

SECTION III

METHODOLOGY

This section is presented in the Appendix of the report.

SECTION IV

GENERAL MARKET CONDITIONS**OVERVIEW**

Carol Stream is located 27 miles west of Downtown Chicago in DuPage County. Its founder and original developer, Mr. Jay Stream, incorporated the Village in 1959. Carol Stream was basically envisioned as a residential community in the western sector of the Village and the eastern sector mixed with light industrial businesses and industries.

Some of the major corporations located in Carol Stream include FIC America Corp., Hearthside Food Solutions, Graphic Packaging Holding Company, Grunt Style LLC, Fedex Ground, Tyndale House Publishers Inc., Office Depot, Owens & Minor, Antunes, Covenant Living at Windsor Park, NTA Precision Axle Corporation, Essendant Co., Demar Logistics Inc., American Litho, Glenbard North High School, UPS – CSC, Communication Supply Corporation, Corecentric Solutions, Ingram Micro, Royal Power Solutions, Givaudan Flavors Corp., Prince Industries Inc., Zones, Marmon Foodservice Technologies, and Banner Industries, among others. **Table 4.1** presented in the Appendix provides the major employers in Carol Stream and the number of employees.

Carol Stream continues to be a great place to operate a business and raise a family. The Village's housing stock is diverse with a variety of housing styles and price points. The median home price is approximately \$350,000. The Village can accommodate the needs of most homebuyers. The Village offers good schools, public parks, a public library, and Town Center. The Village's large industrial concentration provides abundant employment opportunities as well as significant property tax revenues. Carol Stream is also home to a 600,000 square foot regional U.S. Postal Facility. In the following pages, we have provided a significant amount of data regarding the Chicago Metropolitan Area. This is done to provide a comprehensive evaluation of Carol Stream and the region for readers that are not from Carol Stream. Retail real estate executives evaluating the market for new stores may reside in another state and be unfamiliar with Carol Stream. The reader is able to evaluate the market dynamics of Carol Stream and the region.

POPULATION

The six-county Chicago Metropolitan Area contains approximately 8.4 million people. Included are Cook, DuPage, Kane, Lake, McHenry, and Will counties. The 1980, 1990, 2000, 2010, and 2020 population statistics for the six counties are presented in **Table 4.2** in the Appendix of this report.

DuPage County population growth amounted to 15.7 percent between 1990 and 2000. Between 2000 and 2010 DuPage County's population growth slowed to only 1.4 percent. However, between 2010 and 2020, DuPage County's population increased by 1.7 percent.

Cook County experienced the largest numeric increase in population between 1990 and 2000 with the addition of 271,674 persons and a high population base. However, between 2000 and 2010 the population in Cook County declined by 182,066 persons or by 3.4 percent. Between 2010 and 2020, the population in Cook County increased by 80,566 persons or an increase of 1.6 percent.

Lake County population growth between 1990 and 2000 amounted to 24.8 percent with an absolute increase of 127,938 persons. Between 2000 and 2010, Lake County's population increased by 59,106 persons an increase of 8.4 percent. Growth in Lake County slowed to 1.5 percent with an increase of 10,880 persons.

Kane County population growth was second only to Will County between 2000 and 2010. Kane County's population increased by 111,150 persons or by 21.6 percent. This followed population growth of 27.3 percent between 1990 and 2000. Kane County's population slowed between 2010 and 2020 with an increase of only 0.2 percent with an increase of only 1,253 persons.

McHenry County experienced the largest percentage increase in population between 1990 and 2000 however, from a much lower population base. Between 1990 and 2000, McHenry County's population increased by 76,836 persons representing an increase of 41.9 percent. McHenry County's growth slowed between 2000 and 2010 to 15.8 percent with an absolute increase of 48,683 persons. Between 2010 and 2020, McHenry County's population increased by 1,469 persons or by 0.5 percent.

Will County witnessed the most significant population growth between 2000 and 2010 within the six-county region. The population in Will County increased by 175,294 persons or by 25.9 percent between 2000 and 2010. This follows population growth of over 40.6 percent between 1990 and 2000. Between 2010 and 2020, Will County's population increased by 2.8 percent with an increase of 18,795 persons.

The population statistics for the Carol Stream and surrounding communities are provided in **Table 4.3** in the Appendix to the report.

POPULATION PROJECTIONS

The Chicago Metropolitan Agency for Planning (CMAP) prepared population forecasts for the Chicago Metropolitan Area for 2050. DuPage County's population is forecast to increase from 932,877 persons in 2020 to 1,104,956 persons in 2050.

Cook County's population is forecast to increase from 5,275,241 persons in 2020 to 6,1894,059 persons in 2050.

Kane County's Population is expected to increase from 516,522 persons in 2020 to 796,415 persons by 2050. McHenry County's population will reach 478,639 persons by 2050.

ACCESSIBILITY

The Chicago Metropolitan Area enjoys excellent regional accessibility. Interstate Highways serving the Chicago Metropolitan Area include Interstates 55, 57, 80, 88, 90, 94, 190, 290, 294, 355, and 390. The major U.S. Highways serving Chicago include 6, 12, 14, 20, 30, 34, 41, 45, and 66. Illinois Highways serving the metro area include 1, 7, 19, 21, 22, 25, 31, 32, 38, 43, 47, 53, 56, 58, 59, 60, 62, 63, 64, 68, 72, 83, 120, 131, 134, 137, 171, 390 and 394. Some of the interstates in proximity to the Subject Site include Interstates 55, 57, 80, 90, 94, 290, and 294. The Elgin-O'Hare Expressway I-390 located north of Carol Stream provides direct access to the regional expressway system.

The Village of Carol Stream enjoys good regional accessibility. Primary north-south access to the Key Retail Areas is provided by Gary Avenue which is a four-lane traffic artery with a 45 mile per hour speed limit in proximity to the Subject Sites. Gary Avenue extends from Harrison Avenue on the south to the Elgin O'Hare Expressway on the north.

Primary north-south access is also provided by County Farm Road which extends from IL Route 38 on the south up to Barrington Road and terminates on the north at IL Route 59. Additionally, secondary north-south access is provided by IL Route 59 which is a strategic regional arterial (SRA) which extends from Antioch on the north to Interstate 55 on the south. IL Route 59 is basically a four-lane arterial. IL Route 59 is located approximately ten minutes driving time west of the Key Retail Areas.

Secondary north-south access is provided by Schmale Road which extends to IL Route 38 (via Main Street) on the south to Army Trail Road on the north. Schmale Road is a secondary north-south traffic artery with four moving lanes, left turn lanes, no median strip divider, and a 35-mph speed limit.

Primary east-west access to the Key Retail Areas is provided by Army Trail Road and North Avenue. Army Trail Road is a major east-west arterial extending from Lake Street on the east to IL Route 25 on the west. North Avenue (IL Route 64) is a strategic regional arterial (SRA) providing east-west access from Lake Shore Drive in Chicago on the east and extending westerly to beyond IL Route 47.

Lake Street (U.S. 20) is a major east-west arterial which traverses the Village of Bloomingdale to the north of Carol Stream. Lake Street extends from Chicago on the east to Rockford and beyond on the west.

Interstate 355, via Army Trail Road and North Avenue, is located approximately fifteen minutes driving time east of the Village. A full interchange is provided at Army Trail Road. Additional interchanges are provided along Interstate 355 at Lake Street and North Avenue.

The Elgin-O’Hare Expressway, via Gary Avenue, is located approximately fifteen minutes driving time north of the Village. A full interchange is provided at Gary Avenue. Some of the other interchanges provided along the Elgin-O’Hare Expressway include U.S. 20 (Lake Street), Roselle Road, Meacham Road, and Interstate 290.

EMPLOYMENT

The US unemployment rate amounted to 3.7 percent in October 2022 up from 3.5 percent in September according to the Bureau of Labor Statistics. The U.S. economy has an historically low unemployment rate. The US unemployment rate was 5.5 percent in May 2021. The September 2022 unemployment rate was at a 29-month low.

The Illinois Department of Employment Security (IDES) published the November 2022 unemployment rates for the United States, Illinois, and the Chicago Metropolitan Area. IDES provide labor market information and other major employment indicators. The Illinois unemployment rate in November 2022 amounted to 4.4 percent unchanged from 4.4 percent in October 2022. In February 2009, the Illinois unemployment rate amounted to 8.6 percent up from 7.9 percent in January 2009. The Chicago-Naperville-Joliet MSA had a seasonally adjusted unemployment rate of 4.4 percent in November 2022. In contrast, the unemployment rate was 7.8 percent in January 2009. The rate rose to 8.6 percent in February 2009. In contrast, the unemployment rate in the United States was 3.4 percent in November 2022 down from 3.9 percent in November 2021.

The Illinois Department of Employment Security tracks unemployment insurance (UI) covered employment in the State of Illinois. The figures do not include jobs that are not covered by unemployment insurance. As of March 2021, (the latest data available), the employment in the Chicago Metropolitan Area (UI)-covered (private sector) employment declined from March 2020 to 3,343,257 - which is a decrease of -231,089 jobs, a -6.5 percent change. This was comprised of 2,088,934 jobs in Cook County; 526,033 jobs in DuPage County; 164,770 in Kane County; 275,979 in Lake County; 77,393 in McHenry County; and 210,148 in Will County. **Table 4.4** presented in the Appendix of this report provides the UI-covered (private sector) employment in the Chicago Metropolitan Area.

Cook County

Cook County’s private sector employment had a decrease of -176,389 (-7.8%) from March 2020 to March 2021. Industry sectors with the largest employment losses during the period included Accommodations & Food Services (-71,022; -31.0%); Arts, Entertainment, & Recreation (-15,027; -35.6%); and Administrative & Support & Waste Management & Remediation Services (-12,855; -6.5%). The industry with an employment increase was Agriculture, Fishing, & Hunting (+210; +21.0%)

DuPage County

DuPage County DuPage County had a decrease in private sector employment of -28,122 (-5.1%). The industries having the biggest declines in employment were Accommodations & Food Services (-7,839; -18.8%); Retail Trade (-3,728; -6.5%); and Wholesale Trade (-2,408; -5.0%). The largest increases in industry employment occurred in Administrative & Support & Waste Management & Remediation Services (+1,192; +2.3%); Utilities (+40; +0.8%); and Agriculture, Fishing, & Hunting (+17; +5.4%)

Kane County

Kane County had a decrease in private sector employment of -9,305 (-5.3%). The industry sectors with the largest employment decreases were Accommodations & Food Services (-2,320; -14.0%); Arts, Entertainment, & Recreation (-1,899; -39.6%); and Health Care & Social Assistance (-1,250; -5.4%). The industry sectors with employment increases were Management of Companies & Enterprises (+117; +7.4%); Finance & Insurance (+39; +0.6%); and Agriculture, Fishing, & Hunting (+20; +4.6%)

Lake County

Lake County had a decrease in private sector employment of -12,508 (-4.3%). The industry sectors with the biggest declines in employment were Accommodations & Food Services (-4,332; -17.2%); Health Care & Social Assistance (-1,699; -5.5%); Retail Trade (-1,043; -2.7%); and Arts, Entertainment, & Recreation (-1,025; -22.0%). The industries with employment increases were Finance & Insurance (+526; +3.2%) and Transportation & Warehousing (+516; +7.2%).

McHenry County

McHenry County had a decrease in private sector employment of -1,912 (-2.4%). The industry sectors with the largest employment decreases were Manufacturing (-974; -7.0%); Accommodations & Food Services (-729; -7.9%); and Administrative & Support & Waste Management & Remediation Services (-290; -4.5%). The industries with largest employment increases were Wholesale Trade (+463; +10.0%); Health Care & Social Assistance (+260; +2.4%); and Transportation & Warehousing (+180; +11.6%).

Will County

Will County had a decrease in private sector employment of -2,853 (-1.3%). The industry sectors with the largest decreases in employment were Accommodations & Food Services (-2,401; -11.1%); Health Care & Social Assistance (-1,791; -6.7%); and Information (-673; -34.2%). The industry sectors with the biggest employment increases were Transportation & Warehousing (+5,533; +20.4%); Retail Trade (+100; +0.3%); and Construction (+91, +0.7%).

Table 4.5 presented in the Appendix of this report provides the UI-Covered Employment by County for all industries. Healthcare and Social Assistance represented 72,980 employees in DuPage County in 2021. Professional, Scientific, & Technical Services represented 56,032 employees while Manufacturing represented 53,901 employees. Retail Trade accounted for 53,336 employees in DuPage County in 2021.

Table 4.6 presented in the Appendix of the report presents the UI-Covered Employment for Carol Stream and other selected communities in DuPage County for all industries. Carol Stream UI-Covered Employment amounted to 20,864 employees. Manufacturing accounted for 4,886 UI-Covered jobs in Carol Stream in 2021. Wholesale Trade UI-Covered Employment accounted for 2,792 employees in Carol Stream and Retail Trade amounted to 1,678 employees. Transportation and Warehousing accounted for 2,569 employees while Healthcare and Social Assistance represented 2,548 employees in Carol Stream.

RESIDENTIAL BUILDING PERMIT ACTIVITY

Our staff evaluated residential building permit activity in the Chicago-Naperville-Elgin, Illinois, Indiana, and Wisconsin Metropolitan Area. Residential building permit activity has slowed since 2017 when permits stood at over 22,000. In 2021, building permits declined to 18,500 total permits. Single-family building permits (1 Unit) actually increased from over 8,400 units in 2017 to over 10,000 units in 2021. Multi-family residential building permits (5 or More Units) decreased from 355 structures in 2017 to 255 structures in 2021. The number of units went from 12,692 units to 7,445 units in 2021. **Table 4.7** presented in the Appendix of this report provides building permit activity in the Chicago-Naperville-Elgin, Illinois, Indiana, and Wisconsin Metropolitan Area from 2012 to 2021.

SECTION V**RETAIL MARKET ANALYSIS****CAROL STREAM SITES/LOCATIONS**

The Key Retail Areas in Carol Stream include sites along the Gary Avenue Corridor, North Avenue Corridor, and the Schmale Road Corridor. The Key Retail Areas were previously described in the Executive Summary.

NATIONAL, REGIONAL AND LOCAL RETAIL TRENDS

We have identified national, regional, and local trends in consumer orientation, retailing, entertainment, and dining. The specific issues included the changes in consumer trends, retail trends, demographic changes, and dining segment changes. The Covid-19 pandemic dramatically changed consumer shopping habits and patterns around the world. Consumers shifts their shopping patterns to “touchless delivery” during the pandemic and e-commerce sales increased dramatically. Post-pandemic consumers globally were out shopping again, patronizing restaurants, and taking vacations.

There are a variety of international retailers and restaurants that are again expanding throughout the world following Covid-19. Some of these retailers undertaking international expansion include Aldi, Ahold Delhaize, Carrefour, IKEA, Home Depot, Boots Alliance, Apple, H&M, Lidl, Best Buy, Sephora (LVMH), Starbucks, Tesco, TJX, and Walmart, among others. These retailers and restaurants have found that the globalization of retail and restaurants has not been without casualties. Global retailing is influenced by political, economic, social, and cultural factors. Many US based businesses pulled out of Russia following the war in Ukraine. Many of the newest international retailers entering the United States located on Fifth Avenue in New York, Rodeo Drive in California, or North Michigan Avenue in Chicago. Several retailers closed their stores on North Michigan Avenue following the civil unrest and looting. International retailer Uniqlo closed their Michigan Avenue store but continue to maintain a store on State Street. However, international retailers H&M will open a new store at the former Apple location on Michigan Avenue four blocks from their current location. Rainforest Café operates at all the Disney theme parks worldwide and reopened the Anaheim, California location following the pandemic. Rainforest Café also opened new international locations in 2020 and 2021 in Dubai, Abu Dhabi, and Malta.

Aritzia, a Canadian women’s apparel retailer, opened an outlet store at the Fashion Outlets in Rosemont as well as a new 46,000-square-foot store on Michigan Avenue. Rodd & Gunn from New Zealand men’s apparel retailer opened a new store at Old Orchard Shopping Center in Skokie. Primark, from Dublin, plans to open a new store at Woodfield Mall in the former Sears space. KidZania, an indoor theme park, opened an 80,000-square-foot store at Oak Brook Center in 2019. KidZania has 19 international locations around the world. Dine Brands is one of the largest full-service restaurant companies in the world. Dine Brands, the owners of Applebee’s, IHOP, and Fuzzy’s Taco Shop has over 200 international locations including 150 Applebee’s

units around the world. As of December 31, 2022, these three brands consisted of over 3,500 restaurants, across 17 international markets, and were operated by 387 franchisees.

There have been dramatic changes in the way people shop for products and services as well as dine out and select entertainment. The changing patterns of consumers and the fierce competition for consumer dollars has created numerous types of stores, eating places, and entertainment venues in recent years. We have also witnessed many failures in these same categories. Today, e-commerce has impacted sprawling suburban malls that have experienced department store closures, declining mall visits, increasing vacancy, and disinvestment.

Many malls have lost their anchor department stores as a result of bankruptcies and store closings. The Bon Ton bankruptcy resulted in the closure of all the Carson Pirie Scott stores in the Chicago area. Macy's closed a variety of stores in the Chicago area including Northbrook Court, Stratford Square Mall, Spring Hill Mall, and Downtown Lake Forest, among others. Sears closed their last couple of stores at Oak Brook Center and Woodfield Mall.

Some of the most prominent local retail trends in 2021 and 2022 included the following:

- ▶ Consumers returned to brick & mortar stores.
- ▶ Elimination of mitigation guidelines.
- ▶ Shifting consumer shopping habits and patterns.
- ▶ E-commerce sales moderated.
- ▶ Retail consolidation, bankruptcies, and store closings abated.
- ▶ Department store sales rebounded - Macy's, Nordstrom, Bloomingdale's
- ▶ Shifting employment patterns.
- ▶ Employees began to return to work following the Covid-19 pandemic.
- ▶ Apparel sales rebounded strongly.
- ▶ Consumers had to buy clothes that fit after working from home for so long.
- ▶ Consumers could travel again and bought apparel for vacations.
- ▶ Filling Stations sales were up significantly due to demand, inflation, and the War in Ukraine.
- ▶ Drugs & Miscellaneous Retail Store sales were up as consumers returned to malls.
- ▶ Conventions, trade shows, travel, and tourism started to rebounded.
- ▶ Retail evolving to meet consumer demand.
- ▶ Approximately 8,100 store openings in 2022
- ▶ Approximately 2,603 store closings in 2022.
- ▶ Approximately 3,940 store closings in 2021.
- ▶ Approximately 7,500 store closings in 2020.
- ▶ Approximately 9,300 store closings in 2019.
- ▶ Approximately 8,000 store closings in 2018.
- ▶ Store closings represent a response to changing shopping patterns.
- ▶ E-commerce driving an omni-channel approach.
- ▶ Retail bankruptcies have moderated.

RETAIL BANKRUPTCIES AND STORE CLOSINGS

Retail bankruptcies in 2022 amounted to only six including Sears Hometown, Olympia Sports, Revlon, Escada America, and BH Cosmetics. We mention all the bankruptcies and store closings over the last several years to make the point that attracting new retail facilities to Carol Stream is even more challenging today.

Retail Bankruptcies in 2021 amounted to only 8. These included Alex and Ani, The Collection Group, Paper Source, Belk, Solstice Marketing Concepts, L'Occitane, Christopher & Banks, and Loves Furniture.

Retail bankruptcies in 2020 rose to 30 from 23 bankruptcies in 2019 and up from 16 retail bankruptcies in 2018. In 2020, there were 30 retail bankruptcies including Aldo, Art Van Furniture, Ascena Retail, Bluestem Brands, Brooks Brothers, Century 21, Centric Brands, Francesca's, Furniture Factory Outlet, G-Star Raw, GNC, Guitar Center, JC Penney, J Crew, Lord & Taylor, Lucky Brand, Muji USA, Neiman Marcus, Pier 1 Imports, Roots USA, RTW (Retailwinds), SFP Franchise C, Stage Stores, Stein Mart, Sur La Table, Tailored Brands, the Paper Store, True Religion, and Tuesday Morning. There were over 15,542 store closings in 2020 up from 9,300 store closings in 2019 and up from 8,000 store closings in 2017.

Retail bankruptcies in 2019 included Beauty Brands, Innovative Mattress Solutions, Shopko, Gymboree, Shopko, Charlotte Russe, Full Beauty Brands, Things Remembered, Payless Shoe source, Diesel USA, Z Gallerie, Charming Charlie, Barney's New York, Avenue, A'gaci, Fred's, Forever 21, and Destination Maternity. There were over 9,300 store closings in 2019 up from the record 8,000 store closings in 2017.

Retail bankruptcies in 2018 included Nine West Holdings, Claire's, The Walking Company, Bon Ton, Toys R Us, Remington Outdoor, A'Gaci, Kiki USA, Bertucci's, Southeastern Grocers, Tops Markets, Brookstone, National Stores, Mattress Firm, Sears, and David's Bridal.

Retail bankruptcies in 2017 hit a six-year high with over 36 retailers declaring bankruptcy. In 2011, 59 retailers declared bankruptcy. In 2016, there were 26 major U.S. retailer bankruptcies up for 22 major retailer bankruptcies in both 2014 and 2015. There were 37 US major retailer bankruptcies in 2009 during the great recession. There were over 4,000 chain store closures in 2016 up from over 3,600 chain store closures in 2015. In 2017, there were over 8,000 store closings. There were 36 retail bankruptcies in 2017 in the United States including the following: Aerosoles Shoe Outlet, Alfred Angelo, BCBG Max Azria, Bob's Eastern Mountain, Central Grocers, Charming Charlie, Gander Mountain, Gordman's, Gymboree, HHGregg, Limited, Marbles: the Brain Store, MC Sports, Papaya Clothing, Payless, Perfumia, Radio Shack/General Wireless, Romano's Macaroni Grill, Rue 21, Sheikh Shores, Sports Zone, Toys R Us, Traffic Shoes, True Religion, Vanity, Vitamin World, and Wet Seal. In 2018, some of the bankruptcies have included Charlotte Olympia, Agaci, Bon Ton, Kiko USA, Walking Company and Claire's. There were over 8,000 store closings in the United States in 2017 and over 10,000 store closings were forecast in 2018. The store closures are being driven by four major factors including acceleration of e-commerce, over saturated retail market, race to the bottom discounting, and millennial shopping patterns.

Some of the retailer store closings in 2018 include Toys R Us (735 stores), Mattress Firm (700 stores), Subway (500 stores), H&R Block (400 stores), Teavana (379 stores), Ascensia Group parent of Ann Taylor, Loft, Dress Barn, Lane Bryant and Justice (268 stores), Bon-Ton Stores (256 stores), Best Buy Cell Phone Stores (250 stores), Gap and Banana Republic (200 stores in 2018 and possibly hundreds more in 2019), GNC (200 stores), Sears (188 stores), Footlocker (110 stores), Brookstone (102 stores), Samuel’s Jewelers (100 stores), Michael Kors (100-125 stores), Orchard Supply Hardware (99 stores), National Stores, Inc. (74 stores), Chipotle (65 stores), Sam’s Club (63 stores), Abercrombie & Fitch (60 Stores), Lowe’s (51 stores), J Crew Group (20 stores), Victoria’s Secret (20 stores), Fresh Market (15 stores), Kroger (14 stores), Chipotle (65 stores), Macy’s (11 stores part of 100 announced in 2016), Lord & Taylor (10 stores), and JC Penney (8 Stores after closing 140 in 2017). Some of the stores that have already closed or forecast to close additional stores in 2019 include Sears, Walgreens, H&M, Rue 21, the Gap, CVS, Destination Maternity, GameStop, and the Walking Company, among others.

There has been a major shift nationally to e-commerce sales and less emphasis on brick-and-mortar retail stores. Retail development today has been focused upon “experiential” concepts including entertainment and food service since these types of uses can’t be purchased on the internet. Millennials are one of the largest demographic segments today and they are delaying major life commitments including getting married, having children, buying automobiles, and buying homes. We are the greatest consumers when we have children and millennials are delaying these major life commitments. This is having a tremendous impact on shopping patterns and overall retail sales.

DRIVING TIME ANALYSIS

A detailed Driving Time Analysis from the Subject Site was conducted in all directions from the Carol Stream Village Hall. The Driving Time Analysis simulates the distances a consumer can travel during given time allocations and assists in the delineation of the Trade Area. The Driving Time Analysis was undertaken for 15 minutes in each direction by five-minute intervals during non-peak travel periods.

There are multiple sites in the Key Retail Areas thus, our staff originated the Driving Time Analysis from the Carol Stream Village Hall. The Village Hall is nearly equidistant from North Avenue and Army Trail Road. **Figure 5.A** presents the Driving Time Analysis Map. The street name, direction of travel, and driving time by five-minute interval is presented in **Table 5.1**.

Again, the Driving Time Analysis was conducted during non-peak travel times to simulate the travel times of consumers during normal shopping hours.

Table 5.1

**Driving Time Analysis
Village of Carol Stream
November 2022**

Gary Avenue - Traveling North

5-minute interval	-	Army Trail Road
10-minute interval	-	Central Avenue
15-minute Interval	-	Elgin-O'Hare Exp. (12 minutes) terminus

Gary Avenue - Traveling South

5-minute interval	-	Geneva Road
10-minute interval	-	Harrison Avenue (7 minutes) terminus
15-minute Interval	-	Butterfield Road (via Naperville Road)

Gary Avenue to Army Trail Road - Traveling East

5-minute interval	-	Army Trail Road
10-minute interval	-	Bloomington Road
15-minute interval	-	Swift Road

Gary Avenue to Army Trail Road - Traveling West

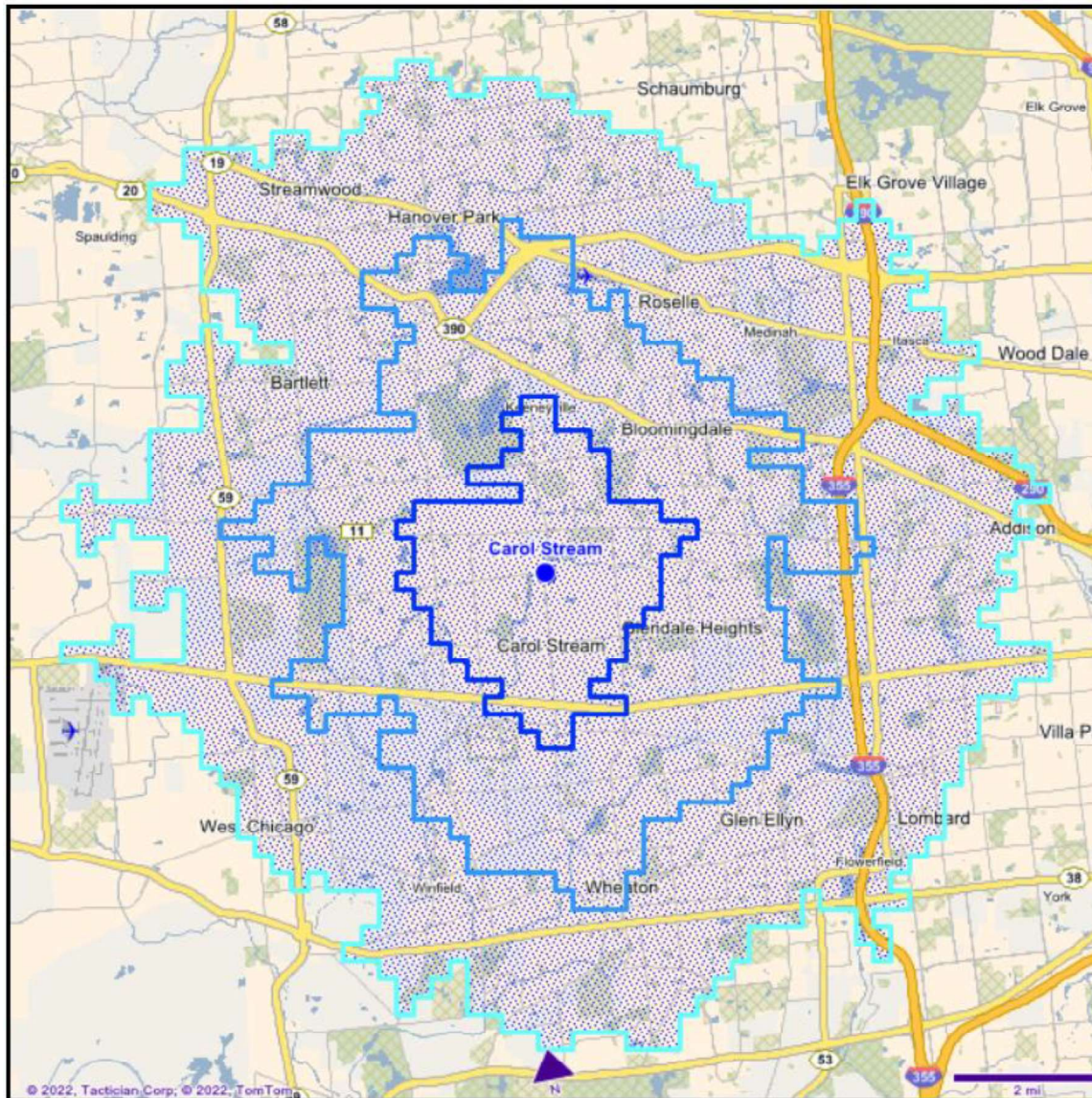
5-minute interval	-	Army Trail Road
10-minute interval	-	Gerber Road
15-minute interval	-	Monger Drive

Source: Melaniphy & Associates, Inc. -November 2022

Figure 5.A graphically depicts the Driving Time Analysis from the computer-generated analysis provided by Tactician our demographic software.

Figure 5.A

Driving Time Analysis

TRAFFIC VOLUMES

Annual average daily traffic volume data was obtained from the Illinois Department of Transportation for selected arterials in proximity to the Subject Sites. **Table 5.2** page presents the **2021** average annual daily traffic volumes (the latest published data available) for the selected arterials in proximity to the Subject Sites.

Table 5.2

**Annual Average Daily Traffic Volumes
2021 - Selected Arterials**

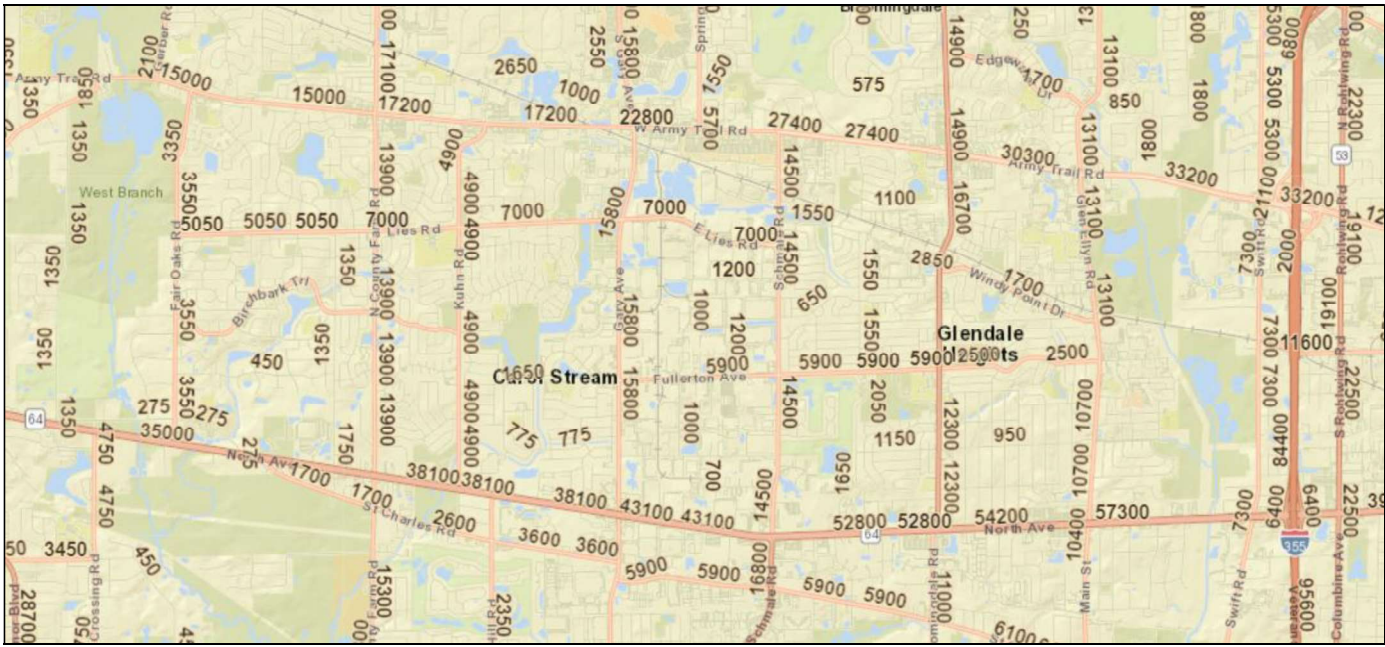
<u>Selected Arterials</u>	<u>Traffic Count</u>
<u>Gary Avenue</u>	
North of Lies Road	15,800 vehicles (2021)
South of Lies Road	15,800 vehicles (2021)
<u>Army Trail Road</u>	
East of Gary Avenue	22,800 vehicles (2021)
West of Gary Avenue	17,200 vehicles (2021)
East of Bloomingdale Road	30,300 vehicles (2021)
West of Bloomingdale Road	38,100 vehicles (2021)
<u>North Avenue</u>	
East of Gary Avenue	41,300 vehicles (2021)
West of Gary Avenue	35,000 vehicles (2021)
<u>County Farm Road</u>	
North of Army Trail Road	17,500 vehicles (2021)
South of Army Trail Road	13,900 vehicles (2021)
<u>Schmale Road</u>	
North of Lies Road	14,100 vehicles (2021)
South of St. Charles Road	16,000 vehicles (2021)
South of Geneva Road	12,900 vehicles (2021)
<u>St. Charles Road</u>	
East of Schmale Road	5,900 vehicles (2021)
West of Schmale Road	5,900 vehicles (2021)
West of Gary Avenue	3,600 vehicles (2021)
<u>Geneva Road</u>	
East of Schmale	14,400 vehicles (2021)
West of Schmale	16,400 vehicles (2021)

Source: Illinois Department of Transportation

Figure 5.B presents the annual average daily traffic count map for Carol Stream and surrounding communities in 2021.

Figure 5.B

**Annual Average Daily Traffic Count Map
Carol Stream and Surrounding Communities
2021**



TRADE AREA DELINEATION

The Trade Area for the Key Retail Areas in the Village of Carol Stream have been delineated on the basis of accessibility, the road network, the Driving Time Analysis, existing and proposed competition, employment distribution, physical and psychological barriers, shopping habits and patterns, dining-out patterns, as well as our experience in evaluating shopping centers and other commercial developments throughout the world.

The Trade Area Map for the Key Retail Areas of the Village is depicted in **Figure 5.C**. We have delineated the Trade Area on the basis of all of those factors which directly or indirectly affect the geographic drawing power of the Key Retail Areas of the Village. By definition, Trade Areas account for approximately 85 percent of the anticipated business. Because of visitors, businesspersons, people passing through, and others it is difficult to identify the last 15 percent. Distances traveled and visitor infrequency makes it uneconomic to attempt to define the last 15 percent, as well as prepare demographics for it. The Trade Area, as defined, represents the geographic area from which the majority of sales will be derived.

The **Primary Trade Area** has been delineated to include the geographic area within a three-mile radius of the Key Retail Areas in the Village. Approximately 40 to 50 percent of the consumers generated to Carol Stream are generated from the Primary Trade Area. Convenience Goods

stores such as supermarkets, drug stores, hardware stores, cleaners, and other highly frequented stores are supported primarily from this geographic area.

