5,780	1,564	847	3,164	1,354	5,575	719	290	400
ARTS, ENTERTAINMENT & RECREATION (71)	3,588	1,292	386	A/	A/	813	A/	227	128	64	511
ACCOMMODATIONS & FOOD SERVICES (72)	16,534	3,614	2,144	581	563	4,562	346	2,778	639	934	373
OTHER SERVICES (except PUBLIC ADMIN.) (81)	8,235	2,061	950	312	273	1,083	816	1,609	616	305	210
UNCLASSIFIED (99)	198	A/	32	A/	A/	A/	A/	A/	A/	A/	A/

Source: Illinois Department of Employment Security, Where Workers Work - March 2012

The employment statistics indicate the moderately strong employment in Near North Suburbs with over 178,000 UI-Covered jobs. Evanston boasts the most significant employment concentration with nearly 40,000 UI-Covered jobs. Skokie follows with 30,450 UI-Covered jobs and Glenview with 23,994 jobs. Lincolnwood recorded 9,898 UI-Covered jobs.

Manufacturing accounted for 13,372 UI-Covered jobs in the Near North Suburbs. Manufacturing employment is concentrated in Skokie (4,851), Morton Grove (2,615), and Evanston (1,024). The retail trade category is the most significant portion of the economic base in the Near North Suburbs with 20,916 UI-Covered retail trade jobs. Not surprisingly, the most significant concentration of UI-Covered retail jobs is located in Skokie due to Old Orchard Shopping Center and a portion of Village Crossings Shopping Center partially located in Skokie. Healthcare in the Near North Suburbs accounts for 29,622 UI-Covered healthcare jobs with 9,929 in Evanston with St. Francis and Evanston Hospitals. Skokie contains over 5,575 UI-Covered jobs in healthcare principally concentrated in Skokie Hospital located on Gross Point Road.

Table 4.10

Major Employers in Near North Suburbs 2012

Company Name	Primary City	Line of Business
Allstate Insurance	Northbrook	Insurance
American Louver Company	Skokie	Manufacturer
Anixter International	Glenview	Manufacturer
ATF	Lincolnwood	Manufacturer
Block Steel Company	Skokie	Manufacturer
Bradford Exchange	Evanston	Government
City of Evanston	Evanston	Government
Coca Cola Bottling Co.	Niles	Bottling Company
The Alter Group	Skokie	Real Estate
Cook County Circuit Court	Skokie	Government
Doubletree Hotel	Skokie	Lodging
Evanston Hospital	Evanston	Hospitals
Food for Thought	Lincolnwood	Caterer
Fort Dearborn Lithographs	Niles	Printing & Publishing
Illinois Tool Works	Glenview	Manufacturer
Kraft Foods, Inc.	Northfield	Food Manufacturer
Lifeway Foods	Morton Grove	Dairy Products
Metaldyne	Niles	Manufacturer
MFRI, Inc.	Niles	Manufacturer
Midland Manufacturing	Skokie	Manufacturer
Niles Community School	Niles	Elementary and Secondary Schools
Northwestern University	Evanston	University
Shure Inc.	Niles	Manufacturer
Skokie Hospital	Skokie	Hospitals
St. Francis Hospital	Evanston	Hospitals
Stepan Co.	Northfield	Manufacturer
Think Partnership Inc.	Northbrook	Advertising Agency
Village of Skokie	Skokie	Government
Trim Tex	Lincolnwood	Manufacturer
Wal-Mart	Niles	Retailer
Wells Lamont	Niles	Manufacturer
Wal-Mart	Niles	Retailer
WW Granger	Niles	Electrical Apparatus & Equipment

Source: Melaniphy & Associates, Inc. - 2013

BUILDING PERMIT ACTIVITY

The Chicago-Naperville-Wisconsin-Indiana PMSA registered 46,722 residential building permits in 2006. The residential market was booming with low interest rates, rising home values, available credit, and lax underwriting standards. In 2007, the market witnessed another 33,933 residential building permits. The recession of 2008 and 2009 slowed housing development significantly and has been described as the housing bust. In 2008, permits were cut by over 50 percent to 16,058 permits. In 2009, during the height of the recession only 6,097 residential permits were recorded. The number for total permits in the Chicago PMAS in 2012 amounted to 9,357 permits still far below the record levels of 2006.

In Cook County, building permit activity amounted to 19,036 units in 2006. By 2008, the economic recession caused building permit activity to plunge to only 1,844 units. Residential building permit activity continued to remain weak during the recession. In 2012, Cook County recorded building permit activity of 3,247 units still far below the level in 2006.

Our staff also reviewed building permit activity in Lincolnwood, Skokie and Niles to assess the level of new residential activity that influences the population resources within the trade area. In Lincolnwood, building permits ranged from 17 units in 2006 to 5 units in 2012. Skokie recorded 53 units in 2006 and only 1 unit in 2012. However, in 2004 Skokie added 330 units and 821 units in 2005. The Optima apartment development at Old Orchard Road and Interstate 94 attributed to the majority of this activity. In Niles, there were 23 units in 2006 and 2 units in 2012. Other than the Optima Development there has been limited new residential development in the surrounding area. Nevertheless, the over 1,250 units developed in Skokie since 2004 added to the population resources within the trade area.

In Lake County, building permit activity in 2006 amounted to 2,372 permits. By 2009, permit activity plunged to only 423 units. The permits in 2012 amounted to 427 in Lake County. Much of the new residential development since 2006 was concentrated in the far northwestern portions of Lake County where there are large tracts of undeveloped land. **Table 4.11** presents building permit activity from 2006 to 2012.

Table 4.11

**Building Permit Activity
2006-2012**

Region/City	1 Unit	2 Units	3-4 Units	5 Units	Total	Valuation
Chicago PMSA - Naperville - Joliet IL, IN, WI						
2012	5,658	164	287	3,248	9,357	
2011	4,145	96	193	3,159	7,593	
2010	4,244	100	176	2,747	7,267	
2009	1,445	4,383	102	167	6,097	
2008	7,637	164	646	7,611	16,058	
2007	18,095	568	1,261	14,009	33,933	
2006	28,632	734	2,079	15,277	46,722	
Cook County						
2012	992	52	163	2,040	3,247	\$676,417,731
2011	712	22	119	2,349	3,202	\$569,554,984
2010	664	26	133	1,704	2,527	\$650,630,230
2009	592	38	139	1,075	1,844	\$459,911,865
2008	1,314	74	530	6,469	8,387	\$1,242,799,712
2007	3,088	282	1,089	11,982	16,441	\$2,034,989,561
2006	4,713	298	1,731	12,304	19,046	\$2,519,952,865
Lake County						
2012	412	0	0	15	427	\$115,393,889
2011	308	0	0	165	473	\$113,301,240
2010	372	0	0	231	603	\$121,853,862
2009	417	0	0	6	423	\$100,490,883
2008	605	4	4	25	638	\$159,776,693
2007	1,798	0	0	325	2,123	\$516,818,917
2006	2,203	4	34	131	2,372	\$563,233,698
Lincolnwood						
2012	5	0	0	0	5	\$3,660,500
2011	3	0	0	0	3	\$2,457,024
2010	0	0	0	0	0	\$0
2009	1	0	0	0	1	\$567,000
2008	5	0	0	0	5	\$4,276,600
2007	13	0	0	0	13	\$5,696,751
2006	17	0	0	0	17	\$7,451,190
Skokie						
2012	1	0	0	0	1	\$600,000
2011	2	0	0	0	2	\$670,000
2010	2	0	0	0	2	\$1,100,000
2009	4	0	0	0	4	\$1,956,000
2008	11	0	0	0	11	\$5,776,000
2007	38	0	0	0	38	\$17,370,000
2006	53	0	0	0	53	\$23,950,000
Niles						
2012	2	0	0	0	2	\$780,332
2011	1	0	0	0	1	\$518,778
2010	3	0	0	0	3	\$1,918,532
2009	0	0	0	0	0	\$0
2008	8	0	0	0	8	\$4,866,563
2007	13	0	0	0	13	\$5,872,859
2006	21	0	0	0	21	\$9,383,238

Source: United States Department of Commerce- Census Bureau - Building Permit Survey

SECTION V

RETAIL MARKET ANALYSIS

Our basic technique for determining the demand for retail facilities on a particular site involves the delineation of the Trade Area; division of the Trade Area into market subparts for analysis; forecast of population, households, income, and personal consumption expenditures; directional growth patterns, a qualitative and quantitative analysis of existing and proposed competition; locational dynamics, the road network, accessibility, a driving time analysis, traffic counts; public transportation; evaluation of retail and restaurant store type opportunities; and the projection of retail sales which might be captured at The Shoppes at Lincoln Pointe..

SUBJECT SITE/LOCATION

The Subject Site is located in the northwest quadrant of Touhy and Lincoln avenues in Lincolnwood, Illinois a northern suburb of Chicago in Cook County. *Figure 5.A* on the following page presents the Area Map depicting the location of the Subject Site. The Subject Site enjoys immediate accessibility to the Edens Expressway located less than one quarter mile to the west. The site was previously occupied by the famous Purple Hotel which was developed in the early 1960's as a Hyatt brand and provided overnight accommodations to famous celebrities such as Barry Manilow, Roberta Flack and Perry Como. The hotel was a Radisson for a short time and then The Purple Hotel. The 293-room Purple Hyatt Hotel gained most of its notoriety as the site of the 1983 murder.

North Capital Group acquired the property and has proposed a redevelopment of the site as an upscale, master-planned, mixed-use development featuring retail, restaurant, office, residential, and hotel uses. The proposed project envisions 85,049 square feet of retail, 52,753 square feet of restaurants, 28,933 of grocery, 21,984 square foot health club, 28,446 square feet of office, and 100 residential units on six levels, and 210 hotel rooms on six levels. The project would provide 157 street level parking spaces, 276 spaces in the utility corridor and 879 spaces in a parking garage for a total of 1,312 parking spaces. *Figure 5.B* on the following page provides a depiction of the site plan.

SHOPPING CENTER CONSTRUCTION

The Chicago Retail Market contains over 200 million square feet of retail space. There were approximately 1.14 million square feet of new retail development planned in the metropolitan area in 2012. Only 1.02 million square feet were developed in 2011 down from 8.7 million square feet in 2007. Retail development in the Chicago Metropolitan Area has stalled in recent years. The Chicago Metropolitan Area retail development totals are provided on the following page.

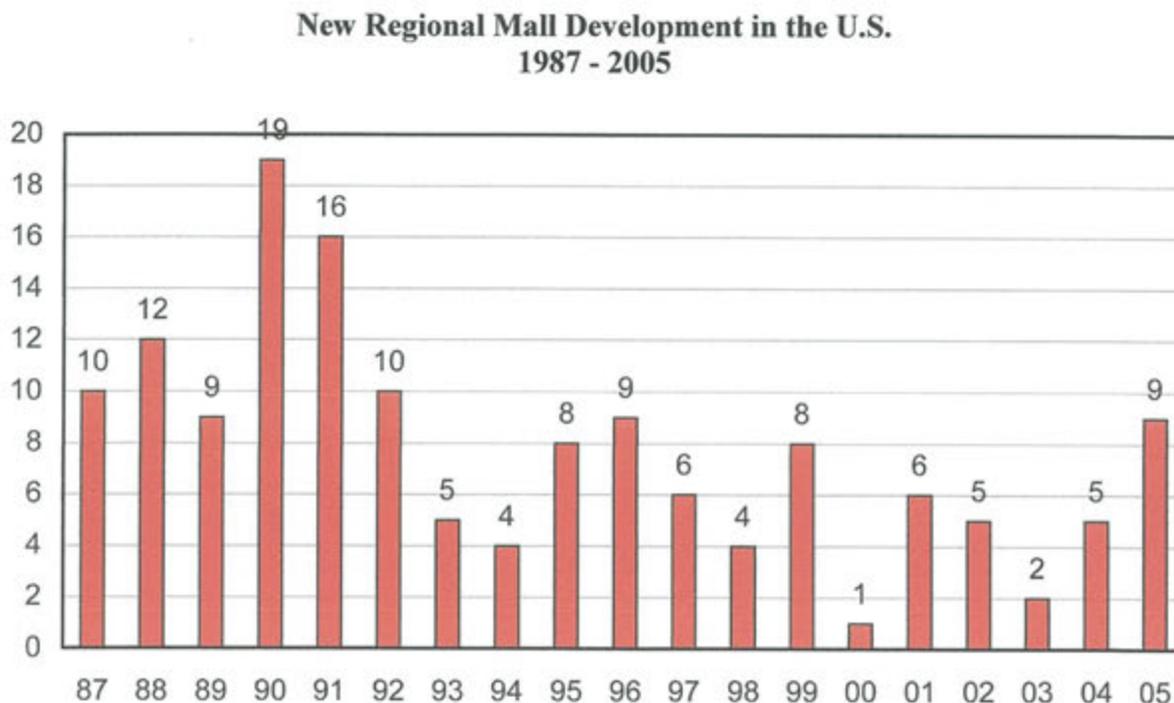
<u>Year</u>	<u>Square Feet Planned or Added</u>
2013	2.0 million square feet planned
2012	1.14 million square feet
2011	1.02 million square feet
2010	1.0 million square feet
2009	3.0 million square feet
2008	3.7 million square feet
2007	8.7 million square feet
2006	6.0 million square feet
2005	5.0 million square feet

In 2008, approximately 3.7 million square feet of retail space were added. Another 3.0 million square feet opened in 2009 which was committed in 2007 and 2008.

Retail development has slowed significantly since 2008, due to the economic recession. Large scale power center and lifestyle center development has been non-existent in the Chicago Metropolitan Area. There were three outlet centers planned in the Chicago Metropolitan Area including outlet centers in Rosemont, New Lenox, and Country Club Hills. The Rosemont Outlet Center opened in August 2013 and the other projects are in various stages of development. Most new retail development has been focused upon grocery stores including Mariano's Fresh Market, Wal-Mart, Meijer, Whole Foods, Heinen's, Standard Market, Fresh Market, and Plum Market, among others. Recent retail construction has been concentrated on big box power centers, freestanding retailers, superstores, home improvement retailers, supermarkets, and freestanding drug stores.

Traditional department store development has been virtually non-existent. Macy's opened two new stores in recent years including The Promenade in Bolingbrook and Gurnee Mills Mall. Nordstrom opened its last store in the Chicago Area in 2003 in the North Bridge development on Michigan Avenue. JC Penney's relocated a number of their stores out of malls to free-standing locations. Sales performance at these freestanding "off mall" locations has been mixed. *Figure 5.C* presents new mall construction from 1987 to 2005.

Figure 5.C



Source: International Council of Shopping Centers (ICSC)

There have been no ground-up new malls for five years in the United States. One new mall opened in 2011 in the entire country and no new malls opened in 2012. No new enclosed regional malls have been built in the Chicago Metropolitan Area since the Northbridge Mall project anchored by Nordstrom on Michigan Avenue in Chicago. On August 1, 2013 the two-story 526,000 square foot Fashion Outlets of Chicago opened in Rosemont with approximately 130 stores anchored by Sak's Off 5th, Bloomingdale's Outlet, and Last Call by Neiman Marcus. The redevelopment of Randhurst Mall in Mt. Prospect now called Randhurst Village is the most recent mall redevelopment project. There are two ground-up regional malls planned including the Mall at Bay Plaza in Bronx, New York with 780,000 square feet scheduled to open in 2014 and the University Town Center planned in Sarasota, Florida. The focus on malls in recent years has been toward redevelopment. This has included "demalling" and backfilling vacant department stores with junior anchor stores, restaurants and entertainment venues.

The focus of more recent ground up development has been lifestyle centers. Lifestyle Centers are most often located in affluent residential neighborhoods. These centers cater to the retail needs and lifestyle pursuits of consumers in its trading area generally without department stores. It usually has an open air configuration and typically includes at least 400,000 to 500,000 square feet of retail space occupied by upscale national chain specialty stores. Other elements differentiate the lifestyle centers in its role as a multi-purpose leisure time destination, including restaurants, entertainment and design ambiance and amenities such as fountains and street furniture that are conducive to casual browsing. A few centers may be anchored by one or more

conventional or fashion specialty department stores. Deer Park Town Center in Deer Park is a good example of a lifestyle center without any department stores.

In both 2004 and 2005 there were 23 lifestyle centers built in the United States. Another 10 lifestyle centers were built in 2006. The recession stalled numerous projects until 2010 when 4 lifestyle centers were built in the country. The Promenade of Bolingbrook anchored by Macy's opened in Bolingbrook, Illinois at Interstate 355 and Boughton Road.

The lack of new major shopping center construction heightened competition for vacant "second generation" retail space in established trade areas. Several retailers entered the Chicago Metropolitan Area to capitalize upon the depressed rental rate environment including Ross Dress for Less, hhgregg, Gordmans, Steinhilber's, PGA Superstores, Savers, Mariano's Fresh Market, and Heinen's, among others.

CHICAGOLAND RETAIL VACANCY

The retail vacancy rate rose to 8.9 percent in the third quarter of 2013, up from 8.8 percent in the second quarter and 8.7 percent a year earlier, according to CBRE Inc., an international real estate brokerage company. The U.S. economy has improved since the Great Recession but continues to show weakness despite incremental improvement in the housing markets, job growth, unemployment, and financing environment. The Chicago region continues to outperform many of the major metropolitan areas in the United States.

Regional Malls experienced improvement in vacancy rates following the recession. Vacancy rates at area malls continued to improve in 2012 and 2013. There are several regional malls that continue to struggle including Charlestowne Mall in St. Charles, River Oaks Mall in Calumet City, Spring Hill Mall in West Dundee, The Plaza (formerly Evergreen Plaza) in Chicago, and Lincoln Mall in Matteson. Some of these facilities have lost major anchor department stores and specialty stores. Carson Pirie Scott closed their store at River Oaks and Spring Hill Mall lost JC Penney. The last surviving department store in Lincoln Mall in Matteson is Carson Pirie Scott. JC Penney relocated to a free-standing store on the peripheral roadway next to a new Target. Two of the other department stores closed. Some department stores are not generating the customer activity normally expected particularly middle market department stores like Sears, JC Penny, and Carson Pirie Scott. Thus, mall specialty stores are being adversely affected by the lower customer counts. Nordstrom continues to perform well in both their Nordstrom Rack and full-line Nordstrom stores. Sak's Fifth Avenue closed their store in Renaissance Place in Highland Park due to poor sales performance. Nordstrom Rack is adding stores in Lincoln Park in the Clybourn Corridor and in the former Best Buy store on Skokie Boulevard across from Old Orchard Shopping Center.

Deer Park Town Center, located at U.S. Highway 12 just south of Long Grove Road, is one of the most successful lifestyle centers in the Chicago Metropolitan Area. **Lifestyle centers** are typically open-air complexes with adequate parking and, easy access to the specialty stores, and usually without department stores. Most have numerous restaurants, movie theaters, a book store, and quick service food units. Many have two story facades to simulate the Main Street of the past. Deer Park Town Center has over 500,000 square feet. **Power centers** are typically occupied

by big box stores including supercenters, discounters, home improvement retailers, and many others. Power towns are a mix of the lifestyle tenants, power center tenants, and regional mall type tenants.

Some of the active big box retailers scouting for sites and building new stores in the Chicago Metropolitan Area market in recent years include the following:

Ace Hardware	Marshalls
Aldi	Meijer
Art Van Furniture	Menards
Butera	Michael's
Berkot's Foods	Neiman Marcus Last Call
Big Lots	Nordstrom Rack
Binny's Beverage Depot	Petco
Burlington Coat Factory	Petco (Unleashed Concept)
Caputo's Fresh Market	Petsmart
Costco	Pete's Produce
Cost Plus World Market	Pet Supplies Plus
CVS Pharmacy	PGA Superstore
Dick's Sporting Goods	Plum Market
Dick's Sporting Goods (True Runner Concept)	Ross Dress for Less
Fresh Market	Sak's Off 5 th
Fresh Farms	Savers
Home Depot	Sports Authority
Half Price Books	Steinhaufels
Floor & Décor	Standard Market
Gordmans	Super Target
Heinen's	Target
hhgregg	Tiger Direct
Hobby Lobby	Tony's Finer Foods
Jewel Supermarkets	True Value Hardware
JC Penney	Ultra Foods
Kohl's	Wal-Mart Supercenter
Lowe's	Wal-Mart Neighborhood Market
Macy's	Whole Foods
Mariano's Fresh Market	Woodmans

Primary growth in the retail facilities has been generated by grocery stores and big box retailers. Department stores have not participated with new stores because of declining sales and profits. Only a few major non-big box shopping centers have been built. The largest of the lifestyle centers opened in South Barrington in 2008, known as the Arboretum of South Barrington with the area's first L.L. Bean store. This 600,000+ square foot lifestyle center continues to have vacancy. Additionally in the southern suburbs, The Promenade opened in Bolingbrook with over 500,000 square feet. This shopping center is what is known as a "Hybrid Lifestyle Center" and

the first freestanding Macy's Department Store in the Chicago area. Thus, it is a combination of lifestyle stores, conventional department store, and big box retailers. Macy's also opened a new store at Gurnee Mills Mall in Gurnee.

