



The Shopping District

Business Development Committee Meeting

No June meeting held

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

Staff: Tighe

1. Retention and growth

- a. Tighe is working with Lyft on a rebate program. She is waiting to get contract back from Lyft's legal counsel.

2. Tenant recruitment process

- a. CC Consulting continuing to follow up with retailers from ICSC meetings and also is reaching out to retailers on the BSD target retail list.

NEXT MEETING: Thursday, July 25, 2019 at 8:30 AM

2019-20 Budget: \$100,000

Remaining after July vouchers: \$93,184

apparel 1			25,000	Wants site plans	
Bakery 1				Not responsive	
Bookstore 1	Initial Contact			Retailer coming to Bham in June for tour.	
Children's apparel 1	Dismissed			not adding stores	
children's store 1	Dismissed				
Contemporary men's and women's apparel				Only have overseas real estate department at this time	
cosmetics 1		Boutique		Wants site plans	
cosmetics 2				Determining contact	
cosmetics 3				Jim Bieri toured tenant	
Dart bar		Michell' space		Sent site	
Denim apparel 1				Determining contact	
Designer resale 1		Boutique		wants site plans	
Designer resale 2		Boutique		Wants site plans	
Electronics 1	Initial Contact	1500-1800		Ingrid met at ICSC NYC - retailer looking at 2020 expansion opportunities. Wants site plans	
Electronics 2	Dismissed				
Electronics 3		Boutique		wants site plan	
Eyeglass 2	Send sites			New real estate rep. send sites	
Furniture 5				Spoke to broker- send sites	
Furniture 1	Initial Contact	Boutique		wants site plan	
Furniture 2				Project announced	
Furniture 3				Met with Real Estate Rep/CEO RECON Send Sam site	
Furniture 4				Send sites part of QVC	
Furniture 6				Send sites part of QVC	
Furniture 7	Dismissed				
Home goods 1				Determining Contact	
Ice Cream 1	Initial Contact			wants site plans	
Kids enrichment	Dismissed				
Lingerie	Dismissed			No interest in Birmingham	
Luxury fashion 1				Determining contact	
Luxury fashion 2				Determining contact	
Luxury fashion 3				Determining contact	
Luxury fashion 4				Determining contact	
Luxury fashion accessories 1	Initial Contact			email and telephone follow up	
Luxury leather goods				Determining contact	
Luxury women's shoes				Determining contact	
Men's apparel 1	Dismissed			retailer not interested in expanding in our market at this time. Buxton provided replacement retailer for our list.	
Men's apparel 2	Initial Contact	Open		Wants site plans	
Men's apparel 3	Initial Contact	3500		wants site plans	
Men's apparel 4	Initial Contact			email and telephone follow up, not responsive but will keep trying	
Men's apparel 5				Too close to Somerset	
Men's shoes 1	In discussions	1500-1800		Wants site plans	
Online Activewear				Determining contact	

online candy				Sending site	
Online Clothing 1				Determining contact	
Online Clothing 2				Determining contact	
Online cosmetics				Determining contact	
Online cosmetics 1				Sending sites	
Online cosmetics 2				Determining contact	
Online Dorm room				Determining contact	
Online furniture				Spoke to real estate rep and not sure of MI- will keep in touch	
online goods				Determining contact	
Online gown and dress rental				Determining contact	
Online Luggage				determining contact	
Online men's clothing 1		Dismissed			
Online men's suits				Determining contact	
Online purses				Determining contact	
Online shoes 1				Determining contact	
Online skincare 1				Determining contact	
Online Women's Clothing 1				Determining contact	
Online Women's Professional Clothing				Determining contact	
Online Women's shoes				Determining contact	
Outdoor clothing 1		In discussions	Early 2019	Retailer interested in locating in BSD, Retailer interested in buying building.	
Outdoor clothing 2		Dismissed	2019	Met at ICSC. Retailer evaluating information provided and BSD will follow up for follow on meeting.	
Shoes 1		Initial Contact		Real estate rep left, need new contact	
Tween fashion 1				No expansion	
Women and men's apparel 4			1800-2000	Wants site plans	
Women's and men's apparel 1				No interest in Birmingham	
women's and men's apparel 2				wants site plans	
women's and men's apparel 3			Boutique	wants site plans	
Women's apparel				In touch with broker	
Women's apparel				All DC Stores	
Women's apparel 1		Initial Contact		Not responsive, but will keep trying	
Women's apparel 2		Initial Contact	1500-1800	Wants site plans	
Women's apparel 3		Sending sites	2500	Needs 24 feet width. Wants site plans	
Women's apparel 4		Dismissed		email and telephone follow up	
Women's apparel 5				Determining contact	
Women's Apparel 6				Determining contact	
Women's apparel 7				Determining contact	
Women's apparel 8			2800	wants site plans. 30' frontage, co-tenancy Hugo Boss, Bonobos, Sephora, Tory Burch, Sandro, Theory	
Women's apparel 9			Boutique	wants site plans	
Women's apparel and accessories				Determining contact	
Women's athletic apparel 1		Dismissed		retailer not interested in expanding in our market at this time.	
Women's contemporary apparel					
Women's jewelry 1		LEASE SIGNED	Summer 2019	Lease signed for 123 West Maple (former Art Loft space). Working on build out and aiming to open summer 2019.	

