AGENDA

1. CALL TO ORDER / DECLARATION OF QUORUM

2. APPROVAL OF MEETING MINUTES OF December 5, 2019

3. ITEMS FOR CONSIDERATION
   A. Zentli Request for TIF Assistance for Property at 1813 Dempster.

4. ITEMS FOR DISCUSSION
   A. Northwest Evanston TIF Study Area RFP
   B. Retail Co-Working / Incubator

5. COMMUNICATIONS
   A. Monthly Economic Development Communication
   B. Announcements/Updates from EDC Members

6. ADJOURNMENT

Order of Agenda Items is subject to change. Information about the Economic Development Committee is available at http://www.cityofevanston.org/economicdev special-council-committees/economic-development-committee/index.php. Questions can be directed to Paul Zalmezak at 847.448.8013. 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 the City Manager’s Office 48 hours in advance of the scheduled meeting so that accommodations can be made at 847-448-8683 (Voice) or 847-448-8064 (TTY).
AGENDA

1. CALL TO ORDER / DECLARATION OF QUORUM

Call to order at 7:40.
Attendees Chair Rainey, Alderman Wynne, Alderman Wilson, Alderman Rue Simmons, Plan Commission Liaison Andy Pigozzi

2. APPROVAL OF MEETING MINUTES OF SEPTEMBER 25, 2019

3. ITEMS FOR CONSIDERATION
   A. Approval of 2020 Meeting Dates
      Approved 5-0
   B. Approval of Funding Request Evanston Rebuilding Warehouse

   Evanston Rebuilding Warehouse executive Director Aina Gutierrez summarized proposal. She explained that only served two Evanston residents participated last year due to limited number of participants who can afford to live in Evanston. Program served a total of 16.

   Alderman Rainey recommended Ms. Gutierrez connect with City’s General Assistance / Health and Human Services for potential participants.

   Alderman Rainey mentioned there are numerous underemployed / unemployed youth who may be able to do the work. She also asked about part time opportunities. Ms. Gutierrez responded none exist.

   Alderman Rainey asked that Evanston Rebuilding Warehouse advertisements about the program be shared with city staff and alderman to appear in newsletters and ward meetings.

Order of Agenda Items is subject to change. Information about the Economic Development Committee is available at http://www.cityofevanston.org/economicdev special-council-committees/economic-development-committee/index.php. Questions can be directed to Paul Zalmezak at 847.448.8013. 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 the City Manager’s Office 48 hours in advance of the scheduled meeting so that accommodations can be made at 847-448-8683 (Voice) or 847-448-8064 (TTY).
Alderman Rue Simmons encouraged Ms. Gutierrez to work with the Evanston Development Cooperative

Funding approved 5-0

C. Approval of Financial Wellness Professional Service Agreement

David Tognarelli, Director of Sales First Northern Credit Union summarized the proposed Financial Wellness program to be offered to city residents at no cost.

Zalmezak explained that city will co-market/advertise the program and will help identify locations for workshops, help form a curriculum, and identify potential participants.

Alderman Rainey asked for more information about where the financial wellness BALANCE program offered by FNCU is advertised and who the target market is.

Mr. Tognarelli responded that the program is open to the entire community, but mostly attended by members of the credit union.

Alderman Rainey asked if FNCU tracks participants income levels. Mr. Tognarelli said no.

Alderman Rue Simmons expressed appreciation for the work the credit union already does in the community and also recognizes a potential opportunity to fund additional financial wellness one-on-one programming with reparation funds.

Approved 5-0

D. Approval of Recommended Changes to Business License Code

Zalmezak summarized updates to the registration program. Based on feedback from City Council, staff proposes eliminating home business fee. Home based businesses will still be required to register. Home based businesses will receive all services associated with the registration including newsletter emails, information about business to business opportunities, procurement opportunities, etc.

Alderman Wilson asked if home based businesses will be charged a fee if they do not register. The ordinance includes a late fee for businesses required to pay for registration.

Approved 5-0

E. Recommend approval issuance of RFP for 1805 Darrow

Zalmezak summarized contents of RFP and brief history of the property. Explained that it is an RFQ/P – meaning staff will first look at qualifications before proceeding with recommending approval / seeking proposals.
Alderman Wynne asked how many units could be built on the property. Zalmezak indicated he could estimate and get back with information. (for the record, depending on unit sizes 1,000 to 1,500 sq ft, parking requirements and FAR/Zoning restrictions, likely to building range of 20-28 units assuming a four story building, first floor commercial with three levels of residential)

Wynne also asked about how the site compares to the Housing Opportunities for Women (HOW) project on Dempster. Zalmezak did not know the square footage of the HOW property, but promised the info. (Upon further research, 16 units at HOW, however, site had restrictions including setbacks and surface parking that limited the development potential)

Alderman Rue Simmons requested staff provide an affordable housing waiting list to determine actual need affordable housing at this location. Fill the building based on actual need.

Approved 5-0

4. COMMUNICATIONS
   A. Monthly Economic Development Communication
      Alderman Rainey and Wynne expressed appreciation for the ED report and asked that staff communicate the successes more often.

   B. Announcements/Updates from EDC Members
      Alderman Rainey announced that the auto supply store at 641 Howard (Howard and Custer) is going to be listed for sale. Tenant may stay.

5. ADJOURNMENT

Adjourned at 8:20
Memorandum

To: Chair and Members of Economic Development Committee

From: Johanna Leonard, Community Development Director
      Paul Zalmezak, Economic Development Division Manager
      Paulina Martinez, Assistant to the City Manager

Subject: Zentli Request for Financial Assistance

Date: January 16, 2020

Recommendation:
Staff is seeking the Economic Development Committee’s recommendation to City Council to approve a request from Zipaktli LLC, doing business as Zentli, for financial assistance totaling $24,000 toward the cost of renovating 1813 Dempster Street.

Funding Source:
Staff recommends using West Evanston Tax Increment Financing (TIF) account 335.99.5870.65515 (Other Improvements). The West Evanston TIF Fund Balance is approximately $711,000.

Summary:
Zipaktli LLC, doing business as Zentli, is seeking $24,200 in TIF assistance from the City of Evanston to assist with the cost of renovating the former Curt’s Café restaurant at 1813 Dempster Street. The attached letter from proprietors Marcos Rivera and Alfonso Nieves details the request. In summary, despite accounting for contingencies and inspecting the space prior to leasing, the flooring expense came as a surprise. Due to the weight of the updated equipment and water damage, the cement board and plywood floor is not adequate for the space. The project has been delayed as a result.

Zentli’s total project cost is estimated at $96,750, as summarized in the Sources and Uses table below. Mr. Rivera reports that he is using cash and credit cards to finance the renovation. Bank financing for restaurant renovations is difficult, especially at this small scale. According to Mr. Rivera, the property-owner refused to contribute a tenant improvement allowance citing previous tenants who took the space as-is. In the interest of expediting the opening of the restaurant and to ensure the long term viability of the property to produce property tax, liquor tax and sales tax, staff recommends a forgivable loan in the amount of $24,000. The total TIF amount requested is 25% of the total project cost. The investment will serve Zentli and future tenants for years to come.
Zentli Sources & Uses Table

<table>
<thead>
<tr>
<th>Sources</th>
<th>Total</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>$72,750</td>
<td>75%</td>
</tr>
<tr>
<td>TIF</td>
<td>$24,000</td>
<td>25%</td>
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<tr>
<td>Total</td>
<td>$96,750</td>
<td>100%</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Uses</th>
<th>Total</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Flooring</td>
<td>$24,200</td>
<td>25.0%</td>
</tr>
<tr>
<td>Windows</td>
<td>$19,150</td>
<td>19.8%</td>
</tr>
<tr>
<td>Painting</td>
<td>$9,600</td>
<td>9.9%</td>
</tr>
<tr>
<td>Counter tops</td>
<td>$7,700</td>
<td>8.0%</td>
</tr>
<tr>
<td>HVAC</td>
<td>$7,360</td>
<td>7.6%</td>
</tr>
<tr>
<td>Electrical</td>
<td>$7,300</td>
<td>7.5%</td>
</tr>
<tr>
<td>Façade</td>
<td>$6,800</td>
<td>7.0%</td>
</tr>
<tr>
<td>Carpentry</td>
<td>$6,700</td>
<td>6.9%</td>
</tr>
<tr>
<td>Demolition</td>
<td>$2,700</td>
<td>2.8%</td>
</tr>
<tr>
<td>Ceiling</td>
<td>$2,640</td>
<td>2.7%</td>
</tr>
<tr>
<td>Plumbing</td>
<td>$2,600</td>
<td>2.7%</td>
</tr>
<tr>
<td>Total</td>
<td>$96,750</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

As with other City economic development investments, the structure of the financial assistance will be a forgivable loan. The terms are proposed as follows:

1. Five year term
2. Balance of funds due in the event of closure within five years, prorated.
3. Loan is reduced $4,800 annually
4. Coordinate with staff to hire Evanston residents
5. Disbursement will occur on reimbursement basis upon issuance of temporary certificate of occupancy and submission of lien waivers.

Background:
Mr. Rivera is the proprietor behind Libertad in Skokie. He is also opening Estacion in the city-owned property at 633 Howard. Mr. Rivera leased the 1813 Dempster space formerly occupied by Curt’s Café, who continues to operate a café on Central Street. Upon departing Dempster Street, Curt’s Café opened a new café in Highland Park.

Mr. Rivera attended a community meeting hosted by Alderman Braithwaite during the summer of 2019 at Heartwood Center. Local residents and business owners in attendance expressed their support for the proposed restaurant. Mr. Rivera plans to obtain a liquor license for the location. Zentli and Zipaktli entities are in good standing with the State of Illinois. Staff conducted credit / background checks when reviewing the Estacion lease proposal.

Attachments:
Zentli Letter Requesting Assistance
To Whom It May Concern:

We are writing to ask for your assistance. In September of 2019 we signed a lease for the space at 1813 Dempster in Evanston IL. We looked through the space and it didn’t seem to need much work as it was an existing café. We had planned on painting, replacing a few loose tiles and installing a black iron. We estimated to be up and running within 2 months maximum. We had a company come and look at how our kitchen would be set up in the existing kitchen space and they noticed that the kitchen floors are in very bad shape. With the weight of the equipment the tiles, cement board and plywood wood break. We also removed the stand that the previous owners placed their cappuccino machine on. The machine was in the bar portion of the restaurant. It was not connected correctly and it was leaking water and coffee on to the floor. This caused the flooring to also be ruined in the bar area.

