ECONOMIC DEVELOPMENT COMMITTEE MEETING
WEDNESDAY, JANUARY 28, 2009
ROOM 2404-7:30 P.M.

AGENDA

I. CALL TO ORDER

II. CONSIDERATION OF THE EDC MEETING MINUTES OF SEPTEMBER 24, 2008 (DOCUMENT ENCLOSED)

III. FREED & ASSOCIATES; EVANSTON PLAZA UPDATE

IV. EVMARK INTERIM REPORT (DOCUMENTS ENCLOSED)

V. CURRENT DEVELOPMENT PROJECTS UPDATE

VI. FRESH FOODS MARKETPLACE UPDATE, PREVIOUSLY PROPOSED AS FARMER'S BEST MARKET (DOCUMENTS INCLOSED)

VII. OTHER BUSINESS

VIII. COMMUNICATIONS
1.) MINUTES OF THE JOINT REVIEW BOARDS-DECEMBER 11, 2008
2.) EDC MEETINGS SCHEDULE FOR 2009
3.) EVMARK BUDGET QUESTION EXPLANATION
4.) 1ST. QUARTER 2009, AVAILABLE FACILITIES REPORT
5.) OCTOBER 2008, NOVEMBER 2008 AND DECEMBER 2008 RETT REPORTS
6.) NOVEMBER 2008 AND DECEMBER 2008 DOWNTOWN IDEA EXCHANGE ARTICLES

IX. ADJOURNMENT

NEXT SCHEDULED EDC MEETING: FEBRUARY 25, 2009

The City of Evanston is committed to making all public meetings accessible to persons with disabilities. Any citizen needing mobility or communications access assistance should contact David Cook, Facilities Management Office at 847/866-2916 (Voice) or 847/448-8052 (TTY).
II. ENCLOSURE: Economic Development Committee Meeting Minutes of September 24, 2008
ECONOMIC DEVELOPMENT COMMITTEE

MEETING MINUTES
OF WEDNESDAY, SEPTEMBER 24, 2008

ROOM 2404-7:30 P.M.


MEMBERS ABSENT: Ald. Jean-Baptiste, Karl Gromelski, Dan Mennemyer

PRESIDING OFFICIAL: Ald. Rainey, Acting Chair

OTHER COUNCIL MEMBERS PRESENT: None

STAFF PRESENT: Dennis Marino-Interim CD Director, Morris Robinson-Economic Development Planner, Martin Lyons, Finance Director, Leslie Murphy

OTHERS PRESENT Carolyn Dellutri-Executive Director, Evmark, Dan Kelch-Evmark Board Chairman, Rich Braunstein-Evmark Treasurer, Martha Rosenberg-Evmark marketing Director

SUMMARY OF THE MEETING:

I. Chair Jean-Baptiste was unable to attend the EDC Meeting so Acting Chair Rainey called the EDC Meeting to order at approximately 7:40 P.M. and asked for a motion to approve the previous meeting minutes.

II. Ald. Moran moved approval of the EDC Meeting Minutes of August 6, 2008 and Ald. Tisdahl provided a second. The EDC voted unanimously to approve the minutes.

III. CONSIDERATION OF PROPOSED EVMARK BUDGET AND REQUEST FOR ANNUAL CONTRIBUTION

Acting Chair Rainey announced that the first agenda item concerned the annual funding request from EVMARK. Extensive performance material; spread sheets and data from EVMARK were included in the EDC packets. Staff member Marino introduced Ms. Carolyn Dellutri, the new Executive Director of EVMARK.

Ms. Dellutri introduced herself to the EDC members as she handed out a synopsis of the budget data and special service area maps requested by Acting Chair Rainey.
Other members of the EVMARK Board of Directors were present and Ms. Dellutri also introduced them to the EDC. Ms. Dellutri provided the EDC with an update of EVMARK’s staffing and frequency of board meetings and noted that the approved minutes are posted on the EVMARK website. An overview of the EVMARK budget elements was provided and the reason for the request of $132,000 from the city to bridge the operating budget gap was explained. The amount requested is $6,000 less than the maximum amount authorized by the city.

Ms Dellutri explained the sources for EVMARK’s budget. The Special Service Area tax levy proceeds amounted to $328,489; the Economic Development fund request for $132,000 and 20,000 from Northwestern University are the other substantial contributions. Additional revenues are derived from reimbursements and interest income from EVMARK’s money market account. In a similar fashion, referring to the considerable documentation included in the packets, Ms. Dellutri explained to the EDC EVMARK staff, marketing and operational expenditures in great detail. (The documentation is on file in the Community Development Planning Office and the City Clerk’s Office and is available to the public for review).

Staff member Marino explained to the EDC that in June of 2007 the City council approved Ordinance 67-O-07 authorizing the City to provide funding to EVMARK on an annual basis, subject to annual review, to fund the difference between EVMARK’s annual special service district levy and EVMARK’s annual budget. The sources for funding are the Economic Development Fund; The Washington national TIF District and the Downtown II TIF District. Ms. Dellutri and Staff member Marino advised the EDC that it is anticipated that requested amounts in the future will diminish over time, particularly since the Downtown II TIF District is due to expire in 2009.

Mr. Dan Kelch, the EVMARK Board Chairman informed the EDC of the difficulty the organization has experienced in getting maintenance bids. Acting Chair Rainey suggested that an EVMARK representative contact Douglas Gaynor, Director of Parks /Forestry & Recreation with the City for guidance in obtaining maintenance bids.

EDC member Nyden suggested that EVMARK direct marketing efforts to Loyola University to which Ms. Dellutri agreed. Staff member Robinson advised the EDC that EDC Member Mennemyer, who was not present, had a suggestion and a question he would like to have acknowledged. The inquiry was given to Ms. Dellutri were referred to Ms. Dellutri to address in the near future. A brief, general discussion ensued and Acting Chair Rainey asked for a motion.

**ACTION TAKEN:** Ald. Tisdahl moved to recommend approval to fund EVMARK in the amount of $132,000 for the fiscal year 2010 and Ald. Wynne provided a second and the EDC voted unanimously to approve the recommendation.
IV. CONSIDERATION OF PROPOSED SALES TAX REVENUE SHARING AGREEMENT FOR FARMERS BEST MARKET FOR FARMER'S BEST MARKET

A draft Sales Tax Revenue Sharing Agreement with Farmer's Best market was the next agenda item for consideration. A copy of the draft agreement was included in each EDC packet. Staff member Marino provided a brief update regarding the proposed agreement draft and explained how staff was authorized to pursue the agreement at the August 6, 2008 EDC Meeting.

ACTION TAKEN: After a brief discussion, Acting Chair asked for a motion. Ald. Wynne moved approval to present the document to the City Council. Ald. Tisdahl provided a second and the motion received a unanimous vote of approval.

V. COMMUNICATIONS: The articles and data reports contained in the EDC packets were acknowledged by Acting Chair Rainey. Ald. Moran asked about the status of Steve and Berry's and was advised by staff that the clothing chain has filed for bankruptcy; will be closing 9 stores in the Chicago area market and that it was unlikely that no new stores will open in our area.

Member Nyden asked staff if they had a feel for how condominium projects were doing with selling units in this struggling economy. Staff provided anecdotal examples suggesting that sales have slowed in most instances.

VI. ADJOURNMENT: There being no further business, Acting Chair Rainey adjourned the meeting at approximately 8:25 P.M.

The next scheduled Economic Development Committee Meeting will be held on Wednesday, October 22, 2008 at 7:30 P.M. at the Civic Center in Room 2404.

Respectfully submitted,

Morris E. Robinson
Economic Development Planner
IV. ENCLOSURE: EVMARK Interim Report
The following represents Evmark’s second interim report required by our Implementation Agreement for Special Service Area #4 (SSA). This report will provide an update on Evmark’s activities since the last report on July 3, 2008.

This interim report consists of three parts: A cover memo, samples of Evmark’s 2008 holiday marketing materials, and Evmark’s internal financial statement for nine months of FY2009 (March through November 2008).

Marketing highlights for the current fiscal year include:

- Extensive advertising this holiday season with our “Stores of Wonder, Stores of Light” ad campaign. Items included:
  - 11 1/2 ft. Lighted signage at the Ogilvie Transportation Center
  - Signage on CTA station platforms as well as in the trains
  - Signage at the Metra stop at Winnetka
  - Co-Op advertising opportunities were available for Chicago Tribune, Evanston Review, Evanston Roundtable, Evanstonow.com, Kids goodie bags.
  - Creation of a professionally designed North Pole in the Sherman Plaza Passageway during the first two weekends in December to induce area parents to discover downtown Evanston shopping.
  - Thanks to extensive marketing in newspapers over 300 children visited Santa and 4,000 coupons for area stores were given out.

All ads are posted at [http://www.evmark.org/newsite/business-resources.htm](http://www.evmark.org/newsite/business-resources.htm)

- In conjunction with the City staff and the City’s Parking Committee, a holiday parking campaign was initiated to include free parking on Saturdays & Sundays and weekdays after 5pm in all downtown decks. Evmark funded all the marketing materials which included signage at the garages, posters and fliers to downtown businesses, blast emails and ads placed in the Evanston Review and Roundtable. The information continues to be distributed to the downtown business community

- Due to its partnership with Chicago’s North Shore Convention and Visitors Bureau (CVB), Evmark is able to have a longer and stronger presence in the Chicago Tribune and TimeOut Chicago. Through the CVB, Evmark can purchase advertising using the CVB’s reduced rates with Chicago Tribune if the Illinois Tourism tagline is included.
These rates have been used for this year’s Tribune and TimeOut Chicago related print advertising.

- ‘Chow Downtown Evanston’ ads (see attached) are appearing in local newspapers within downtown’s target zip codes, The Onion, local theatre playbills, and in Chicago Life.
- Evmark will again produce advertising supporting shopping and dining for Valentines Day and for Mother’s Day. The Valentines Day ads included co-operative advertising with downtown merchants.
- Evmark continues to expand its electronic marketing efforts. The Evmark website was again fine-tuned this spring to optimize search capabilities and to improve user friendliness. Social network pages are being developed on MySpace, Flickr, and Facebook. Additional social networks, such as those specializing in restaurants, are being considered.

Within its management functions, the following activities have occurred:

- Evmark, in conjunction with City staff, coordinated the Holiday Tree Lighting at Fountain Square with new LED lights that can be removed and retained for next year. Temple Display also worked with City staff installing downtown lights on poles.
- As required by Evmark’s Implementation Agreement with the City, two public Board meetings are held annually (May and November). Two new board members were elected to the Executive Committee of Evmark to match the bylaws of the organization.
- During the course of the year, staff computers were updated with current Microsoft programs as well as increasing memory and implementing a backup system. A new phone system is being installed in January to accommodate the full time staff and allow for one main line for Evmark.
- Business Retention is a number one priority for Evmark. Starting in January, Evmark will be offering business based seminars for business owners. January 29, Evmark will host “Creating Loyal Customers and 5 keys to Email Marketing” and on February 24, 2009, Increasing Sales and Profits by Becoming a Destination Business/Retail Seminar.
- The Evmark Database is being updated to include information gathered from Costar and Loopnet. This allows for current up to date information regarding vacancies on the Evmark website. A more comprehensive database is being reviewed either through Microsoft Access or Filemaker Pro. Evmark also sends a monthly blast to downtown’s broker community to update real estate listings on the website.
- To further strengthen demand for downtown’s real estate, current business recruitment package data is included in Evmark’s website. This data is updated annually and was been re-tooled for this fall’s International Council of Shopping Center’s Deal making session which was attended by Carolyn Dellutri and Morris Robinson.
- An RFP has been drafted and sent to prospective marketing firms for the development of a comprehensive image and branding campaign for Downtown Evanston. The selected firm will conduct focus groups with key stakeholders in the community as part of the background process. A brand will be created to complement the assets of downtown Evanston as a destination and gear marketing efforts to targeted markets. The 2nd phase will include a new website for Evmark.
• Executive Director, Carolyn Dellutri, graduated from the University of Oklahoma’s Economic Development Institute (OU/EDI) on December 11, 2008. OU/EDI is a three-session program, each one week long, which provides a broad spectrum of advanced education for economic development professionals, accredited by the International Economic Development Council. Business Retention & Expansion, Real Estate, and Finance and Marketing, Strategic Planning, Managing Economic Development Organizations, and Entrepreneurial Development are some of the new areas of Carolyn's expertise from completion of the degree program.

• Economic Development Institute students complete 117 hours of instruction, workshops and discussion groups. Begun in 1962, OU/EDI now has over 3500 graduates.

With the hiring of a full-time Executive Director, Evmark continues to become the responsive, professional downtown organization envisioned. Maintaining focus on Evanston’s downtown will become even more vital in these challenging economic times. Having a clean, safe commercial district with successful storefronts and restaurants will remain critical to downtown Evanston’s image as a unique place to do business. Evmark plans to continue its role as ‘place’ manager and marketer. As has always been the case, the City of Evanston remains Evmark’s most important partner in sustaining a vibrant downtown, and Evmark Board and staff greatly appreciate your support.

Should any of you have any questions about this report, please do not hesitate to ask.
Evanston's Annual

Tree Lighting & Holiday Party

Tuesday, Nov. 25
5:30 p.m.
Fountain Square

Come one, come all as we light up
downtown Evanston with the help of Santa,
Mayor Morton and the Music Institute
of Chicago's Children's Choir!

Warm up at a reception hosted by
Rotary International in their
cafe in One Rotary Center.
Park free after 5 p.m. in
Rotary's garage on Grove Street.

With thanks to the
City of Evanston

Holiday Tree Lighting coordinated by The City of Evanston, Evmark and Rotary International. Over 200 kids goodie bags were handed out with "kids coupons" to shop downtown Evanston.
Stores of Wonder, Stores of Light
in Downtown Evanston

Downtown Evanston's national retailers and one-of-a-kind local merchants offer a unique blend of classic and trendy apparel, home furnishings and decor, jewelry and kids' merchandise for your holiday shopping. Combine this with our 85 festive restaurants and you'll experience even more joys of the season.

Need inspiration? Holiday ideas are as abundant as holiday cheer in our stores of wonder and stores of light. In fact—they're as unique as the people on your list! Park free all day Sunday.

DOWNTOWN EVANSTON WWW.EVMARK.ORG

Santa skips mall, sets up downtown for Evanston kids

EVMark, the downtown promotion group, offered an alternative this holiday season to those who otherwise might head to a mall to score a visit with Santa.

The group hosted a North Pole open to the public on two recent weekends.
Ethan Ducayet makes his way to Santa while his mother, Joan, watches, maybe recalling her own memories of the season.
(Randy Baran/for Pioneer Press)
» Click to enlarge image

Adrian Clark was so happy to see Santa, he ran all the way to his lap. Santa tells the 5-year-old all about the ornaments and the tree and of course, his coming visit to Adrian's house this Christmas Eve.
(Randy Baran/for Pioneer Press)
» Click to enlarge image

Ava and David Doldt of Evanston stop by for a chat with Santa at the North Pole outpost in downtown Evanston. EVMark, the downtown promotion group, sponsored the recent visits with Santa.
(Randy Baran/for Pioneer Press)

Parents brought their children to see Santa Clause at 1620 Sherman Ave., in the Sherman Plaza passageway between LA Fitness and Lululemon Athletica.

Every child received a goody bag with coupons for toys and gifts at downtown stores.

Parents also were able to capture the moment through their cameras

Of course, after children had their visits, the downtown marketing group voiced hope that the parents would "discover downtown Evanston's unique stores, which are especially exciting this time of year," said EVMark executive director Carolyn Dellutri.
Onion, Reader and Chicago Life

Stores of Wonder, Stores of Light in Downtown Evanston

That's Downtown Evanston's unique blend of national retailers and one-of-a-kind local shops. Classic clothes and enchanting craft galleries, trendy boutiques and kid pleasing toy and game stores.

Need inspiration? Holiday ideas are as abundant as holiday cheer in our stores of wonder and stores of light. In fact—they're as unique as the people on your list! Park free all day Sunday.

DOWNTOWN EVANSTON WWW.EVMARK.ORG
Ogilvie Transportation Center 11 ½ foot lighted billboard

CTA posters in 13 different locations on trains

Banner advertising on Evanstnow.com 40,000 page views
Sample kids coupon program with 20 participating businesses. 500 kids met with Santa and received this goodie bag with a few toys and coupons to go around town with their parents and collect items from each business.

Constant Contact email program is being used to enhance communication with downtown tenants, property owners, brokers and residents. Each week Evmark sends out a new email of things happening in the downtown district.

Subject: Happy Holidays!

Stores of Wonder, Stores of Light in downtown Evanston

WWW.EVMARK.ORG
Snow Removal

Below is an excerpt taken from the City of Evanston website. Please read it carefully and abide by the instructions so that snow/ice clean up can be executed effectively.

Also, please remember that it is your responsibility as an owner or tenant of a building with a public right-of-way to make sure your sidewalk is clear and clean. This is both a safety issue and a courtesy to your customers and visitors.

From the City of Evanston:
Evanston's snow plan is a cooperative effort. These are the basic rules we ask you to follow:

- Don't park on the Snow Routes at night
- During a snow emergency, park on the proper side of residential streets between 9 a.m. and 9 p.m.
- Clear your sidewalks of snow and ice
- Clear parking lots for which you are responsible, without pushing snow into adjacent streets, alleys, or sidewalks

Snow parking regulations are in effect from December 1 through March 31

How do I find out if there is a Snow Emergency / Parking Ban?
1. Call the Snow Hotline at 847-864-SNOW or 847-866-2917
2. Tune in to Cable Channel 16
3. Click here for the city webpage.
4. Sign up for the City E-Newsletter here to receive snow parking email updates
5. Listen to Evanston Radio AM 1650
6. Emergency sirens will be used to alert people to move their cars

Inquiries or complaints about snow removal should be directed to Streets and Sanitation, (847) 866-2940, or publicworks@cityofevanston.org
Kwanzaa and Hanukkah to be celebrated downtown

The Fleetwood-Jourdain Middle School Council will lead a community celebration of Kwanzaa on Friday, December 26 at 4:15 PM in Fountain Square.

The program will include an explanation of the 7 principles of Kwanzaa, performance of a Kwanzaa poem and lighting of the Kwanzaa lights by Evanston children.

Kwanzaa, an African-American holiday tradition, celebrates seven core principles of unity, self-determination, collective work and responsibility, cooperative economics, purpose, creativity and faith. This year’s Fountain Square program will focus on “purpose”

Hanukkah

Mayor Lorraine H. Morton and Rabbi Dov Hillel Klein will light the City’s Menorah in Fountain Square on Sunday, December 28 at 4:00 PM in celebration of the eight day festival of Hanukkah.

There will be greetings from city officials and community members, a boys’ choir, music and refreshments. The event is sponsored by: Tannenbaum Chabad, House, a Jewish center on the Northwestern Campus.
"As the center of downtown Evanston, we are pleased that Fountain Square can provide a setting for these important winter festivals," said Carolyn Deulltrri, executive director of EVMark.

Enjoy the Holidays with Free Downtown Parking!

Park free now through January 3rd in all 3 downtown parking decks: Sherman Plaza Self-Park, Church Street Self-Park and Maple Avenue Self-Park all day Saturday and Sunday and after 5PM weekdays.

We will be spreading the word thru advertising in both the Evanston Roundtable and the Pioneer Press. Our ad will be running in the December 10th issue of the Roundtable and the December 18th issue of the Evanston Review.

Downtown Directories
Be sure to stock your business location with the official Downtown Evanston Directory. The 4-color brochure is a handy reference guide that contains shopping, dining, hotels, entertainment options and more. Also included are maps and parking information - helpful to have on hand for your customers.

Click here for a PDF version and to see our online directory.

If you would like to display these directories, please call Martha Rosenberg at 847-866-6319. Brochure holders are available also, all provided to you as a service of EVMark.

Creating Loyal Customers and 5 Keys to Email Marketing Seminar

Thursday, January 29, 2009-8am-9:30am
One Rotary Center, 1560 Sherman Avenue, 3rd Floor Auditorium

Email marketing is an easy-to-use, affordable and effective way to deliver professional communications that will enhance your image to both current customers and prospects. This presentation is about five keys things that should be considered when you conduct email marketing campaigns!

Topics covered during this overview of email marketing include:
* What is permission-based email marketing
* List building and segmenting your list
* Setting your objectives and determining your format
* Best Practices in email marketing
* Tips on tracking your results and what to do with this information is included as well!!

For more information about this seminar and email marketing click here.
Don't Miss This Outstanding Opportunity!
Register by February 10, 2009
Increasing Sales and Profits by Becoming a Destination Business/Retail Seminar

Tuesday, February 24, 2009 8am-2pm
Hilton Garden Inn, 1818 Maple, Evanston

Jon Schallert is a nationally-recognized speaker, marketing consultant and expert on creating consumer destinations. His strategies and techniques provide real-world advice that comes from the thousands of on-site consultations that he has conducted with entrepreneurs around the country. Schallert frequently consults will cities, downtowns, shopping centers, retail chains and franchises on how to successfully apply the "Destination Business" principles he developed.

Attendees will leave the seminar with a working knowledge of Jon Schallert's trademarked 14-point process for reinventing a businesses into a consumer destination and immediate actions they can take to improve sales.

Please mark your calendars!
To find out more about Jon Schallert click here.

See Your Ad on EvanstonNow.com!