PLANNED AND PROPOSED SHOPPING CENTERS

Our staff investigated planned and proposed shopping centers and freestanding retailers that may influence retail development in Lincolnwood. The shopping centers and freestanding retailers proposed or planned within the delineated Trade Area are discussed in the following paragraphs.

- The most significant shopping center proposal in **Skokie** is the planned **Touhy Marketplace** anchored by a 151,000 square foot **Wal-Mart, Wendy's and PNC Bank** at the intersection of Touhy and St. Louis avenues. The project also plans 17,000 square feet of strip retail space. Reportedly, there is also a LongHorn Steak House planned.
- Also in **Skokie**, a new 73,000 square foot **Mariano's Fresh Market** is planned at the northwest corner of Touhy Avenue and McCormack Boulevard immediately east of Wal-Mart, north of Lincolnwood Town Center. A new Xsport Fitness opened in the project.
- **Nordstrom Rack** is planned in the former Best Buy space on Skokie Boulevard and Golf Road in **Skokie** across the street from Old Orchard Shopping Center.
- In **Niles**, **Costco** plans to add a fuel center on the former Ford Dealer site on the northwest corner of Touhy and Melvina Avenue along with a 16,000 square foot Aldi grocery store.
- In **Park Ridge**, **Whole Foods Market** opened a 50,000 square foot store in November on the southeast corner of Touhy Avenue and Washington Street.
- In **Glenview**, **Mariano's Fresh Market** is proposed on the former Avon site at the northeast quadrant of Waukegan and Golf roads. Regency Centers is redeveloping the Avon site and recently purchased the former Infiniti Dealership on the corner. There is another Mariano's proposed in Glenview at Willow and Sanders roads.
- In **Glenview**, **Heinen's Fine Foods** is constructing a 45,000 square foot store on the former Dominick's site in the northwest quadrant of Waukegan and Glenview roads.

ACCESSIBILITY

The planned Shoppes at Lincoln Pointe is located on the northwest corner of Touhy and Lincoln avenues in Lincolnwood, Illinois approximately one quarter mile east of the Edens Expressway (Interstate 94). Interstate 94, known as the Eden's Expressway in much of the northern portions of the Chicago area, extends from the John F. Kennedy Expressway (Interstate 90) on the north side of the city. The Kennedy Expressway junctions with most area expressways (Dan Ryan Expressway Interstate 94 and 90, Eisenhower Expressway Interstate 88, and the Stephenson Expressway (Interstate 55) in Downtown Chicago. Interstate 94 extends northward to Milwaukee and Madison, Wisconsin and on to Minneapolis, Minnesota and beyond.

- **Touhy Avenue** is a major east-west traffic artery extending from Lake Michigan on the east to Illinois Route 83 on the west. Touhy Avenue is a five-lane arterial with a posted speed limit of 30 mph in the vicinity of the Subject Site.

At its signalized intersection with Cicero Avenue, Touhy Avenue provides an exclusive left-turn lane, two through lanes and an exclusive right-turn lane on both approaches. At its signalized intersections with Barclay Place and Kilbourn Avenue, Touhy Avenue provides an exclusive left-turn lane, a through lane and a combined through/right-turn lane on the westbound approach.

Touhy Avenue at the eastern approach to the Subject Site provides an exclusive left-turn lane, two through lanes and an exclusive right-turn lane at its signalized intersection with Lincoln Avenue. The westbound approach provides an exclusive through lane and a combined through/right-turn lane. Westbound to southeast left-turn movements are prohibited at the Touhy Avenue/Lincoln Avenue intersection. At its signalized intersection with Kostner Avenue, Touhy Avenue provides an exclusive left-turn lane on the southeast bound approach.

The primary full ingress/egress access drive on Touhy Avenue will be provided at the existing signalized intersection at Barclay Place. The access drive will provide two inbound lanes and two outbound lanes. An eastbound left-turn lane will be provided on Touhy Avenue via restriping of the existing striped median. Furthermore, Touhy Avenue will be widened to provide a westbound exclusive right-turn lane.

The access drive that previously served The Purple Hotel opposite Kilbourn Avenue will be eliminated. The removal of this leg of the intersection will enhance traffic flow/operations along Touhy Avenue. The existing curb cut at the west end of the property will remain and will be utilized primarily as truck ingress to the grocery store loading docks. The curb cut will be widened/modified to accommodate truck traffic maneuvers.

- **Lincoln Avenue** (U.S. Route 41) is a northwest-southeast arterial roadway that provides two lanes in each direction divided by a raised median in the vicinity of the site. At its signalized intersection with Touhy Avenue, northbound Lincoln Avenue provides an exclusive left-turn lane, a combined through/left-turn lane, and a through lane on the northwest approach. The southeast bound approach provides an exclusive left turn lane, a through lane and a combined through/right-turn lane. At its unsignalized intersection with Chase Avenue, Lincoln Avenue provides an exclusive left-turn lane on the southeast bound approach.

The existing access drive currently serving the existing office building at the north end of the site (7366 Lincoln Avenue) will remain and will continue to be restricted to right in/right-out movements. The other four existing curb cuts will be closed.

The primary full ingress/egress access drive on Lincoln Avenue will be provided from a new driveway aligned opposite Chase Avenue and placed under traffic signal control. The access drive will provide two inbound lanes and two outbound lanes. A northbound left-turn lane will also be provided on Lincoln Avenue. Secondary access will be provided from two

new right-in/right-out driveways, approximately 350 feet north and 1,100 feet north of Touhy Avenue.

Driving Time Analysis

Our normal procedure is to conduct a detailed Driving Time Analysis from the Subject Site in all directions for 20 minutes at 5-minute intervals during normal shopping times. The Driving Time Analysis assists in the delineation of the Trade Area by simulating the distances a consumer can travel during given time allocations. The street name, direction of travel, and driving time by five-minute interval is presented in **Table 5.1**.

In order to assess driving times, our staff conducted driving times as indicated. We also simulated driving times using several computer programs. Following a review of all of the results, we defined logical driving times in normal shopping traffic. *Figure 5.D* depicts 5, 10, and 15 minute driving times.

Table 5.1

**Driving Time Analysis
5, 10, 15, & 20 Minutes
Touhy and Lincoln Avenues
Village of Lincolnwood, Illinois
November 2013**

Edens Expressway - Traveling North

5 minute interval	-	Gross Point Road
10 minute interval	-	Winnetka Road (south of Willow)
15 minute interval	-	Clavey Road on US Route 41
20 minute interval	-	Half Day Road (IL Route 22)

Edens Expressway - Traveling South

5 minute interval	-	Cicero Avenue
10 minute interval	-	Fullerton Avenue
15 minute Interval	-	Ohio Street
20 minute Interval	-	18 th Street

Touhy Avenue - Traveling East

5 minute interval	-	McCormick Boulevard
10 minute interval	-	Western Avenue
15 minute interval	-	Sheridan Road
16 minute interval	-	Lake Michigan

Touhy Avenue - Traveling West

5 minute interval	-	Melvina Avenue
10 minute interval	-	Osceola Avenue (West of Harlem)
15 minute interval	-	Dee Road
20 minute interval	-	Lee Street

Source: Melaniphy & Associates, Inc. – November 2013

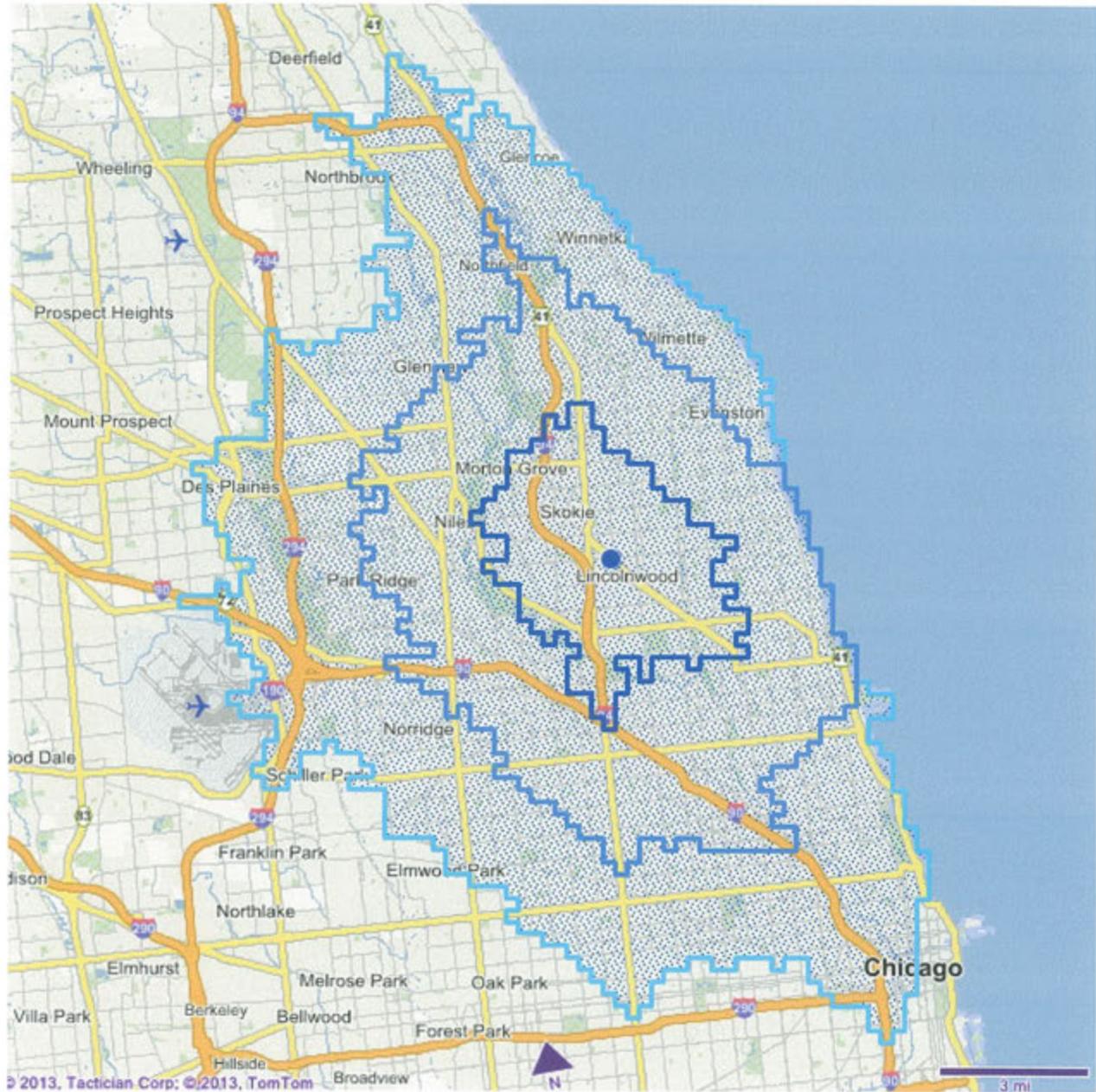
The driving times are undertaken to determine the distances that consumers can drive during normal shopping hours in relation to the Lincolnwood retail market and other major significant retail concentrations. For example, our driving times studies indicates that it takes approximately five minutes to get to Lincolnwood Town Center, at Touhy Avenue and McCormick Boulevard. Old Orchard Shopping Center is located about 15 to 20 minutes driving north of the Subject Site.

The driving time analysis indicates the 20 minute interval is roughly bounded by Half Day Road (IL Route 22) on the north, 18th Street on the south, Lake Michigan on the east and Lee Street on the west.

Naturally, there will be variations in driving times because of traffic, traffic signals, truck traffic, accidents, barriers, snow, construction and other traffic impediments. During peak periods, the driving times can climb significantly. **Our staff traveled near Downtown in 15 minutes but during rush hour this trip may take over an hour.**

Figure 5.D

**Travel Time Study
The Shoppes at Lincoln Pointe
Lincolnwood, Illinois**



Some of the major big box retail concentrations on Touhy Avenue include Village Crossings in Skokie/Niles, Pointe Plaza in Niles, Costco and Target in Niles, Lowe's in Lincolnwood and the proposed Wal-Mart and Mariano's Fresh Market in Skokie. The major malls and lifestyle centers influencing the trade area include Lincolnwood Town Center, Old Orchard Shopping Center, Edens Plaza, Uptown Park Ridge, Northbrook Court, Glen Town Center, Harlem-Irving Mall and Six Corners.

Traffic Volumes

Average daily traffic volume data was obtained from the Illinois Department of Transportation for selected arterials in proximity to the Subject Site. **Table 5.2** presents the 2012 average daily traffic volumes (the latest published data available) for the selected arterials in proximity to the Subject Site.

Traffic has increased on both Touhy Avenue and Lincoln Avenue in recent years.

Table 5.2

**Annual Average Daily Automobile Traffic Volumes
Selected Arterials
2012**

<u>Selected Arterials</u>	<u>Traffic Count</u>
<u>Touhy Avenue</u>	
East of Lincoln Avenue	26,000 vehicles
West of Lincoln Avenue	43,100 vehicles
East of Cicero Avenue	43,100 vehicles
West of Cicero Avenue	35,700 vehicles
<u>Lincoln Avenue</u>	
North of Howard Avenue	11,000 vehicles
South of Crawford	24,500 vehicles
<u>Cicero Avenue</u>	
North of Touhy Avenue	19,500 vehicles
South of Touhy Avenue	17,900 vehicles
<u>Interstate 94 (Edens Expressway)</u>	
North of Touhy Avenue	160,000 vehicles
South of Touhy Avenue	158,400 vehicles

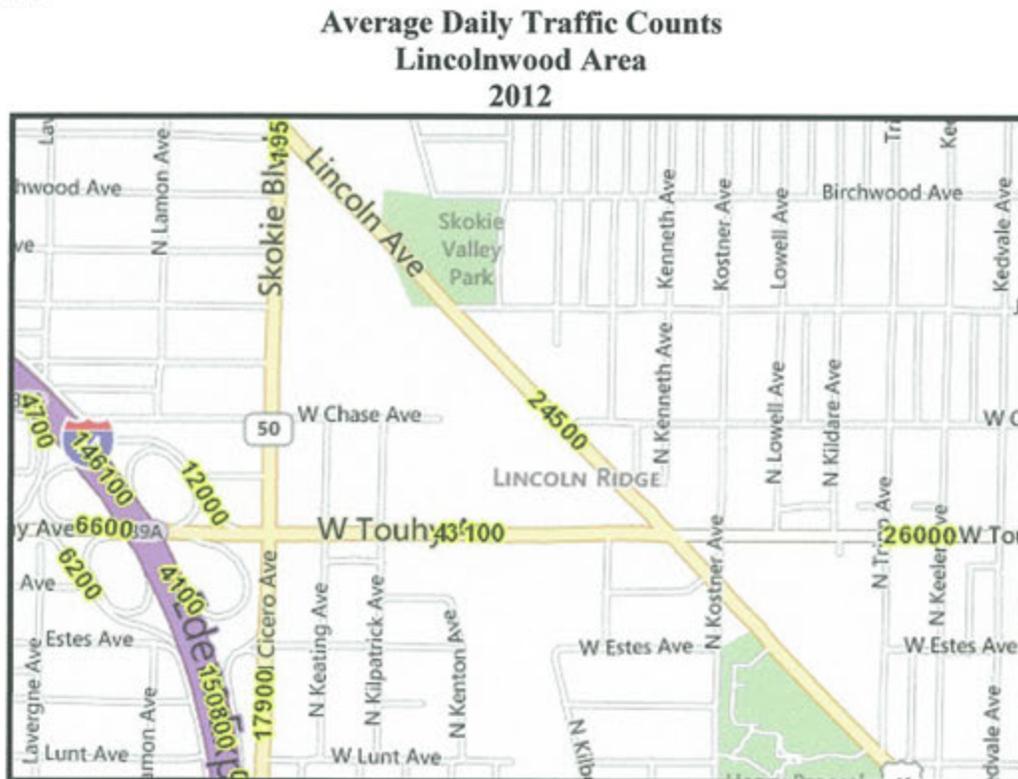
Source: Illinois Department of Transportation, Average Annual Daily Traffic Counts, 2012

Kenig, Lindgren, O'Hara, Aboona, Inc. (KLOA, Inc.) conducted a *Traffic Impact and Parking Study for the proposed development of The Shoppes at Lincoln Pointe*. Our staff thoroughly

reviewed the traffic study and its findings as well as obtained annual average daily traffic count data from the Illinois Department of Transportation.

Figure 5.E depicts average daily traffic counts for major roads conducted by the Illinois Department of Transportation (IDOT) in 2012. These counts include only automobiles, not trucks.

Figure 5.E



Source: Illinois Department of Transportation, Traffic Counts, 2013

TRADE AREA DELINEATION

The Trade Area has been delineated on the basis of distance, driving times, accessibility, the road network, customer attraction, existing and proposed competition, employment distribution, physical and psychological barriers, shopping habits and patterns, dining-out patterns, daytime working population, as well as our experience in evaluating shopping centers and other commercial developments throughout the world.

The Trade Area for the Subject Site is depicted in *Figure 5.F*. The base map depicts Average Household Income. The darker the color, the higher the income. Conversely, the lower the average household income, the lighter the color. Industrial areas are also shown in the lighter color.

The defined Trade Area is influenced by retailers and restaurants in and around Lincolnwood Town Center, Old Orchard Center, Golf Mill Mall, Edens Plaza, Glen Town Center, Harlem-

Irving Plaza and Six Corners, among others. By definition, Trade Areas account for approximately 80 to 85 percent of the anticipated customers to the Subject Site. Because of visitors, businesspersons, people passing through the area, and others it is difficult and costly to identify the last 15 to 20 percent, especially for high volume restaurants. Distances traveled and visitor infrequency makes it uneconomic to attempt to define the last 15 percent. The Trade Area, as defined, represents the geographic area from which the vast majority of sales will be derived. Obviously, there are many visitors utilizing the Edens Expressway and they represent potential customers to the Subject Site.

In determining the Trade Area for the Subject Site, we have examined distances, driving times, and retailer concentration attraction. The Trade Area is influenced by the existence of major competitive concentrations which proscribe the trading area.

