

DRAFT

# 63rd Street & Cottage Grove Retail Analysis



Prepared for the  
**City of Chicago** Department of Planning & Development  
July 2015

GOODMAN WILLIAMS GROUP  
— REAL ESTATE RESEARCH —





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# 1. Executive Summary

## Introduction

Goodman Williams Group headed a team that was retained by the City of Chicago Department of Planning and Development (DPD) to complete an analysis of the retail potential of 63rd Street near the terminus of the CTA's Green Line station at Cottage Grove in the Woodlawn neighborhood. Specifically, the study focused on 63rd Street between Drexel Avenue on the east and Langley Avenue on the west.

The purpose of this study is to identify opportunities for additional commercial (and possible mixed-use) development at this key South Side intersection. The amount of supportable square footage and initial merchandising strategies are included, as are potential concept plans.

## Methodology

The Goodman Williams Group team included retail expert Todd J. Cabanban and Gingko Planning and Design. The team worked closely with representatives of Preservation of Affordable Housing (POAH), which is redeveloping the former Grove Parc Plaza Apartments along Cottage Grove between 61st and 63rd Streets as part of the Choice Neighborhoods Initiative.

This area of Woodlawn has been the subject of a number of previous planning efforts. As part of this assignment, the team reviewed the following reports:

**LISC Quality of Life Plan.** This 2005 plan sought extensive community input to create a 20-year blueprint for the Woodlawn Neighborhood. The plan calls for balanced redevelopment with new and rehabbed market rate units while also preserving affordable housing.

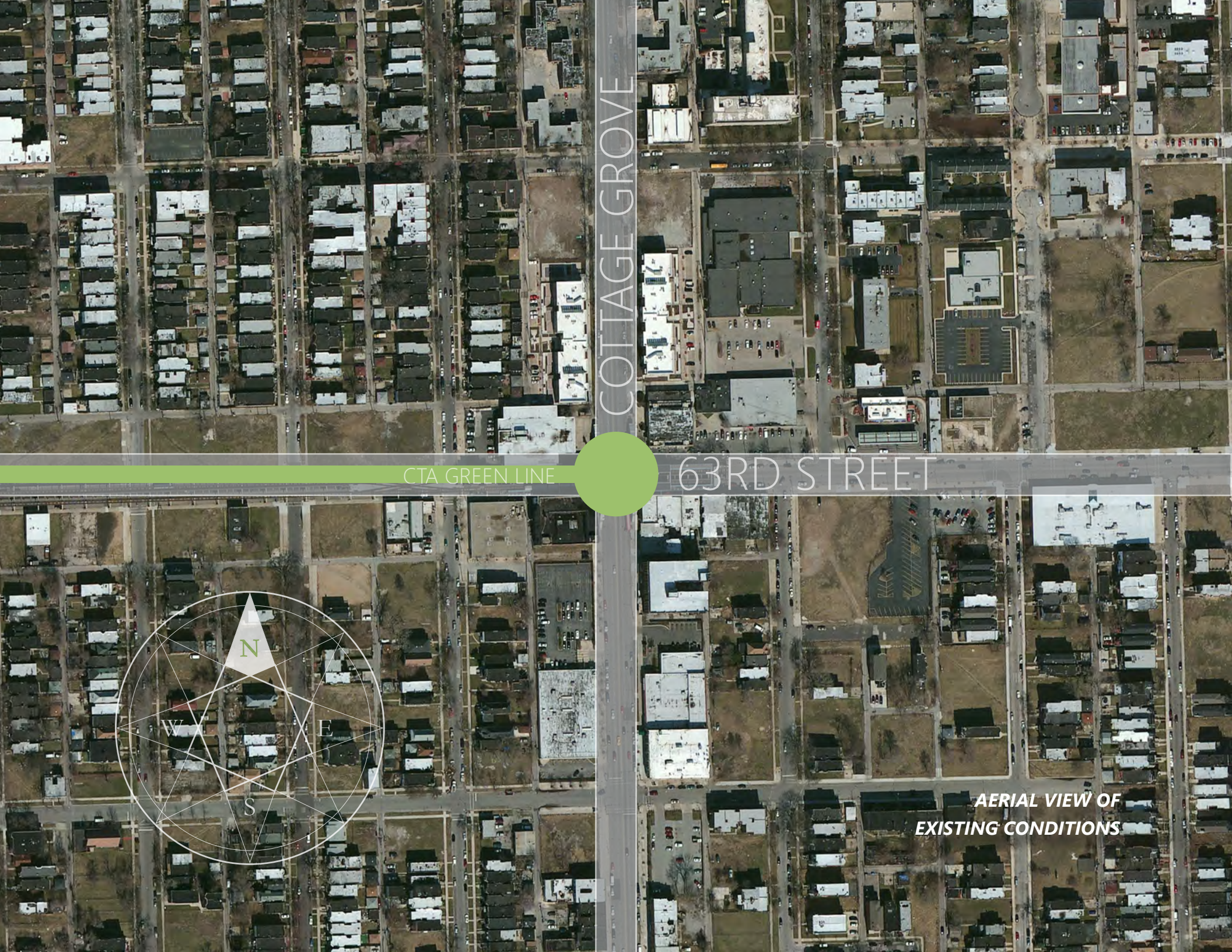
**Strategic Approach to Retail Development at Grove Parc.** This 2008 study by S. B. Friedman helped POAH develop a retail approach for its Grove Parc project, indicating demand for additional retail at 63rd and Cottage Grove.

**Woodlawn Retail Scan.** In 2008, LISC/MetroEdge confirmed demand for additional convenience retail in the Woodlawn community.

**Retail Feasibility Assessment for Grove Parc Apartments.** KHL Retail completed this analysis for POAH in 2009, providing additional market feasibility analysis and potential development costs.

**Grove Parc Redevelopment Grocery Store Demand and Market Analysis.** In 2009, Mallon and Associates analyzed the demand and market potential for a grocery store. They concluded the area could support a new grocery store and discussed 61st and Cottage Grove and 63rd and Cottage Grove as potential locations.

**63rd Street TOD Corridor Study.** In 2014, AECOM completed a concept plan for the area along 63rd street from the King Drive CTA station to the Cottage Grove station.



COTTAGE GROVE

CTA GREEN LINE

63RD STREET



**AERIAL VIEW OF  
EXISTING CONDITIONS**

The Goodman Williams Group team completed field work and research for this study in Spring 2015. The team talked to various brokers, developers, and University of Chicago staff familiar with the Woodlawn neighborhood and recent investments. Public engagement was not included as part of the scope of services of this assignment.

## Market Area Findings

According to DPD, the City and POAH are in discussions with a major grocer to build a new store as part of a 100,000 square foot commercial development on the northwest corner of 61st and Cottage Grove. POAH is also investigating the potential for 6,170 square feet of ground floor commercial space in a new mixed-use development on the southeast corner of the 61st and Cottage Grove intersection. Together this new retail development would anchor the northern end of POAH's Woodlawn development efforts.

The Goodman Williams Group team believes that additional retail development is possible two blocks further south along the Cottage Grove corridor at the 63rd Street intersection. As previous studies have indicated, the Woodlawn neighborhood is indeed underserved

by convenience retail. Nonetheless, attracting significant amounts of new retail will be a challenge and may take several years and further residential and institutional investment in the market area.

Among the assets of the 63rd and Cottage Grove market area are the following:

- New residential development, most notably POAH's projects between 61st and 63rd Streets;
- The 2015 opening of MetroSquash at 61st and Cottage Grove, which aids area youth;
- Additional investments by the University of Chicago, including the South Campus Residence Hall and plans for a new Charter School at 63rd and University;
- The CTA Green Line station, which connects Woodlawn to other south side neighborhoods as well as the Loop;
- Cottage Grove Avenue, from roughly 47th Street south to 67th Street, is emerging as a commercial corridor that links the communities of Bronzeville, Hyde Park, and Woodlawn.

- New commercial development, particularly a grocery store anchor, would also be a major neighborhood asset, although the spin-off effect for additional retail would be primarily on adjacent sites at 61st Street as opposed to 63rd Street.

Despite these assets, a number of challenges remain to attracting retail at 63rd and Cottage Grove, including:

- Real and perceived safety issues near the Cottage Grove Station. Additional lighting planned by POAH may help to mitigate this issue;
- The boarded up Woodlawn Bank Building on the southwest corner;
- The lack of off-street parking;
- Traffic regulations that prevent left turns onto 63rd Street from Cottage Grove;
- The reluctance of many national retailers to open new stores in low-income urban neighborhoods;
- The difficulties local business owners have in obtaining financing.



## Conclusions for the 63rd and Cottage Grove Intersection

Over a number of years and with the inclusion of one or more anchors, up to approximately 45,000 square feet of new convenience retail and service space could be developed on the eastern blocks of the subject intersection. Included in this total is commercial space that is planned for the ground floor of the Woodlawn Station mixed-use development on the northeast corner, as well as potential new space that could be developed on the southeast blocks.

POAH is planning approximately 14,500 square feet on the ground floor of the Woodlawn Station mixed-use development on the northeast corner of the 63rd and Cottage Grove intersection. They are hoping to provide a new space for Daley's restaurant, a local establishment, and space for other retail and service uses.

As Woodlawn Station is developed, additional convenience retail could replace the existing commercial space on the southeast corner. Approximately 19,000 square feet of retail space with off-street parking could be accommodated on the site. An additional 12,000 square feet of retail could be developed one block further east on the City-owned parcel east of Maryland Avenue, particularly if a drug store or coffee shop anchor could take advantage of off-street parking and perhaps a drive-through.

This study provides information on four different merchandising groups that describe the types of tenants suitable for new commercial development at this intersection, either in Woodlawn Station or on the southeast corner. These groupings can be summarized as follows, with specific examples supplied in Section 5:

**Group A.** Local franchisees and businesses currently found in the trade area. Highest probability of securing tenants in a short time frame, typically at low rental rates. Possible uses include local fish or chicken, coin-operated laundry, local cellular dealer, hair salon, or beauty supply.

**Group B.** Tenants who might be looking for an anchor or national co-tenancy. Might take 18-24 months to lease at rental rates typical of new construction in the market. Uses could include a franchise coffee or specialty food operator, fashion, national auto insurance, or medical/dental offices.

**Group C.** Tenants might have successful existing locations in Hyde Park or Bronzeville. Might take 24 months or longer to secure leases at rental rates of new construction in the market. Users might include national quick service restaurants or coffee houses, corporate cellular, or financial institutions.

**Group D.** This group includes well-known local operators who have an established reputation and strong following. A rental subsidy would most likely be required to get them to open another establishment at this location.

These categories are intended to show what the market will support, rather than recommend one group of tenants over another. Indeed, it is possible that future retail at this intersection will include tenants from several of these categories.

The market is not deep enough to support significant additional retail on the Woodlawn Bank building site. The existing building needs to be demolished or renovated. Reportedly, the University of Chicago has expressed some initial interest in the building. An institutional or medical-related use would be appropriate on this site, with the ability to capitalize on its proximity to the adjacent CTA Green Line station.

A successful Cosmo beauty supply store operates on the northwest corner of the intersection, selling a variety of personal and household items. As additional investment occurs on surrounding parcels, they could be encouraged to upgrade their store façade and site.

This report details the retail concepts and types of retailers that could locate to the corner of 63rd and Cottage Grove in the Woodlawn neighborhood of Chicago. The work that POAH and the City have undertaken has set the stage for growth and development at this key intersection. Additional neighborhood-serving retail could succeed at this location, providing its residents with much needed goods and services.



COTTAGE GROVE



2.

# Existing Conditions & Redevelopment Plans

CTA GREEN LINE 63RD STREET



63RD & COTTAGE GROVE RETAIL ANALYSIS 2015

The Study Area is centered at the intersection of 63rd Street and Cottage Grove Avenue. The following image outlines the key opportunity sites in red. Descriptions of existing and planned developments follow.

### Northeast Corner

The northeast corner of 63rd Street and Cottage Grove will be the site of POAH's planned Woodlawn Station mixed-use redevelopment. The previous single-story commercial development on the site featured a mix of tenants including Farmer's Food Basket, Woodlawn Resource Center, Highland Community Bank and Upgrade Pharmacy. The space was largely vacant prior to the start of the building's demolition in June 2015.