The **Secondary Trade** Area has been delineated to include the geographic area beyond three miles and extending out to a five-mile radius. Approximately 30 to 35 percent of the consumers will be generated from the Secondary Trade Area. Stores generating customers beyond the Primary Trade Area, but within the Secondary Trade Area include Shoppers Goods Stores. Shoppers Goods stores include general merchandise, warehouse clubs, superstores, home improvement, furniture and home furnishings, and electronics and appliance, office supply, bookstores, and craft stores, among others

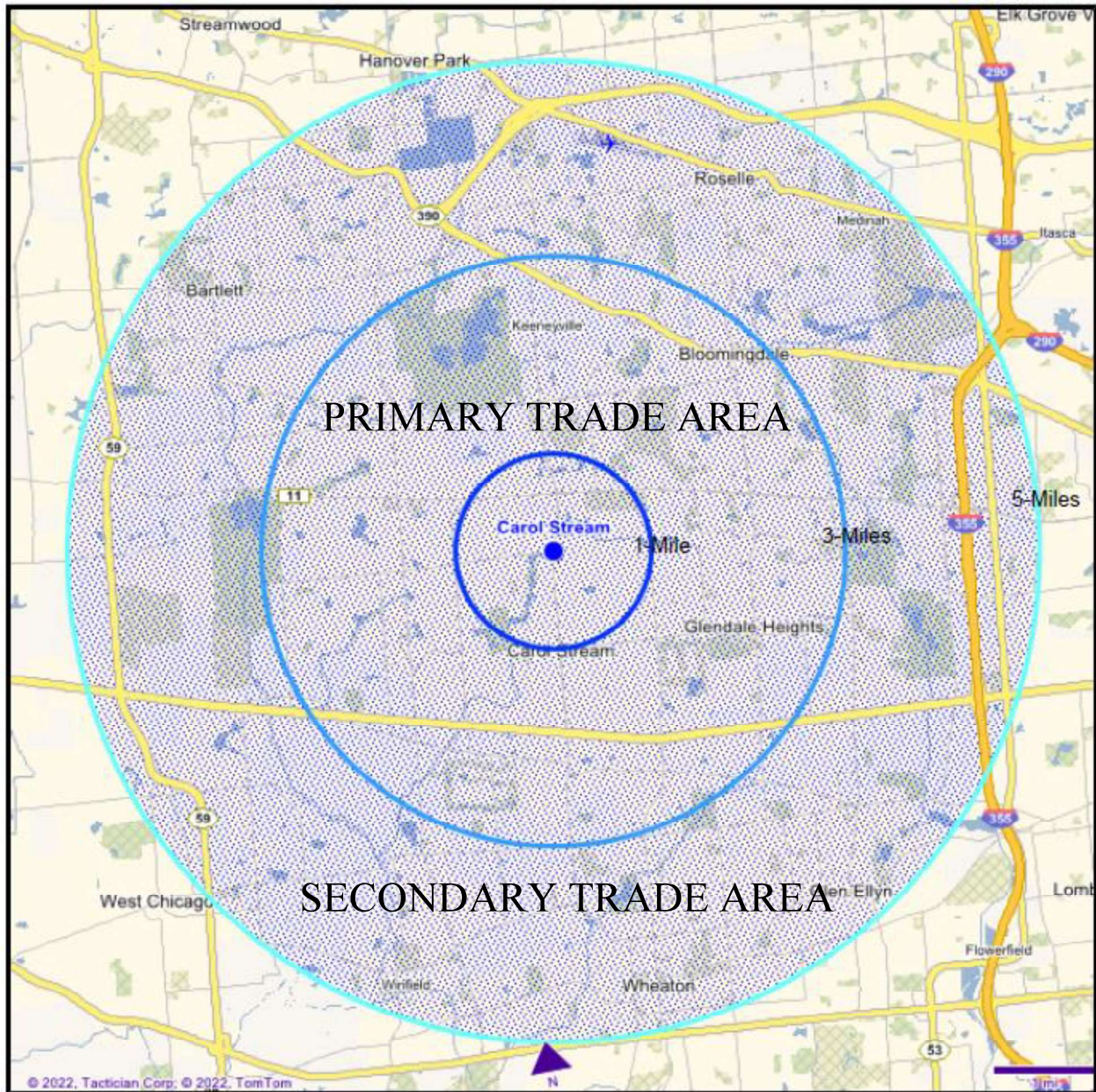
There are a variety of competitive retail concentrations which directly and indirectly affect the geographic size of the Trade Area for the Key Retail Areas in the Village. Carol Stream is located in the shadow of Stratford Square Mall and all the major shopping centers on Army Trail Road and Gary Avenue. Some of the other regional malls that influence the trade area include Stratford Square Mall, Charlestowne Mall, Woodfield Mall, Yorktown Center, and Oakbrook Center. Some of the major power centers influencing the Trade Area of the Key Retail Areas of the Village include Bloomingdale Court, Bloomingdale Square, the Courtyard at Stratford, Stratford Plaza, High Grove Center West Campus, and High Grove Center East Campus, Costco, Lowes, Home Depot, and Meijer, among many others. The Carol Stream Trade Area is proscribed by all of the major retailers and shopping centers around Stratford Square Mall. These retail complexes can intercept consumers before they come to the Carol Stream area.

The **Total Trade Area** represents the geographic area within a five-mile radius of the Key Retail Areas of the Village. The Total Trade Area is roughly bounded by the Elgin O'Hare Expressway on the north, Roosevelt Road (IL Route 38) on the south, Interstate 355 on the east, and just beyond IL Route 59 on the west. Approximately 85 percent of the customers will be generated from within the delineated Trade Area and another 10 to 15 percent will be generated from outside the Trade Area. Again, this includes visitors and other consumers who shop the area on an infrequent basis.

Figure 5.C presents the Trade Area for the Key Retail Areas in Carol Stream.

Figure 5.C

Trade Area Map
Carol Stream



TRADE AREA MARKET SUPPORT FACTORS

The general demographic characteristics of the Trade Area were thoroughly evaluated. Population, Households, Median Household Income, and Gross Household Income for the Trade Area of the Key Retail Areas are provided in **Table 5.3** in the Appendix entitled Trade Area

Market Support Data. This section focuses on the level of market support available within the delineated Trade Area. A discussion of the demographics of the Trade Area is presented below.

The Primary Trade Area contains a population of 9,540 persons in 3,511 households. By 2025, the population is forecast to decline to 9,204 persons in 3,572 households. The average household size is 2.70 persons per household and the average household income is \$99,041 within the Primary Trade Area. The median age is slightly younger at 36.1 years. The ethnic characteristics are as follows: White 53.4 percent, Black 6.1 percent, American Indian 0.7 percent, Asian 23.7 percent, Hawaiian Pacific Islander 0.0%, and Other 8.2 percent. Multiple Race accounted for 7.9 percent.

The Secondary Trade Area contains a population of 105,115 persons in 37,590 households. The population is to decline to 103,657 persons by 2025. The median age is slightly older than the Primary Trade Area amounting to 37.8 years. The average household size within the Secondary Trade Area is modestly larger at 2.79 persons per household. The ethnic characteristics are as follows: 55.6 percent White, 5.6 percent Black, 0.7 percent American Indian, 19.6 percent Asian, Hawaiian Pacific Islander 0.0%, and 8.9 percent Other. The Secondary Trade Area is more ethnically diverse than the Primary Trade Area. The average household income within this Trade Area segment is higher than the Primary Trade Area amounting to \$103,101. Per capita income is \$36,926.

The Total Trade Area contains an estimated population of 247,783 persons in 88,594 households. By 2025, the population within the Total Trade Area is forecast to decline to 244,802 persons in 89,974 households. The average household size is 2.79 persons per household while the median age is younger at 38.1 years. The ethnic characteristics are as follows: 61.2 percent White, 12.3 percent Black, 1.1 percent American Indian, 5.9 percent Asian, 0.2 percent Hawaiian Pacific Islander, and 8.6 percent Other. Multiple Race accounted for 10.6 percent of the Trade Area population. The average household income amounts to \$112,473 while per capita income amounts to \$40,284.

In addition to the Trade Area resident population resources, there are 8,804 business establishments with a daytime working population of 109,020 persons according to Tactician, Inc. UI-Covered (Private Sector) Employment in Carol Stream amounted to 20,864 in March 2021 according to the Illinois Department of Employment Security. The daytime working population provides additional retail expenditure potential within the Trade Area of Carol Stream. In our opinion, the daytime working population contributes primarily to restaurants, drug stores, gas stations, and convenience stores, among others.

Carol Stream contains approximately 20 million square feet of developed industrial space contributing to the daytime working population.

COMPETITIVE ENVIRONMENT

Our staff inventoried the competitive malls, shopping centers, and big box retailers located in and outside the delineated Trade Area of the Key Retail Areas in the Village. These major shopping concentrations are discussed in the following paragraphs. Many of the shopping

centers provide some level of direct and indirect competition to the Key Retail Areas in Carol Stream. Stratford Square Mall has been in decline for several years after several department stores closed at the mall including Macy's, Sears, JC Penney, and Carson Pirie Scott. The Primary shopping orientation is toward Army Trail Road as well as Gary Avenue where Stratford Square Mall is located. Most of the power shopping centers were developed along Army Trail Road to take advantage of Stratford Square Mall's drawing power. Freestanding big box stores are also concentrated along Gary Avenue across from the mall as well as south of Army Trail Road. Woodman's built a 240,000-square-foot store on land once occupied by Macy's at Stratford Square Mall.

Table 5.4 presents the Competitive Retail Inventory in the Appendix of the report. The table highlights the name of the shopping center, location, size, approximate occupancy rate, major anchors, and anchor sizes, where available. Although many of the centers identified in the inventory are not directly competitive, they are mentioned to facilitate a comprehensive evaluation of the retail market in proximity to Carol Stream. **Figure 5.D** presented in the Appendix of the report provides the Competitive Retail Inventory Map depicting the location of these facilities in relation to the Key Retail Areas in the Village of Carol Stream.

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

1. Stratford Square Mall

Stratford Square Mall is an approximate 1.3 million-square-foot two-level, enclosed regional mall located in the northeast quadrant of Army Trail Road and Gary Avenue in Bloomingdale. Stratford Square Mall was anchored by Carson Pirie Scott, JC Penney, Macy's, Sears, and the Burlington which replaced the vacant Montgomery Ward. Kohl's and Burlington are the only major department store that remains open at the mall. However, Burlington is in the process of relocating to Stratford Crossing. Woodman's is a 242,000-square-foot freestanding store and not attached to the mall. The mall has excessive vacancy on both the first and second levels of the mall.

Some of the freestanding stores and restaurants situated on pad sites around Stratford Square Mall include Texas Roadhouse, Jameson's Charhouse, the Room Place Furniture, Mario Tricoci Day Spa, McDonald's, and Taco Bell, among others.

2. Charlestowne Mall

Charlestowne Mall is an approximate 1.1 million-square-foot two-level, enclosed regional mall located in the northeast quadrant of Main Street (IL Route 64) and Kirk Road in St. Charles. The Mall is anchored by Von Maur and Classic Cinemas. Sears, Carson Pirie Scott, and Kohl's closed and remain vacant. Some of the freestanding restaurants in proximity to Charlestowne Mall include Cooper's Hawk, Spotted Fox Ale House, Olive Garden, Portillo's, and Giordano's Pizza, among others. Some of the restaurants that closed in proximity to Charlestowne Mall include Chili's, Sweet Tomatoes, and On the Border, among others.

3. Woodfield Mall

Woodfield Mall is a 2.0 million-square-foot enclosed regional mall located at Interstate 290 and Woodfield Drive. Woodfield Mall is anchored by JC Penney, Macy's, and Nordstrom. Lord & Taylor and Sears closed their stores at Woodfield Mall. There are numerous power centers and freestanding retailers located in proximity to Woodfield Mall including IKEA, Dick's Sporting Goods, Target, The Nordstrom Rack, Costco, Off Fifth, Barnes & Noble, and Best Buy. Some of the restaurants located in and around Woodfield Mall include Maggiano's, Shaw's Crab House, Big Bowl Asian Café, Rainforest Café, the Cheesecake Factory, Red Robin, Perry's Steakhouse, and among a myriad of others. Retail sales in Schaumburg ranked #2 behind Naperville which had the highest retail sales of any suburban community at over \$3.0 billion. Schaumburg's retail sales were over \$3.7 billion while Naperville's sales were \$4.3 billion in 2021. Schaumburg was the #2 suburb in restaurant sales with sales of over \$390 million in 2021.

4. Yorktown Center

Yorktown Center is a 1.4 million-square-foot two level enclosed regional mall anchored by JC Penney and Von Maur. Montgomery Ward and Carson Pirie Scott are vacant. Yorktown Center is located in the northeast quadrant of Butterfield Road and Highland Avenue in Lombard. Some of the major retailers located along Butterfield Road in proximity to Yorktown include Dick's Sporting Goods, Costco, Kohl's, the Dump Furniture Outlet, PGA Tour Superstore, and the Home Depot, among many others. Some of the restaurants located in and around Yorktown Center include the Capital Grille, Miller's Ale House, Buca Di Beppo, Flat Top Grill, and Benihana, among others. Lombard achieved retail sales of over \$1.2 billion in 2021.

5. Oakbrook Center

Oakbrook Center is a 1.7 million-square-foot unenclosed regional mall located at IL Route 83 and 22nd Street in Oak Brook. The center was anchored by Lord & Taylor, Macy's, Neiman Marcus, Nordstrom, Sak's Fifth Avenue, and Sears. In 2002, Sak's Fifth Avenue closed their store, and it was replaced by a Bloomingdale's Home Store which closed in 2012. In more recent years, the mall lost Lord & Taylor, Macy's, and Sears. Oak Brook Center is one of the premier upscale malls in the Chicago Metropolitan Area. Retail sales in the city of Oak Brook were over \$1.5 billion in 2021 up from \$1.1 billion in 2020.

6. Bloomington Court

Bloomington Court is an approximate 600,000-square-foot power center located at Army Trail Road and Schmale Road in Bloomington. Major anchors include Wal-Mart, Best Buy, Dick's Sporting Goods, Five Below, Ulta Beauty, Michael's, Half Price Books, and Dollar Tree, among others. The small shop space at Bloomington Court has several vacancies.

Some of the restaurants on the pad of Bloomington Court include Olive Garden, Chili's, Oberweis Dairy, Raising Cane's, and Chick-Fil-A, among others.

7. Bloomingtondale Square

Bloomingtondale Square is a 75,741-square-foot center anchored by Amazon Fresh Market, Michael's, Goodwill, and Petco. Some of the surrounding stores include Saffron Restaurant, Chipotle, Noodles & Company, and Starbucks.

8. The Courtyard at Stratford

This 41,221-square-foot strip center is located at Army Trail Road and Knollwood Drive in Bloomingtondale. The center is anchored by the FedEx Office.

9. Red Lobster and Popeye's

Red Lobster and Popeye's occupy the site that once was the location of a freestanding Tower Records store located in the northwest quadrant of Army Trail Road and Knollwood Drive in Bloomingtondale.

10. Stratford Plaza

Stratford Plaza is a 385,000-square-foot power center located along Gary Avenue north of Army Trail Road and across from Stratford Square Mall. The power center is anchored by Mariano's Fresh Market, Hobby Lobby, TJ Maxx, HomeGoods, Shoe Carnival, and Petsmart. Some of the restaurants include Outback Steakhouse, Golden Corral Buffet and Grill, Café Zupas, and Buffalo Wild Wings.

11. Meijer

Meijer operates a 190,000-square-foot store and fuel center on the northwest corner of Gary Avenue and Schick Road.

12. Unnamed Center – Barnes & Noble

There is an unnamed center located along Gary Avenue just north of Army Trail Road anchored by a 30,000-square-foot Barnes & Noble Books. The space will be redeveloped with a Cooper's Hawk Winery and Restaurant.

13. Lifetime Fitness

Lifetime Fitness operates a freestanding health club facility along Gary Avenue west of Barnes & Noble in the Covington Square Business Park.

14. LA Fitness

LA Fitness operates a freestanding facility along Army Trail Road just west of Home Depot at Bloomingtondale Road. The facility was formerly occupied by Bally Fitness which was acquired by LA Fitness.

15. High Grove Shopping Center – West

High Grove Shopping Center is a 200,000-square-foot power center located at Army Trail Road and Skylark Road in Glendale Heights. The center is anchored by Target, Big Blue Swim School, and a vacant former Art Van Furniture store.

16. High Grove Center - East

High Grove Center East is a 250,000-square-foot power center located in the southeast quadrant of Army Trail Road and Bloomingdale Road in Glendale Heights. The center is anchored by the Home Depot, LA Fitness, Buona Beef, and Steak & Shake.

17. Value City Department Store

There is a Savers store that took over a portion of the former Value City Department Store located in the southeast quadrant of Gary Avenue and Stark Drive in Carol Stream. The facility contains approximately 80,000-square-feet.

18. Aldi

Aldi closed a freestanding 35,000-square-foot facility in the northwest quadrant of Army Trail Road and Stark Drive. The building was expanded and renovated for a Crash Champions.

19. Unnamed Strip Center

There is a multi-tenant strip center located on the southwest corner of Gary Avenue and Army Trail Road in Bloomingdale. Some of the tenants include McAllister's Deli, Tide Cleaners, Aspen Dental, M Salon, Lenscrafters, and F45.

20. Costco Wholesale

Costco Wholesale Club, which opened this year, is located at 505 Army Trail Road in the Pro Logics Industrial Park on the north side of Army Trail Road in Hanover Park. The approximate 125,000-square-foot facility also provides a tires, batteries, and accessories (TBA) facility. A fuel center was not originally provided at this location but was added in recent years.

21. Lowe's Home Improvements

Lowe's Home Improvement is located on the southeast corner of Army Trail Road and Merbach across the street from Costco.

22. Heritage Plaza

Heritage Plaza is a 129,190-square-foot neighborhood center located in the southeast quadrant of Army Trail Road and County Farm Road in Carol Stream. The center is anchored by Jewel-Osco. Some of the other tenants include Pizza Hut Carry Out, The UPS Store, Hand and Stone, Great Clips, and Dinis Ice Cream, among others.

23. County Farm Plaza

County Farm Plaza is a 104,313-square-foot neighborhood center located in the southwest quadrant of Army Trail Road and County Farm Road in Carol Stream. The center is anchored by a vacant 43,297-square-foot former Jet Foods, as well as, by Dunkin Donuts, Rocco Vino's Italian Restaurant, and Carol Stream Vision Center, among others.

24. Geneva Crossing

Geneva Crossing is a 123,100-square-foot center located in the northwest quadrant of Geneva and Schmale roads. The shopping center was originally anchored by Dominick's. Today, the primary anchor tenant is XSport Fitness.

All of the other major retail concentrations are provided in the competitive retail inventory table.

CHICAGO METROPOLITAN AREA RETAIL VACANCY

According to CBRE, the vacancy rate in the fourth quarter of 2021 amounted to 11.5% up from 11.2 percent in the first quarter of 2019. This is still below the 12.1 percent vacancy rate during the peak of the recession in 2010. There is approximately 16 million square feet of vacant retail space in the Chicago Metropolitan Area. Regrettably, some of the replacement tenants have included health clubs and family entertainment centers that do not generate sales tax revenue. The average marketing time for a vacant big box store is over 48 months. Retail vacancy in the fourth quarter of 2020 reached over 11.0 percent according to CBRE. During the fourth quarter of 2018, the retail vacancy rate amounted to 11.2% still below the levels reached during the recession of 12.1%. In 2020, there were 275 vacant anchor stores encompassing 16 million square feet according to CBRE. This is now down to approximately 13.2 million square feet of vacant anchors. The fourth quarter 2022 data has not yet been released by CBRE.

Chicago Metro Area Vacancy Rates

Fourth Quarter 2022	N/A
Fourth Quarter 2021	11.5 %
Fourth Quarter 2020	11.8 %
Fourth Quarter 2019	10.7 %
Fourth Quarter 2018	11.1 %
Fourth Quarter 2017	10.1 %
Fourth Quarter 2016	10.1 %
Fourth Quarter 2015	9.3 %
Fourth Quarter 2014	9.5 %
Fourth Quarter 2013	8.6 %
Fourth Quarter 2012	9.3 %
Fourth Quarter 2011	9.5 %
Fourth Quarter 2010	12.1 %

Source: CBRE

We also identified some of the **significant vacant retail development sites and vacant big box retailers** in order to compare them to local sites and buildings.

- The 40,000 -square-foot former **Jet Foods** store was closed after less than six months of operation. The store is located in the southwest quadrant of Army Trail Road and County Farm Road in Carol Stream and remains vacant.
- The former **Frye's Electronics** store in the southeast quadrant of I-355 and Butterfield Road remains vacant in Downers Grove.

- The 70,000-square-foot former **Value City Furniture** store remains vacant in the Westview Shopping Center at Barrington Road and Irving Park Road in Streamwood
- There is a 20,000-square-foot former **Party City** store on the southeast quadrant of Barrington Road and Bourbon Parkway in Schaumburg.
- There is an approximate 30,000-square-foot vacant store in Prairie Towne Square anchored by Kohl's and At Home Furniture at Barrington Road and Schaumburg Road in Schaumburg. Signature Fitness Club will be opening their third Chicago Fitness Club this Fall in this vacant store.
- Hoffman Village Shopping Center is anchored by Mariano's. There is a large vacant space adjacent to Laundry World in the southeast quadrant of Barrington Road and Golf Road in Hoffman Estates.
- The 67,000-square-foot former **Ultra Foods** remains vacant in the northeast quadrant of IL Route 38 and County Farm Road in Wheaton.
- There is a vacant 25,000-square-foot store in the Eastgate Commons Shopping Center in the southeast quadrant of Main Street (IL Route 64) and Kautz Rod in St. Charles.
- On the pad of the Charlestowne Mall there is a 50,000-square-foot former **Toy R Us** store that has remained vacant since the Toys R Us bankruptcy. The former **Sears, Kohl's**, and **Carson Pirie Scott** stores remain vacant at Charlestowne Mall in St. Charles.
- There is a 20,000-square-foot vacant store at Foxfield Commons at Main Street (IL Route 64) and Foxfield in St. Charles.
- Rice Lake Square in the northeast quadrant of Butterfield Road and Naperville Road in Wheaton has a 25,000-square-foot vacant store.
- Danada Square East in the northwest quadrant of Butterfield Road and Naperville Road in Wheaton has a 20,000-square-foot vacancy.
- The vacant former **Toys R Us** space in Schaumburg is being leased by the Asian grocery operation **Joong Boo Market**.
- There is a 99,000-square-foot former **At Home Furniture** store available in Schaumburg on Meecham Road.
- The former **Sears** and **Lord & Taylor** stores are vacant at Woodfield Mall. Primark is taking one level of the Sears store.
- Stratford Square has many vacant department stores including **Sears, JC Penney**, and **Carson Pirie Scott**. **Macy's** was torn down to make way for the Woodman's store. **Burlington Coat Factory** will be vacant soon as they relocate to Stratford Crossing shopping center across the street.

These are just a few examples of vacant stores that were compared to Carol Stream. There are many opportunities for a new retailer to lease a vacant "second generation" store without having to build a new store.

RENTAL RATES

Net asking rents in the Chicago Metropolitan Area rose last year to an average \$18.54 per -square-foot, from \$18.27 a year earlier, according to CBRE. Net asking rents are currently \$18.66 per -square-foot. CBRE tracks rental rates and vacancy rates in ALL shopping centers over 50,000 square feet excluding malls in the Chicago Metro Area. It also includes rents at blighted retail centers at the lower end of the distribution.

Some of the retailers that are undertaking expansion strategies in the Chicago Area in recent years include Amazon Fresh, Target, Burlington, Kohl's, Macy's, Ross, dd's Discounts, Menards, Walmart, Costco, Nordstrom Rack, Dick's Sporting Goods, REI, Home Goods, Woodman's, Jewel-Osco, Whole Foods, Pete's Fresh Market, and Tony's Finer Foods, among others.

Local land and development costs in Carol Stream were reviewed in comparison to surrounding communities. The data indicate that Carol Stream is competitive with the surrounding communities. Local development costs range from \$80 to \$100 per-square-foot depending upon the building materials and site amenities. Land costs and site preparation costs range from \$25 to \$40 per-square-foot. Obviously, the unit price of the land is proportional to the size of the site and total number of acres.

PLANNED AND PROPOSED SHOPPING CENTERS

Our staff investigated planned and proposed shopping centers and freestanding retailers that may influence the Subject Property. They are discussed in the following paragraphs.

- The proposed merger of **Kroger** and **Albertson's** may change the grocery landscape in the Chicago Metropolitan Area. The merger may require that numerous Jewel-Osco, Mariano's, and Food 4 Less stores to close where the stores overlap. There is speculation the **Food 4 Less** stores are already being marketed by Kroger.
- **Amazon Fresh Market** opened new grocery stores as part of its entry into the competitive Chicago area grocery market. Amazon opened stores Naperville (2), Schaumburg, Bloomingdale, Oak Lawn, Westmont, and Morton Grove. There are additional stores planned in Arlington Heights, Harwood Heights, Lincolnwood, Buffalo Grove, Tinley Park, and many others including the City of Chicago. Amazon has placed some of the new stores on hold and they are now known as "zombie stores."
- **Tony's Fresh Market** is opening a new 70,000 square foot store in the vacant former Dominick's at Schaumburg Town Center at 200 S. Roselle Road in Schaumburg. Supply chain issues have delayed the opening until April 2023.
- Some of the retailers and restaurants that are also adding locations in Schaumburg include **Primark, Kohl's, Hmart, Byrds's Hot Chicken, Cilantro Taco Grill, Diamonds Direct, Action Land, Tapville Social, McAllister's Deli, and Akira**. **Joong Boo Market** is considering a new store in Schaumburg in the former Toys R Us space.
- **Andretti Indoor Karting & Games** is considering purchasing an eight-acre site from the Village of Schaumburg west of the Renaissance Hotel. The Orlando-based Andretti Indoor Karting & Games hopes to purchase the site for \$6 million to build an 80,000-square-foot facility. Andretti Indoor Karting & Games would anchor the first phase of the village's forthcoming entertainment district. The project envisions a roughly \$20 million, 80,000-square-foot development that would include a multilevel karting track, arcade, two-level laser tag arena, bowling, virtual reality attractions, a full restaurant and bar, and 10,000

square feet of event space. Andretti Karting will anchor the first phase of the envisioned entertainment district that may also include another entertainment venue, and another restaurant. The proposed development may also include a 900-space parking deck with an elevated walkway connecting it to the Renaissance Hotel. The Village also envisions a performing arts center. The fully built entertainment district is planned to be 23 acres stretching north of the convention center and hotel.

- **UrbanStreet Group** continues to plan the Veridian mixed-use development on the former Motorola Campus in Schaumburg at Algonquin Road and Meacham Road. Melaniphy & Associates, Inc. conducted the market and economic feasibility studies for UrbanStreet Group. There is a retail component planned for this master-planned mixed-use development.
- **UrbanStreet Group** may redevelop **Charlestowne Mall** in St. Charles. The City of St. Charles and UrbanStreet Group are working on a public/private partnership to redevelop the property into a mixed-use environment. The developers would raze the enclosed regional mall and develop retail, restaurants, residential, hotel, entertainment, and recreational uses.
- **Popshelf** is a new store owned by Dollar General. Over the past two years, the Tennessee-based discount chain has tested the new concept which caters to suburban shoppers with higher incomes but sells most items for \$5 or less. Popshelf is expected to open new stores throughout the Chicago suburbs.
- **Shake Shack** is planning a new drive-thru unit in Bloomingdale at Army Trail Road and Springfield on the site of an Old Second National Bank. If approved by the Village, the bank building will be razed, and the 3,800-square-foot restaurant would be built. A new **Cooper's Hawk Winery and Restaurant** is also proposed along with the **Cilantro**. In the last few months, a new **Culver's** and a new **Belle Tire** were also added.
- **Nordstrom Rack** and **J. Crew** will open new stores at Danada Square East in Wheaton.
- **MORE Brewing** is building their new, two-story microbrewery and restaurant in downtown Bartlett this spring. **Atlas Chicken** will be opening soon on Army Trail Road. This will be their second location following their first location in downtown Geneva. Construction also recently began on the **Bartlett Auto Mall**, beginning with a Hyundai dealership (Elgin Hyundai relocation) on Lake Street. A Genesis dealership will follow next.
- **Andy's Frozen Custard** is building a new unit adjacent to Foxfield Commons in St. Charles at Main Street and Kautz Road. A Physicians Immediate Care Center is also planned as part of the redevelopment.
- A new **Cilanto Restaurant** is opening in front of Menards at North Avenue and IL Route 59 in West Chicago. The Cilanto Restaurant is being built out and coming soon.
- A new **Casey's fuel center** and convenience store is coming soon at IL Route 38 and Winfield Road. **Northwestern Medicine's** \$38 million office/retail space opened in Winfield.

- A new **Mobil Gas station and convenience store** and **Taco Urbano Restaurant** are under construction at Main Street (IL Route 64) and Kirk Road in St. Charles.
- A new **Zen Leaf cannabis dispensary** is now open in the Eastgate Commons Shopping Center at Main Street (IL Route 64) and Kirk Road in St. Charles.
- **Shaq’s Big Chicken** restaurant will open at Roselle and Golf roads in Schaumburg in an approximate 2,600-square foot space. The first location will open in Rosemont.

SHOPPING CENTER CONSTRUCTION

The Chicago Retail Market contains over 200 million square feet of retail space. Recent forecasts from Mid-America Real Estate Corporation indicate that only 596,400 square feet was developed in the metropolitan area in 2020. In 2017, approximately 1.0 million square feet of new retail development was completed. In 2015, approximately 2.0 million square feet of new retail development was completed in the Chicago Metropolitan Area. Another 1.5 million square feet was developed in 2016. There were approximately 1.14 million square feet of new retail development built in the metropolitan area in 2012 and 2.0 million square feet in 2013. Only 1.02 million square feet were developed in 2011 down from 8.7 million square feet in 2007. This continues a dramatic downward trend in commercial development in the market since construction peaked pre-recession in 2008. Retail development in the Chicago Metropolitan Area has stalled in recent years. The Chicago Metropolitan Area retail development totals are provided below:

<u>Year</u>	<u>Square Feet Planned Added</u>
2020	596,400 square feet
2019	598,400 square feet
2018	870,600 square feet
2017	1.0 million square feet
2016	1.5 million square feet
2015	2.0 million square feet
2014	2.6 million square feet
2013	2.0 million square feet
2012	1.14 million square feet
2011	1.02 million square feet
2010	1.0 million square feet
2009	3.0 million square feet
2008	3.7 million square feet
2007	8.7 million square feet
2006	6.0 million square feet
2005	5.0 million square feet

Source: Mid-American Development Corporation

The Chicago Metropolitan Area contains over 200 million square feet of retail space or approximately 23 square feet of retail space per capita. Retail development slowed significantly

in recent years as e-commerce sales have increased exponentially. The recent Covid-19 pandemic propelled e-commerce sales up over 30 percent as consumers utilized “touchless delivery.” Large scale power center and lifestyle center development has been virtually non-existent in the Chicago Metropolitan Area. The largest project in 2018 was the Melody Farms project in Vernon Hills anchored by Nordstrom Rack, Whole Foods, HomeGoods, Barnes & Noble, and REI. The 100,000-square-foot Wheeling Town Center opened in 2019 in Wheeling anchored by CMX Movie Theaters, City Works Pour House, Mia’s Cantina, and Eggsperience, among others. In 2019, a new Costco opened in Plainfield at Interstate 55 and US Highway 30. Kensington Development Partners redeveloped the Prairie View Shopping Center into a mixed-use development called Sawmill Station in Morton Grove anchored by Kohl’s, Amazon Fresh Market, Ross, Starbucks, Raising Cane’s, Cooper’s Hawk Winery & Restaurant and 240 luxury apartment units. The project opened in phases in 2021 and 2022. Urban Street Group is developing the Veridian, a mixed-use development on the former Motorola Campus in Schaumburg. Kensington Development Partners and Urban Street Group are developing the Clove mixed-use development in Buffalo Grove on the former Buffalo Grove Town Center site. The project will include a mix of retail and residential components. Tucker Development is redeveloping the old Purple Hotel site in Lincolnwood called District 1860 anchored by Amazon Fresh Grocery, restaurants, residential, and possibly a hotel. Cullinan Properties is developing the Rock Run Crossing mixed-use development in Joliet at Interstate 55 and Interstate 80. The Chicago Bears may redevelop Arlington Park with a new stadium and mixed-use development. In the City of Chicago, there have been some other mixed-use developments including the New City project at Clybourn and North Avenue anchored by Mariano’s Fresh Market, King Bowl, movie theaters, restaurants, and residential apartments. The project was undertaken by Bucksbaum Retail Properties and Structured Development. Another Bucksbaum project adjacent to Wrigley Field at Clark and Addison streets was anchored by CMX Theaters, restaurants, and retail space. There are several other mixed-use projects planned to include Lincoln Yards, the 78, the Illinois Medical District, Fulton Market and the new projects at Six Corners. Novak Construction is redeveloping the former Sears property at Six Corners with a mixed-use development anchored by Target. GW Properties is redeveloping the former People’s Gas Site at Six Corners with a mixed-use development. We understand Amazon Fresh Grocery will no longer anchor the project.

Most new retail development in recent years has been focused upon grocery stores including Amazon Fresh Market, Pete’s Fresh Market, Tony’s Fresh Market, Angelo Caputo’s, Patel Brothers, Dom’s Kitchen & Market, Mariano’s Fresh Market, Walmart, Meijer, Whole Foods, Woodman’s, Park to Shop, Joong Boo Market, among others. Recent retail construction has been concentrated on supermarkets, freestanding retailers, superstores, home improvement retailers, freestanding drive thru restaurant facilities, and gas stations with convenience stores.

Traditional department store development has been virtually non-existent. However, a Market by Macy’s opened a new store in Evergreen Park in the former Carson Pirie Scott store in Evergreen Park. The new store opened for Christmas. Macy’s had not opened new stores since before the recession including The Promenade in Bolingbrook and Gurnee Mills Mall. Nordstrom opened its last store in the Chicago Area in 2003 in the North Bridge development on Michigan Avenue. JC Penney’s relocated several of their stores out of malls to free-standing locations. Sales

performance at these freestanding “off mall” locations was mixed. JC Penney closed their freestanding store in Woodridge and several mall-based stores.