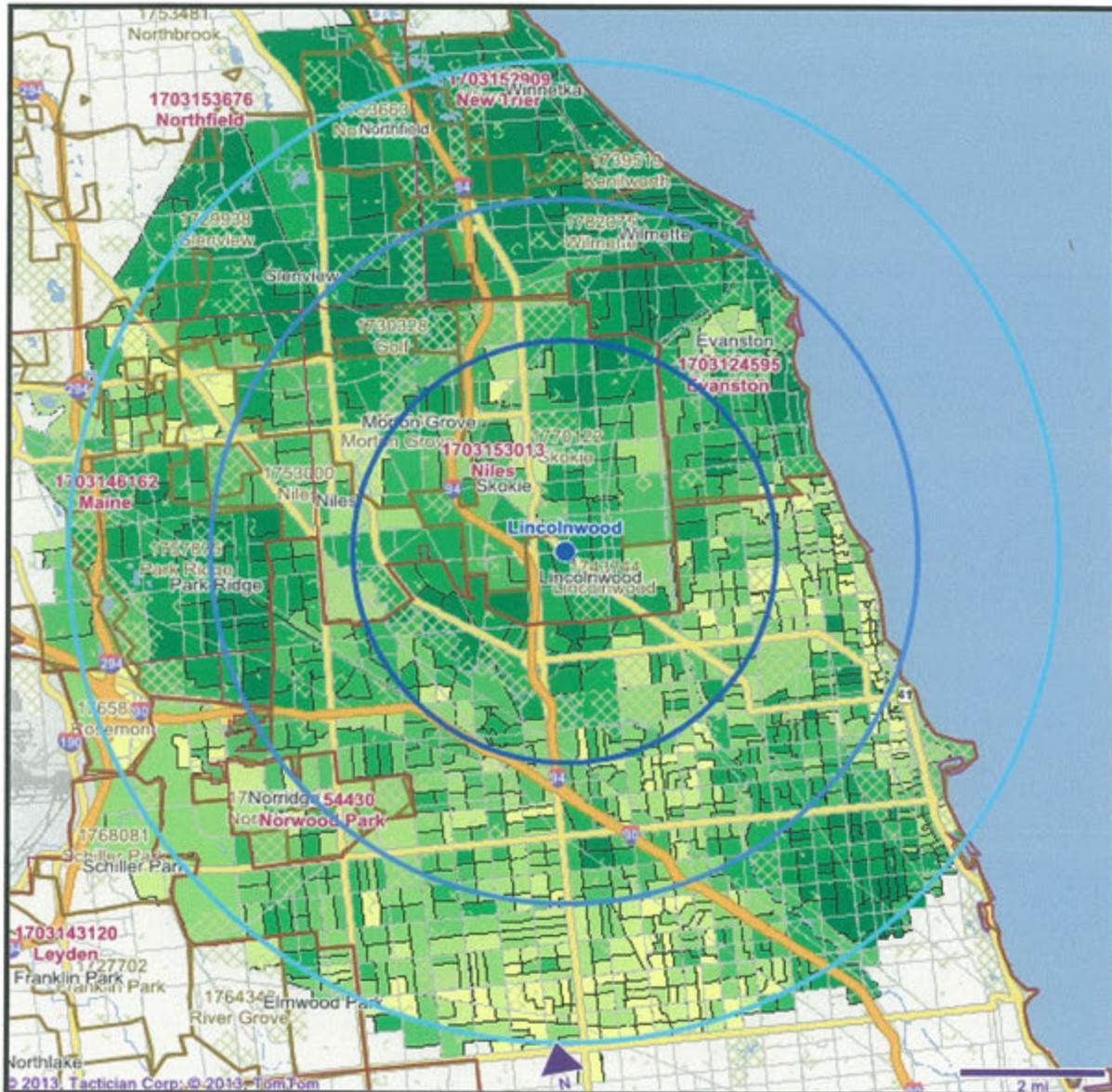
The **Primary Trade Area** has been delineated to include the geographic area within a three mile radius. We also examined a 20 minute driving time from the Subject Site. The Primary Trade Area represents the geographic area from which the most frequent visitors will originate. Approximately 60 to 70 percent of the consumers generated to the Subject Site will be generated from the Primary Trade Area. Supermarkets tend to delineate trade areas of three miles, while big box retailers consider five-mile radii. *Figure 5.F* presents the Trade Area Map. The Driving Time Analysis would exhibit an elliptical shape due to the higher speed limits along the Edens Expressway (Interstate 94).

The **Secondary Trade Area** has been delineated to include the geographic area beyond three miles and extending out to five miles. The Secondary Trade area was delineated to encompass about a ten minute driving time and extending out to a fifteen minute driving time. The Secondary Trade Area represents the geographic areas from which consumers will originate on a less frequent basis. Approximately 10 to 20 percent of the consumers will be generated from the Secondary Trade Area. Stores generating customers beyond the Primary Trade Area, but within the Secondary Trade Area include signature restaurants.

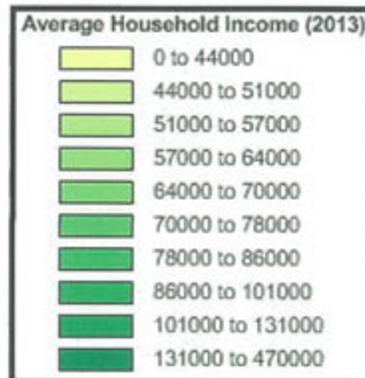
The **Total Trade Area** represents the geographic area within a seven mile radius or within approximately a 15 minute drive time from the Subject Site. Approximately 85 percent of the consumers generated to the Subject Site will originate from within the delineated Trade Area. Another 10 to 15 percent will be generated from outside the delineated Trade Area. Again, this includes visitors and other consumers who shop the area on an infrequent basis or may be passing through the area on the Edens Expressway. This also includes employees that work in the North Suburban Area but reside outside the delineated trade area. The Driving Time Analysis shows the Trade Area to be elliptical and extends approximately 16 miles to the north and south and approximately 4 miles to the east (Lake Michigan) and 8 miles to the west. The travel times are based upon non-peak travel periods. In order to provide a benchmark the Total Trade Area was delineated to include a seven mile radius.

Figure 5.F

**Trade Area Map
3 miles, 5 miles and 7 miles
Lincoln Pointe
Lincolnwood, Illinois**



Map Key



TRADE AREA MARKET SUPPORT FACTORS

The general demographic characteristics of the Trade Area were thoroughly evaluated. Population, households, median household income, and gross household income for the Trade Area of Lincoln Pointe are provided in **Table 5.3** entitled *Trade Area Market Support Data* for 2013. This section focuses on the level of market support available within the delineated Trade Area. A discussion of the demographics of the Trade Area is presented below.

The **Primary Trade Area** currently contains a population of 234,972 persons in 84,701 households. By 2018, the population is forecast to reach 240,008 persons in 86,317 households. The average household income is estimated at \$79,037 within the Primary Trade Area and the median household income is estimated at \$60,003. The 2013 median age is 40.1 years. Owner-occupied housing units amount to approximately 61.4 percent of the housing. Renters account for approximately 32.5 percent and the balance, 6.0 percent, were vacant. The Daytime Working population is estimated at 109,177 persons. The ethnic characteristics are as follows: 61.4 percent White, 8.0 percent Black, 20.0 percent Asian, 0.0 percent Hawaiian Pacific Islander, 0.30 percent Native American, and 6.40 percent Other. Another 3.8 percent are Two or More Races.

The **Secondary Trade Area** currently contains a population of 546,293 persons in 224,056 households. By 2018, the population is forecast to reach 557,765 persons in 228,315 households. The median age is 37.6 years. The ethnic characteristics are as follows: 66.8 percent White, 7.90 percent Black, 12.60 percent Asian, 0.00 percent Hawaiian Pacific Islander, 0.40 percent Native American, and 8.60 percent Other. Another 3.6 percent are two or more races. The Secondary Trade Area is slightly less ethnically diverse than the Primary Trade Area.

The 2013 average household income within this Trade Area segment has been estimated at \$78,155. Median household income is estimated at \$55,562. The daytime working population amounted to an estimated 182,736 persons.

Table 5.3

Trade Area Market Support Factors

Population Change						
	Radial Trade Area, 3 miles		Radial Trade Area, 5 miles		Radial Trade Area, 7 miles	
	Number	Percent Change	Number	Percent Change	Number	Percent Change
1980 Census	212,752		758,121		1,283,746	
1990 Census	214,169	0.70%	759,336	0.20%	1,282,434	-0.10%
2000 Census	232,998	8.80%	808,288	6.40%	1,382,894	7.80%
2010 Census	232,957	0.00%	774,647	-4.20%	1,333,258	-3.60%
2013 Projection	234,972	0.90%	781,265	0.90%	1,344,727	0.90%
2018 Projection	240,008	2.10%	797,773	2.10%	1,373,334	2.10%

Households Change						
	Radial Trade Area, 3 miles		Radial Trade Area, 5 miles		Radial Trade Area, 7 miles	
	Number	Percent Change	Number	Percent Change	Number	Percent Change
1980 Census	80,680		300,844		509,164	
1990 Census	81,804	1.40%	299,298	-0.50%	507,240	-0.40%
2000 Census	84,922	3.80%	311,814	4.20%	533,937	5.30%
2010 Census	83,949	-1.10%	306,004	-1.90%	526,006	-1.50%
2013 Projection	84,701	0.90%	308,757	0.90%	530,733	0.90%
2018 Projection	86,317	1.90%	314,632	1.90%	540,845	1.90%

Families (2013)			
	Radial Trade Area, 3 miles	Radial Trade Area, 5 miles	Radial Trade Area, 7 miles
Families	58,614	180,109	302,460
Average Household Size	2.74	2.47	2.48

Population by Race (2013)						
	Radial Trade Area, 3 miles		Radial Trade Area, 5 miles		Radial Trade Area, 7 miles	
	Number	Percent	Number	Percent	Number	Percent
White	144,378	61.40%	521,598	66.80%	908,079	67.50%
Black	18,760	8.00%	61,583	7.90%	93,889	7.00%
Asian	47,097	20.00%	98,820	12.60%	133,182	9.90%
Native American	806	0.30%	3,362	0.40%	6,222	0.50%
Hawaiian / Pacific Islander	79	0.00%	321	0.00%	621	0.00%
Two or More	8,925	3.80%	28,188	3.60%	45,053	3.40%
Other Race	14,927	6.40%	67,393	8.60%	157,682	11.70%
Total	234,972	100.00%	781,265	100.00%	1,344,728	100.00%

Hispanic Population (2013)						
	Radial Trade Area, 3 miles		Radial Trade Area, 5 miles		Radial Trade Area, 7 miles	
	Number	Percent	Number	Percent	Number	Percent
Hispanic	37,879	16.10%	168,550	21.60%	368,383	27.40%
Not Hispanic	197,093	83.90%	612,714	78.40%	976,344	72.60%
Total	234,972	100.00%	781,264	100.00%	1,344,727	100.00%

Income (2013)			
	Radial Trade Area, 3 miles	Radial Trade Area, 5 miles	Radial Trade Area, 7 miles
Median Household Income	\$60,003	\$55,562	\$55,676
Average Household Income	\$79,037	\$78,155	\$80,857
Average Family Income	\$91,266	\$96,303	\$98,583

Households by Income (2013)						
	Radial Trade Area, 3 miles		Radial Trade Area, 5 miles		Radial Trade Area, 7 miles	
	Number	Percent	Number	Percent	Number	Percent
Less Than \$10,000	5,427	6.40%	23,520	7.60%	39,728	7.50%
\$10,000-\$14,999	2,822	3.30%	12,177	3.90%	20,798	3.90%
\$15,000-\$19,999	3,128	3.70%	12,884	4.20%	22,177	4.20%
\$20,000-\$24,999	5,012	5.90%	19,083	6.20%	31,872	6.00%
\$25,000-\$29,999	4,247	5.00%	15,350	5.00%	25,720	4.80%
\$30,000-\$34,999	4,275	5.00%	15,466	5.00%	26,807	5.10%
\$35,000-\$39,999	4,371	5.20%	16,911	5.50%	29,492	5.60%
\$40,000-\$49,999	7,460	8.80%	27,474	8.90%	48,226	9.10%
\$50,000-\$59,999	5,607	6.60%	20,700	6.70%	36,196	6.80%
\$60,000-\$74,999	8,621	10.20%	30,412	9.80%	51,778	9.80%
\$75,000-\$99,999	10,315	12.20%	36,647	11.90%	62,527	11.80%
\$100,000-\$124,999	8,257	9.70%	26,519	8.60%	44,986	8.50%
\$125,000-\$149,999	4,642	5.50%	13,886	4.50%	23,208	4.40%
\$150,000-\$199,999	3,789	4.50%	11,707	3.80%	19,832	3.70%
\$200,000-\$249,999	1,620	1.90%	5,307	1.70%	9,209	1.70%
\$250,000-\$499,999	2,397	2.80%	8,576	2.80%	15,422	2.90%
\$500,000+	2,710	3.20%	12,138	3.90%	22,755	4.30%
Total	84,700	100.00%	308,757	100.00%	530,733	100.00%

Households by Tenure (2013)						
	Radial Trade Area, 3 miles		Radial Trade Area, 5 miles		Radial Trade Area, 7 miles	
	Number	Percent	Number	Percent	Number	Percent
Owner Occupied	55,415	61.50%	170,027	51.10%	282,979	49.50%
Renter Occupied	29,286	32.50%	138,730	41.70%	247,754	43.30%
Vacant	5,430	6.00%	23,669	7.10%	40,865	7.10%
Total	90,131	100.00%	332,426	100.00%	571,598	100.00%

Daytime Population (2013)						
	Radial Trade Area, 3 miles		Radial Trade Area, 5 miles		Radial Trade Area, 7 miles	
Establishments	10,742		31,026		50,725	
Employees	109,177		291,913		492,223	

Population by Gender (2013)						
	Radial Trade Area, 3 miles		Radial Trade Area, 5 miles		Radial Trade Area, 7 miles	
	Number	Percent	Number	Percent	Number	Percent
Male	113,619	48.40%	383,531	49.10%	664,939	49.40%
Female	121,352	51.60%	397,733	50.90%	679,788	50.60%
Total	234,971	100.00%	781,264	100.00%	1,344,727	100.00%

Marital Status (2013)						
	Radial Trade Area, 3 miles		Radial Trade Area, 5 miles		Radial Trade Area, 7 miles	
	Number	Percent	Number	Percent	Number	Percent
Now Married	98,950	52.00%	297,085	46.10%	491,713	44.40%
Separated	3,713	2.00%	13,810	2.10%	23,789	2.10%
Divorced	14,583	7.70%	43,570	6.80%	69,479	6.30%
Never Married	65,974	34.70%	268,498	41.60%	483,394	43.70%
Widowed	6,928	3.60%	22,009	3.40%	38,266	3.50%
Total	190,148	100.00%	644,972	100.00%	1,106,641	100.00%

Household Structure (2013)						
	Radial Trade Area, 3 miles		Radial Trade Area, 5 miles		Radial Trade Area, 7 miles	
	Number	Percent	Number	Percent	Number	Percent
Married Couple Family with Children	21,256	36.30%	63,535	35.30%	107,359	35.50%
Lone Parent Male with Children	1,702	2.90%	5,968	3.30%	10,983	3.60%
Lone Parent Female with Children	5,250	9.00%	17,501	9.70%	31,381	10.40%
Married Couple Family No Children	23,184	39.60%	70,211	39.00%	114,030	37.70%
Lone Parent Male No Children	2,286	3.90%	7,703	4.30%	13,358	4.40%
Lone Parent Female No Children	4,936	8.40%	15,192	8.40%	25,349	8.40%
Total	58,614	100.00%	180,110	100.00%	302,460	100.00%

Total Population (2013)						
	Radial Trade Area, 3 miles		Radial Trade Area, 5 miles		Radial Trade Area, 7 miles	
	Number	Percent	Number	Percent	Number	Percent
Age 0-4	14,975	6.40%	49,265	6.30%	87,702	6.50%
Age 5-9	15,109	6.40%	44,961	5.80%	77,774	5.80%
Age 10-14	14,739	6.30%	42,068	5.40%	72,610	5.40%
Age 15-19	14,238	6.10%	46,037	5.90%	76,302	5.70%
Age 20-24	13,420	5.70%	53,887	6.90%	97,162	7.20%
Age 25-29	14,183	6.00%	61,430	7.90%	122,057	9.10%
Age 30-34	15,112	6.40%	63,274	8.10%	118,122	8.80%
Age 35-39	15,392	6.60%	57,542	7.40%	100,511	7.50%
Age 40-44	15,808	6.70%	55,697	7.10%	94,393	7.00%
Age 45-49	16,162	6.90%	53,339	6.80%	88,739	6.60%
Age 50-54	16,914	7.20%	53,425	6.80%	88,231	6.60%
Age 55-59	16,857	7.20%	51,328	6.60%	82,708	6.20%
Age 60-64	14,567	6.20%	43,452	5.60%	70,383	5.20%
Age 65-69	10,457	4.50%	30,571	3.90%	49,422	3.70%
Age 70-74	8,235	3.50%	23,304	3.00%	37,448	2.80%
Age 75-79	6,361	2.70%	17,928	2.30%	28,655	2.10%
Age 80-84	5,590	2.40%	15,329	2.00%	24,189	1.80%
Age 85+	6,851	2.90%	18,429	2.40%	28,319	2.10%
Total	234,970	100.00%	781,266	100.00%	1,344,727	100.00%
Median	40.1		37.6		36	

Source: Tactician, Inc. 2013

The Total Trade Area currently contains an estimated population of 1,344,727 persons in 530,733 households. By 2018, the population within the Total Trade Area is forecast to reach 1,373,334 persons in 540,845 households. The median age is slightly younger at 36.0 years. Owner-occupied housing units amount to approximately 49.5 percent of the housing. Renters account for approximately 43.30 percent and the balance, 7.10 percent, were vacant. The ethnic characteristics are as follows: 67.50 percent White, 7.0 percent Black, 9.90 percent Asian, 0.0 percent Hawaiian Pacific Islander, 0.50 percent Native American and 11.70 percent Other. Another 3.4 percent are Two or More Races.

The 2013 average household income is estimated at \$80,815 while the median household income amounts to an estimated \$55,676.

In addition to the Trade Area resident population resources, Lincolnwood is home to the Lincolnwood Town Center Mall which attracts over 10 million visitors annually. The daytime

working population within the Total Trade Area of 492,223 provides additional retail and restaurant expenditure potential within the Trade Area.

COMPETITIVE ENVIRONMENT

The competitive retail concentrations located both in and outside of the delineated Trade Area are discussed in the following paragraphs. Many of these facilities provide some level of direct and indirect competition to the Subject Site.

Figure 5.G presents the Competitive Retail Inventory Map depicting the location of these facilities in relation to the Subject Site. **Table 5.4** presents the Competitive Retail Inventory. The table highlights the name of the shopping center, location, size, approximate occupancy rate, major anchors, and anchor sizes, where available. Although many of the centers identified in the inventory are not directly competitive, they are provided to facilitate a comprehensive evaluation of the retail market in and around the Subject Site.

The major regional malls, lifestyle centers, shopping centers, and freestanding retailers directly influencing the Subject Site are briefly discussed in the following paragraphs.

Lincolnwood Town Center

Lincolnwood Town Center is a 600,000 square foot regional mall located in the southwest quadrant of Touhy Avenue and McCormick Boulevard in Lincolnwood. The two-level, enclosed mall is anchored by Carson Pirie Scott, Kohl's and approximately 90 stores.

Some of the big box stores located in proximity to Lincolnwood Town Center include: Lowe's, Wal-Mart (planned) and Mariano's Fresh Market (planned). Sales of Lincolnwood Town Center are estimated at over \$350 per square foot.

Westfield – Old Orchard Center

Westfield Old Orchard Center is a 1.8 million square foot regional mall located on 98 acres in the southeast quadrant of Interstate 94 and Old Orchard Road in Skokie. The single-level, open-air facility is anchored by Bloomingdale's, Lord & Taylor, Macy's, Nordstrom and L.L. Bean. Some of the other tenants include Barnes & Noble, Toms-Price Furniture, Maggiano's, McCormick & Schmick's, California Pizza Kitchen, Cheesecake Factory, Corner Bakery, Noodles & Co., Frontera Fresco, Epic Burger, Johnny Rockets, the Bagel, and Potbelly. The Roka Akor Restaurant is currently under construction.

Some of the big box stores located in proximity to Old Orchard Center include, Marshalls, Jewel, Old Navy, Petco, DSW Shoe Warehouse, Pier 1 Imports, Jared Jewelers, Ethan Allen Furniture, and Office Depot. Nordstrom Rack is opening in the former Best Buy space across the street from Old Orchard on Skokie Boulevard.