POAH retained Gensler to design Woodlawn Station. The redevelopment will include a five-story mixed-use building with 61 one-and two-bedroom apartments. A separate building with 15 walk-up three bedroom apartments will be built on the eastern portion of the site facing Drexel. A total of 44 parking spaces will be provided for residents. The ground floor is programmed for approximately 14,500 square feet of ground floor retail, with primary frontage along 63rd Street.

### Southeast Corner

The southeast corner of 63rd Street and Cottage Grove is developed with one-story and two-story buildings that are in relatively poor condition. Current tenants include Daley's Restaurant, a liquor and beauty supply corner store, a check cashing facility, and a cellular and computer repair business. East of Maryland Street on the south side of 63rd Street is a vacant 1-acre site that is owned by the city.

### Southwest Corner

The southwest corner of the intersection is occupied by the vacant Woodlawn Bank Building. Rainbow Shops at one point occupied the ground floor, but the space is

vacant and boarded up. The 0.3 acre site has a significant tax liability and the City is in the process of investigating the building's condition and whether the structure is salvageable. As it stands now, the current structure is a blighting influence on the subject intersection.

### Northwest Corner

The northwest corner of 63rd Street and Cottage Grove is occupied by Cosmo Beauty, Food and Clothing, an active retailer serving the area. Additional parcel information for 63rd and Cottage Grove and adjacent parcels is shown in more detail in the ownership table below.

## 63rd and Cottage Grove Parcel Information

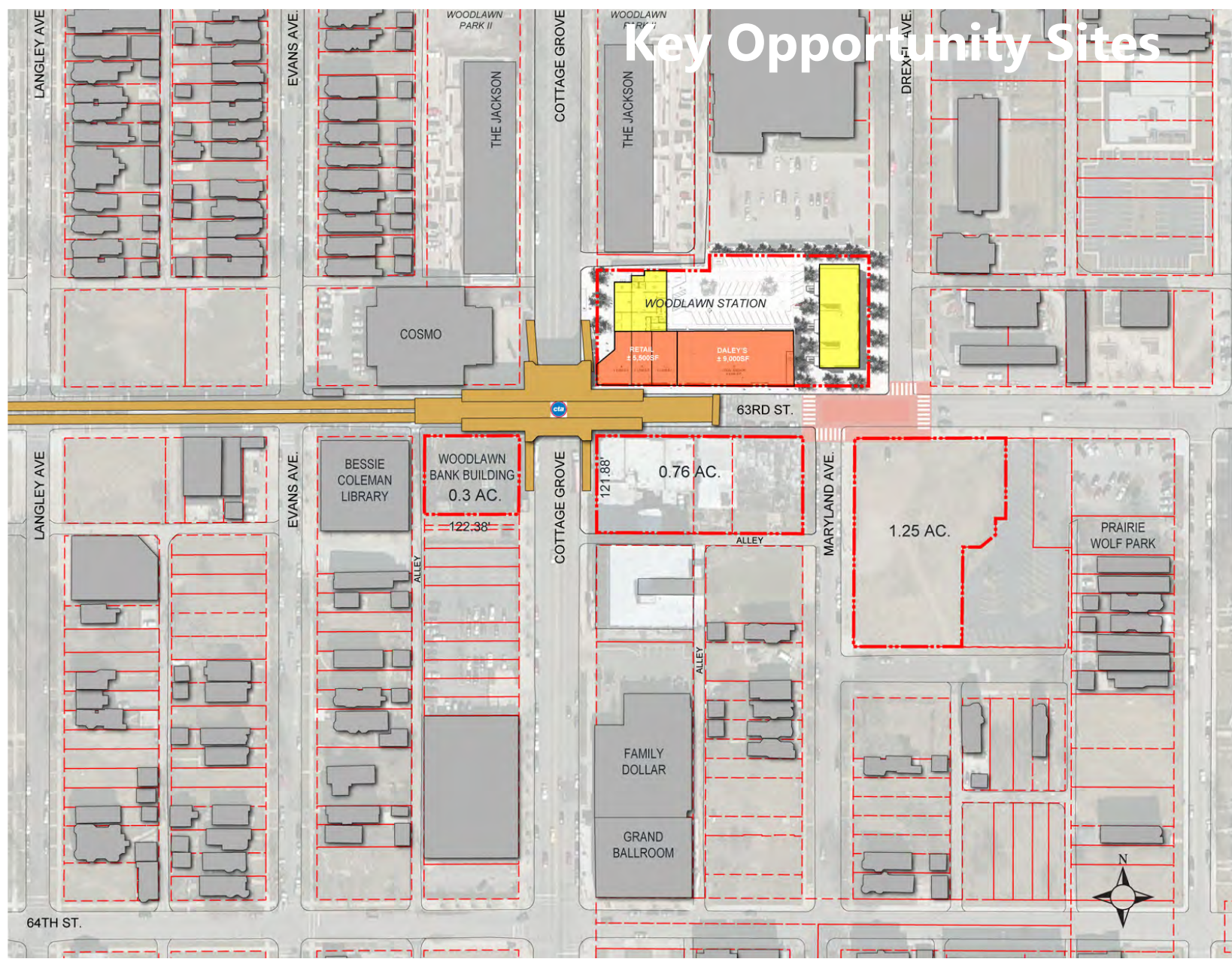
Site	Address	Parcel Numbers	Owner	Lot Size SF
Woodlawn Station	6251 S Cottage Grove	20-14-313-020-0000	POAH	74,893
SEC	801 E 63rd Street	20-23-100-003-0000	George Kyros	15,625
	813 E 63rd Street	20-23-100-002-0000	George Kyros	6,250
	817 E 63rd Street	20-23-100-001-0000	Palm Realty Company	11,375
Maryland Site(s)	839 E 63rd Street	20-23-101-039-0000	City of Chicago*	45,256
	841 E 63rd Street	20-23-101-036-0000	915 E 63rd Street LLC	23,326
	857 E 63rd Street	20-23-101-038-0000	915 E 63rd Street LLC	6,872
	6300 S. Drexel Avenue	20-23-101-047-0000	915 E 63rd Street LLC	13,262
Woodlawn Bank Building	6300 S. Cottage Grove	20-22-207-020-0000	Woodlawn Comm. Dev Corp	12,200
NWC	6250 S Cottage Grove	20-15-423-034-0000	S&J Properties	32,556

Source: Cook County Clerk; Cook County Property Tax Portal

\* According to conversations with Department of Planning and Development



# Key Opportunity Sites





## POAH's Redevelopment Efforts

The stretch of Cottage Grove just north of the 63rd and Cottage Grove intersection has seen significant residential redevelopment in recent years. In 2008, Preservation of Affordable Housing (POAH) acquired the Grove Parc Plaza Apartments, a twelve-acre site, centered along Cottage Grove between 61st and 63rd Streets, with 504 units of Section 8 housing. In 2011, a team that included POAH and the City of Chicago received a HUD Choice Neighborhoods Initiative Implementation Grant in the amount of \$30.5 million. Since this designation, POAH has been replacing obsolete and distressed units with new and renovated housing on South Cottage Grove Avenue, between 61st and 63rd Streets. POAH's plans include the following projects:

- The Grant: 3-story residential with 33 total units (complete)
- The Jackson: 3-story residential with 67 total units (complete)
- The Burnham: 5-story senior residential with 65 total units (under construction)
- Woodlawn Park II: 4-story market-rate residential with 44 total units (2016 start)

POAH's plans envision neighborhood-serving retail at the corners of 61st and Cottage Grove as well as 63rd and Cottage Grove, effectively "book-ending" the residential development and contributing to its broader vision of a choice neighborhood.

The 3.5 acre site at the northwest corner of 61st and Cottage Grove is envisioned as a 100,000 square foot grocery-anchored shopping center. Residents in Woodlawn have limited access to a supermarket, and numerous studies have demonstrated market support for a grocery-anchored

center at this site. Discussions were initiated with Mariano's in early 2015.

The southeast corner of the intersection of 61st and Cottage Grove is proposed for a mixed-use development, with 24 residential units and over 6,000 square feet of new retail space. POAH is considering acquisition of the site to the east to allow for additional mixed-use development.

### MetroSquash Academic and Squash Center

MetroSquash Academic and Squash Center (6100 S. Cottage Grove) opened a new \$6.5 million facility at the southeast corner of 61st and Cottage Grove in early 2015. The privately-funded non-profit seeks to promote academic achievement and healthy lifestyles through squash and wellness programs. The project was made possible through partnership with

community and institutional sponsors including the University of Chicago, POAH, US Squash Association, and various foundations. More than 300 neighborhood youth are expected to participate in the academic and athletic programming at this location.

### University of Chicago

The University of Chicago has efforts underway to revitalize its South Campus located south of the Midway Plaisance. Future interactions are likely to increase between University of Chicago students, faculty, staff, and visitors, and residents of the Woodlawn community.

In addition to its campus facilities, the University of Chicago is working in partnership with organizations in the community of Woodlawn. As affiliates of U of C, the Sonia Shankman Orthogenic School and Hyde Park Day School

opened a new joint facility in 2014 on the northeast block of 63rd and Ingleside Avenue. The schools serve the Woodlawn community through therapeutic treatment for students with emotional issues and those with learning disabilities.

The University of Chicago Charter Schools' Woodlawn Campus is planning to relocate from its existing facility at 6420 S. University Avenue. Initial plans called for expanding at that site, but now they are seeking to build a new school on the vacant site one block north at 63rd and University Avenue. The new school is projected to cost \$29 million, and could be open as early as 2017. Enrollment at the new charter school, encompassing grades 6th - 12th, could increase from 650 to 750 students.

Additionally, the University recently launched an initiative to work with Woodlawn-based Sunshine Enterprises to assist local businesses.



The new partnership will help Sunshine Enterprises, which currently serves about 50 small businesses, increase its reach to as many as 100 businesses in the first year and 200 by 2016.

### CTA Green Line

The CTA elevated train Green Line East Branch terminates at 63rd and Cottage Grove. In 2014, more than 438,000 people used the 63rd and Cottage Grove rail line station. This number has held since 2007, with a spike to nearly 575,000 people in 2013.

CTA recently announced that Liquids 1, a fresh juice bar, is expected to open its second south side location at this station.

The station location presents both an opportunity and a challenge to additional retail development. The elevated tracks that travel along the middle of 63rd Street from S. King Drive to Cottage Grove are noisy and prevent full daylight from reaching the sidewalk, hindering the pedestrian street experience. The tracks also heighten the perception that the area is unsafe. POAH is planning to address this issue by installing and replacing light fixtures at the stations of 63rd Street and S. King Drive and 63rd Street and Cottage Grove.

Additionally, the stairs to the elevated tracks extend north and south of 63rd Street on Cottage Grove. Future commercial development will need to ensure that signage is visible and entryways are clearly accessible.

### Average Daily Traffic Counts

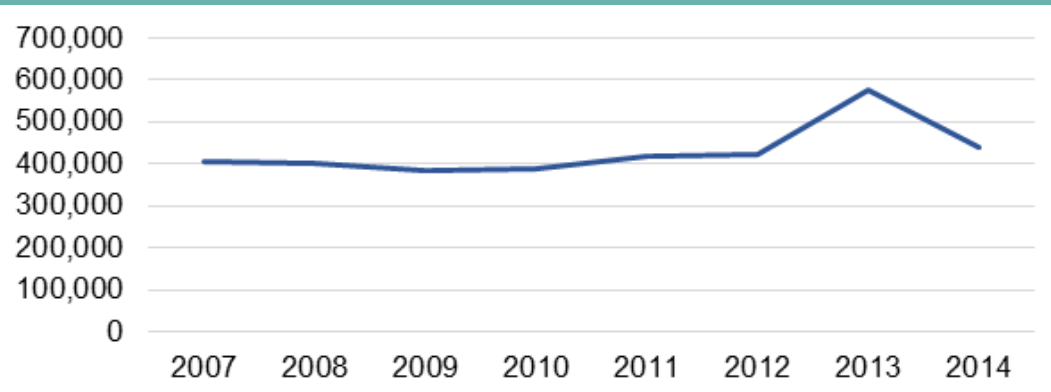
The Illinois Department of Transportation (IDOT) publishes Average Daily Traffic (ADT) volumes for key roads. This information allows retailers to better understand how many cars would pass by the intersection of 63rd and Cottage Grove. In 2014, the ADT north of the intersection on Cottage Grove was 12,900 cars. The ADT east and west on 63rd around the intersection with Cottage Grove was 8,000 cars.