There are several regional malls in the Chicago Metropolitan Area that are planning redevelopments which envision mixed-use development including the following:

- ▶ Hawthorn Center Redevelopment – Vernon Hills
- ▶ Golf Mill Mall – Niles
- ▶ Fox Valley Mall - Aurora
- ▶ Northbrook Court - Northbrook
- ▶ Stratford Square Mall Redevelopment –Woodman’s Open
- ▶ Charlestowne Mall – St. Charles
- ▶ Spring Hill Mall – West Dundee

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

Ace Hardware	Kohl's
Advance Auto Parts	Marshalls
Aldi	Meijer
Amazon Fresh Market	Menards
Amazon Go	Michael's
Apple	Nordstrom Rack
Aritzia	Northern Tool & Equipment
At Home Furniture	Ollie's Bargain Outlet
Butera	O'Reilly Auto Parts
Big Lots	Party City
Binny's Beverage Depot	Petco
Bob's Discount Furniture	Petsmart
Burlington	Pete's Fresh Market
Caputo's Fresh Market	Pet Supplies Plus
Crate & Barrel Outlet	Point Blank
Costco	Popshelf (Dollar General brand)
dd's Discounts	Primark
Dick's Sporting Goods	Ross Dress for Less
Dick's - Going Going Gone	Steinhafels
Dollar General	Target
Dollar Tree	The Room Place
Dom's Kitchen & Market	TJ Maxx
Dress Barn	Tom's Price Furniture
DSW	Tony's Finer Foods
Floor & Decor	True Value Hardware
Foreman Mills	Ulta Beauty
Foxtrot	Wayfair
Fresh Farms	Wal-Mart
Harbor Freight Tools	Whole Foods
Hobby Lobby	Wild Fork Foods
Home Depot	Woodman's
HomeGoods	Yardbird
Jewel Supermarkets	

RETAIL EXPENDITURE PATTERNS

The Trade Area has been delineated and demographics and income data were determined for 2020, 2025 and 2030. The analysis thus far has brought into focus the factors which directly and indirectly affect the retail market potential and the attraction of consumer dollars to the Subject Sites as opposed to competitive complexes. Next, per capita expenditures by retail category have been calculated utilizing several sources including the Census of Retail of Retail Trade 2012, and annual Sales Tax Receipt Report data by kind of business for incorporated communities prepared by the State of Illinois Department of Revenue for 2021. We have analyzed all of the factors which have an impact on the market potential of the Key Retail Areas including traffic counts,

accessibility, road patterns, competition, proposed facilities, retail sales trends, e-commerce sales trends, spending patterns, and local development activity.

The Census of Retail Trade, compiled by the United States Department of Commerce; Bureau of the Census, is the principal source of retail sales data. The Census of Retail Trade is compiled and published every five years; the most recent publication being 2012. The full 2017 publication has yet to be released. The Illinois Department of Revenue sales tax receipt data for 2021 is the most current retail sales data. Both of the sources were utilized to determine spending patterns and the retail market potential of the Subject Sites. The Census of Retail Trade is the official federal source of retail sales data and provides the most comprehensive breakdown of retail categories.

In 2012, the Census of Retail Trade data indicated that DuPage County's total retail sales amounted to \$17,758,770. Food and Beverage stores recorded sales of \$2,051,651. General Merchandise sales in DuPage County amounted to \$2,142,400 in 2017 while Building Materials stores recorded sales of \$799,089. Electronics and Appliance stores in DuPage County generated sales of \$547,828 in 2012. **Table 5.5** presented in the Appendix of this report provides the Census of Retail Trade which identifies the retail sales by retail category in DuPage in 1997, 2002, 2007, and 2012. The table assists in identifying consumer spending by major retail category and historical changes. **Table 5.5** also presents the same data for Cook County in 1997, 2002, 2007, and 2012. The Census of Retail Trade is the most comprehensive retail sales from the U.S. Department of Commerce. The data was utilized to calculate per capita expenditures and sales projections.

These computations were contrasted with the more recent Illinois Department of Revenue Sales Tax Receipt data by retail category. From these calculations, the per capita expenditures for individual retail categories were determined. **Table 5.7** presented in the Appendix of the report provides the total retail sales for the Chicago Metropolitan Area for 2020 and 2021, and the changes that occurred by major retail category.

Table 5.7 shows the 2021 retail sales by major retail categories in comparison to 2020. In 2021, Total Chicago Metropolitan Area Retail Sales increased dramatically to \$152.5 billion, while in 2020 total retail sales amounted to \$118.6 billion. The **Food Stores** sales decreased by **-\$72.2 million** and **Lumber, Building, Hardware** category rose by over \$568 million. Consumers spent more time eating meals at home and improving their homes. The **Apparel** category increased by an unprecedented \$2.3 billion as consumers worked from home during the pandemic and now required new apparel to return to work. Some needed apparel to finally go on vacation. **Automotive and Filling Stations** increased by \$5.8 billion in 2021 versus a \$1.6 billion increase in 2020 a result of rising gasoline prices and a return to work following the pandemic. The **General Merchandise** category increased by over \$1.0 billion while the **Furniture & Electronics** category increased by over \$1.2 billion. The data indicate significant adjustments in consumer spending in response to the end of pandemic mitigation guidelines in **Drinking and Eating Places, Apparel, Automotive and Filling Stations, and Drugs & Miscellaneous Retail Stores**. The Melaniphy & Associates, Inc. 2021 Retail Sales Report provides a

summary of the total retail sales in the Chicago Metropolitan Area, the City of Chicago, the Top 20 Suburbs and the Core Mall Markets.

We have analyzed the changes in retail sales by year and retail category. We then converted the data to per capita expenditures by each retail category. Next, we forecast these expenditures for the projection years of 2025 and 2030.

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

Utilizing this data, we determined the per capita expenditures for each major retail category in each of these geographic areas. The per capita expenditures by retail category were calculated by dividing the actual retail sales captured in each category by the area population.

Table 5.8 presented in the Appendix of the report provides the per capita expenditures by retail category for each segment of the Trade Area for 2020, 2025, and 2030, respectively. The per capita expenditures were then applied to the population within the respective portions of the Trade Area to compute the total retail expenditure potential within each segment of the Trade Area and retail category. **Table 5.9** presented in the Appendix to this report provides the total retail expenditure potential by retail category. **Table 5.10** presented in the Appendix of this report presents the total retail expenditure potential, market penetration and sales volume by major retail category.

Changes in retail sales by retail category were evaluated. Lastly, it was necessary to forecast these expenditures for 2020, 2025, and 2030. These forecasts were accomplished several ways. First, household income data were evaluated. Since consumers tend to spend fairly consistent percentages of their household income for specific types of goods and services, income dynamics were analyzed. The income composition also provided insight into the expenditures within individual retail categories. We have also considered the recent slowdown in consumer spending affecting the economy nationally.

The per capita expenditures were then applied to the population within each segment of the Trade Area to compute the total retail expenditure potential within each segment of the Trade Area.

MARKET PENETRATION

Market penetration for a shopping center, retailer, or restaurant is the level of market share that the facility is capturing or expected to capture of Personal Consumption Expenditures within a defined Trade Area. The market penetration of the Key Retail Areas was computed in order to calculate the likely sales volumes that various retailers or restaurants might expect to capture on the Subject Sites. The market penetration and

sales volume computations are also based upon a definitive analysis of the competitive retail concentrations within the Trade Area. **Table 5.11** presented in the Appendix of this report provides the 2020 market penetration percentages by retail category and Trade Area segment for the projection years.

RETAIL SALES LEAKAGE

Retail sales leakage is defined as the retail sales dollars spent outside the Village of Carol Stream by Village residents. The retail sales leakage was computed based upon a per capita income \$37,379 in the Village of Carol Stream and typical retail expenditures of 30 to 35 percent of per capita income. When automobile dealerships and filling stations are included the per capita retail expenditure rises another 15 to 18 percent to approximately 53 percent of per capita income. Thus, the estimated per capita expenditure amounts to approximately \$15,000. We have reviewed per capita retail expenditures by retail category for Cook County and DuPage County to assess the Village's retail sales leakage.

In reality, the retail sales leakage from Carol Stream is higher because people residing outside of Carol Stream are making some purchases in the Village. The daytime working population employed in Carol Stream industrial parks contributes to retail sales.

We estimate that the net retail sales leakage amounts to approximately \$121 million annually. The most significant retail sales leakage is in the Automobile Dealers and Filling Stations category with estimated leakage of approximately \$66 million. The Filling Stations portion of this category has helped to reduce leakage in this category. The General Merchandise category has an estimated sales leakage of approximately \$48 million. The Food category had retail sales leakage of \$38 million. The loss of Aldi and Jet Foods contributed to the retail sales leakage in this category. The Eating and Drinking category had estimated retail sales leakage of approximately \$48 million. Most of the national chain restaurants are concentrated around Stratford Square Mall. The Apparel category has estimated retail sales leakage of approximately \$35 million. Some of these sales are being captured in Stratford Square Mall, Oak Brook Center, Woodfield Mall and surrounding power centers located outside Carol Stream. The Furniture and Appliance category has estimated sales leakage of approximately \$40 million while the Lumber and Hardware category imported sales of approximately \$29 million from surrounding communities. Lowe's Home Improvement and other hardware stores assisted in reducing retail sales leakage in this category. The Drugs and Miscellaneous retail stores category had estimated retail sales leakage of approximately \$38 million. Carol Stream has an opportunity to reduce sales leakage in these categories by adding additional retailers, automobile dealerships, filling stations, and drugs & miscellaneous stores (Cannabis dispensaries).

There is over \$121 million in retail sales leakage out of Carol Stream to surrounding shopping centers in Bloomingdale, Schaumburg, Elmhurst, Oak Brook, Lombard, St. Charles, and Naperville, among others. Carol Stream generated over \$822 million in retail sales according to the Illinois Department of Revenue. The per capita

expenditure on retail goods in the Chicago MSA is approximately \$17,797 per capita. The 2020 population of 39,854 persons in Carol Stream would indicate retail sales in Carol Stream should exceed \$717 million. The Agriculture & All Others category plus the Manufacturers category captured sales of over \$152 million. This would indicate a retail sales leakage of over \$47 million. However, we estimate there is approximately \$121 million in retail sales leakage out of Carol Stream.

Carol Stream residents have to leave the community to make expenditures in brick-and-mortar stores in general merchandise, apparel, furniture & household appliances, drugs & miscellaneous stores, and auto dealers. Many of these stores are located along Army Trail Road or Gary Avenue Road and include Carol Stream as part of their trade area. Many of the automobile dealerships are located in regional locations in Schaumburg, Naperville, St. Charles, and Elmhurst, among others.

The State of Illinois is now collecting the municipal portion of sales taxes for e-commerce purchases since the Wayfair vs. South Dakota case was decided by the Supreme Court of the United States. The state is remitting e-commerce sales taxes to municipalities.

E-Commerce Sales

The total 2022 estimate for e-commerce in the United States is estimated at \$1,034.1 billion an estimated increase of 7.7 percent. In 2021 e-commerce sales amounted to \$870.8 billion up from \$781 billion in 2020 and \$601.7 billion in 2019. E-commerce sales were over \$513.6 billion in 2018. E-Commerce sales increased by 32% in 2020 up from 14.9% in 2019 versus growth of 14.2% in 2018. According to the U.S. Department of Commerce, total E-Commerce (internet sales) sales for 2021 were estimated at \$870.8 billion, an increase of 14.2 percent ($\pm 0.9\%$) from 2020. Total retail sales in 2021 increased 17.9 percent ($\pm 0.5\%$) from 2020. E-commerce sales in 2021 accounted for 13.2 percent of total sales. E-commerce sales in 2020 accounted for 13.6 percent of total sales. The share of E-commerce slowed slightly in 2021 as consumers could return to brick-and-mortar stores. E-Commerce sales in the United States of \$1,034.1 billion translate to a per capita expenditure of \$3,056. Thus, Carol Stream's e-commerce sales amounts to approximately \$121 million.

RETAIL MARKET POTENTIAL

Tables 5.9, 5.10, and 5.11 presented in the Appendix of this report provide expenditure data for the Trade Area of Carol Stream. **Table 5.9** presents the per capita expenditures for 2020, 2025 and 2030. These data (**Table 5.9**) were then applied to the current and forecasted population, to arrive at estimates of Personal Consumption Expenditures for the Primary and Secondary Trade Area segments in **Table 5.10**. Finally, **Table 5.11** presented in the Appendix of this report provides the retail expenditures by retail category and market penetration for both the Primary and Secondary Trade Area for 2020, 2025 and 2030.

The market will support approximately 180,000 square feet of new retail space in the Key Retail Areas. **Table 5.13** depicts our recommendations by retail category, general store sizes, and estimated sales.

SALES FORECAST – 2020, 2025 AND 2030

Our analysis of the Key Retail Areas in the Village of Carol Stream indicates the retail and restaurant facilities are forecast to capture sales estimated at \$95 million in 2025. Sales are forecast to rise to approximately \$103 million in 2030. The actual sales will be dependent upon the final tenant mix in any retail project. As previously identified, we believe the sales forecasts are conservative estimates and are likely to be higher based on actual populations located in the Primary Trade Area.

Our conclusions are based upon the following assumptions.

- We recommend a grocery-anchored development with a mix of retail, restaurant, commercial, and personal services.
- **We have concluded the market will support 180,000 square feet of retail, restaurant, and commercial square footage.**
- Quick service restaurants will require maximum parking availability dependent upon square footage and seating capacity. The parking ratios are higher for restaurants than for conventional retail space.
- The market will support rents of \$25 to \$30 per square foot.
- Restaurant rents can be supported at \$30 per square foot with quick service at up to \$40.

Table 5.12 presents the approximate square footage allocations for each retail category.

Table 5.12**Square Footage Allocations and Estimated Sales Volumes**

Category	Approximate Square Footage	Estimated Sales	Estimated Sales PSF
Department Stores	23,000	\$6,860,426	\$300
Food category (Grocery Stores)	40,000	\$19,706,516	\$500
Eating & Drinking category (Restaurants)	8,500	\$7,837,520	\$460
Apparel & Accessory Store category	0	\$0	
Furniture & Household Accessories category	0	\$0	
Appliance & Electronics category	3,000	\$1,491,579	\$330
Home Improvement category	25,000	\$8,636,213	\$345
Drug Store category	4,000	\$6,959,759	\$1,700
Miscellaneous Retail Stores category	4,000	\$1,649,219	\$400
Sporting Goods category	0	\$0	
Book Stores category	0	\$0	
Pet Stores category	2,000	\$642,096	\$320
Office Supply Store category	0	\$0	
Other Miscellaneous Stores category	0	\$0	
Professional Services	10,500	\$0	
Automobile Dealerships and Filling Stations	60,000	\$39,402,671	\$650
TOTAL	180,000	\$93,185,999	\$518

* Professional Services may range from approximately 1,000 square feet to 8,000 square feet.

Source: Melaniphy & Associates, Inc.

PROSPECTIVE TENANTS AND SQUARE FOOTAGES

Table 5.13 presents our recommendations for the types of prospective tenants by retail category that should be targeted for the Key Retail Areas in Carol Stream.

Table 5.13

Prospective Tenants and Square Footage Allocations

Category	Approximate Square Footage
Automobile Dealerships	
Audi	40,000
Acura	40,000
Buick - GMC	40,000
Kia	40,000
Subaru	40,000
Volkswagen	40,000
Volvo	40,000
Fuel Center-Convenience Store-Charging Stations	
Casey's ***	4,400
Circle K	4,000
Graham Enterprises	4,000
Lindy's	5,000
Speedway - 7-Eleven ***	5,000
Thornton's	4,000
Building Materials and Hardware	
The Tile Shop	20,000
Drugs and Miscellaneous Retail Stores	
Curaleaf Cannabis Dispensary	4,000
Green Randall Cannabis Dispensary	4,000
GTI - Rise Cannabis Dispensary	4,000
Veralife	4,000
Electronics	
AT&T Mobility ***	1,800
Boost Mobile	1,800
Cricket Wireless	1,800
T-Mobile ***	1,800
Verizon Wireless ***	1,800
General Merchandise	
dd's Discounts	25,000
Dollar Tree	12,000
Family Dollar	15,000
Popshelf	25,000

Source: Melaniphy & Associates, Inc.

Table 5.13 (Continued)

Prospective Tenants and Square Footage Allocations	
Category	Approximate Square Footage
Grocery Stores	
Deli 4 You Market	16,000
Hmart	20,000
Jimenez	25,000
Joong Boo Market	25,000
Park To Shop	40,000
Pete's Market	40,000
Shop & Save	40,000
Sav-A-Lot	15,000
Wild Fork Foods	5,000
Professional & Personal Services	
Bank	4,000
Cleaners	3,000
Dentist	1,800
Financial Services	1,800
Hair Salon	1,800
Optometrist	1,800
Real Estate Brokerage	4,000
Food Specialties	
A&W Restaurants	
Andy's Frozen Custard	1,800
Crumbl Cookies	1,800
Dunkin Donuts ***	
DQ - Dairy Queen ***	1,800
Freddy's	2,500
Melt 'N Dip	1,800
Tropical Smoothie Café ***	1,800
Health and Fitness	
CorePower Yoga	6,000
Fitness 19	7,000
F45 Fitness	2,200
Orange Theory ***	2,500
Planet Fitness ***	12,000
Snap Fitness	7,000

Source: Melaniphy & Associates, Inc.

Table 5.13 (Continued)

Prospective Tenants and Square Footage Allocations

Category	Approximate Square Footage
Restaurants	
Buffalo Wild Wings Go Carry Out (Under Review)	1,800
Brunch Café	3,500
Chipotle (Under Review)	1,800
Chicken Salad Chick	4,000
Chuck Lager America's Tavern	8,000
Currito	1,800
Dave's Hot Chicken	2,200
Guman Y Gomez	4,000
Goldfinger Brewing Company	8,000
Naf Naf Grill	1,800
Pizano's Pizza	8,000
Paisan's Pizzeria	8,000
Panda Express	2,200
Poke Bros.	1,800
Popeye's Louisiana Kitchen	3,500
Qdoba	1,800
Salerno's Pizza	6,000
Sketchbrook Brewing Company	4,000
Stan's Donuts	2,000
Sweetgreen	2,800
Topper's Pizza	1,800
Which Wich	1,800
Whiskey Hill Brewing Company	6,400

Source: Melaniphy & Associates, Inc.

SECTION VI

TENANT MIX ANALYSIS

The long-term viability of the Army Trail Road and Gary Avenue corridors is directly tied to the health and prosperity of Stratford Square Mall. Most of the retailers, restaurants, and services are located along Army Trail Road or Gary Avenue to intercept customers to and from Stratford Square Mall. The demise of Stratford Square Mall has not yet deterred other retailers from opening new stores in this trade area including Woodman's, Meijer, Mariano's and others.

The Tenant Mix Analysis has been undertaken to evaluate the existing tenant mix; review of the competition in the market; and identification of store categories for which a market exists for additional stores in the Key Retail Areas of the Village.

Stratford Square Mall no longer offers the major conventional department stores, mall specialty stores, and restaurants. Most of the major conventional department stores have closed with the exception of Burlington. However, Burlington has now indicated they are leaving the mall. Many of the big box retailers, services and theme restaurants are located in proximity to Stratford Square Mall. Our assignment has been to evaluate the market for additional retail facilities by retail category and identify the types of retailers best suited to meet market demand. **Table 6.1** presents the retailers' current position in the market in relation to Carol Stream. The list below is neither inclusive nor exclusive but rather represents many of the major retailers in the market, entering the market, or expanding in the market.

Table 6.1

**Retailers' Current Positions in the Market Place
2023**

Category/Retailer	Location	Approximate Mileage From Carol Stream Village Hall
<u>General Merchandise and Superstores</u>		
Big Lots	Woodale	8.0 miles
Burlington Coat Factory	Stratford Square Mall (Relocating)	1.0 mile
Costco	Army Trail Road	2.0 miles
Meijer	Gary Avenue and Schick	2.0 miles
Sam's Club	I-355 & Lake Street	5.0 miles
Target	High Grove	2.0 miles
Wal-Mart	Bloomington Court	2.0 miles

<u>Category/Retailer</u>	<u>Location</u>	<u>Approximate Mileage From Carol Stream Village Hall</u>
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**Supermarkets
And Grocery Stores**

Aldi	330 S. Schmale	1.0 miles
Jewel/Osco	Heritage Plaza	2.0 miles
Pete’s Fresh Market	Glen Ellyn	6.5 miles
Tony’s Fresh Market	North Avenue & Bloomingdale Rd.	2.0 miles
Trader Joe’s	Glen Ellyn	6.5 miles
Whole Foods	Butterfield Road – Wheaton	6.5 miles

Book Stores

Barnes & Noble	Across from Stratford (Vacant)	2.0 miles
Barnes & Noble	Wheaton Town Square (Vacant)	6.5 miles
Barnes & Noble	Woodfield Village Green	10.0 miles
Prairie Path Books	Wheaton Town Square	6.5 miles

The vacant stores are mentioned to eliminate this book store from consideration.

Drug Stores

CVS Pharmacy	Geneva Rd. & Pleasant Hill	2.0 miles
CVS Pharmacy	Inside Target on Army Trail	3.0 miles
CVS Pharmacy	North Avenue & Bloomingdale	3.0 miles
Osco Drug	Heritage Plaza	2.0 miles
Walgreens	Army Trail & Glen Ellyn roads	3.0 miles
Walgreens	Schmale Rd. & Fullerton	2.0 miles
Walgreens	Army Trail Road & County Farm	3.0 miles

Food Specialties

Andy’s Frozen Custard	Glen Ellyn	3.0 miles
Andy’s Frozen Custard	Schaumburg	4.0 miles
Dairy Queen	County Farm Plaza	2.0 miles
Menchie’s	Bloomingdale Court	2.0 miles
Smoothie King	Bloomingdale	3.0 miles
Dunkin Donuts	Schmale Road and St. Charles Road	2.0 miles
Dunkin Donuts	Army Trail Road & 84 th Court	2.0 miles
Dunkin Donuts	Army Trail Road and County Farm	3.0 miles
Dunkin Donuts	Stratford Plaza	2.0 miles
Oberwies Dairy	Bloomingdale Court	2.0 miles
Starbucks	North Avenue & Schale Road	3.0 miles
Starbucks	Stratford Plaza	2.0 miles
Starbucks	Bloomingdale Square	2.0 miles

<u>Category/Retailer</u>	<u>Location</u>	<u>Approximate Mileage From Carol Stream Village Hall</u>
<u>Home Furnishings and Accessories</u>		
American Mattress	Bloomington Square	2.0 miles
American Mattress	North Ave. & Schmale Rd.	3.0 miles
American Sale	320 Army Trail Road	2.0 miles
Bed Bath & Beyond	Woodfield Commons West	7.0 miles
Carpetland USA	326 Army Trail Road	2.0 miles
Cort Furniture Rental	North Avenue	1.0 miles
Design Dinette	326 Army Trail Road	2.0 miles
Jo Ann Fabrics	Bloomington Court	2.0 miles
Michael's	Bloomington Square	2.0 miles
Olsen Rug	Army Trail Road	2.0 miles
Pier 1 Imports	Stratford Square Mall	2.0 miles
Rent-A-Center	139 W. Roosevelt – West Chicago	10.0 miles
The Room Place	Stratford Square Mall (pad)	2.0 miles
Tom's Price Furniture	Army Trail Road	2.0 miles
Value City Furniture	Barrington & Irving Park Road	7.0 miles
<u>Home Improvement Stores and Hardware Stores</u>		
Ace Hardware	Lake Street in Bloomington	4.0 miles
Lowe's	Army Trail Road	2.0 miles
Menards	North Avenue & Main	3.5 miles
The Home Depot	High Grove	3.0 miles
The Home Depot	Schale Road in Carol Stream	3.0 miles
Carlson's True Value	Wheaton	5.0 miles
<u>Music Records & Electronics</u>		
Best Buy	Bloomington Court	2.0 miles
Office Depot	Schaumburg	8.0 miles
<u>Optical Stores</u>		
For Eyes	The Courtyard at Stratford	2.0 miles
Rosen Eye Center	Out of Market Area	N/A
Sterling Optical	Out of Market Area	N/A
Uhlemann Optical	Out of Market Area	N/A
Pearl Vision Express	Bloomington Square	2.0 miles

<u>Category/Retailer</u>	<u>Approximate Mileage From Location</u>	<u>Carol Stream Village Hall</u>
<u>Pet Stores</u>		
Petco	Bloomingtondale Square	2.0 miles
Petland	Hoffman Estates	8.0 miles
Petsmart	Stratford Plaza	2.0 miles
Pet Supplies Plus	Villa Park	5.0 miles
<u>Sporting Goods</u>		
Cabela's	Hoffman Estates	10.0 miles
Bass Pro Shop	Bolingbrook	15.0 miles
Bass Pro Shop	Gurnee	45.0 miles
Dick's Sporting Goods	Bloomingtondale	2.0 miles
<u>Restaurants</u>		
Biaggio's	Out of Market Area	N/A
Big Bowl Asian Café	Streets of Woodfield	10.0 miles
Café Zupas	Stratford Plaza	2.0 miles
Champps	Lombard	8.0 miles
Cheesecake Factory	Woodfield Mall	10.0 miles
Chili's	Bloomingtondale Court	2.0 miles
Chick-Fil-A	Army Trail Road	2.0 miles
First Watch	Bloomingtondale Court	2.0 miles
Jameson's Char House	Stratford Square	2.0 miles
Noodles & Company	Bloomingtondale Court	2.0 miles
Olive Garden	Bloomingtondale Court	2.0 miles
Outback Steakhouse	Stratford Plaza	2.0 miles
Panera Bread	Bloomingtondale Court	2.0 miles
Portillo's	North & Bloomingtondale roads	3.0 miles
Pizza Hut	Army Trail Road	2.0 miles
Raising Cane's	Army Trail Road	2.0 miles
Red Lobster	Stratford Square Mall (pad)	1.5 miles
Sarprino's Pizza	Bloomingtondale Court	2.0 miles
Texas Roadhouse	Stratford Plaza	2.0 miles
<u>Shoes</u>		
Famous Footwear	Streamwood	6.0 miles
Shoe Carnival	Stratford Plaza	2.0 miles

The following paragraphs are an evaluation of the tenant mix by retail category.

DEPARTMENT STORES

The Department Store category has lost Carson Pirie Scott, JC Penney, Kohl's, Macy's, and Sears at Stratford Square Mall. Some of the discount department stores in the market include Target, Costco, Wal-Mart, and Meijer. Value City Department Store and Big Lots have left the immediate market.

The other upscale department stores located in Oakbrook Center, Yorktown Center, Woodfield Mall, and Charlestowne Mall include Nordstrom, Von Maur, and Neiman Marcus. Some of the department stores that have closed their stores include Sak's Fifth Avenue, Lord & Taylor, and Bloomingdale's Furniture. Stratford Square Mall is now owned by Namdar Realty. There are no firm redevelopment plans for the property despite a business improvement district being created to fund improvements to the property.

There is no market for a department store in Carol Stream. All of the major discount department stores already have stores in the market area. However, a Kohl's relocation could represent an opportunity should they decide to leave Stratford Square Mall.

SUPERMARKETS AND GROCERY STORES

This category is served by Jewel, Aldi, and Caputo's, among others. Some of the Supermarkets and Grocery Stores located outside the immediate market area include Amazon Fresh in Bloomingdale, Whole Foods located in Wheaton, Pete's Fresh Market and Trader Joe's located in Glen Ellyn, and Tony's Fresh Market in Glendale Heights. This category is also served in part by Costco, Target and Walmart. Sam's Club operates stores in Addison and Northlake, among others.

The most likely food retailer for new development is a supermarket, discount department store, or home improvement retailer. Jewel-Osco and Mariano's have stores in the immediate market area. Amazon opened a new store in Bloomingdale.

The Village should target a grocery store to lease the vacant former Jet Foods. Some of the targets include Deli 4 You Market, Hmart, Jimenez, Joong Boo Market, Park to Shop, Pete's Fresh Market, and Shop & Save.

BOOK STORES

Barnes & Noble Booksellers closed their store across from Stratford Square Mall and Wheaton Town Square. Most of the mall-based bookstores have closed. There is no market for a national chain bookstore in Carol Stream.

CHILDREN'S STORES

Many of the stores serving this category have closed their stores or went bankrupt including Kids "R" Us, Toys "R" Us, Babies "R" Us, Zainy Brainy, and Children's Place.

Some of the mall-based stores in this category include Disney Store, Gap Kids, Gymboree, Limited Too, K-B Toys, Rave Girl, Build-A-Bear, Club Libby Lu, Talbot's Kids, and Abercrombie Kids, among others. Most likely however, these retailers would choose a location in or near a successful regional mall. We do not envision a national chain children's store in Carol Stream.

DRUG STORES

Walgreens, Osco, and CVS serve the Drug Store category. We envision a market for a recreational cannabis dispensary in Carol Stream since there are no other dispensaries located in the immediate vicinity of Carol Stream.

FOOD SPECIALTIES

The Food Specialties category is served by Starbuck's, Dunkin Donuts, Baskin Robbins, Fannie May Candies, Honey Baked Ham, Crumbl Cookies, Smoothie King, and Oberweis Dairy, among others.

Some of the potential target tenants include Andy's Frozen Custard, Dunkin Donuts, Melt 'N Dip, DQ, Crumbl Cookies, Freddy's, and Rainbow Cone.

The vacant restaurant on Gary Avenue (Tacoma Taco & Enchilada Grill) could be a good fit for Dunkin Donuts, Taco Bell, Freddy's, or Andy's Frozen Custard.

HOME FURNISHINGS AND ACCESSORIES

The Home Furnishings category is served by American Mattress, Jo Ann Fabrics, Michael's, Cort Furniture Rental Clearance Center, Pier I Imports, Olsen Rug, Kitchens & Baths, Bath Heartland, Carpetland USA, Design Dinette, Select Comfort, and Tom's Price Furniture. There is a vacant Art Van Furniture on Army Trail Road.

We do not recommend Home Furnishings and Accessories stores be targeted by Carol Stream.

HOME IMPROVEMENT AND HARDWARE STORES

The Home Improvement and Hardware category is served by The Home Depot, Lowe's, Menards, Ace Hardware, and True Value Hardware, among others. This category has witnessed the demise of Home Base, Handy Andy, Courtesy Home Centers, and Builder's Square, as a result of competition from the Home Depot, Menards, and Lowe's. We recommended Lowe's Home Improvement in the 2002 study which opened on Army Trail Road. We had considered Harbor Freight Tools but they turned down the site when they were contacted by Village staff. The Tile Shop is a possibility. Ace Hardware already closed in Carol Stream. This category is already pretty well served.

JEWELRY, CARDS, GIFTS

The Jewelry, Cards, and Gifts category was served by a variety of stores at Stratford Square Mall. Most of these stores have left the mall. We do not envision a market for any of these types of national chain stores in Carol Stream.

MEN'S APPAREL

The Men's Apparel category has gone through some turbulent times as a result of the "Dressing Down of America" and the "Casual Workplace Trend". Stratford Square Mall and surrounding power centers has also been affected by this trend

Some of the Men's Apparel stores located in the market include Men's Wearhouse, Anthony's Tuxedo, Formally Modern Tuxedo, Emanuele Tuxedo, and Gentlemen's Quarter's Formalwear, among others.

We do not recommend the addition of any men's apparel stores at this time. Many of the national chain men's apparel stores are already in the market. This is a declining retail market segment in our opinion especially with the remote work environment.

MUSIC, RECORDS, ELECTRONICS

This category is served by Best Buy, Office Depot, Gamestop, Cricket T-Mobile, and Verizon Wireless. The mall has lost most of the stores in this category.

We recommend that Carol Stream target Boost Mobile, Cricket Wireless, T-Mobile, Verizon, and AT&T. Even though there have been many failures in this category due to the dominance of Best Buy, in the electronics and mobile phone category there are still additional opportunities in this category.

OPTICAL STORES

The optical stores in this category include American Vision Center, America's Best, For Eyes, Lenscrafters, Pearl Vision Centers, Rosin Optical, and Visionworks, among others. Many of the big box stores also serve the optical category including Costco, Meijer, and Walmart.

Carol Stream should target Rosin Optical, Eye Optique, Uhlemann Optical, and Visionworks, among others.

PET STORES

The Pet Store category is served by Petco and Petsmart. The smaller locally-owned pet stores have been under significant pressure from national chain pet stores like Petsmart, Pet Supplies Plus, and Petco, among others. There are fewer and fewer locally owned pet

stores. The discounters have also had an adverse impact on smaller pet stores. There is also Chewy which delivers pet supplies and dog food to the home. Carol Stream should target Pet Supplies Plus, Corner Barkery, Two Bostons, and Kriser's, among others.

RESTAURANTS

The Eating and Drinking Places category (restaurants) is served by Chili's, TGI Friday's, Red Lobster, Olive Garden, Texas Roadhouse, Outback Steakhouse, Jameson's Char House, Pizza Hut, Lou Malnati's Pizzeria, Edwardo's Pizza, First Watch, Taylor Street Pizza, Sarpino's Pizza, Noodles & Company, Sir Nick's Pizza, Danny's Pizza, Sushi Bar, Buona Beef, Oriental Buffet & Grill, New China Buffet, China Palace, Spring Dale Restaurant, Japan 77 Steakhouse, and Portillo's, among others.

Some of the fast-food operations serving this category in the Trade Area include McDonalds, Burger King, Wendy's, Popeye's, Potbelly, Jimmy John's, Jersey Mike's, KFC, Taco Bell, Subway, Steak and Shake, and White Castle, among others.

Some of the restaurants and fast-food operations that should be targeted by Carol Stream include Chipotle, Brunch Café, Buffalo Wild Wings Carry Out, Chicken Salad Chick, Chuck Lager America's Tavern, Currito, Dave's Hot Chicken, Guzman Y Gomez, Goldfinger Brewing Company, Naf Naf Grill, Pizano's Pizzeria, Paisan's Pizza, Panda Express, Poke Bros, Popeye's, Qdoba, Salerno's Pizza, Sketchbook Brewing Company, Stan's Donuts, Sweetgreen, Topper's Pizza, Which Wich, and Whiskey Hill Brewing Company, among others.

SHOES

The Shoe Store category is served by Shoe Carnival, Red Wing Shoes, Finish Line, Footlocker, Journeys, Famous Footwear, and Miroballi Shoes, among others. Obviously, many of the discount department stores like Target, Kohl's, and Walmart also carry shoes in their merchandise mix. Red Wing Shoes is located in the northeast quadrant of Interstate 355 and North Avenue and Shoe Carnival is located at Stratford Crossing.

We do not recommend adding additional shoe stores at this time unless some new concept enters the market.

SPORTING GOODS STORES

The Sporting Goods category is served by Dick's Sporting Goods, Cabela's, Bass Pro Shop, REI, Play it Again Sports, PGA Tour Golf, and Golfsmith, among others. We do not envision a major national chain sporting goods store in Carol Stream.

UNISEX APPAREL

The Unisex Apparel or Family Apparel category is served by numerous retailers in the regional malls in the metropolitan area including American Eagle Outfitters, Burlington,

Gap, Hot Topic, Pacific Sunwear, and many others. Some of the freestanding unisex apparel stores include TJ Maxx, Discovery Clothing, and Old Navy, among others. We do not recommend unisex apparel stores be targeted in Carol Stream.

WOMEN'S APPAREL

Regional malls in the metropolitan area provide the strongest concentration of Women's Apparel & Accessories stores including Abercrombie & Fitch, Aeropostale, American Eagle Outfitters, Ann Taylor Loft, Chico's, Express, Forever 21, Gap, New York & Co., Pacific Sunwear, Talbots, Victoria's Secret, Wet Seal, and White House/Black Market among many others.

We do not recommend the addition of any Women's Apparel stores in the Village at this time.

SERVICES

The Services category is served by Life Fitness, LA Fitness, Ulta Salon, Mario Tricoci Day Spa, Northwestern Medicine, Bank One, The UPS Store, FedEx Office, H&R Block, Huntington Learning Center, Currency Exchange, Children's World Learning Center, Enterprise Rent A Car, Great Clips, Citibank, and numerous dry cleaners, among many others.

Some of the Services that should be targeted include banks, cleaners, beauty salons, tanning facilities, and medical services. There is such a wide range of services and service stores.

AUTOMOBILE DEALERSHIPS AND FILLING STATIONS

The Automobile Dealership category is currently served by an Hometown RV Sales, Auto Showcase of Carol Stream, Glendale Nissan, Sunrise Chevrolet, Chicago Motor Cars, DuPage Honda-Yamaha, Joe Cotton Ford, and DuPage Chrysler Jeep Dodge, among others. We recommend the Village target additional automobile dealerships including Audi, Acura, Buick-GMC, Kia, Subaru, Volkswagen, and Volvo.