Those businesses who took advantage of our Holiday Co-Op Program not only received three 4-color ads in the Chicago Tribune, an ad in the Pioneer Press supplement, the Evanston Roundable and the Daily Northwestern but also a spot on the EvanstonNow website! The ads will rotate throughout the holiday season.

Evanston Now has quickly become the city's most popular local online news destination, with nearly 10,000 unique visitors each month.

The new Downtown Evanston holiday banner (see top of this newsletter) is now posted on EvanstonNow.com. The banner is linked to the EVMark website and will run through the holidays.
Increasing Sales and Profits by Becoming a Destination Business

Presented by
EVMARK
Marketing and Managing Downtown Evanston
February 24, 2008
8 AM - 2 PM
Registration 7:30

Hilton Garden Inn
1818 Maple
Evanston, IL
www.hgilevanston.com

Jon Schallert is a nationally-recognized speaker, marketing consultant and expert on creating consumer destinations.

As President of The Schallert Group, Inc., he speaks to thousands annually on competitive marketing strategies that increase customer traffic, sales and profits.

Schallert's strategies and techniques provide real-world advice that comes from the thousands of on-site consultations that he has conducted with entrepreneurs around the country. Schallert frequently consults with cities, downtowns, shopping centers, retail chains and franchises on how to successfully apply the "Destination Business" principles he developed.

Attendees will leave the seminar with a working knowledge of Jon Schallert's trademarked 14-point process for re-inventing a business into a consumer destination and immediate actions they can take to improve sales.

Fax this form to confirm a seat by Tuesday, Feb. 10 to 847-570-4738
To register, please mail payment (cash or check) by Thurs., Feb. 19, 2009 to EVMARK,
1560 Sherman Ave., Suite 860, Evanston IL 60201.
Registration fee includes Continental Breakfast, Lunch and workshop materials.

Name__________________________Title____________________
Company Name________________________
Mailing Address________________________
Phone________________________
Email________________________

Yes, my business will participate in the one-day workshop at the Hilton Garden Inn.
We will have __________ attending X $50.00 per person (my business is located within SSA #4)
Yes, my business will participate in the one-day workshop at the Hilton Garden Inn.
We will have __________ attending X $75.00 per person (my business is located outside SSA #4)

Total amount enclosed
## Profit & Loss Budget vs. Actual

March through November 2008

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<tr>
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<tr>
<td>6043 · Big Bite Night</td>
<td>0.00</td>
<td>500.00</td>
<td>-500.00</td>
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<td>6044 · Super Summer Sale</td>
<td>7,855.65</td>
<td>1,000.00</td>
<td>6,855.65</td>
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<tr>
<td>6045 · It's Thursday Series</td>
<td>19,740.82</td>
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<td>7,740.82</td>
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<tr>
<td>Total 6040 · Marketing - Events</td>
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<td>19,000.00</td>
<td>13,211.80</td>
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</tbody>
</table>
## EVMark

### Profit & Loss Budget vs. Actual

March through November 2008

<table>
<thead>
<tr>
<th></th>
<th>Mar - Nov 08</th>
<th>Budget</th>
<th>$ Over Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>6050 - Directory &amp; Collateral Material</strong></td>
<td></td>
<td></td>
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<tr>
<td>6051 - Graphic Design</td>
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<td></td>
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<tr>
<td>6102 - Planters</td>
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<td>11,250.00</td>
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<tr>
<td>6103 - Materials</td>
<td>0.00</td>
<td>1,000.00</td>
<td>-1,000.00</td>
</tr>
<tr>
<td>6104 - Equipment</td>
<td>0.00</td>
<td>2,500.00</td>
<td>-2,500.00</td>
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<tr>
<td><strong>6500 - Holiday Decorations Lease</strong></td>
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<td></td>
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<tr>
<td>6506 - Materials</td>
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<td>6507 - Labor</td>
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<td><strong>Total 6500 - Holiday Decorations Lease</strong></td>
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<td><strong>7200 - Payroll</strong></td>
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<tr>
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<td>7205 - Full-Time Staff Benefits</td>
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<td>7207 - Processing fees</td>
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<td><strong>7100 - Administrative</strong></td>
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<td>7101 - Office Supplies</td>
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<td>7102 - Miscellaneous</td>
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<td>6,845.84</td>
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<td>7103 - Professional Services</td>
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<td>750.00</td>
<td>907.50</td>
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<tr>
<td>7104 - Licenses &amp; Fees</td>
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<td>500.00</td>
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<td>58.25</td>
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<td>7111 - Internet/DSL</td>
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<td>-375.00</td>
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<tr>
<td></td>
<td>Mar - Nov 08</td>
<td>Budget</td>
<td>$ Over Budget</td>
</tr>
<tr>
<td>--------------------------</td>
<td>--------------</td>
<td>--------------</td>
<td>---------------</td>
</tr>
<tr>
<td>7012 · Telephone</td>
<td>2,737.83</td>
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<td>862.83</td>
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<tr>
<td>7013 · Rent</td>
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<td>Total 7100 · Administrative</td>
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<tr>
<td>665 · Office Supplies</td>
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<td>Net Income</td>
<td>33,245.51</td>
<td>466.00</td>
<td>32,779.51</td>
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EVMart
Profit & Loss Budget vs. Actual
March through November 2008

<table>
<thead>
<tr>
<th>Income</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>4020 - SSA 4</td>
<td>99.8%</td>
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<tr>
<td>4025 - SSA 5</td>
<td>49.0%</td>
</tr>
<tr>
<td>4010 - Contribution</td>
<td>100.0%</td>
</tr>
<tr>
<td>4011 - City of Evanston Contributions</td>
<td>100.0%</td>
</tr>
<tr>
<td>4040 - Maintenance Contract Reimbursement</td>
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</tr>
<tr>
<td>4030 - Marketing Reimbursement</td>
<td>144.7%</td>
</tr>
<tr>
<td>4200 - Interest Income</td>
<td>184.6%</td>
</tr>
</tbody>
</table>

| Total Income | 99.2% |

<table>
<thead>
<tr>
<th>Expense</th>
<th>% of Budget</th>
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<tbody>
<tr>
<td>6000 - MARKETING EXPENSES</td>
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</tr>
<tr>
<td>6010 - Marketing - Shopping</td>
<td></td>
</tr>
<tr>
<td>6011 - Miscellaneous</td>
<td>139.1%</td>
</tr>
<tr>
<td>6012 - Electronic Media</td>
<td>138.7%</td>
</tr>
<tr>
<td>6013 - Graphic Design</td>
<td>71.6%</td>
</tr>
<tr>
<td>6014 - Radio Advertising</td>
<td>114.1%</td>
</tr>
<tr>
<td>6015 - Print Advertising</td>
<td>78.4%</td>
</tr>
</tbody>
</table>

| Total 6010 - Marketing - Shopping | 93.8% |
| 6020 - Marketing - Dining | |
| 6021 - Miscellaneous | 185.3% |
| 6022 - Electronic Media | 149.2% |
| 6023 - Graphic Design | 106.9% |
| 6024 - Radio Advertising | 146.9% |
| 6025 - Print Advertising | 108.7% |

| Total 6020 - Marketing - Dining | 123.0% |
| 6030 - Marketing - Commercial/Real Est | |
| 6031 - Miscellaneous | 133.4% |
| 6032 - Electronic Media | 123.6% |
| 6033 - Graphic Design | 13.8% |
| 6034 - Broker Meeting | 20.9% |
| 6035 - Print Advertising | 113.2% |

| Total 6030 - Marketing - Commercial/Real Est | 93.3% |
| 6040 - Marketing - Events | |
| 6041 - General Event Expense | 61.5% |
| 6042 - Holiday Tree Lighting | 303.7% |
| 6043 - Big Bite Night | 0.0% |
| 6044 - Super Summer Sale | 785.6% |
| 6045 - It's Thursday Series | 164.5% |

| Total 6040 - Marketing - Events | 169.5% |
### EVMark
Profit & Loss Budget vs. Actual
March through November 2008

<table>
<thead>
<tr>
<th>Category</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>6050 · Directory &amp; Collateral Material</td>
<td></td>
</tr>
<tr>
<td>6051 · Graphic Design</td>
<td>36.9%</td>
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<tr>
<td>6052 · Printing</td>
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<td><strong>Total 6050 · Directory &amp; Collateral Material</strong></td>
<td><strong>49.3%</strong></td>
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<tr>
<td>6060 · Website</td>
<td>12.9%</td>
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<tr>
<td>6070 · Street Banners</td>
<td>0.0%</td>
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<tr>
<td>6080 · Other Marketing Expense</td>
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<tr>
<td><strong>Total 6000 · MARKETING EXPENSES</strong></td>
<td><strong>90.4%</strong></td>
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<tr>
<td>6100 · MAINTENANCE EXPENSE</td>
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<tr>
<td>6102 · Planters</td>
<td>70.7%</td>
</tr>
<tr>
<td>6103 · Materials</td>
<td>0.0%</td>
</tr>
<tr>
<td>6104 · Equipment</td>
<td>0.0%</td>
</tr>
<tr>
<td>6105 · Contract</td>
<td>110.8%</td>
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<tr>
<td><strong>Total 6100 · MAINTENANCE EXPENSE</strong></td>
<td><strong>104.5%</strong></td>
</tr>
<tr>
<td>6500 · Holiday Decorations Lease</td>
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<tr>
<td>6506 · Materials</td>
<td>97.3%</td>
</tr>
<tr>
<td>6507 · Labor</td>
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<td><strong>Total 6500 · Holiday Decorations Lease</strong></td>
<td><strong>93.2%</strong></td>
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<tr>
<td>7200 · Payroll</td>
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<tr>
<td>7201 · Executive Director</td>
<td>83.4%</td>
</tr>
<tr>
<td>7202 · Marketing Director</td>
<td>70.1%</td>
</tr>
<tr>
<td>7203 · Hourly/Contract Staff</td>
<td>71.9%</td>
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<tr>
<td>7205 · Full-Time Staff Benefits</td>
<td>19.2%</td>
</tr>
<tr>
<td>7206 · Employer Taxes</td>
<td>84.8%</td>
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<tr>
<td>7207 · Processing fees</td>
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<tr>
<td>7204 · Maint - Labor</td>
<td>114.9%</td>
</tr>
<tr>
<td><strong>Total 7200 · Payroll</strong></td>
<td><strong>69.7%</strong></td>
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<tr>
<td>7100 · Administrative</td>
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<tr>
<td>7101 · Office Supplies</td>
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<td>7102 · Miscellaneous</td>
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<td>7103 · Professional Services</td>
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<tr>
<td>7104 · Licenses &amp; Fees</td>
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<tr>
<td>7105 · Dues &amp; Subscriptions</td>
<td>303.2%</td>
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<tr>
<td>7106 · Business/Professional Developme</td>
<td>123.5%</td>
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<tr>
<td>7107 · Insurance</td>
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<tr>
<td>7108 · Postage</td>
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<td>7109 · Board Meeting</td>
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<td>7109 · Accounting</td>
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<tr>
<td>7111 · Internet/DSL</td>
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</tr>
<tr>
<td>Description</td>
<td>% of Budget</td>
</tr>
<tr>
<td>------------------------------</td>
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<tr>
<td>7012 · Telephone</td>
<td>146.0%</td>
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<tr>
<td>7013 · Rent</td>
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<tr>
<td>665 · Office Supplies</td>
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<td>Total Expense</td>
<td>92.1%</td>
</tr>
<tr>
<td>Net Income</td>
<td>7.134.2%</td>
</tr>
</tbody>
</table>
January 7, 2009

To Whom It May Concern::

Evmark, the marketing and management organization for Downtown Evanston, Illinois is seeking proposals from qualified consultants to develop of brand identity. The selected firm will prepare a comprehensive study and develop a strategy. While Evmark is anxious to complete this project, Evmark also remains flexible with respect to the timeline.

The attached Request for Proposal includes a description of the project, a list of documentation necessary for the completed project, and instructions on how to submit the proposal.

Proposals are due by Noon, Wednesday, January 28, 2009.

Questions may be directed to Carolyn Dellutri, Executive Director as outlined in the attached RFP.

We appreciate your interest in the project and look forward to hearing from you.

Sincerely,

Carolyn L. Dellutri, CTP, CMSM
Executive Director

Enclosures:
Request for Proposals
REQUEST FOR PROPOSALS DOCUMENT

For the Preparation of a
Brand Identity for
Downtown Evanston

INTRODUCTION

The project consists of a brand identity for the downtown district of Evanston, Illinois. Responses to the Request for Proposals document (RFP) are due in the offices of Evmark, One Rotary Center, 1560 Sherman Avenue, Suite 860, Evanston, Illinois 60201 by noon on Wednesday, January 28, 2009.

PROJECT BACKGROUND

About Downtown Evanston, Illinois

Evanston is the first suburb north of Chicago. With a population of about 75,000, Evanston is an economically, ethnically, and racially diverse community. Evanston has a notable history, including Daniel Burnham, Frances Willard, and Vice President Charles Dawes among its past citizens. Evanston is the home of prestigious Northwestern University and is the world headquarters of Rotary International. Evanston can also be characterized as an activist community, given its educated and highly engaged citizenry.

Downtown Evanston is the commercial center for Chicago’s north side neighborhoods and Chicago’s North Shore. Evanston’s downtown includes all or part of 34 blocks. Downtown’s northern neighbor is Northwestern University. Lake Michigan is located two blocks east of downtown. On the south, west, and east, downtown abuts residential neighborhoods. Downtown is also readily accessible by public transit. Both CTA (Chicago Transit Authority) ‘L’ and Metra commuter train stations are located in the center of downtown Evanston.

Downtown Evanston has experienced unprecedented development and redevelopment within the last decade. Private sector reinvestment in the downtown during the last decade has exceeded $150,000,000. New mixed-use developments have included residential and retail components, resulting in the construction of nearly 1,200 new condominium units since 2000. Downtown’s ground floor businesses number just over 300 and include 85 restaurants. In addition to its residential growth, downtown also remains an office center. Its office tenants employ over 10,000 people, representing an important daytime population for downtown’s businesses. These tenants choose downtown Evanston because of access to public transportation, amenities, and access to a highly educated workforce.

The City of Evanston is currently completing an update of the 1989 Downtown Plan. The hope is that the new plan will be as prescient as the 1989 Plan. Evmark has been an active participant in the Downtown Plan process.
Organization Background

Evmark is the downtown Evanston, Illinois marketing and management organization. Evmark was established in 1987 and is a 501(c) (6) non-profit corporation. The organization is governed by the Board of Directors, which may include 17-23 members. The current Board has 23 members. The 7 member Executive Committee of the Board of Directors is responsible for most operating decisions.

A Special Service Area (SSA), Illinois’ equivalent of a Business Improvement District (BID), is Evmark’s primary funding source. The Special Service Area has been renewed three times—in 1992, 1997 and 2007. The 2007 renewal extended the Special Service Area through December 31, 2019 and expanded the original 1987 boundaries to include both recent developments and four peripheral blocks generally considered within the downtown district. Downtown’s commercial property owners pay the SSA tax.

Evmark has operated as a part-time organization since inception. With the 2007 Special Service Area renewal, Evmark has become a full-time operating organization with a full time Executive Director and Marketing Director.

Throughout its twenty-year history, Evmark and the City of Evanston have established an exemplary public-private partnership. This partnership is and will remain important to the future of Evmark. The organization also has forged strong partnerships with Northwestern University, The Evanston Chamber of Commerce, local arts organizations, and major downtown employers to foster its very specific mission—to market and manage Downtown Evanston.

Evmark is charged with developing programs to foster business growth and development within downtown Evanston. Over the past four years Evmark has spent considerable time discussing the need to increase shopping, dining and visitor traffic in the downtown. Recently discussions have focused on enhancing the marketing efforts of Evmark. Evmark wishes to increase both resident, employee and visitor patronage of district businesses.

PROJECT DESCRIPTION
The main objectives to be addressed by the planning process are as follows:

1. Inventory and analysis of existing downtown marketing efforts of Evmark.
2. To conduct focus groups and key person interviews to ascertain the needs and desires of stakeholders to be completed by March 13, 2009.
3. Utilize existing research including Retail Market Analysis and Strategy Recommendations for Downtown Evanston prepared by Mid-America Real Estate and Goodman Williams Group; Downtown Evanston Market Assessments prepared by Goodman Williams Group; City of Evanston & EVMark Downtown Evanston Visioning Process Final Report prepared by The Lakota Group, City Staff & Evmark Staff; Downtown Evanston Plan, Plan Commission Revised Draft; Market Assessment report for Chicago’s North Shore CVB prepared by Bill Geist and Associates.
4. Develop a logo for Downtown Evanston.
5. Develop a brand message.
6. Develop brand applications including print advertising, informational boards/kiosk’s and street banners.
7. Develop stationary, business cards and newsletter template.
8. Develop a strategy on maintaining a consistent brand and image for the future.
9. Develop a new internet strategy that incorporates the new logo into a redesign of Evmark’s website.

Cost of service quotes should be included for all required components referenced above, detailing personnel and other costs associated with the project. Please break down each individual component separately. Respondents should include payment terms as part of the cost proposal.

The project is proposed to be completed by April 22, 2009 with special attention to completing items 1 and 2 above by March 10, 2009.

Evmark’s project manager will be Carolyn Dellutri, Executive Director. The selected consultant will coordinate all work activities pertaining to the planning process and the scope of work with Ms. Dellutri. The Evmark Executive Committee will also provide overall guidance for the project, and review draft work products at the end of each stage/phase of the process. Consultant will be required to attend up to three meetings with the staff/committee, not including the initial meeting conducted as part of the consultant selection process.

The consultant is expected to work closely with Evmark staff. The consultant is expected to submit to Evmark a final document of high quality and within the time frames mutually agreed upon prior to the start of work. The selected consultant for the project will be considered as “an extension of the Evmark staff” and as such will be expected to engage all participants in the process in a positive manner, and foster an open, collaborative, and team work-oriented “environment”.

The approximate geographic area to be included in the research is shown on the attached map.

CONTENTS OF PROPOSAL

1. Proposed scope of work and schedule together with a summary of primary tasks and estimate of the man-hours required and total cost.
2. Project Team Management and Personnel Summary - Provide the name of the person who will be responsible for management/coordination of all work on the project. Provide the names of all personnel that are proposed to be involved in the project, their resumes, and their proposed roles/responsibilities
3. Description of experience of the Project Team in developing image and branding campaigns, with particular attention to working with destinations.
4. Qualifications of staff who will be working on the project.
5. References.

CONSULTANT SELECTION PROCESS

The selection process consists of review of submitted proposals. Evmark staff will review submitted proposals and the top three candidates will be requested to come in for in-person interviews conducted by the Evmark Executive Committee. Following selection of a preferred consulting firm, the terms of a contract will be negotiated and a contract will be awarded.
CONSULTANT SELECTION CRITERIA

The selection team will evaluate the submitted proposals based upon the following criteria:
1. Qualifications/experience of the consultant firm's key personnel and the personnel who will be working directly on the project.
2. Location of the firm.
3. Understanding the project
4. Approach to the project (including the proposed work schedule)
5. Record of past performance on similar projects.
6. Workload and availability of personnel
7. Cost (including the value of the consultant's work as represented in the proposal).

PROPOSAL SUBMITTAL DEADLINE

All consulting firms interested in submitting proposals for the project described herein must submit nine (9) copies of all required information to the person stated below by no later than Noon on Wednesday, January 28, 2009:

Carolyn Dellutri, CTP, CMSM
Executive Director
Evmark, Managing & Marketing Downtown Evanston
One Rotary Center
1560 Sherman Avenue, Suite 860
Evanston, IL 60201

The EVMark staff will conduct a voluntary pre-submittal conference on Tuesday, January 20, 2009 from 2pm-3pm at One Rotary Center, 1560 Sherman Ave, Suite 860, Evanston, IL 60201. Consultant selection interviews are tentatively scheduled for 8:00 a.m, Wednesday, February 4, 2008 with EVMark Executive Committee formal consideration on Wednesday, February 11, 2009.

Proposed Timeline at a glance:

January 20, 2009-Pre-submittal conference 2pm-3pm at EVMark office
January 28, 2009-RFP submittal deadline
February 4, 2008-Consultant Interviews
February 11, 2008-Final selection-Executive Board Meeting
March 10, 2009-Items 1 & 2 completed (referenced above in project description)
March 11, 2009-Executive Board Meeting
April 8, 2009-Executive Board Meeting
April 22, 2009-Project completed
Managing & Marketing
Downtown Evanston

EVMARK was created in 1987 to manage and market downtown Evanston and is primarily funded by a Special Service Area, Illinois' legal equivalent of a traditional Business Improvement District or BID.

EVMARK, like similar organizations across the U.S., is a public-private partnership focused on improving and managing a specific geography, or commercial district. Such organizations work together with their municipality and other local partners to address the specialized needs of their districts by providing enhanced services. These services can be wide ranging, but typically include maintenance and physical appearance, marketing support and safety.

EVMARK’s Board of Directors includes downtown property owners, downtown business owners, downtown office tenants, City officials, representatives from the Evanston Chamber of Commerce, Northwestern University, Rotary International and Evanston residents. Each Board member serves a one-year term. Current Board members and Board meeting minutes are posted on EVMARK’s website. EVMARK also hosts two public Board meetings annually.

Downtown Evanston is large, encompassing parts of 34 blocks. Consequently, physical maintenance is a key aspect of EVMARK’s responsibilities. EVMARK supervises contractor cleaning of sidewalks, trash collection, litter removal, landscaping maintenance and seasonal plantings in the downtown district. During the holiday season, EVMARK provides the festive decorations on downtown streetlights.