Currently, no left hand turns are allowed for vehicles traveling south on Cottage Grove turning east onto 63rd Street. The Chicago Department of Transportation should be encouraged to review this policy to support new retail development along 63rd Street.



Existing CTA Station and elevated tracks

### CTA Green Line East 63rd Street and Cottage Grove, Annual Total Entries, 2007-2014



Source: CTA Annual Ridership Reports

# 3.

## Analysis of Neighborhood-Serving Convenience Trade Area

To analyze the types of businesses and amount of space that could be supported at the intersection of 63rd Street and Cottage Grove, Goodman Williams Group determined an appropriate trade area for convenience retail and neighborhood services, the most likely types of businesses that would locate here. The boundaries of the trade area are S. Stony Island Avenue to the east, E. 67th street to the south, S. Calumet to the west and E. 60th/61st to the north. This trade area was also used in the 2008 retail study by LISC/ Metro Edge.

### Demographics

The 2015 population in the trade area is estimated to be 23,269, a slight increase from the 2010 Census, but below the population reported in 2000. Median household income is \$21,084, considerably lower than the City of Chicago average of \$45,319. Eighty-nine percent of the population is African-American.

ESRI estimates a total of 12,153 housing units in the trade area, 21.8% of which are vacant. Of the occupied units, 84% are renter-occupied and only 19.1% are owner-occupied. Foreclosure filings for the Woodlawn Community Area were at a peak in 2008 and have declined steadily since then.



Map Scale: 1:12,500

Map Produced by Goodman Williams Group  
Based on Field Work March 20

From 2008-2014 a total of 1,830 foreclosures were filed according to the Woodstock Institute, contributing to the high vacancy rate.

## Existing Businesses and Institutional Uses

Goodman Williams Group conducted field work in March 2015 to identify existing businesses within the trade area. The complete inventory is included in the Appendix to this report and the map on page 15 identifies their locations.

A summary of the retail uses is in the chart on page 16. The commercial and institutional uses are clustered along the north-south arteries of S. Martin Luther King Drive, Cottage Grove, and Stony Island. There are also nodes of development at 63rd and Cottage and 63rd and S. King Drive.

To better understand the existing supply, the businesses and institutional uses were grouped into the categories listed below and shown in the accompanying chart on page 15:

- Auto related businesses;

- Food services and drinking places;
- Hotel/motel;
- Institutional;
- Retail stores; and
- Services

**Service-based businesses** comprise 33% of the existing business in the trade area. These businesses include child care, hair salons, and check-cashing stores. **Institutional uses**, such as churches, community centers, and schools, are also heavily represented in the community, comprising 24% of the existing establishments.

### Woodlawn Trade Area Demographics Trends

Summary	2000	2010	2015	2020 Estimates*	Change 2000- 2015	% Change 2010- 2015	% of 2015 Total
Total Population	26,854	23,014	23,269	23,582	-15%		
Total Households	10,168	9,283	9,506	9,691	-7%		
Vacant Housing Units	1,702	2,568	2,647	2,651	36%		
Total Housing Units	11,870	11,851	12,153	12,342	2%		
Average Household Size		2.37	2.34	2.32			
<b>Household Characteristics</b>							
Family HHs		5,254	5,327	5,402			
Median Age		31	32.1	33			
Median Household Income			\$21,084	\$24,655			
Average Household Income			\$34,603	\$38,966			
<b>Population by Race</b>							
Population Reporting One Race							
White		1,348	1,419	1,500	5%		6%
Black		20,717	20,712	20,730	0%		89%
American Indian		35	34	34	-3%		0%
Asian/Pacific Islander		390	469	565	17%		2%
Some Other Race		103	120	141	14%		1%
Population Reporting Two or More Races		421	516	612	18%		2%
<b>Total Hispanic Population</b>		421	507	615	17%		2%

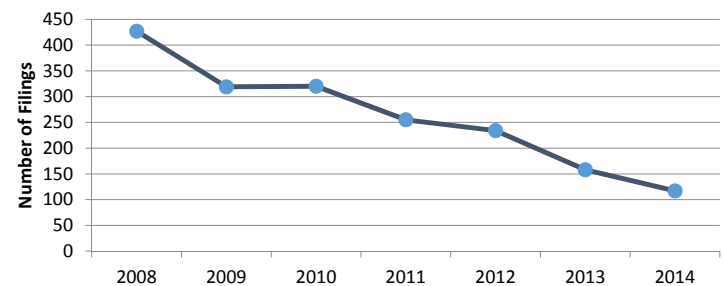
Source: ESRI Business Analyst

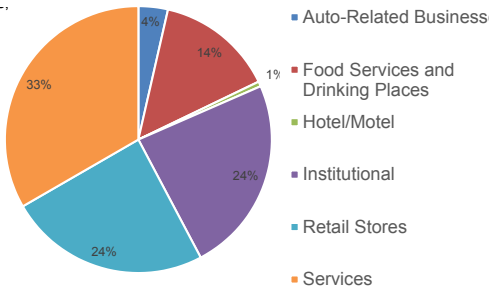
### 2015 Housing Units in the Trade Area by Occupancy Status and Tenure

	Count	Percent
Total Housing Units	12,153	
Occupied Housing Units	9,506	78.2%
Owner-Occupied	1,815	19.1%
Renter-Occupied	7,991	84.1%
Vacant Housing Units	2,647	21.8%

Source: ESRI Business Analyst

### Foreclosure Filings in Woodlawn



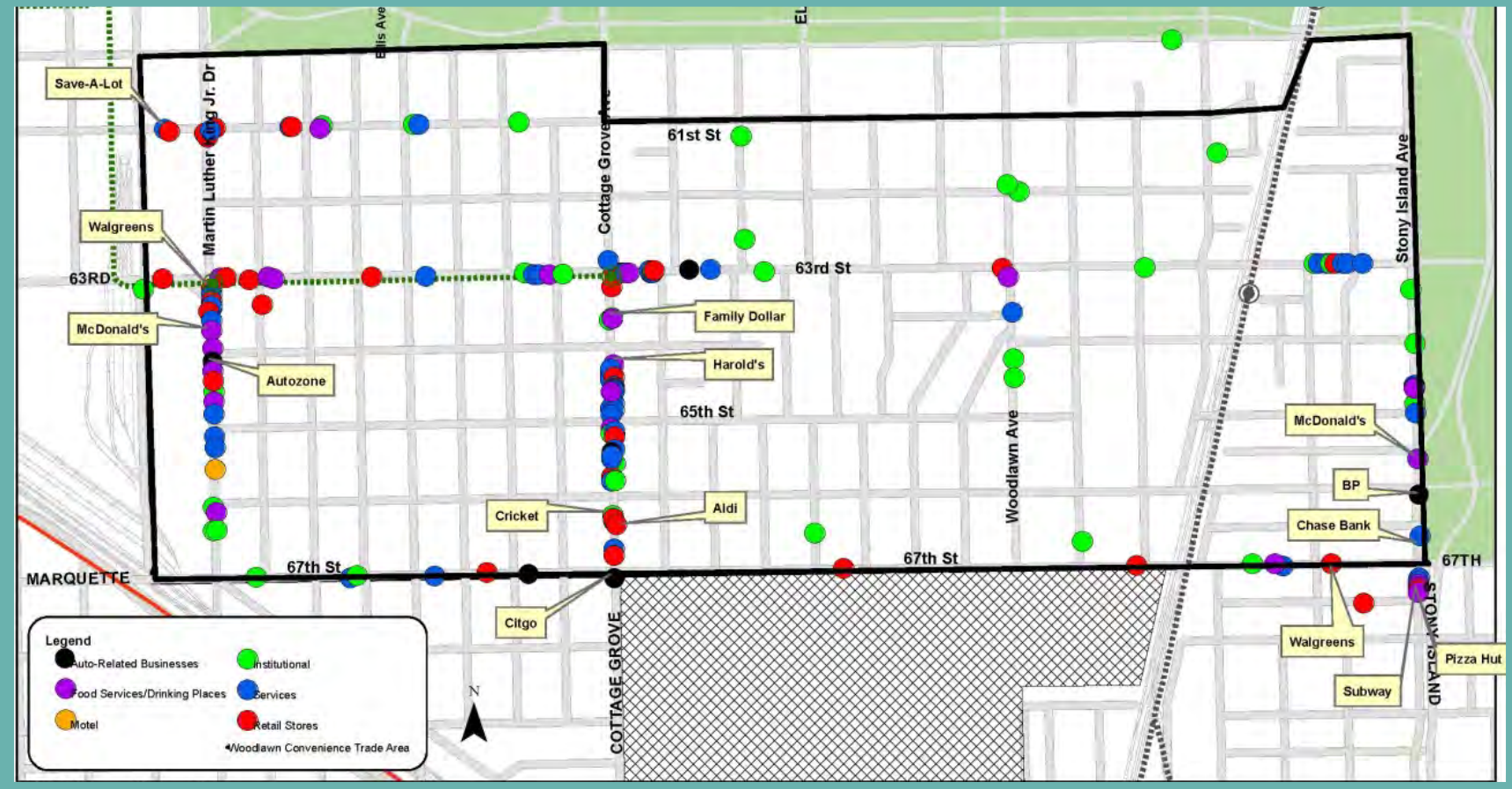


## Retail Uses in the Trade Area

Retail uses represent only 24% of the local businesses in the trade area. The table below further breaks out the retailers located in this trade area.

Nearly half of the retail establishments in the trade area are food and beverage stores. The general merchandise stores consist of 13% of the retail market, largely comprised of dollar stores and other discount retailers. Health & Personal Care stores make up 13% and are exclusively beauty supply stores.

## Existing Commercial & Institutional Uses



## Leakage Analysis

One analytic tool used to identify possible retail opportunities within a market area is a calculation of the leakage, or gap, between the expenditure potential of households and estimates of actual sales from area businesses. For the purpose of this study, we define the retail gap as the difference between the demand from households residing in the Woodlawn Convenience Trade Area and the estimate of sales from existing Woodlawn stores located in that same area.

A positive number suggests that demand exceeds local supply, indicating that shoppers

are travelling outside of the trade area for these purchases. A negative number suggests that sales (supply) exceed local demand, indicating that stores are attracting shoppers from outside the boundary. Note that this analysis is not a definitive indicator of retail opportunities within the trade area. Successfully recruiting new businesses to an area depends on, among other factors, the character and proximity of competitors or potential competitors, the demographic and socioeconomic makeup of the localized consumer base, vehicular and pedestrian traffic levels, and the availability of suitable land and/or commercial space.

As shown in the accompanying table, the trade area's "retail gap" is estimated at nearly \$82

million. In almost all merchandise categories, local demand from the Woodlawn Trade Area is being spent in stores located elsewhere. This trend is particularly noteworthy in the General Merchandise, Motor Vehicles and Gasoline Stations, and Grocery Stores categories.

Conversely, supply exceeds demand in the Beer, Wine, and Liquor Stores category due to the number of small liquor stores located near the major intersections in Woodlawn. The Food Services & Drinking Places number is skewed by the Special Food Service category, which most likely reflects University of Chicago-related dining establishments located in the Trade Area.