The Filling Stations category is currently served by many of the typical filling stations like Shell, Mobil, Amoco, Road Pilot, Marathon, Speedway, Casey's, Circle K, among many others. Fuel centers are also provided by Costco, Mariano's, Walmart, Woodman's, and some Jewel Stores, among others. We recommend the Village approve the fuel center / convenience store proposed by Casey's. The Village may also consider electric charging stations for electric vehicles.

SECTION VII

KEY RETAIL AREAS ANALYSIS

This section of the report provides an evaluation of the Key Retail Areas in the Village of Carol Stream and the recommended retail market strategy and implementation plan.

The Key Retail Areas of the Village are zoned for retail uses. Most are located at the junction of the Village's major arterials. If the Village's objective is to enhance sales tax revenues, then these Key Retail Areas should remain zoned for retail use. The development/redevelopment of the Key Retail Areas in some cases may require several years to occur. Nevertheless, the long-term loss of potential sales tax revenues will never be recovered should a site be rezoned for a non-retail use. We recommend all of the Key Retail Areas remain zoned for retail uses for the long-term sales tax benefits.

Some of the factors influencing retail development in the Key Retail Areas include the following.

1. E-Commerce is changing the demand for brick-and-mortar retail stores. This has changed the demand and velocity of retail development.
2. The demise of Stratford Square Mall has increased the amount of land available for redevelopment in Bloomingdale.
3. Since our study in 2002, there is less land available on North Avenue, Gary Avenue, and Schmale Road for retail expansion. Each of the sites represents a potential retail use but in varying degrees because of location and size. Some retailers will only locate on major traffic arteries in a major retail concentration. Others are more interested in serving the convenience needs of a community. These retailers tend to take locations on major traffic arteries that can serve Carol Stream and surrounding communities. Supermarkets, drug stores, hardware, liquor, and service stores fall into this category.
4. The tear down and redevelopment of older, obsolete retail buildings is not necessarily a current trend. This has been going on for years even in older downtown areas. The older retail properties that do not meet the prototype needs of retailers or restaurants and are being torn down to accommodate new retail formats, drive-thru restaurants, fulfillment centers, and mixed-use. We have seen more retail space redeveloped with mixed-use development and we anticipate more mixed-use in the future.
5. Some convenience retail uses will take secondary retail locations on secondary traffic arteries. These types of retail uses are seeking convenient locations in the community that serve narrow trade areas such as convenience stores/service stations, cleaners, banks, fast-food, barber and beauty salons, retail estate and insurance offices, currency exchanges, and others.

6. In our opinion, the Village has nearly maximized the amount of video gaming facilities in the Village. The Village’s video gaming revenues are nearly approaching maximum revenues per terminal.
7. Finally, there are retailers that want freestanding locations that meet their locational and market criteria and are not influenced by the location of a major mall. In this analysis, we have examined all of the Village’s Key Retail Areas, considered various types of retail demand, and prepared recommendations. Often more than one site is competing with another for the same retailers. The final retail configuration will depend upon the aggressiveness of the property owner over another in achieving the development objectives and the desired rental rate.
8. Many of today’s retailers want to be on the hard corner of two major traffic arteries with a fully signalized intersection. Most of the major grocery stores, general merchandise stores, home improvement stores, furniture stores, drug stores, and gas station are located on the hard corner. Developers would have to assemble and redevelop some of the hard corners along North Avenue, Gary Avenue, and County Farm Road to provide enough acreage to attract some of these types of grocery stores, general merchandise stores, and automobile dealership uses.

IMPLEMENTATION PLAN

Stratford Square Mall has been the major catalyst for the surrounding retail development in Bloomingdale and to a less extent in Carol Stream. The long-term viability of the mall will determine the health of surrounding retail concentrations. Carol Stream generates over \$800 million in total retail sales annually. The Village of Carol Stream should target the recommended retailers, restaurants, auto dealerships, and fuel center/convenience stores, and recreational cannabis facility opportunities. The Village should also consider mixed-use development opportunities in proximity to the Town Center.

The shift to e-commerce and changing consumer shopping patterns has contributed to retail bankruptcies, mergers, consolidation, and store closings. Many retailers are taking an “omni-channel” approach with fewer stores and more e-commerce distribution. Retailers have encouraged customers to “click and pick” by purchasing merchandise online and pick-up the merchandise in the store. This way the retailer also gets the customer into the store in the hope of additional cross-shopping opportunities. Many retailers do not require as much brick-and-mortar retail space to distribute products to their customers. As technology evolves, more retail sales will shift online, further reducing demand for physical store space.

Namdar Realty, the owners of Stratford Square Mall, have not provided any insight into their short- and long- range plans for the redevelopment of the mall. The Village of Bloomingdale have become frustrated by the lack of a redevelopment plan from Namdar Realty to revitalize the mall. The Village created a business improvement district with a higher sales tax to help fund improvements to the mall. However, the Village has

withheld paying the sales tax rebate to Namdar Realty. Any redevelopment of Stratford Square Mall will require a public/private partnership with the Village of Bloomingdale. The improvement of Stratford Square Mall would strengthen the overall generative attraction of retail facilities in both Bloomingdale and Carol Stream.

First, Carol Stream should attempt to find a replacement tenant for the vacant former Jet Foods. We have considered a variety of grocery stores.

The primary activities of the Implementation Plan are as follows:

- A. Schedule meetings with the property owners to identify mutually acceptable economics and financial incentives required to find a replacement tenant for the former Jet Foods.
- B. Prepare targeted marketing materials for the Key Retail Areas of the Village with site highlights, aerial photographs, traffic counts, demographics, retail sales data and adjacent retailers. Marketing materials should be uploaded to the Village website. Information in this report can be incorporated into the marketing materials.
- C. Attend the Las Vegas and Chicago ICSC Conventions and market the Key Retail Areas for redevelopment to the shopping center industry.
- D. Schedule meetings with the brokers representing the recommended retailers, restaurants, auto dealers, gas stations, and services.
- E. The Village should market the Key Retail Areas in trade journals serving the shopping center industry including Shopping Center Business and Shopping Centers Today.

The Village of Carol Stream has the opportunity to guide retail development to continue to provide a strong environment where their residents can live, shop, dine, enjoy entertainment, and visit great public spaces. The Village should target e-commerce resistant categories like grocery stores, restaurants, gas stations/convenience stores, auto dealerships, recreational cannabis dispensaries, and entertainment uses that create an experience. The experiential uses are driving development today. Nevertheless, brick and mortar stores account for approximately 85% of retail sales, according to the Innovative Commerce Serving Communities organization.

The Implementation Plan provides the Village with a methodology to encourage development in the Key Retail Areas attract new retail development and recycle vacant stores. We have provided a market-driven retail strategy to strengthen the Village's retail base. We have identified the market for additional retail facilities and the types of retailers and restaurants best suited to meet market demand. The primary objective is to attract development to the Key Retail Area as well as find another tenant for the vacant former Jet Foods store. This strategy will enhance the Village's sales tax base.

The Village of Carol Stream should target the aforementioned retailers, restaurants, and automobile dealerships for the Key Retail Areas of the Village. There are several organizations that may be helpful in marketing the Key Retail Areas to various potential end users. These include the following:

- The Innovating Commerce Serving Communities (ICSC)
- Council of Restaurant Brokers Association (CRBA)
- Shopping Centers Today Magazine
- Shopping Center Business
- Midwest Real Estate News
- The State of Illinois Main Street Program
- National Association of Corporate Real Estate Executives (NACORE)
- National Retail Federation

The Implementation Plan includes marketing the Key Retail Areas of the Village to the shopping center industry. This can be facilitated through the ICSC which hosts numerous meetings around the country with retailers and shopping center developers. The Village has been active in the organization. We recommend continued attendance at the ICSC Deal Making conventions in Chicago as well as consideration of the Spring Convention in Las Vegas. Many municipalities from the Chicago Area attend the convention and some rent booth space to market their communities to the retail industry. There are over 30,000 shopping center industry members in attendance in Las Vegas.

The decline in regional malls, the Covid-19 pandemic, and growth in e-commerce have put some retailers and restaurants in a holding pattern. Their respective expansion plans have been curtailed until sales rebound. Currently, many retailers are not interested in sites in Carol Stream. In our opinion, the recent interest rate increases and the expectation for a recession has limited the amount of retailers that are actively pursuing new locations.

We recommend the Village aggressively market the Key Retail Areas to retailers, shopping center developers, restaurants, automobile dealerships and recreation cannabis dispensaries. The Village should consider placing advertising in Shopping Center Business, Shopping Centers Today, Metro Chicago Retail Guide, or Midwest Real Estate News. These publications are widely read by many of the decision makers in the shopping center industry. Advertising in these real estate trade journals will promote the benefits of a Carol Stream location and assist in drawing additional retail development to the Village.

Some of the private sources of socioeconomic and demographic data are as follows:

- www.sitesusa.com
- www.tactician.com
- www.esri.com
- www.placer.ai

We recommend the Village consider hosting a broker's open house. The objective is to bring members of the retail real estate brokerage industry to Carol Stream to educate them on the Key Retail Areas of the Village and the benefits of the community. The Village may utilize portions of our report as marketing materials to provide detailed market data on the socioeconomic characteristics, sales history, and competition.

We recommend the Village's implementation plan consider sales tax rebate agreements as an incentive to retail development. Several communities have provided sales tax rebates, sales tax abatement, and other sales tax sharing agreements to entice retailers into their community. The sales tax agreements can be structured so that the municipal portion of the sales taxes can be rebated to the respective retailer or automobile dealership. The structure of the agreement should be dependent upon the sales tax generation potential of the end user. The greater the sales tax revenue potential of the end user the greater propensity for a sales tax rebate. The Village should evaluate the end user on a case-by case basis to determine the overall economics of each deal. Incentive agreements can be a "slippery slope" but in some cases they are imperative, particularly with automobile dealerships.

The Village will have to become aggressive in order to attract new retail development to the community given the plethora of retailers serving the Stratford Square Mall Trade Area. The Village must concentrate on securing a major anchor retailer or automobile dealership to drive additional retail development. In our opinion, the Village will have to provide the catalyst.

In order to achieve additional retail sales growth over the long term the Village will have to provide economic incentives in the short term. We recommend utilizing tax increment financing and sales tax revenue sharing agreements. The Village should continue to consider some short-term sales tax abatement agreements with a major automobile dealership(s) or major big box retailer.

In summary, the Village Retail Market Strategy and Implementation Plan should focus upon major retail generators of sales tax revenues. Automobile dealerships, big box retailers, and grocery stores provide the greatest sales tax revenue potential for the Village. We recommend an aggressive incentive program to lure these end users to the Key Retail Areas of the Village. The Implementation Plan will require approximately five to ten years to implement.

APPENDIX

SECTION III

METHODOLOGY

Our basic approach has been to identify the forces of supply and demand which either directly or indirectly affect retail market potential over the projection period. The market forces include population, population change, households, age structure, family size, household income, employment, shopping habits and patterns, existing and proposed competitive facilities, directional growth patterns, accessibility within the market area and the Subject Sites, consumer expenditure dynamics, and finally, the share of the market that Carol Stream's potential retail sites might expect to capture by various types of retail categories in contrast to competitive shopping centers.

The Carol Stream retail properties which are the subject of this study, referred to herein as the "Subject Sites" are located in the Key Retail Area Opportunity Areas #1 and Key Retail Opportunity Area #2 in Carol Stream.

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

1. A search was conducted of published and unpublished data regarding population, population projections, income, housing, employment, expenditures, retail sales, traffic counts, competition, shopping habits and patterns, consumer preferences, and other data pertinent to this analysis. Sources included:
 - United States Department of Commerce; Bureau of the Census, Census of Population 1990, 2000, 2010, and 2020.
 - United States Department of Commerce; Census of Retail Trade, 2007, 2012, and 2017.
 - State of Illinois - Department of Revenue, Annual Sales Tax Receipt Reports
 - State of Illinois - Department of Transportation (IDOT)
 - State of Illinois - Department of Employment Security (IDES)
 - Chicago Metropolitan Agency for Planning (CMAP)
 - Village of Carol Stream Chamber of Commerce
 - Village of Carol Stream Department of Community Development
 - Choose DuPage – Economic Alliance
 - DuPage County Division of Transportation
 - Innovating Commerce Serving Communities (ICSC)
 - Mid America Real Estate – Annual Shopping Center Development
 - CB Richard Ellis
 - Shopping Centers Today
 - Shopping Center Business
 - Crain's Chicago Business
 - Chicago Tribune
 - www.Globest.com
 - www.tactician.com

2. Members of our staff visited the Key Retail Areas and toured the Village of Carol Stream and surrounding communities. Members of our staff drove all of the major and minor traffic arteries in and around the Subject Sites. Notes were taken regarding housing development, housing characteristics, types and locations of commercial facilities, and their economic levels. Next, accessibility was analyzed in terms of ingress and egress to the Key Retail Areas along with an analysis of traffic flow and driving time. In addition, a reconnaissance of the surrounding subdivisions provided information regarding population density, housing value, the general socioeconomic structure, and shopping habits and patterns. Finally, we identified planned and proposed projects, prospective tenants, and timing
3. The socioeconomic characteristics of the Village of Carol Stream were evaluated and the changes which have taken place, determined. The 2020 Census of Population was thoroughly evaluated. The socioeconomic characteristics include: population, population growth, age structure, household characteristics, income dynamics, ethnic mix, employment, employment change, housing values, retail expenditure potential, and retail sales trends.
4. We have delineated the Trade Area for the Subject Sites on the basis of the 2020 Census, demographic characteristics, the existing and proposed retail facilities, the road network, physical and psychological barriers, a detailed driving time analysis, consumer orientation, and our over 40 years of experience in evaluating projects throughout the world.
5. Once the Trade Area was delineated, we evaluated the 2020 Census of Population and Housing to determine the level of market support available within the Trade Area. Next, we forecast the demographics of the Trade Area and its subsectors for 2020, 2025, and 2030. Demographics include population, age structure, population growth, households, household size, household income, and other pertinent elements.
6. We evaluated current household income, along with the changes which have taken place since the 2010 Census. Moreover, we forecast household income for the projection years.
7. Retail sales data was obtained and studied. The data include the Census of Retail Trade for the Village of Carol Stream and Bloomingdale for 2007, 2012, and 2017 (latest data available). We have also analyzed the Department of Revenue Sales Tax Receipt data for Carol Stream, Bloomingdale, Glendale Heights, and others by retail category from 2012 to 2021. Next, we determined the total retail market potential in the Village of Carol Stream. This process permitted us to identify retail categories which represent a future development opportunity on the Subject Sites.
9. Members of our staff inventoried the existing and proposed competitive retail facilities in and around Carol Stream, Bloomingdale, Glendale Heights,

Schaumburg, St. Charles, Streamwood, Winfield, Wheaton and other surrounding communities influencing the Trade Area of the Subject Sites. The evaluation determined the characteristics of shopping centers within the Trade Area including their location, size, tenant mix, degree of success, and general impact of competitive facilities. We also identified proposed retail facilities within the Trade Area of the Subject Sites. This includes proposed shopping centers and freestanding retailers including their location, size, timing, major anchors, and anchor sizes.

10. We calculated the Trade Area resident's Personal Consumption Expenditures by retail store category. These data were forecast for the projection years. Personal Consumption Expenditures were analyzed by retail category (i.e., food stores, department stores, women's apparel, men's apparel, furniture, electronics, etc.) and represent the dollars spent by Trade Area residents in retail facilities in and around the Carol Stream Area.
11. Based upon the potential expenditures for the projection years, we have allocated the market shares for the various retail categories within the Trade Area segments we expect the Subject Sites to capture in contrast to competitive shopping complexes. The market shares or capture rates provide the sales projections by retail category for the Subject Sites.
12. Once the expenditure potential and market penetration by individual retail categories were computed, our staff identified the retail categories which represent an opportunity within the Trade Area. The objective was to identify market opportunities in individual retail categories and then consider specific retailers that "could fill the void". This included an evaluation of the current placement of major retailers in the Trade Area and their respective locations in relation to the Subject Sites. For the purpose of this study, we measured the major retailers' approximate distance from the Carol Stream Village Hall.
13. We determined the market for additional retail development in the Key Retail Areas (Gary Avenue Corridor, North Avenue Corridor, Army Trail Road Corridor, and the Schmale Road Corridor) and other retail nodes in the Village. Our staff analyzed present and future trends affecting retail development in the Village and the likelihood of attracting new retail businesses to the Subject Sites.
14. The analysis required that we examine the existing retail base in the Village, the existing rent structure, expected rent structure, and anticipated rental rate growth in the region.

RETAIL MARKET STRATEGY

- A. Our staff prepared a Retail Market Strategy for the Village of Carol Stream designed to enhance and improve the Village's tax base. Sales tax revenues, among others, are critical to the long-term health of the Village. We prepared a Retail Market Strategy

which identifies market driven opportunities and defines the obstacles, if any, to additional retail development in the Village.

- B. The assignment required that we define Carol Stream's existing retail mix and identify retail categories for which there is a market.
- C. Our team identified specific retailers in each retail category that represent an opportunity and those that are overbuilt.
- D. We prepared a Retail Market Strategy designed to identify the actions required as a catalyst to initiate retail development and expand the existing retail base. This includes tax increment financing, sales tax rebate programs, revenue sharing agreements, and special assessment districts, among others. Simply stated, this defines what it will take to attract new retailers to the Village. We have recommended the improvements necessary to help Carol Stream effectively attract the targeted retail growth.
- E. We focused on the Key Retail Areas (Gary Avenue Corridor, North Avenue Corridor, Army Trail Road Corridor, and Schmale Road Corridor) to assist Village officials, staff and other stakeholders in developing recommendations and implementation tools in the following areas.
 - Existing business retention/expansion instruments, programs, and strategies that we feel would be successful.
 - New business attraction instruments, programs, and strategies
 - Optimum development opportunity zones and evaluation of existing uses
 - Benefits of local development cost competitiveness in comparison with some of the surrounding alternatives in the region.
 - Entrepreneurial support strategy for the development of proposed and existing retail business to satisfy target mix recommendations.
 - Recommend marketing strategies, including identification of compatible, synergistic target markets.
 - Recommendations for effective marketing tools.
- F. The Retail Market Strategy provides the Village with a business retention and expansion program that assists in attracting new retailers and retail development to Carol Stream. We have identified specific retail categories for which there is a market and the specific retailers in each category which could satisfy the potential. We have profiled the regional real estate market and identify some of the significant vacant retail development sites and vacant big box retailers and compare them to local sites and buildings. The objective is to market Carol Stream as a viable alternative in comparison to some of the surrounding communities.
- G. The Retail Market Strategy provides the marketing materials best suited to attract new retail development to the community including the following:

- Description and dynamics of the Village
- Demographics
- Retail Sales by Retail Category
- Retail Market Potential by Retail Category
- Village benefits for individual retailers by category
- Target specific Retailers, Restaurants, and Services
- Specific Retail Area Characteristics (Site Sizes, Shapes, Traffic Counts, Visibility, and Economics)
- Major Employment Concentrations
- Other Pertinent Factors

We have also identified specific sources of pertinent demographic information for future use. This will allow the Village to update the demographic information, as necessary. Finally, we have identified specific trade/professional organizations as a good source of information and networking. One of the best examples is the Innovating Commerce Serving Communities (ICSC) organization.

- H. After a thorough analysis of all the data collected, we prepared a market-driven Retail Market Strategy for the Village of Carol Stream. The Retail Market Strategy was designed to enhance and improve the Village's tax base and long-term fiscal health. We defined Carol Stream's existing retail mix and evaluated retail opportunities. We identified the actions required as a catalyst to initiate retail development and expand the existing retail base. We evaluated the various programs to initiate retail development including tax increment financing, sales tax rebate programs, revenue sharing agreements, and special assessment districts.
- I. We identified specific retailers in each retail category that represent an opportunity and contacted the identified retailers to determine the likelihood of their attraction to Carol Stream. We determined the market feasibility of the projects, the potential tenants, optimum tenant mix, stores sizes, parking requirements and general placement on the Subject Sites.
- J. Finally, we utilized our over 35 years experience in evaluating commercial projects of all sizes throughout the country.

Table 2.1

**Population Statistics
Chicago Metropolitan Area
1980, 1990, 2000, 2010, and 2020**

County	1980	1990	2000	2010	2020	2000 - 2010 Change		2010-2020 Change	
						Number	Percent	Number	Percent
Cook County	5,253,190	5,105,067	5,376,741	5,194,675	5,275,241	-182,066	-3.4%	80,566	1.6%
DuPage County	658,177	781,666	904,161	916,924	932,877	12,763	1.4%	15,953	1.7%
Kane County	278,405	317,471	404,119	515,269	516,522	111,150	27.5%	1,253	0.2%
Lake County	440,372	516,418	644,356	703,462	714,342	59,106	9.2%	10,880	1.5%
McHenry County	147,724	183,241	260,077	308,760	310,229	48,683	18.7%	1,469	0.5%
Will County	324,460	357,313	502,266	677,560	696,355	175,294	34.9%	18,795	2.8%
Total	7,102,328	7,261,176	8,091,720	8,316,650	8,445,566	224,930	2.8%	128,916	1.6%

Source: United States Department of Commerce; Bureau of the Census, 1980, 1990, 2000, 2010, and 2020

Table 2.2

**Retail Sales by Major Retail Category
Chicago Metropolitan Area
2020 and 2021**

Chicago Metro Area	2020	2021	% Change	Numerical Change
General Merchandise	\$9,789,321,750	\$10,850,694,805	10.80%	\$1,061,373,055
Food	\$18,008,842,056	\$17,936,602,460	-0.40%	(\$72,239,596)
Drinking and Eating Places	\$13,532,339,713	\$17,801,951,572	31.60%	\$4,269,611,859
Apparel	\$3,198,508,526	\$5,536,877,149	73.10%	\$2,338,368,623
Furniture & H.H. & Radio	\$5,044,376,534	\$6,271,127,448	24.30%	\$1,226,750,914
Lumber, Bldg, Hardware	\$7,012,105,588	\$7,580,807,902	8.10%	\$568,702,314
Automotive & Filling Stations	\$25,897,319,333	\$31,783,707,904	22.70%	\$5,886,388,571
Drugs & Misc. Retail	\$21,236,006,364	\$35,509,961,108	67.20%	\$14,273,954,744
Agriculture & All Others	\$12,114,731,840	\$15,789,892,088	30.30%	\$3,675,160,248
Manufacturers	\$2,819,680,815	\$3,497,653,167	24.00%	\$677,972,352
Total	\$118,653,232,519	\$152,559,275,603	28.58%	\$33,906,043,084

Source: Illinois Department of Revenue 2021 and 2022 and Melaniphy Associates, Inc.

Table 2.3 and 5.8

**SELECTED MUNICIPALITIES RETAIL SALES BY RETAIL CATEGORY
2012-2021**

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Carol Stream										
General Merchandise	\$861,267	\$1,023,058	\$1,017,322	\$865,552	\$827,135	\$238,984	\$242,161	\$255,331	\$0	\$0
Food	\$82,713,882	\$86,371,048	\$86,167,571	\$84,827,929	\$85,059,274	\$87,746,663	\$91,443,216	\$84,565,195	\$88,325,046	\$88,564,708
Drinking and Eating Places	\$57,397,342	\$48,676,882	\$56,521,059	\$56,597,942	\$55,006,428	\$52,622,727	\$46,121,053	\$42,160,154	\$40,263,442	\$38,555,804
Apparel	\$1,779,814	\$560,041	\$734,936	\$825,218	\$936,869	\$872,508	\$1,002,137	\$1,025,860	\$0	\$0
Furniture & H.H. & Radio	\$143,528,992	\$127,085,603	\$136,629,919	\$113,727,981	\$141,967,326	\$191,720,150	\$101,872,553	\$97,740,847	\$87,748,916	\$47,091,961
Lumber, Bldg, Hardware	\$75,366,144	\$71,469,068	\$61,133,231	\$58,510,940	\$58,312,863	\$88,773,618	\$59,258,585	\$57,015,183	\$56,978,137	\$51,629,890
Automotive & Filling Stations	\$147,279,290	\$131,017,282	\$132,476,969	\$122,240,447	\$111,847,621	\$113,750,839	\$104,470,547	\$82,121,609	\$80,550,431	\$73,284,927
Drugs & Misc. Retail	\$160,881,236	\$73,112,130	\$83,039,806	\$75,317,735	\$76,018,607	\$72,980,724	\$115,286,300	\$125,741,096	\$121,168,569	\$121,600,745
Agriculture & All Others	\$117,277,474	\$84,479,881	\$124,320,714	\$162,866,965	\$162,995,157	\$164,820,769	\$157,054,526	\$119,472,419	\$95,111,582	\$83,909,704
Manufacturers	\$35,075,353	\$23,736,534	\$27,816,287	\$29,608,868	\$29,957,272	\$30,659,929	\$34,695,550	\$39,861,746	\$28,753,982	\$3,397,917
Total	\$822,160,794	\$647,531,527	\$709,857,814	\$705,389,577	\$722,928,552	\$774,186,911	\$711,446,628	\$639,959,440	\$599,884,703	\$508,980,004
Bloomington										
General Merchandise	\$171,080,743	\$164,616,005	\$176,357,268	\$183,986,116	\$194,452,364	\$212,832,187	\$222,441,507	\$228,116,032	\$147,622,218	\$150,832,011
Food	\$98,160,705	\$78,579,838	\$63,304,847	\$63,146,648	\$62,928,844	\$82,812,609	\$26,271,975	\$24,277,890	\$24,340,764	\$30,795,508
Drinking and Eating Places	\$101,664,159	\$84,124,894	\$99,640,599	\$88,872,558	\$84,053,975	\$87,293,757	\$90,709,739	\$87,150,647	\$85,984,744	\$81,429,509
Apparel	\$40,372,035	\$28,682,269	\$45,585,436	\$50,543,852	\$54,288,161	\$59,099,109	\$55,753,661	\$56,536,949	\$55,913,937	\$54,981,222
Furniture & H.H. & Radio	\$53,250,639	\$52,137,227	\$68,237,509	\$75,582,141	\$80,256,063	\$83,076,577	\$77,974,260	\$65,807,710	\$64,261,419	\$68,147,612
Lumber, Bldg, Hardware	\$14,423,426	\$12,224,716	\$10,214,164	\$9,682,657	\$9,829,147	\$9,816,948	\$9,900,785	\$8,382,379	\$7,616,410	\$6,896,737
Automotive & Filling Stations	\$217,136,017	\$193,851,609	\$193,360,143	\$187,286,639	\$177,231,469	\$160,887,094	\$169,952,999	\$179,164,627	\$248,120,885	\$239,705,965
Drugs & Misc. Retail	\$156,658,630	\$100,254,381	\$111,176,305	\$110,455,820	\$117,864,137	\$116,495,391	\$97,363,921	\$108,477,263	\$108,608,820	\$108,705,683
Agriculture & All Others	\$35,343,360	\$27,041,151	\$31,007,879	\$33,198,075	\$31,016,194	\$38,264,608	\$32,965,110	\$24,738,566	\$18,256,462	\$17,431,969
Manufacturers	\$5,825,149	\$1,608,724	\$4,419,335	\$9,746,231	\$27,271,555	-\$911,051	\$4,105,011	\$11,562,311	\$11,882,564	\$10,219,411
Total	\$893,914,863	\$743,120,814	\$803,303,485	\$812,500,737	\$839,191,909	\$799,667,229	\$787,438,968	\$794,214,374	\$772,608,223	\$769,145,627
Bartlett										
General Merchandise	\$1,509,895	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Food	\$44,734,882	\$44,954,696	\$44,723,822	\$42,610,502	\$40,041,777	\$37,252,451	\$41,410,992	\$36,590,473	\$43,401,542	\$44,061,073
Drinking and Eating Places	\$40,315,041	\$32,981,920	\$34,993,719	\$35,154,072	\$35,463,954	\$36,011,240	\$31,158,240	\$28,411,244	\$26,759,464	\$27,149,839
Apparel	\$2,872,732	\$1,171,243	\$385,795	\$509,716	\$456,197	\$385,646	\$394,261	\$535,770	\$637,860	\$577,536
Furniture & H.H. & Radio	\$1,718,739	\$0	\$777,560	\$1,569,449	\$2,470,040	\$2,141,192	\$2,914,946	\$0	\$1,841,316	\$2,830,574
Lumber, Bldg, Hardware	\$37,558,929	\$34,612,575	\$29,012,253	\$27,895,930	\$28,171,970	\$26,533,985	\$25,646,660	\$23,998,712	\$21,581,352	\$20,689,483
Automotive & Filling Stations	\$41,408,281	\$34,280,560	\$35,222,855	\$36,301,131	\$34,856,205	\$34,370,972	\$32,902,804	\$33,709,347	\$30,125,596	\$32,991,071
Drugs & Misc. Retail	\$114,009,443	\$47,266,961	\$44,497,318	\$41,929,885	\$46,918,791	\$47,645,287	\$29,359,408	\$48,919,590	\$49,190,394	\$49,731,509
Agriculture & All Others	\$50,027,947	\$38,170,945	\$48,977,274	\$43,601,272	\$30,675,996	\$30,431,570	\$39,374,070	\$30,052,825	\$23,564,810	\$22,062,056
Manufacturers	\$8,552,990	\$9,702,807	\$10,602,092	\$8,358,310	\$9,715,327	\$8,852,419	\$8,287,295	\$4,317,036	\$5,634,274	\$6,997,767
Total	\$342,880,066	\$245,185,113	\$250,991,339	\$241,127,266	\$242,764,695	\$233,897,340	\$221,292,294	\$209,718,096	\$209,203,468	\$207,164,409

Table 2.3 and 5.8

**SELECTED MUNICIPALITIES RETAIL SALES BY RETAIL CATEGORY
2012-2021**

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Glendale Heights										
General Merchandise	\$52,469,571	\$47,429,410	\$43,046,082	\$44,958,307	\$46,365,744	\$50,355,445	\$55,498,067	\$55,065,917	\$58,783,722	\$58,586,992
Food	\$70,477,238	\$77,788,897	\$73,077,297	\$74,269,404	\$69,852,962	\$71,617,107	\$76,596,967	\$80,995,640	\$75,515,606	\$76,395,305
Drinking and Eating Places	\$55,679,271	\$48,012,554	\$50,722,492	\$48,476,398	\$44,340,326	\$43,209,274	\$39,874,517	\$37,728,417	\$37,439,904	\$37,930,921
Apparel	\$9,516,404	\$6,435,139	\$5,330,671	\$6,374,536	\$5,336,778	\$5,812,001	\$6,248,650	\$4,696,226	\$4,764,563	\$4,504,155
Furniture & H.H. & Radio	\$13,835,129	\$11,178,034	\$14,575,156	\$13,194,717	\$13,473,942	\$13,864,510	\$8,689,821	\$7,468,604	\$8,058,178	\$7,531,544
Lumber, Bldg, Hardware	\$124,935,569	\$123,622,159	\$111,170,449	\$105,706,789	\$106,727,115	\$103,114,304	\$95,006,110	\$92,687,266	\$88,087,880	\$83,443,212
Automotive & Filling Stations	\$239,954,073	\$207,986,017	\$225,367,777	\$227,880,427	\$213,740,177	\$217,864,083	\$201,245,787	\$166,889,687	\$147,255,996	\$118,891,991
Drugs & Misc. Retail	\$106,559,264	\$58,976,579	\$51,040,320	\$54,941,133	\$55,206,334	\$44,973,572	\$44,958,689	\$44,207,471	\$48,883,365	\$43,705,899
Agriculture & All Others	\$247,509,121	\$205,260,868	\$213,125,737	\$195,114,824	\$175,178,023	\$177,892,719	\$157,713,025	\$123,611,445	\$81,926,550	\$68,404,846
Manufacturers	\$7,769,097	\$5,485,302	\$8,481,043	\$6,285,872	\$5,875,388	\$5,478,125	\$4,414,933	\$3,676,111	\$4,747,152	\$9,787,275
Total	\$928,704,737	\$792,174,959	\$797,937,024	\$777,202,407	\$736,096,789	\$744,181,140	\$690,246,566	\$617,026,784	\$555,462,916	\$509,182,140
Glen Ellyn										
General Merchandise	\$3,551,389	\$2,857,869	\$2,899,433	\$2,888,928	\$2,945,979	\$2,866,928	\$2,406,374	\$2,353,914	\$2,040,024	\$2,124,354
Food	\$101,992,977	\$100,521,209	\$82,002,380	\$80,113,096	\$81,495,926	\$80,336,833	\$81,548,463	\$78,854,040	\$89,949,602	\$90,056,322
Drinking and Eating Places	\$67,625,811	\$56,238,036	\$63,787,773	\$57,123,753	\$54,726,245	\$53,628,250	\$51,076,115	\$49,116,090	\$46,544,569	\$40,562,974
Apparel	\$13,216,343	\$8,697,777	\$10,385,089	\$10,283,696	\$9,720,924	\$9,645,879	\$8,247,742	\$4,751,626	\$4,817,382	\$5,569,088
Furniture & H.H. & Radio	\$8,065,511	\$5,657,841	\$5,952,806	\$6,547,582	\$9,031,864	\$9,554,838	\$9,816,466	\$9,931,024	\$10,088,070	\$9,401,570
Lumber, Bldg, Hardware	\$4,739,503	\$4,297,280	\$4,105,125	\$3,836,334	\$4,087,095	\$4,192,447	\$3,985,942	\$3,926,415	\$4,545,532	\$4,173,781
Automotive & Filling Stations	\$71,126,262	\$53,579,839	\$68,624,719	\$64,218,678	\$63,147,904	\$76,954,491	\$63,781,185	\$58,909,788	\$51,405,452	\$46,108,018
Drugs & Misc. Retail	\$148,783,599	\$84,787,061	\$83,617,747	\$80,522,589	\$86,499,135	\$90,109,560	\$67,432,960	\$85,596,428	\$82,585,590	\$80,992,187
Agriculture & All Others	\$39,906,683	\$30,459,737	\$32,596,730	\$33,479,961	\$26,149,830	\$24,245,430	\$42,543,742	\$24,753,879	\$18,362,340	\$22,141,464
Manufacturers	\$3,880,498	\$2,677,642	\$3,207,053	\$3,565,775	\$3,283,431	\$3,753,558	\$3,757,256	\$3,039,756	\$2,157,308	\$2,502,724
Total	\$462,888,576	\$349,774,291	\$357,178,855	\$342,580,392	\$341,088,333	\$355,288,214	\$334,596,245	\$321,232,960	\$312,495,869	\$303,632,482
Hanover Park										
General Merchandise	\$94,505	\$0	\$976,040	-\$1,881,013	\$0	\$0	\$0	\$1,212,716	\$0	\$0
Food	\$64,649,237	\$69,062,923	\$60,670,858	\$58,280,901	\$58,347,993	\$57,673,583	\$57,431,871	\$56,164,777	\$50,315,076	\$47,239,132
Drinking and Eating Places	\$33,495,526	\$29,068,589	\$32,618,295	\$30,861,831	\$27,737,497	\$30,571,478	\$30,362,580	\$27,397,472	\$28,422,848	\$27,888,968
Apparel	\$2,682,179	\$0	\$2,670	\$982,647	\$0	\$0	\$0	\$52,200	\$0	\$0
Furniture & H.H. & Radio	\$6,498,725	\$2,069,942	\$2,035,305	\$1,816,065	\$2,003,114	\$2,085,621	\$2,822,601	\$2,563,942	\$2,785,318	\$2,787,544
Lumber, Bldg, Hardware	\$73,023,309	\$71,368,088	\$63,864,755	\$64,276,454	\$62,865,557	\$61,565,629	\$60,402,861	\$53,330,867	\$52,526,040	\$51,724,516
Automotive & Filling Stations	\$32,159,003	\$23,993,393	\$22,966,567	\$17,723,450	\$28,881,599	\$29,287,961	\$28,273,112	\$31,675,825	\$29,496,539	\$30,358,588
Drugs & Misc. Retail	\$89,427,705	\$55,966,068	\$58,463,376	\$61,898,405	\$52,400,144	\$51,920,227	\$51,274,054	\$57,148,422	\$59,815,641	\$57,133,414
Agriculture & All Others	\$832,276,567	\$643,645,955	\$472,584,293	\$434,189,123	\$395,607,787	\$348,629,922	\$317,129,896	\$292,784,469	\$279,661,891	\$254,252,148
Manufacturers	\$5,271,544	\$2,422,851	\$4,645,880	\$7,524,279	\$7,116,488	\$7,211,773	\$13,859,894	\$7,797,338	\$6,966,098	\$2,923,884
Total	\$1,139,578,300	\$897,687,428	\$718,899,250	\$675,740,687	\$639,518,833	\$591,138,622	\$564,110,514	\$535,995,919	\$511,697,821	\$476,720,844

