

Winnetka Village Council
STUDY SESSION
Village Hall
510 Green Bay Road
November 12, 2019
7:00 PM

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AGENDA

- 1) Call to Order
- 2) Public Comment
- 3) 93 Green Bay Road: Proposals2
- 4) Closed Session
- 5) Adjournment

NOTICE

All agenda materials are available at [villageofwinnetka.org](http://www.villageofwinnetka.org) (Government > Council Information > Agenda Packets & Minutes); the Reference Desk at the Winnetka Library; or in the Manager's Office at Village Hall (2nd floor). Webcasts of the meeting may be viewed on the Internet via a link on the Village's web site: <http://www.villageofwinnetka.org/government/village-videos/>.

The Village of Winnetka, in compliance with the Americans with Disabilities Act, requests that all persons with disabilities who require certain accommodations to allow them to observe and/or participate in this meeting or have questions about the accessibility of the meeting or facilities, contact the Village ADA Coordinator – Megan Pierce, at 510 Green Bay Road, Winnetka, Illinois 60093, 847-716-3543; T.D.D. 847-501-6041.



Agenda Item Executive Summary

Title: 93 Green Bay Road: Proposals

Presenter: Megan E. Pierce, Assistant Village Manager

Agenda Date: 11/12/19

Consent: ☐ YES ☒ NO

- ☐ Ordinance
- ☐ Resolution
- ☐ Bid Authorization/Award
- ☒ Policy Direction
- ☐ Informational Only

Item History:

November 13, 2018- Discussion Regarding Village-Owned Properties
<https://www.villageofwinnetka.org/assets/1/20/gv-council-pkt-20181113.pdf>

May 14, 2019- 93 Green Bay Road Draft Request for Proposals
<https://www.villageofwinnetka.org/assets/1/20/gv-council-pkt-20190514.pdf>

Executive Summary:

Background:

The Village of Winnetka purchased the 93 Green Bay Road property in 2001 for a sale price of \$650,000. In the intervening years, parking and storage leases with the adjacent auto dealership generated a total of approximately \$533,000 in rent payments, plus an additional \$40,000 in property tax revenue. New Trier paid an additional \$108,900 to lease parking spaces on the property between 2015 and 2017. Over time, the rent and property tax payments have generated revenue sufficient to cover the property acquisition costs. Retention of the auto dealerships in Indian Hill also positively contributed to the Village's sales tax base.

The closure of the adjacent Fields Land Rover and Maserati dealerships combined with the completion of renovations at New Trier, have reduced the demand for parking and created an opportunity for the Village to contemplate potential redevelopment of the 93 Green Bay Road site. Having received inquiries from potential users for either the existing building or the underlying land, Council discussed the future of this site at the November 13, 2018 Study Session. Council then directed Staff to prepare a Request for Proposals (RFP) for potential redevelopment of the 93 Green Bay Road property.

Process To-Date:

At the May 14, 2019 Study Session, Council reviewed the draft RFP for the Village-owned parcel at 93 Green Bay Road. Staff incorporated the feedback received and the RFP was published on June 26, 2019. It was posted on the Village's DemandStar site and was also sent to all parties that had contacted us indicating interest in the property. The original deadline was August 14, 2019, but this was extended to August 28, 2019 due to additional time requested to prepare concepts. Staff held one mandatory and two additional site visits to allow interested parties to assess the property and building condition. While we had a list of over 25 interested parties, only eight (8) parties participated in the mandatory site visit. Many who had indicated interest were potential users, but not necessarily developers.

(continued on next page)

Executive Summary (continued):

Ultimately, two proposals were received: one from ACS Capital Management LLC (developer of 574 Green Bay Road, “Fred’s Garage”) and Rovers Custards and Creations (Alexander Djordjevic, owner of The Chuck Wagon, Wilmette). Staff, including Manager Bahan, Assistant Village Manager Megan Pierce, Community Development Director David Schoon, and Interim Economic Development Coordinator Liz Dechant, met with teams representing both proposers on September 25, 2019. We asked questions about their submissions and also asked them to refine and add some details to their concepts that may not have been clear from the first proposal.