### Summary of Existing Retail Uses 63rd and Cottage Grove Convenience Trade Area

Description of Retail	Number of	
	Establishments	Percentage
Clothing & Accessories	4	10%
Electronics & Appliance Stores	4	10%
Food and Beverage Stores	18	45%
Furniture & Home Furnishings	1	3%
General Merchandise	5	13%
Health & Personal Care Stores	5	13%
Pharmacy	2	5%
Sporting Goods, Hobby, Book, Music	1	3%
<b>Total</b>	<b>40</b>	

Source: Goodman Williams Group, field work March 2015

### Leakage Analysis for Woodlawn Trade Area

Industry Summary	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap
Total Retail Trade and Food & Drink	\$133,759,265	\$41,879,254	\$81,711,004
Total Retail Trade	\$120,213,964	\$27,532,184	\$82,512,773
Total Food & Drink	\$13,545,301	\$14,347,070	-\$801,769
<b>By Category:</b>			
Motor Vehicle & Parts Dealers	\$22,860,237	\$0	\$22,860,237
Gasoline Stations	\$12,048,561	\$2,417,188	\$9,631,373
Furniture & Home Furnishings Stores	\$2,557,954	\$275,324	\$2,282,630
Electronics & Appliance Stores	\$3,061,757	\$222,646	\$2,839,111
Bldg Materials, Garden Equip. & Supply Stores	\$3,504,375	\$163,291	\$3,341,084
Food & Beverage Stores	\$20,407,143	\$13,896,119	\$6,511,024
Grocery Stores	\$18,202,239	\$10,463,300	\$7,738,939
Specialty Food Stores	\$612,887	\$374,669	\$238,218
Beer, Wine & Liquor Stores	\$1,592,017	\$3,058,151	-\$1,466,134
Health & Personal Care Stores	\$11,062,128	\$4,397,980	\$6,664,148
Clothing & Clothing Accessories Stores	\$7,978,904	\$1,965,031	\$6,013,873
Sporting Goods, Hobby, Book & Music Stores	\$2,910,309	\$575,383	\$2,334,926
General Merchandise Stores	\$21,064,503	\$2,110,876	\$18,953,627
Miscellaneous Store Retailers	\$2,589,087	\$1,508,347	\$1,080,740
Food Services & Drinking Places	\$13,545,301	\$14,347,070	-\$801,769
Full-Service Restaurants	\$5,664,968	\$2,266,734	\$3,398,234
Limited-Service Eating Places	\$6,553,068	\$5,791,905	\$761,163
Special Food Services	\$599,598	\$5,739,288	-\$5,139,690
Drinking Places - Alcoholic Beverages	\$727,666	\$549,142	\$178,524

Source: Esri Business Analyst



# 4.

## Cottage Grove Commercial Corridor

Cottage Grove Avenue, from roughly 47th Street on the north to 67th Street on the south, is emerging as a commercial corridor that links the communities of Bronzeville, Hyde Park, and Woodlawn. Earlier planning efforts, including the Cottage Grove Master Plan in 2005, identifies this artery as ripe for major development.

At 47th Street, the mixed-use project Shops and Lofts at 47th was completed in 2014, bringing a Walmart Neighborhood Market to the Corridor. The listing sheet for that project states that the average daily traffic at that intersection totals 31,400 cars.

Additional retail development is pushing south from 47th Street along Cottage Grove. Washington Park Plaza, located at 51st and Cottage Grove was recently purchased by Ascendance Capital, who is planning some improvements and possible re-tenanting at this center.

POAH's plans for a potential grocery store anchor and other retail development at 61st and Cottage Grove would anchor the corridor south of Washington Park. Finally, several successful retail stores are located south of 63rd Street, including Family Dollar and ALDI. The historic Strand Building is currently being redeveloped and will contain ground floor commercial space.

### Comparable Retail and Mixed-Use Developments

Information was gathered on four existing and

planned shopping centers on Cottage Grove and two on the nearby commercial corridors of Stony Island and Halsted Street to identify their tenants and significant characteristics. These profiles include both mixed-use developments and single-story retail centers, providing a clearer picture of the competition that future retail at 63rd and Cottage Grove would face.

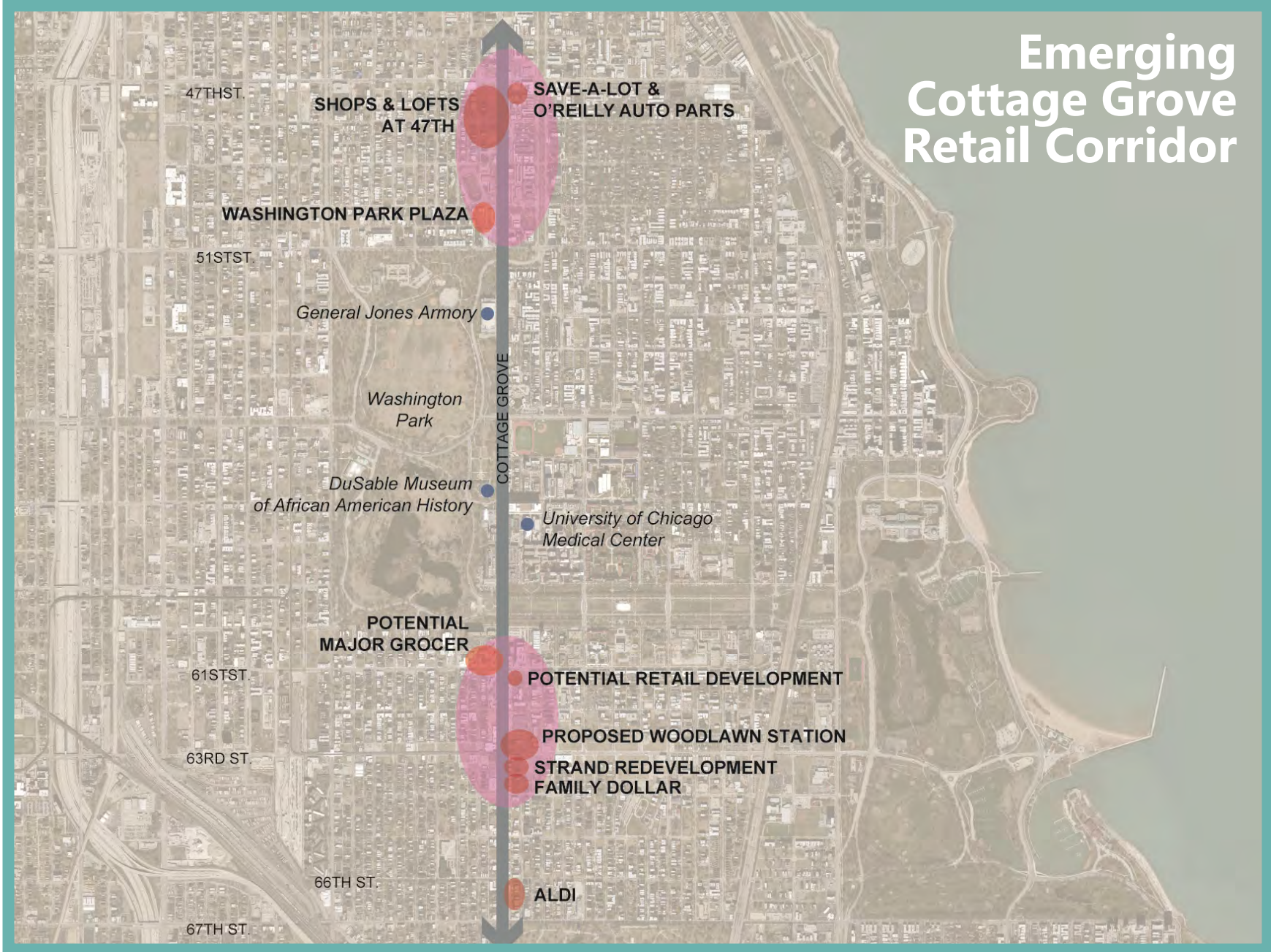
The tenant profile is similar across most of the comparables. Anchors include Walmart and Walgreen's, and the typical in-line tenant mix includes:

- Check cashing
- Beauty supply
- Local Chinese restaurant
- Franchise sandwich/fast food
- Insurance
- Cellular operator
- Nail salons

The larger centers, which range in size from 21,590 square feet at Stony Island and 67th to 54,289 square feet at Shops & Lofts, include on-site parking. Overall, the built-out centers are fairly well leased, with at most one space vacant. The exception is 55th and Halsted, where approximately 30% of the center is vacant. This center was recently purchased out of foreclosure. The Strand and 61st and Cottage Grove are still under construction or in the planning phase and are currently out in the market seeking tenants.

Additional detail on these centers is provided in the Appendices to this report.

# Emerging Cottage Grove Retail Corridor



# Comparable Retail and Mixed-Use Developments



# 5.

## Retail Recommendations and Merchandising Strategies

The demographics, inventory of existing businesses, comparable retail center profiles, and interviews with brokers, developers and other stakeholders inform the Goodman Williams Group team's recommendations for the opportunity sites at 63rd and Cottage Grove. The team developed general leasing recommendations, merchandising plans, and preliminary concept plans to help the City and POAH move forward on their plans for commercial opportunities at this key intersection.

### General Retail Recommendations

Along with the new housing units, the 14,500 square feet that POAH is planning on the ground floor of Woodlawn Station will be a welcome addition at this intersection. The team believes that additional retail will also be possible on the southeast corner, replacing the existing structures. The following items should be considered as a means of enhancing the retail potential at this intersection.

#### Ongoing Residential Development

The completion of Woodlawn Station and other POAH residential projects should precede new retail development. Additional residential infill on vacant lots will likely follow, serving to strengthen demand for neighborhood-serving retail.

#### Parking

Despite the proximity to the CTA Green Line station, secure, off-street parking will strengthen

the retail potential at this intersection. The concepts detailed in this report all carefully consider the parking needs and preferences of retailers. A rental premium can be achieved for retail projects with dedicated parking.

#### Traffic Management

Currently, no left hand turns are allowed traveling south on Cottage Grove turning east onto 63rd Street. The Chicago Department of Transportation should be encouraged to review this policy, to encourage the retail development that is outlined in this report along 63rd Street.

#### Major National or Regional Anchor

Anchors such as Walmart and a grocery store have the greatest impact if they are adjacent to, or part of, a retail development. The 61st and Cottage Grove site that is under consideration for a grocery tenant will bring traffic to the area, but will not have a direct impact on the sales and quality of retailers located two blocks south at Woodlawn Station. The southeast corner of 63rd and Cottage Grove could benefit from an anchor drug store or national quick service restaurant or coffee shop.

#### Quality of Neighboring Buildings

The quality of the neighboring buildings directly impacts the retail potential for the other opportunity sites at the corner. The Woodlawn Bank building should be demolished or redeveloped to maximize retail potential on the southeastern corner of the intersection. The City of Chicago should also consider encouraging Cosmo at the Northwest corner to improve its building façade and site.

With these recommendations for the general location in mind, Goodman Williams Group developed specific site concept plans and merchandising categories for the northeast corner and southeast parcels of the 63rd and Cottage Grove intersection.

## Merchandising Categories

The Goodman Williams Group team created four merchandising groups as a way of conceptualizing potential retail tenants that might be attracted to 63rd and Cottage Grove, either in the Woodlawn Station development

or in new development on the southeast corner. The groups describe the types of retail, examples of end-users, and the probability of leasing to those uses in a set time-frame.

These merchandising groups are intended solely to give the City of Chicago a general idea of what may be possible from a leasing agent's perspective. No outreach was made to any individual tenant or their representatives. Nor is this report recommending one group of tenants over another, but rather presenting the types of tenant mix that is possible, in a specified time-frame.

As Woodlawn Station is expected to come on-line first, site renderings for that development were used to consider a merchandising plan for each of the four groups created. The locations for the retailers within the Woodlawn Station rendering are a very general representation of what can be established with 14,500 SF of total retail. Sites could be reconfigured based on the needs of retailers. While these merchandising groups are shown at Woodlawn Station, they would also be appropriate uses to consider in the additional concepts at 63rd and Cottage Grove, as shown in Section 4 of this report.

The image displays four distinct groups of retail logos, labeled A, B, C, and D, arranged in a 2x2 grid. Each group contains a variety of brands, including fast-food chains, financial institutions, food and beverage specialists, and service providers. The logos are presented in a clean, organized manner, with each group occupying its own quadrant.

## Merchandising Group A

Merchandising Group A has the highest probability of leasing, as these types of uses are looking for occupancy in the market as it exists today, and already operate in the market. These uses are very similar to the tenancy in other comparables centers, as profiled earlier, and would likely pay the least amount rent. The leasing time frame would be the shortest of the four groups profiled, at 12-18 months from completion of construction. These could be described as low-hanging fruit.