FIGURE 5.G

COMPETITIVE RETAIL INVENTORY

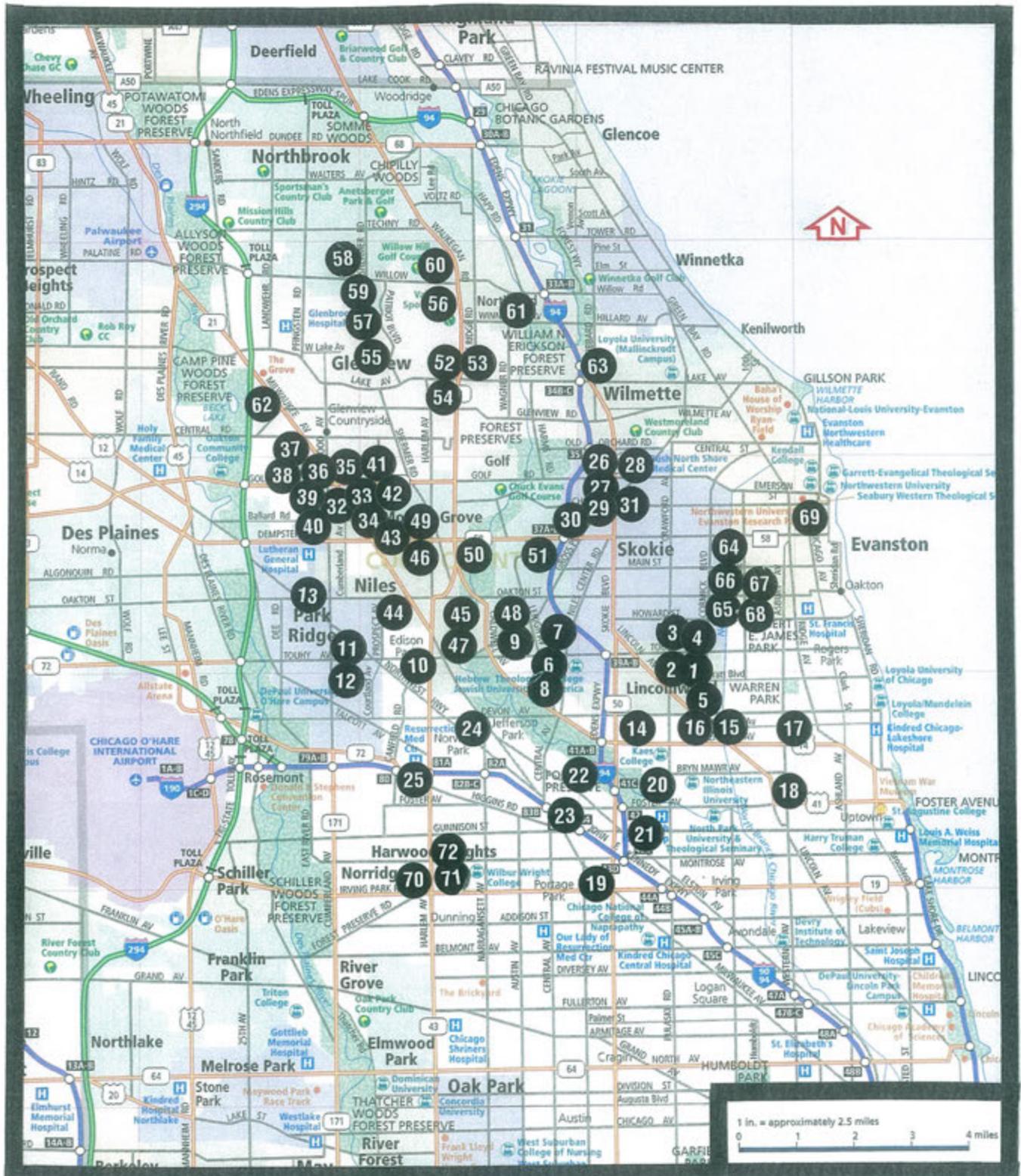


Table 5.4

Competitive Retail Inventory
November 2013

Map Key	Name/Location	Approximate Size	Major Anchors	Approximate Anchor Sizes
1	Lincolnwood Town Center Touhy Avenue and McCormick Boulevard Lincolnwood	600,000	Carson Pirie Scott Kohl's Old Navy	150,000 80,000 16,000
2	Lowe's Touhy Avenue and Lawndale Avenue Lincolnwood	125,000	Lowe's	125,000
3	Wal-Mart Touhy Avenue and McCormick Boulevard Skokie	151,000	Wal-Mart (Planned)	151,000
4	Mariano's Fresh Market Touhy Avenue and McCormick Boulevard Skokie	70,000	Mariano's (Planned)	70,000
5	Dominick's McCormick Boulevard and Touhy Avenue Lincolnwood	70,000	Dominick's	70,000
6	Village Crossing Shopping Center Touhy Avenue and Central Avenue Skokie	600,000	Jewel/Osco Michael's Dick's Sporting Goods Comp USA (Vacant) Bed Bath & Beyond Office Max Petsmart Best Buy Barnes & Noble Party City Tilly's Ulta AMC Showplace Theaters-18	65,000 25,000 80,000 34,893 35,000 25,000 27,000 50,000 25,000 20,000 15,000 15,000 100,000

Table 5.4

Competitive Retail Inventory
November 2013

Map Key	Name/Location	Approximate Size	Major Anchors	Approximate Anchor Sizes
7	Pointe Plaza Touhy Avenue and Central Avenue Niles	350,000	Wal-Mart Fresh Farms Babies R Us Ross Dress for Less Dress Barn Walgreens	120,000 70,000 25,000 25,000 6,000 13,000
8	hhgregg Touhy Avenue and Austin Avenue Niles	42,000	hhgregg	42,000
9	Target/Costco Touhy Avenue and Melvina Avenue Niles	300,000	Target Costco	175,000 125,000
10	Whole Foods Market Touhy Avenue and Washington Street Park Ridge	50,000	Whole Foods Market	50,000
11	Uptown Park Ridge Touhy Avenue and Northwest Highway Park Ridge	70,422	Trader Joe's Houlihan's Jason's Deli Eggsperience Noodles & Co Chico's Jos. A. Bank	12,000 7,041 5,009 5,324 2,632 4,077 4,498
12	Downtown Park Ridge Touhy Avenue and Northwest Highway Park Ridge	N/A	Oberweis Dairy Potbelly Five Guys Starbucks Coffee Pickwick Theater LePeep Restaurant	1,800 1,800 2,500 1,800 5,000

Table 5.4

Competitive Retail Inventory
November 2013

Map Key	Name/Location	Approximate Size	Major Anchors	Approximate Anchor Sizes
13	Jewel-Osco Busse Road and Greenwood Park Ridge	65,000	Jewel-Osco	65,000
14	Whole Foods Market Cicero Avenue and Peterson Avenue Chicago	40,000	Whole Foods Market	40,000
15	Lincoln Village Lincoln Avenue and McCormick Avenue Chicago		Ross Dress for Less Office Depot Party City Famous Footwear Dress Barn	30,000 25,000 20,000 20,000 6,000
16	Home Depot Lincoln Avenue and McCormick Chicago	125,000	Home Depot	125,000
17	Target Peterson Avenue and Damen Avenue Chicago	125,000	Target	125,000
18	Jewel-Osco Lincoln Avenue and Foster Avenue Chicago	70,000	Dominick's	70,000
19	Six Corners Milwaukee, Irving, Cicero Chicago	N/A	Sears Jewel-Osco Marshalls LA Fitness Famous Footwear Dollar Tree	150,000 65,000 24,000 50,000 20,000 12,000

Table 5.4

Competitive Retail Inventory
November 2013

Map Key	Name/Location	Approximate Size	Major Anchors	Approximate Anchor Sizes
20	Jewel-Osco Pulaski Avenue and Foster Avenue Chicago	65,000	Jewel-Osco	65,000
21	Kmart Elston and Kimberly Avenue Chicago	86,000	Kmart	86,000
22	Mariano's Fresh Market Elston Avenue and Laramie Avenue Chicago	70,000	Mariano's Fresh Market	70,000
23	Jewel-Osco Higgins Road and Central Avenue Chicago	65,000	Jewel-Osco	65,000
24	Dominick's Milwaukee Avenue and Devon Avenue Chicago	100,000	Dominick's Walgreens	70,000 12,000
25	Jewel-Osco Harlem Avenue and Foster Avenue Chicago		Jewel-Osco Burlington Coat Factory O'Reilly Auto Parts	65,000 50,000 8,000
26	Old Orchard Skokie Boulevard and Old Orchard Road Skokie	1,800,000	Bloomingdale's Lord & Taylor Macy's Nordstrom	330,764 115,459 445,965 250,000
27	Golf Galaxy Golf Road and Skokie Boulevard Skokie	50,000	Golf Galaxy Linens 'N Things (Vacant)	25,000 25,000

Table 5.4

Competitive Retail Inventory
November 2013

Map Key	Name/Location	Approximate Size	Major Anchors	Approximate Anchor Sizes
28	The Shops at Old Orchard Place Skokie Boulevard and Golf Road Skokie	250,000	Nordstrom Rack (Planned) DSW Petco Smiths Furniture Jared Jewelers Pier 1 Imports	50,000 25,000 15,000 25,000 15,000 12,000
29	Skokie Fashion Center Skokie Boulevard and Foster Avenue Skokie	95,000	Ross Dress for Less Produce World Lane Bryant Vitamin Shoppe	30,000 20,000 6,000 10,000
30	Orchard Plaza Skokie Boulevard and Gross Point Road Skokie	50,000	Verlo Mattress Bonfish Grill Advance Auto Parts	8,000 6,500 6,000
31	Jewel-Osco Skokie Boulevard and Foster Street Skokie	120,000	Jewel-Osco Marshalls Old Navy	65,000 25,000 20,000
32	Golf Mill Milwaukee Avenue and Golf Road Niles	1,176,304	JC Penney Kohl's Sears Target Ross Dress for Less Value City Furniture Shop & Save Market GFS Marketplace	181,766 74,499 222,726 125,000 42,000 70,000 40,000 20,000

Table 5.4

**Competitive Retail Inventory
November 2013**

Map Key	Name/Location	Approximate Size	Major Anchors	Approximate Anchor Sizes
33	Four Flags Shopping Center Milwaukee Avenue and Golf Road Niles	345,000	Fresh Farms (Coming Soon) Ashley Furniture Jo-Ann Fabrics Marshalls Office Depot Old Navy Petsmart Shoe Carnival Five Below	65,000 40,000 16,596 24,768 25,000 16,000 27,000 20,000 6,000
34	Toys R Us Milwaukee Avenue and Golf Road Niles	50,000	Toys R Us	50,000
35	Golf Milwaukee Plaza Milwaukee Avenue and Golf Road Niles	250,000	Wal-Mart	176,000
36	Best Buy Golf Road and Greenwood Avenue Niles	50,000	Best Buy	50,000
37	Syms (Vacant) Milwaukee Avenue and Greenwood Niles	40,000	Syms (Vacant)	40,000
38	Golf Glen Mart Milwaukee Avenue and Greenwood Niles	232,730	Meijer Grocery Golf-Glen 6 Theaters	70,000
39	Tony's Finer Foods Greenwood Avenue and Baldwin Niles	70,000	Tony's Finer Foods	70,000

Table 5.4

**Competitive Retail Inventory
November 2013**

Map Key	Name/Location	Approximate Size	Major Anchors	Approximate Anchor Sizes
40	Dempster Plaza Dempster Avenue and Greenwood Niles	235,000	The Home Depot Jewel-Osco	125,000 70,000
41	Talisman Shopping Center Golf Road and Washington Street Niles	128,000	Burlington Coat Factory	57,729
42	Washington Commons Golf Road and Washington Street Niles	120,000	Aldi	15,000
43	Assi Korean Grocery Milwaukee Avenue and Baldwin Avenue Niles	120,000	Assi Korean Grocery Binny's	40,000 40,000
44	Oak Mill Mall Milwaukee Avenue and Oakton Street Niles	185,000	Jewel-Osco	65,000
45	Civic Center Plaza Waukegan Road and Oakton Street Niles	280,000	The Home Depot Super H Mart O'Reilly Auto Parts	125,000 87,135 6,000
46	Sportmart Plaza Dempster Avenue and Harlem Avenue Niles	120,800	Sports Authority Michael's Big Lots	49,537 17,600 20,000
47	Aldi Waukegan Road and Jarvis Street Niles	35,000	Aldi	35,000

Table 5.4

Competitive Retail Inventory
November 2013

Map Key	Name/Location	Approximate Size	Major Anchors	Approximate Anchor Sizes
48	Menards Oakton Street and Lehigh Avenue Morton Grove	160,000	Menards	160,000
49	Village Plaza Dempster Avenue and Harlem Avenue Morton Grove	165,000	Loehmann's TJ Maxx Shoe Carnival	15,456 26,816 20,000
50	Prairie View Shopping Center Dempster Avenue and Waukegan Road Morton Grove	343,922	Dominick's Dollar Tree LA Fitness	70,000 12,000 50,000
51	Jewel-Osco Dempster Street and Austin Morton Grove	50,000	Jewel-Osco	50,000
52	Carrilion Square Waukegan Road and Lake Street Glenview	75,582	Lalo's Mexican Restaurant Foodstuffs Gourmet Foods Gusto Italiano Restorante	5,971 2,881 4,596
53	Glen Oak Plaza Waukegan Road and Lake Street Glenview	53,255	Trader Joe's Walgreens Staples	10,000 12,000 15,000
54	Heinen's Finer Foods Waukegan Road and Glenview Road Glenview	60,000	Heinen's Finer Foods (Planned)	50,000
55	The Glen Shopping Center Lake Street and Patriot Drive Glenview	120,000	Dominick's	70,000

Table 5.4

Competitive Retail Inventory
November 2013

Map Key	Name/Location	Approximate Size	Major Anchors	Approximate Anchor Sizes
56	Heathersfield Commons Waukegan Road and Willow Road Glenview	120,000	Jewel-Osco	65,000
57	The Glen Town Center Patriot Drive south of Willow Road Glenview	450,000	Von Maur Dick's Sporting Goods Ulta AMC Theaters	200,000 80,000 25,000 100,000
58	Patriot Marketplace Willow Road and Patriot Drive Glenview	250,000	Costco The Home Depot Harley Davidson Laz-E-Boy	126,000 95,000 N/A 20,000
59	Willow Creek Center Willow Road and Old Willow Road Glenview	400,000	Target Greatland Kohl's Michael's Office Max Pier 1 Imports	145,000 86,000 25,000 25,000 12,000
60	Willow Festival Shopping Center Willow Road and Waukegan Northbrook	400,000	Lowe's Whole Foods Market Best Buy REI Pinstripes Homegoods CVS REI Pinstripes Homegoods CVS	125,000 50,000 50,000 40,000 30,000 25,000 13,000 40,000 30,000 25,000 13,000

Table 5.4

Competitive Retail Inventory
November 2013

Map Key	Name/Location	Approximate Size	Major Anchors	Approximate Anchor Sizes
61	Dominick's Willow Road and Happ Road Northfield	70,000	Dominick's	70,000
62	ABT Appliance Milwaukee Avenue Glenview	150,000	Abt Appliances	15,000
63	Edens Plaza Skokie Boulevard and Lake Street Wilmette	292,833	Carson Pirie Scott Walgreens Bed Bath & Beyond Carson's Furniture Gallery The Great Escape The Fresh Market	198,150 25,000 25,000 40,000 12,000 20,000
64	Evanston Plaza Dempster Avenue and Dodge Street Evanston	212,373	Dominick's Citi Trends	70,000 13,083
65	Sam's Club Oakton Street and McDaniel Avenue Evanston		Sam's Club Food 4 Less	100,000 40,000
66	Home Depot Oakton Street and Hartley Evanston	300,000	Home Depot Petsmart Aldi	125,000 27,000 16,000
67	GFS Marketplace Oakton Street and Hartley Evanston	20,000	GFS Marketplace	20,000

Table 5.4

Competitive Retail Inventory
November 2013

Map Key	Name/Location	Approximate Size	Major Anchors	Approximate Anchor Sizes
68	Evanston Center Howard Street and Kedzie Evanston	265,000	Target Jewel-Osco Best Buy Office Max	125,000 65,000 50,000 25,000
69	Downtown Evanston Sherman Avenue and Church Street Evanston	N/A	Whole Foods Market Barnes & Noble Gap Jos. A. Banks Loft Levis Strauss & Co The North Face Urban Outfitters Hot Mama Lululemon Athletica Chill's Buffalo Wild Wings Bravo! Cucina Italiano Flat Top Grill LePeep Pancake House & Grill Pete Miller's Tommy Nevin's Davis Street Fishmarket	40,000 25,000 4,000 4,000 3,500 3,000 3,000 3,000 4,000 4,000 6,500 6,000 6,000 2,500 4,000 6,500 4,000 6,500
70	Harlem-Irving Plaza Harlem Avenue and Irving Park Road Norridge	700,000	Carson Pirie Scott Target Kohl's Best Buy Sports Authority	150,000 175,000 86,000 45,000 40,000
71	Home Depot Harlem Avenue and Irving Park Road Norridge	200,000	Home Depot Old Navy	125,000 16,000

Table 5.4

Competitive Retail Inventory
November 2013

Map Key	Name/Location	Approximate Size	Major Anchors	Approximate Anchor Sizes
72	Kmart Harlem Avenue and Foster Norridge	150,000	Kmart Marshalls	86,000 24,000

Golf Mill

Golf Mill Mall is an approximate 1.0 million square foot regional mall located in the south west quadrant of Milwaukee Avenue and Golf Road in Niles, Illinois. The Mall has experienced vacancy. This single-level, enclosed mall is situated on approximately 88 acres and provides approximately 6,500 parking spaces. The primary anchor tenants include JC Penney, Kohl's, Target, Sears, and Value City Furniture. Golf Mill Mall has been experiencing an outflow of tenants with rising vacancy.

There are a number of big box power centers located in proximity to Golf Mill Mall. Some of the big box stores that anchor these centers include Wal-Mart, Best Buy, Tony's Finer Foods, Home Depot, Jewel-Osco, Office Depot, Office Max, Old Navy, Ashley Furniture, Toys "R" Us, Shoe Carnival and Meijer, among others.

The Glen Town Center

Glen Town Center is a 450,000 square foot lifestyle center located along Patriot Drive between Lake Street and Willow Road on the former Glenview Naval Area Station. The center is anchored by Von Maur, Dick's Sporting Goods, and Regal Theaters. The center has never reached sales targets, primarily because it could not attract many of the desired tenants from Old Orchard. Many of the Old Orchard tenants have mile radius restrictions. Some of the restaurants at the Glen include Ted's Montana Grill, Yard House, Jameson's Char House, RA Sushi, and Bravo Cucina Italiana.

Village Crossing

Village Crossing is a 600,000 square foot power center located in the southwest quadrant of Touhy Avenue and Carpenter Road in Skokie. A portion of the shopping center is located in Niles. The center is anchored by Bed Bath & Beyond, Best Buy, Dick's Sporting Goods Jewel-Osco, Michael's, Office Max, Petsmart, and AMC Theaters 18-screen. Some of the restaurants include Buffalo Wild Wings, Chili's, Outback Steakhouse, Shallots and Red Robin.

Point Plaza

Point Plaza is a 350,000 square foot power center located in the northwest quadrant of Touhy Avenue and Central avenues in Niles. The center is anchored by Wal-Mart, Fresh Farms, Babies R Us, Bath & Body Works, Ross Dress for Less, and Walgreens. Wal-Mart is generating significant sales productivity from this location. Fresh Farms continues to build customers. The theme restaurants and quick service restaurants include the Brick House, Naf Naf Grill, Wing Stop, Jimmy John's, and Starbuck's Coffee.

Target / Costco

Target and Costco are located in the northeast quadrant of Touhy and Melvina Avenues in Niles. The approximate 300,000 square foot shopping center was originally anchored by Target and Builder's Square. Costco took the former Builder's Square location and is generating significant sales. Target expanded their store to include some groceries, a Starbuck's Coffee, and expanded several departments. The performance level of these two stores has been above average. Costco is adding a fuel center on the former Landmark Ford Dealer site and Aldi may build a store on the site.

Civic Center Plaza

Civic Center Plaza is located in the southeast quadrant of Waukegan Road and Oakton Street in Niles. The 280,000 square foot center is anchored by the Home Depot and Super H Mart. Some of the other tenants include O'Reilly Auto Parts, Subway, and Payless Shoesource, among others.

RETAIL EXPENDITURE PATTERNS

The analysis thus far has brought into focus the factors which directly and indirectly affect the retail market potential and the attraction of consumer dollars to the Subject property as opposed to competitive complexes. The Trade Area has been delineated and the demographic characteristics of the Trade Area have been analyzed. Next, per capita expenditures by retail category have been calculated utilizing several sources including the U.S. Economic Census of Retail Trade 2007, and annual Sales Tax Receipt data by kind of business (KOB) for incorporated communities compiled by the State of Illinois Department of Revenue. Finally, all of the factors which have an impact on the market potential of the Subject Site have been analyzed including competition, proposed facilities, accessibility, traffic counts, road patterns, retail sales trends, spending patterns, and local development activity.