On November 12, 2019, both teams have been invited to present their concept for the 93 Green Bay Road site. We specifically asked them to present on the following topics:

- Proposal concept, including layout of site, use of building, type of retail, parking, and site access
- Review market data that supports the proposal and rationale for fit with the site
- Speak to goals of the Downtown Master Plan and community gateway location
- Demonstrate knowledge of community, surrounding business district, and market trends
- Review timelines
- Share team qualifications and experience

Recommendation:

Hear presentations from teams proposing on the redevelopment of Village-owned parcel at 93 Green Bay Road and provide an instructions on desired next steps to Staff.

Attachments:

Attachment #1: Proposal from Rovers Custards and Creations

Attachment #2: Proposal from ACS Capital Management

Rovers Custards and Creations

March 2020



**This Business Plan copy contains proprietary and confidential information
belonging exclusively to M.S. Bros LLC.**

President/CEO: Mr. Aleksandar Djordjevic

Phone: (847) 309-8381

The Location

Founded in 1869, the Village of Winnetka is located on the shore of Lake Michigan, 16 miles north of Chicago. According to US Census data, the village has a population of 12,422 residents, with a household median income of \$203,995 and median home value of \$1,019,800. The Village contains three business districts which are connected by Green Bay Road and served by three Metra commuter rail stops.

The 93 Green Bay Road property is located at the southeast corner of Winnetka Avenue and Green Bay Road in the Indian Hill business district. The crescent-shaped parcel consists of roughly 10,800 square feet, improved with a paved parking area and a single-story building of 1,329 square feet. The facility previously housed a gas station and auto repair shop, and has been used more recently for equipment storage and parking. Although the building exterior has been maintained and the roof is intact, the interior of the building has been gutted and is currently in uninhabitable condition.

The parcel includes frontage along both Green Bay Road and Winnetka Avenue, and is bordered by Union Pacific (Metra) railroad right of way to the East, and a Village parking lot to the south. The Indian Hill Metra station lies to the north of the subject property, across Winnetka Avenue. Across Green Bay Road to the West is a 7-Eleven store and the former Fields Auto dealership, which is currently vacant. The Indian Hill business district is distinct from the other two business districts in the Village due to its compact size and auto-oriented configuration, with about half of the area's commercial buildings providing private off-street parking.

Due in part to its close proximity to the Winnetka campus of New Trier High School, the Green Bay Road/Winnetka Avenue intersection is one of the most heavily utilized in the Village, with an average of 10,000 cars per day passing by on Green Bay Road each weekday. Green Bay Road is controlled by IDOT, which will need to review any proposals for additional curb cuts at or near this intersection. According to Metra, the nearby Indian Hill Metra station draws an estimated 382 boardings/alightings per weekday. Outside of these commercial and educational establishments, the surrounding area is primarily residential.

The Idea

Rovers Custards and Creations wants to be THE fast casual concept. The local place that the students go to for lunch to grab a sandwich and THE place they go after school for a treat, including our diverse and rotating varieties of frozen custards. Rovers would strive to be a meal that not only the kids crave but also provides healthy options for adults and families to socialize after yoga or during their short lunch break from the local business. Rovers wants to be the place where the family dinner or frozen sweet treat is picked up after getting off the train station next door. Rovers also plans to offer as much of the freshest locally-sourced meats and produce from Winnetka and the surrounding area, helping build relations with local business-owners and allowing residents to contribute to their community at a restaurant that truly feels like a local staple.