Table 2.3 and 5.8

SELECTED MUNICIPALITIES RETAIL SALES BY RETAIL CATEGORY
2012-2021

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Roselle										
General Merchandise	\$83,313	\$0	\$17,459,386	\$17,256,369	\$16,841,853	\$16,506,476	\$18,484,890	\$13,030,891	\$16,336,942	\$18,516,364
Food	\$16,236,822	\$15,929,015	\$35,569,669	\$30,836,489	\$28,295,238	\$27,071,928	\$25,981,317	\$22,786,278	\$19,171,315	\$19,648,374
Drinking and Eating Places	\$36,400,132	\$30,341,175	\$48,604	\$47,139	\$58,757	\$86,076	\$86,076	\$110,572	\$0	\$41,821
Apparel	\$1,204,013	\$0	\$34,111,713	\$25,749,647	\$37,248,820	\$29,121,482	\$2,574,905	\$2,118,075	\$1,708,471	\$1,733,517
Furniture & H.H. & Radio	\$20,359,438	\$52,892,313	\$49,766,715	\$39,589,746	\$33,702,337	\$30,792,450	\$27,964,205	\$26,452,894	\$29,238,792	\$25,651,977
Lumber, Bldg, Hardware	\$71,102,283	\$83,413,937	\$97,709,491	\$92,644,475	\$87,176,658	\$85,713,062	\$81,453,728	\$83,557,375	\$82,589,067	\$81,629,882
Automotive & Filling Stations	\$92,601,383	\$34,334,235	\$74,346,976	\$31,890,084	\$29,486,576	\$23,855,582	\$4,910,725	\$36,744,833	\$39,678,500	\$42,299,203
Drugs & Misc. Retail	\$74,346,976	\$46,039,984	\$54,314,623	\$54,279,732	\$46,117,458	\$46,739,422	\$67,794,705	\$36,248,302	\$33,887,011	\$34,248,314
Agriculture & All Others	\$54,306,094	\$6,484,283	\$7,218,261	\$7,488,562	\$6,497,447	\$6,169,968	\$5,762,235	\$5,112,897	\$3,956,085	\$4,035,033
Manufacturers	\$10,221,484	\$300,913,262	\$331,205,826	\$302,330,221	\$287,045,380	\$268,023,114	\$232,272,788	\$228,225,640	\$226,718,799	\$227,962,753
Total	\$376,861,938									
Schaumburg										
General Merchandise	\$223,867,318	\$173,217,952	\$242,639,429	\$256,819,572	\$274,465,181	\$299,113,407	\$302,457,125	\$304,330,973	\$314,487,409	\$330,059,856
Food	\$243,154,851	\$233,366,157	\$220,777,364	\$210,276,424	\$203,943,296	\$192,447,695	\$180,279,849	\$158,148,529	\$168,833,981	\$174,687,368
Drinking and Eating Places	\$390,380,818	\$273,974,431	\$411,481,246	\$405,500,700	\$395,421,487	\$389,352,663	\$385,566,671	\$373,379,071	\$361,240,333	\$358,608,657
Apparel	\$269,946,369	\$153,010,292	\$261,756,488	\$268,834,478	\$270,030,614	\$290,973,795	\$296,625,492	\$314,487,133	\$324,412,938	\$337,619,129
Furniture & H.H. & Radio	\$277,067,606	\$216,327,933	\$289,939,685	\$303,009,245	\$336,757,721	\$323,622,336	\$360,880,301	\$269,810,075	\$296,754,191	\$295,673,523
Lumber, Bldg, Hardware	\$75,024,147	\$70,538,306	\$62,154,477	\$55,007,997	\$53,400,071	\$51,598,330	\$49,361,849	\$44,733,155	\$49,245,859	\$41,555,564
Automotive & Filling Stations	\$1,360,908,182	\$1,116,887,945	\$1,163,723,970	\$1,059,553,296	\$963,865,751	\$938,058,626	\$974,967,991	\$987,071,722	\$926,811,534	\$883,437,700
Drugs & Misc. Retail	\$586,662,889	\$334,350,092	\$383,683,730	\$423,966,828	\$416,033,244	\$418,472,606	\$361,846,567	\$374,656,339	\$352,999,903	\$340,034,559
Agriculture & All Others	\$176,734,149	\$136,221,493	\$177,209,451	\$212,440,255	\$198,820,010	\$201,226,893	\$213,422,815	\$175,961,105	\$156,641,453	\$134,488,119
Manufacturers	\$167,338,628	\$111,166,455	\$96,310,038	\$76,016,229	\$71,512,564	\$68,288,934	\$69,497,388	\$83,281,075	\$86,990,030	\$107,957,801
Total	\$3,771,779,672	\$2,819,319,698	\$3,309,527,497	\$3,271,491,929	\$3,184,447,565	\$3,173,227,264	\$3,195,622,185	\$3,086,244,680	\$3,038,654,438	\$3,006,062,871
Streamwood										
General Merchandise	\$134,298,821	\$127,971,876	\$133,002,281	\$137,089,937	\$123,910,868	\$132,101,268	\$190,919,016	\$189,149,006	\$190,625,578	\$190,919,990
Food	\$60,226,486	\$61,006,976	\$60,656,448	\$66,259,320	\$114,840,523	\$110,186,020	\$56,717,317	\$48,767,660	\$44,656,775	\$44,718,983
Drinking and Eating Places	\$43,093,112	\$37,467,495	\$39,586,249	\$40,187,106	\$41,721,316	\$36,742,930	\$37,221,416	\$33,663,773	\$31,503,547	\$31,777,370
Apparel	\$6,270,533	\$3,613,794	\$4,559,453	\$4,666,364	\$4,661,683	\$4,900,373	\$5,255,589	\$5,268,264	\$6,348,440	\$7,533,947
Furniture & H.H. & Radio	\$2,120,219	\$1,093,719	\$3,454,175	\$5,978,529	\$8,426,137	\$9,670,897	\$11,120,212	\$10,714,094	\$10,337,634	\$10,732,890
Lumber, Bldg, Hardware	\$1,100,156	\$681,728	\$416,122	\$175,171	\$389,354	\$385,705	\$384,568	\$3,983,740	\$3,753,653	\$2,348,655
Automotive & Filling Stations	\$263,593,669	\$132,362,389	\$131,265,997	\$134,731,189	\$130,684,285	\$117,996,639	\$80,767,003	\$31,948,629	\$34,643,790	\$37,423,673
Drugs & Misc. Retail	\$99,916,508	\$47,587,502	\$47,034,787	\$44,067,764	\$43,804,908	\$45,913,642	\$28,178,523	\$42,330,509	\$40,523,426	\$38,382,331
Agriculture & All Others	\$25,993,531	\$17,979,423	\$21,182,258	\$25,787,357	\$22,719,783	\$23,414,646	\$35,020,101	\$20,875,399	\$13,645,613	\$8,938,464
Manufacturers	\$1,143,883	\$2,551,353	\$6,852,280	\$4,924,414	\$6,859,568	\$8,845,786	\$7,808,376	\$2,362,615	\$605,451	\$684,041
Total	\$637,756,918	\$432,316,255	\$448,010,050	\$463,867,151	\$498,018,425	\$490,157,906	\$453,392,121	\$389,063,689	\$376,643,907	\$373,460,344

Table 2.3 and 5.8

SELECTED MUNICIPALITIES RETAIL SALES BY RETAIL CATEGORY
2012-2021

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Wayne										
General Merchandise	\$14,265	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Food	\$93,770	\$0	\$0	\$19,497	\$3,757	\$7,516	\$76,445	\$157,147	\$785	\$2,687
Drinking and Eating Places	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Apparel	\$161,546	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$175,026	\$0
Furniture & H.H. & Radio	\$365,660	\$0	\$143,933	\$140,055	\$0	\$0	\$0	\$0	\$0	\$0
Lumber, Bldg, Hardware	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Automotive & Filling Stations	\$2,219,107	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$102,916
Drugs & Misc. Retail	\$4,927,697	\$513,986	\$85,919	\$468,523	\$524,602	\$669,954	\$425,183	\$779,245	\$508,910	\$1,237,439
Agriculture & All Others	\$1,550,906	\$894,256	\$181,916	\$979,644	\$1,127,763	\$1,204,839	\$1,409,984	\$1,328,082	\$1,300,960	\$1,360,446
Manufacturers	\$36,873	\$1,482	\$1,403	\$0	\$3,311	\$2,785	\$2,536	\$0	\$14,628	\$1,356
Total	\$9,379,920	\$3,077,602	\$2,083,689	\$2,324,709	\$2,361,958	\$2,857,037	\$3,177,023	\$2,904,234	\$2,743,499	\$3,256,631
West Chicago										
General Merchandise	\$5,470,284	\$4,975,986	\$4,231,834	\$4,351,772	\$4,579,245	\$4,405,105	\$4,360,895	\$4,474,089	\$3,163,715	\$1,815,664
Food	\$51,118,243	\$53,327,597	\$51,343,053	\$47,769,717	\$45,993,945	\$43,761,252	\$44,021,668	\$41,608,181	\$40,206,112	\$39,129,509
Drinking and Eating Places	\$30,914,678	\$25,296,552	\$29,105,547	\$27,040,338	\$25,839,699	\$25,227,740	\$26,425,174	\$24,767,520	\$23,706,041	\$23,625,449
Apparel	\$689,284	\$106,107	\$114,090	\$201,729	\$82,550	\$62,777	\$120,340	\$84,898	\$125,887	\$164,752
Furniture & H.H. & Radio	\$2,562,932	\$1,573,508	\$1,635,307	\$1,818,740	\$2,180,495	\$1,660,686	\$1,172,597	\$1,079,136	\$1,043,821	\$1,126,220
Lumber, Bldg, Hardware	\$67,163,433	\$64,559,675	\$61,510,510	\$47,083,720	\$44,366,514	\$43,081,641	\$42,945,616	\$40,657,263	\$35,013,466	\$39,228,818
Automotive & Filling Stations	\$152,414,744	\$103,369,097	\$86,561,469	\$121,750,878	\$94,495,063	\$74,002,277	\$109,165,470	\$144,758,851	\$177,790,232	\$117,207,075
Drugs & Misc. Retail	\$129,054,525	\$71,079,947	\$67,233,685	\$63,158,951	\$55,934,458	\$58,521,509	\$58,715,852	\$106,081,027	\$7,405,331	\$56,715,486
Agriculture & All Others	\$106,002,495	\$79,524,560	\$66,669,194	\$82,199,306	\$77,655,732	\$65,995,011	\$69,935,349	\$61,918,727	\$52,842,562	\$55,851,160
Manufacturers	\$17,378,953	\$13,629,785	\$10,001,279	\$7,825,424	\$9,359,431	\$10,567,873	\$10,479,253	\$11,597,858	\$9,960,924	\$7,807,385
Total	\$562,769,571	\$417,442,814	\$378,405,968	\$403,200,575	\$360,487,132	\$327,285,871	\$367,342,214	\$437,027,550	\$351,258,091	\$342,671,518
Wheaton										
General Merchandise	\$66,405,653	\$59,011,550	\$71,623,551	\$75,231,862	\$72,551,311	\$72,887,124	\$78,546,491	\$77,923,746	\$79,690,180	\$78,746,444
Food	\$223,063,593	\$226,683,779	\$209,403,414	\$199,426,364	\$193,726,307	\$190,246,571	\$205,447,605	\$198,201,105	\$162,190,399	\$153,988,015
Drinking and Eating Places	\$82,238,959	\$68,274,131	\$86,279,927	\$85,983,733	\$84,939,105	\$85,027,416	\$81,824,410	\$79,838,173	\$79,083,395	\$72,188,505
Apparel	\$15,655,322	\$9,129,293	\$16,583,052	\$18,799,090	\$18,990,114	\$19,290,583	\$22,170,385	\$24,983,773	\$25,886,771	\$23,421,480
Furniture & H.H. & Radio	\$24,138,226	\$18,300,734	\$21,459,117	\$20,481,695	\$21,691,008	\$24,259,486	\$22,287,290	\$19,872,449	\$18,948,072	\$17,789,964
Lumber, Bldg, Hardware	\$19,710,598	\$18,352,827	\$13,945,290	\$13,085,010	\$13,080,408	\$12,452,213	\$11,922,135	\$9,261,080	\$8,288,241	\$8,362,389
Automotive & Filling Stations	\$36,321,999	\$28,153,374	\$32,077,020	\$32,341,234	\$26,558,789	\$24,144,797	\$24,123,541	\$24,435,039	\$26,672,457	\$43,738,144
Drugs & Misc. Retail	\$218,543,790	\$117,580,720	\$121,906,431	\$120,005,808	\$121,707,671	\$126,244,438	\$123,875,988	\$137,156,866	\$128,017,811	\$124,046,167
Agriculture & All Others	\$45,618,628	\$33,321,719	\$36,602,645	\$40,479,960	\$34,206,093	\$34,501,099	\$31,887,019	\$33,013,158	\$29,697,210	\$28,202,651
Manufacturers	\$6,014,329	\$3,754,771	\$3,119,129	\$7,925,174	\$7,867,595	\$7,377,677	\$6,262,501	\$8,711,203	\$8,280,910	\$7,669,099
Total	\$737,711,097	\$582,562,898	\$612,999,576	\$613,759,930	\$595,318,401	\$596,431,404	\$608,347,365	\$613,396,592	\$566,755,446	\$558,152,858

Source: Illinois Department of Revenue; Standard Industrial Classification Reports (2012-2021)

Table 2.3 and 5.8

SELECTED MUNICIPALITIES RETAIL SALES BY RETAIL CATEGORY
2012-2021

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Winfield										
General Merchandise	\$51,666	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Food	\$2,121,646	\$2,227,283	\$2,192,309	\$2,119,067	\$1,356,108	\$1,583,486	\$2,008,393	\$2,721,295	\$8,545,475	\$7,917,109
Drinking and Eating Places	\$10,707,295	\$8,738,727	\$10,431,695	\$9,447,210	\$9,737,705	\$9,783,524	\$9,280,605	\$8,891,311	\$7,202,386	\$6,489,601
Apparel	\$329,712	\$26,664	\$7,893	\$0	\$0	\$0	\$3,202	\$0	\$0	\$0
Furniture & H.H. & Radio	\$373,529	\$58,416	\$27,801	\$150,139	\$160,688	\$224,469	\$346,957	\$136,601	\$264,825	\$600,180
Lumber, Bldg, Hardware	\$7,624,461	\$0	\$0	\$7,894,018	\$9,254,060	\$8,484,106	\$0	\$7,464,344	\$6,724,312	\$6,139,201
Automotive & Filling Stations	\$5,005,150	\$3,952,950	\$4,766,535	\$4,317,818	\$3,193,583	\$2,938,854	\$2,941,309	\$4,367,630	\$4,972,758	\$948,946
Drugs & Misc. Retail	\$35,931,878	\$25,796,518	\$25,866,251	\$23,642,048	\$23,468,849	\$25,282,623	\$23,113,874	\$23,268,727	\$23,439,811	\$22,159,317
Agriculture & All Others	\$2,987,212	\$1,339,437	\$1,342,826	\$1,550,481	\$1,713,567	\$1,914,580	\$3,393,642	\$3,004,253	\$2,756,840	\$2,958,178
Manufacturers	\$298,281	\$127,234	\$68,097	\$106,202	\$120,130	\$126,868	\$45,643	\$30,708	\$52,097	\$49,363
Total	\$65,430,830	\$49,297,825	\$52,014,542	\$49,282,053	\$49,061,344	\$50,345,461	\$49,833,110	\$49,889,801	\$53,970,455	\$47,314,438

Trade Area Market Support Data - 2020
Village of Carol Stream

TABLE 2.4	Primary Trade Area		Secondary Trade Area		Total Trade Area	
	Number	Percent Change	Number	Percent Change	Number	Percent Change
1980 Census	4,333		55,551		161,319	
1990 Census	7,154	65.1%	82,267	48.1%	201,111	24.7%
2000 Census	9,305	30.1%	105,218	27.9%	245,678	22.2%
2010 Census	9,455	1.6%	105,248	0.0%	246,759	0.4%
2020 Census	9,540	0.9%	105,115	-0.1%	247,783	0.4%
2025 Projection	9,204	-3.5%	103,657	-1.4%	244,802	-1.2%
Household Change						
1980 Census	1,321		17,740		51,954	
1990 Census	2,486	88.19%	27,810	56.76%	67,968	30.82%
2000 Census	3,285	32.14%	35,611	28.05%	83,135	22.31%
2010 Census	3,450	5.02%	36,478	2.43%	85,288	2.59%
2020 Census	3,511	1.77%	37,590	3.05%	88,594	3.88%
2025 Projection	3,572	1.74%	38,159	1.51%	89,974	1.56%
Population by Race (2020)						
White	5,096	53.40%	58,453	55.6%	153,530	62.00%
Black	579	6.10%	5,854	5.6%	11,310	4.60%
American Indian	63	0.70%	748	0.7%	1,652	0.70%
Asian	2,265	23.70%	20,576	19.6%	36,480	14.70%
Hawain and Pacific Islander	4	0.00%	48		94	0.00%
Other Race	780	8.20%	9,399	8.9%	21,296	8.60%
Multi Race	753	7.90%	10,037	9.5%	23,420	9.50%
Total	9,540	100.00%	105,115	100.0%	247,783	100.00%
Hispanic Population (2020)						
Hispanic or Latino	1,559	16.34%	20,423	13.00%	45,985	18.6%
Not Hispanic or Latino	7,981	83.66%	84,692	87.00%	201,798	81.4%
Total	9,540	100.00%	105,115	100.00%	247,783	100.00%
Households by Tenure (2019)						
Owner Occupied	2,355	66.00%	28,278	74.00%	67,613	74.80%
Renter Occupied	1,156	32.40%	9,312	24.40%	20,980	23.20%
Vacant	57	1.60%	600	1.60%	1,780	2.00%
Total	3,568	100.00%	38,190	100.00%	90,373	100.00%
Income (2019)						
Average Household Income		\$99,041		\$103,101		\$112,473
Median Household Income		\$81,385		\$85,259		\$87,300
Per Capita Income		\$37,379		\$36,926		\$40,284
Income (2025 Projection)						
Average Household Income		\$108,945		\$113,411		\$123,720
Median Household Income		\$89,524		\$93,785		\$96,030
Per Capita Income		\$41,117		\$40,619		\$44,312

Trade Area Market Support Data - 2020
Village of Carol Stream

	Primary Trade Area		Secondary Trade Area		Total Trade Area	
	Number	Percent Change	Number	Percent Change	Number	Percent Change
Total Population - 2019						
Age 0-4	492	5.30%	5,964	5.70%	14,488	6.10%
Age 5-9	510	5.50%	6,302	6.00%	15,181	6.20%
Age 10-14	589	6.30%	6,908	6.60%	16,510	6.30%
Age 15-19	652	7.00%	7,416	7.10%	17,321	5.50%
Age 20-24	733	7.90%	7,363	7.00%	17,425	4.80%
Age 25-29	779	8.40%	7,465	7.10%	16,142	5.10%
Age 30-34	696	7.50%	7,156	6.80%	16,351	6.10%
Age 35-39	633	6.80%	7,153	6.80%	16,885	7.10%
Age 40-44	625	6.70%	6,650	6.30%	15,730	6.30%
Age 45-49	711	7.60%	7,332	7.00%	16,822	6.20%
Age 50-54	694	7.50%	7,513	7.20%	17,167	6.40%
Age 55-59	687	7.40%	7,713	7.30%	18,239	6.70%
Age 60-64	571	6.10%	6,629	6.30%	15,853	7.10%
Age 65-69	339	3.60%	4,861	4.60%	12,024	7.10%
Age 70-74	274	2.90%	3,518	3.30%	8,758	5.90%
Age 75-79	162	1.70%	2,237	2.10%	5,880	3.60%
Age 80-84	84	0.90%	1,313	1.30%	3,444	2.00%
Age 85+	75	0.80%	1,533	1.50%	3,833	1.50%
Total	9,306	100.00%	105,026	100.00%	248,053	100.00%
Median Age	36.6		37.8		38.1	

Table 2.5

Per Capita Retail Expenditures by Retail Category
2020, 2025 and 2030

Retail Category	Primary Trade Area		Secondary Trade Area		Total Trade Area	
	2020	2025	2020	2025	2020	2030
General Merchandise	\$2,245	\$2,470	\$2,766	\$2,432	\$2,724	\$2,228
Grocery Stores	\$3,132	\$3,445	\$3,859	\$3,278	\$3,671	\$3,056
Eating & Drinking Places	\$2,448	\$2,693	\$3,016	\$2,585	\$2,895	\$2,399
Apparel	\$903	\$993	\$1,112	\$1,122	\$1,257	\$962
Furniture & Household Furnishings	\$589	\$648	\$726	\$759	\$850	\$640
Appliances & Electronics	\$761	\$837	\$938	\$770	\$862	\$804
Lumber, Building Materials	\$1,055	\$1,161	\$1,300	\$1,419	\$1,589	\$1,173
Drug Stores	\$1,039	\$1,143	\$1,280	\$1,298	\$1,454	\$1,110
Miscellaneous Retail Stores	\$1,028	\$1,131	\$1,266	\$1,089	\$1,220	\$1,009
Sporting Goods	\$1,042	\$1,146	\$1,284	\$160	\$179	\$594
Book Stores	\$125	\$138	\$154	\$143	\$160	\$128
Pet Stores	\$118	\$130	\$145	\$94	\$105	\$102
Office Supply Stores	\$59	\$65	\$73	\$61	\$68	\$57
Liquor stores	\$110	\$121	\$136	\$94	\$105	\$98
Automobile Dealerships & Filling Stations	\$4,125	\$4,436	\$4,998	\$4,366	\$4,890	\$4,047
			\$3,969		\$107	\$4,401
					\$2,745	\$2,745
					\$3,765	\$3,765
					\$2,956	\$2,956
					\$1,185	\$1,185
					\$788	\$788
					\$900	\$900
					\$1,445	\$1,445
					\$1,367	\$1,367
					\$1,243	\$1,243
					\$731	\$731
					\$157	\$157
					\$125	\$125
					\$70	\$70
					\$120	\$120
					\$4,944	\$4,944

Table 2.6

Total Retail Expenditure Potential by Retail Category

2020, 2025 and 2030

Retail Category	Primary Trade Area			Secondary Trade Area			Total Trade Area		
	2020	2025	2030	2020	2025	2030	2020	2025	2030
General Merchandise	\$21,417,300	\$22,729,278	\$25,404,240	\$232,409,265	\$252,104,190	\$276,344,930	\$552,060,524	\$599,960,741.60	\$663,710,363
Grocery Stores	\$29,879,280	\$31,709,621	\$35,441,461	\$313,242,700	\$339,787,646	\$372,459,472	\$757,224,848	\$822,926,403.20	\$910,367,536
Eating & Drinking Places	\$23,353,920	\$24,784,531	\$27,701,372	\$247,020,250	\$267,933,345	\$293,718,040	\$594,431,417	\$646,007,997.80	\$714,650,431
Apparel	\$8,614,620	\$9,142,333	\$10,218,276	\$107,217,300	\$116,303,154	\$127,486,128	\$238,243,355	\$258,914,835.30	\$286,426,173
Furniture & Household Furnishings	\$5,619,060	\$5,963,272	\$6,665,077	\$72,529,350	\$78,675,663	\$86,240,616	\$158,457,229	\$172,205,966.90	\$190,503,939
Appliances & Electronics	\$7,259,940	\$7,704,668	\$8,611,415	\$73,580,500	\$79,815,890	\$87,490,480	\$181,005,482	\$196,710,647.10	\$217,612,397
Lumber, Building Materials	\$10,064,700	\$10,681,242	\$11,938,296	\$135,598,350	\$147,089,283	\$161,232,456	\$290,525,568	\$315,733,379.50	\$349,282,047
Drug Stores	\$9,912,060	\$10,519,252	\$11,757,241	\$124,035,700	\$134,546,786	\$147,483,952	\$274,915,239	\$298,768,600.90	\$330,514,653
Miscellaneous Retail Stores	\$9,807,120	\$10,407,883	\$11,632,766	\$104,063,850	\$112,882,473	\$123,736,536	\$250,013,047	\$271,705,739.80	\$300,576,192
Sporting Goods	\$9,940,680	\$10,549,625	\$11,791,189	\$15,241,675	\$16,533,292	\$18,123,028	\$147,059,211	\$159,818,985.70	\$176,800,763
Book Stores	\$1,192,500	\$1,265,550	\$1,414,490	\$13,664,950	\$14,822,951	\$16,248,232	\$31,592,333	\$34,333,480.50	\$37,981,630
Pet Stores Stores	\$1,125,720	\$1,194,679	\$1,335,279	\$8,934,775	\$9,691,930	\$10,623,844	\$25,149,975	\$27,332,143.30	\$30,236,356
Office Supply Stores	\$562,860	\$597,340	\$667,639	\$5,781,325	\$6,271,249	\$6,874,252	\$14,123,631	\$15,349,085.40	\$16,980,023
Liquor stores	\$1,049,400	\$1,113,684	\$1,244,751	\$8,934,775	\$9,691,930	\$10,623,844	\$24,158,843	\$26,255,014.50	\$29,044,776
Automobile Dealerships & Filling Stations	\$39,352,500	\$40,828,944	\$45,906,630	\$417,201,435	\$452,566,462	\$496,090,500	\$1,002,777,801	\$1,077,373,602.00	\$1,195,449,312

Table 2.7

Total Retail Expenditure Potential, Market Penetration, and Sales Volume by Retail Category

2020, 2025 and 2030

Retail Category	Total Retail Potential			Market Penetration			Sales Volume		
	2020	2025	2030	2020	2025	2030	2020	2025	2030
General Merchandise									
Primary	\$21,417,300	\$22,729,278	\$25,404,240	0.0%	8.0%	8.0%	\$0	\$1,818,342	\$2,032,339
Secondary	\$232,409,265	\$252,104,190	\$276,344,930	0.0%	2.0%	2.0%	\$0	\$5,042,084	\$5,526,899
Total	\$552,060,524	\$599,960,742	\$663,710,363	0.0%	1.1%	1.1%	\$0	\$6,860,426	\$7,559,238
Food Stores									
Primary	\$29,879,280	\$31,709,621	\$35,441,461	0.0%	30.0%	25.0%	\$0	\$9,512,886	\$8,860,365
Secondary	\$313,242,700	\$339,787,646	\$372,459,472	0.0%	3.0%	3.0%	\$0	\$10,193,629	\$11,173,784
Total	\$757,224,848	\$822,926,403	\$910,367,536	0.0%	2.4%	2.2%	\$0	\$19,706,516	\$20,034,150
Eating & Drinking Places									
Primary	\$23,353,920	\$24,784,531	\$27,701,372	0.0%	10.0%	10.0%	\$0	\$2,478,453	\$2,770,137
Secondary	\$247,020,250	\$267,953,345	\$293,718,040	0.0%	2.0%	2.0%	\$0	\$5,359,067	\$5,874,361
Total	\$594,431,417	\$646,007,998	\$714,650,431	0.0%	1.2%	1.2%	\$0	\$7,837,520	\$8,644,498
Apparel									
Primary	\$8,614,620	\$9,142,333	\$10,218,276	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$107,217,300	\$116,303,154	\$127,486,128	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$238,243,355	\$258,914,835	\$286,426,173	0.0%	0.0%	0.0%	\$0	\$0	\$0
Furniture & Household Furnishings									
Primary	\$5,619,060	\$5,963,272	\$6,665,077	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$72,529,350	\$78,675,663	\$86,240,616	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$158,457,229	\$172,205,967	\$190,503,939	0.0%	0.0%	0.0%	\$0	\$0	\$0
Appliances & Electronics									
Primary	\$7,259,940	\$7,704,668	\$8,611,415	0.0%	9.0%	9.0%	\$0	\$693,420	\$775,027
Secondary	\$73,580,500	\$79,815,890	\$87,490,480	0.0%	1.0%	1.0%	\$0	\$798,159	\$874,905
Total	\$181,005,482	\$196,710,647	\$217,612,397	0.0%	0.8%	0.8%	\$0	\$1,491,579	\$1,649,932
Home Improvement									
Primary	\$10,064,700	\$10,681,242	\$11,938,296	0.0%	12.0%	12.0%	\$0	\$1,281,749	\$1,432,595
Secondary	\$135,598,350	\$147,089,283	\$161,232,456	0.0%	5.0%	5.0%	\$0	\$7,354,464	\$8,061,623
Total	\$290,525,568	\$315,733,380	\$349,282,047	0.0%	2.7%	2.7%	\$0	\$8,636,213	\$9,494,218
Drugs Stores									
Primary	\$9,912,060	\$10,519,252	\$11,757,241	0.0%	15.0%	15.0%	\$0	\$1,577,888	\$1,763,586
Secondary	\$124,035,700	\$134,546,786	\$147,483,952	0.0%	4.0%	4.0%	\$0	\$5,381,871	\$5,899,358
Total	\$274,915,239	\$298,768,601	\$330,514,653	0.0%	2.3%	2.3%	\$0	\$6,959,759	\$7,662,944
Miscellaneous Retail Stores									
Primary	\$9,807,120	\$10,407,883	\$11,632,766	0.0%	5.0%	5.0%	\$0	\$520,394	\$581,638
Secondary	\$104,063,850	\$112,882,473	\$123,736,536	0.0%	1.0%	1.0%	\$0	\$1,128,825	\$1,237,365
Total	\$250,013,047	\$271,705,740	\$300,576,192	0.0%	0.6%	0.6%	\$0	\$1,649,219	\$1,819,004
Sporting Goods									
Primary	\$9,940,680	\$10,549,625	\$11,791,189	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$15,241,675	\$16,533,292	\$18,123,028	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$147,059,211	\$159,818,986	\$176,800,763	0.0%	0.0%	0.0%	\$0	\$0	\$0
Book Stores									
Primary	\$1,192,500	\$1,265,550	\$1,414,490	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$13,664,950	\$14,822,951	\$16,248,232	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$31,592,333	\$34,333,481	\$37,981,630	0.0%	0.0%	0.0%	\$0	\$0	\$0

Source: Melamply & Associates, Inc.