Women's jewelry 2	In discussions	1400	2019	Opened first store in MI. Retailer evaluating Bham, Ann Arbor & Detroit as possible locations in 2019. Met at ICSC NYC. Can't expand in Birmingham due to naming issues
women's men's apparel				

KEY:

	LEASE SIGNED
	WARM PROSPECT
	RETAILER NOT INTERESTED

SCHEDULED TO OPEN/MOVED/CLOSED IN LAST 12 MONTHS

JULY 2019

Office Occupancy Rate 87%

Retail Occupancy Rate 96%

Name of Business	Property Address	Street Name	Notes	Date of notification	Scheduled to Open/Moved/Closed/Opened in last 12 months
ABC Vintage	154	Maple Road, West	Apparel	5/24/2019	Scheduled to open
Spitz-n-Blitz	230	Merrill Street, East	Food Specialties	5/16/2019	Scheduled to open
fab'rik	123	Maple Road, West	Womens Apparel	4/25/2019	Scheduled to open
The Morrie	260	Old Woodward, North	Restaurant	4/1/2019	Scheduled to open
Hans Power & Water	239	Pierce Street	Water appliance	4/1/2019	Scheduled to open
Seven Daughters	163	Maple Road, West	Coffee roaster	4/1/2019	Scheduled to open
Essential Nails	282	Maple Road, West	Salon/Spa	4/1/2019	Scheduled to open
Pernoi	310	Maple Road, East	Restaurant	2/26/2019	Scheduled to open
DiMaggio Fine Art & Jewelry	175	Maple Road, West	Jeweler	3/8/2019	Scheduled to open
R. Collective	383	Hamilton Row	Salon/Spa	2/5/2019	Scheduled to open
PRS Wireless	222	Merrill Street, East	Wholesale	12/21/2018	Scheduled to open
Luxury Bridal Rack	700	Old Woodward, North	Bridal	11/12/2018	Scheduled to open
ecoATM	685	Maple Road, East	Cash for old electronics	8/10/2018	Scheduled to open
Nalu	887	Maple Road, East	Salon/Spa	6/20/2019	Opened
Moosejaw	284	Maple Road, West	bikes	4/19/2019	Opened
willow and fernn	528	Old Woodward, North	Womens Apparel	3/15/2019	Opened
Petite Cabane	205	Maple Road, East	Childrens Apparel	3/15/2019	Opened
Verizon	135	Old Woodward, South		4/13/2018	Opened
110 Couture	110	Old Woodward, South	Womens Apparel	12/1/2018	Opened
Hazel Ravines & Downtown	34977	Woodward Avenue	Dining	11/5/2018	Opened
Untied on Woodward	223	Old Woodward, South	Mens Apparel	11/5/2018	Opened

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Kybun Joya Shoes	286	Maple Road, West	Shoes	11/2/2018	Opened
Anna Castaldi	245	Maple Road, West	Apparel & Accessories - Women	10/15/2018	Opened
Tomatoes Apizza	34200	Woodward Avenue	Neopolitan pizza	8/27/2018	Opened
Adachi	325	Old Woodward, South	Japanese	8/27/2018	Opened
Kaku Sushi & Poke`	126	Old Woodward, South	Dining	8/27/2018	Opened
Dry Bar	137	Maple Road, West	Salon/Spa	8/27/2018	Opened
Beauty Club	327	Hamilton Row	Salon/Spa	8/27/2018	Opened