### Possible uses include:

- Local financial
- Local fish or chicken
- Coin-op laundry
- Local cellular dealer
- Local hair salon
- Local Chinese restaurant
- Beauty supply



**Tenant Group A**  
**Total Retail Space: 14,500 sf**

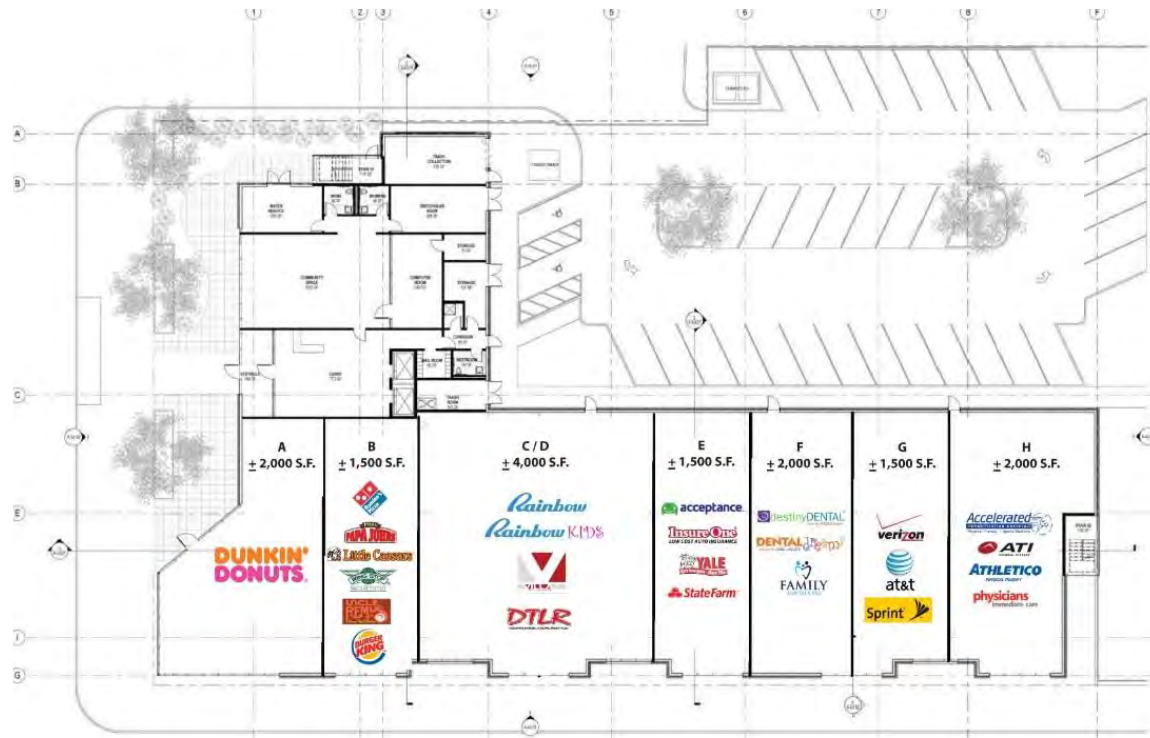
space sizes are approximate

## Merchandising Group B

Merchandising Group B has a medium probability of leasing, and would likely require a longer lead time, at 18-24 months from completion of construction. Tenants in Group B would likely pay market rent that is typical of new construction. These types of uses may require an anchor to consider 63rd and Cottage Grove.

Possible uses include:

- Franchise Coffee
- Franchise Specialty Food
- Fashion
- National Auto Insurance
- Dental
- National Cellular Dealer (Non-Corporate Lease)
- Medical / Therapy (Medtail)



**Tenant Group B**  
**Total Retail Space: 14,500 sf**

space sizes are approximate

## Merchandising Group C

Merchandising Group C has the lowest probability and the longest lead-time, at 24-36 months from completion of construction. The 63rd and Cottage Grove site would likely be the second or third location to existing sites in adjacent communities, such as Hyde Park, Kenwood, or Bronzeville. Sales volumes at existing locations would need to be high enough to substantiate consideration of this location. As with tenants in Group B, tenants in Group C would likely pay market rent that is typical of new construction.

Possible uses include:

- National Coffee
- National QSR (Quick Service Restaurant)
- Corporate Cellular
- Branded Dry Cleaner
- National Sandwich
- Financial Institution – ATM and or bank having a need to be in an underserved market



**Tenant Group C**  
**Total Retail Space: 14,500 sf**

space sizes are approximate



## Merchandising Group D

Merchandising Group D is comprised of local destinations with a strong following in the market. These types of users have a medium probability and a long lead time, at 24-36 months from completion of construction. Attracting a tenant from this category would likely involve offering a rent subsidy.

These tenants are usually operated by a local entrepreneur as opposed to a national chain. Examples in other neighborhoods have often been food and beverage establishments such as Sweet Maple Café, MacArthur's, and Currency Exchange Cafe in Washington Park. This sort of retailer would serve as a destination for patrons from the neighborhood as well as surrounding communities.

Possible uses include:

- Fast food
- Coffee
- Specialty food
- Sit down restaurant



**Tenant Group D**  
**Total Retail Space: 14,500 sf**

space sizes are approximate

# 6.

## Initial Concept Plans for Southeast Corner

POAH'S plans for Woodlawn Station are well under way. Woodlawn Station is shown in all of the following concept drawings with approximately 14,500 square feet of retail along 63rd Street.

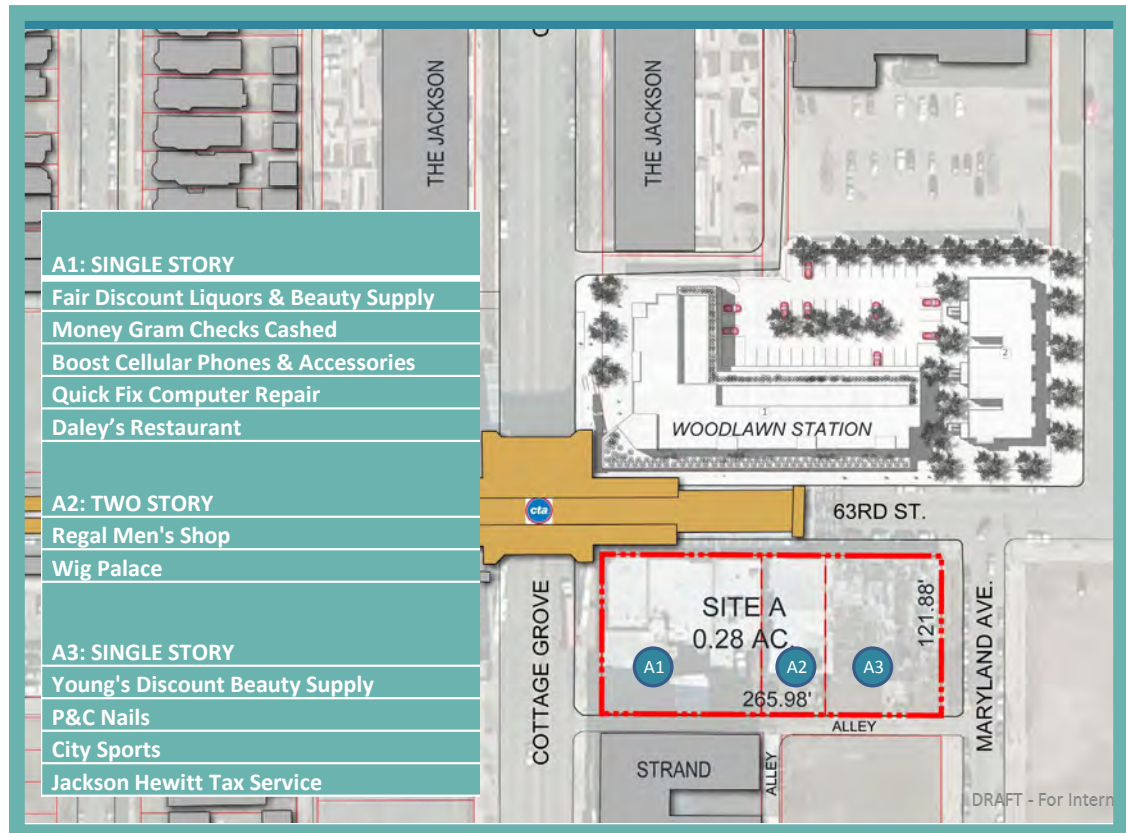
Plans for the southeast corner of the intersection of 63rd and Cottage Grove are preliminary and conceptual, as this site has not yet been assembled and still has tenants with operating businesses. The same four

merchandising categories discussed earlier for Woodlawn Station can be considered at these sites once a development is ready for leasing.

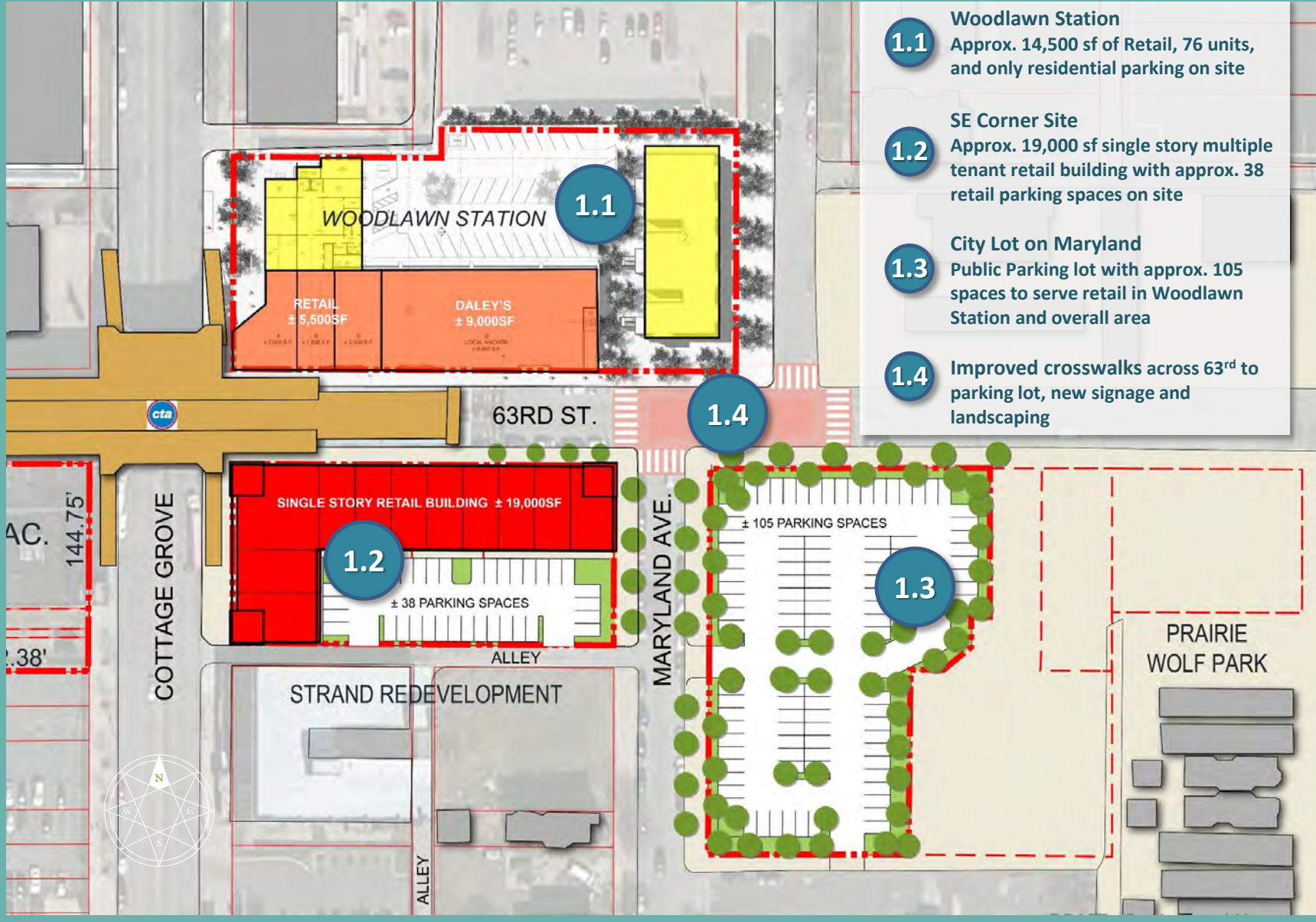
Four concept plans follow that show commercial development scenarios for the three parcels at the southeast corner of 63rd and Cottage Grove and the City-owned parcel east of Maryland Street. A summary of all concepts is provided on page 32.

