



The Shopping District

Business Development Committee Meeting

Members: Surnow (Chair), Hockman, Quintal, McKenzie

Staff: Tighe

- 1. No meeting was held in August**
- 2. Retention and growth**
 - a. Tighe is working with Lyft on a rebate program. She is waiting to get contract back from Lyft's legal counsel.
- 3. Tenant recruitment process**
 - b. CC Consulting continues to follow up with retailers from ICSC meetings and also is

NEXT MEETING: Thursday, September 26, 2019 at 8:30 AM

2019-20 Budget: \$100,000

Remaining after September vouchers: \$85,158

Code Name	Stage	SF	Priority	Notes
1 Bookstore 1	Initial Contact		A	Retailer cancelled two tours- hopefully coming soon.
2 Luxury Apparel	Initial Contact		A	Sent sites, reviewing options, actively considering Birmingham
3 Luxury Apparel with coffee shop	Initial Contact		A	Very interested in Birmingham. This is an active deal. Unique concept with 6 China locations
4 Men's apparel 3	Initial Contact	3500	A	Been working with this tenant- they want a Detroit store first. They are coming to town in Fall.
5 Outdoor clothing 1	In discussions		A	Reopened conversations. They asked for an update. They are going to apply pressure to corporate to open a store here
6 Outdoor clothing 2	In discussions		A	Met at ICSC. Broker recontacted Ingrid. Toured Birmingham. Likes historic locations.
7 Women and men's apparel 4	Dismissed	1800-2000	A	Not doing lease for 12-18 mos unless value added- in other words, no rent.
8 Women's apparel 2	Initial Contact	1500-1800	A	Active prospect, seriously considering sites
9 Women's jewelry 2	In discussions	1400	A	Opened first store in MI. Retailer evaluating Bham, Ann Arbor & Detroit. Need to see how existing store does.
10 Dart bar	Dismissed	Michell" space	B	National broker rejected site due to lack of daytime traffic.
11 Electronics 1	Initial Contact	1500-1800	B	Ingrid met at ICSC NYC - Getting their dev plan in place and will contact me shortly
12 Electronics 2	Dismissed		B	Reached back out to them to consider Sam's location
13 Furniture 1	Initial Contact	Boutique	B	Keep in touch, not adding sites now but could change in the near future
14 Furniture 4	Dismissed		B	Rejected our market.
15 Ice Cream 1	Dismissed		B	Broker said they were not interested in the market.
16 Online Activewear			B	Sending Sites, not responsive
17 Online Clothing 1			B	Sending Sites, not responsive
18 Online Clothing 2			B	Sending Sites, reviewing options
19 Online cosmetics			B	Sending Sites, reviewing options
20 Online gown and dress rental			B	Sent sites, not responsive
21 Online Luggage			B	sending sites, not responsive
22 Online purses	Dismissed		B	Need a franchisee
23 Online shoes 1			B	Sending sites, not responsive
24 Online skincare 1			B	Sending sites, not responsive
25 Online Women's Clothing 1			B	Sending sites, reviewing options
26 Online Women's Professional Clothing			B	Sent sites, reviewing options
27 Online Women's shoes			B	Sending sites, reviewing options
28 women's and men's apparel 3		Boutique	B	Sent sites, asked me to check back end of September
29 Furniture 6	Dismissed		B	Broker called me. MI is one of three states with special sales tax for parent company which is QVC
30 apparel 1		25,000	C	Need to determine a site
31 Designer resale 1		Boutique	C	Not responsive
32 Online furniture	Dismissed		C	Rejected the market
33 Women's apparel			C	In touch with broker said not sure of MI
34 Women's apparel 3	Sending sites	2500	C	Needs 24 feet width. Keep in touch, not opening stores now
35 Women's apparel 5			C	Company going thru a lawsuit and not adding stores
36 Women's Apparel 6			C	Sent sites, not responsive
37 Women's jewelry 1	LEASE SIGNED		Summer 2019	Lease signed for 123 West Maple (former Art Loft space). Working on build out and aiming to open summer 2019.
38 Bakery 1	Dismissed			Not responsive
39 Bookstore 1	Reviewed Site			
40 Children's apparel 1	Dismissed			not adding stores
41 children's store 1	Dismissed			
42 Contemporary men's and women's apparel				Only have overseas real estate department at this time