We understand that with these projects there are usually unforeseen costs that come up and we allotted for it. We did not expect the space to be in such poor condition. Not only has the space not been updated in many years, but it was also poorly maintained causing damage that was not able to be seen with the naked eye. This has caused us to delay the opening of the restaurant, but we are still paying rent. Because of this we are requesting the TIF assistance from the City of Evanston. We are requesting the amount of $24,200 to cover the floors so we can complete the project. Thank you for your consideration.

Best,

Marcos Rivera & Alfonso Nieves
Scope of Work

Demolition: $2,700
- Remove all existing tile floor (2400sf)
- Remove drywall columns in the center of dining area
- Rent dumpster

Flooring: $24,200
- Install concrete board subfloor Level subfloor
- Level subfloor
- Install new tile floor (80sf x 30sf)

Painting: $9,600 (Pricing includes materials)
- Patch and repair existing drywall
- Paint walls with modern color scheme
- Paint sheens: Walls – Eggshell / Trim – Semigloss / Ceiling – Flat

Electric: $7,300
- Install new pendant / tack lighting in the dining area
- Install new pendant lighting in the bar area
- Install new vanity lighting in the bathrooms
- Install new track lighting in the Kitchen
- Install new recessed lighting in the hallways
- Install (6) cameras monitor system
- Install surround sound music system
- Update all outlets and switches with decora finish

Plumbing: $2,600
- Install new (2) new toilets in bathrooms (ADA compliant)
- Install (2) new sinks in bathrooms (ADA compliant)
- Install kitchen sinks
- Install Kitchen dishwasher

HVAC: $7,360
- Install 4’ x 10’ Exhaust Hood in Kitchen (Hood provided by Owner)
- Provide and Install 8’ x 14” x 14” 16-gauge duct on center of hood
- Install exhaust fan motor and cap
- Install Grease & Fire Suppression System
- Inspect all duct work
- Inspect existing heating/air conditioning system for proper working condition

**Windows:** $19,150

- Replace (8) existing exterior windows on the face of the property with sliding windows
- Install (8) new windows above the sliding windows on the face of the property
- Install new window in kitchen

**Counter Tops:** $7,700

- Install Caesar Stone Counters in Bar Area

**Drop Ceiling:** $2,640

- Repair existing drop ceiling in hallway and kitchen

**Rough Carpentry:** $3,100

- Install shelving in storage room
- Install Shelving in Bar Area
- Install new door hardware on bathrooms (ADA compliant)
- Install new door hardware on entrance and exit
- Install new door hardware on storage rooms
- Install new interior doors for both bathrooms
- Install new interior door with door closure in entrance way
- Install (2) new interior doors for storage rooms
- Install sheet of stainless steel (16’x10’) on kitchen wall cooking area

**Finish Carpentry:** $3,600

- Install 4” baseboards throughout
- Construct sit down bench along east and west walls in dining area

**Façade:** $6,800

- Tuckpoint the face of the property
- Install lighting on the face of the property
- Install signage
- Install security cameras

**Total:** $96,750

- Pricing does not include cost of permits
Memorandum

To: Chair and Members of Economic Development Committee

From: Johanna Leonard, Community Development Director
Paul Zalmezak, Economic Development Division Manager
Katheryn Boden, Economic Development Specialist

Subject: Issue RFP for Northwest Evanston TIF Study

Date: January 16, 2020

Discussion:
Staff proposes issuing an RFP to study the feasibility of implementing a Tax Increment Finance district centered at Crawford Avenue, Central Street, and Gross Point Road to help implement the Central Street Master Plan approved by the City Council in 2007. The plan identifies this intersection as an important “gateway” to Central Street and the City. A map of the proposed study area is attached. The intent of the TIF district is to improve public infrastructure, fund improvements to Bent Park and Lovelace Park, and to incentivize small scale commercial and residential development at the key intersections. Residential displacement and/or acquisition will not occur.

As we progress through a significant economic expansion dating back to the financial recovery post 2008, Evanston has seen strong, but uneven real estate investment activity. Areas along transit lines including Main Street, Downtown Evanston and Central Street have seen the bulk of the real estate development activity. However, areas further west have not been as active, this includes the intersection of Crawford Avenue, Central Street, and Gross Point Road.

This intersection has the potential to be the commercial center; a “village center”, for residents who live and work nearby. It could be a walkable business district like those further east on Central Street and along the aforementioned transit lines. Today, along with small offices, the primary commercial activity at this three way intersection is CVS, Sarkis, Hot Dog Island, and a small Starbucks. Sarkis acquired the adjacent vacant lot. Nearby, there are other opportunities for improvement. To the north of the intersection is Lovelace Park, which has a number of maintenance needs as does Bent Park immediately east. Ownership of the former greenhouse property at Gross Point Road and Isabella, also known as Bob’s Tree Farm, will change after the recent passing of
the property owners. Improvements are also possible further south at Gross Point and Harrison.

Staff will return at a future date with recommended consultant and proposed contract.

**Background:**
The 2007 Central Street Master Plan, attached, contemplated several changes to the Code including rezoning from C2 to B2, building setbacks, green gateway space, public art and a redevelopment of the CVS building site. The rezoning occurred, but redevelopment has not. Below are two images from the attached plan.

**Attachments**
- Proposed Study Area Map
- 2007 Central Street Master Plan
Evanston, Illinois
Central Street Master Plan

THE LAKOTA GROUP
Gewalt Hamilton & Associates
Infrastructure Engineering Inc.

FINAL DRAFT FOR COMMISSION/COUNCIL REVIEW

June 2007
Central Street Master Plan

Overview

In 2006, the City of Evanston engaged The Lakota Group, Gewalt Hamilton Associates, and Infrastructure Engineering Inc. to create a Master Plan and Streetscape Design for Central Street. The City’s planning mission was to evaluate Central Street’s land use setting, physical conditions, and streetscape, and make recommendations for enhancing its mixed-use, pedestrian-oriented character. The planning process included the following phases:

**State of the Corridor:** An inventory of existing conditions were created through fieldwork, meetings with City staff, stakeholder interviews, and two community workshops.

**Community Visioning:** Strategies and concepts for improving and developing Central Street were presented at a community workshop.

**Master Plan and Streetscape Design:** Preparation of a final Master Plan, with preferred development strategies, as well as a refined streetscape approach for enhancing Central Street’s character.

The Master Plan, which was completed in the Summer of 2007, will be used by City officials and staff as a guide for planning and development decisions along Central Street over the next 5 to 10 years.

Specialty shops and services on the retail blocks between Hartrey and Green Bay.
Central Street is 2.6 miles long and the primary east-west travel route in northern Evanston, providing access to Lake Michigan, Northwestern University’s Ryan Field, Evanston Hospital (ENH), and several neighborhoods. Central Street has a small-scale, “Village feel” with a “funky,” eclectic, “hodge podge,” quirky character that encourages people to walk, shop and interact. Residents appreciate the “walkability” of the street, the human scale of the buildings, independent “Mom and Pop” retailers, and a varied retail and service base, including auto-service businesses.

Despite its many positive attributes, there are a number of issues and constraints present along Central Street, including:

- Recent developments have caused concerns regarding building height, scale, massing, lack of open glass storefronts, narrow sidewalks, architectural design, poor materials, and physical character.
- Narrow, deteriorated, or non-existent sidewalks and fair to poor streetscape conditions detract from a walkable, pedestrian-friendly environment.
- Some narrow alleys cause conflicts between commercial uses/deliveries and residents attempting to access their garages.
- Alley conditions are generally poor with deteriorated paving, potholes, standing water and drainage problems. Obstructions, including utility poles and loading/service areas, are present in many alleys.
- The Ryan Field parking lot does not drain effectively resulting in pooling water, lacks landscaping, and has fencing, driveways and asphalt in fair to poor condition.
- The commercial area east of Green Bay is less vibrant than other areas due to an inconsistent building “streetwall” and the physical barrier created by the Metra viaduct.
- Parking is perceived as difficult to find in some locations at peak times, including near the retail blocks between Hartrey and Green Bay.
- Most parking lots lack adequate screening and landscaping. Some lots have inefficient layouts or lack proper drainage.
- Congestion is causing some “spill-over” traffic on residential streets.
Central Street Master Plan
Report Summary

Master Plan

The Master Plan provides a vision for the enhancement of Central Street and is based on the community’s desire for higher-quality development and streetscape improvements that maintain the area’s “European Village,” “small town” character. The following are key Master Plan goals:

- Sustain and enhance Central Street as an attractive, mixed-use, pedestrian- and neighborhood-oriented street with its own distinct character.
- Encourage commercial development, including office uses, in key locations to provide a diverse mix of goods and services to residents and visitors.
- Enhance existing housing and provide diverse residential opportunities.
- Improve the appearance and use of existing open space.
- Improve the appearance and safety of the area’s streetscape.
- Improve pedestrian, bicycle, and vehicular access and circulation.
- Encourage the use of sustainable building and site design, both in new buildings and in adaptive reuse/renovations/façade improvements.

To achieve these goals, the Master Plan recommends the following strategies.

Building Envelope

- Consistent setbacks to create a shopping “streetwall” of buildings façades.
- 14-foot setbacks from curb to building in commercial areas. 20-foot setbacks from curb to building on side streets for corner lots.
- 30-foot setbacks from curb to building for properties abutting the Central/Gross Point/Crawford intersection.
- Upper-story stepbacks to articulate buildings and reduce perceived height and mass.
Sidewalks

- 14-foot minimum sidewalks for new developments in commercial areas.
- Along the commercial blocks west of Lincolnwood Drive, Central Street should be narrowed to allow the addition of 5 feet to the sidewalks on both sides of the street, where feasible.

Zoning

- Rezone B2 district between Hartrey and Prairie to B1a.
- Rezone C1 district on Green Bay to B2.
- See Table 1 for maximum height recommendations.
- Zoning changes to allow mixed-used development and structured parking near Ryan Field.
- Zoning changes to encourage optimal setbacks and shared parking/curb cuts/access drives.
- Consider form-based code approach for Central Street.

Transportation

- Standard alley width of 18 feet, free of obstructions.
- Review parking ratios for office uses.
- Improve drop-off zones at Metra and CTA stations.