93 Green Bay Road: The entrance to Winnetka. This area is quiet and underserved. Nothing catches the eye. Nothing invites you to the area. Only a small sign on Green Bay Road notifies you that you have entered this beautiful village on the lake, and Rovers would like to change that. With a bustling fast casual crowd of students and local families and adults, Rovers will be the new welcoming sign for the thousands of people entering Winnetka on Green Bay road every single day. The key feature currently along the road is New Trier High School. With a student population of more than 4,000 students and hundreds of faculty and staff only a block away, any business would be negligent to not try and tap into this base. Only a 7-11 has anything for a grab and go snack. Drive a mile north or half mile south to the nearest closest restaurant.

The person behind the dream



Sasha Djordjevic

If you know Wilmette, you know The Chuck Wagon. If you know the Chuck Wagon, you know Aleksandar Sasha Djordjevic. Walk in to the restaurant any day of the week for a gyro or a Nikki special, and the first thing you'll see is Sasha greeting you with his signature smile and willingness to serve some of Wilmette's most famous iconic dishes.

Sasha has been Wilmette through-and-through since even before he bought the historic Wilmette institution The Chuck Wagon at only 19 years-old. A 2004 graduate of New Trier High School, Sasha has been active in social and athletics programs throughout the North Shore ever since his parents immigrated to the area in 1992. Choosing an alternative to the traditional college experience, Sasha chose to learn first-hand about the foodservice business. He then bought the space immediately after graduating from New Trier in 2004. Since then, he has managed to maintain and improve upon the restaurant's lasting success as a go-to fixture for North Shore residents. Under Sasha's stewardship, he has been a pioneer of the Wilmette restaurant scene since the years before the village had much in the way of a restaurant scene at all.

Sasha wants to bring his passion and expertise back to his roots in the New Trier campus area. With this relationship, we want to create a community gathering place that New Trier can be proud of.

Rovers

Custards and Creations Menu

Burgers:

**All our burgers are created at Al's Meat Market in Wilmette
using dry aged prime beef specifically for us.**

The Small Junior Burger (1 prime patty; Ha...}
The Biggy Smalls Burger (2 prime patties; Ha...Ha...)
Legit' Burger (3 prime patties; Ha...Ha...Ha...)

Load 'er up with: shredded iceberg, shaved red onion, caramelized onions, beefsteak tomato slices,
dill pickles, house pickled jalapenos, house made giardinera, roasted sweet peppers,
special sauce all on the house

Add lots of cheese: Aged Cheddar, Swiss, American, Brick, Muenster, fresh mozzarella, Habanero Jack, Merk's cheddar or Beer Cheese

Additional: Pork shoulder, Gyros meat, half avocado, Two fried eggs, 3 strips bacon

Our Hot Dogs and Polish Sausages

Are from Paulina Market. A custom beef blend in natural casing so it has that special snap.

Steamed or char grilled, the best sausage on the Northshore.

Let us know how you like it. Anything from the garden is complimentary.

Add ground brisket chili and cheese

Sandwiches:

The Niki Special:

Cheese Burger with Gyro meat
Make it a double or a triple

The Waitress Special

Grilled Cheese with Gyro meat

The Bomber Special

Grilled cheese with Gyro, bacon, onion rings and BBQ sauce

The Balkan Burger

10oz prime brisket patty cooked with minced onions and fresh mozzarella in a split pita, served with fresh onion, roasted pepper relish and pickled mustard seed

Our Gyros your way

Our special blend of quality lamb and beef on the vertical broiler, shaved thin on house made pita with your choice of toppings

Our Gyros our way

Thin sliced charcoal grilled leg of lamb on house made pita with cucumber serrano relish, heirloom tomatoes, pickled red onion, lemon garlic Tzatziki

Crispy Ranch Breaded chicken tenderloins

Homemade ranch dressing, honey-mustard or spicy garlic ketchup

House smoked chopped pork sandwich

Spicy Dr. pepper BBQ, slaw, shaved onions, butter pickles

The Bon Dusan

10oz prime brisket patty from Al's meat Market cooked on a char-grill. Brioche bun with crisp Applewood smoked bacon, butter lettuce, heirloom tomatoes, roasted shallot aioli and spicy butter pickles

Smokey Char-Grilled Miller Farms Amish Chicken Breast

Brioche Bun with Lemon garlic aioli, butter lettuce, tomato relish, shaved red onion

Char-Grilled wild salmon

House made flatbread with cucumber-serrano relish, heirloom tomatoes, arugula, lemon garlic aioli.