43	cosmetics 1	Dismissed	Boutique		Put a hold on adding stores	
44	cosmetics 2				Reviewing sites	
45	cosmetics 3	Dismissed			Somerset renewed and put in radius restriction reviewing sites	
46	Denim apparel 1				Rejected market	
47	Designer resale 2	Dismissed	Boutique		24 month plan has no Michigan sites	
48	Electronics 3	Dismissed	Boutique		New real estate rep. wants a store but Somerset has a 5 yr radius	
49	Eyeglass 2	Send sites			Project announced	
50	Furniture 2				Toured Birmingham and not ready to make a commitment to the mkt at this time. Researching market	
51	Furniture 3	Dismissed				
52	Furniture 7	Dismissed			Rejected market	
53	Home goods 1	Dismissed				
54	Kids enrichment	Dismissed				
55	Lingerie	Dismissed			No interest in Birmingham	
56	Luxury fashion 1				Reviewing Sites	
57	Luxury fashion 2				Reviewing Sites	
58	Luxury fashion 3				Want me to work with Ralph Lauren	
59	Luxury fashion 4				Determining contact	
60	Luxury fashion accessories 1	Initial Contact			email and telephone follow up	
61	Luxury leather goods				Determining contact	
62	Luxury women's shoes				Reviewing whether they could have a store now that they are in Somerset	
63	Luxury apparel				Working with head of real estate in Italy. They appear to be interested.	
64	Men's apparel 1	Dismissed			retailer not interested in expanding in our market at this time. Buxton provided replacement retailer for our list.	
65	Men's apparel 2	Initial Contact	Open		Had feedback from their real estate department that at this time, will not look at a second location in MI.	
66	Men's apparel 4	Initial Contact			email and telephone follow up, not responsive but will keep trying	
67	Men's apparel 5				Too close to Somerset	
68	Men's shoes 1	In discussions	1500-1800		Rejected sites	
69	online candy					
70	Online cosmetics 1				NY store moving and rebranding themselves	
71	Online cosmetics 2				Sending Sites, reviewing options	
72	Online Dorm room				Sending Sites, reviewing options	
73	online goods				Determining contact	
74	Online men's clothing 1	Dismissed				
75	Online men's suits				Determining contact	
76	Shoes 1	Initial Contact			Real estate rep left, no new contact yet	
77	Tween fashion 1				No expansion	
78	Women's and men's apparel 1				No interest in Birmingham	
79	Women's apparel 1	Initial Contact			Not responsive, but will keep trying	
80	Women's apparel 4	Dismissed			email and telephone follow up	
81	Women's apparel 7				Determining contact	
82	Women's apparel 8		2800		Rejected Birmingham and opening a store at Somerset	
83	Women's apparel 9		Boutique		wants site plans	
84	Women's apparel and accessories				Determining contact	
85	Women's athletic apparel 1	Dismissed			retailer not interested in expanding in our market at this time.	

86	Women's contemporary apparel					
87	women's men's apparel					Can't expand in Birmingham due to naming issues
KEY:						
						LEASE SIGNED
						WARM PROSPECT
						RETAILER NOT INTERESTED

SCHEDULED TO OPEN/MOVED/CLOSED IN LAST 12 MONTHS

SEPTEMBER 2019

Office Occupancy Rate 87%

Retail Occupancy Rate 96%

Name of Business	Property Address	Street Name	Notes	Date of notification	Scheduled to Open/Moved/Closed/Opened in last 12 months
Steele Angel	150	Maple Road, West	Apparel	07/23/19	Scheduled to open
Detroit OG	205	Pierce Street	Apparel	07/23/19	Scheduled to open
Planthropie	135	Pierce Street	Food Specialties	07/18/19	Scheduled to open
ABC Vintage	154	Maple Road, West	Apparel	05/24/19	Scheduled to open
fab'rik	123	Maple Road, West	Womens Apparel	04/25/19	Scheduled to open
Seven Daughters	163	Maple Road, West	Coffee roaster	04/01/19	Scheduled to open
Essential Nail Bar	282	Maple Road, West	Salon/Spa	04/01/19	Scheduled to open
DiMaggio Fine Art & Jewelry	175	Maple Road, West	Jeweler	03/08/19	Scheduled to open
Pernoi	310	Maple Road, East	Restaurant	02/26/19	Scheduled to open
PRS Wireless	222	Merrill Street, East	Wholesale	12/21/18	Scheduled to open
Luxury Bridal Rack	700	Old Woodward, North	Bridal	11/12/18	Scheduled to open
ecoATM	685	Maple Road, East	Cash for old electronics	08/10/18	Scheduled to open
Splitz-n-Blitz	230	Merrill Street, East	Food Specialties	08/01/19	Opened
The Morrie	260	Old Woodward, North	Restaurant	08/01/19	Opened
Hans Power & Water	239	Pierce Street	Water appliance	08/01/19	Opened
R. Collective	383	Hamilton Row	Salon/Spa	08/01/19	Opened
Nalu	887	Maple Road, East	Salon/Spa	06/20/19	Opened
Moosejaw	284	Maple Road, West	bikes	04/19/19	Opened
willow and fernn	528	Old Woodward, North	Womens Apparel	03/15/19	Opened
Petite Cabane	205	Maple Road, East	Childrens Apparel	03/15/19	Opened
110 Couture	110	Old Woodward, South	Womens Apparel	12/01/18	Opened
Hazel Ravines & Downtown	34977	Woodward Avenue	Dining	11/05/18	Opened
Untied on Woodward	223	Old Woodward, South	Mens Apparel	11/05/18	Opened

SCHEDULED TO OPEN/MOVED/CLOSED IN LAST 12 MONTHS

SEPTEMBER 2019

Office Occupancy Rate 87%

Retail Occupancy Rate 96%

Name of Business	Property Address	Street Name	Notes	Date of notification	Scheduled to Open/Moved/Closed/Opened in last 12 months
Kybun Joya Shoes	286	Maple Road, West	Shoes	11/02/18	Opened
Anna Castaldi	245	Maple Road, West	Apparel & Accessories - Women	10/15/18	Opened
Tomatoes Apizza	34200	Woodward Avenue	Neopolitan pizza	08/27/18	Opened
Adachi	325	Old Woodward, South	Japanese	08/27/18	Opened
Kaku Sushi & Poke`	126	Old Woodward, South	Dining	08/27/18	Opened
Dry Bar	137	Maple Road, West	Salon/Spa	08/27/18	Opened
Beauty Club	327	Hamilton Row	Salon/Spa	08/27/18	Opened