The **Economic Census of Retail Trade and Foodservice**, assembled by the United States Department of Commerce; Bureau of the Census, is the principal national source of retail sales data. The **Economic Census of Retail Trade and Foodservice** is compiled and published every five years; the most recent publication being 2007. The 2012 Economic Census of Retail Trade is currently being finished and should be available next year. The **Illinois Department of Revenue Sales Tax Receipt** data is published quarterly and annually. The most current annual retail sales data is for 2012. Both of the sources were utilized to determine spending patterns and retail market potential.

Table 5.5

Retail Category	Census 1997 Cook County Illinois (\$1,000)	Census 2002 Cook County Illinois (\$1,000)	Census 2007 Cook County Illinois (\$1,000)
Total Retail Trade	\$42,547,231	\$50,441,449	\$60,585,557
Motor Vehicle and Parts Dealers	\$10,889,257	\$11,006,143	\$11,209,048
Furniture and Home Furnishings	\$1,578,663	\$1,750,046	\$1,881,456
Electronics and Appliance Stores	\$1,508,763	\$1,786,140	\$2,235,663
Building Materials and Garden Supplies Dealers	\$3,083,577	\$3,521,914	\$3,651,748
Food & Beverage Stores	\$7,222,022	\$7,222,910	\$10,843,059
Health and Personal Care Stores	\$2,955,511	\$3,416,300	\$3,869,389
Gasoline Stations	\$2,233,015	\$2,338,051	\$3,738,026
Clothing and Clothing Accessories Stores	\$3,418,627	\$4,022,561	\$5,043,660
Sporting Goods, Hobby, Book, & Music Stores	\$1,248,188	\$1,375,209	\$1,223,871
General Merchandise Stores	\$5,126,597	\$6,382,198	\$7,059,951
Miscellaneous Store Retailers	\$1,400,122	\$1,527,243	\$1,527,243
Nonstore Retailers	\$1,882,889	\$4,089,650	\$6,454,453

Source: U.S. Department of Commerce, Bureau of the Census, Economic Census of Retail Trade and Foodservice, 1997, 2002, and 2007

Table 5.6 presents the **Economic Census of Retail Trade and Foodservice**, which identifies the retail sales by retail category in Lake County in 1997, 2002 and 2007.

Table 5.6

**Census of Retail Trade
Lake County
1997, 2002 and 2007**

Retail Category	Census 1997 Lake County Illinois (\$1,000)	Census 2002 Lake County Illinois (\$1,000)	Census 2007 Lake County Illinois (\$1,000)	Per Capita Lake County Illinois
Total Retail Trade	\$8,562,339	\$13,962,509	\$20,336,251	\$29,473
Motor Vehicle and Parts Dealers	\$2,319,272	\$2,805,621	\$2,796,080	\$4,052
Furniture and Home Furnishings	\$207,244	\$249,263	\$286,017	\$415
Electronics and Appliance Stores	\$234,972	\$263,000	\$327,156	\$474
Building Materials and Garden Equipment & Supplies Dealers	\$601,912	\$720,405	\$739,240	\$1,071
Food & Beverage Stores	\$926,539	\$1,300,303	\$1,529,533	\$2,217
Health and Personal Care Stores	\$379,756	\$361,002	\$576,851	\$836
Gasoline Stations	\$455,233	\$551,772	\$1,053,068	\$1,526
Clothing and Clothing Accessories Stores	\$390,736	\$497,211	\$578,932	\$839
Sporting Goods, Hobby, Book, & Music Stores	\$213,546	\$286,081	\$263,781	\$382
General Merchandise Stores	\$676,615	\$920,001	\$1,242,602	\$1,801
Miscellaneous Store Retailers	\$175,589	D	\$247,027	\$358
Nonstore Retailers	\$1,980,925	D	\$10,695,964	\$15,501

Source: United States Department of Commerce, Census of Retail Trade 1997, 2002 and 2007

These computations were contrasted with the more recent Illinois Department of Revenue Sales Tax Receipt data by retail category. From these calculations, the per capita expenditures for individual retail categories were determined. **Table 5.7** presents total retail sales for the Chicago Metropolitan Area for 2009, 2010 and 2011, and the changes that occurred by major retail category. Total retail sales in the Chicago Metropolitan Area amounted to over \$101 billion in 2011 according to the Illinois Department of Revenue. We also evaluated retail sales by retail category in several selected municipalities from 2004 through 2012.

Table 5.8 presents retail sales by retail category in the selected municipalities between 2004 and 2012.

Table 5.7

**Retail Sales by Retail Category
Chicago Metropolitan Area
2009-2012**

CHICAGO METROPOLITAN AREA RETAIL SALES COMPARISON 2010, 2011 and 2012					
Categories	Sales 2010	Sales 2011	Sales 2012	Difference 11-12	2012:Change
General Merchandise	\$11,479,758,231	\$11,025,389,093	\$12,121,383,709	\$1,095,994,616	9.94%
Food Stores	\$12,733,131,430	\$13,054,485,363	\$13,226,516,022	\$172,030,659	1.32%
Drinking and Eating Places	\$12,640,775,548	\$13,312,728,575	\$14,186,474,944	\$873,746,369	6.56%
Apparel & Accessories	\$4,657,739,245	\$5,544,250,327	\$4,992,971,500	(\$551,278,827)	-9.94%
Furniture & Electronics	\$5,515,673,844	\$5,433,870,666	\$5,505,736,781	\$71,866,115	1.32%
Home Improvement	\$4,472,507,912	\$4,456,625,433	\$4,667,595,959	\$210,970,526	4.73%
Automotive & Filling Stations	\$19,354,830,888	\$21,325,577,370	\$22,824,307,130	\$1,498,729,760	7.03%
Drugs & Miscellaneous Retail Stores	\$14,454,929,615	\$15,831,663,150	\$16,581,151,452	\$749,488,302	4.73%
Agriculture & All Others	\$9,488,576,458	\$9,737,548,143	\$9,829,538,386	\$91,990,243	0.94%
Manufacturers	\$1,860,270,037	\$1,821,755,669	\$1,837,032,929	(\$38,514,368)	0.84%
Total	\$96,658,193,218	\$101,543,893,789	\$105,772,708,812	\$4,228,815,023	4.16%
Annual Change	\$3,772,639,034	\$4,885,700,581	\$4,228,815,023		

Table 5.8 presents Lincolnwood's retail sales by year and by major retail category from 2004 through 2012, along with the changes that occurred by major retail category by year. Note that Lincolnwood's sales have ranged between approximately \$510 million in 2004 to \$431 million in 2009. In 2012, Lincolnwood's sales amounted to \$482 million. The General Merchandise category reached over \$40.9 million in 2012 to a low of \$34.9 million in 2010. Some of the surrounding community's retail sales are provided from 2004 to 2012.

We have analyzed the changes in retail sales by year and retail category. We then converted the data to per capita expenditures by each retail category. Next, we forecast these expenditures for the projection years of 2013 and 2018.

These forecasts were accomplished several ways. First, household income data were evaluated. Since consumers tend to spend fairly consistent percentages of their household income for specific types of goods and services, income dynamics were analyzed. The income composition also provided insight into the expenditures within individual retail categories. We also included the current recession, consumer spending sentiment, and likely retail sales changes in the projection years.

Table 5.9 presents the per capita expenditures by retail category for each segment of the Trade Area for 2013, 2018 and 2023, respectively. The per capita expenditures were then applied to the population within the respective portions of the Trade Area to compute the total retail expenditure potential within each segment of the Trade Area and retail category. **Table 5.10** presents the total retail potential by retail category for the projection years

THE SHOPPES AT LINCOLN POINTE - MARKET POTENTIAL 2013, 2018 and 2023

We envision The Shoppes at Lincoln Pointe to be a hybrid Lifestyle Center with a collection of unique restaurants, quick service food units, specialty stores including apparel, accessories, home furnishings, electronics, educational toys, a Gamma children's shop, shoe stores, jewelry, gift ware, cosmetics, a bank, and other unique specialty stores.

TABLE 5.8
SELECTED MUNICIPALITIES RETAIL SALES BY RETAIL CATEGORY
2004-2012

	2012	2011	2010	2009	2008	2007	2006	2005	2004
Lincolnwood									
General Merchandise	\$40,917,206	\$41,593,294	\$34,901,341	\$35,763,549	\$38,734,312	\$44,852,607	\$40,738,361	\$41,727,757	\$41,160,672
Food	\$39,209,693	\$38,882,760	\$34,028,974	\$33,965,444	\$35,289,569	\$32,821,966	\$32,280,346	\$32,818,659	\$33,290,470
Drinking and Eating Places	\$43,300,294	\$38,824,306	\$37,502,592	\$38,051,807	\$42,011,318	\$40,819,815	\$40,474,677	\$42,901,188	\$39,630,217
Apparel	\$22,270,327	\$23,230,236	\$24,426,467	\$24,275,847	\$27,423,375	\$32,082,785	\$32,871,588	\$33,872,114	\$33,578,766
Furniture & H.H. & Radio	\$7,654,812	\$6,741,419	\$7,459,472	\$7,630,230	\$9,240,304	\$10,083,147	\$9,585,242	\$10,271,054	\$11,990,641
Lumber, Bldg. Hardware	\$20,896,782	\$21,352,949	\$22,872,491	\$23,473,024	\$27,689,933	\$32,121,474	\$37,271,600	\$35,417,976	\$39,114,957
Automotive & Filling Stations	\$238,510,327	\$238,422,011	\$208,007,810	\$182,449,410	\$220,150,928	\$253,023,083	\$275,493,587	\$234,527,792	\$222,622,571
Drugs & Misc. Retail	\$47,186,417	\$40,777,799	\$34,874,308	\$35,075,607	\$37,587,709	\$41,342,420	\$41,578,946	\$40,316,134	\$41,179,132
Agriculture & All Others	\$22,795,938	\$23,814,559	\$36,796,326	\$36,983,876	\$42,814,859	\$43,315,469	\$42,129,710	\$42,822,852	\$40,997,514
Manufacturers	\$0	\$0	\$16,642,098	\$14,210,655	\$16,144,372	\$13,277,579	\$11,334,313	\$10,708,634	\$7,345,808
Total	\$482,741,796	\$473,639,333	\$457,511,879	\$431,879,449	\$497,086,679	\$543,740,345	\$563,758,370	\$525,384,160	\$510,910,748
Chicago									
General Merchandise	\$1,925,229,426	\$1,743,540,113	\$1,653,606,551	\$1,597,349,388	\$1,637,158,723	\$1,737,342,930	\$1,768,384,093	\$1,460,828,568	\$1,526,040,738
Food	\$3,766,316,219	\$3,651,741,845	\$3,558,472,659	\$3,587,739,407	\$3,669,552,593	\$3,491,838,983	\$3,287,911,755	\$3,208,556,132	\$3,114,109,729
Drinking and Eating Places	\$5,829,251,342	\$5,462,807,555	\$5,043,233,365	\$4,745,136,134	\$5,014,751,787	\$4,936,371,275	\$4,716,596,696	\$4,323,613,101	\$3,996,378,660
Apparel	\$1,672,902,595	\$1,650,475,941	\$1,549,171,934	\$1,402,639,601	\$1,539,229,994	\$1,597,717,642	\$1,457,651,059	\$1,425,097,363	\$1,344,316,827
Furniture & H.H. & Radio	\$996,531,491	\$991,173,497	\$863,086,819	\$815,540,023	\$961,617,632	\$1,023,618,756	\$1,022,642,856	\$981,674,099	\$913,392,693
Lumber, Bldg. Hardware	\$775,999,565	\$738,310,541	\$748,288,923	\$733,927,480	\$817,406,629	\$927,554,254	\$965,673,293	\$925,015,580	\$870,024,984
Automotive & Filling Stations	\$2,839,297,523	\$2,571,170,389	\$2,362,350,357	\$1,983,067,211	\$2,291,746,662	\$2,697,647,405	\$2,778,451,261	\$2,470,036,864	\$2,329,568,359
Drugs & Misc. Retail	\$4,066,684,504	\$3,716,459,404	\$3,448,011,111	\$3,591,181,909	\$3,698,540,212	\$3,836,263,401	\$3,609,022,123	\$3,339,331,356	\$3,194,793,997
Agriculture & All Others	\$2,009,762,477	\$2,084,228,590	\$2,106,743,013	\$1,779,630,748	\$2,248,472,613	\$2,244,393,349	\$2,330,790,111	\$2,163,426,890	\$2,196,672,825
Manufacturers	\$420,875,840	\$392,917,241	\$355,860,071	\$369,907,475	\$326,069,825	\$448,412,567	\$483,296,850	\$480,472,539	\$450,414,363
Total	\$24,302,850,982	\$23,002,825,116	\$21,689,024,803	\$20,606,119,376	\$22,204,546,670	\$22,941,162,562	\$22,420,420,097	\$20,778,052,492	\$19,935,713,175
Evanston									
General Merchandise	\$146,123,955	\$124,445,274	\$132,421,835	\$130,874,087	\$135,782,444	\$135,972,779	\$135,361,076	\$67,318,765	\$65,819,762
Food	\$216,619,229	\$208,327,580	\$203,435,550	\$202,803,915	\$212,676,316	\$209,123,723	\$198,509,356	\$112,019,031	\$107,150,988
Drinking and Eating Places	\$129,522,660	\$123,959,207	\$123,724,281	\$111,253,735	\$114,269,380	\$114,023,558	\$109,537,116	\$103,906,931	\$87,688,179
Apparel	\$23,564,099	\$42,088,279	\$25,991,843	\$24,615,187	\$24,097,969	\$23,087,537	\$21,539,197	\$18,550,651	\$15,116,882
Furniture & H.H. & Radio	\$31,349,071	\$33,491,486	\$39,439,167	\$35,077,681	\$40,498,064	\$46,975,730	\$47,126,358	\$328,407,327	\$305,017,080
Lumber, Bldg. Hardware	\$57,485,923	\$54,976,619	\$53,673,397	\$51,726,311	\$64,147,926	\$69,618,264	\$75,276,202	\$53,566,691	\$49,901,426
Automotive & Filling Stations	\$112,156,508	\$110,439,031	\$105,872,916	\$101,214,490	\$120,760,331	\$117,178,049	\$106,814,087	\$364,758,018	\$355,847,247
Drugs & Misc. Retail	\$144,517,848	\$140,323,435	\$129,620,208	\$152,999,853	\$151,585,065	\$160,839,632	\$153,384,481	\$116,645,302	\$113,336,406
Agriculture & All Others	\$29,710,292	\$44,329,314	\$57,724,420	\$30,051,269	\$33,287,522	\$33,593,638	\$32,409,878	\$60,905,413	\$57,855,069
Manufacturers	\$11,592,897	\$11,354,966	\$9,829,465	\$9,689,177	\$9,230,840	\$10,759,222	\$6,504,900	\$6,437,645	\$5,497,547
Total	\$902,642,482	\$893,735,191	\$881,733,082	\$850,305,705	\$906,335,857	\$921,172,132	\$886,462,651	\$1,232,515,774	\$1,163,230,586

TABLE 5.8

SELECTED MUNICIPALITIES RETAIL SALES BY RETAIL CATEGORY
2004-2012

	2012	2011	2010	2009	2008	2007	2006	2005	2004
Glenview									
General Merchandise	\$89,404,697	\$86,703,579	\$82,052,784	\$73,677,138	\$79,802,128	\$83,548,675	\$75,643,907	\$67,318,765	\$65,819,762
Food	\$108,333,387	\$108,510,290	\$106,281,353	\$111,145,295	\$118,991,957	\$112,517,781	\$114,528,771	\$112,019,031	\$107,150,988
Drinking and Eating Places	\$116,659,944	\$111,711,296	\$104,309,044	\$103,632,449	\$108,786,675	\$111,415,121	\$105,729,439	\$103,906,931	\$87,688,179
Apparel	\$16,749,117	\$16,292,234	\$17,761,246	\$19,916,745	\$17,713,110	\$18,500,086	\$19,015,705	\$18,550,651	\$15,116,882
Furniture & H.H. & Radio	\$333,673,558	\$316,212,342	\$315,835,557	\$309,080,551	\$360,139,188	\$394,204,088	\$386,639,833	\$328,407,327	\$305,017,080
Lumber, Bldg. Hardware	\$38,004,668	\$34,964,159	\$33,324,208	\$33,018,620	\$42,424,003	\$53,166,685	\$53,190,879	\$53,566,691	\$49,901,426
Automotive & Filling Stations	\$413,314,334	\$381,106,405	\$365,105,017	\$344,412,022	\$368,357,948	\$370,240,755	\$373,050,166	\$364,758,018	\$355,847,247
Drugs & Misc. Retail	\$110,462,720	\$144,549,608	\$135,085,313	\$127,499,918	\$132,545,811	\$142,954,002	\$132,271,266	\$116,645,302	\$113,336,406
Agriculture & All Others	\$78,661,925	\$72,939,162	\$68,791,052	\$64,167,439	\$67,712,352	\$66,422,311	\$61,660,093	\$60,905,413	\$57,855,069
Manufacturers	\$3,857,478	\$6,225,420	\$5,089,767	\$7,813,169	\$15,335,828	\$7,103,528	\$7,417,093	\$6,437,645	\$5,497,547
Total	\$1,309,121,828	\$1,279,214,495	\$1,233,635,341	\$1,194,363,346	\$1,311,809,000	\$1,360,073,032	\$1,329,147,152	\$1,232,515,774	\$1,163,230,586
Niles									
General Merchandise	\$317,735,471	\$291,957,100	\$312,919,715	\$309,676,753	\$308,612,175	\$305,512,721	\$265,934,011	\$235,483,697	\$248,633,484
Food	\$211,695,536	\$186,070,923	\$187,431,606	\$203,002,720	\$179,836,551	\$165,185,310	\$178,415,656	\$182,056,785	\$182,537,913
Drinking and Eating Places	\$91,044,756	\$84,253,365	\$79,391,725	\$75,538,782	\$81,265,403	\$81,168,415	\$75,737,738	\$76,594,302	\$73,714,380
Apparel	\$35,426,961	\$59,576,869	\$15,429,100	\$16,495,987	\$18,915,300	\$20,739,742	\$20,443,590	\$20,411,124	\$20,117,816
Furniture & H.H. & Radio	\$65,771,317	\$63,135,985	\$66,275,524	\$61,658,560	\$77,227,467	\$94,177,106	\$96,927,067	\$94,377,644	\$84,895,671
Lumber, Bldg. Hardware	\$77,880,762	\$81,924,396	\$81,737,209	\$78,665,027	\$94,600,625	\$107,280,222	\$115,111,048	\$110,931,084	\$111,343,297
Automotive & Filling Stations	\$287,318,989	\$270,348,374	\$265,320,286	\$224,728,226	\$236,068,209	\$238,782,286	\$246,950,538	\$210,676,182	\$177,733,838
Drugs & Misc. Retail	\$243,253,098	\$229,684,996	\$208,263,997	\$199,130,820	\$216,864,062	\$238,449,275	\$236,561,588	\$223,534,858	\$207,182,990
Agriculture & All Others	\$112,362,027	\$105,244,669	\$105,268,949	\$90,986,727	\$104,501,115	\$107,296,882	\$103,237,499	\$97,342,686	\$92,462,223
Manufacturers	\$6,515,451	\$8,642,460	\$8,887,184	\$8,560,139	\$8,629,458	\$10,293,421	\$13,259,350	\$16,232,695	\$20,052,306
Total	\$1,449,004,368	\$1,380,839,137	\$1,330,925,295	\$1,268,443,741	\$1,326,920,365	\$1,368,885,380	\$1,352,578,085	\$1,267,641,057	\$1,218,673,918
Northbrook									
General Merchandise	\$132,797,371	\$130,116,798	\$127,505,674	\$122,996,617	\$145,003,254	\$159,375,780	\$166,665,536	\$135,835,445	\$155,279,320
Food	\$141,588,382	\$132,404,428	\$123,173,430	\$118,711,164	\$121,225,683	\$92,819,585	\$69,519,773	\$67,876,801	\$66,058,355
Drinking and Eating Places	\$87,834,847	\$86,073,008	\$83,812,841	\$75,299,954	\$76,877,585	\$75,480,760	\$70,218,330	\$62,596,623	\$61,205,894
Apparel	\$107,328,150	\$99,128,831	\$95,307,350	\$90,229,269	\$102,199,133	\$101,450,581	\$91,695,333	\$83,968,085	\$79,840,234
Furniture & H.H. & Radio	\$88,324,445	\$84,913,884	\$84,858,917	\$84,625,076	\$96,946,913	\$99,058,522	\$81,352,599	\$72,732,825	\$69,263,453
Lumber, Bldg. Hardware	\$31,746,446	\$31,654,807	\$29,850,897	\$30,818,394	\$36,637,811	\$26,805,281	\$14,196,128	\$15,014,372	\$13,952,331
Automotive & Filling Stations	\$111,417,818	\$114,086,729	\$114,658,667	\$100,259,313	\$115,816,360	\$126,351,322	\$127,110,516	\$127,787,822	\$110,626,272
Drugs & Misc. Retail	\$142,142,056	\$120,323,833	\$92,841,116	\$96,909,910	\$104,417,356	\$95,285,790	\$84,706,819	\$78,353,136	\$82,748,022
Agriculture & All Others	\$80,460,920	\$77,196,876	\$75,457,704	\$76,404,953	\$100,518,729	\$107,580,032	\$103,076,566	\$106,749,444	\$96,673,819
Manufacturers	\$12,544,840	\$14,519,476	\$10,876,886	\$8,946,446	\$11,207,334	\$15,380,956	\$13,234,712	\$14,834,796	\$13,550,982
Total	\$936,342,385	\$890,571,669	\$839,015,310	\$805,201,096	\$912,476,873	\$899,588,609	\$821,776,312	\$765,749,349	\$749,198,682