Smoked and grilled tri-tip

Sliced thin on gilled Garlic French bread with chimichurri, lettuce and tomato and marinated sweet peppers

Spicy fried Miller Farms Amish chicken breast

Dusted with our unique spice blend, shaved red onion, shredded lettuce, butter pickles, tomatoes, herbed buttermilk aioli.

Very Veggie Juicy Lucy

Stuffed with green chilies and jack cheese, on brioche bun with tomato, pickled onion and veggie slaw, ranch aioli

Grilled Shrimp Po Boy

Garlic French bread with shredded lettuce, tomato relish, pickled onion, chimi-aioli

Salads

Ask and we will adjust to meet your needs.

Add from the char-grill: Marinated chicken breast, tri tip, wild caught salmon, shrimp skewer

Butter Lettuce and heirloom tomatoes, shaved red onion, marinated artichokes, shaved red onion, Kalamata olives, seedless cucumber, pita croutons; lemon-feta dressing

Chopped crispy lettuces with bacon, shredded egg, grape tomatoes, carrots, celery, pickled onion, radish, cucumber, blue cheese and brioche croutons; herbed champagne vinaigrette, buttermilk aioli dollop.

Arugula, oranges segments, mango, summer berries, roasted pineapple, jicama, red onion, quinoa, tandoori spiced peanuts, basil mint and cilantro; honey-lime dressing

Half romaine, herbed croutons, shaved Pecorino, fried runny egg, lemon-garlic dressing

The other side of the Menu

House Smoked Chicken wings

Spicy Dr. Pepper BBQ, ranch, carrots, celery and cucumbers

Crispy Bacon Wrapped Jalapenos:

Filled with Cheddar, panko crusted, ranch dressing

House Made Cheese Sticks:

Mozzarella in panko-parmesan crust with tomato sauce

Habanero Jack in chili panko crust with ranch

house made Tempura onion rings, Ranch, Chimichurri aioli or spicy Dr. Pepper BBQ

Fries: Skin on house style

Fried in beef fat or canola oil. On the weekends we offer duck fat for additional for a minimal charge

Plain J: large or small:

With ketchup and mustard first sauce free, each additional for a minimal charge:

dijonnaise, spicy honey mustard,

chimi-aioli, spicy garlic ketchup, Buttermilk Aioli, special sauce,

Spicy Dr. Pepper BBQ.

Add melted cheese for a minimal charge

Sweet Potato Fries

With Maple-Sriracha dipping sauce

Fry Creations:

Greek Fries, Lemon, feta and oregano, add crisp gyro chunks for a minimal charge

Mexicali: Black beans, habanero jack, pico de gallo, house pickled jalapenos, sour cream, chopped cilantro and minced onion

Disco: Chili, charred hot dog chunks, bacon, melted cheddar, ranch, fried onions stings

BBQ: Pork Shoulder, jack cheese, spicy Dr Pepper BBQ, slaw, onion strings

Sweet potato confit: only on the weekends, Duck fat fried sweet potato fries with duck leg confit, swiss cheese, bacon, caramelized onions, maple sriracha BBQ sauce

Custard:

In a cone, on a bowl, or have a cup...for here or to go.

Concretes, Sundae, cones, shakes

To Be Determined

Fresh Berry mix-ins, make your own chocolate fudge, unique ingredients. Need to watch costs

Maybe make your own ice cream bars at the end of the night with leftover custard.