Table 1: Maximum Height Recommendations

<table>
<thead>
<tr>
<th>Zoning District</th>
<th>Current Height</th>
<th>Maximum Height (Stories)</th>
<th>Maximum Height (Feet)</th>
</tr>
</thead>
<tbody>
<tr>
<td>R4: General Residential</td>
<td>35 feet/2.5 stories</td>
<td>2.5 stories</td>
<td>30 feet</td>
</tr>
<tr>
<td>R5: General Residential</td>
<td>50 feet/5 stories</td>
<td>4 stories</td>
<td>45 feet</td>
</tr>
<tr>
<td>O1: Office*</td>
<td>52 feet</td>
<td>5 stories</td>
<td>52 feet</td>
</tr>
<tr>
<td>B1a: Business</td>
<td>40 feet/3 stories</td>
<td>3 stories</td>
<td>35 feet</td>
</tr>
<tr>
<td>B2: Business</td>
<td>45 feet</td>
<td>4 stories</td>
<td>45 feet</td>
</tr>
<tr>
<td>C1: Commercial</td>
<td>45 feet</td>
<td>4 stories</td>
<td>45 feet</td>
</tr>
<tr>
<td>C2: Commercial</td>
<td>45 feet</td>
<td>4 stories</td>
<td>45 feet</td>
</tr>
<tr>
<td>U2: University Athletic Facilities</td>
<td>45 feet</td>
<td>4 stories</td>
<td>45 feet</td>
</tr>
<tr>
<td>T1: Transitional University</td>
<td>35 feet/2.5 stories</td>
<td>2.5 stories</td>
<td>35 feet</td>
</tr>
<tr>
<td>OS: Open Space</td>
<td>35 feet/2.5 stories</td>
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<td>35 feet</td>
</tr>
</tbody>
</table>

Recommended heights (in bold) are shown in both feet and stories. Maximum height would be the lesser of the two.

*Height limit "steps down" near adjacent residential uses.
Proposed cross-section west of Lincolnwood, with narrower travel lanes and wider sidewalks.

- Consider feasibility of expanding frequency of local bus routes.
- Upgrade bus stops with new benches and shelters.
- Reduce roadway width west of Lincolnwood to 40 or 42 feet to calm traffic and reduce traffic merging confusion.
- Encourage bike routes where street width allows.
- Improve and standardize crosswalks.
- Install bump-outs where appropriate.

**Design Guidelines**

To complement the City’s “Design Guidelines for Planned Development,” additional design guidelines should be developed to encourage high-quality development in neighborhood-oriented commercial areas. These guidelines should encourage building articulation and fenestration, minimum retail depths, and landscaping.

**Streetscape**

- Improve paved surfaces for pedestrians, cyclists, and vehicles.
- Upgrade quality and increase amount of street furniture, landscaping, street trees, lighting, and crosswalks.
- Additional recommendations are provided in a separate document, “Central Street: Streetscape Design Study.”
Zoning Recommendations

Zoning recommendations for the western half of Central Street include rezoning the C2 district at the intersection of Central/Gross Point/Crawford to B2, and reducing the height of the R5 districts to 4 stories/45 feet.

Development Concepts

The Plan envisions narrowing the traffic lanes west of Lincolnwood to allow for wider sidewalks and streetscape improvements. High-quality, mixed-use development with appropriate sidewalk widths is also recommended for the commercial blocks.

At Crawford, Gross Point, and Central, the Plan recommends a green gateway space with signage and/or public art, as well as new development set back 30 feet around the intersections. The Plan also shows an alternate for redevelopment of the CVS site.

Central Street's main commercial blocks between Hartrey and Green Bay have a successful mix of shops, restaurants and services. The Plan improves the public parking lot, Independence Park, and the streetscape to enhance the existing uses. Mixed-use developments are also envisioned for Green Bay with ground floor retail and upper story office or residential uses.
Zoning recommendations for the eastern half of Central Street include rezoning much of the B2 district east of Hartrey to B1a, and rezoning the C1 district on Green Bay south of Central to B2.

Development Concepts

For the auto-oriented commercial blocks on Green Bay north of Central, the Plan recommends low-scale, pedestrian-friendly retail development with wide sidewalks, alleys, and rear and side parking.

East of the Metra Station, the Plan envisions changes that would foster more vibrant retail activity. Mixed-use development would create a more continuous and active "streetwall." The Ryan Field parking lots would be upgraded with new paving, landscaping, and plazas. Structured parking with a retail frontage would provide additional parking for stadium functions, hospital and university employees, commuters, and shoppers.
Implementation

The Master Plan recommends the following priority projects and initiatives:

Priority Projects

- Enhance Independence Park’s landscaping and features.
- Reorganize the City’s Stewart Avenue parking lot and realign Stewart to add green space and improve traffic flow.
- Streetscape/gateway improvements, including a green gateway element at Central/Gross Point/Crawford.
- Improve the Ryan Field parking lot.
- Assess the feasibility of developing structured parking with new commercial space at Ryan Field.
- Add 3-hour parking spaces east of Hartrey for longer activities, such as dining out.
- Add 15-minute spaces east of Hartrey for quick trips.
- Improve or reconstruct to the Metra and CTA viaducts.
- Encourage high-quality development of the CVS, Blockbuster/White Hen, and Chase Bank sites.

Priority Initiatives

- Adopt recommended changes to the existing zoning districts to facilitate development consistent with the Plan.
- Study whether zoning recommendations may be applied citywide or will require overlays.
- Create additional design guidelines that apply to small-scale commercial districts.
- Study the potential of form-based code.
- Encourage participation in the City’s facade improvement program.
- Implement design and engineering for the streetscape.
- Identify funding for Master Plan projects in the City’s Capital Improvement Program.
- Consider a variety of funding sources.
- Encourage communication/coordination between the City, local residents, regional authorities, and the State.
Acknowledgments

CITY COUNCIL
Lorraine H. Morton, Mayor
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Jim Wolinski, Director, Community Development Department
Dennis Marino, Assistant Director for Planning, Community Development Department
Vincent Jones, Assistant to the City Manager
Tracy Norfleet, General Planner

The City of Evanston wishes to thank all those who contributed to the content and review of this Plan, especially the Central Street residents, property owners, and institutions.

City of Evanston
2100 Ridge Avenue
Evanston, Illinois 60201-2798
847-328-2100

Central Street Master Plan prepared by:
The Lakota Group
Infrastructure Engineering Inc.
Gewalt Hamilton Associates
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- Opportunities/Strengths/Positives ............................... 2.10
- Activity Generators ..................................................... 2.15
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Memorandum

To: Chair and Members of Economic Development Committee

From: Johanna Leonard, Community Development Director
       Paul Zalmezak, Economic Development Division Manager

Subject: Aldermanic Referral for Retail Incubator

Date: January 16, 2020

Discussion:
Alderman Fleming made a referral to staff at the December 9, 2019 City Council meeting to research the viability of implementing a retail incubator for individuals starting retail goods establishments. Staff seeks direction from the Economic Development Committee regarding prioritizing funding for a retail incubator program.

A retail incubator program is typically housed in a traditional storefront. The storefront square footage, traditionally occupied by a single retailer is either broken up into smaller individual spaces or one larger space with shelving and fixtures shared by incubator members. The space can be managed by a single individual who oversees the sale of the incubator member products, or in larger spaces with each retailer present in their individual retail space. Artem Gallery on Sherman Avenue in downtown Evanston represents a type of artists co-working space. Antique malls are another analogous space.

Staff first pursued this idea in 2014 as a way to provide affordable space and capacity building programming to individuals who primarily were home based and sold products at local arts and crafts events, church bazaars, and online. Staff researched existing incubators and visited a large incubator in Grand Rapids, MI. Staff identified the city-owned space in the 1800 Maple Avenue parking garage as the location. During the planning phase, medical cannabis was legalized and the 1800 Maple space ultimately became the location of the dispensary. Budget priorities also shifted away from funding incubators as the economy improved and economic development funding was shifted elsewhere.

Alderman Fleming’s interest in creating a retail incubator, or co-working space, was motivated by the recent closing of Eye Boutique Kloset on Main Street. The boutique owner struggled with the high cost of rent, limited foot traffic, and competitive pressures
from chain stores and online retail. Perhaps the owner would have had better success with capacity building programming, shared marketing expenses, foot traffic generated by other retailers and the learned experiences from fellow retailers.

With limited staff resources, we recommend pursuing a partner to help deliver the program. Staff are in preliminary conversations with 37 Oaks Consulting, a Chicago-based firm focused on local commerce, innovation, and economic development. Their mission aligns with the City’s mindset regarding merchant district support and development:

“local commerce is at the center of our neighborhoods. We may be a little biased, but it's hard to ignore the impact it has on our communities, jobs, and overall economy. Retail is shifting, but it’s not dead. We believe that local retailers, local brands and the workforce that supports them are primed to drive economic growth and help revitalize underserved communities. So much of our community’s success is riding these businesses’ success.”

Attached is a 37 Oaks Consulting presentation summarizing the three primary services – retail strategies, education, and storefront incubator.

Background:
Eye Boutique Klosset’s challenges were not entirely unique. Retailers nationally are facing competitive pressures resulting from e-commerce, shoppers demanding deals, fast fashion production cycles, and big box homogenization. Retail rents tend to be expensive in highly foot trafficked areas making it difficult for national retailers, and almost impossible for independent local retailers.

Furthermore, Amazon is opening distribution centers close to urban centers to increase delivery times, sometimes to within hours of ordering. National retailers are consolidating locations into regional malls to address the decreased bricks and mortar sales. The recent closing of The Gap in downtown Evanston reflects this trend – Old Orchard is only three miles west. National retailers prefer that location over downtown Evanston. This is not a new trend, considering Marshall Fields made the same decision decades ago. However, a brick and mortar location is important to national retailers to maintain an “omni-channel” presence. The store acts as a billboard and reminder of the brand. And also provides a convenient location to return and pick up online orders.

It should be noted that these trends are the result of shoppers’ habits. Retailers are adapting to how people shop; the convenience of free and quick shipping from the comfort of your own home is appealing to the masses. This trend has reached the restaurant world as well with restaurant quality meals delivered quickly to the home via DoorDash or GrubHub. “Ghost Kitchen” warehouses are a new trend – these meals are not even made at the local restaurant any longer but at large kitchen warehouses where contract chefs prepare your favorite meals.

With all of this said, online retail reportedly only accounts for 10% of total sales, but continues to have a growing share. Bricks and mortar retail and places like Downtown
Evanston, Central Street, Main Street or Howard Street offer opportunities for unique experiences and important human interaction, even if it’s just brushing shoulders. Evanston has the opportunity to offer people unique experiences, retail, and dining.

**Attachments:**
- Link: [37 Oaks 2019 Report](#)
- Link: [Photos of Navy Pier Winter Retail Incubator](#)
- Preliminary Proposal
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1) What is 37 Oaks?

Local Commerce + Innovation + Economic Development
Who We Are

Founded in January 2016, by Terrand Smith.

A Chicago-based consulting company that provides solutions around Local Commerce + Innovation + Economic Development.

Built on Founder’s corporate retail & Innovation background.