TABLE 5.8

SELECTED MUNICIPALITIES RETAIL SALES BY RETAIL CATEGORY
2004-2012

	2012	2011	2010	2009	2008	2007	2006	2005	2004
Park Ridge									
General Merchandise	\$0	\$205,346	\$0	\$0	\$0	\$0	\$208,737	\$156,418	\$240,332
Food	\$98,362,056	\$97,667,322	\$94,498,606	\$93,554,611	\$98,141,989	\$93,883,967	\$81,296,020	\$77,967,522	\$76,943,835
Drinking and Eating Places	\$38,212,934	\$35,335,534	\$33,633,196	\$29,344,581	\$29,933,678	\$28,412,454	\$27,873,627	\$27,619,481	\$28,107,735
Apparel	\$12,315,420	\$11,243,526	\$10,475,635	\$10,029,843	\$10,662,865	\$11,767,300	\$9,844,839	\$10,074,317	\$10,329,271
Furniture & H.H. & Radio	\$2,875,511	\$2,558,127	\$2,789,167	\$2,662,330	\$4,377,988	\$4,590,600	\$2,951,634	\$2,663,128	\$1,822,608
Lumber, Bldg. Hardware	\$4,796,799	\$4,548,714	\$4,513,375	\$4,073,364	\$5,164,142	\$5,704,601	\$5,601,310	\$6,471,849	\$6,561,596
Automotive & Filling Stations	\$114,013,437	\$107,151,915	\$96,273,893	\$93,960,924	\$124,034,637	\$147,401,658	\$152,250,119	\$140,118,069	\$142,015,494
Drugs & Misc. Retail	\$57,916,138	\$54,869,000	\$49,301,349	\$50,628,481	\$50,319,985	\$46,827,719	\$43,905,225	\$41,536,698	\$41,018,359
Agriculture & All Others	\$18,297,282	\$21,631,646	\$20,694,778	\$18,906,469	\$20,391,023	\$18,501,435	\$18,675,723	\$20,747,783	\$47,173,006
Manufacturers	\$0	\$1,393,790	\$0	\$0	\$0	\$0	\$1,748,059	\$1,525,625	\$1,699,350
Total	\$348,178,439	\$336,604,920	\$313,708,012	\$305,303,098	\$344,865,587	\$359,110,153	\$344,355,293	\$328,880,890	\$355,911,586
Skokie									
General Merchandise	\$149,072,731	\$150,507,257	\$150,361,936	\$138,546,790	\$142,771,444	\$157,522,389	\$195,684,459	\$149,176,864	\$199,423,618
Food	\$88,260,017	\$93,136,902	\$96,548,777	\$103,599,910	\$112,370,283	\$110,258,087	\$105,471,741	\$104,942,126	\$106,262,751
Drinking and Eating Places	\$159,328,589	\$149,093,528	\$142,966,828	\$141,759,725	\$138,684,596	\$141,238,169	\$125,549,914	\$116,565,275	\$117,857,263
Apparel	\$238,276,502	\$221,359,038	\$213,563,494	\$196,790,720	\$205,946,334	\$220,279,216	\$223,384,239	\$209,585,540	\$197,338,936
Furniture & H.H. & Radio	\$114,082,032	\$114,838,641	\$121,336,937	\$108,416,428	\$124,847,659	\$147,446,685	\$143,558,706	\$149,624,711	\$145,805,702
Lumber, Bldg. Hardware	\$12,978,541	\$10,245,567	\$10,579,578	\$11,838,481	\$15,136,903	\$23,737,325	\$29,589,713	\$25,822,684	\$22,231,665
Automotive & Filling Stations	\$228,317,750	\$217,681,021	\$175,565,120	\$138,327,156	\$147,629,883	\$169,447,815	\$189,511,445	\$175,069,778	\$164,958,466
Drugs & Misc. Retail	\$130,174,889	\$177,907,976	\$175,915,452	\$184,747,909	\$201,330,163	\$201,411,530	\$204,324,278	\$182,423,471	\$176,709,834
Agriculture & All Others	\$299,174,578	\$85,000,864	\$110,937,088	\$87,530,772	\$92,677,281	\$98,512,527	\$92,273,700	\$89,890,097	\$81,711,102
Manufacturers	\$23,915,364	\$18,745,931	\$17,328,189	\$15,468,790	\$16,652,771	\$17,712,569	\$17,771,622	\$18,997,403	\$15,843,405
Total	\$1,443,580,993	\$1,238,516,725	\$1,215,103,399	\$1,127,026,681	\$1,198,047,317	\$1,287,566,312	\$1,327,119,817	\$1,222,097,949	\$1,228,142,742
Wilmette									
General Merchandise	\$30,797,566	\$31,332,648	\$33,897,663	\$37,263,818	\$37,895,284	\$42,335,374	\$42,143,461	\$39,210,057	\$37,524,664
Food	\$71,727,398	\$70,682,043	\$69,264,765	\$68,545,328	\$71,346,113	\$60,466,921	\$61,122,130	\$60,943,712	\$63,108,958
Drinking and Eating Places	\$32,683,585	\$31,002,241	\$30,428,151	\$29,053,369	\$29,367,269	\$29,997,070	\$27,038,053	\$27,434,569	\$25,990,031
Apparel	\$6,541,558	\$7,691,388	\$8,900,143	\$9,714,097	\$12,574,543	\$13,791,893	\$13,274,295	\$14,844,975	\$16,768,295
Furniture & H.H. & Radio	\$19,527,005	\$20,355,860	\$22,577,774	\$22,347,730	\$25,645,659	\$31,273,561	\$30,608,349	\$30,621,530	\$29,129,626
Lumber, Bldg. Hardware	\$16,991,550	\$16,903,837	\$16,955,422	\$18,002,421	\$20,153,861	\$21,369,760	\$19,898,089	\$20,207,589	\$20,080,563
Automotive & Filling Stations	\$33,460,097	\$32,397,464	\$27,925,168	\$19,806,523	\$26,440,056	\$26,926,530	\$26,158,505	\$25,644,537	\$27,527,301
Drugs & Misc. Retail	\$48,560,954	\$50,422,579	\$51,790,839	\$54,636,637	\$57,127,234	\$61,923,261	\$58,949,351	\$53,997,006	\$55,906,134
Agriculture & All Others	\$21,579,304	\$20,737,683	\$26,316,310	\$27,708,451	\$29,557,060	\$31,215,319	\$35,214,252	\$31,987,807	\$29,501,291
Manufacturers	\$1,705,293	\$2,416,503	\$2,564,186	\$0	\$2,229,117	\$2,156,156	\$1,087,416	\$965,904	\$1,037,270
Total	\$283,574,310	\$283,942,246	\$290,620,421	\$287,078,374	\$312,336,196	\$321,455,845	\$315,493,901	\$305,857,686	\$306,574,133

TABLE 5.9

Per Capita Retail Expenditures by Retail Category
2013, 2018 and 2023

Retail Category	Primary Trade Area		Secondary Trade Area		Total Trade Area	
	2013	2018	2013	2018	2013	2018
General Merchandise	\$2,138	\$2,352	\$2,013	\$2,214	\$2,479	\$2,283
Grocery Stores	\$3,820	\$4,202	\$3,491	\$3,841	\$4,301	\$4,021
Eating & Drinking Places	\$1,860	\$2,046	\$1,704	\$1,875	\$2,100	\$1,960
Apparel	\$939	\$1,033	\$725	\$797	\$893	\$915
Furniture & Household Furnishings	\$1,330	\$1,463	\$869	\$956	\$1,071	\$1,210
Appliances & Electronics	\$1,398	\$1,538	\$821	\$903	\$1,012	\$1,221
Lumber, Building Materials	\$1,331	\$1,464	\$1,035	\$1,139	\$1,275	\$1,301
Drug Stores	\$843	\$927	\$731	\$805	\$901	\$866
Miscellaneous Retail Stores	\$1,810	\$1,991	\$1,642	\$1,806	\$2,023	\$1,899
Sporting Goods	\$245	\$270	\$207	\$228	\$255	\$249
Book Stores	\$180	\$198	\$159	\$175	\$196	\$186
Pet Stores	\$165	\$182	\$124	\$137	\$153	\$159
Office Supply Stores	\$80	\$88	\$81	\$89	\$99	\$88
Liquor stores	\$80	\$88	\$69	\$76	\$85	\$82
Automobile Dealerships	\$4,105	\$4,516	\$3,685	\$4,053	\$4,539	\$4,284
					\$3,895	\$4,798

TABLE 5.10

Total Retail Expenditure Potential by Retail Category
2013, 2018 and 2023

Retail Category	Primary Trade Area			Secondary Trade Area			Total Trade Area		
	2013	2018	2023	2013	2018	2023	2013	2018	2023
General Merchandise	\$181,090,738	\$203,000,320.60	\$237,393,326	\$450,912,700	\$505,432,331.25	\$576,837,369	\$1,101,403,658	\$1,234,627,445	\$1,409,055,470
Grocery Stores	\$323,557,820	\$362,704,034.00	\$424,154,586	\$782,269,118	\$876,852,890.10	\$1,000,730,430	\$1,940,200,628	\$2,174,883,773	\$2,482,151,105
Eating & Drinking Places	\$157,543,860	\$176,604,582.00	\$206,525,532	\$381,858,641	\$428,028,979.95	\$488,498,846	\$945,845,816	\$1,060,253,608	\$1,210,046,117
Apparel	\$79,534,239	\$89,156,829.30	\$104,262,083	\$162,328,572	\$181,955,639.25	\$207,661,453	\$441,437,173	\$494,832,612	\$564,742,507
Furniture & Household Furnishings	\$112,652,330	\$126,281,771.00	\$147,676,859	\$194,794,286	\$218,346,767.10	\$249,193,743	\$583,647,080	\$654,243,971	\$746,675,485
Appliances & Electronics	\$118,411,998	\$132,738,282.60	\$155,227,254	\$183,972,382	\$206,216,391.15	\$235,349,646	\$588,874,800	\$660,104,027	\$753,363,448
Lumber, Building Materials	\$112,737,031	\$126,376,719.70	\$147,787,894	\$231,897,960	\$259,936,627.50	\$296,659,218	\$627,857,139	\$703,801,599	\$803,234,608
Drug Stores	\$71,402,943	\$80,041,754.10	\$93,602,701	\$163,874,558	\$183,688,550.10	\$209,639,181	\$417,793,018	\$468,328,502	\$534,493,900
Miscellaneous Retail Stores	\$153,308,810	\$171,857,147.00	\$200,973,770	\$367,944,763	\$412,432,782.30	\$470,699,293	\$916,098,231	\$1,026,907,810	\$1,171,989,228
Sporting Goods	\$20,751,745	\$23,262,431.50	\$27,203,632	\$46,379,592	\$51,987,325.50	\$59,331,844	\$119,945,658	\$134,454,067	\$153,449,722
Book Stores	\$15,246,180	\$17,090,766.00	\$19,986,342	\$35,557,687	\$39,856,949.55	\$45,487,747	\$89,879,634	\$100,751,311	\$114,985,445
Pet Stores	\$13,975,665	\$15,666,535.50	\$18,320,813	\$27,827,755	\$31,192,395.30	\$35,599,106	\$76,743,992	\$86,026,806	\$98,180,663
Office Supply Stores	\$6,776,080	\$7,595,896.00	\$8,882,819	\$18,036,508	\$20,217,293.25	\$23,073,495	\$42,591,323	\$47,743,092	\$54,488,231
Liquor stores	\$6,776,080	\$7,595,896.00	\$8,882,819	\$15,459,864	\$17,329,108.50	\$19,777,281	\$39,539,609	\$44,322,248	\$50,584,090
Automobile Dealerships	\$347,697,605	\$389,764,413.50	\$455,799,627	\$825,556,737.60	\$925,374,393.90	\$1,056,106,817	\$2,067,098,888.40	\$2,317,131,417	\$2,644,495,479

Our study indicates that there is market demand for retail and restaurant facilities on the Subject Site. The mix of new retailers will greatly affect the level of retail sales that might be achieved. The initial primary focus should be on a special grocery anchor and signature restaurants, fast casual restaurant operations, food specialty operations, and health club. A discussion of each retail category is presented below. **Table 5.11** presents to the Total Retail Expenditure Potential, Market Penetration and Estimated Sales Volumes by Retail Category.

◆ ***The Food Category***

The *Food* Category in Lincolnwood has a very low level of market penetration at 0.9 percent. Dominick's is the only major grocer in Lincolnwood. Jewel and Fresh Farms are located in Niles along with Wal-Mart and Costco. A Mariano's Fresh Market is planned in Skokie along with a Wal-Mart at Touhy and McCormick avenues. We recommend a specialty grocery operation be pursued to enhance market penetration in this category including The Fresh Market, Heinen's, Plum Market, Mr. Green's, Trader Joe's or Earth Fare. Sales potential in this category amounts to over \$20 million in 2013, \$26 million in 2018 and \$29 million in 2023. Market penetration amounts to approximately 6.0 percent within the Primary Trade Area and 0.1 percent within the Secondary Trade Area. The trade area for most grocery stores is concentrated within 2 to 3 miles. The estimated market penetration is forecast at 1.2 percent within the Total Trade Area.

◆ ***The Eating & Drinking Category***

Lincolnwood has limited market penetration in this category. The two best known Lincolnwood restaurants are L. Woods Tap & Pine Lodge and Lou Malnati's Pizzeria. There are a variety of possible restaurant and quick service facilities for the Shoppes of Lincoln Ponte. We recommend restaurants be pursued including Cooper's Hawk Restaurant & Winery, Summer House, Eddie Merlot, Petterino's, Pete Miller's, PF Chang's, Pei Wei, Morton's, Sullivan's, RAM, Beer Market, Granite City, Seasons 52, Capital Grille, Fleming's Steakhouse, just to name a few. Some of the fast casual restaurants and food specialty facilities that should be targeted include Starbuck's Coffee (relocation), Argo Tea, Tim Horton's, Panera Bread, Potbelly, Firehouse Subs, Red Mango, Oberweis Dairy (relocation), Menchies, Yogurtland, Moe's Southwest Grill, Smashburger, Subway, Real Urban Barbecue, Tom and Eddies, and Epic Burger, among others. This category might also include some unique specialty stores featuring whiskeys, cigars, wines, and exotic beers and ales, in an atmosphere with small classical music and piano presentations. There could also be a live theater, a small comedy club, or other unique venues. Sales in this category are forecast to amount to an estimated \$31 million in 2013 and rise to \$35 million in 2018. By 2023, sales in the Eating & Drinking Category are forecast to amount to \$41 million. Market penetration is estimated at 13.0 percent within the Primary Trade Area and 3.0 percent within the Secondary Trade Area. We estimate that within the Total Trade Area restaurants on the Subject Site will capture approximately 3.4 percent of the total expenditure potential.

◆ ***Apparel & Accessory Store Category***

There is a finite market for Apparel & Accessories Stores on the Subject Site. Lincolnwood Town Center is within five minutes and Old Orchard is approximately three miles to the north. Most of the specialty apparel retailers are going to gravitate to the regional malls and

TABLE 5.11

Estimated Retail Expenditure Potential, Market Penetration and Sales Volume by Retail Category
2013, 2018 and 2023

Retail Category	Total Retail Potential			Market Penetration			Sales Volume		
	2013	2018	2023	2013	2018	2023	2013	2018	2023
General Merchandise									
Primary	\$181,090,738	\$203,000,321	\$237,393,326	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$450,912,700	\$505,432,331	\$576,837,369	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$1,101,403,658	\$1,234,627,445	\$1,409,055,470	0.0%	0.0%	0.0%	\$0	\$0	\$0
Food Stores									
Primary	\$323,557,820	\$362,704,034	\$424,154,586	6.0%	6.0%	6.0%	\$19,413,469	\$21,762,242	\$25,449,275
Secondary	\$782,269,118	\$876,852,890	\$1,000,730,430	0.1%	0.5%	0.4%	\$782,269	\$4,384,264	\$4,002,922
Total	\$1,940,200,628	\$2,174,883,773	\$2,482,151,105	1.0%	1.2%	1.2%	\$20,195,738	\$26,146,506	\$29,452,197
Eating & Drinking Places									
Primary	\$157,543,860	\$176,604,582	\$206,525,532	13.0%	13.0%	13.0%	\$20,480,702	\$22,958,596	\$26,848,319
Secondary	\$381,858,641	\$428,028,980	\$488,498,846	3.0%	3.0%	3.0%	\$11,455,759	\$12,840,869	\$14,654,965
Total	\$945,845,816	\$1,060,253,608	\$1,210,046,117	3.4%	3.4%	3.4%	\$31,936,461	\$35,799,465	\$41,503,284
Apparel									
Primary	\$79,534,239	\$89,156,829	\$104,262,083	10.0%	10.0%	10.0%	\$7,953,424	\$8,915,683	\$10,426,208
Secondary	\$162,328,572	\$181,955,639	\$207,661,453	2.0%	2.0%	2.0%	\$3,246,571	\$3,639,113	\$4,153,229
Total	\$441,437,173	\$494,832,612	\$564,742,507	2.5%	2.5%	2.6%	\$11,199,995	\$12,554,796	\$14,579,437
Furniture & Household Furnishings									
Primary	\$112,652,330	\$126,281,771	\$147,676,859	2.0%	2.0%	2.0%	\$2,253,047	\$2,525,635	\$2,953,537
Secondary	\$194,794,286	\$218,346,767	\$249,193,743	0.1%	0.2%	0.2%	\$194,794	\$436,694	\$498,387
Total	\$583,647,080	\$654,243,971	\$746,675,485	0.4%	0.5%	0.5%	\$2,447,841	\$2,962,329	\$3,451,925
Appliances & Electronics									
Primary	\$118,411,998	\$132,738,283	\$155,227,254	0.7%	1.0%	1.0%	\$828,884	\$1,327,383	\$1,552,273
Secondary	\$183,972,382	\$206,216,391	\$235,349,646	0.2%	0.3%	0.3%	\$367,945	\$618,649	\$706,049
Total	\$588,874,900	\$660,104,027	\$753,363,448	0.2%	0.3%	0.3%	\$1,196,829	\$1,946,032	\$2,258,321
Home Improvement									
Primary	\$112,737,031	\$126,376,720	\$147,787,894	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$231,897,960	\$259,936,628	\$296,659,218	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$627,857,139	\$703,801,599	\$803,234,608	0.0%	0.0%	0.0%	\$0	\$0	\$0
Drugs Stores									
Primary	\$71,402,943	\$80,041,754	\$93,602,701	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$163,874,558	\$183,688,550	\$209,639,181	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$417,793,018	\$468,328,502	\$534,493,900	0.0%	0.0%	0.0%	\$0	\$0	\$0
Miscellaneous Retail Stores									
Primary	\$153,308,810	\$171,857,147	\$200,973,770	2.0%	2.0%	2.0%	\$3,066,176	\$3,437,143	\$4,019,475
Secondary	\$367,944,763	\$412,432,782	\$470,699,293	0.3%	0.3%	0.3%	\$1,103,834	\$1,237,298	\$1,412,098
Total	\$916,098,231	\$1,026,907,810	\$1,171,989,228	0.5%	0.5%	0.5%	\$4,170,010	\$4,674,441	\$5,431,573
Sporting Goods									
Primary	\$20,751,745	\$23,262,432	\$27,203,632	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$46,379,592	\$51,987,326	\$59,331,844	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$119,945,658	\$134,454,067	\$153,449,722	0.0%	0.0%	0.0%	\$0	\$0	\$0
Book Stores									
Primary	\$15,246,180	\$17,090,766	\$19,986,342	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$35,557,687	\$39,856,950	\$45,487,747	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$89,879,634	\$100,751,311	\$114,985,445	0.0%	0.0%	0.0%	\$0	\$0	\$0