Table 2.7

**Total Retail Expenditure Potential, Market Penetration, and Sales Volume by Retail Category
2020, 2025 and 2030**

Retail Category	Total Retail Potential			Market Penetration			Sales Volume		
	2020	2025	2030	2020	2025	2030	2020	2025	2030
Pet Stores									
Primary	\$1,125,720	\$1,194,679	\$1,335,279	0.0%	30.0%	30.0%	\$0	\$358,404	\$400,584
Secondary	\$8,934,775	\$9,691,930	\$10,623,844	0.0%	10.0%	10.0%	\$0	\$969,193	\$1,062,384
Total	\$25,149,975	\$27,332,143	\$30,236,356	0.0%	4.9%	4.8%	\$0	\$1,327,597	\$1,462,968
Office Supply Stores									
Primary	\$562,860	\$597,340	\$667,639	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$5,781,325	\$6,271,249	\$6,874,252	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$14,123,631	\$15,349,085	\$16,980,023	0.0%	0.0%	0.0%	\$0	\$0	\$0
Liquor Stores									
Primary	\$1,049,400	\$1,113,684	\$1,244,751	0.0%	15.0%	15.0%	\$0	\$167,053	\$186,713
Secondary	\$8,934,775	\$9,691,930	\$10,623,844	0.0%	10.0%	10.0%	\$0	\$969,193	\$1,062,384
Total	\$24,158,843	\$26,255,015	\$29,044,776	0.0%	4.3%	4.3%	\$0	\$1,136,246	\$1,249,097
Automobile Dealerships & Filling Stations									
Primary	\$39,352,500	\$40,828,944	\$45,906,630	0.0%	30.0%	30.0%	\$0	\$12,248,683	\$13,771,989
Secondary	\$417,201,435	\$452,566,462	\$496,090,500	0.0%	6.0%	6.0%	\$0	\$27,153,988	\$29,765,430
Total	\$1,002,777,801	\$1,077,373,602	\$1,195,449,312	0.0%	3.7%	3.6%	\$0	\$39,402,671	\$43,537,419
Total	\$4,349,070,161	\$4,713,727,189	\$5,218,323,521	0.0%	1.4%	1.3%	\$0	\$95,007,745	\$103,113,468

Table 4.1

**Major Employers in Carol Stream and
Number of Employees**

TOP EMPLOYERS - EMPLOYEE COUNT (DECEMBER 2022)		
COMPANY NAME	ADDRESS	EMPLOYEE COUNT
FIC AMERICA CORP.	485 E. LIES RD	700
HEARTHSIDE FOOD SOLUTIONS	720 CENTER AVE	650
GRAPHIC PACKAGING HOLDING COMPANY	400 E. NORTH AVE	400
GRUNT STYLE LLC	400 FULLERTON AVE	400
FEDEX GROUND	205 DELLA CT	335
TYNDALE HOUSE PUBLISHERS INC.	351 EXECUTIVE DR	328
DIAMOND MARKETING SOLUTIONS GROUP INC.	900 KIMBERLY DR	314
OFFICE DEPOT	515 KEHOE BLVD	280
OWENS & MINOR	437 TOWER BLVD	275
ANTUNES	180 KEHOE BLVD	265
COVENANT LIVING AT WINDSOR PARK	124 WINDSOR PARK DR	265
NTA PRECISION AXLE CORPORATION	795 KIMBERLY DR	260
ESSENDANT CO.	810 KIMBERLY DR	250
DEMAR LOGISTICS INC.	376 E. LIES RD	240
AMERICAN LITHO	175 MERCEDES DR	239
GLENBARD NORTH HIGH SCHOOL	990 KUHN RD	230
UPS-CSC	775 EAST DR	226
COMMUNICATION SUPPLY CORPORATION	200 E. LIES RD	217
CORECENTRIC SOLUTIONS	191 E. NORTH AVE	200
INGRAM MICRO	415 E. LIES RD	200
ROYAL POWER SOLUTIONS	125 MERCEDES DR	200
GIVAUDAN FLAVORS CROP.	195 ALEXANDRA WAY	190
PRINCE INDUSTRIES INC.	745 N. GARY AVE	185
ZONES	785 CENTER AVE	150
MARMON FOODSERVICE TECHNOLOGIES	355 E. KEHOE BLVD	125
BANNER INDUSTRIES	494 E. LIES RD	100

Table 4.2

**Population Statistics
Chicago Metropolitan Area
1980, 1990, 2000, 2010, and 2020**

County	1980	1990	2000	2010	2020	2000 - 2010 Change		2010-2020 Change	
						Number	Percent	Number	Percent
Cook County	5,253,190	5,105,067	5,376,741	5,194,675	5,275,241	-182,066	-3.4%	80,566	1.6%
DuPage County	658,177	781,666	904,161	916,924	932,877	12,763	1.4%	15,953	1.7%
Kane County	278,405	317,471	404,119	515,269	516,522	111,150	27.5%	1,253	0.2%
Lake County	440,372	516,418	644,356	703,462	714,342	59,106	9.2%	10,880	1.5%
McHenry County	147,724	183,241	260,077	308,760	310,229	48,683	18.7%	1,469	0.5%
Will County	324,460	357,313	502,266	677,560	696,355	175,294	34.9%	18,795	2.8%
Total	7,102,328	7,261,176	8,091,720	8,316,650	8,445,566	224,930	2.8%	128,916	1.6%

Source: United States Department of Commerce; Bureau of the Census, 1980, 1990, 2000, 2010, and 2020

Table 4.3

**Population Statistics
Carol Stream and Surrounding Communities
1990, 2000, 2010, and 2020**

Illinois Municipality	Population				Percent Change	Percent Change	Percent Change
	1990	2000	2010	2020	1990-2000	2000-2010	2010-2020
Carol Stream	31,716	40,438	39,711	39,854	27.5%	-1.8%	0.4%
Bartlett	19,373	36,706	41,208	41,105	89.5%	12.3%	-0.2%
Bloomington	16,614	21,675	22,018	22,382	30.5%	1.6%	1.7%
Glendale Heights	27,973	31,765	34,208	33,176	13.6%	7.7%	-3.0%
Glen Ellyn	24,944	26,999	27,450	28,846	8.2%	1.7%	5.1%
Hanover Park	32,895	38,278	37,973	37,470	16.4%	-0.8%	-1.3%
Roselle	20,819	23,115	22,763	22,897	11.0%	-1.5%	0.6%
Schaumburg	68,586	75,386	74,227	78,723	9.9%	-1.5%	6.1%
Streamwood	30,987	36,407	39,858	39,577	17.5%	9.5%	-0.7%
Wayne	1,541	2,137	2,431	2,286	38.7%	13.8%	-6.0%
West Chicago	14,796	23,469	27,086	25,614	58.6%	15.4%	-5.4%
Wheaton	51,464	55,416	52,894	53,970	7.7%	-4.6%	2.0%
Winfield	7,096	8,718	9,080	9,835	22.9%	4.2%	8.3%

Table 4.4

**Unemployment Insurance (UI) Covered Private Sector Employment
Chicago Metropolitan Area by County
2000-2021**

County	UI-Covered Employment			
	2021	2015	2010	2000
Cook	2,088,934	2,187,525	2,322,816	2,340,639
DuPage	526,033	543,467	532,523	524,025
Kane	164,770	171,928	165,585	165,760
Lake	275,979	280,238	273,823	264,402
McHenry	77,393	78,173	75,126	74,530
Will	210,148	183,597	119,021	118,186
Total MSA	3,343,257	3,444,928	3,488,894	3,487,542

TABLE 4.5: UI-COVERED (PRIVATE SECTOR) EMPLOYMENT IN CHICAGO METRO AREA BY COUNTY
March 2021p

INDUSTRY (NAICS)	METRO		COOK		DuPAGE		LAKE		KANE		WILL		McHENRY	
	TOTAL	COUNTY	TOTAL	COUNTY	TOTAL	COUNTY	TOTAL	COUNTY	TOTAL	COUNTY	TOTAL	COUNTY	TOTAL	COUNTY
ALL INDUSTRIES	3,343,257	2,088,934	526,033	275,979	164,770	210,148	77,393							
AGRICULTURE, FORESTRY, FISHING, & HUNTING (11)	2,993	1,209	332	359	456	229	408							
MINING, QUARRYING, & OIL AND GAS EXTRACTION (21)	1,066	475	228	67	103	142	51							
UTILITIES (22)	10,313	4,422	2,485	1,644	128	1,548	86							
CONSTRUCTION (23)	131,442	64,923	26,308	10,910	10,057	12,824	6,420							
MANUFACTURING (31-33)	345,726	174,815	53,901	52,475	30,054	21,552	12,929							
FOOD	51,952	35,476	6,262	1,918	3,322	3,754	1,220							
BEVERAGE & TOBACCO	4,044	2,301	312	161	690	523	57							
TEXTILE MILLS	816	290	76	78	64	0	308							
TEXTILE PRODUCT MILLS	2,351	1,248	106	166	577	51	203							
APPAREL	2,142	1,635	40	48	13	402	4							
LEATHER & ALLIED PRODUCTS	460	291	0	148	10	9	2							
WOOD PRODUCTS	2,430	1,587	137	114	335	152	105							
PAPER	13,250	7,904	2,576	442	1,227	877	224							
PRINTING & RELATED SUPPORT	17,195	8,389	3,850	1,756	1,947	615	638							
PETROLEUM & COAL PRODUCTS	3,002	1,813	39	73	103	747	227							
CHEMICAL	36,454	9,747	4,848	17,612	1,654	2,167	426							
PLASTICS & RUBBER PRODUCTS	28,890	7,677	3,887	8,071	4,541	2,756	1,958							
NONMETALLIC MINERAL PRODUCTS	6,674	3,234	684	375	1,315	675	391							
PRIMARY METAL PRODUCTS	8,088	5,627	631	157	1,084	179	410							
FABRICATED METAL PRODUCTS	54,215	28,096	10,904	6,415	4,158	2,181	2,461							
MACHINERY	28,896	11,730	6,094	2,804	3,446	2,672	2,150							
COMPUTER & ELECTRONIC PDTS.	22,676	10,577	5,492	3,548	1,391	1,031	637							
ELECTRICAL EQUIP., APPLIANCES, & COMP.	16,168	9,964	2,314	817	1,303	1,132	638							
TRANSPORTATION EQUIPMENT	18,393	13,629	2,800	777	773	345	69							
FURNITURE & RELATED PRODUCTS	7,115	4,034	756	545	832	775	173							
MISCELLANEOUS MANUFACTURING	20,515	9,566	2,093	6,450	1,269	509	628							
WHOLESALE TRADE (42)	196,334	95,404	46,196	20,177	13,026	16,436	5,095							
RETAIL TRADE (44-45)	366,093	213,144	53,336	37,645	19,861	29,594	12,513							
TRANSPORTATION & WAREHOUSING (48-49)	200,497	126,514	27,374	7,682	4,506	32,688	1,733							
INFORMATION (51)	61,941	48,882	7,410	1,862	2,051	1,294	442							
FINANCE & INSURANCE (52)	216,618	157,472	29,408	16,907	6,576	4,560	1,695							
REAL ESTATE & RENTAL & LEASING (53)	58,976	42,761	7,547	3,581	1,758	2,670	659							
PROFESSIONAL, SCIENTIFIC & TECH. SVCS. (54)	329,792	230,221	56,032	20,659	9,347	9,925	3,608							
MNGMT. OF COMPANIES & ENTERPRISES (55)	64,107	31,867	18,881	10,517	1,707	473	662							
ADMIN. & SUP. & WASTE MGMT. & REMED. SVCS. (56)	298,738	184,389	52,760	24,077	16,171	15,230	6,111							
EDUCATIONAL SERVICES (61)	112,328	84,754	13,198	5,466	3,677	4,061	1,172							
HEALTH CARE & SOCIAL ASSISTANCE (62)	514,738	354,904	72,980	29,095	21,816	25,008	10,935							
ARTS, ENTERTAINMENT & RECREATION (71)	44,054	27,183	6,551	3,624	2,900	2,624	1,172							
ACCOMMODATIONS & FOOD SERVICES (72)	254,943	158,370	33,780	20,789	14,310	19,243	8,451							
OTHER SERVICES (except PUBLIC ADMIN.) (81)	131,969	86,823	17,267	8,395	6,239	10,006	3,239							
UNCLASSIFIED (99)	589	402	59	48	27	41	12							

TABLE 4.6: UI-COVERED (PRIVATE SECTOR) EMPLOYMENT IN DuPAGE COUNTY BY MAJOR COMMUNITY
March 2021p

INDUSTRY (NAICS)	DuPAGE COUNTY																LOM- BARD
	TOTAL	ADDISON	AURORA	BENSEN- VILLE	BLOOM- INGDALE	BOLING- BROOK	BURR RIDGE	CAROL STREAM	DOWNERS GROVE	ELMHURST	GLEN ELLYN	GLEN- DALE	HINSDALE	ITASCA	LISLE	LOM- BARD	
ALL INDUSTRIES	526,033	23,773	20,870	19,358	11,940	681	9,671	20,864	44,647	27,313	7,648	10,137	8,580	17,220	21,810	26,432	
AGRICULTURE, FORESTRY, FISHING, & HUNTING (11)	332	A/	0	0	A/	0	0	0	0	A/	0	0	A/	0	A/	0	
MINING, QUARRYING, & OIL and GAS EXTRACTION (21)	228	15	0	A/	0	0	0	0	0	A/	0	0	A/	0	A/	0	
UTILITIES (22)	2,485	0	A/	A/	0	0	0	0	65	A/	A/	0	0	0	A/	0	
CONSTRUCTION (23)	26,308	1782	666	1223	279	5	415	815	2147	1962	648	704	209	1252	603	2175	
MANUFACTURING (31-33)	53,901	5464	2902	3527	2246	A/	1196	4886	4119	1678	A/	3067	57	3326	1731	935	
FOOD	6,262	484	334	290	57	0	368	A/	666	64	0	A/	A/	A/	262	12	
BEVERAGE & TOBACCO	312	0	0	0	A/	0	0	0	91	0	A/	0	0	A/	0	A/	
TEXTILE MILLS	76	0	0	0	0	0	A/	0	0	A/	0	0	0	0	0	A/	
TEXTILE PRODUCT MILLS	106	A/	0	0	0	0	0	A/	A/	0	A/	0	0	A/	0	A/	
APPAREL	40	0	A/	0	0	0	0	0	A/	A/	0	0	0	0	0	A/	
LEATHER & ALLIED PRODUCTS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
WOOD PRODUCTS	137	0	A/	0	0	0	A/	A/	0	0	0	0	0	A/	0	0	
PAPER	2,576	394	327	285	0	0	A/	425	A/	A/	0	A/	0	A/	0	0	
PRINTING & RELATED SUPPORT	3,850	267	126	128	A/	A/	126	587	438	A/	5	A/	A/	501	45	72	
PETROLEUM & COAL PRODUCTS	39	A/	A/	0	0	0	0	0	0	A/	0	0	0	0	0	0	
CHEMICAL	4,848	334	A/	102	A/	0	256	299	A/	0	A/	A/	0	A/	33	41	
PLASTICS & RUBBER PRODUCTS	3,887	404	114	265	A/	0	A/	421	A/	5	A/	A/	0	292	A/	61	
NONMETALLIC MINERAL PRODUCTS	684	161	A/	136	A/	0	A/	A/	0	A/	0	A/	0	A/	0	A/	
PRIMARY METAL PRODUCTS	631	A/	0	224	A/	0	0	A/	A/	A/	0	A/	0	A/	0	0	
FABRICATED METAL PRODUCTS	10,904	1643	436	1071	699	0	145	613	690	669	A/	1429	0	630	A/	224	
MACHINERY	6,094	570	224	451	170	0	153	526	578	213	A/	793	A/	277	33	139	
COMPUTER & ELECTRONIC PDTS.	5,492	316	362	123	207	0	A/	309	624	106	A/	138	0	409	A/	A/	
ELECTRICAL EQUIP., APPLIANCES, & COMP.	2,314	130	A/	329	A/	0	A/	158	A/	201	0	0	0	A/	463	A/	
TRANSPORTATION EQUIPMENT	2,800	234	A/	A/	31	0	A/	897	A/	A/	0	A/	A/	A/	A/	0	
FURNITURE & RELATED PRODUCTS	756	182	A/	A/	A/	0	A/	65	14	95	A/	0	0	0	0	A/	
MISCELLANEOUS MANUFACTURING	2,093	312	A/	27	15	A/	A/	119	115	30	7	A/	A/	113	42	172	
WHOLESALE TRADE (42)	46,196	4261	2749	2463	737	28	763	2792	2515	3611	293	1735	162	2579	1012	1729	
RETAIL TRADE (44-45)	53,336	1867	2789	915	2325	8	334	1678	4024	2108	1202	1779	696	564	853	5007	
TRANSPORTATION & WAREHOUSING (48-49)	27,374	3701	1428	2615	227	6	223	2569	1312	966	372	359	76	1566	740	972	
INFORMATION (51)	7,410	178	57	36	128	0	55	452	981	396	45	2	40	350	853	494	
FINANCE & INSURANCE (52)	29,408	318	1652	82	306	14	259	347	4003	477	367	104	265	2174	2118	2062	
REAL ESTATE & RENTAL & LEASING (53)	7,547	227	211	328	112	A/	234	187	600	391	362	76	192	340	340	413	
PROFESSIONAL, SCIENTIFIC & TECH. SVCS. (54)	56,032	371	2324	358	658	A/	1815	1120	4049	1304	694	424	443	1486	5899	2437	
MNGMT. OF COMPANIES & ENTERPRISES (55)	18,881	231	A/	0	A/	0	58	15	1934	519	A/	0	A/	614	2578	628	
ADMIN. & SUP. & WASTE MGMT. & REMED. SVCS. (56)	52,760	2410	2494	6422	428	A/	755	1643	4706	2535	240	152	729	1285	1053	2827	
EDUCATIONAL SERVICES (61)	13,198	241	198	24	122	0	414	118	1724	1139	132	146	115	A/	911	537	
HEALTH CARE & SOCIAL ASSISTANCE (62)	72,980	648	1013	608	1666	8	1643	2548	7259	7223	988	827	3440	795	1379	2960	
ARTS, ENTERTAINMENT & RECREATION (71)	6,551	112	208	28	249	0	A/	65	218	351	299	47	193	A/	A/	172	
ACCOMMODATIONS & FOOD SERVICES (72)	33,780	1123	1594	343	2039	19	409	925	3365	1606	900	540	1080	455	790	2221	
OTHER SERVICES (except PUBLIC ADMIN.) (81)	17,267	816	401	350	317	4	251	704	1624	1036	499	174	600	165	430	858	
UNCLASSIFIED (99)	59	A/	2	2	A/	0	A/	0	2	7	2	A/	3	0	0	5	

Table 4.7

**Residential Building Permit Activity
Chicago-Naperville-Elgin, IL, IN, WI Metropolitan Area
2012-2021**

Year	Name	Total	1 Unit	2 Units	3 and 4 Units	5 Units or More	Number of Structures With 5 Units or More
2021	Chicago-Naperville-Elgin, IL-IN-WI	18,511	10,071	262	733	7,445	259
2020	Chicago-Naperville-Elgin, IL-IN-WI	14,995	8,122	334	519	6,020	225
2019	Chicago-Naperville-Elgin, IL-IN-WI	18,085	7,598	380	761	9,346	259
2018	Chicago-Naperville-Elgin, IL-IN-WI	17,681	8,546	318	631	8,196	293
2017	Chicago-Naperville-Elgin, IL-IN-WI	22,132	8,416	238	786	12,692	355
2016	Chicago-Naperville-Elgin, IL-IN-WI	19,941	8,032	192	685	11,032	327
2015	Chicago-Naperville-Elgin, IL-IN-WI	15,813	7,676	192	600	7,345	216
2014	Chicago-Naperville-Elgin, IL-IN-WI	15,679	7,723	124	439	7,393	201
2013	Chicago-Naperville-Elgin, IL-IN-WI	11,627	7,261	222	300	3,844	198
2012	Chicago-Naperville-Elgin, IL-IN-WI	9,357	5,658	164	287	3,248	116

Trade Area Market Support Data - 2020
Village of Carol Stream

TABLE 5.3	Primary Trade Area		Secondary Trade Area		Total Trade Area	
	Number	Percent Change	Number	Percent Change	Number	Percent Change
1980 Census	4,333		55,551		161,319	
1990 Census	7,154	65.1%	82,267	48.1%	201,111	24.7%
2000 Census	9,305	30.1%	105,218	27.9%	245,678	22.2%
2010 Census	9,455	1.6%	105,248	0.0%	246,759	0.4%
2020 Census	9,540	0.9%	105,115	-0.1%	247,783	0.4%
2025 Projection	9,204	-3.5%	103,657	-1.4%	244,802	-1.2%
Household Change						
1980 Census	1,321		17,740		51,954	
1990 Census	2,486	88.19%	27,810	56.76%	67,968	30.82%
2000 Census	3,285	32.14%	35,611	28.05%	83,135	22.31%
2010 Census	3,450	5.02%	36,478	2.43%	85,288	2.59%
2020 Census	3,511	1.77%	37,590	3.05%	88,594	3.88%
2025 Projection	3,572	1.74%	38,159	1.51%	89,974	1.56%
Population by Race (2020)						
White	5,096	53.40%	58,453	55.6%	153,530	62.00%
Black	579	6.10%	5,854	5.6%	11,310	4.60%
American Indian	63	0.70%	748	0.7%	1,652	0.70%
Asian	2,265	23.70%	20,576	19.6%	36,480	14.70%
Hawain and Pacific Islander	4	0.00%	48		94	0.00%
Other Race	780	8.20%	9,399	8.9%	21,296	8.60%
Multi Race	753	7.90%	10,037	9.5%	23,420	9.50%
Total	9,540	100.00%	105,115	100.0%	247,783	100.00%
Hispanic Population (2020)						
Hispanic or Latino	1,559	16.34%	20,423	13.00%	45,985	18.6%
Not Hispanic or Latino	7,981	83.66%	84,692	87.00%	201,798	81.4%
Total	9,540	100.00%	105,115	100.00%	247,783	100.00%
Households by Tenure (2019)						
Owner Occupied	2,355	66.00%	28,278	74.00%	67,613	74.80%
Renter Occupied	1,156	32.40%	9,312	24.40%	20,980	23.20%
Vacant	57	1.60%	600	1.60%	1,780	2.00%
Total	3,568	100.00%	38,190	100.00%	90,373	100.00%
Income (2019)						
Average Household Income		\$99,041		\$103,101		\$112,473
Median Household Income		\$81,385		\$85,259		\$87,300
Per Capita Income		\$37,379		\$36,926		\$40,284
Income (2025 Projection)						
Average Household Income		\$108,945		\$113,411		\$123,720
Median Household Income		\$89,524		\$93,785		\$96,030
Per Capita Income		\$41,117		\$40,619		\$44,312

Trade Area Market Support Data - 2020
Village of Carol Stream

	Primary Trade Area		Secondary Trade Area		Total Trade Area	
	Number	Percent Change	Number	Percent Change	Number	Percent Change
Total Population - 2019						
Age 0-4	492	5.30%	5,964	5.70%	14,488	6.10%
Age 5-9	510	5.50%	6,302	6.00%	15,181	6.20%
Age 10-14	589	6.30%	6,908	6.60%	16,510	6.30%
Age 15-19	652	7.00%	7,416	7.10%	17,321	5.50%
Age 20-24	733	7.90%	7,363	7.00%	17,425	4.80%
Age 25-29	779	8.40%	7,465	7.10%	16,142	5.10%
Age 30-34	696	7.50%	7,156	6.80%	16,351	6.10%
Age 35-39	633	6.80%	7,153	6.80%	16,885	7.10%
Age 40-44	625	6.70%	6,650	6.30%	15,730	6.30%
Age 45-49	711	7.60%	7,332	7.00%	16,822	6.20%
Age 50-54	694	7.50%	7,513	7.20%	17,167	6.40%
Age 55-59	687	7.40%	7,713	7.30%	18,239	6.70%
Age 60-64	571	6.10%	6,629	6.30%	15,853	7.10%
Age 65-69	339	3.60%	4,861	4.60%	12,024	7.10%
Age 70-74	274	2.90%	3,518	3.30%	8,758	5.90%
Age 75-79	162	1.70%	2,237	2.10%	5,880	3.60%
Age 80-84	84	0.90%	1,313	1.30%	3,444	2.00%
Age 85+	75	0.80%	1,533	1.50%	3,833	1.50%
Total	9,306	100.00%	105,026	100.00%	248,053	100.00%
Median Age	36.6		37.8		38.1	

COMPETITIVE RETAIL INVENTORY

FIGURE 5.D

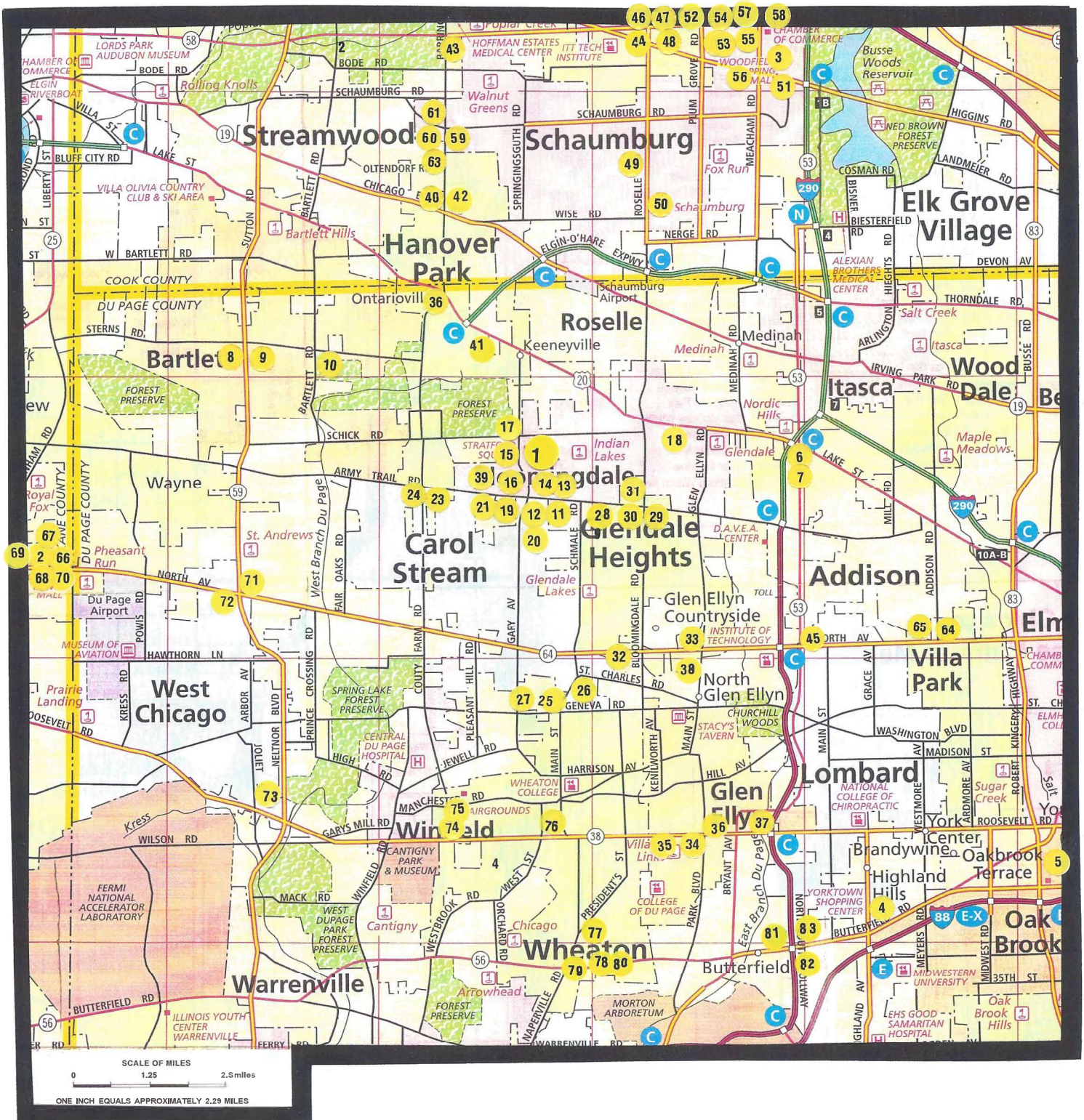


Table 5.4

COMPETITIVE RETAIL INVENTORY

Number	Name/Location	Approximate Size	Approximate Occupancy	Major Anchors	Approximate Anchor Sizes
1	Startford Square Mall Gary Avenue and Army Trail Road Bloomington	1,300,000	30%	Burlington	100,000
				Carson Pirie Scott (Vacant)	140,934
				JC Penney (Vacant)	140,838
				Kohl's	74,499
				Woodman's	242,000
				Sears (Vacant)	141,094
2	Charlestowne Mall IL Route 64 and Kirk Road St. Charles	1,100,000	20%	Von Maur	102,480
				Classic Cinemas	100,000
				Carson Pirie Scott (Vacant)	100,600
				Kohl's (Vacant)	84,000
				Sears (Vacant)	96,228
3	Woodfield Mall Woodfield Drive and IL Route 53 Schaumburg	2,000,000	75%	J.C. Penney	330,764
				Lord & Taylor (Vacant)	119,555
				Macy's	347,148
				Nordstrom	200,000
				Sears (Vacant)	379,916
4	Yorktown Center Butterfield Road and Highland Lombard	1,450,000	85%	Carson's (Vacant)	214,534
				J.C. Penny	239,110
				Marshalls	35,000
				Von Maur	206,342
5	Oakbrook Center IL Route 82 and 22nd St. Oak Brook	2,006,688	81%	Lord & Taylor (Vacant)	99,187
				Macy's	363,789
				Neiman Marcus	111,507
				Nordstrom	214,726
				Sak's Fifth Avenue (Vacant)	90,947
				Sears (Vacant)	282,125
6	Lake Addison Plaza Lake Street and Rohlwing Road Addison	360,000	100%	Walmart	203,000
				Aldi	20,000
				Goodwill	50,000
7	Sam's Club Lake Street and Rohlwing Road Addison	100,000	100%	Sam's Club	100,000
8	The Home Depot IL Route 59 and Stearns Road Bartlett	95,000	100%	The Home Depot	95,000
9	Stearns Crossing Shopping Center IL Route 59 and Stearns Road Bartlett	120,000	92%	Amita Health	70,000
10	Jewel-Osco Stearns Road and Bartlett Road Bartlett	125,000	100%	Jewel-Osco	65,000

Source: Melaniphy & Associates, Inc.

Table 5.4

COMPETITIVE RETAIL INVENTORY

Number	Name/Location	Approximate Size	Approximate Occupancy	Major Anchors	Approximate Anchor Sizes
11	Bloomington Court Army Trail Road and Schmale Road Bloomington	583,676	92%	Wal-Mart Best Buy Dick's Sporting Goods Jo-Ann Fabrics Ross Ulta Beauty	107,267 50,000 50,000 35,000 35,000 20,000
12	Bloomington Square Army Trail Road east of Gary Avenue Bloomington	100,000	100%	Amazon Fresh Grocery Michael's Goodwill Petco Saffron Restaurant	30,000 25,000 20,000 12,000 4,000
13	The Courtyard at Stratford Army Trail Road and Knollwood Drive Bloomington	41,221	100%	Fed Ex Office Print Center	6,000
14	Unnamed Strip Center Army Trail Road and Knollwood Drive Bloomington	30,000	100%	The Vitamin Shoppe AT&T Store	13,000 10,000
15	Stratford Plaza Gary Avenue north of Army Trail Road Bloomington	385,000	100%	Hobby Lobby TJ Maxx Mariano's Fresh Market Home Goods PetSmart	103,171 31,956 70,403 41,345 27,000
16	Vacant Former Barnes & Noble Gary Avenue north of Army Trail Road Bloomington	50,000	10%	Barnes & Noble (Vacant)	25,000
17	Meijer Gary Avenue and Schick Road Bloomington	190,000	100%	Meijer	190,000
18	Springbrook Shopping Center Lake Street and Fairfield Way Bloomington	189,651	100%	Angela Caputo's Fresh Market Urban Air Adventure/Trampoline	35,000 40,000
19	Toms-Price Furniture Army Trail Road and Merbach Court Bloomington	100,000	100%	Tom's Price Furniture	100,000
20	Windfall Plaza Army Trail Road south of Gary Avenue Carol Stream	80,000	90%	Savers Cabinets & Granite Direct	50,000 20,000
21	Lowe's Home Improvement Army Trail Road and Merbach Court Carol Stream	160,000	100%	Lowe's Home Improvement	160,000

Source: Melaniphy & Associates, Inc.

Table 5.4

COMPETITIVE RETAIL INVENTORY

Number	Name/Location	Approximate Size	Approximate Occupancy	Major Anchors	Approximate Anchor Sizes
22	Strip Center Army Trail Road & Merbach Court Carol Stream	40,000	100%	Sherwin Williams Babas Famous Steak Mapleberry Pancake House Wingstop	8,000 1,800 4,000 <u>1,800</u>
23	Heritage Plaza Army Trail Road and County Farm Road Carol Stream	171,007	100%	Jewel-Osco	65,000
24	County Farm Plaza Army Trail Road and County Farm Road Carol Stream	104,313	68%	Jet Foods (Vacant) Dollar General Star Foods (Vacant)	43,297 8,000 4,000
25	Geneva Crossing Geneva Road and Schamle Road Carol Stream	123,100	100%	The Lock-Up Selft Storage	70,000
26	The Home Depot Geneva Road and Schmale Road Carol Stream	163,885	100%	The Home Depot	125,000
27	Geneva Crossing Geneva Road and West Street Carol Stream	125,000	95%	Goodwill Xsport Fitness	40,000 40,000
28	High Grove - West Campus Army Trail Road and Skylark Glendale Heights	200,000	80%	Target Art Van Furniture (Vacant) Big Blue Swim School	145,000 40,000 15,000
29	High Grove - East Campus Army Trail Road and Bloomingdale Road Glendale Heights	250,000	100%	The Home Depot LA Fitness	125,000 70,000
30	Bloomingdale Plaza Army Trail Road and Bloomingdale Road Glendale Heights	86,840	79%	Walter E. Smithe Furniture Aldi	26,534 18,624
31	Plaza Westlake Bloomingdale Road and Army Trail Road Glendale Heights	121,407	99%	Jewel-Osco O'Reilly Autro Parrs	66,307 6,500
32	Concord Green Shopping Center North Avenue and Bloomingdale Road Glendale Heights	194,039	98%	Tony's Fresh Market	95,123
33	Glendale Plaza North Avenue and Glen Ellyn Road Glen Ellyn	89,000	78%	Bowlero La Rosita Grocery Store	30,000 20,000

Source: Melaniphy & Associates, Inc.

Table 5.4

COMPETITIVE RETAIL INVENTORY

Number	Name/Location	Approximate Size	Approximate Occupancy	Major Anchors	Approximate Anchor Sizes
34	Market Plaza IL Route 38 and Park Boulevard Glen Ellyn	200,000		Jewel-Osco Ross Dress For Less Staples Dollar Tree Gold Fish Swim School	65,000 30,000 20,000 12,000 10,000
35	Unnamed Center IL Route 38 and Park Boulevard Glen Ellyn			Len's Ace Hardware Batteries Plus	8,000 6,000
36	Pickwick Place Shopping Center IL Route 38 and Park Boulevard Glen Ellyn	125,000	100%	Trader Joe's Binny's Beverage Depot	15,000 15,000
37	Baker Hill Shopping Center IL Route 38 and Baker Hill Glen Ellyn	225,000	100%	Pete's Fresh Market	70,000
38	Menards North Avenue and Glen Ellyn Road Glen Ellyn	225,000	N/A	Menards Goodwill Store	225,000 40,000
39	Costco 505 Army Trail Road Hanover Park	125,000	100%	Costco	125,000
40	Tradewinds Shopping Center Barrington Road and Irving Park Road Hanover Park	213,813	85%	Tony's Fresh Market dd's Discounts	70,000 35,000
41	Greenbrook Plaza Lake Street and Greenbrook Boulevard Hanover Park	111,979	99%	Angelo Caputo's Fresh Market	70,000
42	Menards Barrington Road and Irving Park Road Hanover Park	260,000	100%	Menards	260,000
43	Hoffman Village Barrington Road and Golf Road Hoffman Estates	160,000	88%	Mariano's Fresh Market Goodwill Store	70,435 23,000
44	Golf Center Golf Road and Roselle Roads Hoffman Estates	160,000	100%	TJ Maxx Party City Savers Donation Center	27,840 20,000 25,000
45	Northgate Plaza North Avenue and IL Route 53 Lombard	325,000	97%	Floor & Décor The Restaurant Depot The Room Place	80,000 50,000 30,000

Source: Melaniphy & Associates, Inc.

Table 5.4

COMPETITIVE RETAIL INVENTORY

Number	Name/Location	Approximate Size	Approximate Occupancy	Major Anchors	Approximate Anchor Sizes
46	Golf Point Shopping Center Golf Road and Salem Road Schaumburg	75,000	100%	Patel Brothers	50,000
				Binny's Beverage Depot	16,000
47	Schaumburg Corners Shopping Center Golf Road and Roselle Road Schaumburg	160,290	100%	Amazon Fresh Grocery	35,000
				H Mart	20,000
				Bob's Discount Furniture	40,000
				Office Depot	25,000
				Petco	15,000
48	Schaumburg Town Center Golf Road and Roselle Road Schaumburg	114,527	100%	Tony's Fresh Market (Planned)	70,000
				KD Market-Krystyna's Deli	15,000
49	Deli 4 Your Market Roselle Road and Weathersfield Way Schaumburg	100,000	100%	Deli 4 You Market	16,000
				Dollar Tree	12,000
				Napa Auto Parts	6,000
50	Nantucket Square Roselle Road and Wise Road Schaumburg	150,000	100%	Jewel-Osco	65,000
				JC Licht Benjamin Moore	15,000
51	Streets of Woodfield Interstate 290 and Woodfield Drive Schaumburg	574,075	85%	Dick's Sporting Goods	167,000
				Restoration Hardware Outlet	142,546
				AMC 20 Screen	100,000
				Whole Foods	58,000
				Legoland Discovery Center	32,705
				Crate & Barrell	26,200
52	Woodfield Plaza Golf Road and Basswood Drive Schaumburg	177,308	96%	Kohl's	70,000
				Buy Buy Baby	35,000
				David's Bridal	12,000
53	Woodfield Commons West Golf Road and Basswood Dive Schaumburg	250,000	92%	Bed Bath & Beyond	35,000
				Hobby Lobby	70,000
				Value City Furniture	70,000
				Gordon Food Service	20,000
				Ross Dress for Less	30,000
				Discovery Clothing	10,000
				Half Price Books	8,000
				Jong Boo Market (Proposed)	47,000
54	Unnamed Center Golf Road and Basswood Drive Schaumburg	N/A	100%	Best Buy	50,000
				Penny Mustard Furniture	50,000
				Midwest Furniture Liquidators	40,000
55	PGA Tour Superstore Golf Road and Meecham Road Schaumburg	200,000	100%	PGA Superstore	100,000
				X Sport Fitness	45,000

Source: Melaniphy & Associates, Inc.

Table 5.4

COMPETITIVE RETAIL INVENTORY

Number	Name/Location	Approximate Size	Approximate Occupancy	Major Anchors	Approximate Anchor Sizes
56	Target Higgins Road and Meacham Road Schaumburg	125,000	100%	Target	125,000
57	Former Macy's Furniture Store (Vacant) Golf Road and Meacham Road Schaumburg	150,000	0%	Macy's Furniture (Vacant)	150,000
58	Woodfield Village Green Golf Road and Meacham Road Schaumburg	609,000	100%	Costco Nordstrom Rack Marshalls PetSmart The Container Store Michael's Bloomingdale's Outlet HomeGoods Sierra Trading Post Old Navy Barnes & Noble Trader Joe's Five Below Shoe Carnival Ulta Beauty	135,424 40,000 40,000 26,843 24,969 23,708 23,500 22,085 19,932 15,000 14,000 12,696 10,509 10,338 8,959
59	Scharington Square Barrington Road and Schaumburg Road Schaumburg	200,000	97%	Jewel-Osco Ross Dress for Less Michael's	63,000 30,000 25,000
60	Target Barrington Road and Schaumburg Road Schaumburg	136,000	100%	Target	136,000
61	Shops at Schaumburg Court Barrington Road and Schaumburg Road Schaumburg	100,000	100%	The Home Depot PetSmart Pure Hockey	100,000 26,000 18,000
62	Prairie Town Center Barrington Road and Schaumburg Road Schaumburg	200,000	85%	Kohl's At Home Furniture	84,000 100,000
63	Westview Shoppign Center Barrington Road and Tower Road Streamwood	334,791	71%	Wal-Mart Value City Furniture (Vacant) Bargain Outlet	100,000 81,126 60,000
64	North Park Mall North Avenue and Addison Road Villa Park	333,596	N/A	Chicago Kitchen Outlet Foreman Mills Villa Park Fruit Market	94,979 70,403 30,000

Source: Melaniphy & Associates, Inc.