**Mission:** To cultivate untapped, local assets to strengthen and revitalize communities through retail.

**Goal:** Build profitable, sustainable & scalable local commerce businesses.

**Vision:** To be the world’s leading retail ecosystem for local commerce.

Terrand Smith, Founder/ CEO

Sears Holdings

37oaks.com
Who We Serve

Local Entrepreneurs
Growing Product-Based Businesses
Local, Regional, National & International

Local Retail Workforce
Neighborhood workforce that supports local, growing retailers & brands.
Local & Regional

Economic Development Orgs/Municipalities
Revitalize and/or strengthen underserved communities through local commerce
Local, Regional & National

37oaks.com
We Believe

MANY URBAN COMMUNITIES HAVE 3 CATEGORIES OF UNTAPPED ASSETS. 1. ENTREPRENEURS 2. COMMERCIAL SPACES 3. LOCAL WORKFORCE

THESE UNTAPPED ASSETS ARE PRIMED TO DRIVE SIGNIFICANT ECONOMIC IMPACT TO OUR NEIGHBORHOODS.

TO SUCCESSFULLY SCALE & CULTIVATE POTENTIAL, IT’S CRITICAL FOR LOCAL BUSINESSES (AND SUPPORTING WORKFORCE) TO USE A “LEARN” + “APPLY” MODEL.

37oaks.com
What We Know

• Retail is not dead, but it is drastically shifting.

• Big box, little box & ecommerce all have critical roles in local commerce.

• Local entrepreneurs are primed to have significant economic impact.

• Urban neighborhoods host a workforce that can be engines for these businesses.

• A “Learn” & “Apply” model is needed for local businesses (and the workforce that supports them) to be successful.
Partial Customer & Partner List
(See more at 37oaks.com)
Our Platforms

37 Oaks Consulting

Strategies and platforms that help retailers, brands, municipalities & organizations revitalize neighborhoods through local retail.

37 Oaks University

A learning platform that creates and offers workshops, seminars, courses and curriculums for local retailers, local brands and the workforce that supports them.

SOKONI

An innovative, shopper-facing, commerce development platform that helps local brands and local retailers grow beyond their "block".

37oaks.com
2) 37 Oaks University

LEARN:
Building Retail Acumen for Local Businesses
37 Oaks University’s goal is to make learning retail and commerce-related topics more accessible, simple and digestible.

37 Oaks University has...

- A combination of courses, curriculums, events, boot camps, speaking engagements & seminars, etc.
- Classroom and LIVE webinars options.
- On-demand video (coming soon).
- Custom courses available.
37 Oaks University

3 Educational Series

Retail Readiness Series
• Prepares & educates local product-based businesses to successfully grow in various distribution channels.

Strategy Series
• Short and impactful strategy sessions for local businesses to ensure they are operating with a plan.

Retailer + Workforce Development Series
• Designed for local retailers and their workforce to understand business management & operation principles.

20+ Courses

Courses Examples ...
Intro to Retail Distribution
Intro to Retail Distribution Partners
Retail Marketing & Promotions
Pricing Strategies
Retail Math
Inventory Management
Choosing The Right Co-packer
Defining Your Unique Value
Budgeting for Retail Growth
3) SOKONI

APPLY:
B2C Commerce Development Platform
SOKONI

• A 37 Oaks’ brand.

• An economic development solution.

• Curates local, complementary brands into one cohesive storefront and/or ecommerce experience.

• 37 Oaks University courses are strategically integrated into the SOKONI platform at critical stages of the process.

• Each SOKONI is different and is formatted to the unique needs of a community.
This is not your average storefront pop up or local ecommerce site. We take a holistic and strategic approach to designing the best solution for your community.
We Do It All!

SOKONI is a holistic, packaged, plug & play solution.
We know commerce and use a proven process and design to drive results!

Vendor Recruitment  Product Selection  Staffing  Promotions  Operation Technology  Financial Management  Reporting

Website/ Ecommerce  Customer Experience  Merchandising / Design  Fixtures  Marketing/ Branding  Training & Education
SOKONI + 37 Oaks University

37 Oaks University’s courses are strategically integrated into the SOKONI platform at each critical stage of the process.

Courses are designed for entrepreneurs and the workforce that supports them.
SOKONI’s Value

Local Entrepreneurs
- Drive Sales
- Prep For Retail Expansion
- Test New Markets
- Build Retail Acumen
- Grow Brand Awareness

Goal
- Occupy storefront
- Hire local talent
- Increased distribution

Economic Development/ Municipality
- Grow/Support Local Businesses
- Recruit New Businesses
- Drive Traffic
- Shopping Point-of-Difference
- Workforce Jobs & Training

Goal
- Less storefront vacancies
- Growth local retail & home-base business
- Reduce unemployment
- Drive tax dollars

Commercial Real Estate
- Lead Generator
- Revenue
- Create Buzz
- Staging

Goal
- Grow pipeline for long-term, qualified tenants
- Less vacancies
- Sustainable tenants

Workforce Development
- Retail Education Curriculum
- Define Retail Career Path
- Career Mentorship

Goal
- Reduced unemployment
- Employed little or big box
- Clearer retail career path
4) A SOKONI Success

A Success Story
SOKONI Matteson

SOKONI was a retail economic development solution for the Village of Matteson.

Partners: Village of Matteson, local property owner, workforce development orgs and economic development organizations..
SOKONI Matteson

• Vacant 4,500 sq. ft storefront

• November –December 2018

• 30 local, regional & national vendors

• Fashion, accessories, non-profit, food, beauty, health, stationary/books

• 1 Point of Sales and SOKONI staff

• Ecommerce site

Sample list of participating vendors

37oaks.com
SOKONI Matteson

Workforce Development Program

Local Opportunity Youth
Planning and Execution Education
Hands On Training

Sample Courses

Inventory Management
Pricing
Customer Service
Vendor Relations
Ecommerce Management
Merchandising /Design
Promotions
Technology
Administrative/Database
Research

37oaks.com
SOKONI Matteson: After
Website & Ecommerce

Use ecommerce site on SOKONIStore.com
Marketing & PR

Social Media
Newspapers
Television
Local Media
Printed Flyers
Events

Holiday Events

“Matteson Gives” Clothing Donation Center

Vendor Experiences
5) Next Steps
What to Expect?

Designing YOUR SOKONI is a process.

This process can be short, but it is necessary in designing the right model for YOUR community.

SOKONI is a holistic, packaged, plug & play solution, with few parts managed externally.

The Economic Development Org is a strong partner throughout planning, execution and management.

The property manager/owner is considered a strategic partner as well.

Process Example

1. Initial Consultation
   - Discuss community’s retail challenges, opportunities and history.
   - Discuss goals and deliverables for YOUR SOKONI initiative.

2. SOKONI’s Parameters
   - Understand location options and related expenses.
   - Outline restrictions, requirements, resources and local partnerships for this initiative.
   - Outline SOKONI’s budget for implementation.

3. Feasibility Study
   Laying the foundation for YOUR SOKONI includes but not limited to...
   - Data & Analysis of Market; Partnerships/ Roles & Responsibilities; Marketing/ Market Positioning; Target Vendor Profiles; Location assessment; Timing & Duration; Market Solution Options, etc.

4. Launch SOKONI
What’s Next For Evanston?

Design a 12 month Evanston retail incubator

Includes:
• A cohort model
• Accountability
• 37 Oaks University curriculum
• Business plan development
• Storefront solution
• Ecommerce solution

Highly encouraged to include a workforce development initiative
Contact Us

Terrand Smith
Founder/CEO
37 Oaks Consulting
terrand@37oaks.com
312-857-6132

37oaks.com
SOKONIstore.com

FB/IG: @37oaks
FB/IG: @ShopSOKONI
Summary:
Per the request of the Economic Development Committee, staff issued a survey to the recipients of the Entrepreneurship Support Program in order to understand their progress and to determine current needs.

The Entrepreneurship Support Program was created to provide limited one-time grant assistance to individuals starting or expanding a small business in Evanston. The program guidelines were approved by City Council in April 2017 after consultation with the Minority, Women, and Evanston-Based Enterprise Committee (M/W/EBE Committee), Sunshine Enterprises, and LEND. The program guidelines provide up to $1,000 in assistance with City licensing and permitting fees (provided by an interfund transfer from the Economic Development account rather than a fee waiver) and/or up to $2,500 in assistance for qualifying business expenses such as tools, equipment, insurance, professional services, training, certifications, and production space. The program has a dedicated account (100.21.5300.26664) with $50,000 allocated each year.

Applicants must provide three estimates for services to be funded (when possible), a detailed business plan as part of the application, and proof of either residence in Evanston or a business location in Evanston.

To date, 18 applications have been approved; this represents a total investment of $38,113. Overall, we had a 66% response rate to the survey, of which 25% of the respondents were male and 75% female. Although all applicants are required to be Evanston residents or have their business in Evanston, 12% of the survey takers shared their place of business in outside of Evanston, while 50% are in the 60201 area and 33% in 60202. Below you can find a chart that breaks down the economic and job creation impact the program has had:
<table>
<thead>
<tr>
<th>Survey #</th>
<th>FT Jobs</th>
<th>PT Jobs</th>
<th>IC Jobs</th>
<th>Increase in Revenue %</th>
<th>Increase in Profit %</th>
<th>Award</th>
<th>Business Type</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>0</td>
<td>0</td>
<td>20%</td>
<td>10%</td>
<td>$2,000</td>
<td>Construction</td>
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<td>2</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>40%</td>
<td>30%</td>
<td>$2,500</td>
<td>Personal coaching/Consulting</td>
</tr>
<tr>
<td>3</td>
<td>0</td>
<td>1</td>
<td>0</td>
<td>40%</td>
<td>10%</td>
<td>$2,500</td>
<td>Food and beverage</td>
</tr>
<tr>
<td>4</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>15%</td>
<td>0%</td>
<td>$2,500</td>
<td>Food and beverage</td>
</tr>
<tr>
<td>5</td>
<td>1</td>
<td>4</td>
<td>0</td>
<td>100%</td>
<td>100%</td>
<td>$3,500</td>
<td>Fitness</td>
</tr>
<tr>
<td>6</td>
<td>1</td>
<td>3</td>
<td>6</td>
<td>15%</td>
<td>5%</td>
<td>$2,500</td>
<td>Marketing/Graphic design</td>
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<tr>
<td>7</td>
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<td>1</td>
<td>1</td>
<td>90%</td>
<td>90%</td>
<td>$2,500</td>
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<td>8</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>0%</td>
<td>$2,500</td>
<td>Education services</td>
</tr>
<tr>
<td>9</td>
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<td>0</td>
<td>15%</td>
<td>7.5%</td>
<td>$2,979</td>
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<td>10</td>
<td>0</td>
<td>3</td>
<td>1</td>
<td>0%</td>
<td>0%</td>
<td>$2,500</td>
<td>Personal coaching/Consulting</td>
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<tr>
<td>11</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>10%</td>
<td>10%</td>
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<td>Education services</td>
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<tr>
<td>12</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>60%</td>
<td>30%</td>
<td>$1,000</td>
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<td>TOTAL</td>
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<td>14</td>
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<td>----</td>
<td>-----</td>
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<td></td>
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</tr>
<tr>
<td>AVERAGE</td>
<td>1.1</td>
<td>3</td>
<td>2.3</td>
<td>34%</td>
<td>24%</td>
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</tbody>
</table>

Source: City of Evanston, Economic Development Division

*IC = Independent Contractor

** The survey asked respondents to count themselves as jobs created, is applicable.

Overall, the feedback received from the respondents was positive. However, ongoing technical assistance is an area of improvement the Economic Development staff has observed in the last year. It is a goal of the Economic Development Division to continue working with business owners and community partners to identify opportunities to deliver assistance through strategic partnerships and economic development programs.