### Southeast Corner Site Data

Gross Size: 0.28 acres  
 Overall Dimensions: Approx. 121' x 266'  
 Parking: No public parking on site  
 Access: Alley access to the rear  
 No. of Parcels: 3

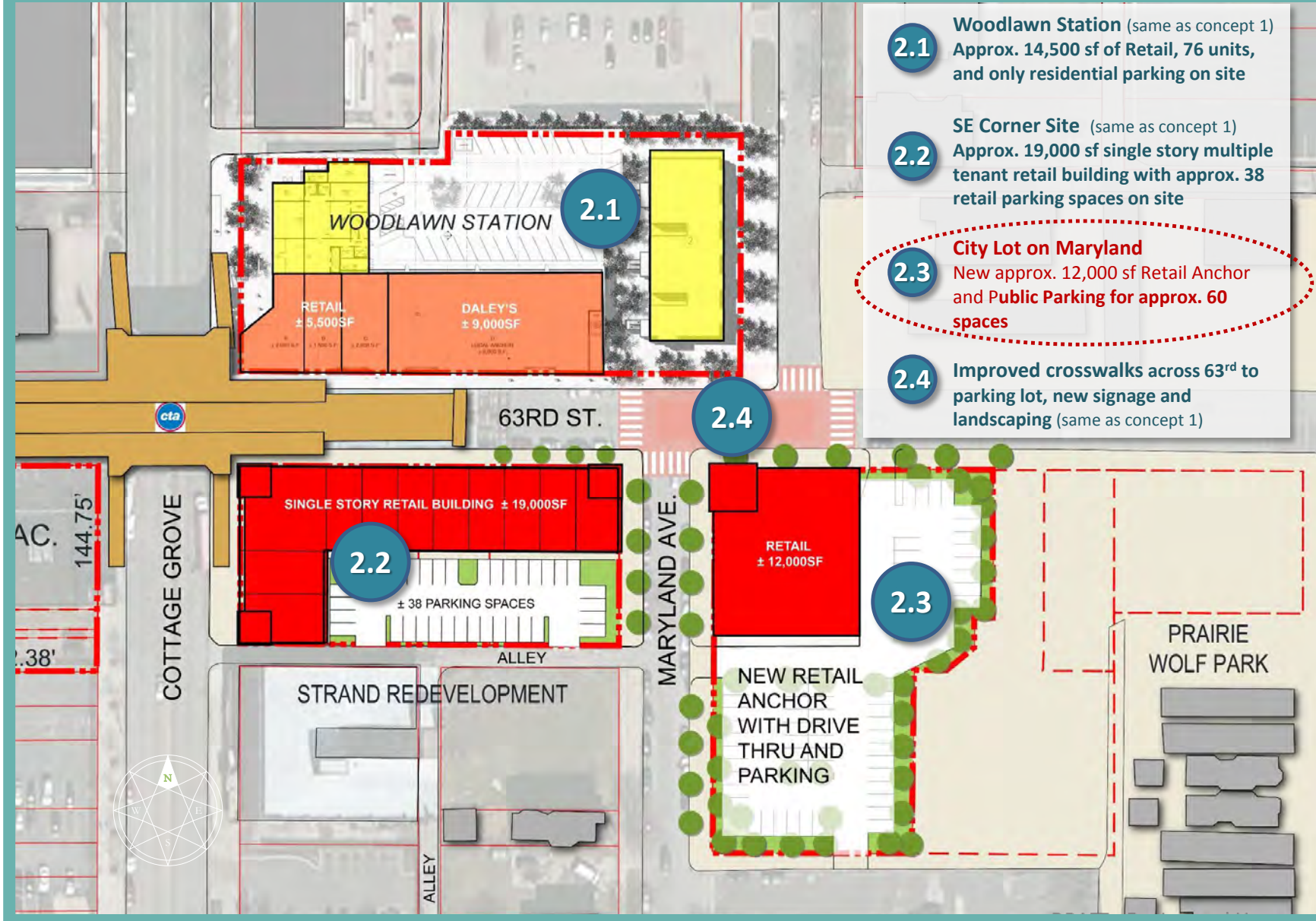


# Concept 1 : One Story Retail Building with parking on Maryland Site



- 1.1** Woodlawn Station  
Approx. 14,500 sf of Retail, 76 units, and only residential parking on site
- 1.2** SE Corner Site  
Approx. 19,000 sf single story multiple tenant retail building with approx. 38 retail parking spaces on site
- 1.3** City Lot on Maryland  
Public Parking lot with approx. 105 spaces to serve retail in Woodlawn Station and overall area
- 1.4** Improved crosswalks across 63<sup>rd</sup> to parking lot, new signage and landscaping

## Concept 2: One Story Retail Building with anchor retail on Maryland Site



**2.1** **Woodlawn Station** (same as concept 1)  
Approx. 14,500 sf of Retail, 76 units,  
and only residential parking on site

**2.2** **SE Corner Site** (same as concept 1)  
Approx. 19,000 sf single story multiple  
tenant retail building with approx. 38  
retail parking spaces on site

**2.3** **City Lot on Maryland**  
New approx. 12,000 sf Retail Anchor  
and **Public Parking for approx. 60  
spaces**

**2.4** **Improved crosswalks across 63rd** to  
parking lot, new signage and  
landscaping (same as concept 1)

# Concept 2A : Retail Building set back from EL Structure



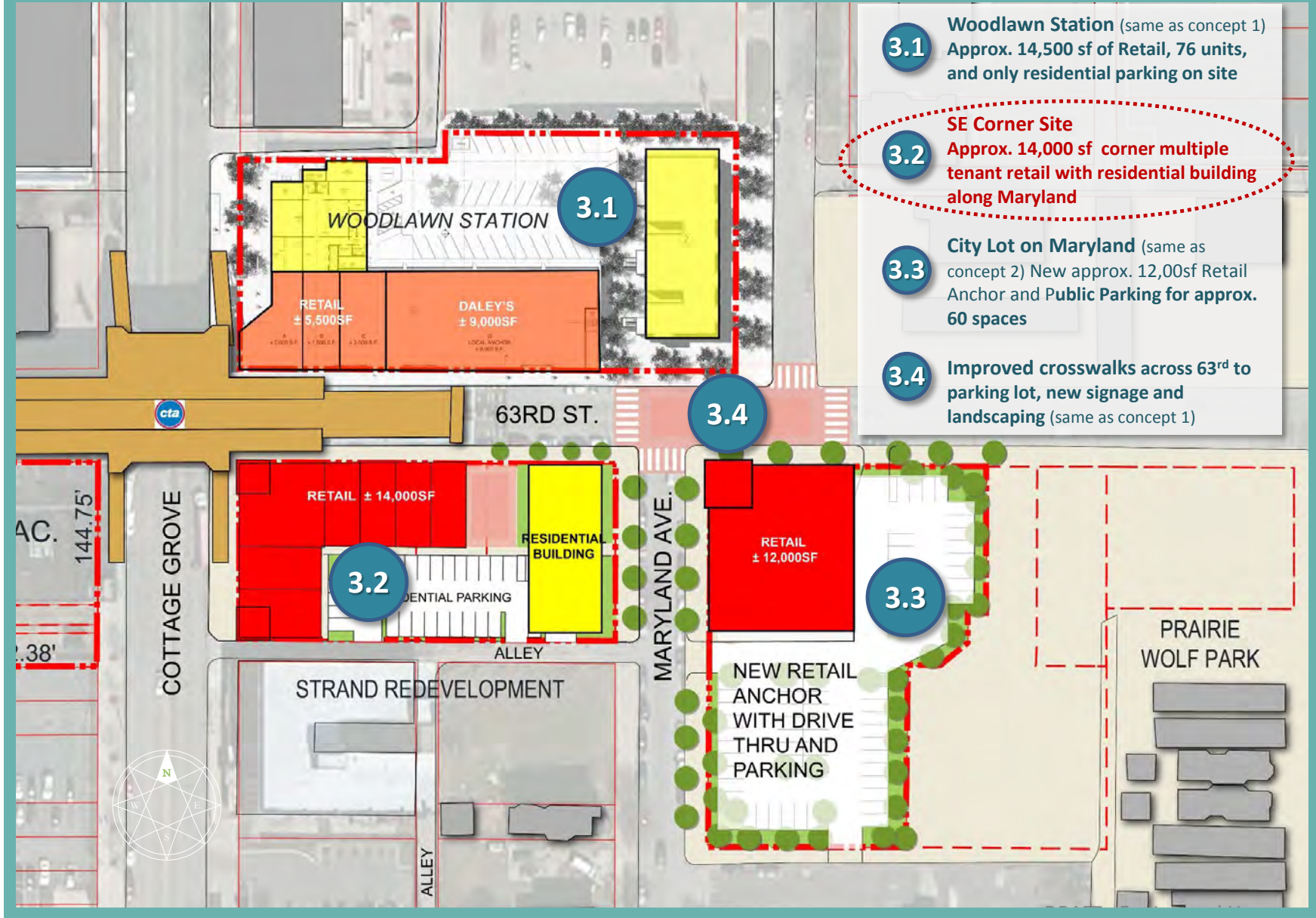
**2.1** Woodlawn Station (same as concept 1)  
 Approx. 14,500 sf of Retail, 76 units, and only residential parking on site

**2.2** SE Corner Site (same as concept 1)  
 Approx. 19,000 sf of single story multiple tenant retail building with approx. 26 retail parking spaces on site

**2.3** City Lot on Maryland (same as concept 2)  
 New approx. 12,000 sf Retail Anchor and Public Parking for approx. 60 spaces

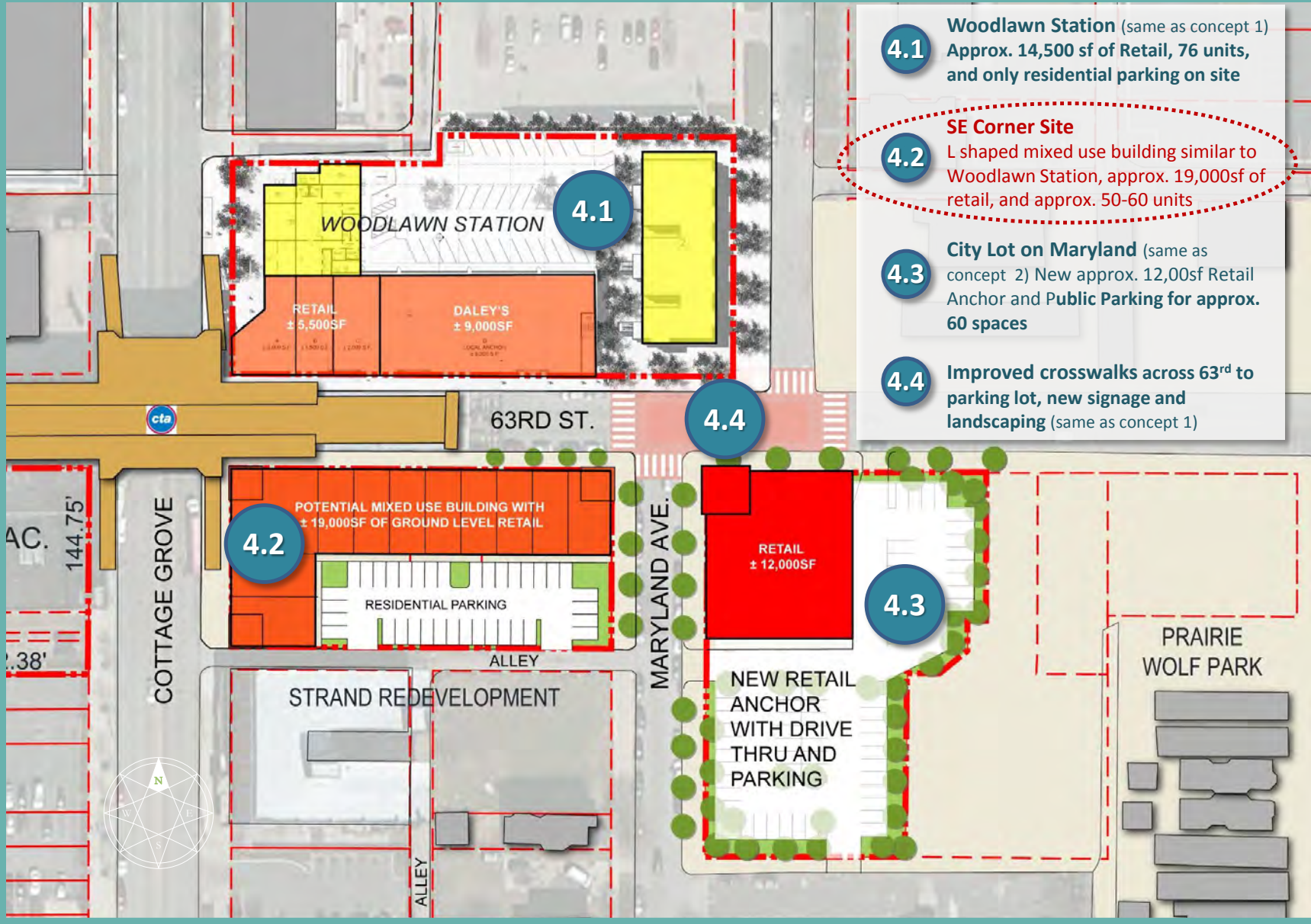
**2.4** Improved crosswalks across 63<sup>rd</sup> to parking lot, new signage and landscaping (same as concept 1)