Table 5.4

COMPETITIVE RETAIL INVENTORY

Number	Name/Location	Approximate Size	Approximate Occupancy	Major Anchors	Approximate Anchor Sizes
65	Villa-DuPage Shopping Center North Avenue and Westmore Villa Park	102,000	N/A	Bone Roofing Supply Aldi Advance Auto Parts	102,000 16,000 6,000
66	Wal-Mart IL Route 64 and Smith Road St. Charles	116,109	100%	Wal-Mart	116,109
67	Toys "R" Us IL Route 64 and Smith Road St. Charles	40,000	100%	Toys "R" Us (Vacant)	40,000
68	Main Street Commons IL Route 64 and Kirk Road St. Charles	250,000	94%	TJ Maxx Ross Dress For Less Cost Plus World Market Petco Dollar Tree Ulta Beauty Five Below	25,000 30,000 20,000 15,380 12,000 9,000 8,000
69	Stuart's Crossing Kirk Road and IL Route 64 St. Charles	140,100	100%	Jewel-Osco	70,000
70	Eastgate Commons Shopping Center IL Route 64 and Kautz Road St. Charles	249,000	100%	Super Target	175,000
71	Oliver Square IL Route 59 and IL Route 64 West Chicago	217,097	40%	Old Time Pottery Dollar Tree DuPage Cheer and Tumbling Kids Empire	78,271 12,000
72	Menards IL Route 64 and IL Route 59 West Chicago	135,000	100%	Menard's	135,000
73	Jewel-Osco IL Route 38 and Joliet Road West Chicago	65,000	100%	Jewel-Osco	65,000
74	Target County Farm Rd. and IL Route 38 Wheaton	136,000	100%	Target	136,000
75	Kohl's County Farm Rd. and IL Route 38 Wheaton	137,000	52%	Kohl's Ultra Foods (Vacant)	70,000 67,000

Source: Melaniphy & Associates, Inc.

Table 5.4

COMPETITIVE RETAIL INVENTORY

Number	Name/Location	Approximate Size	Approximate Occupancy	Major Anchors	Approximate Anchor Sizes
76	Mariano Fresh Market IL Route 38 and Naperville Road Wheaton	70,000	100%	Mariano's Fresh Market	70,000
77	Wheaton Town Square Naperville Road and Butterfield Road Wheaton	133,000	60%	Talbots Talbots Petites Chico's Francesscas Nothing Bundt Cakes White House / Black Market	
78	Danada Square East Butterfield Road and Naperville Road Wheaton	202,000	97%	Whole Foods Petco Five Below	70,000 12,000 8,000
79	Danada Square West Butterfield Road and Naperville Road Wheaton	315,000	95%	Jewel-Osco HomeGoods TJ Maxx Jo Ann Fabrics Home Goods	65,000 25,000 24,768 15,000 16,000
80	Rice Lake Square Butterfield Rd. and East Loop Wheaton	260,000	85%	Pete's Fresh Market PetSMART	70,000 27,000
81	The Home Depot Interstate 355 and Butterfield Road Downers Grove	125,000	100%	The Home Depot Binny's Beverage Depot (FS) Get Air Trampoline Park (FS)	125,000 16,000
82	Frye's Electronics Interstate 355 and Butterfield Road Downers Grove	100,000	50%	Frye's Electronics (Vacant) Xsport Fitness	50,000 50,000
83	Main Street Square Interstate 355 and Butterfield Road Downers Grove	150,000	98%	Kohl's Duluth Trading Company	86,000 20,000

Table 5.5

**Economic Census of Retail Trade
DuPage County and Cook County
1997, 2002, 2007, 2012**

Retail Category	Census 1997	Census 2002	Census 2007	Census 2012
	DuPage County Illinois (\$1,000)	DuPage County Illinois (\$1,000)	DuPage County Illinois (\$1,000)	DuPage County Illinois (\$1,000)
Total Retail Trade	\$12,825,281	\$15,049,905	\$18,043,391	\$17,758,770
Motor Vehicle and Parts Dealers	\$3,332,078	\$4,159,277	\$4,420,894	\$4,182,828
Furniture and Home Furnishings	\$586,526	\$672,267	\$653,686	\$470,566
Electronics and Appliance Stores	\$451,989	\$562,153	\$610,414	\$547,828
Building Materials and Garden Equipment & Supplies Dealers	\$1,022,907	\$1,027,845	\$972,945	\$799,089
Food & Beverage Stores	\$1,456,315	\$1,860,130	\$2,168,701	\$2,051,651
Health and Personal Care Stores	\$608,453	\$501,663	\$813,912	\$963,381
Gasoline Stations	\$694,589	\$712,986	\$1,360,175	\$1,590,108
Clothing and Clothing Accessories Stores	\$853,859	\$963,464	\$1,234,960	\$1,186,948
Sporting Goods, Hobby, Book, & Music Stores	\$404,089	\$448,996	\$415,436	\$363,270
General Merchandise Stores	\$1,427,769	\$1,683,178	\$2,070,750	\$2,142,400
Miscellaneous Store Retailers	\$336,106	\$335,114	\$374,687	\$366,992
Nonstore Retailers	\$1,650,601	\$2,122,832	\$2,947,281	\$3,093,709

Retail Category	Census 1997	Census 2002	Census 2007	Census 2012
	Cook County Illinois (\$1,000)	Cook County Illinois (\$1,000)	Cook County Illinois (\$1,000)	Cook County Illinois (\$1,000)
Total Retail Trade	\$42,547,231	\$50,441,449	\$60,585,557	\$62,767,358
Motor Vehicle and Parts Dealers	\$10,889,257	\$11,006,143	\$11,209,048	\$11,179,076
Furniture and Home Furnishings	\$1,578,663	\$1,750,046	\$1,881,456	\$1,446,681
Electronics and Appliance Stores	\$1,508,763	\$1,786,140	\$2,235,663	\$2,124,626
Building Materials and Garden Equipment & Supplies Dealers	\$3,083,577	\$3,521,914	\$3,651,748	\$3,042,066
Food & Beverage Stores	\$7,222,022	\$7,222,910	\$10,843,059	\$11,066,487
Health and Personal Care Stores	\$2,955,511	\$3,416,300	\$3,869,389	\$5,101,355
Gasoline Stations	\$2,233,015	\$2,338,051	\$3,738,026	\$4,099,836
Clothing and Clothing Accessories Stores	\$3,418,627	\$4,022,561	\$5,043,660	\$5,157,228
Sporting Goods, Hobby, Book, & Music Stores	\$1,248,188	\$1,375,209	\$1,223,871	\$1,102,173
General Merchandise Stores	\$5,126,597	\$6,382,198	\$7,059,951	\$7,842,718
Miscellaneous Store Retailers	\$1,400,122	\$1,527,243	\$1,527,243	\$1,491,214
Nonstore Retailers	\$1,882,889	\$4,089,650	\$6,454,453	\$9,093,898

Table 5.6

**Retail Sales by Major Retail Category
Chicago Metropolitan Area
2020 and 2021**

Chicago Metro Area	2020	2021	% Change	Numerical Change
General Merchandise	\$9,789,321,750	\$10,850,694,805	10.80%	\$1,061,373,055
Food	\$18,008,842,056	\$17,936,602,460	-0.40%	(\$72,239,596)
Drinking and Eating Places	\$13,532,339,713	\$17,801,951,572	31.60%	\$4,269,611,859
Apparel	\$3,198,508,526	\$5,536,877,149	73.10%	\$2,338,368,623
Furniture & H.H. & Radio	\$5,044,376,534	\$6,271,127,448	24.30%	\$1,226,750,914
Lumber, Bldg, Hardware	\$7,012,105,588	\$7,580,807,902	8.10%	\$568,702,314
Automotive & Filling Stations	\$25,897,319,333	\$31,783,707,904	22.70%	\$5,886,388,571
Drugs & Misc. Retail	\$21,236,006,364	\$35,509,961,108	67.20%	\$14,273,954,744
Agriculture & All Others	\$12,114,731,840	\$15,789,892,088	30.30%	\$3,675,160,248
Manufacturers	\$2,819,680,815	\$3,497,653,167	24.00%	\$677,972,352
Total	\$118,653,232,519	\$152,559,275,603	28.58%	\$33,906,043,084

Source: Illinois Department of Revenue 2021 and 2022 and Melaniphy Associates, Inc.

Table 5.8

Per Capita Retail Expenditures by Retail Category
2020, 2025 and 2030

Retail Category	Primary Trade Area		Secondary Trade Area		Total Trade Area	
	2020	2025	2020	2025	2020	2030
General Merchandise	\$2,245	\$2,470	\$2,766	\$2,432	\$2,724	\$2,228
Grocery Stores	\$3,132	\$3,445	\$3,859	\$3,278	\$3,671	\$3,056
Eating & Drinking Places	\$2,448	\$2,693	\$3,016	\$2,585	\$2,895	\$2,399
Apparel	\$903	\$993	\$1,112	\$1,122	\$1,257	\$962
Furniture & Household Furnishings	\$589	\$648	\$726	\$759	\$850	\$640
Appliances & Electronics	\$761	\$837	\$938	\$770	\$862	\$804
Lumber, Building Materials	\$1,055	\$1,161	\$1,300	\$1,419	\$1,589	\$1,173
Drug Stores	\$1,039	\$1,143	\$1,280	\$1,298	\$1,454	\$1,110
Miscellaneous Retail Stores	\$1,028	\$1,131	\$1,266	\$1,089	\$1,220	\$1,009
Sporting Goods	\$1,042	\$1,146	\$1,284	\$160	\$179	\$594
Book Stores	\$125	\$138	\$154	\$143	\$160	\$128
Pet Stores	\$118	\$130	\$145	\$94	\$105	\$102
Office Supply Stores	\$59	\$65	\$73	\$61	\$68	\$57
Liquor stores	\$110	\$121	\$136	\$94	\$105	\$98
Automobile Dealerships & Filling Stations	\$4,125	\$4,436	\$4,998	\$4,366	\$4,890	\$4,047
			\$3,969		\$107	\$4,401
					\$2,745	\$2,745
					\$3,765	\$3,765
					\$2,956	\$2,956
					\$1,185	\$1,185
					\$788	\$788
					\$900	\$900
					\$1,445	\$1,445
					\$1,367	\$1,367
					\$1,243	\$1,243
					\$731	\$731
					\$157	\$157
					\$125	\$125
					\$70	\$70
					\$120	\$120
					\$4,944	\$4,944

Table 5.9

Total Retail Expenditure Potential by Retail Category

2020, 2025 and 2030

Retail Category	Primary Trade Area			Secondary Trade Area			Total Trade Area		
	2020	2025	2030	2020	2025	2030	2020	2025	2030
General Merchandise	\$486,969,280	\$529,543,168	\$583,534,336	\$506,969,034	\$551,629,465	\$607,996,982	\$994,110,821	\$1,081,362,438.20	\$1,183,173,117
Grocery Stores	\$677,191,655	\$736,395,968	\$811,477,436	\$683,296,120	\$743,489,736	\$819,462,237	\$1,361,290,823	\$1,480,769,279.00	\$1,620,184,261
Eating & Drinking Places	\$529,426,914	\$575,712,713	\$634,411,236	\$538,840,900	\$586,309,020	\$646,220,221	\$1,068,775,221	\$1,162,580,021.46	\$1,272,037,366
Apparel	\$190,613,690	\$207,278,326	\$228,412,012	\$233,879,880	\$254,483,064	\$280,487,075	\$423,641,744	\$460,824,145.76	\$504,210,912
Furniture & Household Furnishings	\$124,872,837	\$135,789,998	\$149,634,876	\$158,212,860	\$172,150,308	\$189,741,256	\$282,398,050	\$307,183,704.08	\$336,105,165
Appliances & Electronics	\$162,069,464	\$176,238,586	\$194,207,521	\$160,505,800	\$174,645,240	\$192,491,130	\$322,845,920	\$351,181,623.10	\$384,245,504
Lumber, Building Materials	\$226,092,880	\$245,859,328	\$270,926,656	\$295,789,260	\$321,846,228	\$354,733,653	\$520,395,015	\$566,069,306.00	\$619,364,943
Drug Stores	\$222,614,528	\$242,076,877	\$266,758,554	\$270,566,920	\$294,401,976	\$324,485,047	\$492,253,482	\$535,457,832.80	\$585,871,388
Miscellaneous Retail Stores	\$221,357,973	\$240,710,466	\$265,252,827	\$227,001,060	\$246,998,268	\$272,237,455	\$448,526,900	\$487,893,434.20	\$533,828,784
Sporting Goods	\$28,870,322	\$31,394,345	\$34,595,250	\$33,247,630	\$36,176,514	\$39,873,163	\$62,045,380	\$67,491,009.96	\$73,845,314
Book Stores	\$26,087,640	\$28,368,384	\$31,260,768	\$29,808,220	\$32,434,116	\$35,748,353	\$55,836,375	\$60,737,050.00	\$66,455,466
Pet Stores	\$23,478,876	\$25,531,546	\$28,134,691	\$19,489,990	\$21,206,922	\$23,373,923	\$43,105,682	\$46,889,002.60	\$51,303,620
Office Supply Stores	\$11,304,644	\$12,292,966	\$13,546,333	\$12,611,170	\$13,722,126	\$15,124,303	\$23,897,969	\$25,995,457.40	\$28,442,939
Liquor stores	\$21,272,296	\$23,132,053	\$25,490,551	\$19,489,990	\$21,206,922	\$23,373,923	\$40,838,725	\$44,423,078.37	\$48,605,528
Movie Theaters	\$15,478,666	\$16,831,908	\$18,548,056	\$19,719,284	\$21,456,415	\$23,648,910	\$35,109,913	\$38,191,457.04	\$41,787,197

Table 5.10

Total Retail Expenditure Potential, Market Penetration, and Sales Volume by Retail Category

2020, 2025 and 2030

Retail Category	Total Retail Potential			Market Penetration			Sales Volume		
	2020	2025	2030	2020	2025	2030	2020	2025	2030
General Merchandise									
Primary	\$21,417,300	\$22,729,278	\$25,404,240	0.0%	8.0%	8.0%	\$0	\$1,818,342	\$2,032,339
Secondary	\$232,409,265	\$252,104,190	\$276,344,930	0.0%	2.0%	2.0%	\$0	\$5,042,084	\$5,526,899
Total	\$552,060,524	\$599,960,742	\$663,710,363	0.0%	1.1%	1.1%	\$0	\$6,860,426	\$7,559,238
Food Stores									
Primary	\$29,879,280	\$31,709,621	\$35,441,461	0.0%	30.0%	25.0%	\$0	\$9,512,886	\$8,860,365
Secondary	\$313,242,700	\$339,787,646	\$372,459,472	0.0%	3.0%	3.0%	\$0	\$10,193,629	\$11,173,784
Total	\$757,224,848	\$822,926,403	\$910,367,536	0.0%	2.4%	2.2%	\$0	\$19,706,516	\$20,034,150
Eating & Drinking Places									
Primary	\$23,353,920	\$24,784,531	\$27,701,372	0.0%	10.0%	10.0%	\$0	\$2,478,453	\$2,770,137
Secondary	\$247,020,250	\$267,953,345	\$293,718,040	0.0%	2.0%	2.0%	\$0	\$5,359,067	\$5,874,361
Total	\$594,431,417	\$646,007,998	\$714,650,431	0.0%	1.2%	1.2%	\$0	\$7,837,520	\$8,644,498
Apparel									
Primary	\$8,614,620	\$9,142,333	\$10,218,276	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$107,217,300	\$116,303,154	\$127,486,128	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$238,243,355	\$258,914,835	\$286,426,173	0.0%	0.0%	0.0%	\$0	\$0	\$0
Furniture & Household Furnishings									
Primary	\$5,619,060	\$5,963,272	\$6,665,077	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$72,529,350	\$78,675,663	\$86,240,616	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$158,457,229	\$172,205,967	\$190,503,939	0.0%	0.0%	0.0%	\$0	\$0	\$0
Appliances & Electronics									
Primary	\$7,259,940	\$7,704,668	\$8,611,415	0.0%	9.0%	9.0%	\$0	\$693,420	\$775,027
Secondary	\$73,580,500	\$79,815,890	\$87,490,480	0.0%	1.0%	1.0%	\$0	\$798,159	\$874,905
Total	\$181,005,482	\$196,710,647	\$217,612,397	0.0%	0.8%	0.8%	\$0	\$1,491,579	\$1,649,932
Home Improvement									
Primary	\$10,064,700	\$10,681,242	\$11,938,296	0.0%	12.0%	12.0%	\$0	\$1,281,749	\$1,432,595
Secondary	\$135,598,350	\$147,089,283	\$161,232,456	0.0%	5.0%	5.0%	\$0	\$7,354,464	\$8,061,623
Total	\$290,525,568	\$315,733,380	\$349,282,047	0.0%	2.7%	2.7%	\$0	\$8,636,213	\$9,494,218
Drugs Stores									
Primary	\$9,912,060	\$10,519,252	\$11,757,241	0.0%	15.0%	15.0%	\$0	\$1,577,888	\$1,763,586
Secondary	\$124,035,700	\$134,546,786	\$147,483,952	0.0%	4.0%	4.0%	\$0	\$5,381,871	\$5,899,358
Total	\$274,915,239	\$298,768,601	\$330,514,653	0.0%	2.3%	2.3%	\$0	\$6,959,759	\$7,662,944
Miscellaneous Retail Stores									
Primary	\$9,807,120	\$10,407,883	\$11,632,766	0.0%	5.0%	5.0%	\$0	\$520,394	\$581,638
Secondary	\$104,063,850	\$112,882,473	\$123,736,536	0.0%	1.0%	1.0%	\$0	\$1,128,825	\$1,237,365
Total	\$250,013,047	\$271,705,740	\$300,576,192	0.0%	0.6%	0.6%	\$0	\$1,649,219	\$1,819,004
Sporting Goods									
Primary	\$9,940,680	\$10,549,625	\$11,791,189	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$15,241,675	\$16,533,292	\$18,123,028	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$147,059,211	\$159,818,986	\$176,800,763	0.0%	0.0%	0.0%	\$0	\$0	\$0
Book Stores									
Primary	\$1,192,500	\$1,265,550	\$1,414,490	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$13,664,950	\$14,822,951	\$16,248,232	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$31,592,333	\$34,333,481	\$37,981,630	0.0%	0.0%	0.0%	\$0	\$0	\$0

Table 5.10

Total Retail Expenditure Potential, Market Penetration, and Sales Volume by Retail Category
2020, 2025 and 2030

Retail Category	Total Retail Potential			Market Penetration			Sales Volume		
	2020	2025	2030	2020	2025	2030	2020	2025	2030
Pet Stores									
Primary	\$1,125,720	\$1,194,679	\$1,335,279	0.0%	30.0%	30.0%	\$0	\$358,404	\$400,584
Secondary	\$8,934,775	\$9,691,930	\$10,623,844	0.0%	10.0%	10.0%	\$0	\$969,193	\$1,062,384
Total	\$25,149,975	\$27,332,143	\$30,236,356	0.0%	4.9%	4.8%	\$0	\$1,327,597	\$1,462,968
Office Supply Stores									
Primary	\$562,860	\$597,340	\$667,639	0.0%	0.0%	0.0%	\$0	\$0	\$0
Secondary	\$5,781,325	\$6,271,249	\$6,874,252	0.0%	0.0%	0.0%	\$0	\$0	\$0
Total	\$14,123,631	\$15,349,085	\$16,980,023	0.0%	0.0%	0.0%	\$0	\$0	\$0
Liquor Stores									
Primary	\$1,049,400	\$1,113,684	\$1,244,751	0.0%	15.0%	15.0%	\$0	\$167,053	\$186,713
Secondary	\$8,934,775	\$9,691,930	\$10,623,844	0.0%	10.0%	10.0%	\$0	\$969,193	\$1,062,384
Total	\$24,158,843	\$26,255,015	\$29,044,776	0.0%	4.3%	4.3%	\$0	\$1,136,246	\$1,249,097
Automobile Dealerships & Filling Stations									
Primary	\$39,352,500	\$40,828,944	\$45,906,630	0.0%	30.0%	30.0%	\$0	\$12,248,683	\$13,771,989
Secondary	\$417,201,435	\$452,566,462	\$496,090,500	0.0%	6.0%	6.0%	\$0	\$27,153,988	\$29,765,430
Total	\$1,002,777,801	\$1,077,373,602	\$1,195,449,312	0.0%	3.7%	3.6%	\$0	\$39,402,671	\$43,537,419
Total	\$4,349,070,161	\$4,713,727,189	\$5,218,323,521	0.0%	1.4%	1.3%	\$0	\$95,007,745	\$103,113,468

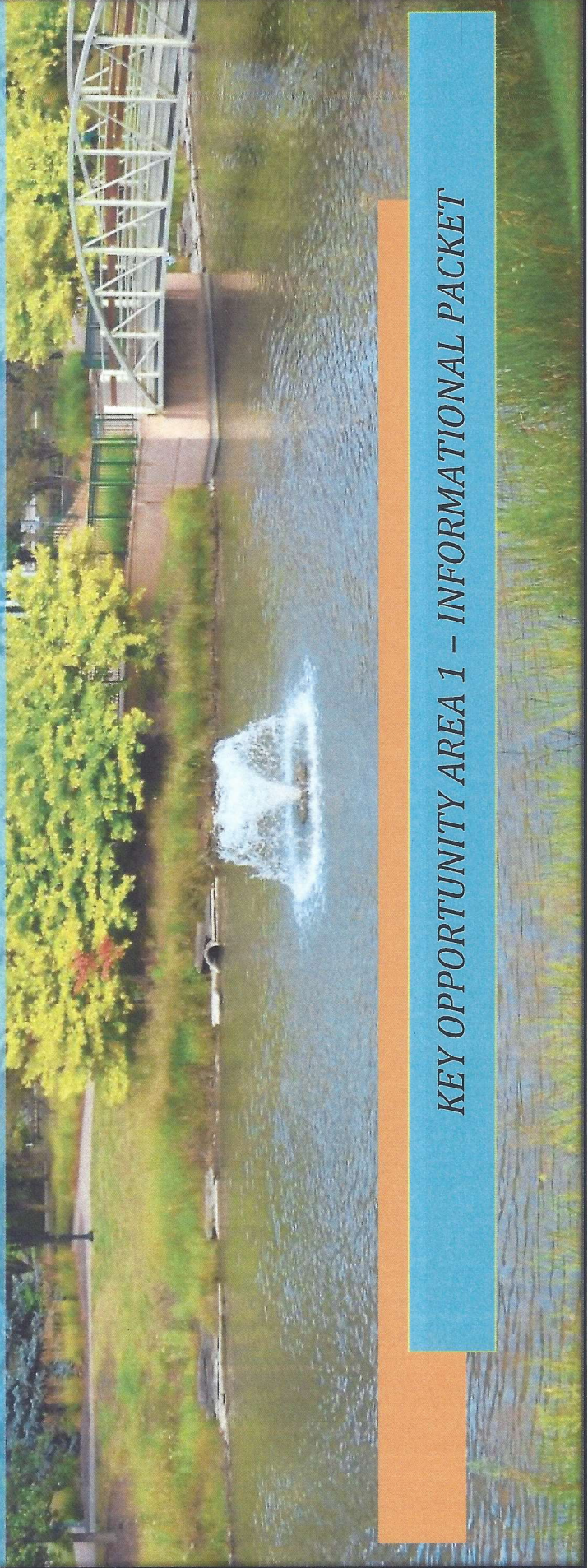
ADDENDA



Carol Stream

Village of Carol Stream Comprehensive Plan

June 2016



KEY OPPORTUNITY AREA 1 – INFORMATIONAL PACKET

Opportunity Area #1: Town Center Node

Existing conditions

Two vacant sites are located on the east side of Gary Avenue north and south of Lies Road. The parcel on the north side of Lies is 4.14 acres, and the parcel on the south is 5.27 acres. Directly to the east of both sites are high-quality industrial buildings. Several sites are located further north of Lies Road and south of Stark Drive on the west side of Gary Avenue. On the south end is a 3.01-acre site and directly north of that is a 3.76-acre site with frontage and visibility on Gary Avenue. A smaller parcel of 0.8 acres is a currently vacant former fast food restaurant.

Recommendations

The accompanying pages illustrate different conceptual site plans for the parcels within the Town Center Node. The sites on the west side of Gary Avenue at Stark Drive would be most appropriate for retail or service use on the Gary Avenue frontage. The rear parcels are hatched to show either commercial or multifamily residential, with upscale apartments or senior housing envisioned. As indicated in a market analysis conducted in 2015, there is local demand for Class A apartments and housing catering to independent, younger seniors. Several brokers interviewed in the market analysis thought these would be a good addition to the area. Further, housing would bring in more potential patrons to nearby businesses. However, the Village can remain flexible in its vision for the site in the event a commercial development proposal for the entire site emerges.

The Village has a preference for future commercial uses near the intersection of Gary Avenue and Lies Road. The existing retail centers in and just north of the Town Center are attractive but have not been able to attract a strong group of retailers. As such, given the shallow depth of available parcels and the large retail concentration on Army Trail Road, a national brand “big box” store is unlikely.

The frontage of the sites on the east side of Gary Avenue might be able to attract smaller-scale specialty commercial retail, services, and entertainment. Potential uses would include restaurants, a child care facility, dry cleaners, a bank branch, phone store or drug store, or other businesses serving residents’ daily needs. In addition, a bike or outdoor enthusiast sale and repair store could be suitable, especially as area bikeway projects are completed. Set back from the frontage but within a short walk, medical offices (preferably associated with a nearby hospital) or medical clinics are possible. A moderately priced hotel with a banquet or entertainment center may be possible, but this should be the last piece of the development. Other proposed additions would likely be necessary before a hotel, and future growth among industrial corridor businesses, specifically more corporate meetings and business travel, could support the hotel.

Bike and pedestrian consideration is very important to the Town Center Node as improvements would help create the desired character of the area: a more pedestrian-friendly commercial environment, which the Village currently lacks, that draws upon nearby residents, workers, and users of the Town Center.

Key Opportunity Area #1: TOWN CENTER NODE

The first opportunity area is focused upon the Village's existing Town Center near the intersection of Gary Avenue and Lles Road. As mentioned throughout the plan, the Village and others, such as the Carol Stream Park District, have made significant investments in this area. For example the Carol Stream Park District has recently opened its Recreation Center which is located just south of the Village's Ross Ferraro Town Center. In addition to public investment, the private sector has also developed high-quality projects in this area such as the

Fountains at Town Center townhomes and commercial buildings. This analysis focuses upon the underutilized and vacant parcels that area located within the Town Center area. Vacant parcels included in the opportunity area are zoned either B-2 or B-3 and are part of a planned unit development (PUD). Properties designated as PUD have, or will require, approval of a PUD plan through the Village's special use process. In addition, the properties are also within the Gary/North Avenue Corridor Overlay District.



Key uses within the Town Center Node

Carol Stream Park District Recreation Center

The Ross Ferraro Town Center

Townhomes and natural landscaped detention pond

The Fountains at Town Center retail development

Legend

- Key opportunity parcel
- Existing rail
- Existing off-street trail
- Existing signalized intersection
- 100 year floodplain that impacts key site
- Village boundary

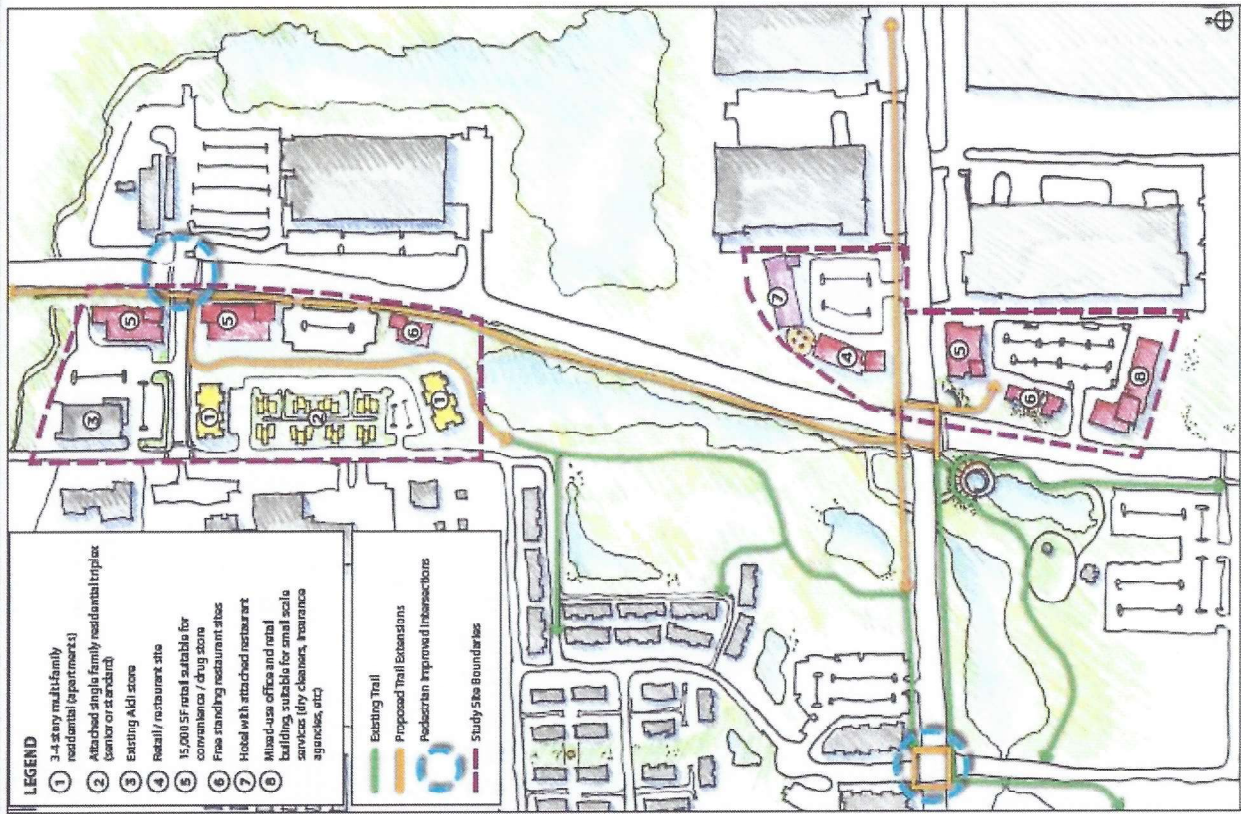
Source: Chicago Metropolitan Agency for Planning, 2016.



CAROL STREAM - GARY AVENUE CORRIDOR CONCEPTS
Existing Site Aerial

Source: Solomon Cordwell Buenz

06.28.2015
2015031004



- LEGEND**
- 1 3-4 story multi-family residential (apartments)
 - 2 Attached single family residential triplex (senior or standard)
 - 3 Existing Aldi store
 - 4 Retail/restaurant site
 - 5 15,000 SF retail suitable for convenience / drug store
 - 6 Free standing restaurant sites
 - 7 Hotel with attached restaurant
 - 8 Mixed-use office and retail building, suitable for small scale services (dry cleaners, insurance agencies, etc)
- Existing Trail
 - Proposed Trail Extensions
 - Redesign Improved Intersections
 - Study Site Boundaries

CAROL STREAM - GARY AVENUE CORRIDOR CONCEPT

06.28.2015
2015041001

Key Recommendations

One of the goals of the Comprehensive Plan is to continue to strengthen this area as the Village's "Town Center." Currently, many community events are held at the Town Center, and the Plan supports those events continuing. In fact, the Village should work with the Park District to inspire more events and festivals.

This figure illustrates the future land use recommendations that are based on the market analysis conducted by Valerie Kretschmer Associates during the planning process. Future commercial should be developed fronting Gary Avenue as illustrated. As discussed in the market analysis, appropriate uses in this area include retail, restaurants, office, and hotels.

Off of Gary Avenue, where visibility is not as well-suited for commercial or retail, the plan recommends flexibility and openness to mixed use. Near Stark Drive and Old Gary Avenue, multifamily housing, with a specific vision for senior housing, is one option. The type and number of units would depend on developer proposals and Village approval; however, an appropriate unit mix could include multifamily structures, attached townhomes, and/or triplexes. If development interest occurs, another option is for the entire site to be used for commercial. The Village should be judicious in site design and provide an adequate but not abundant amount of parking for whichever uses are selected.

The Fountains at Town Center is a unique retail environment within Carol Stream. Its design promotes walkability and creates a strong street wall. This type of development should be encouraged within the Town Center Node when feasible.

The Ross Ferraro Town Center is the community gathering location for Carol Stream. The Village should continue to work with the Park District and others to host events throughout the year at this location.



Legend

New commercial uses in this subarea can include retail, office and hotels.

Corridor commercial or multifamily residential

The Village's existing trail network. Refer to the previous illustrations for proposed new trail connections.

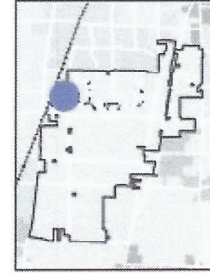
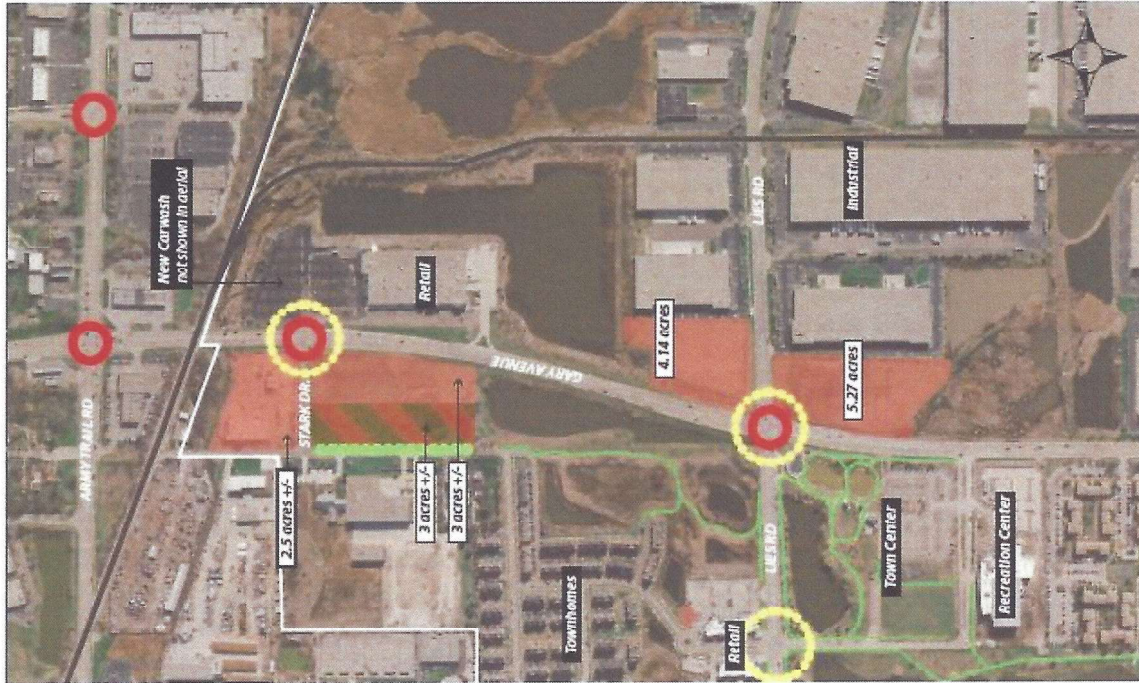
Existing signalized intersections

Improved intersections with more visible pedestrian crossings, signage, and lighting.