Attachments:
- Survey summaries
<table>
<thead>
<tr>
<th>Sex</th>
<th>Business Type</th>
<th>Postal / Zip Code</th>
<th>If &quot;other&quot; please indicate how heard about the program</th>
<th>What entrepreneurship training program did you attend? (i.e. Community Business Academy, GROWTH, etc.)</th>
<th>Have you received any other monetary assistance (not counting the entrepreneurship program) from the City of Evanston for your business?</th>
<th>If &quot;yes&quot; please indicate the name of the program/grant and amount that was awarded</th>
<th>How did you hear about the Entrepreneurship Support Program? (check all that apply)</th>
<th>How did you hear about the Entrepreneurship Support Program? (check all that apply)</th>
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<tr>
<td>M</td>
<td>Construction</td>
<td>60202</td>
<td></td>
<td>established company already</td>
<td>No</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>F</td>
<td>Personal coaching/consulting</td>
<td>60201</td>
<td></td>
<td>Sunshine Enterprises Community Business Academy</td>
<td>No</td>
<td></td>
<td></td>
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<tr>
<td>F</td>
<td>Food and beverage</td>
<td>60617</td>
<td>Evanston resources; Sunshine Enterprises</td>
<td>Community Business Academy</td>
<td>No</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>F</td>
<td>Food and beverage</td>
<td>60201</td>
<td></td>
<td>Sunshine Enterprises</td>
<td>Yes</td>
<td>Entrepreneur grant</td>
<td></td>
<td></td>
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<tr>
<td>F</td>
<td>Fitness</td>
<td>60201</td>
<td></td>
<td>Sunshine Enterprises</td>
<td>Yes</td>
<td>$50,000 Storefront Modernization Grant</td>
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<td>F</td>
<td>Marketing/Graphic Design</td>
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<td></td>
<td>Sunshine Ent</td>
<td>No</td>
<td>N/A</td>
<td></td>
<td></td>
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<tr>
<td>M</td>
<td>Financial Services</td>
<td>60201</td>
<td>researching online</td>
<td>GROW IN ROGERS PARK</td>
<td>Yes</td>
<td>Entrepreneurship support program—I believe it was $2500</td>
<td>Evanston Edge newsletter/social media/website</td>
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<tr>
<td>F</td>
<td>Education services</td>
<td>60202</td>
<td></td>
<td>Sunshine Enterprises Community Business Academy</td>
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<td></td>
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<tr>
<td>M</td>
<td>Food and beverage</td>
<td>60201</td>
<td></td>
<td>Sunshine Enterprises</td>
<td>No</td>
<td>City of Evanston website</td>
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<td>Personal coaching/consulting</td>
<td>60202</td>
<td></td>
<td>GROWTH</td>
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<td>F</td>
<td>Personal coaching/consulting</td>
<td>60645</td>
<td>Sunshine Enterprises Academy and Next Level Mentoring</td>
<td>Yes</td>
<td>Entrepreneurship Support Grant Amount awarded: $1000.00</td>
<td>City of Evanston website</td>
<td></td>
<td></td>
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<tr>
<td>Sunshine Community Business Academy</td>
<td>City of Evanston employee</td>
<td>2000</td>
<td>1. Milwaukee M18 tool kit 2. Milwaukee M18 miter saw 3. website</td>
<td>No</td>
<td>1</td>
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<td>Sunshine Community Business Academy</td>
<td>Past grant recipient</td>
<td>2500</td>
<td>I used the grant for some marketing and a certification.</td>
<td>A brick &amp; mortar does not fit my business model</td>
<td>0</td>
<td></td>
<td></td>
<td></td>
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<td>Sunshine Community Business Academy</td>
<td>City of Evanston employee</td>
<td>3500</td>
<td>Barbells and weights</td>
<td>Yes</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
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<td>Sunshine Community Business Academy</td>
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<td>2500</td>
<td>Deep fryer indoor grill Steam table</td>
<td>I already had a brick &amp; mortar</td>
<td>0</td>
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<td>Sunshine Community Business Academy</td>
<td>Past grant recipient</td>
<td>2979</td>
<td>Freezer, Warmer &amp; License fees</td>
<td>I already had a brick &amp; mortar</td>
<td>0.5</td>
<td></td>
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<td>Sunshine Community Business Academy</td>
<td>Past grant recipient</td>
<td>2500</td>
<td>Payment for legal attorney fees to become an LLC in July 2018. Payment for symposium registration fees, airfare to attend Aircraft Owners and Pilots Association (AOPA) Aviation STEM High School Initiative Symposium, November 10-12, 2019, in Denver, CO at United Airlines Flight Training Center) for training/development, to help offer future aviation STEM learning programs to ETHS students.</td>
<td>No</td>
<td>0</td>
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<tr>
<td>Sunshine Community Business Academy</td>
<td>Past grant recipient</td>
<td>2500</td>
<td>N/a</td>
<td>I already had a brick &amp; mortar</td>
<td>3</td>
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</tr>
<tr>
<td>Sunshine Community Business Academy</td>
<td>Past grant recipient</td>
<td>1000</td>
<td>Business LLC Business Laptop Cricut printing machine Podcast microphone</td>
<td>No</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>How many part-time jobs were created since receiving this grant (including you)</td>
<td>How many independent contractor jobs were created since receiving this grant (including you)</td>
<td>How much has your revenue increased since receiving this grant (please indicate the percentage increase)</td>
<td>How much has your profit has increased since receiving this grant (please indicate the percentage increase)</td>
<td>Please share any additional information about how this grant has helped establish and/or grow your business</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>0</td>
<td>0</td>
<td>20</td>
<td>10</td>
<td>0 helped grow the business because the equipment helped us be more efficient</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0</td>
<td>0</td>
<td>40</td>
<td>30</td>
<td>The grant assisted with marketing materials that helped increase my company’s visibility.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>0</td>
<td>40</td>
<td>10</td>
<td>Unfortunately, the grant did not allow me to provide jobs or a stand alone space. I am currently taking measures to make more dedicated time to work towards building, creating more reason to hire staff.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0</td>
<td>0</td>
<td>15</td>
<td>0</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0</td>
<td>0</td>
<td>100</td>
<td>10</td>
<td>This grant helped make my business possible. The build out was an expensive job. Evanston’s grant helped tremendously.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>6</td>
<td>15</td>
<td>5</td>
<td>The funds were a great help with my start-costs and helping to establish a brand. It allowed technology purchases that were critical. Many people don’t realize how important any type of funds are in the start up phase of a business. This grant shows that a relatively small amount of money can make a big difference for an entrepreneur who is prepared to do business.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>3</td>
<td>90</td>
<td>30</td>
<td>I am still looking for investors and plan to use my own personal funds through full time work, to add to the remaining grant funds received for purchasing flight simulator lab equipment (6-10 laptops, yoke, rudder pedals and software). I initially had a great opportunity to purchase 6 laptops with software/hardware, however the potential seller who is in the aviation industry with a similar established business changed his mind on the sale in the middle of 2019, due to his needs to keep the equipment.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>By adding the Freezer and having a warmer, we were able to offer frozen food items to our customers and add soups along with our Deli counter (sandwiches).</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>0</td>
<td>15</td>
<td>7.5</td>
<td>This grant was helpful because I learned so much more in the PARW program. The structure and knowledge acquired added more value to my company. Understanding financial planning and business related expenses was critical in establishing my company’s price point. Hubris Wealth Management was very consistent and added value to this department. I want my clients to establish a career they love and learn to save properly.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>0</td>
<td>0</td>
<td>This grant has allowed me to diversify my business. Being able to teach has begun a slow, but forward moving trend of expanding into a school one day soon. We are offering classes and looking to go into local schools as well as girl scouts of America.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>5</td>
<td>10</td>
<td>10</td>
<td>This grant gave me the confidence to put myself and business out there. I have gained more confidence in my pitch for other grants, became more business savvy and have gained so much experience since receiving this grant.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
What other areas of support or resources would you like to see for small business owners?

A larger grant amount to help increase purchases etc. the amounts given are pretty low and difficult to increase bottom line with amounts given, if there are no funds available to grant maybe add a loan program that can help in 2 ways increase needed purchases and establish business credit. most banks will not lend without large monthly deposits and you need funds to do so (catch-22)

It would be nice to see the city make more effort to do business with small business owners and do a better job of spot lighting the small businesses in the area.

A tiered dollar award, granting thriving businesses (reviewing a profit/loss statements) additional resources. As much as I was given resources, grateful, it is not enough to really do much to catapult me. I am using the resources to the fullest, but running a business takes so much more than ever expected. I would like to also mention providing education on financial statements to help manage where the resources should absolutely be applied too.

This grant and the support of City of Evanston staff was really remarkable. I felt so welcome in Evanston as soon as I was invited to open my gym here. I wouldn't change anything Evanston did for me one way or another.

Referrals and contract opportunity alerts.

I'd like to see a stronger funnel system into the local chamber of commerce. Also on-going business development events would be great to see.

I would like to see more support around internal improvements from painting, assistance with Heating and Air Conditioning, maintenance on equipment that is crucial for it’s business to remain operational. Small business contributes to the well being of a community. City support is crucial to long term growth.

Additional support could be provided with marketing. Promoting and/or advertising, social media and website new businesses in community newspapers or articles. The first year in a small business owners world is establishing consistent clientele, referrals and relationships.

Business planning as well as grant writing services.