In the mid-1990's, EVMARK, with the City of Evanston, orchestrated an ambitious $11 million streetscape revitalization project that included new traffic signals, streetlights, trees and wider, bricked sidewalks producing today’s brightly lit, inviting environment.

Since its creation, EVMARK has worked closely with the City of Evanston, downtown property and business owners, local and regional real estate professionals, and other stakeholders to ensure a healthy mix of downtown uses. To recruit and retain over 300 ground level businesses and the many office tenants in downtown’s successful mix, EVMARK posts vacancies and demographic data on its website and participates in Chicago area real estate events.

EVMARK’s staff also regularly works with City officials, commission members and citizen groups about strategic issues affecting downtown. Examples include updating the downtown master plan and addressing social issues, such as panhandling and homelessness.

EVMARK’s marketing staff promotes downtown Evanston in print, radio and web advertising, through public relations, and with special events like the six-week, free summer dance series, It’s Thursday--Let’s Dance!!

The 32 page EVMARK downtown directory is published twice annually. Over 100,000 directories are distributed each year by Evanston businesses, hotels and local institutions. Directories are available at train stations, City garages, Northwestern University and at major North Shore attractions. EVMARK also maintains a comprehensive, searchable website linking to downtown merchant websites. EVMARK’s colorful “You Are Here” locators in City parking garages are routinely updated.

EVMARK also conducts hospitality programs to promote downtown’s retailers and restaurants like the popular Big Bite Night, when Northwestern students are treated to free samples from downtown restaurants.

EVMARK also supports many of downtown’s signature events--First Night, the ENH Grand Prix of Cycling, the Farmers Market and summer festivals and supports downtown’s not-for-profits through banner programs.

Visibly and behind the scenes, EVMARK is the organization that holds downtown’s many special elements together. Downtown Evanston is a source of great pride for the Evanston community. EVMARK, by fulfilling its mission to market and manage downtown Evanston, ensures that downtown remains that very special place for consumers and investors.

www.EVMARK.org  847.570.4724
Creating Loyal Customers and 5 Keys to Email Marketing

Presented by

EVMark,
Marketing and Managing Downtown Evanston

Thursday, January 29
8am-9:30am
One Rotary Center,
1560 Sherman Ave.,
3rd Floor Auditorium

Email marketing is an easy-to-use, affordable and effective way to deliver professional communications that will enhance your image to both current customers and prospects. This presentation is about five keys things that should be considered when you conduct email marketing campaigns!

Topics covered during this overview of email marketing include:
* What is permission-based email marketing
* List building and segmenting your list
* Setting your objectives and determining your format
* Best Practices in email marketing
* Tips on tracking your results and what to do with this information is included as well!!

Compliments of EVMark

Fax this form to confirm a seat by Tuesday, Jan.27 to 847-570-4738

Name ____________________________ Title ____________________________
Company Name ____________________________
Mailing Address ____________________________
Phone ____________________________
Email ____________________________

_____ Yes, my business will participate in the email workshop at Rotary Center
We will have _____ attending

EVMark
1560 Sherman Ave. Suite 860,
Evanston IL 60201
www.evmark.org
January 7, 2009

To Whom It May Concern::

Evmark, the marketing and management organization for Downtown Evanston, Illinois is seeking proposals from qualified consultants to develop of brand identity. The selected firm will prepare a comprehensive study and develop a strategy. While Evmark is anxious to complete this project, Evmark also remains flexible with respect to the timeline.

The attached Request for Proposal includes a description of the project, a list of documentation necessary for the completed project, and instructions on how to submit the proposal.

Proposals are due by Noon, Wednesday, January 28, 2009.

Questions may be directed to Carolyn Dellutri, Executive Director as outlined in the attached RFP.

We appreciate your interest in the project and look forward to hearing from you.

Sincerely,

Carolyn L. Dellutri, CTP, CMSM
Executive Director

Enclosures:
Request for Proposals
REQUEST FOR PROPOSALS DOCUMENT

For the Preparation of a
Brand Identity for
Downtown Evanston

INTRODUCTION

The project consists of a brand identity for the downtown district of Evanston, Illinois. Responses to the Request for Proposals document (RFP) are due in the offices of Evmark, One Rotary Center, 1560 Sherman Avenue, Suite 860, Evanston, Illinois 60201 by noon on Wednesday, January 28, 2009.

PROJECT BACKGROUND

About Downtown Evanston, Illinois

Evanston is the first suburb north of Chicago. With a population of about 75,000, Evanston is an economically, ethnically, and racially diverse community. Evanston has a notable history, including Daniel Burnham, Frances Willard, and Vice President Charles Dawes among its past citizens. Evanston is the home of prestigious Northwestern University and is the world headquarters of Rotary International. Evanston can also be characterized as an activist community, given its educated and highly engaged citizenry.

Downtown Evanston is the commercial center for Chicago’s north side neighborhoods and Chicago’s North Shore. Evanston’s downtown includes all or part of 34 blocks. Downtown’s northern neighbor is Northwestern University. Lake Michigan is located two blocks east of downtown. On the south, west, and east, downtown abuts residential neighborhoods. Downtown is also readily accessible by public transit. Both CTA (Chicago Transit Authority) ‘L’ and Metra commuter train stations are located in the center of downtown Evanston.

Downtown Evanston has experienced unprecedented development and redevelopment within the last decade. Private sector reinvestment in the downtown during the last decade has exceeded $150,000,000. New mixed-use developments have included residential and retail components, resulting in the construction of nearly 1,200 new condominium units since 2000. Downtown’s ground floor businesses number just over 300 and include 85 restaurants. In addition to its residential growth, downtown also remains an office center. Its office tenants employ over 10,000 people, representing an important daytime population for downtown’s businesses. These tenants choose downtown Evanston because of access to public transportation, amenities, and access to a highly educated workforce.

The City of Evanston is currently completing an update of the 1989 Downtown Plan. The hope is that the new plan will be as prescient as the 1989 Plan. Evmark has been an active participant in the Downtown Plan process.
Organization Background

Evmark is the downtown Evanston, Illinois marketing and management organization. Evmark was established in 1987 and is a 501(c) (6) non-profit corporation. The organization is governed by the Board of Directors, which may include 17-23 members. The current Board has 23 members. The 7 member Executive Committee of the Board of Directors is responsible for most operating decisions.

A Special Service Area (SSA), Illinois’ equivalent of a Business Improvement District (BID), is Evmark’s primary funding source. The Special Service Area has been renewed three times—in 1992, 1997 and 2007. The 2007 renewal extended the Special Service Area through December 31, 2019 and expanded the original 1987 boundaries to include both recent developments and four peripheral blocks generally considered within the downtown district. Downtown’s commercial property owners pay the SSA tax.

Evmark has operated as a part-time organization since inception. With the 2007 Special Service Area renewal, Evmark has become a full-time operating organization with a full time Executive Director and Marketing Director.

Throughout its twenty-year history, Evmark and the City of Evanston have established an exemplary public-private partnership. This partnership is and will remain important to the future of Evmark. The organization also has forged strong partnerships with Northwestern University, The Evanston Chamber of Commerce, local arts organizations, and major downtown employers to foster its very specific mission—to market and manage Downtown Evanston.

Evmark is charged with developing programs to foster business growth and development within downtown Evanston. Over the past four years Evmark has spent considerable time discussing the need to increase shopping, dining and visitor traffic in the downtown. Recently discussions have focused on enhancing the marketing efforts of Evmark. Evmark wishes to increase both resident, employee and visitor patronage of district businesses.

PROJECT DESCRIPTION
The main objectives to be addressed by the planning process are as follows:

1. Inventory and analysis of existing downtown marketing efforts of Evmark.
2. To conduct focus groups and key person interviews to ascertain the needs and desires of stakeholders to be completed by March 13, 2009.
3. Utilize existing research including Retail Market Analysis and Strategy Recommendations for Downtown Evanston prepared by Mid-America Real Estate and Goodman Williams Group; Downtown Evanston Market Assessments prepared by Goodman Williams Group; City of Evanston & EVMark Downtown Evanston Visioning Process Final Report prepared by The Lakota Group, City Staff & Evmark Staff; Downtown Evanston Plan, Plan Commission Revised Draft; Market Assessment report for Chicago’s North Shore CVB prepared by Bill Geist and Associates.
4. Develop a logo for Downtown Evanston.
5. Develop a brand message.
6. Develop brand applications including print advertising, informational boards/kiosk’s and street banners.
7. Develop stationery, business cards and newsletter template.
8. Develop a strategy on maintaining a consistent brand and image for the future.
9. Develop a new internet strategy that incorporates the new logo into a redesign of Evmark's website.

Cost of service quotes should be included for all required components referenced above, detailing personnel and other costs associated with the project. Please break down each individual component separately. Respondents should include payment terms as part of the cost proposal.

The project is proposed to be completed by April 22, 2009 with special attention to completing items 1 and 2 above by March 10, 2009.

Evmark's project manager will be Carolyn Dellutri, Executive Director. The selected consultant will coordinate all work activities pertaining to the planning process and the scope of work with Ms. Dellutri. The Evmark Executive Committee will also provide overall guidance for the project, and review draft work products at the end of each stage/phase of the process. Consultant will be required to attend up to three meetings with the staff/committee, not including the initial meeting conducted as part of the consultant selection process.

The consultant is expected to work closely with Evmark staff. The consultant is expected to submit to Evmark a final document of high quality and within the time frames mutually agreed upon prior to the start of work. The selected consultant for the project will be considered as "an extension of the Evmark staff" and as such will be expected to engage all participants in the process in a positive manner, and foster an open, collaborative, and team work-oriented "environment".

The approximate geographic area to be included in the research is shown on the attached map.

CONTENTS OF PROPOSAL

1. Proposed scope of work and schedule together with a summary of primary tasks and estimate of the man-hours required and total cost.
2. Project Team Management and Personnel Summary - Provide the name of the person who will be responsible for management/coordination of all work on the project. Provide the names of all personnel that are proposed to be involved in the project, their resumes, and their proposed roles/responsibilities
3. Description of experience of the Project Team in developing image and branding campaigns, with particular attention to working with destinations.
4. Qualifications of staff who will be working on the project.
5. References.

CONSULTANT SELECTION PROCESS

The selection process consists of review of submitted proposals. Evmark staff will review submitted proposals and the top three candidates will be requested to come in for in-person interviews conducted by the Evmark Executive Committee. Following selection of a preferred consulting firm, the terms of a contract will be negotiated and a contract will be awarded.
CONSULTANT SELECTION CRITERIA

The selection team will evaluate the submitted proposals based upon the following criteria:

1. Qualifications/experience of the consultant firm's key personnel and the personnel who will be working directly on the project.
2. Location of the firm.
3. Understanding the project
4. Approach to the project (including the proposed work schedule)
5. Record of past performance on similar projects.
6. Workload and availability of personnel
7. Cost (including the value of the consultant's work as represented in the proposal).

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Proposed Timeline at a glance:

January 20, 2009-Pre-submittal conference 2pm-3pm at EVMark office (This is a Q & A session for the vendors to ask Evmark questions regarding the RFP)
January 28, 2009-RFP submittal deadline-Noon
February 4, 2009-Executive Committee review of all proposals and narrow selection down to top 3 for interviews.
February 11, 2009- Executive Committee meeting-Consultant Interviews 8:30am-10am
February 19, 2009-Final recommendation and selection at Evmark Board Meeting
March 11, 2009-Executive Board Meeting
March 18, 2009-Items 1 & 2 completed (referenced in project description)
April 8, 2009-Executive Board Meeting
May 1, 2009-Project complete and ready to present to Exec Committee and Full Board
May 6, 2009-Executive Board Meeting
May 21, 2009 Board Annual Meeting (Public Meeting) Presentation of new branding campaign.
VI. ENCLOSURE: Fresh Foods Marketplace Update
January 23, 2009

To: Chair and members, Economic Development Committee
   Rolanda Russell, Interim City Manager

From: Morris Robinson
       Economic Development Planner

Subj.: Farmer's Best Market Chronology of Events

Since March 2008 city staff has been negotiating with a Chicago based partnership which intends to renovate the closed CVS/OSCO pharmacy store and reopen the site as a neighborhood grocery market. The 14,664 square foot, privately owned store was originally leased to OSCO Drugs and the lease was assumed by CVS when that concern purchased the free standing OSCO stores. The lease still had a dozen years of life. The store was closed because CVS had constructed a new store less than a mile away prior to the purchase. The site has been vacant for the better part of three years and remains so to date. The two aldermen whose 8th and 9th wards are impacted by the site were consistent in their desire to limit the site to a food store use as is the sentiment of the community.

- The original partnership which is attempting to establish a grocery market was comprised of Mr. Nick Merikas and his two brothers. They operate a Farmer’s Best Market in Northlake, Illinois and were the original owners of the Farmer’s Best Market located in Morton Grove, Illinois, which they subsequently sold.
- The partners were successful in sub-leasing the store from CVS and presented a formal request to the city seeking financial assistance. After supplying Kane/McKenna, the city consultant, with appropriate financial data; pro-forma projections; project costs; a copy of the executed lease and other pertinent data, Mr. Merikas appeared before the Economic Development Committee at a special meeting on August 6, 2008.
- Mr. Robert Rychlicki, the Kane/McKenna consultant and city staff together with Mr. Merikas presented the proposal for a sales tax revenue sharing agreement for a maximum rebate amount not to exceed $500,000 for a term not to exceed eleven years.
The EDC voted unanimously to approve pursuing the agreement as evidenced by the attached copy of the EDC Minutes of the August 6, 2008 meeting. Mr. Merikas also attended a neighborhood meeting at the site and was well received by the community.

A draft copy of the proposed agreement was presented to the Economic Development Committee at the September 24, EDC Meeting. A copy of those unapproved minutes for that meeting indicating the presented document is also included in the EDC packet.

After forwarding a copy of the agreement to the attorney representing Mr. Merikas, several weeks elapsed during which time staff was unable to obtain a response from the partnership.

Staff was finally able to convene a meeting with Mr. Merikas on October 3, 2008. At this meeting Mr. Merikas advised staff and Aldermen that because of the dramatic downturn in the economy, his brothers/partners opted to decline participating in the proposed project. As such, new partners were needed. Mr. Jim Stivers and Mr. Dean Theo were presented to staff as the new partners. At this time staff was advised that the name of the store would be changed to Fresh Foods Marketplace but no other changes to the original store proposal were anticipated.

After a few weeks the partners were again asked to attend an update meeting. At this 2008 fall meeting the partners advised staff, consultant and Alderman of significant changes they intend to make in the store to wit: enlarge the interior space from 14,664 sf to approximately 22,000 sf; change the configuration of the exterior; acquire additional parking by leasing space from the next door neighbor to the west and increase the amount of the sales tax reimbursement assistance request from the city to $1,000,000.

The partners were advised that the proposal would be reviewed by the city and they were advised as to what documents would be needed for the proper due diligence. An internal team consisting of building/zoning, traffic and planning personnel was formed to facilitate the project. There are zoning issues that affect the proposed expansion.

To date, staff has been only partially successful in obtaining all needed data for the consultant review.

At our latest January 2009 meeting a partnership spokesman, Jim Stivers, advised staff, the aldermen and consultant that if he cannot get a commitment from the city for $1,000,000 the project would not proceed. It was agreed that the proposal would be on the agenda for the January 28, 2009 EDC Meeting.

Additional due diligence needs to be completed regarding financing and partnership structure.

The project has received a city permit for interior demolition work.
MEMO

TO: Dennis Marino
    Morris Robinson

FROM: Kane, McKenna and Associates, Inc.

RE: Farmers Best Market Sales Tax Sharing Request

DATE: January 22, 2009

1) Executive Summary

Farmers Best IV, Inc., doing business as Farmer’s Best Market (the “Food Store”), proposes to open a facility located at the SW corner of Asbury and Oakton Streets within the City. Due to financing requirements, it has been represented that new partners have been added to the operation, and the project has been restructured since the summer of 2008. The Food Store would sub lease approximately 14,664 s.f. from Asbury Evanston CVS L.L.C. for a 12 year term. The store is currently vacant, and was formerly occupied by CVS (since closed for over three years). Extensive rehabilitation and fixturing work is needed to reconfigure the space for a food store with sales of produce, meat, and grocery items. In addition, the Food Store is proposing to add approximately 4,800 to 5,000 s.f. of new space as an addition to the existing facility.

The revised project budget is $3,005,000 (less inventory) of which the Food Store operators and/or lenders would advance all funds.

The Food Store operators request a “pay as you go” sales tax incentive of $1,000,000. This is higher than the EDC’s prior approval of $500,000. The increase, is in part, based upon additional costs associated with the addition. Similar to the initial proposal, the annual sales tax could be split 50% to the City and 50% to the Food Store until the cap is achieved, but the Food Store has requested 100% until the cap is reached. Annual payments would be subject to an annual accounting and review of State sales tax forms (ST-1) and proof of payment to the State of Illinois.

The initial subsidy recommended by the EDC was related to assistance in payment of refrigeration equipment needed for the store and not included as part of any landlord funded tenant improvements (in fact, no tenant improvements were provided as part of the sub lease).
MEMO
Page 2
January 22, 2009

The Food Store revised request for $1,000,000, 100% “pay as you go” sales tax rebate does not offer the City to receive any sales tax payments associated with the operation until 6 or 7 years of sales taxes are collected and almost ½ of the lease period is completed (based on Food Store projected sales). An alternate proposal could be structured to allow for some City tax receipts (25%) and a lower subsidy amount ($700,000) based upon incremental increases to costs, as well as to the refrigeration component (rounded to 40%). This proposal allows the City to receive some tax receipts in early years ($35,000 to 40,000) and the subsidy is paid out in 6 years (similar to the initial recommendation).

2) **Project Description**

**Address:** SW Corner of Asbury and Oakton Streets.

**Store Square Footage (S.F.):** 14,664 (original footprint)

**Status:** Vacant, over 3 years

**Proposed Use:** Farmers Best Market food store operation – Would sell, produce, fish/meat, groceries, and limited liquor (beer/wine).

**Operator/Tenant:** Farmer’s Best IV, Inc. (with additional partners)

**Site Control:** Sublease executed (6/19/08) between Farmer’s Best Market IV, Inc. and prior tenant Ashbury Evanston CVS, L.L.C. Amended and executed on December 1, 2008 in order to allow for construction of the addition.

Twelve year term, fixed out of $117,312 ($8/s.f.) for first 5 years, increase to $146,600 ($10/s.f.) last 7 years. No renewals options are included in the lease.

No tenant improvements included in the sublease.

**Project Budget:** $3,005,000 revised budget attached in Exhibit A. Costs are at the higher end, but operator states the store has to be differentiated from competition using high end finish. In addition the drug store has to be retrofitted for food store use. The strategy as to high end finish is consistent with a food store developer previously interviewed by Kane, McKenna.
MEMO
Page 3
January 22, 2009

Annual Sales Estimate: $13,260,000 - Year 1
$14,456,000 - Year 2
$15,756,000 - Year 3
$17,174,000 - Year 4
Projected store sales are higher in comparison to initial proportions due to increased size.

Annual Sales Tax Estimate: $145,860 - Year 1
$159,016 - Year 2
$173,316 - Year 3
$188,914 - Year 4
Exhibit B includes projected sales taxes and proposed sales tax allocation.

Subsidy Request: $1,000,000 “pay as you go.”
3) **Basis For Sales Tax Sharing – Initial Request**

The worksheet below summarizes Kane, McKenna’s review of the Food Store request, review of the sub lease, and the project budget.

<table>
<thead>
<tr>
<th>A) Rent per Sub Lease</th>
<th>S.F.</th>
<th>Rent per S.F.</th>
<th>CVS Rent (1)</th>
<th>Sub Landlord Subsidy for Tenant Improvements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Years 1-5</td>
<td>14,664</td>
<td>$8.00</td>
<td>$22.00</td>
<td>$14.00</td>
</tr>
<tr>
<td>$117,312</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Years 6-12</td>
<td></td>
<td>$10.00</td>
<td>$22.00</td>
<td>$12.00</td>
</tr>
<tr>
<td>$146,640</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Average Per s.f. cost (1) per broker</td>
<td>$13.00</td>
<td></td>
</tr>
</tbody>
</table>

B) Farmers Market Tenant Improvements (less inventory): $1,850,000
assume finance Charge at 7%, 12 year amortization

<table>
<thead>
<tr>
<th>B) Farmers Market Tenant Improvements</th>
<th>Annual Cost</th>
<th>Per s.f. cost $15.88</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$232,918.68</td>
<td></td>
</tr>
</tbody>
</table>

C) Differential – Gap required

<table>
<thead>
<tr>
<th>C) Differential – Gap required</th>
<th>Per s.f. cost $2.88</th>
</tr>
</thead>
<tbody>
<tr>
<td>D) Initial City subsidy – “pay as you go” Sales Tax Sharing (Apply to Refrigeration Components)</td>
<td>$500,000.00</td>
</tr>
<tr>
<td>E) Possible Counter to Food Store Proposal Increase in project costs at $815,200 or approximately 40%</td>
<td>$500,000.00 apply 40% percentage increase or revised subsidy: $700,000.00</td>
</tr>
</tbody>
</table>
MEMO
Page 5
January 22, 2009

All costs would have to be substantiated by paid invoices, waivers of lien, and any city inspections. If costs are lower than budget, a pro rata reduction could be required in the City incentive agreement.