TABLE 5.11

Estimated Retail Expenditure Potential, Market Penetration and Sales Volume by Retail Category
2013, 2018 and 2023

Retail Category	Total Retail Potential			Market Penetration			Sales Volume		
	2013	2018	2023	2013	2018	2023	2013	2018	2023
Pet Stores									
Primary	\$13,975,665	\$15,666,536	\$18,320,813	9.0%	10.0%	10.0%	\$1,257,810	\$1,566,654	\$1,832,081
Secondary	\$27,827,755	\$31,192,395	\$35,599,106	1.0%	1.0%	1.0%	\$278,278	\$311,924	\$355,991
Total	\$76,743,992	\$86,026,806	\$98,180,663	2.0%	2.2%	2.2%	\$1,536,087	\$1,878,578	\$2,188,072
Office Supply Stores									
Primary	\$6,776,080	\$7,595,896	\$8,882,819	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$18,036,508	\$20,217,293	\$23,073,495	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$42,591,323	\$47,743,092	\$54,488,231	0.0%	0.0%	0.0%	\$0	\$0	\$0
Other Miscellaneous Stores									
Primary	\$6,776,080	\$7,595,896	\$8,882,819	10.0%	10.0%	10.0%	\$677,608	\$759,590	\$888,282
Secondary	\$15,459,864	\$17,329,109	\$19,777,281	1.0%	1.0%	1.0%	\$154,599	\$173,291	\$197,773
Total	\$39,539,609	\$44,322,248	\$50,584,090	2.1%	2.1%	2.1%	\$832,207	\$932,881	\$1,086,055
Automotive & Filling Stations									
Primary	\$347,697,605	\$389,764,414	\$455,799,627	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$825,556,738	\$925,374,394	\$1,056,106,817	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$2,067,098,888	\$2,317,131,417	\$2,644,495,479	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$9,748,385,288	\$10,927,533,301	\$12,472,509,642	0.7%	0.7%	0.8%	\$73,515,169	\$86,895,028	\$99,950,865

Source: Melampy & Associates, Inc., 2013

apparel oriented lifestyle centers. Nevertheless, there is a market for some unique apparel and accessories shops. Sales are forecast to amount to \$11.2 million in 2013, \$12.5 million in 2018 and rise to \$14.5 million in 2023. We estimate the Subject Site can capture a market penetration of 10 percent within the Primary Trade Area and 2.0 percent within the Secondary Trade Area. The market penetration within the Total Trade Area amounts to an estimated 2.5 percent. We recommend leasing professionals target stores like Kenneth Cole, Jos. A Bank, Tommy Bahama, Coldwater Creek, A La Mode, XXI Forever, Birkenstock, Cole Haan, Flip Flop Shoes, New Balance, and Nine West. We also recommend a “grandma store” focusing upon upscale children’s apparel, toys, and accessories including independent stores like Bellybum, Boutique, Green Genes, Kooky, Little Threads, Psycho Baby, and the Red Balloon. The objective should be to attract unique specialty children’s apparel retailers. Some of the national chains that should be contacted include Children’s Place, Justice, Once Upon A Child and Gymboree. Some of these national chains are already located at Old Orchard or Lincolnwood Town Center.

◆ ***Furniture & Household Furnishings***

The Furniture and Household Furnishings category offers an opportunity for a household furnishing and accessories stores. We estimate this category can capture sales of \$2.4 million in 2013, \$2.9 million in 2018 and \$3.4 million in 2023. The market penetration is forecast at 2.0 percent within the Primary Trade Area and 0.1 percent within the Secondary Trade Area. Within the Total Trade Area the Subject Site is forecast to capture 0.4 percent of the Furniture & Household Furnishings expenditure potential. Some of the Furniture & Household Furnishings stores that should be contacted include Arhaus Furniture, West Elm, and Leather Creations. Arhaus Furniture is opening a new location at Northbrook Court.

◆ ***Appliances & Electronics***

There is a very limited market in this category. Again, it will take some unique specialty retailers. The 2008-2009 recession has been hard on this category. Circuit City closed, sales at Best Buy declined, as did Abt Electronics. Lincolnwood lacks any major stores in this category. The sales are currently derived by cell phone stores located at Lincolnwood Town Center. We envision a cellular phone and a specialty accessories store. Sales are forecast to amount to \$1.1 million in 2013, \$1.9 million in 2018, and \$2.2 million in 2023. We recommend a cellular phone store and accessories store be added like T-Mobile. A Microsoft Store should also be targeted.

◆ ***Drug Stores***

The *Drug Store* category is already served by CVS Pharmacy across the street and Walgreens locations at Lincoln and Pratt avenues in Lincolnwood and Touhy Avenue and Central in Niles. There is no market for a major drug store on the Subject Site unless it represents a relocation of one of the existing pharmacies.

◆ ***Miscellaneous Retail Stores***

Retail sales in this category amounted to \$47.1 million in Lincolnwood in 2012. By 2013, we estimate the Subject Site could capture sales in the Miscellaneous Retail Stores category of \$4.1 million and will rise to an estimated \$4.6 million in 2018. By 2023, sales in this category are forecast to reach approximately \$5.4 million. Market penetration is forecast at

2.0 percent within the Primary Trade Area and 0.3 percent in the Secondary Trade Area. In the Total Trade Area market penetration is forecast at 0.5 percent. The target tenants in this category include a major grandma store that specializes in gifts, toys, apparel and accessories. We recommend a store like American Girl or the Lego Store be targeted for the Subject Property. An American Girl stores will generate grandmothers, mothers, granddaughters and daughters. A Lego Store would generate family traffic to the complex. Also, a marine-oriented store featuring nautical lamps, instruments, pictures, boating accessories, decorative small nautical furniture pieces and other items and gifts.

◆ ***Sporting Goods***

Lincolnwood did not generate any major sporting goods sales. We do not recommend a conventional sporting goods store. Dick's Sporting Goods is already located at Village Crossings and Sports Authority is located at Harlem and Dempster. However, stores like Orvis, Road Runner Sports, Erehwon Mountain Outfitters, Kozy's Cyclery, or Johnny Sprockets.

◆ ***Book Stores***

The *Book Stores* category did not generate any sales in Lincolnwood. We do not envision a book store at the Subject Site given the bankruptcy of Border's Books and the changes in technology affecting brick and mortar book stores. Barnes & Noble is located at Touhy and Niles Center Road in Skokie at Village Crossings, along with Half-Price Books.

◆ ***Pet Stores***

The Pet Store category represents an opportunity for a unique specialty pet store. There is a Pet Supplies Plus store already located on Lincoln Avenue just southeast of the Subject Site. We recommend a Wild Birds Unlimited Store, Kriser's, Corner Barkery, or other specialty pet store on the Subject Property. In 2013, we estimate the sales in this category at \$1.5 million. Sales are forecast to rise to an estimated \$1.8 million in 2018 and \$2.1 million in 2023. Market penetration is forecast at 9.0 percent in the Primary Trade Area and 1.0 percent within the Secondary Trade Area. The Total Trade Area market penetration is estimated at approximately 2.0 percent.

◆ ***Office Supply Stores***

Lincolnwood is not currently capturing any sales in this category. The recent recession has forced many office supply stores to close and re-evaluate their prototypical store sizes. Office Max is already in the midst of downsizing their stores and reducing the office furniture merchandise mix. The planned merger of Office Max and Office Depot will likely further reduce the store count in this category. Office Depot closed their store at Pointe Plaza on Touhy Avenue next to Wal-Mart. The only potential Office Supply store not serving this market is Staples. We do not recommend the additional of Staples since they would require about 15,000 square feet.

◆ ***Other Miscellaneous Stores***

There are a vast array of Other Miscellaneous Stores from gift stores, hobby stores, cooking utensils stores, cooking guidance shops, game stores, musical instrument stores, sewing

stores, luggage and leather goods stores, service stores, and many others. We estimate this category can generate sales of approximately \$832,000 in 2013 and \$933,000 in 2018. By 2023, sales in this category are forecast to reach \$1.0 million. The market penetration in this category is forecast at approximately 10.0 percent within the Primary Trade Area and 1.0 percent within the Total Trade Area.

SALES FORECAST – 2013, 2018 AND 2023

Our analysis of the potential for The Shoppes at Lincoln Pointe indicates that based upon current market potential, the retail, restaurant, and grocery portion of the complex can expect to capture initially an estimated at \$73,500,000. Sales are expected to rise to \$86,900,000 in 2018 and to \$99,950,000 in 2023.

Table 5.12 presents suggested target tenants for the Shoppes at Lincoln Pointe.

Table 5.12

**Suggested Target Tenants
Shoppes at Lincoln Pointe**

Category	Approximate Square Footage
Apparel - Children's Apparel	
Bellybum Boutique	1,200
Children's Place	4,000
Green Genes	1,200
Gymboree	1,500
Justice	3,500
Kooky	1,800
Little Threads	1,500
Once Upon a Child	3,000
Psycho Baby	2,000
The Red Balloon	1,800
Apparel - Shoes	
Birkenstock	3,500
Cole Haan	2,500
Flip Flop Shops	2,000
New Balance	2,000
Nine West	
Apparel - Men's Apparel	
Kenneth Cole	3,500
Jos. A. Banks	4,000
Tommy Bahama	4,000
Apparel - Women's Apparel	
A La Mode Collection	2,500
XXI Forever	4,000
Coldwater Creek	5,000
Loft	5,000

Table 5.12 (Continued)

**Suggested Target Tenants
Shoppes at Lincoln Pointe**

Category	Approximate Square Footage
Banks	
Chase Bank	4,000
Devon Bank	5,000
PNC Bank	4,000
Electronics	
T-Mobile	2,500
Microsoft Store	5,000
Furniture & Household Furnishings	
Arhaus Furniture	20,000
West Elm	20,000
Leather Creations	10,000
Grocery	
Earth Fare	25,000
Fresh Market	20,000
Heinen's	20,000
Mr. Greens	20,000
Plum Market	25,000
Trader Joe's	14,000
Health Clubs	
Blast Fitness	20,000
Planet Fitness	20,000
Fitness 19	7,000
Jewelry	
Goldsmith	2,500
Lester Lampert	3,000
Zales Jewelry	4,000

Table 5.12 (Continued)

**Suggested Target Tenants
Shoppes at Lincoln Pointe**

Category	Approximate Square Footage
Miscellaneous Retail Stores	
Corner Barkery - Pet Store	2,000
Krisers	1,500
Wild Birds Unlimited	2,000
Miscellaneous Retail Stores	
American Girl	5,000
Lego Store	2,000
Restaurants	
Beer Market	3,500
Blue Sushi Sake Grill	
Bravo Italian Cucina	8,000
Brio Tuscan Grille	7,500
Capital Grille	8,000
Carrabba's Italian Grill	8,000
Catch 35	8,000
Cooper's Hawk	10,000
Eddie Merlot	10,000
Egg Harbor Café	4,000
Fleming's Steakhouse	10,000
Granite City	9,800
Morton's	8,000
Pete Miller's Steakhouse	10,000
PF Chang's	7,300
Psistaria Greek Restaurant (Relocation)	8,000
Season's 52	8,000
Sullivan's Steakhouse	10,000
Wok N' Fire	8,000

Table 5.12 (Continued)

**Suggested Target Tenants
Shoppes at Lincoln Pointe**

Category	Approximate Square Footage
Fast Casual Restaurants	
Buona Beef	5,000
Burger Fl	2,500
Dotty's	1,500
Einstein Bagels	2,200
Epic Burger	2,500
Firehouse Subs	2,000
Go Roma	2,500
Moe's Southwest Grill	2,500
Oberweis Dairy (Relocation)	2,000
Panera Bread	4,000
Pei Wei	2,500
Potbelly	2,200
Real Urban Barbecue	3,000
Smashburger	2,500
Stella's Café	1,800
Tim Horton's	4,000
Tom and Eddies	2,500
Which Wich	2,000
Restaurants - Food Specialties	
Argo Tea	1,500
Ben & Jerry's Ice Cream	1,800
Froots Fresh Smoothies	1,800
Le Chocoholique	2,000
Menchie's	2,000
Nestle Tollhouse Café	1,500
Red Mango	1,600
Robeks	1,200
See's Candies	1,200
Starbucks Coffee (Relocation)	1,700

Table 5.12 (Continued)

**Suggested Target Tenants
Shoppes at Lincoln Pointe**

Category	Approximate Square Footage
Services	
ATI Physical Therapy	2,500
Kidsnips	1,200
Beauty Salons	2,000
Nail Salon	2,000
Sporting Goods	
Erehwon Mountain Outfitters	4,000
Kozy's Cyclery	5,000
Orvis	4,000
Road Runner Sports	3,500

Source: Melaniphy & Associates, Inc, 2013.

ADDENDA

HOW TO GET HERE



Lincolnwood Town Center is conveniently located on the prestigious North Shore of Chicago at the intersection of Touhy Avenue and McCormick Boulevard in Lincolnwood, Illinois. Just minutes east of I-94.

MALL HOURS

Monday – Friday, 10 a.m. – 9 p.m.

Saturday, 10 a.m. – 8 p.m.

Sunday, 11 a.m. – 6 p.m.

Department store and restaurant hours may vary.

Holiday hours may also vary.

SHOPPING LINE®

For a complete list of our stores, hours and events or to speak directly with the store of your choice, call the Shopping Line at 847-674-9220.

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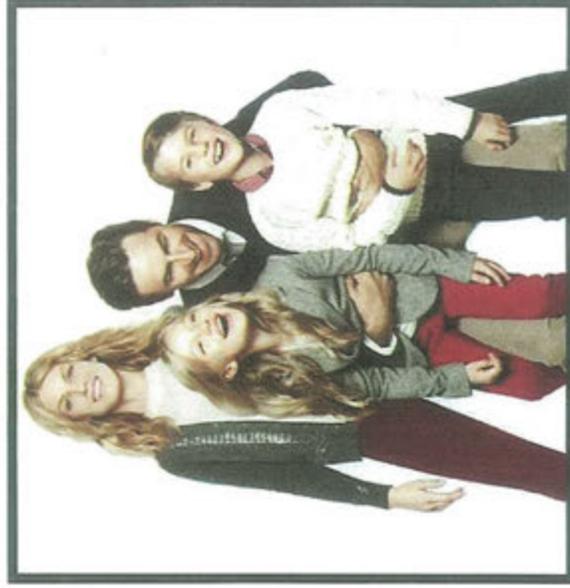
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LINCOLNWOOD TOWN CENTER

MALL DIRECTORY

CHILDREN'S FASHION & SPECIALTY

The Children's Place	106
Crazy 8	201
GapeKids	105
Justice	204
Kids Foot Locker	409
Old Navy	200

DEPARTMENT STORES & ANCHORS

Carson Pine Scott
Kohl's

ELECTRONICS & ELECTRONICS ACCESSORIES

GameStop	711
Hot Topic	609

HEALTH, DRUG STORE, BATH & BEAUTY

4 Seasons Nails	602
Art of Health	703
Art of Threading	K5
Bath & Body Works	611
GNC Live Well	601
Great Clips	600
Modern Nails	909
Perfume Outlet	802
Regis Salon	404
Zani's Salon	501

HOME DÉCOR & FURNISHINGS

Gift Plaza	410
Orient Gifts	710

JEWELRY & WATCHES

Arman Jewelers	702
Clare's	301
Eubrah	803
J.B. Robinson Jewelers	500
Kay Jewelers	103
Oxford Jewelers	801
Piercing Pagoda	K3
Rapid Repair Jewelry & Watches	K6

MEN'S FASHION & SPECIALTY

@titude	612
ABE & Co.	704
Dolce Vita	706
Express Men	608
Gap	105
Hot Topic	609
MODA	709
NBG Outfitters of Chicago	712
Old Navy	200
ru21	804

PERSONAL & PROFESSIONAL SERVICES

AccessEZ Accessories & Repair	K2
AT&T	402
Best Buy Mobile	607
LensCrafters	700
Magic Photo	701
PCWireless	K9
Sprint	104
Sunshine Phone Accessories	603
T-Mobile	708
T-Mobile Kiosk	K4
Talk N Fix	K7
UWC Home Solutions	K1
Verizon Wireless	101
VisionWorks	401

RESTAURANTS & FOOD

A&D Buffalo Wings	901
Auntie Anne's Pretzels	403
Coffee Beanery	605
FreshShirts	900
Great Steak & Potato Company	903
Hidagen-Dazs	406
Manchu Wok	908
Nori Japan	906
Pita Belly	902
Subway	907
Villa Fresh Italian Kitchen	904

SHOES & FOOTWEAR

Famous Footwear	303
Journeys	504
Mulan	107
Payless ShoeSource	102
Underground by Journeys	606

SPECIALTY RETAIL, GIFTS, HANDBAGS & LUGGAGE

EZ Mart	905
Gift Plaza	410
Hot Rags	505
Lids	705
Orient Gifts	710
Spencer's	503
Sunglass Hut	800
Things Remembered	405

SPORTING GOODS & APPAREL

Champs Sports	805
Chicago Locker Room by Lids	610
Finish Line	304
Foot Locker	506
Lids	705

TOYS, GAMES & HOBBIES

GameStop	711
Toys R Us Express	205

WOMEN'S FASHION & SPECIALTY

Body Central	305
Charlotte Russe	203
Express	608
Femme Fatale	707
Gap	105
Hot Rags	505
Hot Topic	609
NBG Outfitters of Chicago	712
New York & Company	412
Old Navy	200
PINK	408
Pink Stones	202
ru21	804
Victoria's Secret	408
Wet Seal	302

Legend

ATM	Ⓢ
Children's Play Area presented by Proforce Saint Francis Hospital	🏠
Coca-Cola Vending Machines	📺
Elevator	⬆️
Entrance	➡️
Escalators	⬆️
Mail Management Office	📧
Pace Bus/CTA Bus	🚌
Restrooms	🚻

UPPER LEVEL



LOWER LEVEL



Health & Beauty

- B5 Art of Shaving, The
- D18 Aveda
- C8 Bath & Body Works
- B4 Body Shop, The
- A32 CarePower Yoga
- A46 eCoaway
- B20 GagBody
- A42 In Style Salon
- A12 L'Occitane
- D19 Lush Fresh Handmade Cosmetics
- C15 Macy's Premier Salon
- C19 Mario Tricoci Hair Salon & Day Spa
- C13 Sephora
- A40 Sitar's Skin Care & Waxing Salon
- A37 Technicolour Nails
- A35 Victoria's Secret

Home Furnishings

- C8 Brookstone
- D3 Crate & Barrel
- C7 Love Sac
- A39 Pottery Barn
- A31 Pottery Barn Kids
- A14 Sleep Number
- D22 by Select Comfort
- D30 Sur La Table (Opening Springs)
- D10 Things Remastered
- D10 Toms-Price Home Furnishings
- A40 Williams-Sonoma
- C20 Yankee Candle

Jewelry & Accessories

- B7 Brighton Collectibles
- A39 C.D. Pascock
- D17 Claire's Boutique
- A4 Coach
- A43 Heitzberg Diamonds
- B9 Henri Bendel
- A2 Michael Kors
- A22 Pandora
- A22 Rogers & Hollands Jewelers
- A30 Roles
- A30 Swarovski Crystal
- A31 Tiffany & Co.
- B21 Vera Bradley

Leathers, Luggage & Handbags

- B7 Brighton Collectibles
- A4 Coach
- B9 Henri Bendel
- A2 Michael Kors
- A6 Tumi
- B21 Vera Bradley

Services

- C14 Center for Professional Development
- A39 C.D. Pascock
- A52 CorePower Yoga
- K1/K3 Evanston Subaru in Skokie
- C24 Gymboree Play & Music
- C14 Oakton Community College - The Workforce Board of Northern Cook County
- A44 Old Orchard Market
- A48 Old Orchard Shoe Repair
- A44 Old Orchard Tailor & Alterations
- C17 Picture People
- C16 Professional Building
- A44 Service Collection
- K2 Top Note Music Academy
- K2 Unilock Garden Patio

Specialty

- A32 Tesla Motors

Shoes

- A7 Aldo
- C11 Clerks/Bostonian Shoes
- B1 ECCO
- C5 Finish Line
- A19 Foot Locker
- C9 Sketchers Fitness
- B22 Timberland
- D14 Vans
- D27 Walking Company, The

Toys & Hobbies

- D12 Galt Toys + Galt Baby
- D21 Marbles, The Brain Store

Information

Center Hours
Monday-Saturday 10am-9pm
Sunday 11am-4pm
Specialty items, department stores, specialty retailers and Crafts shops may vary.