Pitch workshops and more financial resources for startup businesses.
<table>
<thead>
<tr>
<th>Project</th>
<th>Address</th>
<th>Ward</th>
<th>Latest Update</th>
<th>Business District</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central Street Planning</td>
<td>Crawford/Gross Point, Central</td>
<td>6</td>
<td>Staff to review planning study.</td>
<td>Central Street</td>
</tr>
<tr>
<td>Vacant Former 7-Eleven</td>
<td>2536 Ewing</td>
<td>6</td>
<td>New Bike Shop Coming Soon</td>
<td>Central Street</td>
</tr>
<tr>
<td>Central Rug and Carpet</td>
<td>3006 Central</td>
<td>6</td>
<td>Landlord seeking tenants</td>
<td>Central Street</td>
</tr>
<tr>
<td>Central Street Business Association</td>
<td>N/A</td>
<td>6</td>
<td>2020 Great Merchant Grant was submitted.</td>
<td>Central Street</td>
</tr>
<tr>
<td>Central Street SSA</td>
<td>N/A</td>
<td>6</td>
<td>Staff is working with the steering committee to take the next steps in the process (i.e. hiring executive director, obtaining the funds, etc.). Opposition filing period is 01/24/2020.</td>
<td>Central Street</td>
</tr>
<tr>
<td>Raven and Dove</td>
<td>1610 Central</td>
<td>7</td>
<td>Antique shop relocated from Wilmette</td>
<td>Central Street</td>
</tr>
<tr>
<td>Former Hack Studio</td>
<td>2510 Green Bay Rd</td>
<td>7</td>
<td>Space acquired by Chuck Happ. Building to be converted to multi tenant space including escape room, gym, offices for county and congresswoman,</td>
<td>Central Street</td>
</tr>
<tr>
<td>Vacant former video store / Pita 1</td>
<td>1926 Central</td>
<td>7</td>
<td>Comida Cantina new restaurant planned by owners of 10 mile house</td>
<td>Central Street</td>
</tr>
<tr>
<td>1723 Central</td>
<td>1723 Central</td>
<td>7</td>
<td>Christian Science - DAPR 11.13.19</td>
<td>Central Street</td>
</tr>
<tr>
<td>1801 Central Street</td>
<td>1801 Central</td>
<td>7</td>
<td>Work ongoing. Monitoring.</td>
<td>Central Street</td>
</tr>
<tr>
<td>Lush Wine &amp; Spirits</td>
<td>2022 Central</td>
<td>7</td>
<td>Now Open</td>
<td>Central Street</td>
</tr>
<tr>
<td>Central Street Metra Station Café</td>
<td></td>
<td>7</td>
<td>Monitoring.</td>
<td>Central Street</td>
</tr>
<tr>
<td>Hawn Bakery</td>
<td>1731 Central</td>
<td>7</td>
<td>Food license and other permits to be submitted in November/December</td>
<td>Central Street</td>
</tr>
<tr>
<td>1909 Central St</td>
<td>1909 Central</td>
<td>7</td>
<td>Vacant property for lease, 1213 sq ft, retail space available</td>
<td>Central Street</td>
</tr>
<tr>
<td>1911 Central St</td>
<td>1911 Central</td>
<td>7</td>
<td>Vacant property for lease, 1050 sq ft, retail space available</td>
<td>Central Street</td>
</tr>
<tr>
<td>2608-2610 Green Bay</td>
<td>2608-2610 Green Bay</td>
<td>7</td>
<td>Vacant property for lease, 1352 sq ft, retail space available</td>
<td>Central Street</td>
</tr>
<tr>
<td>2652 Green Bay</td>
<td>2652 Green Bay</td>
<td>7</td>
<td>Vacant property for lease, 3626 sq ft, available, auto repair shop</td>
<td>Central Street</td>
</tr>
<tr>
<td>2672 Green Bay</td>
<td>2672 Green Bay</td>
<td>7</td>
<td>Vacant property for lease, 1700 sq ft, retail / restaurant space available</td>
<td>Central Street</td>
</tr>
<tr>
<td>1621 Chicago Avenue - Vacant Athletico</td>
<td>1621 Chicago</td>
<td>1</td>
<td>4800 Sq Ft Available for lease</td>
<td>Downtown</td>
</tr>
<tr>
<td>1621 Chicago Avenue - Vacant Kafein Space</td>
<td>1621 Chicago</td>
<td>1</td>
<td>1777 Sq Ft Available for lease</td>
<td>Downtown</td>
</tr>
<tr>
<td>Merion Retail - 1619 Chicago</td>
<td>1619 Chicago Ave</td>
<td>1</td>
<td>European Wax Center and 1,700 SF Max Contig available</td>
<td>Downtown</td>
</tr>
<tr>
<td>1739 Sherman</td>
<td>1739 Sherman</td>
<td>1</td>
<td>Tide cleaners now open</td>
<td>Downtown</td>
</tr>
<tr>
<td>Former Evanston Bistro</td>
<td>1710 Orrington</td>
<td>1</td>
<td>For Lease</td>
<td>Downtown</td>
</tr>
<tr>
<td>Homestead Sale</td>
<td>1625 Hinman</td>
<td>1</td>
<td>AJ Capital Partners purchased Homestead and plans renovation</td>
<td>Downtown</td>
</tr>
<tr>
<td>Former Clarke's Restaurant</td>
<td>716 Clark</td>
<td>1</td>
<td>3,500 Sq Ft Available</td>
<td>Downtown</td>
</tr>
<tr>
<td>Varsity Theater</td>
<td>1710 Sherman</td>
<td>1</td>
<td>Monitor opportunities</td>
<td>Downtown</td>
</tr>
<tr>
<td>1712-22 Sherman</td>
<td>1712-22 Sherman</td>
<td>1</td>
<td>Monitor opportunities</td>
<td>Downtown</td>
</tr>
<tr>
<td>1743 Sherman Ave (Taco Bell)</td>
<td>1743 Sherman</td>
<td>1</td>
<td>Slated for new restaurant Bare Naked Bowls, architect working on interior changes</td>
<td>Downtown</td>
</tr>
<tr>
<td>Burger King (Downtown)</td>
<td>1740 Orrington</td>
<td>1</td>
<td>Interested developers have contacted property owner.</td>
<td>Downtown</td>
</tr>
<tr>
<td>Sherman Plaza Retail - Vacant 800 Degrees</td>
<td>1620 Sherman</td>
<td>1</td>
<td>Eggsmartexperience planning to open in former 800 Degrees Pizza space</td>
<td>Downtown</td>
</tr>
<tr>
<td>Sherman Plaza Retail - Vacant Agea Spa</td>
<td>1</td>
<td>1</td>
<td>Former Agea Spa</td>
<td>Downtown</td>
</tr>
<tr>
<td>Vacant Davis Fish Market Space</td>
<td>501 Davis</td>
<td>1</td>
<td>1,000 - 5,281 SF Owner divided into several smaller storefronst for lease</td>
<td>Downtown</td>
</tr>
<tr>
<td>717 Church</td>
<td>717 Church</td>
<td>1</td>
<td>2nd floor above Andy's/Sprint Store/Chipotle remains available for lease</td>
<td>Downtown</td>
</tr>
<tr>
<td>Merion Retail - Joy Yee Corner</td>
<td>1611 Chicago</td>
<td>1</td>
<td>Joy Yee is to relocate to the corner space at Chicago/Davis</td>
<td>Downtown</td>
</tr>
<tr>
<td>Merion Retail - Former U Break I Fix</td>
<td>1611 Chicago</td>
<td>1</td>
<td>650 Sq Ft Available</td>
<td>Downtown</td>
</tr>
<tr>
<td>Albion Residential</td>
<td>1454-1508 Sherman</td>
<td>1</td>
<td>Retail - 1,823 - 7,056 SF Avail Floors 1-4 to be delivered in December with remaining floors phased through January.</td>
<td>Downtown</td>
</tr>
<tr>
<td>Las Palmas/Byline Bank property</td>
<td>817 University</td>
<td>1</td>
<td>Property for Sale, 3 million, 17,300 sq ft</td>
<td>Downtown</td>
</tr>
<tr>
<td>Copycat</td>
<td>1830 Sherman</td>
<td>1</td>
<td>Property owner seeking tenants for garden level</td>
<td>Downtown</td>
</tr>
<tr>
<td>Falcon Eddy's - Closed</td>
<td>825 Church</td>
<td>1</td>
<td>New middle eastern restaurant proposed</td>
<td>Downtown</td>
</tr>
<tr>
<td>Verizon Store</td>
<td>1706 Maple</td>
<td>2</td>
<td>Opened in former pharmacy</td>
<td>Downtown</td>
</tr>
<tr>
<td>Church Street Plaza Vacant Office Space</td>
<td>900 Clark</td>
<td>2</td>
<td>4,846 Square Feet available</td>
<td>Downtown</td>
</tr>
<tr>
<td>Church Street Property (vacant portion of Buffalo Wild Wings)</td>
<td>1741 Maple</td>
<td>2</td>
<td>5,500 sq ft remains available (Salon lofts leased 4,000 sq ft)</td>
<td>Downtown</td>
</tr>
<tr>
<td>Church Street Plaza Vacant American Apparel</td>
<td>750 Church</td>
<td>4</td>
<td>Vacant 3,500 sq ft former american apparel</td>
<td>Downtown</td>
</tr>
<tr>
<td>Church Street Plaza Vacant Peeled</td>
<td>940 Church</td>
<td>4</td>
<td>1,000 sq ft vacant former peeled space</td>
<td>Downtown</td>
</tr>
<tr>
<td>Church Street Plaza Vacant Link / CA Venture Space</td>
<td>900 Church</td>
<td>4</td>
<td>1,119 Sq Ft available</td>
<td>Downtown</td>
</tr>
<tr>
<td>Church Street Plaza Cycle Bar Space</td>
<td>1702 Maple</td>
<td>2</td>
<td>2,020 sq ft available after cylice bar vacates space</td>
<td>Downtown</td>
</tr>
<tr>
<td>Church Street Plaza Vacant Uncle Dan's Space</td>
<td>901 Church</td>
<td>2</td>
<td>6,292 Sq Ft available in former uncle dan's space</td>
<td>Downtown</td>
</tr>
<tr>
<td>Former Fifth Third Bank Maple Ave</td>
<td>1710 Maple</td>
<td>2</td>
<td>5000 sq ft available</td>
<td>Downtown</td>
</tr>
<tr>
<td>1840 Oak</td>
<td>1840 Oak</td>
<td>2</td>
<td>Northwestern University Owned property. Reportedly to be listed for sale</td>
<td>Downtown</td>
</tr>
<tr>
<td>Avidor &quot;Active Adult&quot; Residential</td>
<td>1007 Church</td>
<td>2</td>
<td>Construction ongoing. June 2020 delivery. 55 years + &quot;active&quot; community</td>
<td>Downtown</td>
</tr>
<tr>
<td>Trujoer Senior Living (former National Towel Building Site)</td>
<td>1815 Ridge</td>
<td>2</td>
<td>Senior housing project construction planned. Finalizing submission for building permit</td>
<td>Downtown</td>
</tr>
<tr>
<td>Sojourner Church</td>
<td>1708 Oak</td>
<td>2</td>
<td>New owner considering development options</td>
<td>Downtown</td>
</tr>
<tr>
<td>E2 Retail</td>
<td>1890 Maple</td>
<td>2</td>
<td>Space on maple available.</td>
<td>Downtown</td>
</tr>
<tr>
<td>1001 University</td>
<td>1001 University</td>
<td>2</td>
<td>Office. No update</td>
<td>Downtown</td>
</tr>
<tr>
<td>University Facilities Shop</td>
<td>906 University Place</td>
<td>2</td>
<td>No Update</td>
<td>Downtown</td>
</tr>
<tr>
<td>Maple Avenue Garage</td>
<td>1800 Maple</td>
<td>2</td>
<td>Enterprise to rent former parking office. Medical Cannabis Verilife plans expansion into enterprise for adult use sales</td>
<td>Downtown</td>
</tr>
<tr>
<td>Proposed Office - Chase Bank Site</td>
<td>601 Davis</td>
<td>4</td>
<td>New 19-story office building with ground floor retail, 40 parking spaces , pending DAPR and PC</td>
<td>Downtown</td>
</tr>
<tr>
<td>617-20 Grove - Vacant Retail</td>
<td>617 -20 Grove</td>
<td>4</td>
<td>2600 Sq Ft Available for Lease</td>
<td>Downtown</td>
</tr>
<tr>
<td>Bangers &amp; Lace Space</td>
<td>810 Grove</td>
<td>4</td>
<td>4,200 Sq Ft Available for Lease</td>
<td>Downtown</td>
</tr>
<tr>
<td>Vacant Bottle and Botega</td>
<td>1018 Davis</td>
<td>4</td>
<td>1900 Sq Ft Available</td>
<td>Downtown</td>
</tr>
<tr>
<td>1630-42 Maple Retail Space</td>
<td>1630-42 Maple</td>
<td>4</td>
<td>Former Fit Girl Studio Space</td>
<td>Downtown</td>
</tr>
<tr>
<td>1571 Maple Retail Space</td>
<td>1571 Maple</td>
<td>4</td>
<td>1500 sq ft available on Elmwood side of building</td>
<td>Downtown</td>
</tr>
<tr>
<td>Northlight Theater</td>
<td>1012 Church Street</td>
<td>4</td>
<td>Northlight announced location and funding from State of Illinois. Fundraising ongoing. Zoning approved by City Council in September.</td>
<td>Downtown</td>
</tr>
<tr>
<td>Former Pete Miller's</td>
<td>1557 Sherman</td>
<td>4</td>
<td>Reza's Opening. Lease signed 11.8.2019</td>
<td>Downtown</td>
</tr>
<tr>
<td>New allergy free kitchen incubator</td>
<td>1009 Davis</td>
<td>4</td>
<td>New allergy free kitchen space opening in former greek restaurant and chicago hot dog restaurant space</td>
<td>Downtown</td>
</tr>
<tr>
<td>820 Davis Property</td>
<td>820 Davis</td>
<td>4</td>
<td>New Owner planning significant renovation. Approved by DAPR. All retail space available</td>
<td>Downtown</td>
</tr>
<tr>
<td>1555 Ridge</td>
<td>1555 Ridge</td>
<td>4</td>
<td>Private parking lot at Grove and Ridge listed for sale. planned 50 +/- rental units</td>
<td>Downtown</td>
</tr>
<tr>
<td>Former William's Shoes</td>
<td>710 Church</td>
<td>4</td>
<td>2,630 Sq Ft available.</td>
<td>Downtown</td>
</tr>
<tr>
<td>Market Fresh Books</td>
<td>700 Church Street</td>
<td>4</td>
<td>3,050 Sq Ft Available. Market Fresh Closing</td>
<td>Downtown</td>
</tr>
<tr>
<td>605 Davis &amp; Chase Bank Drive Thru</td>
<td>605 Davis</td>
<td>4</td>
<td>Planned development submitted.</td>
<td>Downtown</td>
</tr>
<tr>
<td>1020 Church</td>
<td>1020 Church</td>
<td>4</td>
<td>Buiding for Sale.</td>
<td>Downtown</td>
</tr>
<tr>
<td>King Homes</td>
<td>1555 Oak</td>
<td>4</td>
<td>Cameel Halim purchased property. Plans TBD.</td>
<td>Downtown</td>
</tr>
<tr>
<td>Whole Foods Downtown</td>
<td>1640 Chicago Ave</td>
<td>4</td>
<td>Staff will monitor in light of Amazon purchase of Whole Foods</td>
<td>Downtown</td>
</tr>
<tr>
<td>810-832 Dempster St</td>
<td>810-832 Dempster St</td>
<td>4</td>
<td>1100 Sq Ft Available</td>
<td>Downtown</td>
</tr>
<tr>
<td>Name of Business/Location</td>
<td>Address</td>
<td>Square Footage</td>
<td>Details</td>
<td></td>
</tr>
<tr>
<td>--------------------------</td>
<td>---------</td>
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<td>---------</td>
<td></td>
</tr>
<tr>
<td>Freshii</td>
<td>1596 Sherman</td>
<td>4</td>
<td>New restaurant planned, similar to Freshii, but concentrating more on gourmet type menu featuring soups, salads and breads</td>
<td>Downtown</td>
</tr>
<tr>
<td>327-339 W Howard St</td>
<td>327-339 W Howard St</td>
<td>8</td>
<td>1,150 SF Avail</td>
<td>Howard Street</td>
</tr>
<tr>
<td>309-323 Howard St</td>
<td>309-323 Howard St</td>
<td>8</td>
<td>639 - 6,139 Available SF</td>
<td>Howard Street</td>
</tr>
<tr>
<td>Harrington Brown Residential Development</td>
<td>128-130 Chicago</td>
<td>8</td>
<td>Due diligence ongoing for redevelopment of former parking lot and auto repair shop into mixed use residential development.</td>
<td>Howard Street</td>
</tr>
<tr>
<td>Mobil</td>
<td>140 Chicago Ave</td>
<td>8</td>
<td>Owners upgrading gas station</td>
<td>Howard Street</td>
</tr>
<tr>
<td>Gaynor Monument</td>
<td>222 Chicago Ave</td>
<td>8</td>
<td>Building demolished. Owner to determine potential reuse</td>
<td>Howard Street</td>
</tr>
<tr>
<td>CJE Senior Life Expansion</td>
<td>999 Howard</td>
<td>8</td>
<td>CJE Senior Life plans an affordable senior housing development. Howard Ridge TIF expansion study underway.</td>
<td>Howard Street</td>
</tr>
<tr>
<td>729 Howard Street</td>
<td>727-728 Howard</td>
<td>8</td>
<td>City owned property for lease. Approximately 2,000 sq ft.</td>
<td>Howard Street</td>
</tr>
<tr>
<td>633 Howard</td>
<td>633 Howard</td>
<td>8</td>
<td>Lease for Estación restaurant was introduced to City Council on 11/11/2019.</td>
<td>Howard Street</td>
</tr>
<tr>
<td>Palmhouse (Event space)</td>
<td>811-21 Howard</td>
<td>8</td>
<td>7A Status request approved by city council 10/28/2019. Property ownership / transaction closed 10/4/2019. $1m renovation planned</td>
<td>Howard Street</td>
</tr>
<tr>
<td>Caribbean Shipping - 705 Howard</td>
<td>705 Howard</td>
<td>8</td>
<td>Monitoring</td>
<td>Howard Street</td>
</tr>
<tr>
<td>Howard Street Business Association</td>
<td>N/A</td>
<td>8</td>
<td>2020 Great Merchant Grant was submitted.</td>
<td>Howard Street</td>
</tr>
<tr>
<td>747 Howard</td>
<td>747 Howard</td>
<td>8</td>
<td>Shoe store to be opening soon</td>
<td>Howard Street</td>
</tr>
<tr>
<td>Montelmar Bread Co.</td>
<td>1731 Howard</td>
<td>8</td>
<td>Monitoring</td>
<td>Howard Street</td>
</tr>
<tr>
<td>2222 Oakton Street</td>
<td>2222 Oakton</td>
<td>8</td>
<td>Clark Street Real Estate conducting due diligence</td>
<td>Howard Street</td>
</tr>
<tr>
<td>The Main - Vacant Retail</td>
<td>518 Main</td>
<td>3</td>
<td>2,532 SF Retail</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>1301-1303 Chicago Ave - Vacant French Kiss Space</td>
<td>1301 Chicago Ave</td>
<td>3</td>
<td>1700-2000 Sq Ft Available</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Lot 1 Redevelopment</td>
<td>South &amp; Hinman</td>
<td>3</td>
<td>Public meeting planned to consider development options</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>CoLab/Library</td>
<td>900 Chicago Ave</td>
<td>3</td>
<td>Monitor spaces</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>US Bank</td>
<td>Main &amp; Chicago</td>
<td>3</td>
<td>Closed, available</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Chase Bank</td>
<td>Southpoint Plaza</td>
<td>3</td>
<td>Southpoint Plaza branch closing</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Main/Chicago</td>
<td>847 Chicago Ave</td>
<td>3</td>
<td>Stone Realty retail broker actively pursuing tenants for remaining retail space</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Great Chicago Former</td>
<td>928 Chicago</td>
<td>3</td>
<td>Soon to be vacated</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Main Street Metra Station</td>
<td>600 Main</td>
<td>3</td>
<td>Union Pacific hiring broker to market vacant space.</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Vacant Paramour Bungalow Space</td>
<td>812 Dempster</td>
<td>3</td>
<td>Seeking tenants. Space 900 taking over half of the remaining space.</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Autobarn</td>
<td>1034 Chicago</td>
<td>3</td>
<td>Public Meeting to present opportunity/seek community input</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Connoisseur Rugs property</td>
<td>1000 Chicago</td>
<td>3</td>
<td>Public Meeting to present opportunity/seek community input</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Main Street Streetscape</td>
<td>Main Street, Hinman to Maple</td>
<td>3</td>
<td>Construction expected in 2021. Ongoing public meetings and coordination with staff/and merchants</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Minasian Property</td>
<td>1240 Chicago Avenue</td>
<td>3</td>
<td>Owner seeking offers for redevelopment. Includes 614 Dempster as an option</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>830 Davis</td>
<td>830 Davis</td>
<td>4</td>
<td>2300 sq ft available</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Vogue</td>
<td>716-732 Main Street</td>
<td>4</td>
<td>New 5-story, mixed-use building with ground floor retail, 99 dwelling units, and 35 off-street parking spaces</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>828-832 Custer Ave</td>
<td>828-832 Custer Ave</td>
<td>4</td>
<td>3,000 - 9,000 sq ft available</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Former Ten Thousand Villages</td>
<td>717-19 Main</td>
<td>4</td>
<td>1,450 - 2,900 SF Avail</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Hewn</td>
<td>610 Dempster</td>
<td>4</td>
<td>Relocating to 1731 Central. Help identify new tenant</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Dard Property</td>
<td>912 Custer</td>
<td>4</td>
<td>New townhomes approved by City Council. Owner seeking purchaser for property</td>
<td>Main Dempster Mile</td>
</tr>
<tr>
<td>Location</td>
<td>Details</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>---------------------------------------------------</td>
<td>----------------------------------------------------------------------------------------------------------------------------------------</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Main Street Streetscape</td>
<td>Main Street, Hinman to Maple</td>
<td>Main Dempster Mile</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Main Street Streetscape</td>
<td>Main Street, Hinman to Maple</td>
<td>Main Dempster Mile</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gamesersbay</td>
<td>1808 Dempster</td>
<td>2</td>
<td>Video Game Repair and Console Repair</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>839-847 Dodge Ave - Vacant Retail Space</td>
<td>839-847 Dodge Ave</td>
<td>2</td>
<td>Former Dry Cleaners 1196 Sq Ft Available</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>838-848 Dodge - Vacant Retail</td>
<td>838-848 Dodge</td>
<td>2</td>
<td>2,000 sq ft available (harry major building)</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>West End Business Association</td>
<td>2</td>
<td>2020 Great Merchant Grant was submitted.</td>
<td>West End / West Village</td>
<td></td>
</tr>
<tr>
<td>West Village Business Association</td>
<td>2</td>
<td>2020 Great Merchant Grant was submitted.</td>
<td>West End / West Village</td>
<td></td>
</tr>
<tr>
<td>EZ Spuds</td>
<td>2223 Washington</td>
<td>2</td>
<td>EZ Spuds relocated to Melrose Park. Space will be available soon.</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>Art District</td>
<td>Florence/Greenleaf</td>
<td>2</td>
<td>Working with artists in neighborhood on art district planning concept. Meeting with Lisa D and potential investors December 13, 2019</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>1108 Dodge (Former Evanston Auto Glass)</td>
<td>1108 Dodge</td>
<td>2</td>
<td>Status TBD. Calls and emails not returned</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>Reed Badler Building</td>
<td>1275 Hartney</td>
<td>2</td>
<td>Pursuing tenants for limited vacancies</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>Evanston Plaza</td>
<td>1924-26 Dempster</td>
<td>2</td>
<td>Kids Empire (kids activity center) under construction. Blink Fitness now open</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>1335 Dodge Ave. (CNE)</td>
<td>1335 Dodge</td>
<td>2</td>
<td>Commercial property for sale</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>1917 Greenleaf</td>
<td>1917 Greenleaf</td>
<td>2</td>
<td>For sale</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>Zenlli</td>
<td>1813 Dempster</td>
<td>2</td>
<td>Zenli restaurant to open in December/January</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>Temperence Brewery</td>
<td>2000 Dempster</td>
<td>2</td>
<td>Temperence considering expansion for event space. Also considering a new sign on Dempster.</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>Auto Fitness Center</td>
<td>1300-1338 Dodge Ave</td>
<td>2</td>
<td>2,300 Sq Ft Available. No reported interest at this time</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>Kabul House</td>
<td>2424 Dempster</td>
<td>2</td>
<td>Interest in expanding next door to tibetan alliance space. Kabul House delinquent on lease payment for right of way lease for parking lot. Staff following up.</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>Evanston &quot;Town Center&quot;</td>
<td>2300-2308 Main St</td>
<td>2</td>
<td>1,210 - 4,487 SF Office/Retail (Will Divide)</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>Main Street Commons Marketplace</td>
<td>2400 -2436 Main Street</td>
<td>2</td>
<td>Five Below opening in some space occupied by Marshalls</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>Oakton Car Wash</td>
<td>2425 Oakton</td>
<td>9</td>
<td>Plan Commission Recommended for approval pending DAPR</td>
<td>West End / West Village</td>
</tr>
<tr>
<td>1615-1619 Simpson St</td>
<td>1615-1619 Simpson St</td>
<td>5</td>
<td>1100 Sq Ft Available</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>Foster School / Family Focus</td>
<td>2010 Dewey</td>
<td>5</td>
<td>State of Illinois grant commitment. Planning ongoing.</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>1801 Church / 1708-10 Darrow</td>
<td>1801 Church/1708 Darrow</td>
<td>5</td>
<td>City Owned Property. Plans for RFP TBD.</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>2113 Dewey</td>
<td>2113 Dewey</td>
<td>5</td>
<td>TBD</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>1829 Simpson Street</td>
<td>1829 Simpson</td>
<td>5</td>
<td>vacant lot, formerly planned for restaurant. Plans TBD</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>Former Fresh Foods</td>
<td>1723 Simpson</td>
<td>5</td>
<td>Meals on Wheels leased the space, and is undergoing licensing process.</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>Double Clutch Brewery</td>
<td>2119 Ashland</td>
<td>5</td>
<td>Space under construction</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>Jamaican Restaurant</td>
<td>1905 Church</td>
<td>5</td>
<td>Restaurant to open in former Bozell Imports</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>Masonic Temple</td>
<td>Emerson</td>
<td>5</td>
<td>Architect owner renovating building for architects office</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>5th Ward Bank</td>
<td>TBD</td>
<td>5</td>
<td>Staff working with banks to identify potential locations for a bank in the 5th ward</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>Central Evanston Business Association (CEBA)</td>
<td>N/A</td>
<td>5</td>
<td>2020 Great Merchant Grant was submitted.</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>Hill Arts Business Association</td>
<td>N/A</td>
<td>5</td>
<td>Fall planters to come in October.</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>West Evanston Plan</td>
<td>N/A</td>
<td>5</td>
<td>Staff to continue efforts to implement plan</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>Gibbs Morrison Cafe Space</td>
<td>1823 Church</td>
<td>5</td>
<td>Lifeshare Whole Foods Grill opened.</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
<tr>
<td>Maple/Foster Cafe Space</td>
<td>N/A</td>
<td>5</td>
<td>2020 Great Merchant Grant application was submitted.</td>
<td>West Side (CEBA/Hill Arts/Maple &amp; Foster)</td>
</tr>
</tbody>
</table>
### City of Evanston Economic Development Loans