The Food Store principals have submitted a lender commitment agreement dated January 6, 2009, from ACAPS Joint Venture LLC of Cheyenne, Wyoming. We have not been able to discuss the terms and conditions of the agreement with the lender, which includes a requirement for a $1,000,000 City subsidy as part of the funding commitment.

At this point the City has a policy decision relating to the amount of the subsidy and the request for the sales tax sharing amendment by The Food Store. Follow up with the lender could serve to strengthen the need for a higher subsidy based on requirements for debt service coverage, accelerated repayment, assignment of sales taxes, etc. In the absence of such verification, it is difficult to justify the higher amount.

In the event the City considers the 100% allocation in early years, other revenues such as property taxes could accrue to the City’s benefit.

The chart attached as Exhibit C, indicates that full occupancy of the store would increase property taxes from $63,811 to $94,347, of which $18,260 of the total accrues to the City (based on current tax rates). The City currently is receiving $12,350 (last year). The proposed addition could further increase taxes to $124,347, of which $24,067 is the City’s portion (based on current tax rates).

4) Next Steps

a) City review of sales tax sharing request and sharing percentages. As an example, a 50% share of sales taxes repays the $700,000 request over 8 years (no interest accrual - payback principal amount only). A more aggressive split or 75% to Food Store and 25% to City, repays the increased subsidy in 6 years. The 100% $1,000,000 request does not return the City revenues over a 6 to 7 year period (1/2 of the lease term). The counter offer at 75/25 suggested does allow for sales taxes to return to the City during early years of the operation.

b) Identify any other City requirements (planning, signage, etc.) relating to the Food Store operation.

c) Review financing commitments.

d) Authorize negotiation/drafting of a redevelopment agreement with Farmers Best Market.
EXHIBIT A
PROJECT SUMMARY
FOR
FRESH FOODS
430 Asbury Avenue
Evanston, IL

COSTS TO OPEN STORE

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. New Construction (building expansion)</td>
<td>$975,000</td>
</tr>
<tr>
<td>2. Interior Build-out</td>
<td>$850,000</td>
</tr>
<tr>
<td>3. Landscaping</td>
<td>$60,000</td>
</tr>
<tr>
<td>4. Refrigeration equipment</td>
<td>$800,000</td>
</tr>
<tr>
<td>5. Store fixtures</td>
<td>$200,000</td>
</tr>
<tr>
<td>6. Signage</td>
<td>$120,000</td>
</tr>
</tbody>
</table>

Total Costs $3,005,000
October 29, 2008

Morris Robinson
Economic Development Planner
City of Evanston, IL 60201-2798

Mr. Robinson:

Per our conversation on October 28, 2008, Farmer’s Best IV, Inc. d/b/a Fresh Foods Market (FFM) would like to amend the “Redevelopment Agreement” between the City of Evanston and FFM. FFM intends to expand the facilities to better serve the residents of Evanston. With the proposed expansion, there are extraordinary costs, which were not initially considered. With the proposed expansion, FFM is making a considerable investment of over $3,000,000 in this project, despite not owning the building. Therefore, a vital part of FFM’s consideration is the money available through the aforementioned “Redevelopment Agreement”.

As you know, FFM has presented a plan to expand the proposed grocery store from 14,644 sf to approximately 19,500 sf to better serve the citizens of Evanston in our shopping area. This expansion will allow FFM to provide services that are unavailable under the original store design. Under the original design, the store would simply be a self-serve format other than the deli area. With the expansion, FFM plans to offer numerous additional services, including a full-service butcher shop, fresh-fish counter, bulk foods, gourmet-cheese counter, floral shop, and on-site bakery, as well as expanded grocery and liquor departments.

FFM will focus on satisfying and delighting its customers by providing the following:

- The freshest and highest quality natural, organic, gourmet and specialty food products;
- Passion about great-tasting food and the pleasure of sharing it with others;
- Competitive pricing to create the best possible value for our customers;
- Knowledgeable, friendly and passionate customer service; and
- A unique, central open-market shopping atmosphere.

As you can see, FFM is very dedicated to selling the highest quality foods at the most competitive prices possible, while delighting the senses of our customers. FFM is COMMITTED TO EVANSTON and looks forward to a long relationship with city officials, as well as the residents of Evanston. This amendment is necessary to complete the above expansion and the City’s adoption of this amendment will create a win-win situation for both FFM and the City.
As such, FFM proposes the following modification of the Sales Tax Rebate:

1. Maximum Rebate: $1,000,000
2. Payout Period: 7 years
3. Split: 100% to Farmers Best IV (Fresh Foods Market)

This amendment permits the City to complete the agreement in only seven (7) years after the store opening instead of the originally-contemplated eleven (11) years. Furthermore, this amendment provides FFM with the ability to recoup part of its substantial investment in only seven (7) years. While this amendment puts more pressure on FFM to perform at a higher standard more quickly to ensure payout of the maximum rebate, it also ensures a high-quality product for the City of Evanston and its residents.

This amendment provides the necessary incentives for everyone to be committed to the success of FFM at this location. I look forward to speaking with you in more depth regarding this proposed amendment and to share our plans with you on FFM’s location at 430 Asbury Avenue.

Sincerely,

Farmers Best IV, Inc. (DBA Fresh Foods Market)
EXHIBIT B
Sales tax inflation factor 1.50%

Retail Sales Tax Analysis
Proposed Farmer's Best Market
Original Proposal for Sales Tax Sharing and increase to cap based on cost increase

<table>
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<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Sales Subject to 1% Local Sales Tax</td>
<td>13,260,000</td>
<td>14,456,000</td>
<td>15,756,000</td>
<td>17,174,000</td>
<td>18,717,000</td>
<td>18,997,756</td>
<td></td>
</tr>
<tr>
<td>per Farmer's Best Market estimates for 2009 to 2013</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Sales Subject to 1% Home Rule Sales Tax</td>
<td>1,326,000</td>
<td>1,445,600</td>
<td>1,575,600</td>
<td>1,717,400</td>
<td>1,871,700</td>
<td>1,699,776</td>
<td></td>
</tr>
<tr>
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<td></td>
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<td>and 10% subject to HR tax</td>
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<td></td>
</tr>
<tr>
<td>Existing 1% local sales tax amounts</td>
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<tr>
<td>Existing 1% home rule sales tax amounts</td>
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<td>-</td>
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<td>-</td>
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<td>-</td>
<td></td>
</tr>
<tr>
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<td>132,600</td>
<td>144,560</td>
<td>157,560</td>
<td>171,740</td>
<td>187,170</td>
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<td>14,456</td>
<td>15,756</td>
<td>17,174</td>
<td>18,717</td>
<td>18,998</td>
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<tr>
<td>home rule</td>
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</tr>
<tr>
<td>Total</td>
<td>-</td>
<td>145,860</td>
<td>159,016</td>
<td>173,316</td>
<td>188,914</td>
<td>205,887</td>
<td>208,975</td>
</tr>
</tbody>
</table>

Base Allocations:
City Base Year allocation Not applicable
Amount due City for services to be determined
Neighborhood contribution to be determined

| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
| Total | - | - | - | - | - | - | - |
| Cumulative | - | - | - | - | - | - | - |

Net for Project and City

| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
| Project Allocation | 75% | - | 109,395 | 119,262 | 129,987 | 141,688 | 154,415 | 45,255 |
| Cumulative | - | 109,395 | 228,657 | 358,644 | 500,330 | 654,745 | 700,000 |
| Maximum allocation | 700,000 | | | | | | |
| Assumes increase to initial proposal | 40% | | | | | | |
| City Allocation | 25% | - | 36,465 | 39,754 | 43,329 | 47,229 | 51,472 | 163,720 |
| Cumulative | - | 36,465 | 76,219 | 119,548 | 166,777 | 218,248 | 381,968 |
### Projected Sales Taxes:

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<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
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</thead>
<tbody>
<tr>
<td>Sales Subiect to 1% Local Sales Tax</td>
<td>$19,282,721</td>
<td>$19,571,962</td>
<td>$19,855,542</td>
<td>$20,163,525</td>
<td>$20,485,978</td>
<td>$20,772,967</td>
</tr>
<tr>
<td>Sales Subiect to 1% Home Rule Sales Tax</td>
<td>$1,928,272</td>
<td>$1,957,196</td>
<td>$1,986,554</td>
<td>$2,016,352</td>
<td>$2,045,598</td>
<td>$2,077,297</td>
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<tr>
<td>Grocery Store local sales tax 1%</td>
<td>$192,827</td>
<td>$195,720</td>
<td>$198,535</td>
<td>$201,635</td>
<td>$204,860</td>
<td>$207,730</td>
</tr>
<tr>
<td>Grocery Store home rule sales tax 1%</td>
<td>$19,283</td>
<td>$19,572</td>
<td>$19,856</td>
<td>$20,164</td>
<td>$20,486</td>
<td>$20,773</td>
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</table>

Base Allocations:

- City Base Year allocation: Not applicable

Net for Project and City: $212,110, 215,292, 218,521, 221,799, 225,126, 228,503

Project Allocation: 75%

Cumulative Maximum allocation: $700,000

City Allocation: 25%

Cumulative: $594,078, 809,970, 1,027,891, 1,249,690, 1,474,815, 1,703,318
<table>
<thead>
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<tbody>
<tr>
<td>Sales Subject to 1% Local Sales Tax</td>
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<tr>
<td>per Farmer's Best Market estimates for 2009 to 2013</td>
<td>1,326,000</td>
<td>1,445,600</td>
<td>1,575,600</td>
<td>1,717,400</td>
<td>1,871,700</td>
<td>1,899,776</td>
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</tr>
<tr>
<td>Assumes 90% food/drug sales and 10% subject to HR tax</td>
<td>0</td>
<td>132,600</td>
<td>144,560</td>
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<td>0</td>
<td>-</td>
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<tr>
<td>home rule</td>
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<td></td>
</tr>
<tr>
<td>City Base Year allocation</td>
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<td>-</td>
<td>-</td>
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<td>-</td>
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<td>Total</td>
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</tr>
<tr>
<td>Cumulative</td>
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<td>-</td>
</tr>
<tr>
<td>Net for Project and City</td>
<td>-</td>
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</tr>
<tr>
<td>Project Allocation</td>
<td>100%</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Cumulative</td>
<td>-</td>
<td>145,860</td>
<td>304,876</td>
<td>478,192</td>
<td>667,106</td>
<td>872,963</td>
<td>1,000,000</td>
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<td>-</td>
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<td>-</td>
</tr>
<tr>
<td>City Allocation until cap achieved</td>
<td>0%</td>
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<td>-</td>
<td>81,968</td>
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<tr>
<td>Cumulative</td>
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<td>-</td>
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<td>-</td>
<td>81,968</td>
<td>-</td>
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</tbody>
</table>
Sales tax inflation factor after 2013: 1.50%

Retail Sales Tax Analysis
Proposed Farmer's Best Market
Developer Proposal for Sales Tax Sharing

<table>
<thead>
<tr>
<th></th>
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<td>218,521</td>
<td>221,799</td>
<td>225,126</td>
<td>228,503</td>
</tr>
</tbody>
</table>

Base Allocations:

- City Base Year allocation: Not applicable
  - Total
  - Cumulative

Net for Project and City:

- Project Allocation: 100%
  - Cumulative
  - Maximum allocation: 1,000,000
  - City Allocation: 0%
    - until cap achieved
      - Cumulative

Farmers Best Market sales taxes 11 14 08.xls
<table>
<thead>
<tr>
<th>Sales tax inflation factor</th>
<th>1.50%</th>
</tr>
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<tr>
<td>Retail Sales Tax Analysis</td>
<td></td>
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<tr>
<td>Proposed Farmer's Best Market</td>
<td></td>
</tr>
<tr>
<td>Original Proposal for Sales Tax Sharing</td>
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<tr>
<td>and increase to cap based on s.f. increase</td>
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<tr>
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<td>City Base Year allocation</td>
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<tr>
<td>Neighborhood contribution to be determined</td>
</tr>
<tr>
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<td>Cumulative</td>
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</tbody>
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<thead>
<tr>
<th>Net for Project and City</th>
<th>-</th>
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<th>208,975</th>
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</thead>
<tbody>
<tr>
<td>Project Allocation 50%</td>
<td>-</td>
<td>72,930</td>
<td>79,508</td>
<td>86,658</td>
<td>94,457</td>
<td>102,944</td>
<td>104,448</td>
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<tr>
<td>Cumulative</td>
<td>-</td>
<td>72,930</td>
<td>152,438</td>
<td>239,098</td>
<td>333,553</td>
<td>436,497</td>
<td>540,984</td>
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<td>Maximum allocation 700,000</td>
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<tr>
<td>40%</td>
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</tr>
</tbody>
</table>

| City Allocation 50% | - | 72,930 | 79,508 | 86,658 | 94,457 | 102,944 | 104,448 |
| Cumulative | - | 72,930 | 152,438 | 239,098 | 333,553 | 436,497 | 540,984 |
|------------------------|--------|--------|--------|--------|--------|--------|
| Sales Subject to 1% Local Sales Tax | 19,282,721 | 19,571,962 | 19,865,542 | 20,163,525 | 20,465,978 | 20,772,967 |
| per Farmer's Best Market estimates for 2009 to 2013 | | | | | | |
| Sales Subject to 1% Home Rule Sales Tax | 1,928,272 | 1,557,196 | 1,986,554 | 2,016,352 | 2,046,598 | 2,077,297 |
| Assumes 90% food/drug sales and 10% subject to HR tax | | | | | | |
| Existing 1% local sales tax amounts | - | - | - | - | - | - |
| Existing 1% home rule sales tax amounts | - | - | - | - | - | - |
| Grocery Store local sales tax 1% | 192,827 | 155,720 | 198,655 | 201,635 | 204,660 | 207,730 |
| Grocery Store home rule sales tax 1% | 19,283 | 19,572 | 19,866 | 20,164 | 20,466 | 20,773 |
| home rule | | | | | | |
| Total | 212,110 | 215,292 | 218,521 | 221,799 | 225,126 | 228,503 |
| Base Allocations: | | | | | | |
| City Base Year allocation | | | | | | |
| Not applicable | - | - | - | - | - | - |
| Amount due City for services to be determined | | | | | | |
| Neighborhood contribution to be determined | | | | | | |
| Total | - | - | - | - | - | - |
| Cumulative | - | - | - | - | - | - |
| Net for Project and City | 212,110 | 215,292 | 218,521 | 221,799 | 225,126 | 228,503 |
| Project Allocation | 50% | | | | | |
| 106,055 | 52,961 | | | | |
| Cumulative | 647,039 | 700,000 | 700,000 | 700,000 | 700,000 | 700,000 |
| Maximum allocation | 700,000 | 40% | | | | |
| City Allocation | 50% | | | | | |
| 106,055 | 162,331 | 218,521 | 221,799 | 225,126 | 228,503 |
| until cap achieved | | | | | | |
| Cumulative | 647,039 | 809,370 | 1,027,891 | 1,249,690 | 1,474,815 | 1,703,318 |
EXHIBIT C
## Proposed Farmer's Best Market

### Property Tax Analysis

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>10-25-203-011</td>
<td>1,752,557</td>
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<td>839,357</td>
<td>1,228,403</td>
<td>1,239,473</td>
<td>1,168,552</td>
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<td>10-25-206-007</td>
<td>61,622</td>
<td>61,622</td>
<td>61,622</td>
<td>32,956</td>
<td>33,262</td>
<td>31,359</td>
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<tr>
<td>10-25-206-008</td>
<td>61,622</td>
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<td>32,956</td>
<td>33,262</td>
<td>31,359</td>
<td>30,056</td>
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</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,875,801</strong></td>
<td><strong>1,423,244</strong></td>
<td><strong>962,600</strong></td>
<td><strong>1,294,333</strong></td>
<td><strong>1,305,997</strong></td>
<td><strong>1,231,280</strong></td>
<td><strong>1,028,196</strong></td>
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### Tax Rate

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<tr>
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<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
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<tr>
<td>Tax Rate</td>
<td>6.6290%</td>
<td>6.6290%</td>
<td>6.6290%</td>
<td>7.8540%</td>
<td>7.8510%</td>
<td>7.8890%</td>
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### Total Taxes

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<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
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<tr>
<td><strong>Total Taxes</strong></td>
<td>$ 124,347</td>
<td>$ 94,347</td>
<td>$ 63,811</td>
<td>$ 101,167</td>
<td>$ 99,922</td>
<td>$ 97,136</td>
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### City Portion

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<td>1.2830%</td>
<td>1.2830%</td>
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<td>1.5270%</td>
<td>1.4910%</td>
<td>1.5220%</td>
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### City Taxes

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<td><strong>City Taxes</strong></td>
<td>$ 24,067</td>
<td>$ 18,260</td>
<td>$ 12,350</td>
<td>$ 19,764</td>
<td>$ 19,472</td>
<td>$ 18,740</td>
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VIII. ENCLOSURE: Communications

1.) Minutes of the Joint Review Boards—December 11, 2008
2.) EDC Meetings Schedule for 2009
3.) EVMARK Budget Question Explanation
4.) 1st Quarter 2009, Available Facilities Report
5.) October 2008, November 2008 and December 2008 RETT Reports
6.) November 2008 and December 2008 Downtown Idea Exchange Articles
MEETING OF THE JOINT REVIEW BOARDS
MEETING MINUTES
THURSDAY, DECEMBER 11, 2008
ROOM 2402-9:00 A.M.
CIVIC CENTER

MEMBERS PRESENT: Ald. Jean-Baptiste, Dr. Mary Brown-School District 65
Chief Financial officer, Andre Garner-Cook County Dept.
of Planning & Development, Bryan Rosinsky-Ridgeville
Park District, William Stafford-School District 202 Chief
Financial Officer, Patricia Vance-Township Supervisor
Martin Norket, Public Member, Valerie Krechmer, Public
Member, Larry Kaufman, Public Member

PRESIDING OFFICIAL: Ald. Jean-Baptiste

OTHER OFFICIALS: Hon. Lorraine Morton, Ald. Holmes, Robert Rychlicki-
Kane/McKenna

STAFF PRESENT: Dennis Marino-Interim Community Development Director,
Martin Lyon-Finance Director, Steven Drazner-Asst.
FinanceDirector, Morris Robinson-Economic Development
Planner.

Summary of Actions:

I. Ald. Jean-Baptiste convened the Joint Review Boards meeting at 9:10 A.M. and
asked each board member, officials, consultants and staff to introduce him/herself.

II. Ald. Jean-Baptiste asked for a motion to approve the previous JRB summary
minutes of December 13, 2007. Member Krechmer moved approval and a second was
provided by member Stafford. The motion was then passed with a unanimous vote.

III. Ald. Jean-Baptiste asked staff member Dennis Marino to proceed at which time
Mr. Marino provided the JRB with a brief explanation for the purpose of the Joint
Review Boards and the annual meeting.

IV. The Howard/Hartrey TIF District #3:

Staff member Marino continued the Joint Review Board presentation with a
description of the boundaries and prior land use of the Howard/Hartrey TIF District.
Mr. Marino informed the JRB that the initial, four retail establishments in the
Howard/Hartrey shopping center were Target (Dayton Hudson), Best Buy Jewel/Osco,
Office Depot and a World Bank branch and all four are still operating out of the shopping center and appear to remain stable in this economic downturn period.

Next, Mr. Martin Lyon, Director of Finance provided a brief recap of the financial performance for the Howard/Hartrey TIF District. This district was established in 1992 and will expire in 2015 with taxes collectible in 2016 due to the one year lag time. Staff member Lyon directed the attention of the JRB to page 18 of the annual report, which summarizes the district’s revenue and expenditures financial performance, page 25 which provides an overall recap of the status of the TIF district and page 29 which compares beginning EAV and reporting year EAV. *(If specific or additional information is desired, the entire reports for each TIF district are available to the public for review in the City Clerk’s Office and in the Planning Division at the Civic Center).*

V. **The Southwest TIF District #2:**

Mr. Marino explained that the Southwest TIF District #2 was established in 1990 and with the use of a map, described the boundaries of this TIF district. The TIF District has a Sam’s Club which is the most prominent use in the district and Ward Manufacturing Co., formerly located in the Research Park. Two auto junkyard parcels located in the southern portion of the district have not experienced any development.

The current strategy is to continue with this TIF district with plans to use the automobile service/junkyard portion of the district that has not experienced redevelopment activities, as a possible relocation site for auto related businesses that may have to be shifted from the West Evanston TIF District # 6.

Mr. Lyon directed the JRB to pages 18, 25, 29 of the Southwest TIF District Annual Report and provided a brief review. These pages cover public and private investments and Equalized Assessed Valuation analyses, outstanding debts and payments. **The entire document is also available for review at the offices of the City Clerk and the Planning Division located in the Civic Center.**

VI. **The Downtown II/Research Park TIF District #1:**

Ms. Marino provided a brief history for the Downtown II TIF District. The JRB was informed that this area was formally known as the Evanston/Northwestern Research Park and that it is the oldest of the six districts, Mr. Mr. Marino gave a brief review of the development project components and stated that this TIF District has been very successful. In fact it is considered as a textbook case as to how TIF districts are supposed to perform.

JRB member William Stafford, Mr. Robert Rychlicki and other members all expressed their appreciation for the performance of this TIF District. Again, Mr. Lyon referred the JRB to pages 18, 25, 29 of the Downtown II Annual Report and briefly discussed the performance of the TIF District.
Mr. Lyon informed the JRB members that this TIF will expire in 2009 and payments to the taxing bodies will begin in 2010. As stated previously, the public may have access this report in the City Clerk and Planning Division offices located in the Civic Center.