Skokie Blvd. & Old Orchard Rd.
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DIRECTORY OF STORES

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Apparel - Men's & Women's (Continued)

- A36 Hollister Co.
- A37 Hugo Boss
- A38 J. Crew
- A39 Lacoste
- D30 L.L.Bean
- A35 Lucky Brand Jeans
- A34 Lucky Brand Jeans (New Location Opening Spring)
- B11 The North Face
- B17 Pic Sun
- A20 Timberland
- B22 Vans (Opening Summer)
- D6 Zara

Apparel - Children's

- A1 Brooks Brothers
- C18 Children's Place, The
- A38 GapKids/babyGap
- C21 Gymboree
- A24 J. Crew
- B5 Janie and Jack
- A19 Justice
- A33 Lacoste
- D30 L.L.Bean
- B17 The North Face
- A41 Pottery Barn Kids
- D9 Zara

Athletic Apparel & Equipment

- A52 CorePower Yoga
- C5 Fresh Line
- A38 Foot Locker
- D30 L.L.Bean
- D38 Jockey
- B17 The North Face
- C9 Skechers Fitness

Books, Cards, Gifts & Music

- A16 Barnes & Noble
- B2 Peppercorn

Computer, Phones & Electronics

- A38 Apple
- C3 Brookstone
- A33 T-Mobile

Entertainment

- A47 Regal Cinemas West 1-4
- A21 Regal Cinemas East 7-13

Eye Care & Eyewear

- A44 LensCrafters
- D23 SEE Eyewear
- B3 Sunglass Hut (1)
- B15 Sunglass Hut (2)

Food-Eateries

- D24 Adagio Teas
- C13 Auntie Anne's Pretzels
- A16 Barnes & Noble Cafe
- A13 Cinnamon/Caramel Ice Cream
- A18 Corner Bakery Cafe, The
- B13 Frontera Fresca - Inside Macy's
- A5 Godiva Chocolatier
- C12 Macy's Marketplace Foods
- D31 Mrs. Fields/TCBY Frozen Yogurt
- Nordstrom Cafe
- A50 Nordstrom E-Bar
- A51 Potbelly Sandwich Works
- C2 Seattle's Best Coffee - inside Macy's
- A48 Starbucks Coffee Company
- B6 Subway
- B14 Taberna
- Wild & Greene Restaurant

Food-Restaurants

- C1 Bagel Restaurant & Deli, The
- D1 California Pizza Kitchen
- A51 Champs Americana
- D5 Chesapeake Factory, The
- D4 Epic Burger
- A15 Johnny Roddets
- A57 Maggiano's Little Italy
- D2 McCormick & Schmick's (Opening Spring)
- B18 Roku Abar Steak, Seafood & Sushi
- B14 Wild & Greene Restaurant

Grocery

- A42 Old Orchard Market
- B14 Wild & Greene Restaurant



Apparel - Women's (Continued)

- C16 Talbots/Talbots Woman
- A37 Victoria's Secret
- C22 White House | Black Market
- D11 XXI Forever

Apparel - Men's & Women's

- A34 Abercrombie & Fitch
- C19 Aeropostale
- D15 American Eagle Outfitters
- B10 AXP Arsenal Exchange
- C26 Banana Republic
- A1 Brooks Brothers
- C4 Express
- B19 Gap
- D26 GUESS

Apparel - Women's

- D8 Akira
- A3 Ann Taylor
- D5 Anthropologie
- D13 Arden B.
- A11 BCBGMAXAZRIA
- B12 bebe
- A5 Caché
- D16 Charlotte Russe
- B23 Chico's
- B16 Coldwater Creek
- C23 Destination Maternity
- C2 Francesca's Collections
- B20 GapBody
- B24 J. Jill
- A35 Limited, The
- D7 LOFT
- D28 Lucy
- A9 Madewell
- A2 Michael Kors
- D26 Some Intimates

- Utilities**
 - Restrooms
 - Security
 - Mall Office
 - Westfield Gift Cards
 - Westfield Service Collection
 - Lost & Found
 - Wheelchairs
 - Westfield Gift Cards
 - ATM
- Family Amenities**
 - Family & Expectant Mother Parking
 - Play Space
 - Stroller Rental
 - Elevator / Escalator**
 - Elevator
- Transportation**
 - Parking
 - Valet Parking
 - Bus Stop
 - Text Stated
 - Bike Rack
 - Mall Entry**

ABOUT OUR FOUNDER AND PRESIDENT

John C. Melaniphy has been a real estate counselor; restaurant, quick service food and retail site selection specialist; and market analyst for over 40 years. During this time, he has been involved in almost every type of urban and suburban restaurant and retail development and redevelopment problem and opportunity. He began his career with, at that time, the largest market analysis and site selection firm in the world and worked on all phases of the company's business over a 12 year span. The last three years, he was Senior Vice President of Real Estate Research Corporation, in charge of its commercial analyses and the operation of 13 world-wide offices.

In 1969, Mr. Melaniphy resigned from Real Estate Research Corporation to become Corporate Vice President of Kentucky Fried Chicken Corporation. His duties were to establish a real estate and construction division and assist in Financial Management. He was responsible for the selection and development of over 400 KFC units, as well as commissaries, warehouses, office buildings, and other facilities.

Mr. Melaniphy became aware of the need in the corporate world for the unique background he possesses - a combination of both sound theory and practical application in acquiring and developing real estate, estimating sales and strategic market planning and prioritization. He also assisted in packaging a \$50,000,000 loan for corporate expansion. With the acquisition of KFC by Heublein, Mr. Melaniphy resigned to establish his own market-oriented consulting firm in the early '70's.

Mr. Melaniphy is aware of the need in the corporate world for the unique background he possesses; a combination of both scientific analysis and extensive business experience resulting in sound decision making.

Mr. Melaniphy has counseled thousands of companies throughout the world. Some of these include: Marshall Field & Company (now Macy's), J.C. Penney Company, Wal-Mart, Target, Kohl's, Sears Roebuck & Company, Macy's, Lord & Taylor, Saks Fifth Avenue, Dayton Hudson (now Marshall Field's), Neiman Marcus, Meijer, the Hudson Bay Company, El Puerto de Liverpool, Fabricas de Francia, International Multifoods, the Jewel Companies, The Plum Gourmet Supermarket, the House of Escada, Marshalls, The Simon Property Group, Inland Real Estate Companies, G.E. Capital, McCaffery Interests, Household Commercial, Aetna Life Insurance Company, Travelers Life Insurance Company, Hollywood Casinos, Huizenga Capital Management, Birtcher Realty Advisors, Bain Capital, Steiner + Associates, Corrigan Properties, Hines Interests, Heitman Capital Management, Avatar Properties, Forest City Enterprises, Concord Development, Amoco, Fondo Opcion, S.A., ICA Asociadas, FRISA Division Comercial, Mobile, Union, USX Realty, the Kuwait Bank, Marriott, Sheraton, Hilton, Embassy Suites, Baymont Inns, Hampton Inns, , Fitness USA, and many others.

Some of the foodservice related clients include: Marriott Corporation, Lettuce Entertain You Enterprises, Schwartz Brothers, Maggiano's Little Italy, Sir Walter Raleigh, Shaw's Crab House, P F Chang, Friendly's, Tilted Kilt Bar & Grill, Restaurant Associates, Arigato Steak House, Charlie Brown's, Big Bowl Asian Café, Columbia Restaurants, Max & Irma's, TGI Friday's, Shorty Small's, Pepe's, Superdawg, Border Cafe, County Line Barbecue, Steak and Stein, Pizza Hut, Pizza Delight, McDonald's, Burger King, Hardee's, Taco Bell, Arby's, Church's, Popeye's, Dunkin Donut, Baja Fresh, and numerous others individual restaurants and fast food operators.

Municipalities assisted include: Chicago, Minneapolis, Cleveland, San Antonio, Charlestown, Louisville, Milwaukee, Omaha, Seattle, Los Angeles, Boston, Atlanta, Dallas, Tampa, New York, Fort Lauderdale and numerous others.

Our affiliations have included: Urban Land Institute, International Council of Shopping Centers, Lambda Alpha International Real Estate Economics Fraternity, the National Restaurant Association, The Illinois Restaurant Association, the National Retail Federation, Realty Club of Chicago, and many others.

MELANIPHY & ASSOCIATES , INC.

John Melaniphy is the author of **Commercial and Industrial Condominiums** published by Urban Land Institute and **Restaurant and Fast Food Site Selection** published by John Wiley & Sons. He is also a contributing author of the book entitled **Shopping Centers and Other Retail Properties** also published by John Wiley & Sons. Mr. Melaniphy's latest book **The Restaurant Location Guidebook** was published in 2007.

He is also the Publisher of the **Chicagoland Retail Sales Report**, produced quarterly and annually based upon retail sales tax receipts provided by the State of Illinois for every incorporated community in the State. This has been published since 1985.

The author of over 100 articles, Mr. Melaniphy, also presents seminars covering real estate, site selection, store development strategies, shopping center opportunities, restaurant and fast food market analysis, mixed-use development, site selection, and long range development planning. The seminars are presented throughout the world for associations and private companies. Mr. Melaniphy is an expert witness in all levels of the judicial system. Moreover, he is a much sought after speaker on a wide variety of subjects. For further information, please visit the company's Website @ www.melaniphy.com where over 30 articles are posted.

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MELANIPHY & ASSOCIATES, INC.

REPRESENTATIVE LIST OF CLIENTS

MAJOR DEVELOPERS AND OWNERS

U.S.X. Realty Development Corp.
The Simon Property Group
General Growth Properties
Upland Industries (Union Pacific RR)
Corrigan Properties, Inc.
Merrill Lynch Realty
The RREEF Funds
Gerald D. Hines Interests
Forest City Enterprises
Steiner + Associates, Inc.
Birtcher Realty Advisors
Tucker Properties Corporation
McCaffery Interests
The Commonfund
Ivanhoe Cambridge
Aetna Life Insurance Company
Teachers Insurance and Annuity Assoc.
Metropolitan Real Estate Co.
Trammel Crow Company
Inland Real Estate

CITIES

New York, New York
Chicago, Illinois
Milwaukee, Wisconsin
San Antonio, Texas
Charleston, West Virginia
Cleveland, Ohio
Boston, Massachusetts
Denver, Colorado
Madison, Wisconsin
Lawrence, Kansas
Olathe, Kansas
Manhattan, Kansas
Fort Lauderdale, Florida
Oak Park, Illinois
St. Charles, Illinois
Park Ridge, Illinois
Highland Park, Illinois
Palatine, Illinois
Brookfield, Wisconsin

CITY OF CHICAGO PROJECTS

Navy Pier Redevelopment
Neighborhood Needs Analysis-
All of Chicago's Neighborhoods
Analysis of over 25 Business Districts
Industrial Park Development Analysis

MAJOR RETAILERS

Marshall Field & Company
Saks Fifth Avenue
Sears, Roebuck & Company
J.C. Penney Company
The May Company
Macy's
Marshalls/ TJ Maxx
Albertsons – Jewel Supermarkets
Meijer Superstores
Wal-Mart and Wal-Mart Supercenters
Federated Department Stores
Dayton-Hudson Company
Neiman Marcus
Nordstrom
Target and Super Targets

INTERNATIONAL RETAILERS

Cifra/Wal-Mart - Mexico
The House of Escada – World Wide
El Puerto de Liverpool - Mexico
Fabricas de Francia – Mexico
Atlantic Wholesalers - Canada

FINANCIAL ORGANIZATIONS

Bank of America
Citi Bank
Harris Trust & Savings Bank
Northern Trust & Savings Bank
Citibank
Chase Manhattan
G.E. Capital Corp.
Bain Capital Partners
Heller Financial
Household Commercial
The RREEF Funds
Huizenga Capital Management

RESTAURANTS/QUICK SERVICE

Restaurant Selection - Virginia Beach
Lettuce Entertain You Enterprises
Schwartz Brothers
Arby's
McDonald's
Shoney's
Friendly's
Brinker
Restaurant Associates
Burger King

REPRESENTATIVE LIST OF CLIENTS (Continued)

**CITY OF CHICAGO PROJECTS
(Continued)**

Potential for a New Stadium
Mayor's Special Projects
Waste Resource Recovery Analysis
O'Hare International Airport Expansion
Housing Development on Urban
Renewal Properties
Objectives Analysis-Economic
Development Commission
Analysis of Property Disposition-
Chicago Board of Education
Exposition Authority

MANUFACTURERS/PRODUCERS

W. W. Grainger
Atlantic Richfield Company
ITW/Magnaflux
TDW/Hercules Tires
International Multifoods
IBM
Iowa Electric (IE) Industries
William C. Brown Group
Booth Fisheries
Campbell Soup Company
Griffith Laboratories
Exxon Mobil Oil
Texaco
Standard Oil
Dresser Industries
IBM

INTERNATIONAL INVESTMENT FUNDS

Ivanhoe Cambridge - Canada
Coast Investment & Development
Company-Kuwait
Merrill Lynch Capital Markets

HOTELS

Hyatt
Sheridan
Holiday Inn
Marriott
Embassy Suites
Baymont Inns
Days Inn

**RESTAURANTS/FAST FOOD
(Continued)**

Piccadilly Cafeterias
Baja Fresh
Steak and Stein
Brennan's
Pizza Delight - Canada
Marriott Corporation
Shorty Small's
Popeye's
Hardee's
Pizza Hut
Wendy's

SPECIAL

Wal-Mart Zoning Issues
National Restaurant Association - 50 Seminars
International Council of
Shopping Centers
Fitness Management Corp.
Catholic Archdiocese of Chicago
Illinois Masonic Medical Center
SBC Ameritech
Chicago Cubs
United States Postal Service
Illinois Law Enforcement Commission
Santa Fe Railroad
United Parcel Service
Chicago Northwestern Railroad
Hammond Railroad Consolidation
Project

STATES

Illinois Department of Transportation
Illinois Capital Development Board
Illinois Dept. of Commerce and
Community Affairs
Iowa Department of Transportation
Indiana Department of Transportation
Michigan Department of Transportation
Wisconsin Department of Transportation

WATERFRONT PROJECTS

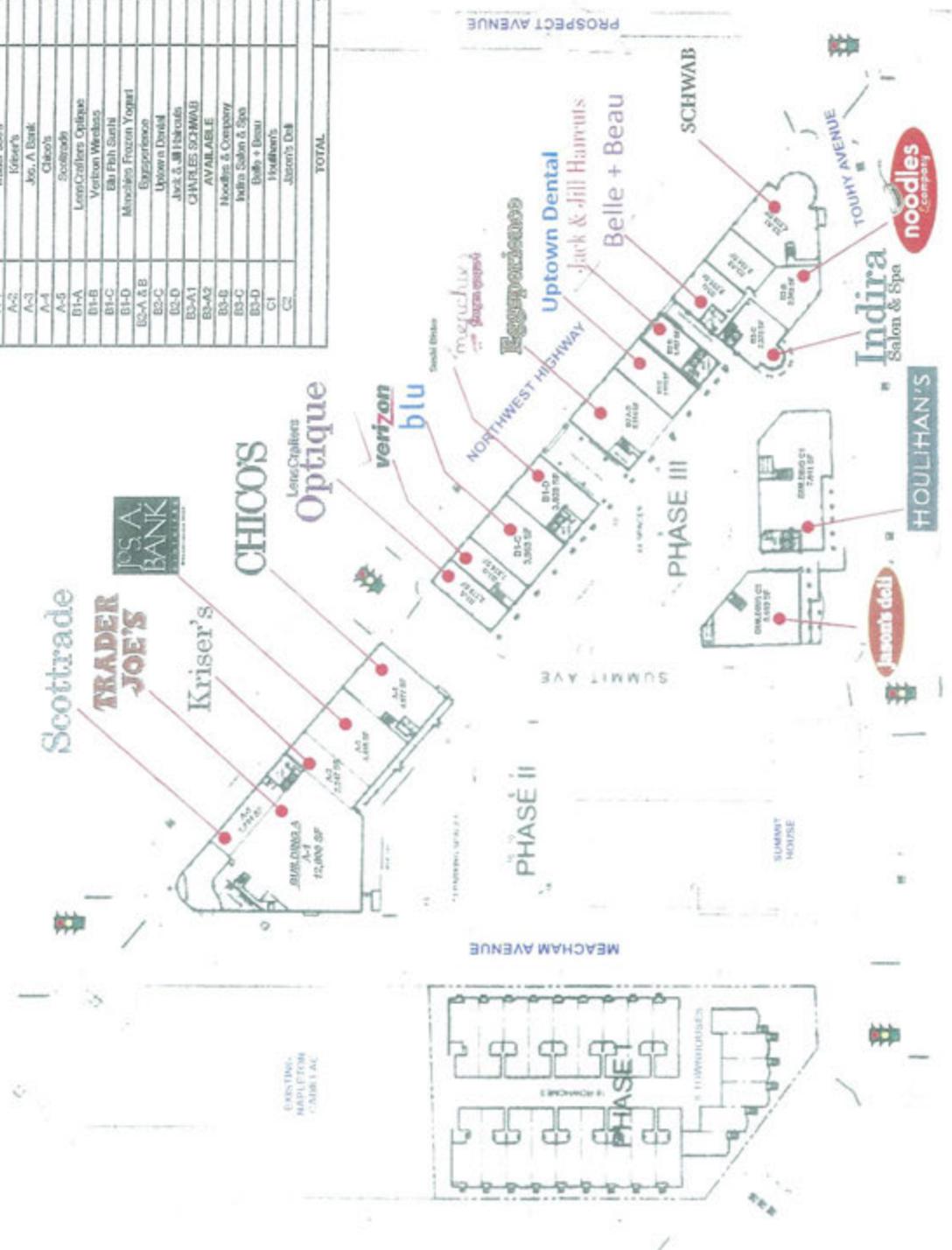
Navy Pier-Chicago
North Coast Harbor-Cleveland, Ohio
Miami Beach Marina Redevelopment
Fort Lauderdale - Riverwalk

SHOPS OF UPTOWN



NWC TOUHY & NORTHWEST HWY. - PARK RIDGE, ILLINOIS

Space	Tenant	Square Footage
A-1	Trader Joe's	12,000
A-2	Kriser's	2,247
A-3	Joe, A Bank	4,408
A-4	Chico's	4,077
A-5	Scottrade	1,004
B1-A	LensChatters Optique	1,014
B1-B	Verizon Wireless	2,118
B1-C	Bk Fish Sushi	3,960
B1-D	Munchies Frozen Yogurt	3,028
B2-A & B	Expressions	5,304
B2-C	Uptown David	2,044
B2-D	Jack & Jill Haircuts	1,407
B3-A1	CHRYSLER SCHWAB	4,339
B3-A2	AVAILABLE	2,484
B3-B	Woodies & Company	2,032
B3-C	Indira Salon & Spa	2,322
B3-D	Belle + Beau	2,066
G1	Healthier's	7,041
G2	Jensen's Deli	5,009
TOTAL		70,422



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