<table>
<thead>
<tr>
<th>Loan Status</th>
<th>Borrower</th>
<th>Origination Date</th>
<th>Original Loan Amount</th>
<th>Monthly Payment</th>
<th>Total Amount Paid</th>
<th>Loan Balance</th>
<th>Date Loan Terminates</th>
<th>Status</th>
<th>Default Total [1]</th>
<th>Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACTIVE</td>
<td>Ward Eight</td>
<td>3.15.12</td>
<td>$130,000.00</td>
<td>$1,316.19</td>
<td>$86,616.94</td>
<td>$25,309.21</td>
<td>$111,926.15</td>
<td>$43,383.06</td>
<td>12.1.22</td>
<td>Compliant</td>
</tr>
<tr>
<td>ACTIVE</td>
<td>Evanston North Shore Contractor's Cooperative</td>
<td>8.14.12</td>
<td>$200,000.00</td>
<td>$1,028.26</td>
<td>$25,983.17</td>
<td>$34,684.17</td>
<td>$60,667.34</td>
<td>$174,016.83</td>
<td>1.5.20</td>
<td>Compliant</td>
</tr>
<tr>
<td>ACTIVE</td>
<td>Hip Circle Empowerment Center</td>
<td>6.1.18</td>
<td>$24,889.50</td>
<td>$447.23</td>
<td>$7,886.94</td>
<td>$1,057.66</td>
<td>$25,983.17</td>
<td>$17,002.56</td>
<td>1.31.23</td>
<td>Compliant</td>
</tr>
<tr>
<td>ACTIVE</td>
<td>Little Beans</td>
<td>2.1.14</td>
<td>$75,000.00</td>
<td>$832.65</td>
<td>$27,999.26</td>
<td>$16,431.19</td>
<td>$44,180.45</td>
<td>$47,300.74</td>
<td>1.31.26</td>
<td>Compliant</td>
</tr>
<tr>
<td>ACTIVE</td>
<td>Good To Go</td>
<td>4.1.18</td>
<td>$25,000.00</td>
<td>$258.74</td>
<td>$1,928.28</td>
<td>$404.16</td>
<td>$23,071.72</td>
<td>$47,300.74</td>
<td>3.1.28</td>
<td>Compliant</td>
</tr>
<tr>
<td>POTENTIAL LITIGATION</td>
<td>Cafe Coralie</td>
<td>10.1.17</td>
<td>$50,000.00</td>
<td>$528.85</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$50,000.00</td>
<td>9.1.27</td>
<td>Potential Litigation</td>
<td>$4,630.80</td>
</tr>
</tbody>
</table>