Need molds, crust with crushed freeze dried fruits, cookies, crushed candies or dipped in dark or white chocolate pate glacier.

Working Schedule/Staffing

The Hours (Summer Peak Season)

Monday-Thursday	11am-10pm
Friday and Saturday	11am-11pm
Sunday	11am-9pm

Staffing Expectations

Management	1 GM 1 AGM
Cashiers	2 peak, 1 off peak
Kitchen	3 peak, 1 off peak
Custard side	2 peak. 1 off peak
Food runners/bussers	2 peak, counter service off peak

In Conclusion

To fully appreciate the scope of the project a lot of questions need to be answered by the Village of Winnetka. Can a liquor license be obtained? The true occupancy rate and the actual build-out cannot be fully determined without property tax numbers, structural analysis and design approval. The numbers are purposely conservative. Full sales, opportunity and profitability cannot be determined until all these questions are answered.

Partners



Tim Dugan

Tim Dugan is the managing partner of Water Street Healthcare Partners, a strategic investor focused exclusively on the healthcare industry with \$3 billion in capital under management. Tim has more than 20 years of experience building market-leading companies in the healthcare industry. He has been actively involved in the strategic growth and development of companies across all major healthcare sectors and leads the management of Water Street's family of companies.

Prior to establishing Water Street, Tim was a founding partner of One Equity Partners, the \$5.5 billion private equity arm of JPMorgan Chase. During his tenure with the company, he completed strategic healthcare investments valued at more than \$3 billion. Tim is a member of the board of directors of The Advanced Medical Technology Association (AdvaMed), a trade organization that is leading the effort to advance medical technology to achieve healthier lives and economies around the world. On behalf of Water Street, he serves on the boards of Viant Medical and Pathnostics.

Tim is also involved with a number of civic organizations, and serves on the boards of Providence Englewood Charter School and the Chicago Botanic Garden.

Tim received dual bachelor's degrees in electrical engineering and economics from Stanford University. He earned a master's degree in business administration from the University of Chicago Graduate School of Business.

Partners



Matt Stern

Matt Stern co-founder of DECA, a broadly opportunistic real estate investment and development firm headquartered in San Francisco, CA. DECA pursues ground-up, value-add, and core-plus real estate projects.

DECA's principals have completed over \$650mm in real estate transactions across all major asset classes: hotel, office, retail, industrial, and multifamily. Previously, Matt was a private equity investor at Bain Capital and Starwood Capital, which manage \$75bn and \$51bn, respectively.

Previously, Matt was a strategy consultant at the Boston Consulting Group.

Matt also co-founded Artha Project, a non-profit that provides studio space to emerging artists in the Brooklyn Navy Yard.

A 2004 New Trier graduate, Matt received an MBA from Stanford University and a Bachelor's degree in History and Urban Planning from Harvard University.

Design Narrative: Rovers Custards & Creations

Mission

To serve and grow the Village of Winnetka by realizing its stated desire for a place for public gathering and a Southern gateway that will bolster sense of community and identity in the Indian Hill District and Winnetka as a whole

Vision

Rovers becoming a local attraction for students and families in the Indian Hill area through desirable, comfortable public space, quality food, and public art

Design Statement

Rovers design ambition takes its cues from the extensive planning done on the site. We have taken this approach to meet the needs and desires of residents as stated during the planning process. As such, our team is as intent on delivering a high-quality restaurant as we are on an engaging site.

In response to feedback, we are considering exterior design schemes that draw on the design guidelines published by the Village and the nearby embankment which is heavily planted with tall trees. For our proposal we are studying how best to bring together the Village's traditional European construction palette of bricks, stone, and stucco with natural materials like wood & timber. We are approaching this with two potential material palette iterations, primarily wood, and timber with stucco, and three schemes for siting.

Inside, Rovers will have a spacious, inviting dining room full of light with abundant views to the surrounding area. Long farmhouse tables will cater to groups of students during weekdays, and families in the evening and on weekends. Overhead doors will create an airy free-flowing connection between the interior and surroundings.