VII. The Washington National TIF District As Amended #4:

The Washington national TIF District was established in early 1994 with an expiration date of 2017. With the use of maps, Mr. Marino explained the original boundaries of the district as well as the new boundaries after the district was amended in 1999. The JRB was also provided with a brief history of development in the district. Staff member Marino also advised the JRB of the current downtown planning process effort.

Mr. Lyon commented on the performance of the Washington national TIF District and referred to pages 18, 25, and 29 of the annual report. This entire report is also available for review in the Planning Division.

VIII. Howard/Ridge TIF District #5:

Mr. Marino briefly described the boundaries of the Howard Ridge TIF District. Ms. Aiello provided a brief update on the redevelopment project at 415 Howard Street which was constructed by the Bristol Chicago Development group. This redevelopment project is a rental residential building containing 221 units with no ground level retail. Mr. Marino and staff member Robinson also informed the JRB of other enhancements to the area on both the Evanston and Chicago sides of the street. The rental price points are at market rate. Mr. Lyon referred to the appropriate financial data pages in the annual performance report.

IX. West Evanston TIF District #6:

Staff member Marino provided the JRB with detailed boundary descriptions and a brief history of this, the newest TIF districts, having been established in late September of 2005 and the boundaries were amended in 2007. Staff members Marino and Robinson also advised the JRB of the status of new developments and potential development projects within the district.

Mr. Lyon informed the JRB that although reports were generated for the West Evanston TIF District, there is modest financial data for this reporting year.

XI. Adjournment:

Ald. Jean-Baptiste recognized the Mayor, the Honorable Lorraine Morton, Alderman Delores Holmes who represents the 5th Ward and other dignitaries in the audience. Chair Jean-Baptiste asked the JRB members if there were additional questions. The JRB members expressed satisfaction with the presentations.
Staff was commended for the preparation and execution of the meeting. There being no further business, Ald. Jean-Baptiste officially adjourned the 2007 meeting of the Joint Review Boards at approximately 10:17 A.M.

Respectfully submitted,

Morris E. Robinson
Economic Development Planner
January 5, 2009

To: Chair and Members, Economic Development Committee
    Rodney Greene, City Clerk

From: Morris E. Robinson, Economic Development Planner

Subject: Economic Development Committee 2009 Meeting Dates

The 2009 meeting dates for the Economic Development Committee are presented for your consideration. As usual, the meetings are scheduled for the fourth Wednesday of each of the first 10 months. The November and December meetings, if needed, have been rescheduled to the third Wednesday to accommodate the holidays. The EDC Meetings are scheduled for 7:30 P.M. and will be held at the Civic Center in Room 2404 unless otherwise notified.

2009 Meeting Dates

Wednesday: January 28
    " February 25
    " March 25
    " April 22
    " May 27
    " June 24
    " July 22
    " August 26
    " September 23
    " October 28
    " November 18
    " December 16

Cc: Hon. L. Morton, R. Russell, D. Marino, Joseph Mcrae, M. Press, B. Meredith
Good Afternoon Dan,

I wanted to respond to your question that was emailed to Morris Robinson for the EDC meeting last week. Our bookkeeper comes in once a week and I had the opportunity to meet with her today regarding your question about some of the line items. As the new Executive Director these types of questions are great because it gives me the opportunity to learn every aspect of the budget.

I believe the question that you have was in the Profit and Loss detail for the previous fiscal year (at the top of the page the dates are March 2007 through February 2008. On page 3 of that report it shows Total 505 Holiday decorations to be $37,465.68 this total reflects the line 506 Materials $34,063.68 plus line 507 Labor $3402.00.

Also, in the the 596 Board meeting $1190.18 plus the 595 Entertainment $120.00 the total is shown as $1310.18

I hope this answers your questions. If not please do not hesitate to give me a call.

Thank you,

Carolyn Dellutri, CTP, CMSM
Executive Director
EVMARK, Marketing and Managing Downtown Evanston
1560 Sherman Ave, Suite 860
Evanston, IL 60201
Phone: 847-570-4724
Fax: 847-570-4738
www.evmark.org
PREPARED FOR:

Metropolitan Mayors Caucus

Metropolitan Mayors Caucus

Available Facilities Report

12/10/2008

PREPARED BY:

ComEd

Commonwealth Edison Co.,
440 S LaSalle St, 3300
Chicago, IL 60605

Ed Sitar
Economic Development Manager
312-394-2571 (phone)
312-394-5737 (fax)
edward.sitar@comed.com
### ComEd Economic Development

#### 1. 2814 Central St
   **Evanston, IL 60201**
   **Cook County**

<table>
<thead>
<tr>
<th>Building Type:</th>
<th>Flex</th>
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<tr>
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<tr>
<td>Building Size:</td>
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<tr>
<td>Land Area:</td>
<td>0.40 AC</td>
</tr>
<tr>
<td>Stories:</td>
<td>1</td>
</tr>
<tr>
<td>Parking:</td>
<td>Ratio of 1.36/1,000 SF</td>
</tr>
<tr>
<td>Space Avail:</td>
<td>5,000 SF</td>
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<tr>
<td>Max Contig:</td>
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<tr>
<td>Smallest Space:</td>
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<tr>
<td>Rent/SF/Yr:</td>
<td>$14.00</td>
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<tr>
<td>% Leased:</td>
<td>54.8%</td>
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- Landlord Rep: P-Mor Engineering Company / David Klitzky 847-871-2530 / David Klitzky 847-871-2530 -- 5,000 SF (5,000 SF)
- * 5,000 sf training room
- * New HVAC
- * 8-year old roof
- * Retail potential

#### 2. 2022-2100 Dempster Plz
   **Evanston, IL 60202**
   **Cook County**
   **S/E/C**

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<td>Rent/SF/Yr:</td>
<td>$13.75</td>
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<tr>
<td>% Leased:</td>
<td>90.9%</td>
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- Landlord Rep: Lark Management / Reed Beidler 847-866-8055 -- 20,000 SF (20,000 SF)

#### 3. 2300-2312 Main St
   **Evanston, IL 60202**
   **Cook County**

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<tr>
<td>Land Area:</td>
<td>0.80 AC</td>
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<td>Stories:</td>
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<tr>
<td>Parking:</td>
<td>Ratio of 1.00/1,000 SF</td>
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<tr>
<td>Space Avail:</td>
<td>12,028 SF</td>
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<td>Max Contig:</td>
<td>9,620 SF</td>
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<td>1,200 SF</td>
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<td>Rent/SF/Yr:</td>
<td>$8.00-$12.00</td>
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<tr>
<td>% Leased:</td>
<td>60.9%</td>
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- Leasing Company: Metro Resource Investments & Mgmt / Stephen P. Schostok 847-775-2525 -- 12,028 SF (1,200-9,620 SF)
1316-1320 Sherman Ave
Evanston, IL 60201
Cook County

Building Type: Class C Flex
Status: Existing
Building Size: 16,493 SF
Land Area: -
Stories: 2
Parking: 7 Surface Spaces are available

Space Avail: 2,927 SF
Max Contig: 2,590 SF
Smallest Space: 140 SF
Rent/SF/Yr: $19.89-$25.71
% Leased: 82.3%

Landlord Rep: Allied Realty Corporation / Micah Kafitz 773-334-1100 – 2,927 SF (140-1,502 SF)

Steps from the CTA Purple line and Metra trains. Newly renovated bathrooms and common areas. Near downtown Evanston and Dempster/Chicago shopping area.
Office rent includes electricity.
## ComEd Economic Development

### 2116-2120 Ashland Ave
**Evanston, IL 60201**
**Cook County**

- **Building Type:** Class C Warehouse
- **Status:** Existing
- **Building Size:** 20,480 SF
- **Land Area:** 0.47 AC
- **Stories:** 1
- **Parking:** 10 free Surface Spaces are available
- **Space Avail:** 1,657 SF
- **Max Contig:** 1,657 SF
- **Smallest Space:** 1,657 SF
- **Rent/SF/Yr:** $12.00
- **% Leased:** 91.9%

Landlord Rep: Robinson Rentals – 1,657 SF (1,657 SF)

February 1999: The building sold. Millennium Properties, Inc. was the selling company, and all other information is undisclosed.

* Building recently upgraded

### 1715 N Church St
**Strange Lofts**
**Evanston, IL 60201**
**Cook County**

- **Building Type:** Class B Industrial
- **Status:** Existing
- **Building Size:** 20,000 SF
- **Land Area:** 0.33 AC
- **Stories:** 1
- **Parking:** Free Surface Spaces
- **Space Avail:** 5,200 SF
- **Max Contig:** 1,600 SF
- **Smallest Space:** 2,600 SF
- **Rent/SF/Yr:** $12.00
- **% Leased:** 74.0%

Landlord Rep: Renaissance Realty & Renew Management Services / Mary McAuley 847-475-5120 – 5,200 SF (2,600 SF)

Incredible two story space with custom mosaic tile work and decorative metal railings, the Strange Loft unit has an executive office built in to the bow truss structure, with wood burning fireplace and hardwood floors. Completely renovated in 2004, the property has all new mechanicals and fixtures, 200 amp 3 phase electric service and is wired for high speed Internet. Located .5 miles from central downtown Evanston it is in the heart of a quickly developing new business district.

### 537 Custer Ave
**Custer Street Lofts**
**Evanston, IL 60202**
**Cook County**

- **Building Type:** Class B Industrial
- **Status:** Built 1940, Renov 1996
- **Building Size:** 9,450 SF
- **Land Area:** 1.50 AC
- **Stories:** 1
- **Parking:** Free Surface Spaces; Ratio of 1.00/1,000 SF
- **Space Avail:** 1,900 SF
- **Max Contig:** 1,900 SF
- **Smallest Space:** 1,900 SF
- **Rent/SF/Yr:** $11.35
- **% Leased:** 79.9%

Landlord Rep: Renaissance Realty & Renew Management Services / Mary McAuley 847-475-5120 – 1,900 SF (1,900 SF)
### 2117 Greenleaf St
International Refining
Evanston, IL 60202
Cook County

**Building Type:** Class C Industrial  
**Status:** Built 1934  
**Building Size:** 50,000 SF  
**Land Area:** 3 AC  
**Stories:** -  
**Parking:** Ratio of 1.00/1,000 SF

**Space Avail:** 3,180 SF  
**Max Contig:** 3,180 SF  
**Smallest Space:** 3,180 SF  
**Rent/SF/Yr:** $10.00  
**% Leased:** 93.6%

**Landlord Rep:** Colliers Bennett & Kahnweiler / Steve Kohn 847-698-8224 -- 3,180 SF (3,180 SF)

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### 1900 Greenwood St
Evanston, IL 60201
Cook County
Greenwood St & Dodge Ave

**Building Type:** Class B Manufacturing  
**Status:** Built 1960, Renov 2007  
**Building Size:** 30,000 SF  
**Land Area:** 1.00 AC  
**Stories:** 1  
**Parking:** 30 free Surface Spaces are available; Ratio of 1.00/1,000 SF

**Space Avail:** 5,000 SF  
**Max Contig:** 5,000 SF  
**Smallest Space:** 5,000 SF  
**Rent/SF/Yr:** $8.40  
**% Leased:** 100%

**Landlord Rep:** Metropolitan Realty & Development Corp. / Snezana Krunic 773-583-1116 x102 -- 5,000 SF (5,000 SF)

- Recently renovated in 2007: new roof and paint, electrical, plumbing, & sewer
- Secure zoned industrial/office park
- Near Edans/Dempster 4-way Interchange
- Major National Tenant, two strong local tenants

---

### 600 Hartrey Ave
Evanston, IL 60202
Cook County

**Building Type:** Class C Warehouse  
**Status:** Built 1950  
**Building Size:** 14,538 SF  
**Land Area:** 0.54 AC  
**Stories:** 2  
**Parking:** 10 Surface Spaces are available; Ratio of 0.69/1,000 SF

**Space Avail:** 1,000 SF  
**Max Contig:** 500 SF  
**Smallest Space:** 200 SF  
**Rent/SF/Yr:** $12.00  
**% Leased:** 93.1%

**Landlord Rep:** American Eagle Services Co / Rudy Peters 847-866-8666 -- 1,000 SF (200-500 SF)

**Property Description:** Single Tenant Industrial Building

**Property Use Description:** Single Tenant Industrial Building
ComEd Economic Development

1731 Howard St
King David Bakery
Evanston, IL 60202
Cook County

Building Type: Class C Food Processing
Status: Built 1958, Renov 1996
Building Size: 5,000 SF
Land Area: 0.15 AC
Stories: 1
Parking: 7 Surface Spaces are available; Ratio of 1.40/1,000 SF

Space Avail: 5,000 SF
Max Contig: 5,000 SF
Smallest Space: 5,000 SF
Rent/SF/Yr: $12.00
% Leased: 0%

Sales Company: RE/MAX North Realtors: Stewart A. Shiman
Landlord Rep: Weichert Goodchild Homes / Stewart A. Shiman 847-366-6165
Leasing Company: RE/MAX North Realtors / -- 5,000 SF (5,000 SF)

1625 Payne St
Evanston, IL 60201
Cook County

Building Type: Class B Warehouse
Status: Built 1956
Building Size: 14,494 SF
Land Area: 0.36 AC
Stories: 1
Parking: Free Surface Spaces

Space Avail: 1,800 SF
Max Contig: 1,800 SF
Smallest Space: 1,800 SF
Rent/SF/Yr: $12.00
% Leased: 87.6%

Landlord Rep: Robinson Rentals / Barbara Lovette / Steve Sellberg 847-866-1966 -- 1,800 SF (1,800 SF)

For tracking purposes, please notify Ed Silar @ ComEd - 312-394-2571 if you select one of the listed facilities.
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12/10/2008
Page 6
<table>
<thead>
<tr>
<th>Building Type</th>
<th>Space Avail.</th>
<th>Max Contig.</th>
<th>Smallest Space</th>
<th>Rent/SF/Yr.</th>
<th>% Leased</th>
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<tr>
<td><strong>Class C Office/Loft/Creative Space</strong></td>
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<td>1,800 SF</td>
<td>1,800 SF</td>
<td>$16.00</td>
<td>61.3%</td>
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<tr>
<td><strong>Class B Office/Office Live/Work Unit</strong></td>
<td>1,800 SF</td>
<td>1,800 SF</td>
<td>1,800 SF</td>
<td>$16.00</td>
<td>82.1%</td>
</tr>
<tr>
<td><strong>Class B Office/Office/Residential</strong></td>
<td>583 SF</td>
<td>583 SF</td>
<td>583 SF</td>
<td>$25.00</td>
<td>80.4%</td>
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Elaborate anthropomorphic design elements distinguish this work/live building in Evanston’s new arts district. Having been completely renovated in 2003, the property’s facilities are new and efficient, even as the adaptive reuse takes advantage of the vintage warehouse loft concept.

Enter the building into an open air garden walkway which access each of the seven two story lofts. Equipped with private kitchens, baths, and exterior 2nd floor decks, the spaces are fully wired with multiple phone pairs, cable, internet and security. Zoned and designed for creative business or unique live/work.

This is a mixed property entire 1st floor is commercial and floors 2-16 are residential.

6 Parking Spaces are available For Sale @ 35,000$. Street Parking and Garage Parking.

There are approximately 200+residential condos and 3 commercial units.
ComEd Economic Development

2934 Central St
Evanston, IL 60201
Cook County

Building Type: Class C Office
Status: Existing
Building Size: 30,000 SF
Typical Floor Size: 10,000 SF
Stories: 3
Expenses: 2001 Tax @ $0.20/sf
Space Avail: 5,000 SF
Max Contig: 5,000 SF
Smallest Space: 1,000 SF
Rent/SF/Yr: $25.00
% Leased: 83.3%

Landlord Rep: The Kathryn Brown Group / Kathryn Brown 847-676-1855 — 5,000 SF (1,000-5,000 SF)
Office condos with apartments above.

638 Church St
Carlson Bdg
Evanston, IL 60201
Cook County

Building Type: Class A Office
Status: Built 1925, Renov 1984
Building Size: 108,000 SF
Typical Floor Size: 12,000 SF
Stories: 9
Space Avail: 2,050 SF
Max Contig: 1,100 SF
Smallest Space: 150 SF
Rent/SF/Yr: $27.50
% Leased: 98.1%

Landlord Rep: Wilmette Real Estate & Management Co / Justin Heinz 847-570-0107 — 2,050 SF (150-1,100 SF)
Building has a pharmacy, retail shops, 2 restaurants, and an ice cream shop

1007 Church St
Church Street Office Center
Evanston, IL 60201
Cook County

Building Type: Class A Office
Status: Built 1984, Renov 2005
Building Size: 153,389 SF
Typical Floor Size: 19,174 SF
Stories: 8
Expenses: 2007 Tax @ $4.05/sf, 2008 Est Tax @ $6.91/sf; 2007 Ops @ $10.44/sf, 2008 Est Ops @ $10.75/sf
Parking: 335 Covered Spaces are available
Space Avail: 11,586 SF
Max Contig: 3,556 SF
Smallest Space: 642 SF
Rent/SF/Yr: $13.50-$19.00
% Leased: 93.3%

Landlord Rep: HSA Commercial Real Estate / Roger L. Knigge 312-458-4416 — 10,337 SF (642-3,556 SF)
Sublet Contact: HSA Commercial Real Estate / Roger L. Knigge 312-458-4416 — 1,249 SF (1,249 SF)
The 1007 Church Street Building is a landmark building designed by Helmut Jahn, which is conveniently located in downtown Evanston at Oak Avenue and Church Street. Its features include 24-hour manned security, adjacent heated parking, outdoor plaza with warm weather seating, state-of-the-art fire, life and safety system, dramatic first floor space with high ceilings, a tenant lounge with vending machines and microwave oven, accessible transportation (metra at door, one block to CTA) and a truck-level loading dock. Free conferencing facility.
1819 Church St  
Evanston, IL 60201  
Cook County

Building Type: Class B Office  
Status: Renov 1986  
Building Size: 1,800 SF  
Typical Floor Size: 1,500 SF  
Stories: 1  
Parking: 8 Surface Spaces are available

Space Avail: 1,800 SF  
Max Config: 1,800 SF  
Smallest Space: 1,800 SF  
Rent/SF/Yr: $15.00  
% Leased: 0%

Landlord Rep: Dr. Salem Najjar / Salem Najjar 847-275-3037 -- 1,800 SF (1,800 SF)

500 Davis St  
500 Davis Center  
Evanston, IL 60201  
Cook County

Building Type: Class A Office  
Status: Built 1978  
Building Size: 119,242 SF  
Typical Floor Size: 11,924 SF  
Stories: 10  
Expenses: 2007 Tax @ $4.30/sf, 2008 Est Tax @ $6.14/sf; 2007 Ops @ $7.38/sf, 2008 Est Ops @ $7.70/sf  
Parking: Ratio of 2.10/1,000 SF

Space Avail: 25,486 SF  
Max Config: 16,571 SF  
Smallest Space: 1,204 SF  
Rent/SF/Yr: $30.00  
% Leased: 85.0%

Landlord Rep: Colliers Bennett & Kahnweiler / Francis R. Prock 847-698-8257 / Chris Cummins 847-698-8255 -- 25,486 SF (1,204-16,571 SF)

500 Davis St is located in downtown Evanston with views of Lake Michigan and easy access to public transportation. 33,000 square-feet of covered parking is available, and the building has card-key access. There are also vending machines on the premises. Newly upgraded HVAC and lighting.

618 Davis St  
Evanston, IL 60201  
Cook County

Building Type: Class C Office  
Status: Built 1956  
Building Size: 12,786 SF  
Typical Floor Size: 6,285 SF  
Stories: 2

Space Avail: 6,285 SF  
Max Config: 6,285 SF  
Smallest Space: 2,000 SF  
Rent/SF/Yr: $15.00  
% Leased: 50.8%

Landlord Rep: Bradford Allen Realty Services / Ed Schwartz 312-994-5779 -- 6,285 SF (2,000-6,285 SF)

Mixed-use, masonry-constructed building with retail on the 1st floor and offices on the 2nd floor. Located in the heart of bustling downtown Evanston.
### ComEd Economic Development

#### 630 Davis St
The Chandler's Building
Evanston, IL 60201
Cook County
S/E/C

<table>
<thead>
<tr>
<th>Building Type: Class B Office</th>
</tr>
</thead>
<tbody>
<tr>
<td>Status: Built 1910, Renov Aug 1999</td>
</tr>
<tr>
<td>Building Size: 26,000 SF</td>
</tr>
<tr>
<td>Typical Floor Size: 5,200 SF</td>
</tr>
<tr>
<td>Stories: 5</td>
</tr>
<tr>
<td>Expenses: 2007 Ops @ $9.54/sf</td>
</tr>
<tr>
<td>Space Avail: 15,764 SF</td>
</tr>
<tr>
<td>Max Contig: 15,764 SF</td>
</tr>
<tr>
<td>Smallest Space: 15,764 SF</td>
</tr>
<tr>
<td>Rent/SF/Yr: Negotiable</td>
</tr>
<tr>
<td>% Leased: 100%</td>
</tr>
</tbody>
</table>

Landlord Rep:  CB Richard Ellis / Adam Showalter 847-572-1442 / Michael Whisler 847-572-1441 -- 15,764 SF (15,764 SF)

Office building

#### 820 Davis St
Evanston, IL 60201
Cook County

<table>
<thead>
<tr>
<th>Building Type: Class A Office/Medical</th>
</tr>
</thead>
<tbody>
<tr>
<td>Status: Built 1975, Renov 1985</td>
</tr>
<tr>
<td>Building Size: 81,044 SF</td>
</tr>
<tr>
<td>Typical Floor Size: 16,740 SF</td>
</tr>
<tr>
<td>Stories: 5</td>
</tr>
<tr>
<td>Parking: 109 free Surface Spaces are available; Ratio of 1.36/1,000 SF</td>
</tr>
<tr>
<td>Space Avail: 2,000 SF</td>
</tr>
<tr>
<td>Max Contig: 2,000 SF</td>
</tr>
<tr>
<td>Smallest Space: 850 SF</td>
</tr>
<tr>
<td>Rent/SF/Yr: $24.00</td>
</tr>
<tr>
<td>% Leased: 97.5%</td>
</tr>
</tbody>
</table>

Landlord Rep:  Farnsworth-Hill, Inc. / James R. Nash 847-328-3330 -- 2,000 SF (850-2,000 SF)

The property’s features include on-site maintenance, janitorial service, handicap accessibility, proximity to public transportation, and an adjacent hotel. It is conveniently located downtown.