Improved buffering

Existing Village boundary

Existing Rail

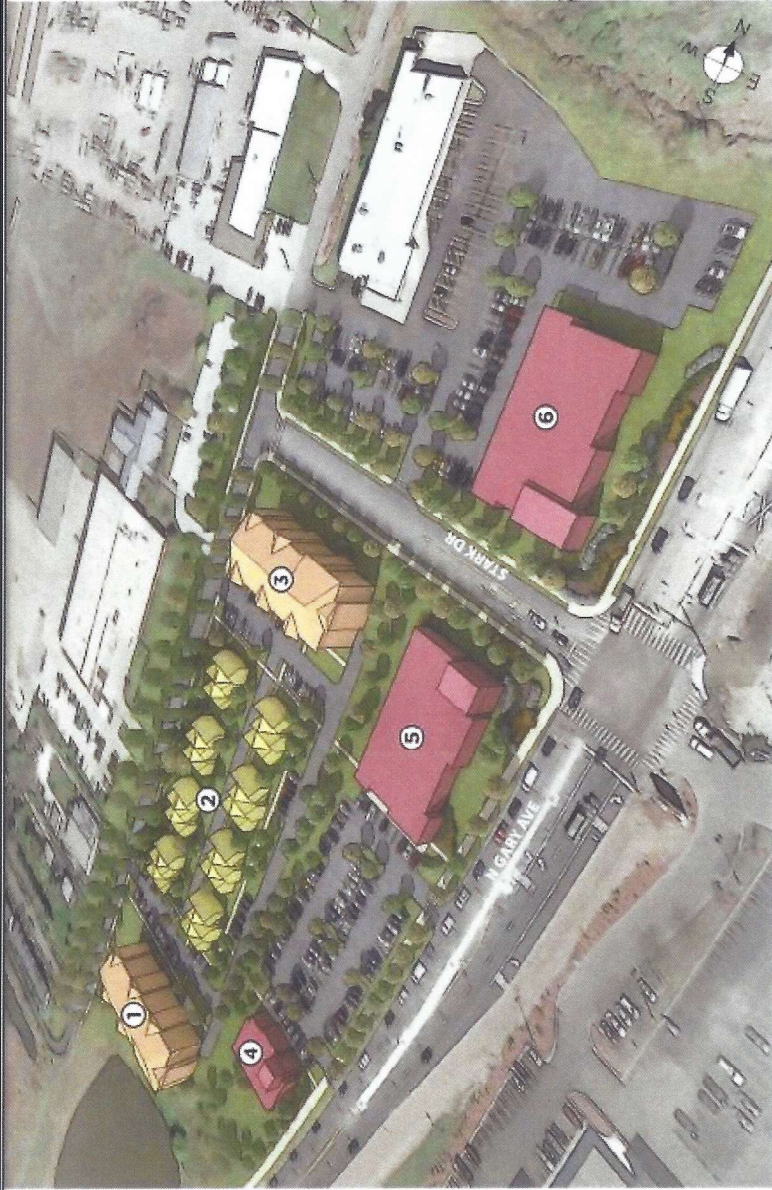


Location

Source: Chicago Metropolitan Agency for Planning, 2016.

LEGEND

- Multifamily Residential
- Attached Single-Family Residential
- Retail / Restaurants



Subarea 1

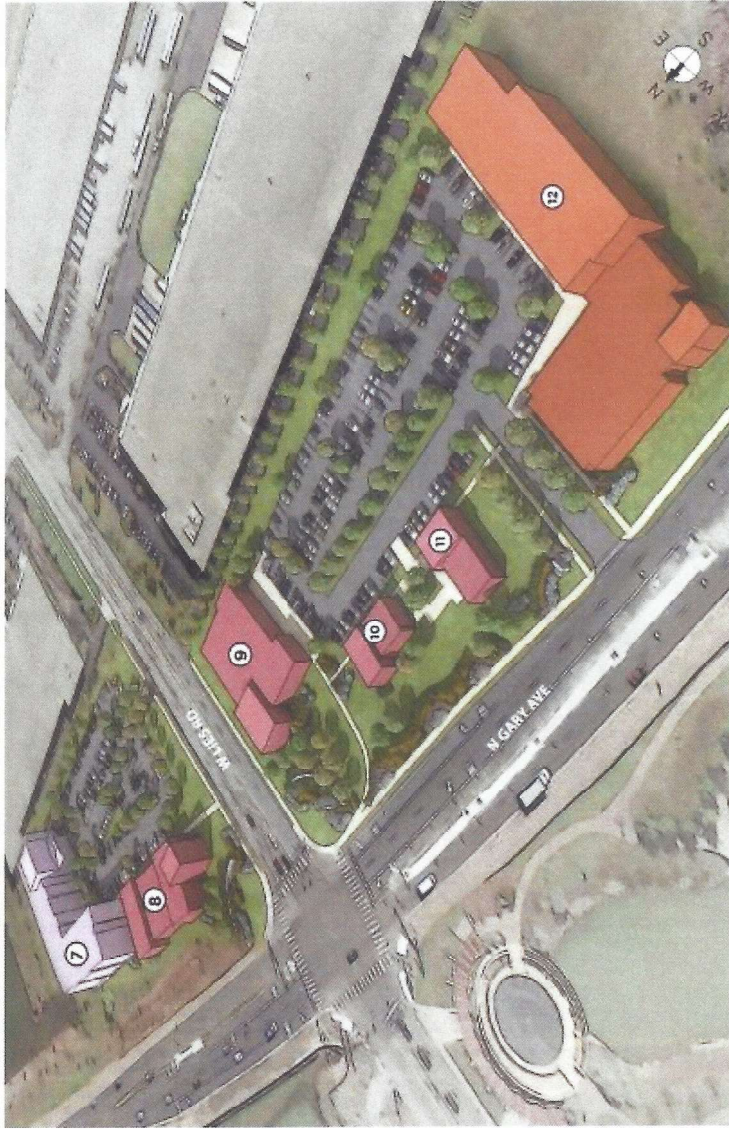
Image Key	Use	Gross Square Footage Range	Residential Unit Range	Required Parking Range
1	Multifamily Residential - 3-4 Story (apartments average size 1,000SF)	30,000 - 40,000	20-30	45-65*
2	Attached Single-Family Residential Triplex (senior or standard)	28,000 - 48,000	24	-
3	Multifamily Residential - 3-4 Story (apartments average size 1,000SF)	30,000 - 40,000	20-30	45-65*
4	Restaurant (space for 1 or 2)	5,000 - 7,000	-	40-56
5	Retail	10,000 - 15,000	-	40-60
6	Retail (multiple stores possible)	10,000 - 15,000	-	40-60
Total Residential:		88,000 - 128,000	64 - 84	90 - 130
Total Retail / Restaurant:		25,000 - 37,000	-	120 - 176
Total Subarea 1		113,000 - 165,000	64 - 84	210 - 306*

* Indoor parking on the ground level of the multifamily residential buildings is assumed (to accommodate a portion of the total parking need)

CAROL STREAM - GARY AVENUE CORRIDOR CONCEPT - SUBAREA 1 BIRD'S EYE VIEW



Source: Solomon Cordwell Buenz



Subarea 2

Image Key	Use	Gross Square Footage Range	Hotel Unit Range	Required Parking Range
7	Hotel and Entertainment Center*	70,000 - 100,000	80 - 110	80 - 110
8	Retail	10,000 - 15,000	-	40 - 60
9	Retail (multiple stores possible)	10,000 - 15,000	-	40 - 60
10	Restaurant	2,000 - 4,000	-	16 - 32
11	Restaurant	2,000 - 4,000	-	16 - 32
12	Mixed Use: -Office -Retail (multiple stores possible)	12,000 - 15,000 10,000 - 15,000	- -	48 - 60 40 - 60
Total Subarea 2		116,000 - 168,000	80 - 110	280 - 414

*Last phase of development

LEGEND

- Retail / Restaurants
- Mixed Use
- Hotel & Entertainment Center

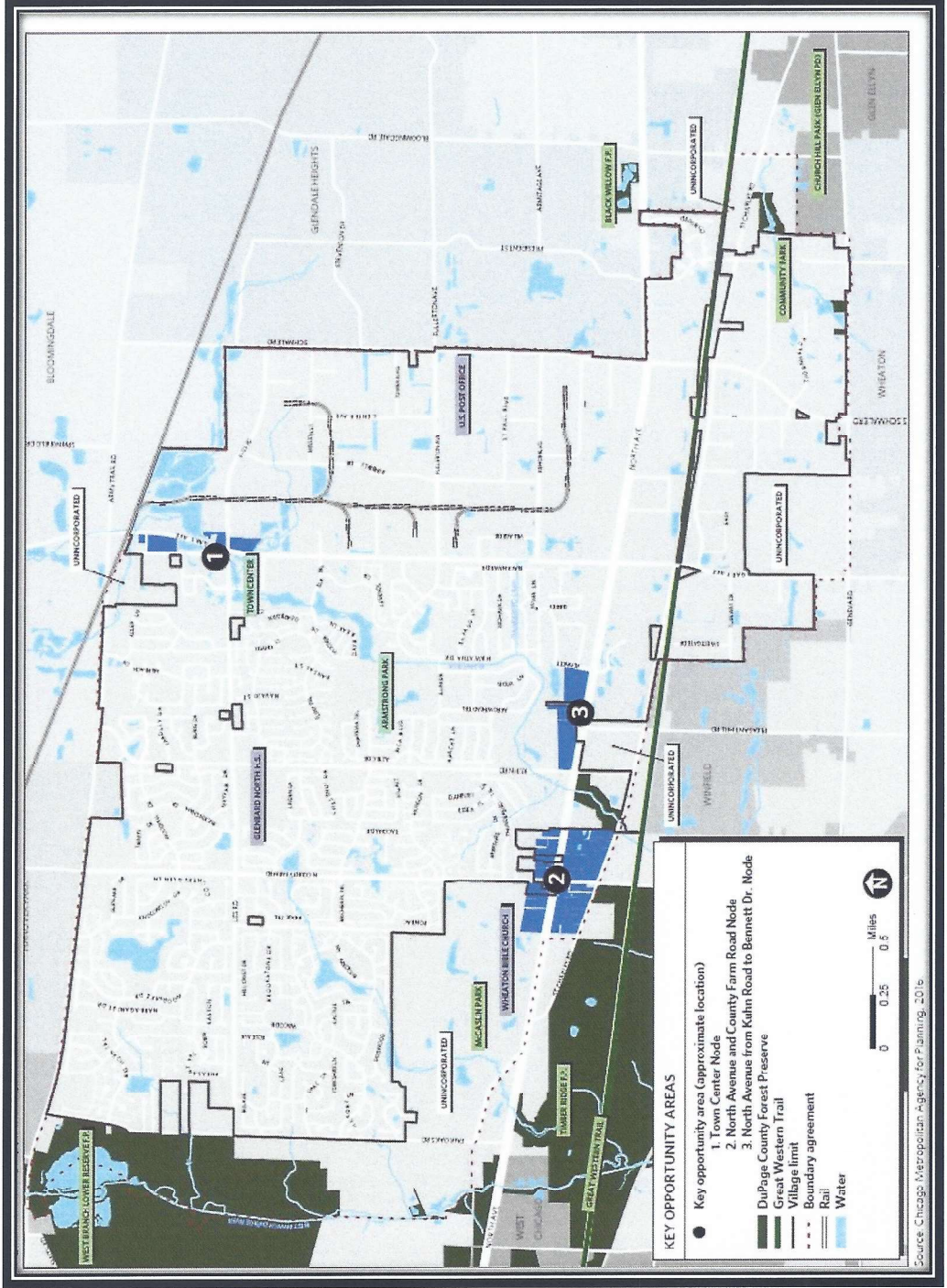


CAROL STREAM - GARY AVENUE CORRIDOR CONCEPT - SUBAREA 2 BIRD'S EYE VIEW

Source: Solomon Cordwell Buenz

It is important to note that these illustrations are only concepts and do not commit the Village or developers to this future reality. In addition, the numerical ranges of physical dimensions, building footprints, facades, parking design, and all other details should be decided upon at the time of development. Though these illustrations can be a guide and reflect the desired character of the subareas, they are subject to change.

Please visit the Village's website at www.carolstream.org to view the 2016 Comprehensive Plan in its entirety. For further information, contact the Community Development Department at 630.871.6230 or communitydevelopment@carolstream.org.

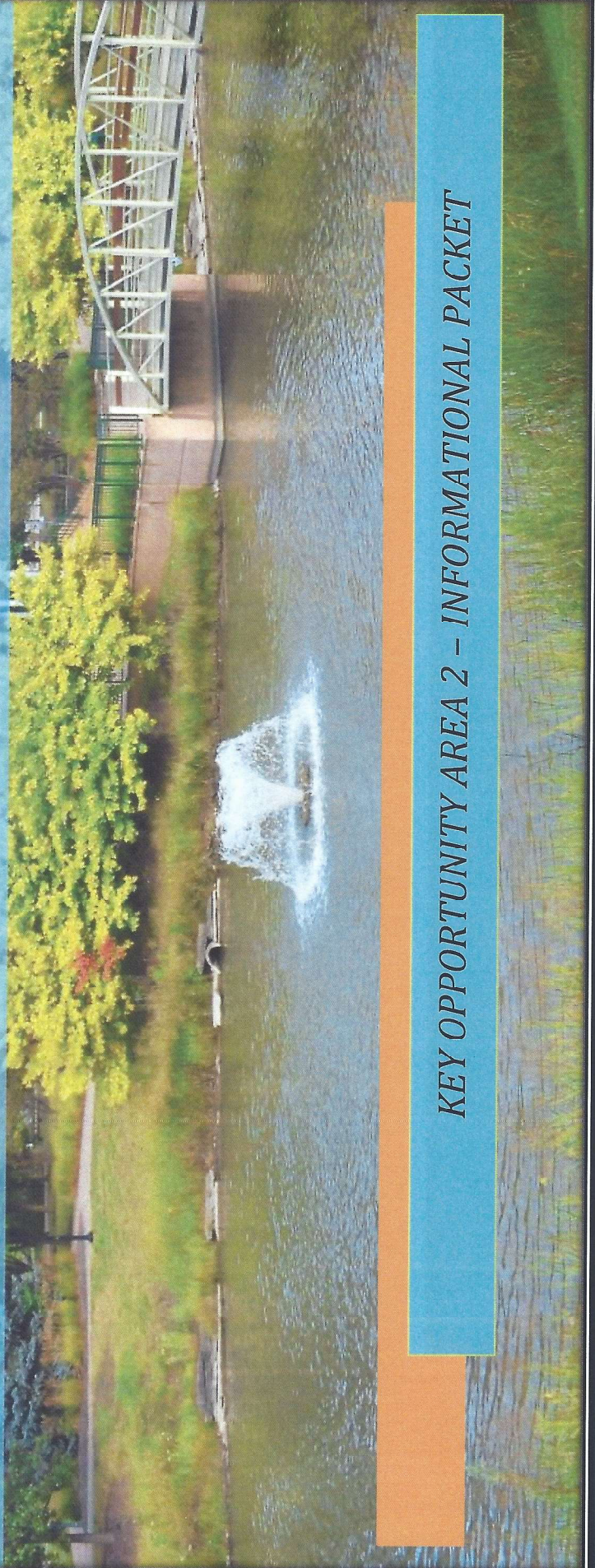




Carol Stream

Village of Carol Stream Comprehensive Plan

June 2016



KEY OPPORTUNITY AREA 2 - INFORMATIONAL PACKET

Opportunity Area #2: North Avenue / County Farm Road Node

Existing conditions

Opportunity Area #2 includes the area on all four quadrants of the North Avenue/County Farm Road intersection. It includes an 11.5-acre site and 2.0-acre site on the northeast quadrant, an 8.2-acre site on the southeast quadrant, a 16.4-acre site on the northwest quadrant, and a 23-acre site on the southwest quadrant. It should be noted that a large portion of the southeast quadrant is within the floodplain.

While most of the area is not incorporated into the Village, all of these parcels are in Carol Stream's planning jurisdiction, and the Village has begun strategic annexations near this area. The sites have a mix of industrial, quasi-industrial, motel and other low-intensity obsolete buildings, as well as a pet cemetery within the northeast quadrant. Used-car and motorcycle dealers are at the southwest quadrant. On the south side of St. Charles Road west of County Farm Road is a large park owned by the Winfield Park District. To the east of the sites on County Farm Road on both the north and south sides of North Avenue are the Carol Stream Park District Bark Park and Red Hawk Park. Wheaton Bible Church is west of the northwest quadrant of North Avenue and County Farm Road. The church, which is connected to Village utilities, occupies an extremely large parcel.

Recommendations

A future land use plan for this area is illustrated on the following page. Assuming the availability of North Avenue frontage for commercial development, other auto-related retail uses could be pursued, which would reinforce the existing car-oriented businesses. Several brokers have indicated that car or other motor vehicle dealers could be a possibility on North Avenue within this area or one of the sites in Opportunity Area #3. A family-oriented restaurant that would be close to the parks should be considered, as should fast-food restaurants on the south side of North Avenue, making it easy for commuters heading to I-355 to stop for food or beverages in the morning.

While a number of brokers have expressed that some limited retail development would be an option here, several felt that the area was too sparsely populated or developed to attract most retailers. As a solution to this, and to create a transition between new commercial and industrial development along North Avenue and existing large-lot single-family homes on Vale Road, small townhome developments on each side of Ethel Street are a possibility. Future development in this area will likely depend on land assembly, which would combine smaller parcels into larger redevelopment sites. Larger parcels would benefit redevelopment by allowing more room for parking, stormwater management, and fewer access points. Potential demolition of obsolete buildings would likely be part of parcel consolidation. If the area is annexed, it may be appropriate to consider creating a TIF district to help fund improvements that would spur redevelopment.

Clean and modern industrial uses are also part of the vision for this area. Currently, a large amount of acreage is dedicated to outdoor vehicle storage, which is not the highest and best use of land. Because industrial uses attract workers and a daytime population, industrial development contributes to the local tax base by creating a larger market for consumer spending and sales tax. In addition, some warehouses and showrooms generate sales tax revenue because they are the point of sale. Overall, retail development would not be the only path to growing the sales tax base, and with multiple development avenues to pursue, the Village will remain flexible and respond to the market demands for the area.

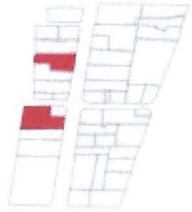
Key Opportunity Area #2: NORTH AVENUE AND COUNTY FARM ROAD NODE

In recent years, the Village has begun strategic annexations near the intersection of North Avenue and County Farm Road. Although the majority of parcels within this area are outside the Village, they are within the Village's planning jurisdiction. Village sewer and water utilities are in the ground along both sides of North Avenue as far west as Morton

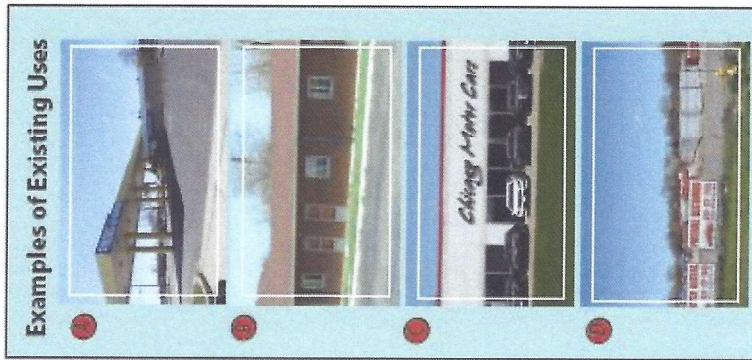
Road. Many of the existing uses are approaching obsolescence and reflect a 1950s-era development character. Some of the existing uses are shown on this graphic including an old motel, pet cemetery, former gas station (now an e-cig arreite store) and several industrial and commercial service businesses with outdoor storage. The area is bounded on the

north by single-family residential, on the east and south by public open space, and by vacant property to the west across Morton Road Road.

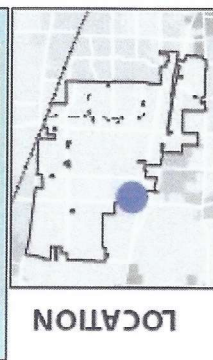
A number of billboards and cell towers exist within this area primarily south of North Avenue.



Current zoning
■ B-3 service district
■ Gary North Avenue corridor overlay district
 Unincorporated parcels



Examples of Existing Uses



LOCATION

Source: Chicago Metropolitan Agency for Planning, 2016.

Key Recommendations

The majority of the parcels located within this key redevelopment area are outside of the Village of Carol Stream but within the Village's planning jurisdiction. The Village should be open to potential development proposals in this area and consider potential annexations as they come forward. Future land uses in this area should be

considered flexible, either commercial, residential, or industrial depending upon market realities and developer proposals. This concept illustrates a retail node centered upon the intersection of North Avenue and County Farm road through both parcels identified for future retail and a circle meant to depict a possible

larger retail development. Future development for either retail or industrial will depend upon parcel consolidation.

Although North Avenue is not envisioned to be a pedestrian friendly street, the intersection with County Farm road should include pedestrian

crosswalks, pedestrian signage, a refuge area for pedestrians/bicyclists unable to cross the street in a single light change.

Access and egress points (curb cuts) along North Avenue should be minimized to improve circulation and flow.



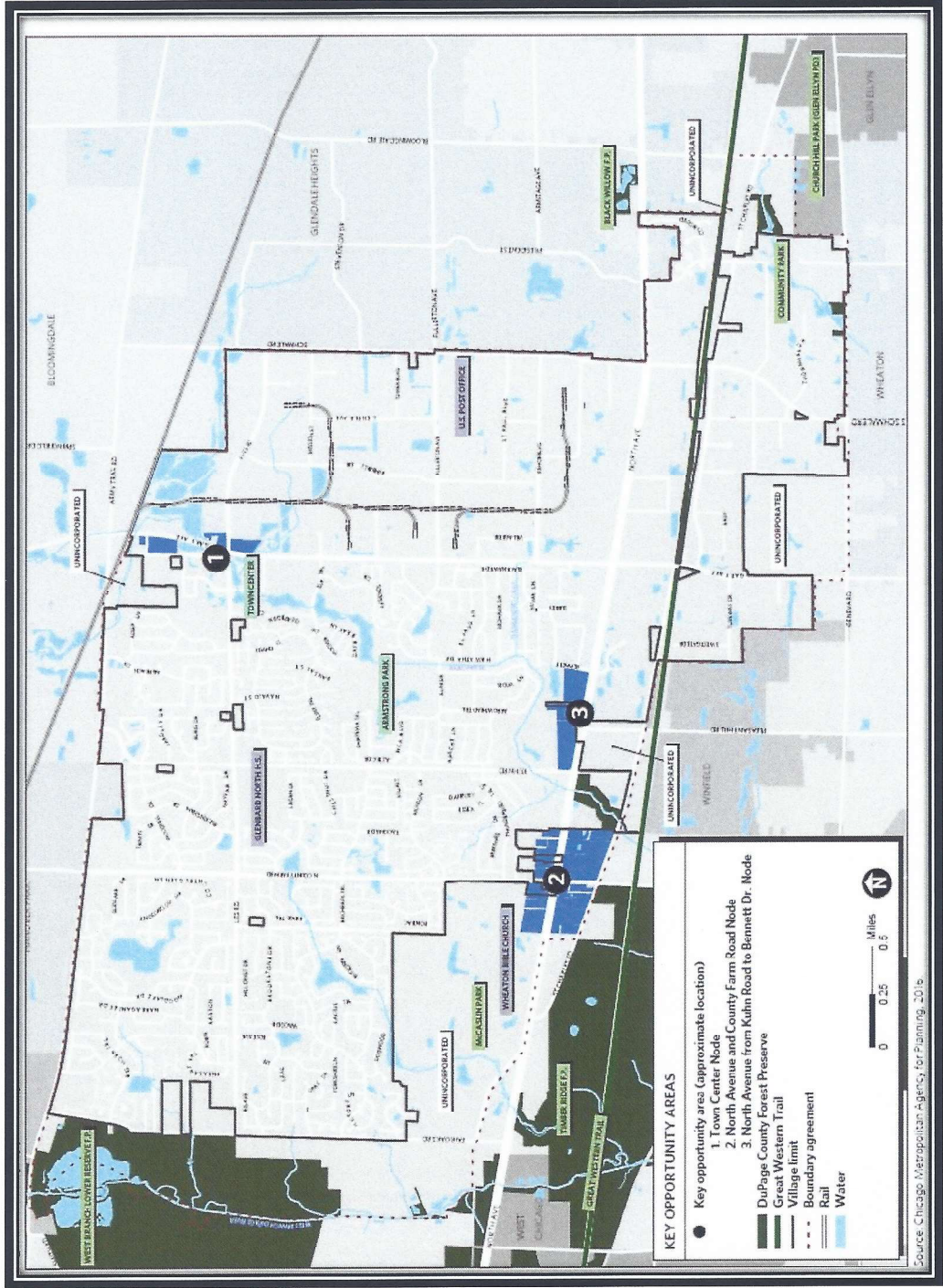
Legend

- Corridor commercial/retail is illustrated to show the approximate area that retail is appropriate, however, this can change based upon developer proposals and parcel consolidation. Although specific parcels are identified, the circle represents how the amount of retail can change based upon market feasibility.
- Active industrial uses can include light industrial, or office headquarters for an industrial/business.
- Single family uses include townhomes, duplex, and triplex.
- Improved intersection to include more highly visible pedestrian crossings and refuge area within the North Avenue median.
- Existing signalized intersections
- Improved buffering
- Minimize curb cuts
- Study area
- Current Village boundary shows most of the areas being unincorporated.

Source: Chicago Metropolitan Agency for Planning, 2016.

It is important to note that these illustrations are only concepts and do not commit the Village or developers to this future reality. In addition, the numerical ranges of physical dimensions, building footprints, facades, parking design, and all other details should be decided upon at the time of development. Though these illustrations can be a guide and reflect the desired character of the subareas, they are subject to change.

Please visit the Village's website at www.carolstream.org to view the 2016 Comprehensive Plan in its entirety. For further information, contact the Community Development Department at 630.871.6230 or communitydevelopment@carolstream.org.



Active/Pending Retail Projects

Casey's – NE Corner Gary Avenue & Lies Road

12 pump, 4,400-s.f. fueling station and convenience store



Belle Tire – 490 Main Place

10-bay, 9,800-s.f. automobile repair facility

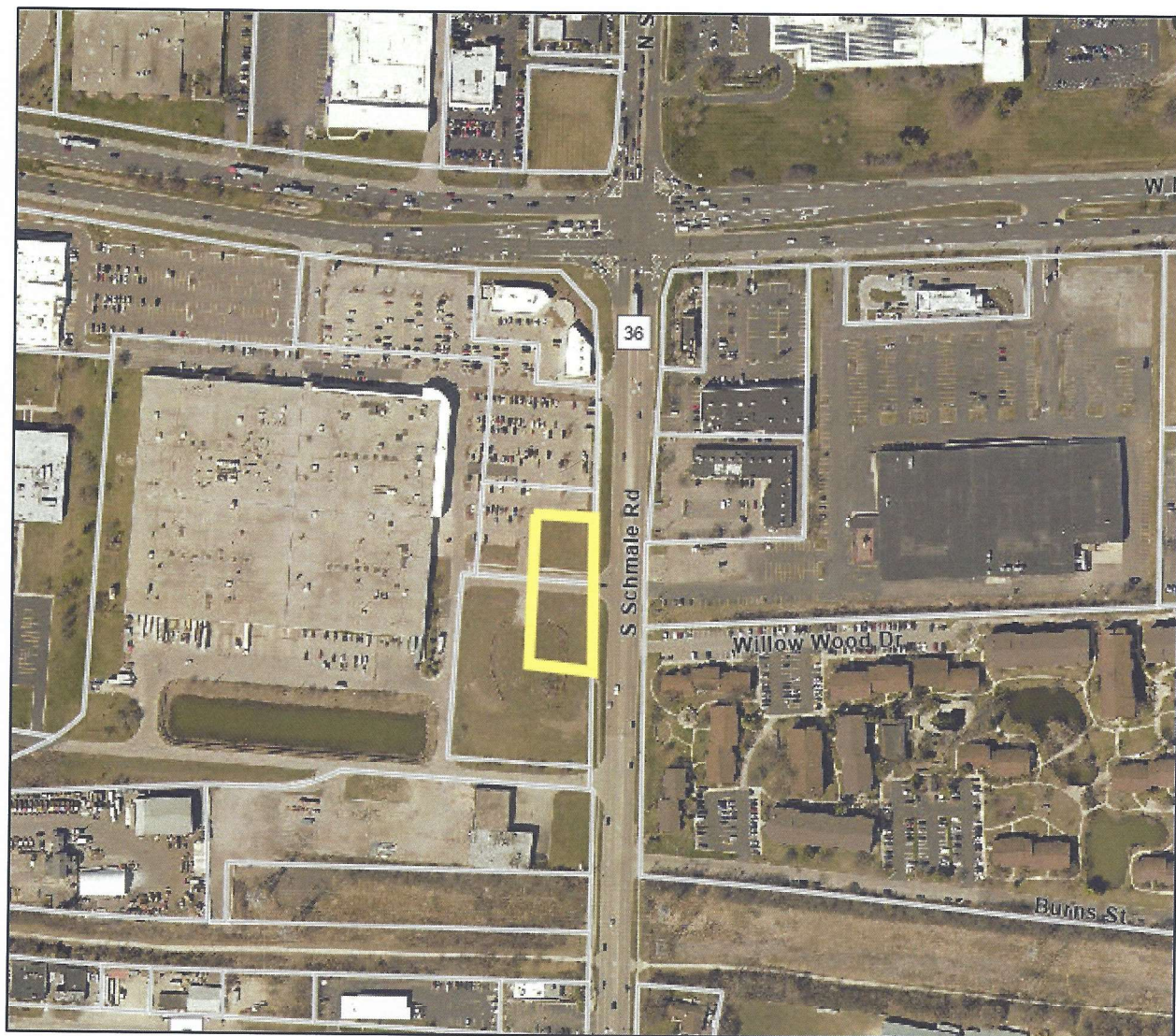


Speedway 7-Eleven – SE Corner North Avenue and County Farm Road

5,000-s.f. Speedway fueling station, 7-Eleven convenience store, separate diesel fueling



Chipotle/Buffalo Wild Wings – Carol Stream Marketplace (SW Corner North Avenue & Schmale Road)



REPRESENTATIVE LIST OF CLIENTS

MAJOR DEVELOPERS AND OWNERS

U.S.X. Realty Development Corp.
Simon Property Group, Inc.
The Rouse Company
Upland Industries (Union Pacific RR)
Corrigan Properties, Inc.
Merrill Lynch Realty
Hamilton Partners
Gerald D. Hines Interests
Forest City Enterprises
Western Development Corporation
Birtcher Realty Advisors
Avatar Properties, Inc.
CMC Heartland Partners
The Harlan Group
Steiner + Associates, Inc.
McCaffery Interests, Ltd
Aetna Investment Group
Red Seal Development
Teachers Insurance and Annuity Assoc.
Metropolitan Real Estate Co.
Trammell Crow Company
Westfield Corporation
Unocal Corporation

CITIES

New York, New York
Brookfield, Wisconsin
Madison, Wisconsin
Milwaukee, Wisconsin
West Bend, Wisconsin
San Antonio, Texas
Charleston, West Virginia
Cleveland, Ohio
Boston, Massachusetts
Denver, Colorado
Lawrence, Kansas
Olathe, Kansas
Manhattan, Kansas
Addison, Illinois
Arlington Heights, Illinois
Barrington, Illinois
Bensenville, Illinois
Chicago, Illinois
Franklin Park, Illinois
Glen Ellyn, Illinois
Glenwood, Illinois
Highland Park, Illinois
Joliet, Illinois
Northbrook, Illinois
St. Charles, Illinois

MAJOR RETAILERS

Marshall Field & Company
Saks Fifth Avenue
Sears, Roebuck & Company
J.C. Penney Company
Montgomery Ward & Company
Macy's
Marshalls
The Jewel Companies
Cub Foods
F.A.O. Schwarz
John Wanamaker Company
Dayton Hudson Company
Neiman Marcus
Meijer
Target
Wal-Mart
Woodman's Food Markets

INTERNATIONAL RETAILERS

Escada House of Fashion
El Puerto de Liverpool
Fabricas de Francia
Capitol Supermarkets

FINANCIAL ORGANIZATIONS

Bank America
Crédit Agricole
First National Bank of Chicago
Harris Trust & Savings Bank
Northern Trust & Savings Bank
Illinois National Bank
United Realty Bank
G.E. Capital Corp.
First National Bank of Ottawa, Illinois
Heller Financial
Household Commercial
The RREEF Funds
Huizenga Capital Management

RESTAURANTS/FAST FOOD

Lettuce Entertain You Enterprises
Schwartz Brothers
Levy Enterprises
Restaurant Associates
Arby's
Sir Walter Raleigh Inns
Shoney's
Friendly's
Pepe's

REPRESENTATIVE LIST OF CLIENTS

CITY OF CHICAGO PROJECTS

Neighborhood Needs Analysis-
All of Chicago's Neighborhoods
Analysis of over 25 Business Districts
Industrial Park Development Analysis
Potential for a New Stadium
Mayor's Special Projects
Waste Resource Recovery Analysis
O'Hare International Airport Expansion
Housing Development on Urban
Renewal Properties
Objectives Analysis-Economic
Development Commission
Analysis of Property Disposition-
Chicago Board of Education
Navy Pier-Metropolitan Pier and
Exposition Authority

MANUFACTURERS/PRODUCERS

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

INTERNATIONAL INVESTMENT FUNDS

Ivanhoe, Inc. (Steinbergs of Canada)
Coast Investment & Development
Company-Kuwait
Merrill Lynch Capital Markets

HOTELS

Baymont Inn
Hyatt
Sheraton
Holiday Inn
Marriott
Embassy Suites
Days Inn

RESTAURANTS/FAST FOOD (Continued)

Burger King
Piccadilly Cafeterias
Oogie's Restaurants
Steak and Stein
Brennan's
Branmor's Grill
Marriott Corporation
Popeye's
Hardee's
Pizza Hut
Wendy's

SPECIAL

Ziebart
National Restaurant Association
International Council of
Shopping Centers
Fitness Management Corp.
Catholic Archdiocese of Chicago
Illinois Masonic Medical Center
Ameritech
Chicago Cubs
U.S. Postal Service
Illinois Law Enforcement Commission
Santa Fe Railroad
United Parcel Service
Chicago Northwestern Railroad
Hammond Railroad Consolidation
Project

STATES

IL Dept. of Transportation
IL Capital Development Board
IL Dept. of Commerce and
Community Affairs
Iowa Dept. of Transportation
IN Dept. of Transportation
MI Dept. of Transportation
WI Dept. of Transportation

WATERFRONT PROJECTS

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

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