*Borrower making double payments Jan. through Jul. 2020

### City of Evanston Property Leases

<table>
<thead>
<tr>
<th>Tenant</th>
<th>Address</th>
<th>Date of Lease Agreement</th>
<th>Term of Lease</th>
<th>Date Lease Terminates</th>
<th>Monthly Rent Payment</th>
<th>Payments Current</th>
<th>Default [1]</th>
</tr>
</thead>
<tbody>
<tr>
<td>PharmaCann LLC</td>
<td>1804 Maple Av</td>
<td>5/1/15</td>
<td>36 months</td>
<td>12/31/21</td>
<td>$7,140.00</td>
<td>Yes</td>
<td>$0.00</td>
</tr>
<tr>
<td>Chicago Main Newstand</td>
<td>860 Chicago Av</td>
<td></td>
<td>60 months</td>
<td>12/31/21</td>
<td>$7,645.04</td>
<td>Yes</td>
<td>$0.00</td>
</tr>
<tr>
<td>Enterprise Car Rental</td>
<td>1810 Maple Av</td>
<td>10/1/16</td>
<td>60 months</td>
<td>9/30/21</td>
<td>$3,570.00</td>
<td>Yes</td>
<td>$0.00</td>
</tr>
<tr>
<td>Theo Ubique</td>
<td>721 Howard St</td>
<td>4/12/17</td>
<td>120 months</td>
<td>4/11/27</td>
<td>$3,500.00</td>
<td>Yes</td>
<td>$0.00</td>
</tr>
<tr>
<td>Hip Circle</td>
<td>727 Howard St</td>
<td>5/15/18</td>
<td>60 months</td>
<td>5/15/23</td>
<td>$1,875.00</td>
<td>Yes</td>
<td>$0.00</td>
</tr>
<tr>
<td>Cafe Coralie</td>
<td>633 Howard St</td>
<td>10/1/2017</td>
<td>120 months</td>
<td>9/30/27</td>
<td>$3,000.00</td>
<td>No</td>
<td>$29,840.00</td>
</tr>
</tbody>
</table>

[1] including late fees and interest as applicable