#### 828 Davis St
Evanston, IL 60201
Cook County

<table>
<thead>
<tr>
<th>Building Type: Class C Office</th>
</tr>
</thead>
<tbody>
<tr>
<td>Status: Built 1930, Renov 1993</td>
</tr>
<tr>
<td>Building Size: 31,500 SF</td>
</tr>
<tr>
<td>Typical Floor Size: 11,666 SF</td>
</tr>
<tr>
<td>Stories: 3</td>
</tr>
<tr>
<td>Space Avail: 5,719 SF</td>
</tr>
<tr>
<td>Max Contig: 1,067 SF</td>
</tr>
<tr>
<td>Smallest Space: 243 SF</td>
</tr>
<tr>
<td>Rent/SF/Yr: $6.04-$15.26</td>
</tr>
<tr>
<td>% Leased: 81.3%</td>
</tr>
</tbody>
</table>

Landlord Rep:  Imperial Realty Company / Richard McCarty 773-736-4100x20 -- 5,719 SF (243-1,067 SF)

The property is ideally situated in the heart of Downtown Evanston. Its features include public transportation to the door (CTA bus stop), close proximity to dozens of stores and restaurants, and partitioning to suit the needs of tenants.
ComEd Economic Development

909 Davis St
The 909 Davis Bldg
Evanston, IL 60201
Cook County

Building Type: Class A Office/Office with street-level Retail (Lifestyle Ctr)
Status: Built Feb 2002
Building Size: 195,245 SF
Typical Floor Size: 32,540 SF
Stories: 6
Expenses: 2008 Tax @ $8.80/sf, 2004 Est Tax @ $6.57/sf; 2008 Ops @ $8.60/sf, 2004 Est Ops @ $5.11/sf
Parking: 57 Surface Spaces are available; Ratio of 0.29/1,000 SF
Landlord Rep: Company information unavailable at this time
Sublet Contact: Cushman & Wakefield, Inc. / Marilyn L. Lissner 847-516-3223 -- 6,000 SF (6,000 SF)

June 2002: Building sold from developer, Meskrow Stein Real Estate, to Church Street Plaza LLC, an affiliate of Arthur Hill & Co.

1123-1131 Emerson St
Evanston, IL 60201
Cook County

Building Type: Class B Office
Status: Existing
Building Size: 20,311 SF
Typical Floor Size: 12,942 SF
Stories: 2

Landlord Rep: Mars Equities / Matt Barry 630-230-2022
Leasing Company: Farnsworth-Hill, Inc. / James R. Nash 847-328-3330 -- 8,090 SF (586-2,700 SF)

The property is a loft building.
## ComEd Economic Development

### Site 1: 1319-1321 Emerson St

**Evanston, IL 60201**  
**Cook County**  
**Building Type:** Class B Office  
**Status:** Existing  
**Building Size:** 10,000 SF  
**Typical Floor Size:** 1,508 SF  
**Stories:** 2  
**Space Avail:** 700 SF  
**Max Contig:** 700 SF  
**Smallest Space:** 700 SF  
**Rent/SF/Yr:** $24.00  
**% Leased:** 93.0%  

**Landlord Rep:** Trois Fontaines, LLC / David Roberts 847-491-6195 -- 700 SF (700 SF)

---

### Site 2: 960-990 Grove St

**Century Bldgs**  
**Evanston, IL 60201**  
**Cook County**  
**Building Type:** Class B Office  
**Status:** Built 1984  
**Building Size:** 46,078 SF  
**Typical Floor Size:** 20,000 SF  
**Stories:** 5  
**Space Avail:** 10,045 SF  
**Max Contig:** 8,340 SF  
**Smallest Space:** 162 SF  
**Rent/SF/Yr:** $16.00-$22.07  
**% Leased:** 78.2%  
**Expenses:** 1997 Combined Tax/Ops @ $8.50/sf; 1998 Est Ops @ $3.50/sf  
**Parking:** Ratio of 0.99/1,000 SF

**Landlord Rep:** Imperial Realty Company / Richard McCarty 773-736-4100x20 -- 10,045 SF (162-8,340 SF)

January 1998: Buildings purchased by Imperial Realty Company for an undisclosed price. Both the seller, Century Publishing, and buyer were represented by CB Commercial.

### Site 3: 1890 Maple Ave

**Evanston, IL 60201**  
**Cook County**  
**Building Type:** Class B Office  
**Status:** Built 1989  
**Building Size:** 40,521 SF  
**Typical Floor Size:** 14,333 SF  
**Stories:** 3  
**Space Avail:** 40,000 SF  
**Max Contig:** 40,000 SF  
**Smallest Space:** 40,000 SF  
**Rent/SF/Yr:** Negotiable  
**% Leased:** 1.3%  
**Expenses:** 2002 Combined Tax/Ops @ $14.15/sf; 2004 Est Ops @ $6.65/sf  
**Parking:** Surface Spaces @ $75.00/mo; Ratio of 10.00/1,000 SF

**Landlord Rep:** Company information unavailable at this time

The building, on a cornerstone location inside Northwestern University/Evanston Research Park, is designed for office and laboratories; each floor suits dry lab or office configurations and can accommodate wet lab operations, has a complete grounding system and bolstered electrical service. Central, built in neutralizing basin for laboratory waste. Its features include expanded wet lab capabilities (3rd floor, with 9.5' ceiling height and increased load bearing capacity), a graceful arched entrance (divides the building into two wings), a two-story circular atrium, lounges on the 2nd and 3rd floors, floor plans based on 30'x 30' structural bays and 5 foot office planning modules, the use of bays and L-shaped building design (reduces the need for interior columns), operable casement windows, a 24-hour card access security system, truck access loading docks (in rear), and paid parking. Fronting one of the two formal gateways to the 24-acre Research Park, the building is a short walking distance to Northwestern's main campus, shopping, commercial services and dining in downtown Evanston, and the Basic Industry Research Laboratory.

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ComEd Economic Development

1840 Oak Ave  
Evanston Enterprise Bldg  
Evanston, IL 60201  
Cook County

- Building Type: Class B Office
- Status: Built 1945, Renov 1990
- Building Size: 51,071 SF
- Typical Floor Size: 11,477 SF
- Stories: 4
- Expenses: 2002 Tax @ $4.83/sf, 2003 Est Tax @ $4.04/sf; 2002 Ops @ $4.70/sf, 2003 Est Ops @ $5.30/sf
- Space Avail: 6,130 SF
- Max Contig: 3,660 SF
- Smallest Space: 375 SF
- Rent/SF/Yr: $17.60-$24.00
- % Leased: 95.2%

Landlord Rep: Real Estate Investment & Solutions / Jeffrey Bernard 312-464-0100x2 -- 2,470 SF (375-870 SF)
Sublet Contact: Real Estate Investment & Solutions / Jeffrey Bernard 312-464-0100x2 -- 3,860 SF (3,660 SF)

Located within the Northwestern University/Evanston Research Park

Amenities Include: First floor café/deli, high speed Internet connection thru Northwestern University's Network, convenient parking with in/out privileges, easy access to nearby public transportation, restaurants, commercial services and hotel/conference facilities, interior loading dock and security system with electronic card-key building access and cameras.

Rent includes heat, air-conditioning and office cleaning.

This building is a former lumber warehouse and has 18 inch thick walls. The mezzanine is fully enclosed.

1880 Oak Ave  
Evanston, IL 60201  
Cook County  
S/W/C

- Building Type: Class B Office
- Status: Built Nov 1999
- Building Size: 38,346 SF
- Typical Floor Size: 12,116 SF
- Stories: 3
- Expenses: 2007 Tax @ $7.34/sf, 2008 Est Tax @ $4.42/sf; 2007 Ops @ $7.01/sf, 2008 Est Ops @ $6.59/sf
- Parking: Surface Spaces @ $80.00/mo; Ratio of 10.00/1,000 SF
- Space Avail: 13,591 SF
- Max Contig: 8,084 SF
- Smallest Space: 1,710 SF
- Rent/SF/Yr: $17.00
- % Leased: 62.6%

Landlord Rep: CB Richard Ellis / Daniel E. Graham 847-706-4032 -- 13,591 SF (1,710-8,084 SF)

Available as a 5 year lease at $17.00 NNN and also with a 2 year lease option for $29.00 G. Includes vanilla box build-out. Ample parking.

* Building constructed by Valenti Builders, Inc. Building will have an electrical and telecommunications raceway around the perimeter wall of the building. The building is a part of Northwestern University's connection to the Internet. Loft-style office building with 12' ceilings with an exposed metal truss, on-site executive parking and adjacent cafeteria and copy center. Roof top units located above the central core provide heat and cool air to zones within each floor of the building.

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# ComEd Economic Development

## 1603 Orrington Ave
1603 Orrington Bldg
Evanston, IL 60201
Cook County

**Building Type:** Class A Office  
**Status:** Built 1969, Renov 1999  
**Building Size:** 308,895 SF  
**Typical Floor Size:** 14,000 SF  
**Stories:** 20  
**Expenses:** 2008 Tax @ $2.30/sf, 2005 Est Tax @ $7.42/sf; 2008 Ops @ $8.06/sf, 2005 Est Ops @ $8.39/sf  
**Parking:** 300 Covered Spaces are available  
**Space Avail:** 93,890 SF  
**Max Contig:** 55,731 SF  
**Smallest Space:** 1,134 SF  
**Rent/SF/Yr:** $23.00-$39.12  
**% Leased:** 73.5%  

**Landlord Rep:** Golub & Company / Steve Degodny 847-852-7730 -- 77,012 SF (1,134-13,965 SF)  
**Leasing Company:** Metro Commercial Real Estate / Steven K. Baer 847-412-9898x5002 Meredith Oliver 847-412-9898x5003 -- 4,725 SF (4,725 SF)  
**Sublet Contact:** HSA Commercial Real Estate / Wayne Shulman 312-683-7236 -- 7,502 SF (7,502 SF)  
Studley Inc. / Jon Azulay 312-595-2942 Robert Sevirm 312-595-2952 -- 4,651 SF (4,651 SF)  

Tallest office building between Chicago and Milwaukee with Downtown location in Evanston with great views of Lake Michigan, Northwestern University, and Chicago skyline. Fiber optics, global communications capabilities and in-floor ducts on floors 12-19, ideal for flexible layout and cabling for voice, data and power. Two blocks from Davis Street CTA station and Metro Station. In-building heated parking garage and individual tenant HVAC is available. Adjacent hotel, restaurants, and shops within walking distance. 24-hour access and manned security.

## 930 N. Putter
Evanston, IL 60202
Cook County

**Building Type:** Class B Office/Office Live/Work Unit  
**Status:** Existing  
**Building Size:** 1,723 SF  
**Typical Floor Size:** -  
**Stories:** -  
**Space Avail:** 1,723 SF  
**Max Contig:** 1,723 SF  
**Smallest Space:** 1,723 SF  
**Rent/SF/Yr:** $16.62  
**% Leased:** 0%  

**Landlord Rep:** Prudential Preferred Properties / Dennis P. Dooley 312-264-1274 / Kathleen Cordes 312-604-6002 -- 1,723 SF (1,723 SF)  

Fabulous live/work space in Cinema Lofts/ 1700 SF of open space with plenty of room for work stations. Wired for computer, network, telephone. Kitchen and full bath. 1st floor has 1400 sq. ft. Loft has 275 sq. ft. Ideal for work/live situation. Seller Financing Available.

## 1740 Ridge Ave
Evanston, IL 60201
Cook County

**Building Type:** Class B Office  
**Status:** Built 1951, Renov 1980  
**Building Size:** 23,316 SF  
**Typical Floor Size:** 7,772 SF  
**Stories:** 3  
**Expenses:** 2000 Combined Tax/Ops @ $9.66/sf  
**Parking:** 20 free Surface Spaces are available; Ratio of 0.86/1,000 SF  
**Space Avail:** 2,488 SF  
**Max Contig:** 930 SF  
**Smallest Space:** 100 SF  
**Rent/SF/Yr:** $14.00  
**% Leased:** 89.3%  

**Landlord Rep:** Company information unavailable at this time

Elegant art deco former corporate headquarters conveniently located just west of thriving downtown Evanston's shops, transportation and services. On site management. Parking included. Available suites from 100 Sq. Ft. to 930 Sq. Ft.

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ComEd Economic Development

1822 Ridge Ave
White Iris Yoga
Evanston, IL 60201
Cook County

Building Type: Class C Office
Status: Built 1915, Renov 1990
Building Size: 35,000 SF
Typical Floor Size: 35,000 SF
Stories: 1
Expenses: 1998 Tax @ $1.31/sf
Parking: Ratio of 2.24/1,000 SF

Space Avail: 5,450 SF
Max Contig: 3,000 SF
Smallest Space: 1,100 SF
Rent/SF/Yr: $6.60-$15.56
% Leased: 84.4%

Landlord Rep: Real Estate Investment & Solutions / Jeffrey Bernard 312-464-0100x2 -- 5,450 SF (1,100-3,000 SF)

Outstanding value in this excellent location. Recently renovated offices available for immediate occupancy. Convenient to public transportation, restaurants, Northwestern University and Downtown Evanston. Indoor reserved parking available. Tenant controlled heat and air conditioning. Tenant pays for their own utilities unless noted.

1415 Sherman Ave
Evanston, IL 60201
Cook County

Building Type: Class B Office
Status: Existing
Building Size: 1,600 SF
Typical Floor Size: -
Stories: -

Space Avail: 1,600 SF
Max Contig: 1,600 SF
Smallest Space: 1,600 SF
Rent/SF/Yr: $28.00
% Leased: 0%

Sales Company: The Lord Companies, LLC: Keith Lord (312) 944-6270, Deena Zimmerman (312) 944-3759
Landlord Rep: The Lord Companies, LLC / Keith Lord 312-944-6270 / Deena Zimmerman 312-944-3759 -- 1,600 SF (1,600 SF)
### 1560 Sherman Ave
**Type:** Class A Office/Office Live/Work Unit  
**Status:** Built 1978  
**Building Size:** 369,500 SF  
**Typical Floor Size:** 20,527 SF  
**Stories:** 18  
**Expenses:** 2008 Tax @ $5.14/sf, 2005 Est Tax @ $4.70/sf; 2008 Ops @ $8.36/sf, 2005 Est Ops @ $6.92/sf  
**Parking:** 383 Covered Spaces are available; Ratio of 1.00/1,000 SF  
**Space Avail:** 11,461 SF  
**Max Contig:** 4,500 SF  
**Smallest Space:** 1,661 SF  
**Rent/SF/Yr:** $34.00  
**% Leased:** 100%  
**Landlord Rep:** Cushman & Wakefield, Inc. / Howard R. Perino 312-470-1827 -- 9,800 SF (1,702-4,500 SF)  
**Sublet Contact:** Cushman & Wakefield, Inc. / Howard R. Perino 312-470-1827 -- 1,661 SF (1,661 SF)

* Building has a 186-seat auditorium and 383-car covered parking.  
* On-site duplicating service, teleconference center, cigar store, and lower level.  
* Separate freight elevator and dock.  
* 24-hour security.  
* Cafeteria serving breakfast and lunch.

There is a sunken plaza in front of a low rise atrium wing at the north end of the building.

### 1601 Sherman Ave
**Type:** Class B Office/Office with street-level Retail  
**Status:** Built 1946, Renov 1985  
**Building Size:** 52,386 SF  
**Typical Floor Size:** 6,800 SF  
**Stories:** 6  
**Expenses:** 2003 Tax @ $2.10/sf  
**Space Avail:** 4,250 SF  
**Max Contig:** 1,750 SF  
**Smallest Space:** 400 SF  
**Rent/SF/Yr:** $15.00-$22.00  
**% Leased:** 91.9%  
**Landlord Rep:** Mavrakis Management / Theodore Mavrakis 847-657-1010 -- 4,250 SF (400-1,750 SF)

Located at the heart of the Evanston Town Centre. 600 car city parking garage located across the street. 1 Block to the "L", CTA and Northwestern trains. Public Transportation and located near hotels, restaurants, & banks. Mini-Suites available.

### 1718 Sherman Ave
**Type:** Class B Office  
**Status:** Built 1926, Renov 2004  
**Building Size:** 15,000 SF  
**Typical Floor Size:** 5,000 SF  
**Stories:** 3  
**Space Avail:** 1,150 SF  
**Max Contig:** 750 SF  
**Smallest Space:** 400 SF  
**Rent/SF/Yr:** $19.20-$19.90  
**% Leased:** 92.3%  
**Landlord Rep:** Schermerhorn & Co. / Jim Schermerhorn 847-869-4200 -- 1,150 SF (400-750 SF)
1724-1726 Sherman Ave
Evanston, IL 60201
Cook County

Building Type: Class C Office
Status: Built 1955, Renov 1993
Building Size: 6,000 SF
Typical Floor Size: 3,000 SF
Stories: 2
Space Avail: 600 SF
Max Contig: 600 SF
Smallest Space: 600 SF
Rent/SF/Yr: $15.00
% Leased: 90.0%

Landlord Rep: Imperial Realty Company / Richard McCarty 773-736-4100x20 -- 600 SF (600 SF)
The building has skylights and stained glass windows.

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1611 Simpson St
Excel Lofts
Evanston, IL 60201
Cook County

Building Type: Class B Office
Status: Built 1928, Renov Oct 2007
Building Size: 7,000 SF
Typical Floor Size: 3,435 SF
Stories: 2
Space Avail: 1,900 SF
Max Contig: 1,900 SF
Smallest Space: 1,900 SF
Rent/SF/Yr: $11.00
% Leased: 100%
Parking: 1 Covered Spaces are available; 1 Surface Spaces are available

Landlord Rep: Renaissance Realty & Renew Management Services / Mary McAuley 847-475-5120 -- 1,900 SF
(1,900 SF)

2007 complete renovation of landmark building less than 1 mile from downtown Evanston. Highly designed spaces with mosaic tiling and art nouveau ironwork throughout. 100 - 200 amp 3 phase 208 capacity & individual HVAC, all units equipped with private bath & kitchen. Rear & upper units may accommodate live/work.

---

1033 University Pl
University Place
Evanston, IL 60201
Cook County

Building Type: Class A Office
Status: Built 1991
Building Size: 55,685 SF
Typical Floor Size: 15,890 SF
Stories: 4
Space Avail: 7,506 SF
Max Contig: 3,213 SF
Smallest Space: 1,458 SF
Rent/SF/Yr: $17.00-$18.00
% Leased: 86.5%
Expenses: 2007 Tax @ $7.55/sf, 2008 Est Tax @ $8.24/sf, 2007 Ops @ $7.35/sf, 2008 Est Ops @ $6.59/sf
Parking: Surface Spaces @ $80.00/mo; Ratio of 10.00/1,000 SF


1033 University Place enjoys a convenient location within the Northwestern University/Evanston Research Park. The 24-acre Research Park is ideally located adjacent to downtown Evanston and the campus of Northwestern University, on the highly desirable North Shore. Just 30 minutes from O'Hare International Airport, 25 minutes from downtown Chicago, and a ten-minute walk from the beaches of Lake Michigan. Its features include a marble-clad lobby with rich wood paneling and a vaulted cove ceiling, limestone-like base with earth-tone brick, 2 wings on each floor, computerized energy management system, coded access card system for after hours entry, 3,000 lb capacity elevators, ample adjacent parking, proximity to major forms of public transportation, handsomely landscaped court yard that is shared with 1690 Maple Avenue, common vending lounge, proximity to area commerce, affiliation with Northwestern University (where tenants have access to a wide array of University facilities and services including an extensive library system, computing services, specialized research services, cultural events, and recreational sports facilities), and parking that is $75/month.

ComEd Economic Development
ComEd Economic Development

43 W Asbury
Osco Drug W/ Drive Thru
Pharmacy
Evanston, IL 60202
Cook County
SWC of Oakton and Asbury

Building Type: Retail/General Freestanding
Status: Built 1999
Building Size: 14,664 SF
Land Area: 1.18 AC
Stories: 1
Parking: 44 Surface Spaces are available; Ratio of 3.00/1,000 SF

Landlord Rep: Zilkin Realty & Development / 312-575-8650
Sublet Contact: Zilkin Realty & Development / -- 14,664 SF (14,664 SF)

Highly visible free-standing building with large parking field.
Lighted intersection with heavy commuter and neighborhood traffic.
Drive-thru opportunity.