# Concept 3: One Story Retail Building at corner & Residential Building to east



- 3.1** Woodlawn Station (same as concept 1)  
Approx. 14,500 sf of Retail, 76 units, and only residential parking on site
- 3.2** SE Corner Site  
Approx. 14,000 sf corner multiple tenant retail with residential building along Maryland
- 3.3** City Lot on Maryland (same as concept 2) New approx. 12,00sf Retail Anchor and Public Parking for approx. 60 spaces
- 3.4** Improved crosswalks across 63<sup>rd</sup> to parking lot, new signage and landscaping (same as concept 1)

# Concept 4 : Mixed Use Buiding, with retail at ground, and potential 4 floors of residential above



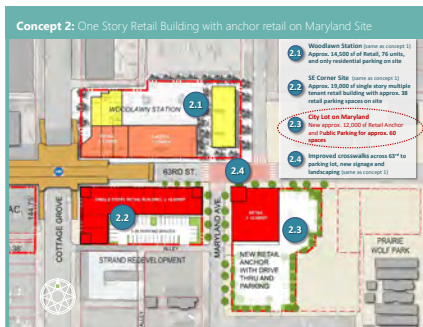
# Summary of Concepts



**Concept 1**

Key elements include holding the southeast corner with 19,000 square feet of single-story retail, parking on the City-owned Maryland site, and an improved cross-walk across 63rd Street.

Concept 1 represents the southeast corner with 19,000 square feet of singly-story retail, with room for approximately 38 spaces of on-site parking. The City-owned Maryland Avenue site is considered to be the best location for the parking needs of the retailers at Woodlawn Station, with the capability of accommodating approximately 105 spaces. An improved crosswalk across 63rd Street to the parking lot would be added between Maryland Avenue and Woodlawn Station to allow for pedestrian access.



**Concept 2 & 2A**

Key elements include a new 12,000 square foot retail anchor at City-owned Maryland site, 19,000 square feet of retail at southeast corner, and an improved crosswalk across 63rd Street.

While the three parcels facing 63rd between Cottage Grove and Maryland Avenue do not have the square footage necessary for a drive through retailer such as Walgreens, CVS, or a coffee shop or restaurant, the City-owned portion of the site east of Maryland Avenue can potentially accommodate a 12,000 square foot anchor tenant with a drive through and parking.

As with the first concept, 19,000 square feet of retail is shown at the southeast corner and an improved crosswalk across 63rd Street would provide connectivity between Woodlawn Station and a new anchor use on the City-owned site.

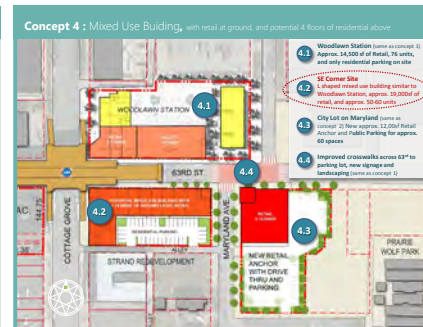


**Concept 3**

Key elements include a mixed-use development at the southeast corner, a 12,000 square foot retail anchor on the City-owned Maryland site, and an improved crosswalk across 63rd Street.

In this concept, a mixed use development is shown at the southeast corner, representing approximately 14,000 square feet of retail. A residential building is shown along Maryland Street, taking advantage of the transit-oriented-development (TOD) nature of the site, which is adjacent to the CTA Green Line station.

As in the previous concept, a 12,000 square foot retail anchor is shown on the City-owned Maryland site, with an improved crosswalk across 63rd Street.



**Concept 4**

Key elements include a higher density mixed-use development at the southeast corner, similar to Woodlawn Station, a 12,000 square foot retail anchor on the City-owned Maryland site, and an improved crosswalk across 63rd Street.

An L-shaped mixed use building similar to Woodlawn Station, is represented in this concept, with 19,000 square feet of retail, with approximately 50-60 units of residential units above. Adding residential units again takes advantage of the TOD nature of the site.

As in previous concepts, a 12,000 square foot retail anchor is shown on the City-owned Maryland site, with an improved crosswalk across 63rd Street.



# Appendix

## I. Existing Commercial and Institutional Uses 63rd and Cottage Grove Convenience Trade Area

Category	Business Name	Address	Description
<b>Auto-Related Businesses</b>	Auto Zone*	6401 S. King Drive	Auto Sales and Services
	BP Station*	6600 S. Stony Island	Filling Stations
	Citgo Station*	6700 S. Cottage Grove	Filling Stations
	J&S Auto Glass Company	6538 S. Cottage Grove	Auto Sales and Services
	Mobil Gas and Convenience Mart	850 E. 63rd	Filling Stations
	Premium Autocare	707 E. 67th	Auto Sales and Services
<b>Food Services and Drinking Places</b>	Chicken Wings Around the World	432 E. 63rd	Eating/Drinking
	Choice (Sharks) Fish and Chicken	447 E. 63rd	Eating/Drinking
	Daley Restaurant	809 E. 63rd	Eating/Drinking
	Dorothy's (Ma King's) Soul Food	6607 S. King Drive	Eating/Drinking
	Flying Wok N' Grill	6319 S. King Drive	Eating/Drinking
	Get in n Go	725 E. 63rd	Eating/Drinking
	Greenline Coffee	501 E. 61st	Eating/Drinking
	Grove Food Gyros Restaurant	1462 E. 67th	Eating/Drinking
	Gyro JB One	6359 S. Cottage Grove	Eating/Drinking
	Harold's Fried Chicken*	6421 S. Cottage Grove	Eating/Drinking
	J&B Submarines	400 E. 63rd	Eating/Drinking
	Jamaican Jerk Spice	6500 S. Cottage Grove	Eating/Drinking
	Jay's Atomic Subs	6460 S. Cottage Grove	Eating/Drinking
	McDonald's*	6355 S. King Drive	Eating/Drinking
	McDonald's*	6550 S. Stony Island	Eating/Drinking
	Mermaid Fish and Chicken	6421 S. King Drive	Eating/Drinking
	Parkway Hoagies	6437 S. King Drive	Eating/Drinking
	Pizza Hut*	6724 S. Stony Island	Eating/Drinking
	Robust Coffee Lounge	6300 S. Woodlawn	Eating/Drinking
	Rosie's Food	6458 S. Stony Island	Eating/Drinking
Sammy's Grill & Restaurant	6359 S. King Drive	Eating/Drinking	
See Thru Chinese Kitchen	6720 S. Stony Island	Eating/Drinking	
Subway	6718 S. Stony Island	Eating/Drinking	
The Flamingo Cocktail Lounge	6644 S. Cottage Grove	Eating/Drinking	
<b>Hotel/Motel</b>	Best Motel	6535 S. King Drive	Motel
<b>Institutional</b>	Andrew Carnegie Public School	1414 E. 61st	School
	Apostolic Church of God	1351 E. 63rd	Religious
	Chicago Crusader Newspaper	6429 S. King Drive	Non-Profit
	Chicago Fire Department	424 E. Marquette	Government
	Chicago Fire Department and Satellite Training Ctr.	1440 E. 67th	Government

Category	Business Name	Address	Description
Institutional	Chicago Park District Building - Jackson Park	6401 S. Stony Island	Park District
	Chicago Public Library - Bessie Coleman	731 E. 63rd	Government
	Coltrane Conservatory for the Arts	6357 S. Cottage Grove	Non-Profit
	Dulles School of Excellence	6311 S. Calumet	School
	Family Prayer Band Holiness	6533 S. Cottage Grove	Religious
	First House of Prayer Church	6551 S. Cottage Grove	Religious
	Fiske Elementary School	6123 S. Ingleside	School
	Hyde Park Day School	6245 S. Ingleside	School
	Hyde Park Day School	1375 E. 60th	School
	Institute of Christ the King	6415 S. Woodlawn	Religious
	Living Hope Church	6414 S. Cottage Grove	Religious
	New Beginnings Church	6620 S. King Drive	Religious
	Parkway Gardens Christian Church	6600 S. King Drive	Religious
	Prayer Center Church of God in Christ	522 E. 67th	Religious
	Roman Catholic Shrine of Christ the King	6401 S. Woodlawn	Religious
	Shepherd's Kingdom Ministries	700 E. 63rd	Religious
	Social Security Administration	6338 S. Cottage Grove	Government
	Sonia Shankman Orthogenic School	6245 S. Ingleside	School
	Southside YMCA	6330 S. Stony Island	Non-Profit
	St. John Baptist Temple Church	6158 S. Woodlawn	Religious
	St. Luke's Missionary Baptist Church	6504 S. Cottage Grove	Religious
	State of Illinois Dept. of Human Services	915 E. 63rd	Government
	STOP Chicago - Non profit office	602 E. 61st	Non-Profit
	Sunshine Gospel Ministries	523 E. 61st	Religious
	Sunshine Gospel Ministries	500 E. 61st	Religious
	Sword of the Spirit Church	6637 S. King Drive	Religious
	The Christway Baptist Church	1210 E. 62nd	Religious
	The Woodlawn Organization	1508 E. 63rd	Non-Profit
	United States Postal Service	700 E. 61st	Government
	Wadsworth STEM Elementary	6650 S. Ellis	School
	Woodlawn Community Development Corp.	1500 E. 63rd	Non-Profit
	Woodlawn Community School	6657 S. Kimbark	School
	Woodlawn East Community and Neighbors (W.E. CAN)	6450 S. Stony Island	Non-Profit
Woodlawn Resource Center	830 E. 63rd	Non-Profit	
YWCA - Laura Parks & Mildred Frances Center	6608 S. Cottage Grove	Non-Profit	
67th Street One Stop Food & Liquor Inc.	1508 E. 67th	Food and Beverage Stores	
Retail Stores	7 Seas Food & Meat Market	6517 S. Cottage Grove	Food and Beverage Stores

Category	Business Name	Address	Description
Retail Stores	I		Food and Beverage Stores
	Abolla Foods/Grocery	408 E. 63rd	Food and Beverage Stores
	Aldi*	6621 S. Cottage Grove	Electronics and Appliance Stores
	Boost Mobile Store	6421 S. King Drive	General Merchandise
	Cat's Meow Clothing Boutique	6107 S. King Drive	Electronics & Appliance Stores
	Cellular Phones & Accessories	805 E. 63rd	Clothing & Accessories
	City Sports	823 E. 63rd	Food and Beverage Stores
	Cottage Grove Food	6307 S. Cottage Grove	Electronics & Appliance Stores
	Cricket	6722 S. Stony Island	Electronics & Appliance Stores
	Cricket Wireless*	6616 S. Cottage Grove	Food and Beverage Stores
	Da Sto - General Grocery	460 E. 61st	Food and Beverage Stores
	Edy's Market	6421 S. King Drive	Food and Beverage Stores
	ER&J Liquor	658 E. 67th	Health & Personal Care Stores
	Fair Discount Liquors & Beauty Supply	801 E. 63rd	General Merchandise
	Family Dollar*	6349 S. Cottage Grove	Food and Beverage Stores
	Farmer's Food Basket	832 E. 63rd	Food and Beverage Stores
	Finest Food Basket	6100 S. King Drive	Food and Beverage Stores
	Food Corner Store	6656 S. Cottage Grove	Furniture & Home Furnishings
	Furniture Store	371 E. 61st	Food and Beverage Stores
	Green Food Super Market	1026 E. 67th	General Merchandise
	Ingram's Used Appliances	6439 S. Cottage Grove	Health & Personal Care Stores
	Jo A Beauty Supply	537 E. 63rd	Health & Personal Care Stores
	King Discount Beauty	6301 S. King Drive	General Merchandise
	King Discount Inc.	6301 S. King Drive	Food and Beverage Stores
	Midway #2 Food & Liquor	1344 E. 67th	Sporting Goods, Hobby, Book, Music
	Old Dusty's Books and Records	6455 S. Cottage Grove	Food and Beverage Stores
	Parkway Super Market	6435 S. King Drive	Clothing & Accessories
Penthouse Boutique	1169 E. 63rd	Electronics and Appliance Stores	
Quick Connect Wireless	6317 S. King Drive	Clothing & Accessories	
Regal Men's Shop	817 E. 63rd	Food and Beverage Stores	
Rothschild Liquors	425 E. 63rd	Food and Beverage Stores	
S&K Market	400 E. 61st	Food and Beverage Stores	