2733 Central St
Evanston, IL 60201
Cook County

Building Type: Retail/Storefront
Retail/Residential
Status: Existing
Building Size: 10,088 SF
Land Area: 0.21 AC
Stories: 2


Retail building with apartment units on upper floor.

2535 Central St
Villa Centrale
Evanston, IL 60201
Cook County

Building Type: Retail/Storefront
Retail/Residential
Status: Built Dec 2006
Building Size: 30,000 SF
Land Area: 0.53 AC
Stories: 3
Expenses: 2006 Tax @ $0.15/sf

Landlord Rep: Edward Willer / Edward Willer 847-651-1929 -- 4,700 SF (2,100-2,600 SF)

Owner Motivated!! Will consider all offers!

Brand new retail condominiums. Located on high traffic Central Street. Located in newly constructed Italianate design mixed-use building. Parking in rear and underground.
ComEd Economic Development

3006 Central St
Evanston, IL 60202
Cook County

Building Type: Retail/General Freestanding
Status: Existing
Building Size: 15,000 SF
Land Area: 0.19 AC
Stories: 2

Space Avail: 15,000 SF
Max Contig: 15,000 SF
Smallest Space: 15,000 SF
Rent/SF/Yr: Negotiable
% Leased: 100%

Sales Company: The Kathryn Brown Group: Kathryn Brown (847) 676-1855
Landlord Rep: The Kathryn Brown Group / Kathryn Brown 847-876-1855 -- 15,000 SF (15,000 SF)

3330 Central St
Evanston, IL 60201
Cook County
S/E/C

Building Type: Retail/General Freestanding
Status: Built 2005
Building Size: 2,900 SF
Land Area: 0.36 AC
Stories: 1

Space Avail: 908 SF
Max Contig: 908 SF
Smallest Space: 908 SF
Rent/SF/Yr: $24.00
% Leased: 68.7%

Expenses: 2005 Combined Est Tax/ Ops @ $14.51/sf
Parking: 16 Surface Spaces are available; Ratio of 4.92/1,000 SF

Landlord Rep: Terraco, Inc. / Daniel J. Wander 847-679-6660x19
Leasing Company: Koenig & Strey GMAC / Brian Rieger 847-964-1554 -- 908 SF (908 SF)

Will be demolished by December 2003.
ComEd Economic Development

1239-1241 Chicago Ave
Noodle Garden
Evanston, IL 60202
Cook County
Corner of Dempster & Chicago

Building Type: Retail/Restaurant
Status: Built 1970
Building Size: 5,000 SF
Land Area: 0.08 AC
Stories: 1
Expenses: 2007 Tax @ $6.00/sf
Parking: 6 Surface Spaces are available; Ratio of 1.20/1,000 SF

Space Avail: 5,000 SF
Max Contig: 5,000 SF
Smallest Space: 2,500 SF
Rent/SF/Yr: $27.00
% Leased: 0%

Landlord Rep: OGI Development / Rick Johnstone 847-452-8289 -- 5,000 SF (2,500 SF)

40 car free (2-hr) public parking across the street. Property located across from train. 200 amp power.

816 Church St
Evanston, IL 60201
Cook County

Building Type: Retail/Storefront
Status: Built 1930
Building Size: 7,286 SF
Land Area: 0.16 AC
Stories: 2
Expenses: 1997 Tax @ $7.41/sf
Parking: 10 Surface Spaces are available; Ratio of 1.37/1,000 SF

Space Avail: 2,000 SF
Max Contig: 2,000 SF
Smallest Space: 2,000 SF
Rent/SF/Yr: $33.00
% Leased: 72.6%

Landlord Rep: Behles and Behles / Ken Behles 847-864-0440 -- 2,000 SF (2,000 SF)

Property Description: MULTI-TENANT RETAIL BUILDING

1012-1016 Church St
Evanston, IL 60201
Cook County

Building Type: Retail/Storefront
Status: Existing
Building Size: 23,568 SF
Land Area: 0.49 AC
Stories: 3

Space Avail: 15,712 SF
Max Contig: 7,856 SF
Smallest Space: 7,856 SF
Rent/SF/Yr: $27.50
% Leased: 33.3%

Landlord Rep: Millennium Properties R/E, Inc. / Dan J. Hyman 312-338-3003 -- 15,712 SF (7,856 SF)

General retail building.

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<table>
<thead>
<tr>
<th>Building Type: Retail/Storefront</th>
</tr>
</thead>
<tbody>
<tr>
<td>Status: Built 1926</td>
</tr>
<tr>
<td>Building Size: 13,705 SF</td>
</tr>
<tr>
<td>Land Area: 0.32 AC</td>
</tr>
<tr>
<td>Stories: 2</td>
</tr>
<tr>
<td>Parking: 8 Surface Spaces are available</td>
</tr>
</tbody>
</table>

**51**

518 Davis St
Evanston, IL 60201
Cook County

Space Avail: 3,000 SF
Max Contig: 3,000 SF
Smallest Space: 500 SF
Rent/SF/Yr: Negotiable
% Leased: 78.1%

Landlord Rep:  Ted Pirpiris / Ted Pirpiris 847-657-1010 -- 3,000 SF (500-3,000 SF)

<table>
<thead>
<tr>
<th>Building Type: Retail</th>
</tr>
</thead>
<tbody>
<tr>
<td>Status: Built 1890</td>
</tr>
<tr>
<td>Building Size: 2,200 SF</td>
</tr>
<tr>
<td>Land Area: -</td>
</tr>
<tr>
<td>Stories: 1</td>
</tr>
</tbody>
</table>

**52**

602 Davis St
Evanston, IL 60201
Cook County

Space Avail: 2,200 SF
Max Contig: 2,200 SF
Smallest Space: 2,200 SF
Rent/SF/Yr: $25.64
% Leased: 0%

Landlord Rep:  Wesley Realty Group / William Melody 847-674-1416x13 -- 2,200 SF (2,200 SF)

<table>
<thead>
<tr>
<th>Building Type: Retail/Storefront</th>
</tr>
</thead>
<tbody>
<tr>
<td>Status: Under Construction, delivers Dec 2008</td>
</tr>
<tr>
<td>Building Size: 5,400 SF</td>
</tr>
<tr>
<td>Land Area: -</td>
</tr>
<tr>
<td>Stories: 1</td>
</tr>
<tr>
<td>Parking: 3 free Surface Spaces are available</td>
</tr>
</tbody>
</table>

**53**

607 Davis St
Evanston, IL 60201
Cook County

Space Avail: 5,400 SF
Max Contig: 5,400 SF
Smallest Space: 1,800 SF
Rent/SF/Yr: $35.00
% Leased: 0%

Landlord Rep:  Bradford Allen Realty ServicesEd Schwartz 312-994-5779 -- 5,400 SF (1,800 SF)

Features
- Prime Davis Street Location
- New Construction
- Delivered Ready for New Tenant Installation
- Full Glass Frontage and Skylights
- State of the art HVAC
- 400 Amp Electric
- Heavy Pedestrian Traffic
- 1 1/2 blocks from Metra & CTA stations
- 1 block from city parking garages
- 1 block from Whole Foods
### 612 Davis St
**Address:** Evanston, IL 60201  
**County:** Cook  
**Type:** Retail/Storefront Retail/Office  
**Space Avail:** 1,800 SF  
**Max Contig:** 1,800 SF  
**Smallest Space:** 1,800 SF  
**Rent/SF/Yr:** $28.00  
**% Leased:** 62.5%  
**Land Area:** -  
**Stories:** 2  
**Parking:** 2 Surface Spaces are available  
**Landlord Rep:** Wesley Realty Group / William Melody 847-674-1416x13 -- 1,800 SF (1,800 SF)

---

### 1900-1988 Dempster St
**Address:** Evanston Plaza  
**County:** Cook  
**Type:** Retail (Community Ctr)  
**Built Year:** 1987, Renov 2002  
**Space Avail:** 36,430 SF  
**Max Contig:** 6,047 SF  
**Smallest Space:** 1,000 SF  
**Rent/SF/Yr:** $11.00-$16.00  
**% Leased:** 84.2%  
**Land Area:** 15 AC  
**Stories:** 1  
**Parking:** 892 Surface Spaces are available; Ratio of 4.37/1,000 SF  
**Landlord Rep:** Joseph Freed & Associates, LLC / Tom Walsh 312-675-5500 -- 36,430 SF (1,000-6,047 SF)

---

### 2400-2410 Dempster St
**Address:** Evanston Auto Care Center  
**County:** Cook  
**Type:** Retail/Auto Repair (Strip Ctr)  
**Built Year:** 1990  
**Space Avail:** 1,300 SF  
**Max Contig:** 1,300 SF  
**Smallest Space:** 1,300 SF  
**Rent/SF/Yr:** $16.00  
**% Leased:** 84.7%  
**Land Area:** -  
**Stories:** 1  
**Expenses:** 2003 Combined Tax/Ops @ $0.46/sf  
**Parking:** 21 Surface Spaces are available; Ratio of 2.10/1,000 SF  
**Landlord Rep:** Company information unavailable at this time

---

**Automotive Center** anchored by Midas Muffler, Independent Transmission Shop, and Pit Pros.  
**Near Dominick Anchoraged Food Shopping Center**  
**High Density Population**  
**Daytime-Work Population**

---

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12/10/2008  
Page 22
<table>
<thead>
<tr>
<th>Building</th>
<th>Address</th>
<th>Type</th>
<th>Condition</th>
<th>Size</th>
<th>Smallest</th>
<th>Rent/SF/yr</th>
<th>Leased</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dodge Ave Building 1</td>
<td>Evanston, IL 60202</td>
<td>Retail/Community Ctr</td>
<td>Existing</td>
<td>83,909 SF</td>
<td>1,212 SF</td>
<td>Negotiable</td>
<td>61.4%</td>
</tr>
<tr>
<td>Dodge Ave @ Dempster St Building 3</td>
<td>Evanston, IL 60202</td>
<td>Retail/Community Ctr</td>
<td>Existing</td>
<td>16,523 SF</td>
<td>1,802 SF</td>
<td>Negotiable</td>
<td>52.5%</td>
</tr>
<tr>
<td>Dodge Ave @ Dempster St Building 2</td>
<td>Evanston, IL 60202</td>
<td>Retail/Community Ctr</td>
<td>Existing</td>
<td>97,418 SF</td>
<td>1,000 SF</td>
<td>Negotiable</td>
<td>93.1%</td>
</tr>
</tbody>
</table>

**Landlord Rep:** Atlas Partners Commercial Brokerage, LLC / Michael Karpik 312-516-5704 -- (812-6,105 SF)
## 1300-1338 Dodge Ave
**Auto Fitness Center**  
**Evanston, IL 60201**  
**Cook County**

- **Building Type:** Retail/Auto Dealership
- **Status:** Built 1984
- **Building Size:** 11,500 SF
- **Land Area:** 3.67 AC
- **Stories:** 1
- **Parking:** 79 Surface Spaces are available; Ratio of 3.00/1,000 SF
- **Space Avail:** 2,800 SF  
  - Max Contg: 2,800 SF  
  - Smallest Space: 2,800 SF  
  - Rent/SF/Yr: $17.00  
  - % Leased: 75.7%

**Landlord Rep:** Company information unavailable at this time

Six bays and a service desk.

## 1459-1463 Elmwood Ave
**Evanston, IL 60201**  
**Cook County**

- **Building Type:** Retail/Strip Ctr
- **Status:** Renov 1986
- **Building Size:** 3,800 SF
- **Land Area:** 0.35 AC
- **Stories:** 1
- **Expenses:** 2006 Tax @ $7.29/sf
- **Parking:** 8 Surface Spaces are available; Ratio of 2.67/1,000 SF
- **Space Avail:** 1,064 SF  
  - Max Contg: 1,064 SF  
  - Smallest Space: 1,064 SF  
  - Rent/SF/Yr: $19.00  
  - % Leased: 72.6%

**Sales Company:** Smith Commercial Real Estate  
**Landlord Rep:** Smith Commercial Real Estate / Lynn E. Smith 847-295-2600 – 1,064 SF (1,064 SF)

**Property Description:** Strip Center
## ComEd Economic Development

### 911 Foster
**Evanston, IL 60201**  
**Cook County**

- **Building Type:** Retail/Storefront  
- **Status:** Existing  
- **Building Size:** 4,000 SF  
- **Land Area:** 0.26 AC  
- **Stories:** 1  
- **Parking:** 10 Surface Spaces are available

- **Space Avail:** 4,000 SF  
- **Max Contig:** 4,000 SF  
- **Smallest Space:** 4,000 SF  
- **Rent/SF/Yr:** $12.00  
- **% Leased:** 0%

**Landlord Rep:** Lakeshore Partners / John Adamson 847-570-9911 -- 4,000 SF (4,000 SF)

**Property Description:** Storefront

---

### 2510 Green Bay Rd
**Domicile Furniture Building**  
**Evanston, IL 60201**  
**Cook County**

- **Building Type:** Retail/General Freestanding  
- **Status:** Built 1926  
- **Building Size:** 16,000 SF  
- **Land Area:** 0.46 AC  
- **Stories:** 1  
- **Parking:** 13 Surface Tandem Spaces are available; Ratio of 0.80/1,000 SF

- **Space Avail:** 16,000 SF  
- **Max Contig:** 16,000 SF  
- **Smallest Space:** 16,000 SF  
- **Rent/SF/Yr:** $10.00  
- **% Leased:** 0%

**Expenses:**  
- 2005 Tax @ $3.45/sf; 2008 Ops @ $4.88/sf

**Sales Company:** Laurence Bowman: Larry Bowman (847) 361-6172;  
Law Offices Of Cantarelli & Galasek: John N. Galasek (773) 889-5800

**Landlord Rep:** Coldwell Banker Residential Brokerage / Donna Agnew 847-316-8523

**Leasing Company:** Laurence Bowman / Larry Bowman 847-361-6172 -- 16,000 SF (16,000 SF)

On northwest side of Evanston along high-traffic Green Bay Road, just south of Central Street (just north of Lincoln St), directly across the street from one of the largest Northwestern Metra train stations on the North Shore. Next door to small strip center with FedEx/Kinkos, Gino's East Pizzeria and music store. Close to Northwestern University, Dominick's and Jewel grocery stores, Office Depot, etc. On primary traffic route from NW Evanston to Chicago and North Shore suburbs.

**Owner financing available at low rate.**
<table>
<thead>
<tr>
<th>Property</th>
<th>Address</th>
<th>Building Type</th>
<th>Status</th>
<th>Space Avail</th>
<th>Max Contig</th>
<th>Smallest Space</th>
<th>Rent/SF/Yr</th>
<th>% Leased</th>
</tr>
</thead>
<tbody>
<tr>
<td>309-321 Howard St</td>
<td>Evanston, IL 60202</td>
<td>Retail/Storefront Retail/Residential</td>
<td>Existing</td>
<td>1,980 SF</td>
<td>1,150 SF</td>
<td>830 SF</td>
<td>$14.00-$15.00</td>
<td>60.4%</td>
</tr>
<tr>
<td>519 Howard St</td>
<td>Evanston, IL 60202</td>
<td>Retail/Auto Repair</td>
<td>Existing</td>
<td>7,000 SF</td>
<td>7,000 SF</td>
<td>7,000 SF</td>
<td>Negotiable</td>
<td>100%</td>
</tr>
<tr>
<td>619-621 Howard St</td>
<td>Evanston, IL 60202</td>
<td>Retail/Storefront</td>
<td>Existing</td>
<td>4,932 SF</td>
<td>4,932 SF</td>
<td>4,932 SF</td>
<td>$10.00</td>
<td>50.7%</td>
</tr>
<tr>
<td>711 Howard St</td>
<td>Evanston, IL 60202</td>
<td>Retail/Storefront</td>
<td>Existing</td>
<td>2,500 SF</td>
<td>2,500 SF</td>
<td>2,500 SF</td>
<td>Negotiable</td>
<td>100%</td>
</tr>
</tbody>
</table>

Landlord Rep: [ComEd Economic Development] Universal Realty Group, Inc. / Ben Fonte 773-338-2222 -- 1,980 SF (830-1,150 SF)

The property is made up of a 3,640 square foot auto repair shop and a 3,500 square foot lower level that has an accessible alley/ramp. Its additional features include a drive in door.

Landlord Rep: Company information unavailable at this time

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### 1805 Howard St
**Evanston, IL 60202**
**Cook County**

- **Building Type:** Retail/General Freestanding
- **Status:** Existing
- **Building Size:** 2,400 SF
- **Land Area:** 0.23 AC
- **Stories:** 1
- **Space Avail:** 2,400 SF
- **Max Contig:** 2,400 SF
- **Smallest Space:** 2,400 SF
- **Rent/SF/Yr:** Negotiable
- **% Leased:** 0%

**Sales Company:** Koenig & Strey GMAC; Vicki Harrison (312) 204-5000
**Landlord Rep:** Koenig & Strey GMAC / Vicki Harrison 312-204-5000 — 2,400 SF (2,400 SF)

### 313-315 W Howard
**Evanston, IL 60201**
**Cook County**

- **Building Type:** Retail/Storefront
- **Status:** Existing
- **Building Size:** 17,000 SF
- **Land Area:** -
- **Stories:** 2
- **Space Avail:** 1,980 SF
- **Max Contig:** 1,150 SF
- **Smallest Space:** 830 SF
- **Rent/SF/Yr:** $12.00
- **% Leased:** 98.4%

**Landlord Rep:** Universal Realty Group, Inc. / Andrew Patras 773-290-6815 / John Argianas 773-338-2222 — 1,880 SF (830-1,150 SF)

### 2400-2498 Main St
**Evanston, IL 60202**
**Cook County**
SEC of Main St & McCormick Blvd

- **Building Type:** Retail (Community Ctr)
- **Status:** Built 1985, Renov 2005
- **Building Size:** 126,294 SF
- **Land Area:** 10.54 AC
- **Stories:** 1
- **Parking:** 820 Surface Spaces are available; Ratio of 3.68/1,000 SF
- **Space Avail:** 17,004 SF
- **Max Contig:** 10,990 SF
- **Smallest Space:** 2,139 SF
- **Rent/SF/Yr:** $27.00-$28.00
- **% Leased:** 86.5%

**Landlord Rep:** Metro Commercial Real Estate / Steven K. Baer 847-412-9898x5002
**Leasing Company:** Mid-America Real Estate Corporation / Margot Graham 830-954-7307 — 17,004 SF (2,139-10,990 SF)

Large shopping center located in a densely populated area right on Main Street.
ComEd Economic Development

1567 Maple Ave
Evanston, IL 60201
Cook County

Building Type: Retail
Status: Under Construction, delivers 2009
Building Size: 1,697 SF
Land Area: 0.53 AC
Stories: 12
Parking: Ratio of 1.97/1,000 SF

Space Avail: 1,697 SF
Max Contgl: 1,697 SF
Smallest Space: 1,697 SF
Rent/SF/Yr: $33.00
% Leased: 0%

Landlord Rep: The Lord Companies, LLC / Keith Lord 312-944-6270 -- 1,697 SF (1,697 SF)

1580 Maple Ave
Evanston, IL 60201
Cook County

Building Type: Retail/Storefront
Status: Built 1950
Building Size: 4,341 SF
Land Area: .
Stories: 1

Space Avail: 1,200 SF
Max Contgl: 1,200 SF
Smallest Space: 1,200 SF
Rent/SF/Yr: $10.00
% Leased: 72.4%

Landlord Rep: Farmsworth-Hill, Inc. / James R. Nash 847-328-3330 -- 1,200 SF (1,200 SF)

1642 Maple Ave
Church Street Station
Evanston, IL 60201
Cook County

Building Type: Retail/Storefront
Retail/Residential (Strip Ctr)
Status: Existing
Building Size: 17,000 SF
Land Area: .
Stories: 16

Space Avail: 1,995 SF
Max Contgl: 1,995 SF
Smallest Space: 1,995 SF
Rent/SF/Yr: $27.00
% Leased: 83.3%

Landlord Rep: Horizon Realty Services, Inc. / Stuart B. Lenhoff 847-870-8585x213 / Barry Millman 847-870-8585x214 -- 1,995 SF (1,995 SF)

1700 Maple Ave
Evanston, IL 60201
Cook County

Building Type: Retail/General Freestanding
Status: Existing
Building Size: 20,798 SF
Land Area: .
Stories: 2

Space Avail: 20,798 SF
Max Contgl: 20,798 SF
Smallest Space: 9,167 SF
Rent/SF/Yr: Negotiable
% Leased: 100%

Landlord Rep: Mid-America Real Estate Corporation / Michael Mason 630-954-7240 -- 20,798 SF (9,167-11,831 SF)
ComEd Economic Development

1701 Maple Ave
Church Street Plaza
Evans ton, IL 60201
Cook County

Building Type: Retail (Lifestyle Ctr)
Status: Built 2001
Building Size: 417,000 SF
Land Area: 2.16 AC
Stories: 2
Expenses: 2005 Combined Tax/Ops @ $5.10/sf
Parking: 1400 Covered Spaces are available; Ratio of 3.36/1,000 SF

Landlord Rep: Mid-America Real Estate Corporation / Elizabeth H. Krebs 630-654-7362 -- 11,500 SF (2,500-4,500 SF)

Church Street Plaza is a mixed-use urban development located in the heart of historic downtown Evanston, Illinois. The main pavilion will house distinct art and first run cinemas, as well as approximately 80,000 square feet of retail and restaurant tenants.