Category	Business Name	Address	Description	Category	Business Name	Address	Description
Retail Stores	Sarah Kuenyefu Collection	1510 E. 63rd	Clothing & Accessories				Care/Education/Training
	Save - A - Lot*	344 E. 63rd	Food and Beverage Stores		Laundryworld	6331 S. King Drive	Dry Cleaner/Laundry
	Stephanie Co. Consignment Clothing	6540 S. Cottage Grove	General Merchandise Food and Beverage Stores		Manoro's African Hair Braiding	6454 S. Cottage Grove	Personal Services
	Super Fair Foods	6319 S. Vernon	Health & Personal Care Stores		Milestones Learning Academy	6445 S. Cottage Grove	Child Care/Education/Training
	Walgreens*	6330 S. King Drive	Pharmacy		Morcom Architects & Engineers	519 E. 67th	Professional Services
	Walgreens *	1533 E. 67th	Pharmacy		P&C Nails	823 E. 63rd	Personal Services
	Wig Palace	819 E. 63rd	Health & Personal Care Stores		Power Tax Service	6421 S. King Drive	Financial Services
	Young's Discount Beauty Supply	821 E. 63rd	Health & Personal Care Stores		Premier List Salon/Barber Shop	6544 S. Cottage Grove	Personal Services
	Abundance of Love Daycare	6420 S. Cottage Grove	Child Care/Education/Training		Quick Fix Computer Repair	807 E. 63rd	Household Services
	AC Group Construction Service	605 E. 63rd	Professional Services		Rainbow Brite Laundromat	860 E. 63rd	Dry Cleaner/Laundry
Alexanders Movers	6535 S. Cottage Grove	Other Services		RH School of Performing Arts	1514 E. 63rd	Fitness	
Artifice Technology Shop	6486 S. Stony Island	Household Services		Right Now Refunds	6453 S. Cottage Grove	Financial Services	
Barber Shop	6426 S. Cottage Grove	Personal Services		S&F Medical Center	401 E. 61st	Personal Services	
Best Appearance & Styling Studio	6648 S. Cottage Grove	Personal Services		Sedwic Complete Salon & Day Spa	1506 E. 63rd	Personal Services	
Busy Bumble Bee Academy	6450 S. Cottage Grove	Child Care/Education/Training		Sleek Hair Salon	606 E. 61st	Personal Services	
Chase Bank*	6650 S. Stony Island	Financial Services		Spotless Solutions Neighborhood Laundry	609 E. 67th	Dry Cleaner/Laundry	
Check Cashing	803 E. 63rd	Financial Services		Supreme Service Realty	6459 S. Cottage Grove	Other Services	
Checks Cashed	6321 S. King Drive	Financial Services		Tailo Rite Dry Cleaning	6507 S. King Drive	Dry Cleaner/Laundry	
Christian Fields Style Bar	6550 S. Cottage Grove	Personal Services		The Height of Excellence	715 E. 63rd	Personal Services	
Cosmo Beauty Supply	6250 S. Cottage Grove	Personal Services		Timeless Image Limousine Service	6447 S. King Drive	Other Services	
Currency Exchange	6714 S. Stony Island	Financial Services		Tiny Scholars Academy	1167 E. 63rd	Child Care/Education/Training	
El Biombo Alterations	6456 S. Stony Island	Dry Cleaner/Laundry		Tres Room Banquet & Catering	1528 E. 63rd	Other Services	
Services	European Foot & Ankle Clinic	1471 E. 67th	Personal Services		Wiser Tax	6548 S. Cottage Grove	Financial Services
	Family Wash	6509 S. Cottage Grove	Dry Cleaner/Laundry		Woodlawn Adult Health Center	6337 S. Woodlawn	Personal Services
	G Nails Salon	6614 S. Cottage Grove	Personal Services		Woodlawn Animal Hospital	6523 S. King Drive	Pet Services
	Hair Icons	6451 S. Cottage Grove	Personal Services		Woodlawn Dental Gallery	1502 E. 63rd	Personal Services
	Hair Styling	6433 S. Cottage Grove	Personal Services		XXXI Elite Tattoos	6457 S. Cottage Grove	Personal Services
	Harrison's Barber Shop	6437 S. Cottage Grove	Personal Services		Yale Insurance	6716 S. Stony Island	Financial Services
	Hawks Barber Shop	6454 S. Stony Island	Personal Services				
	Highland Community Bank	824 E. 63rd	Financial Services				
	Instant Tax	6424 S. Cottage Grove	Financial Services				
	Jackson Hewitt	825 E. 63rd	Financial Services				
	Jelly Bean Learning Center IV	452 E. 61st	Child Care/Education/Training				
	J's Nails	6309 S. King Drive	Personal Services				
	Kare Bear Academy	362 E. 61st	Child Care/Education/Training				
	Kenner Financial	1516 E. 63rd	Financial Services				
	Kidz Creative Concepts	719 E. 63rd	Child				

\*Indicates National Retailers  
Source: Goodman Williams Group based on field work  
March 2015

## II. Comparable Shopping Center Profiles



### A. Shops and Lofts at 47th

The long awaited Shops and Lofts at 47th development located at Cottage Grove and 47th Street entered the market in 2014. The project was originally conceived as a condominium mixed-use project, but eventually moved forward as a mixed-use project with affordable, rental housing. The residential program includes 96 units, of which 72 are subsidized and 28 units are market-rate. The unit mix includes one, two, and three bedroom units; all units are currently leased.

Walmart Neighborhood Market, which opened in October 2014, anchors the retail portion of the development with 40,942 sf, and is reportedly exceeding sales projections. The remaining over 13,000 sf of retail includes in-line retailers along 47th Street, and includes Burger King, and AT&T.

Location: Southwest Corner of Cottage Grove and 47th Street  
 Year Built: 2014  
 Commercial Square Footage: 54,289 sf  
 Developer/Broker: Mahogany Ventures and The

Community Builders/DK Mallon  
 Development Type: Mixed Use  
 Retail Tenants: Walmart Neighborhood Market (40,942 sf), Burger King (2,687 sf), Dots (2,717 sf), Subway (1,068 sf), AT&T (2,134 sf), Uncle Remus (2,207 sf)  
 On-site Parking: 85 spaces  
 Occupancy/Vacancies: The 2,534 sf corner space at the corner of 47th and Cottage Grove is available.

### B. Washington Park Plaza

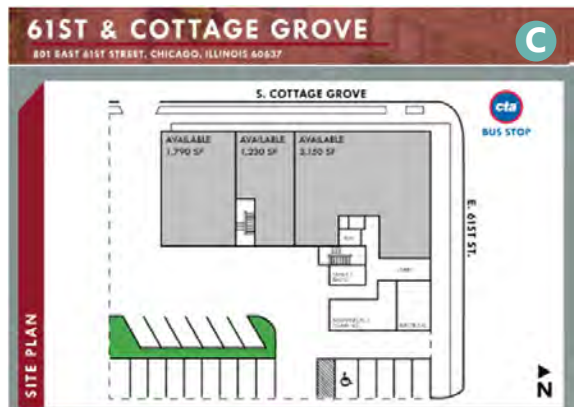
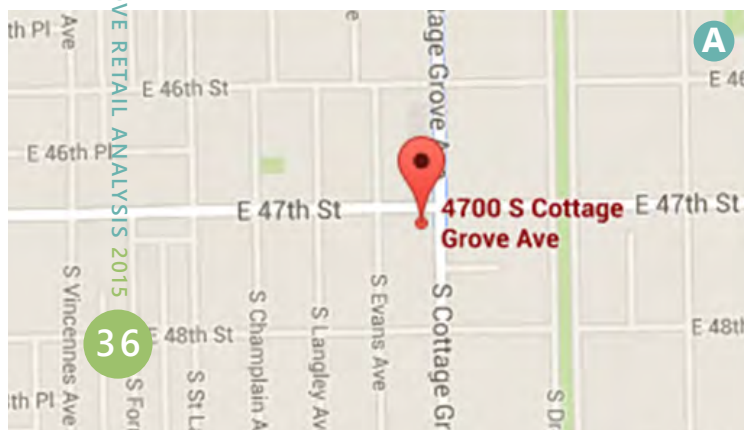
Location: 5036-5050 S. Cottage Grove Avenue  
 Year Built: 1989, renovated in 1991  
 Commercial Square Footage: 22,313 sf  
 Owner: Recently purchased by Ascendance Capital.  
 Development Type: Single-story, Retail Strip Center  
 Retail Tenants: Walgreens, Subway, Chinese restaurant, cellular, beauty supply, nail salon  
 On-site Parking: 69 spaces  
 Occupancy/Vacancies: None

### C. 61st and Cottage Grove

In 2008, Preservation for Affordable Housing (POAH) acquired the Grove Parc Apartments, a 504-unit Section 8 housing development. Over the last 7 years, POAH has been replacing obsolete and distressed units with new and renovated housing on South Cottage Grove Avenue, between 61st and 63rd Streets. To date, POAH has completed 349 new units, with an additional 71 under development.

The southeast corner of 61st and Cottage Grove continues the redevelopment of this corridor, with a planned mixed use development, which calls for 24 total residential units, and over 6,000 sf of retail with primary frontage on Cottage Grove Avenue.

Location: 801 East 61st Street  
 Year Built: In Planning; expected 2015 start  
 Commercial Square Footage: 6,170 sf  
 Owner/Broker: POAH, Matanky Realty Group  
 Development Type: Mixed Use  
 Anchor Tenants: NA  
 On-site Parking: Yes  
 Occupancy/Vacancies: All 6,170 sf is currently





marketed as available.

### D. The Historic Strand Rental Units and Retail Space

The redevelopment of the historic Strand building is underway, with construction expected to be completed by the end of 2015. Listed on the National Register of Historic Places, the city acquired the site in 1995. The development team of Holsten and Holsten Human Capital Development is developing the mixed use project, to include 62 rental units and 3,300 sf of ground floor retail. Financing of the development includes tax increment financing funds, historic tax credits, and low-income housing tax credits. Originally conceived as an artist work/live space, the 62 residential units contain a mix of studio and one-bedroom units. Fifty-three of the units are affordable and nine are market rate. The 3,300 sf of ground floor retail will be subdivided into three spaces. As of this writing, one space has been leased to Subway.

## II. Comparable Shopping Center Profiles (contd.)



Location: 6315 S. Cottage Grove  
 Year Built: Under construction, occupancy expected January, 2016  
 Commercial Square Footage: 3,300 sf  
 Development Type: Mixed-Use  
 Retail Tenants: Subway (1,000 sf)  
 On-site Parking: 28 on-site parking spaces are for residents' use only  
 Occupancy/Vacancies: Two commercial spaces remain, totaling approximately 2,300 sf.

### E. Halsted and 55th (730- 756 W. 55th Street)

This development was built in 2004. Constructed as two rectangular buildings, the center maintains access from both Halsted and 55th to on-site parking. The center was recently purchased out of foreclosure by a private investor.

Location: Northeast corner of Halsted and 55th Street  
 Year Built: 2004  
 Commercial Square Footage: 14,880 sf



Broker: Network Commercial Real Estate  
 Development Type: Single-story, Retail Strip Center  
 Retail Tenants: Subway, Chinese restaurant, check cashing, beauty supply, Philly Steaks  
 On-site Parking: Yes  
 Occupancy/Vacancies: It is currently approximately sixty-five percent leased.

### F. Stony Island and 67th Street

Location: 6700 S Stony Island  
 Year Built: 2006  
 Commercial Square Footage: Approximately 21,590 sf  
 Developer: Peter Gomopoulos  
 Development Type: Single-story, Retail Strip Center  
 Retail Tenants: Walgreens, Currency Exchange, Yale Insurance, Subway, Chinese restaurant, cellular, Pizza Hut  
 On-site Parking: Yes  
 Occupancy/Vacancies: Cricket cellular is vacating its space, leaving that space currently available.