Other components include a 1,400-car municipal parking garage, a first-class hotel, and a high-end rental apartment building consisting of 250-units. The Plaza is within walking distance of Northwestern University and Lake Michigan.

1740-1744 Oak Ave
Evans ton, IL 60201
Cook County

Building Type: Retail
Status: Existing
Building Size: 9,763 SF
Land Area: -
Stories: -

Space Avail: 5,645 SF
Max Config: 5,645 SF
Smallest Space: 5,645 SF
Rent/SF/Yr: $35.00
% Leased: 42.2%

Sales Company: The Lord Companies, LLC: Keith Lord (312) 944-6270, Heide Schultz (312) 944-6270 x14
Landlord Rep: The Lord Companies, LLC / Keith Lord 312-944-6270 / He ide Schultz 312-944-6270x14 -- 5,645 SF (5,645 SF)
2424 Oakton St  
Evanston, IL 60202  
Cook County

Building Type: Retail/General Freestanding  
Space Avail: 15,200 SF

Status: Under Construction, delivers Apr 2009  
Max Contig: 15,200 SF

Building Size: 25,700 SF  
Smallest Space: 1,400 SF

Land Area: 7.09 AC  
Rent/SF/Yr: $26.95

Stories: 1  
% Leased: 40.9%

Landlord Rep: Lee Fry Companies Inc.  
Leslie James 630-985-9454 -- 15,200 SF (1, 400-15,200 SF)

1629 Orrington Ave  
Evanston, IL 60201  
Cook County

Building Type: Retail/General Freestanding  
Space Avail: 31,357 SF

Status: Built 1989  
Max Contig: 31,357 SF

Building Size: 31,357 SF  
Smallest Space: 3,385 SF

Land Area: -  
Rent/SF/Yr: Negotiable

Stories: 2  
% Leased: 0%

Expenses: 1996 Combined Tax/Ops @ $0.41/sf

Landlord Rep: Golub & Company / Steve Degodny  
847-952-7730 -- 31,357 SF (15,678-15,679 SF)

Leasing Company: Metro Commercial Real Estate / Steven K. Baer  
847-412-9898x5002 Meredith Oliver  
847-412-9898x5003 -- 17,648 SF (3,385-17,648 SF)

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<table>
<thead>
<tr>
<th>Building Type: Retail/General Freestanding</th>
<th>Building Type: Retail/Storefront Retail/Residential</th>
</tr>
</thead>
<tbody>
<tr>
<td>Status: Under Renovation</td>
<td>Status: Built 1920</td>
</tr>
<tr>
<td>Building Size: 50,000 SF</td>
<td>Building Size: 47,203 SF</td>
</tr>
<tr>
<td>Land Area: -</td>
<td>Land Area: 0.79 AC</td>
</tr>
<tr>
<td>Stories: -</td>
<td>Stories: 4</td>
</tr>
<tr>
<td>Space Avail: 50,000 SF</td>
<td>Space Avail: 10,000 SF</td>
</tr>
<tr>
<td>Max Contig: 50,000 SF</td>
<td>Max Contig: 10,000 SF</td>
</tr>
<tr>
<td>Smallest Space: 50,000 SF</td>
<td>Smallest Space: 10,000 SF</td>
</tr>
<tr>
<td>Rent/SF/Yr: Negotiable</td>
<td>Rent/SF/Yr: $15.00</td>
</tr>
<tr>
<td>% Leased: 0%</td>
<td>% Leased: 0%</td>
</tr>
<tr>
<td>Landlord Rep: Metro Commercial Real Estate / Steven K. Baer 847-412-9896x5002 / Meredith Oliver 847-412-9896x5003 -- 50,000 SF (50,000 SF)</td>
<td>Landlord Rep: Company Information unavailable at this time</td>
</tr>
</tbody>
</table>

Located in downtown Evanston - a unique mix of retail space, restaurants, high-rise residential, office space, and Northwestern University. Nearly 300,000 SF of new retail space located in immediate area, including Sherman Plaza & Church St. Plaza - with more retail planned.

<table>
<thead>
<tr>
<th>Building Type: Retail/Storefront</th>
</tr>
</thead>
<tbody>
<tr>
<td>Status: Existing</td>
</tr>
<tr>
<td>Building Size: 34,560 SF</td>
</tr>
<tr>
<td>Land Area: 0.11 AC</td>
</tr>
<tr>
<td>Stories: 2</td>
</tr>
<tr>
<td>Space Avail: 22,780 SF</td>
</tr>
<tr>
<td>Max Contig: 17,280 SF</td>
</tr>
<tr>
<td>Smallest Space: 5,500 SF</td>
</tr>
<tr>
<td>Rent/SF/Yr: $30.00</td>
</tr>
<tr>
<td>% Leased: 34.1%</td>
</tr>
<tr>
<td>Landlord Rep: CB Richard Ellis / Sharon Kahan 312-297-7679 / Daniel Jacobson 312-861-7620 -- 22,780 SF (5,500-17,280 SF)</td>
</tr>
</tbody>
</table>

Rare opportunity located at the most prominent corner in Downtown Evanston; the hub of the North Shore. The space is directly across the street from the newly constructed 150,000 SF Sherman Plaza, as well as the new parking deck for Downtown Evanston; Evanston is home to Northwestern University which has 7,826 undergraduates, 6,282 postgraduates and 2,563 faculty members; Evanston also boasts over 100 restaurants including the nearby: Le Peep, Fiat Top Grill, Merle's Barbeque, Panera Bread, Iulo's, Narra Restaurant, Stained Glass and Blu Coral Japanese Restaurant; Other area tenants include: The North Face, Levi's, Urban Outfitters, American Apparel, Borders, Whole Foods, Design Within Reach, The Gap and Hanes Shoes, as well as a slew of local retailers; The Century Movie Theaters, with the highest volumes on the North Shore, are located just two blocks west at Church and Maple; Located two blocks east of the CTA and Metra Station, which serve over 1.2 million riders per year.
### 1734 Sherman Ave
Evanston, IL 60201
Cook County

<table>
<thead>
<tr>
<th>Building Type: Retail/Storefront</th>
</tr>
</thead>
<tbody>
<tr>
<td>Status: Built 1951</td>
</tr>
<tr>
<td>Building Size: 4,600 SF</td>
</tr>
<tr>
<td>Land Area: 0.12 AC</td>
</tr>
<tr>
<td>Stories: 1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Space Avail: 3,000 SF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Max Contig: 3,000 SF</td>
</tr>
<tr>
<td>Smallest Space: 3,000 SF</td>
</tr>
<tr>
<td>Rent/SF/Yr: $38.00</td>
</tr>
<tr>
<td>% Leased: 34.8%</td>
</tr>
</tbody>
</table>

Landlord Rep: Grubb & Ellis / Brad Teitelbaum 312-224-3136 → 3,000 SF (3,000 SF)

This rare street level retail opportunity at 1734 N. Sherman Avenue is located in the heart of vibrant downtown Evanston. This site is steps away from Northwestern University, numerous new condominium developments, and a strong daytime population.

### 1601 Simpson St
Evanston, IL 60201
Cook County

<table>
<thead>
<tr>
<th>Building Type: Retail/Restaurant</th>
</tr>
</thead>
<tbody>
<tr>
<td>Status: Built 2003</td>
</tr>
<tr>
<td>Building Size: 1,350 SF</td>
</tr>
<tr>
<td>Land Area: 0.16 AC</td>
</tr>
<tr>
<td>Stories: 2</td>
</tr>
</tbody>
</table>

| Parking: 2 Surface Spaces are available |

<table>
<thead>
<tr>
<th>Space Avail: 1,350 SF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Max Contig: 1,350 SF</td>
</tr>
<tr>
<td>Smallest Space: 1,350 SF</td>
</tr>
<tr>
<td>Rent/SF/Yr: $16.00</td>
</tr>
<tr>
<td>% Leased: 0%</td>
</tr>
</tbody>
</table>

Landlord Rep: Renaissance Realty & Renew Management Services / Mary McAuley 847-475-5120 → 1,350 SF (1,350 SF)

This is a restaurant space. Largely equipped kitchen. There are no CAM charges.

This building is located 2 blocks from city hall.
# Report Criteria

## Location
- **Location method**: City
- **Cities**: Evanston (IL)

## Space
- **Available Space**: from 100 SF contig in building
- **Space Options**: Exclude if Not For Lease

## Property
- **Type**: Industrial, Flex, Office, Retail
- **Status**: Existing, Under Construction, Under Renovation, Proposed
MONTHLY RETT REPORT FOR SEPTEMBER 2008

DATE: October 10, 2008
TO: Mayor and Aldermen
FROM: Rodney Greene, City Clerk
       Mayre Press, Deputy Clerk
SUBJECT: RETT Report—SEPTEMBER 2008

Budget 2008-09 $3,700,000

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* September 2008 revenues were reduced to reflect these expenditures: FedEx $106, Elaine Jacobson $820, Refunds $3,350 = Total $5,501

Monthly average needed to meet Budget $308,333
FY 2008-09 Monthly Average $237,660

50 exempts @ $100 ea = $5,000; CUMULATIVE $38,100

Five (5) -- $1 million plus transaction for SEPTEMBER 2008

09-17-08–845 Dodge Ave.; $2,800,000; Tax $13,000; Seller-839 Dodge LLC; Buyer-Avakian
09-19-08–1118 Sheridan Rd.; $1,700,000; Tax $5,500; Seller-Metzner; Buyer-Wold
09-23-08–1419 Judson Ave.; $1,000,000; Tax $5,000; Seller-Cogell; Buyer-Roffison
09-24-08–616-626 Hull Tr.; $1,415,000; Tax $7,075; Seller-Trudik; Buyer-526 Hull LLC
9-29-08–2118-2118 Central St.; $2,050,000; Tax $10,250; Seller-Perry Properties LLC; Buyer-2116 Central LLC
MONTHLY RETT REPORT FOR OCTOBER 2008

DATE: November 6, 2008
TO: Mayor and Aldermen
FROM: Rodney Greene, City Clerk
Mayre Press, Deputy Clerk
SUBJECT: RETT Report—OCTOBER 2008

| Budget 2008-09 | $3,700,000 |

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* October 2008 revenues were reduced to reflect these expenditures: FedEx $89, Elaine Jacobson $420, Refunds $4,390 = Total <4,899>*

Monthly average needed to meet Budget $308,333
FY 2008-09 Monthly Average $220,351

52 exempts @ $100 ea = $5,200; CUMULATIVE $43,300

There were no $1 million sales in October 2008.
MONTHLY RETT REPORT FOR NOVEMBER 2008

DATE: December 8, 2008
TO: Mayor and Aldermen
FROM: Rodney Greene, City Clerk
       Mayre Press, Deputy Clerk
SUBJECT: RETT Report--NOVEMBER 2008

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* November 2008 revenues were reduced to reflect these expenditures: FedEx $67, Elaine Jacobson $440, Refunds $0 = Total <$507>

Monthly average needed to meet Budget $308,333
FY 2008-09 Monthly Average $208,078

34 exemts @ $100 ea = $3,400; CUMULATIVE $46,700

There were three (3) $1 million sales in November 2008.

11-03-08--930 Edgemere Ct.; $1,650,000; Tax $8,250; Seller-Schreiber; Buyer-Morrison/Minz
11-12-08--726 Millburn, $1,177,500; Tax $5,890; Seller-Kozlura; Buyer-Lohr
11-17-08--2315 Forestview Rd., $1,237,500; Tax $6,190; Seller-Hauber; Buyer-Mertz
Design and Capital Improvements

Design guidelines help spur revitalization of destination downtown

Downtown design guidelines have helped Pittsburg, CA (pop. 56,770), a city traditionally known as a blue-collar area, break a reinv estment impasse and pave the way for a full-scale makeover. Redevelopment projects and events are repositioning the city’s Old Town into a vibrant community center where people meet to socialize, stroll the promenade of the adjacent marina, dine out, and shop.

The City of Pittsburg and the Pittsburg Redevelopment Agency successfully sparked redevelopment activity by creating a planning structure supportive of bringing more upscale retailers to Old Town.

Frumpy downtown sorely needed a makeover

The problem in attracting high-end retail and restaurant tenants was that the Old Town was more frumpy-suburban than urban-chic. A janitorial supply store and a plumber operated out of buildings fronting downtown’s main street! The downtown had turned into a district that supported mostly industrial and office uses and the rents reflected that.

None of the property owners wanted to be the first to take the leap of faith and invest in their building. Existing retail businesses were not willing to invest to improve the interior because they looked across the street and saw office and industrial uses rather than foot traffic and competition.

In response to this impasse, the city and redevelopment agency implemented the Old Town Pittsburg Design Guidelines and Principles to promote the creation of urban-oriented storefronts and signage. New Old Town businesses had to be assured that all other businesses and the surrounding property owners would be held to the same standard as they were.

Zoning district gives teeth to guidelines

To give ‘teeth’ to its downtown design guidelines, completed in 2005, the city designated a specific zoning district for its Old Town core, the CP District, and updated the non-conforming section of the code. The stated goals for the CP District are, “To provide a vibrant destination area that caters to pedestrian shoppers and visitors in the downtown commercial core. Permitted uses on ground floor along the primary corridor consist primarily of pedestrian-oriented retail, entertainment, restaurants, and galleries. Office uses are permitted above/below the ground floor and beyond the primary corridor of the CP District to increase the downtown population and employment/shopper base without detracting from the ground floor pedestrian retail synergy desired along the primary corridor.”

The CP District established that any new business license and any new building permit within the district triggers requirements for substantial compliance with the new design guidelines.

If they do not comply, noncompliance is treated like a normal code violation, through citations, fines, and liens. Since the CP District was established, three businesses have implemented the design guidelines, and three more are in the pipeline for implementation.

Old Town Pittsburg has benefited from over $150 million in redevelopment agency and private business investment over the past two years.

Now that the district is established and active, city staffers make sure that all planning staffers are aware of the CP District, and anybody that inquires about placing a business within the CP District is told up front about the requirements. Contact: City of Pittsburg, www.ci.pittsburg.ca.us.

Recruitment, special events support investments in physical upgrades

To attract the quality retailers sought for the Old Town of Pittsburg, CA, the redevelopment agency contracted with a retail-marketing firm to market the growing downtown retail opportunity.

In addition, the agency is providing over $600,000 annually to market and promote Old Town, including an event calendar featuring over 100 special events from the weekly Farmers’ Market and Car Show to Fourth of July and Pittsburg’s signature community event, the annual Pittsburg Seafood Festival in September.
of sweeping may in practice be. Even New York City recently revealed its uncertainty as to whether daily-opposite-sides-of-the-street cleaning is necessary.

Some BIDs start sweeping early so that the ratepayers will see that they are getting something in return for their fees. The uniformed sweepers serve as an expensive ad for BID benefits. Other benefits, such as marketing, are less visible in the early months and there are pressures to do something quickly. Once started, sweeping is rarely cut back irrespective of conditions and of other potential claims for BID funds.

It is common for BIDs to devote 30 percent of their assessment revenues to sidewalk cleaning. More often than not, BIDs maintain the same level of cleaning services from year to year without asking whether it is a justified expense; what, if anything, is the value added? What would happen if the service was reduced by half? One BID stopped cleaning for several months because the mechanical sweeper was out of service (a common experience). Few ratepayers complained, and a survey of assessment payers rated sidewalk cleaning low among downtown priorities for the coming year. Still, the board determined to keep the same cleaning schedule. Foot traffic and retail offerings continued to decline, but the pavements remained pristine. Might the funds reserved for sweeping have been better used to draw more customers?

About 70 percent of sidewalk litter is related to things people put in their mouths: food, food wrappers, chewing gum, and tobacco, most prominently. Litter tends to accumulate in places such as bus stops where students gather and near places where take-out food is sold. A proposal in Newark, NJ to increase the BID fee where properties included take-out food shops was justified on the basis of the added cost of cleaning associated with these locations, but the idea was lost in the approval process.

Before the emergence of BIDs, New York City organized a periodic inspection of the amount of litter in each commercial center. Times Square, since the BID, tends to be among the best performers, a point they include in their publicity. While it is sometimes discussed in BID planning, few BIDs try education or regular inspections and ratings as antidotes to accumulating waste.

Might there be other options? At the next reauthorization, might the BID make a case to shift some or all of cleaning costs to the local authority, devoting the savings to a BID economic development or marketing benefit beyond the local government’s abilities, one calculated to increase governmental as well as BID revenues?

Best use of downtown improvement funds? Is there too much cleaning? In most BIDs this is probably true. Many BID boards that now pay for daily cleaning may only require this attention after festivals and before evenings and weekends if many stores are open and foot traffic is highest. Second only to customer-generating marketing, pavement cleaning is certainly the second-largest expenditure both in number of BIDs and budgetary allocation.

More serious is the underlying reason for too much cleaning: BIDs are typically slack in challenging their own assumptions. BIDs are intended to improve business profitability and enhance property values. Except in the extreme cases in large, dense cities with heavy foot traffic, there is little evidence that daily cleaning is an essential input. But it is expensive.

[Editor’s note: While Houston’s essay refers specifically to business improvement districts, we feel his cautionary words — ensure that downtown management and improvement programs don’t fall victim to obsessive-compulsive behavior — apply to all downtown organizations and leaders.]

Lawrence O. Houston, Jr. is the author of Business Improvement Districts. Contact him at lhoustonjr@verizon.net.

Design and Capital Improvements

Common mistakes to avoid in downtown development

In the last issue of Downtown Idea Exchange, Randy Wilson, director of design services for the Mississippi Main Street Association and president of Community Design Solutions, talked about the best practices to follow in preparing for a charrette process.

We also asked him about common mistakes to avoid when laying out a roadmap for the future of downtown. Let’s get ready to shed some of our old assumptions and bad habits.

- Don’t try too hard to make downtown attractive. “It’s ironic, but sometimes we work too hard to try to make our downtowns look too pretty,” Wilson says. “While it’s essential to make our downtowns
look attractive, it’s more important that we make our downtowns look authentic."

One example of a successful downtown that has avoided becoming too polished and homogenized is Charleston, SC (est. pop. 118,500), “If we were to evaluate some of Charleston’s streetscape and open space by some standards, it would get a very low score. Not every bench and light pole matches. The sidewalk textures and crosswalk designs are not all the same. But they’re authentic, and they show the evolution through time,” he says.

“The fact that all of their light fixtures look good — but they’re different because they evolved over time — is a sort of patina that reveals an age and an authenticity to the place.”

Conversely, some downtowns have the look of being frozen in time five years ago, when all the fixtures were purchased through the catalog of a street furniture manufacturer.

“Everything looks too clean, too new. That can look great, and it always looks better than the opposite. But I think sometimes we need to relax. It makes sense to just let our downtowns evolve incrementally, as opposed to trying to fix it all up in one fell swoop, so it all looks the same.”

Downtowns evolve over time, and so it’s only natural for the physical appearance of downtowns to reflect that.

• Don’t hold out for big projects at the expense of incremental improvements. “The second common mistake I see is people defer to only doing the really big projects, as opposed to being content with doing the small incremental things that make a big difference in the long run,” Wilson says.

“Of course, the problem with the big project is it’s very expensive. So it can almost put a community in stately while it waits to raise all the money to implement the big idea. Whereas, if they were just to chew off one small incremental project at a time, eventually it’s all going to contribute to that overall appearance that they want anyway.”

• Don’t constrain improvements to too small an area.

“Sometimes we constrain our focus to be too small. While it is absolutely right to pay extra attention to our downtown commercial core, we have to understand that that downtown commercial core does not sit in an isolated situation. We also have to pay attention to the gateways and the thoroughfares that move people from other places into our downtown commercial core,” Wilson says.

“So often, what I see is we’ve focused all of our efforts on making downtown this wonderful, pristine jewel, and we have failed to recognize that our gateways look terrible, and our thoroughfares to town are horrendous. It’s what I call ‘a tale of two cities,’ where the desirable character of a downtown is belied by the experience you have getting into the town.”

Unfortunately, for downtowns along a highway bypass or interstate, people passing through often form misguided, inaccurate opinions about downtown’s character based on what they see stopping for gas or food on the fringe.

“While it’s appropriate to keep downtown the priority, we should never forget that we’ve got to also address the gateways to the core to lead people in.”

Make sure that downtown gateways have some attractive feature, which clearly demarcates arrival into a community, particularly for tourists or business travelers. Very importantly, that gateway may not always coincide with the city limits line.

Instead, “it’s wherever you feel emotionally you’ve arrived in your community.” In a charrette, participants will tell you very clearly when they emotionally feel like they’re arriving back in their town. Nine times out of ten, that point has no bearing on where the city limits lie.

“It’ll have something to do with a physical feature,” Wilson says. “It’s some sort of emotional landmark that people have associated with arrival at their place. That’s where you want to put the gateway signs.”

And along the thoroughfare leading from the gateway to downtown, do very incremental enhancements and common treatments that contribute to a consistent appearance. For example, consider placing periodic downtown color theme banners one year, trees in between the next, and landscape buffering the following year, with thoroughfare ordinances to control development in the long term. The idea is to visually overshadow the grand sense people experience upon arrival downtown along the roadways leading in.

Contact: Randy Wilson, Community Design Solutions, (803) 240-9090, randy@communitydesignsolutions.com.