In response to its situation on a significant intersection, Rovers will enliven its site and context with abundant public space and free opportunities for passive recreation. We aim to reform the land at 93 Green Bay Road into a place for local teens and families to gather for a meal and linger, enjoying the outdoors from abundant open seating. Native, resilient plantings will create a natural, sustainable, and (most importantly) beautiful landscape for the enjoyment of visitors and passersby alike.

In addition to public seating, the site features attractive building design and iconic site elements. We hope that in time this will cultivate a sense of returning home for Winnetkans and a sense of arrival in visitors travelling north. Moreover, we see the mural to be painted on the North side of the building as a potential point of contact with the community – for instance, taking suggestions for its subject matter with a public chalk board or painting in collaboration with New Trier students.

Design Features

- Rovers Custard and Creations – with indoor & outdoor seating
- Nine parking stalls (with one accessible van stall) and additional parking after 5pm on adjacent lot
- Free public bench seating creating an outdoor living room
- Gateway obelisk on Green Bay Road near the intersection with Winnetka Avenue
- Mural to occupy full North building elevation
- Bus shelter and seating for Pace Route 213 riders
- Native plantings to support local species of birds and pollinators
- Rain-water permeable, ADA-compliant automobile parking and ample bike racks

The Architect



John Manaves

John Manaves: Co-Principal in Charge: Scalapulus Inc. / MANA Inc. John is a Licensed Architect in Illinois, Wisconsin, Ohio, Maryland, Virginia, Georgia and Alabama. John Manaves established Mana Inc. and Scalapulus Inc. to collaborate with leading corporations. In a period of two years, he managed over 2 million square feet of new development in which he was the architect of record and lead designer. John has received numerous awards and public recognition over the years, including being named one of seven Chicago's Young Visionary Designers by the Graham Foundation. John is teaching at the Illinois Institute of Technology and taught at TU Delft from 2013 until 2017. He has lectured in the US, Germany, and The Netherlands.

Scalapulus Inc. is an architecture, planning, and management practice established in Chicago, 2015. It is led by Co-Principal in Charge, John Manaves. Our services include architecture design and planning, consultation and project management. The office has dealt with several projects covering a wide range of design needs including hospitality, retail, public buildings, waterfronts, and offices among other programs. Scalapulus is an office with global scope with project experience in North America and Europe. Our clients and consultants appreciate our efficient and strategic workflows and reliable execution.

Project Team

Architecture

Scalapulus Inc.,
1147 W Ohio Street Unit 102,
Chicago IL 60642,
www.scalapulus.us

Contractor

MANA Inc.,
1147 W Ohio Street Unit 102,
Chicago IL 60642

Engineering

DG Structural Engineering, LLC,
401 S Lasalle St, Suite 1305,
Chicago, IL 60605,
www.dgstructural.com

Past and Current Hospitality Projects

Double Clutch Brewery
Evanston IL, Design Build,
Restaurant and Brewery, 2019
completion

Le Cube Interior, Le Bon
Marche
Paris France, completed 2018
Shortlisted for 2019 Dezeen
Awards, Retail Interiors

LiDL US National Prototype,
Bakery and Grocery Store

Pescadero Seafood & Oyster
Bar, Wilmette, IL, completed
2019

John Manaves - Awards and Honors

Dezeen Awards 2019

Shortlisted, Top Retail Interiors

DesCours AIA New Orleans Competition

Winning Entry

RIBA , Building A Sustainable World Competition

Finalist

The History Channel, CITY OF THE FUTURE: A Design and Engineering Challenge,

One of eight multidisciplinary teams selected to take part in the visionary design of the City of Chicago in 100 years.

The Chicago Architectural Club and The American Institute of Architects

Emerging Visions Finalist

Global Green Competition, New Orleans LA

Semi-finalist

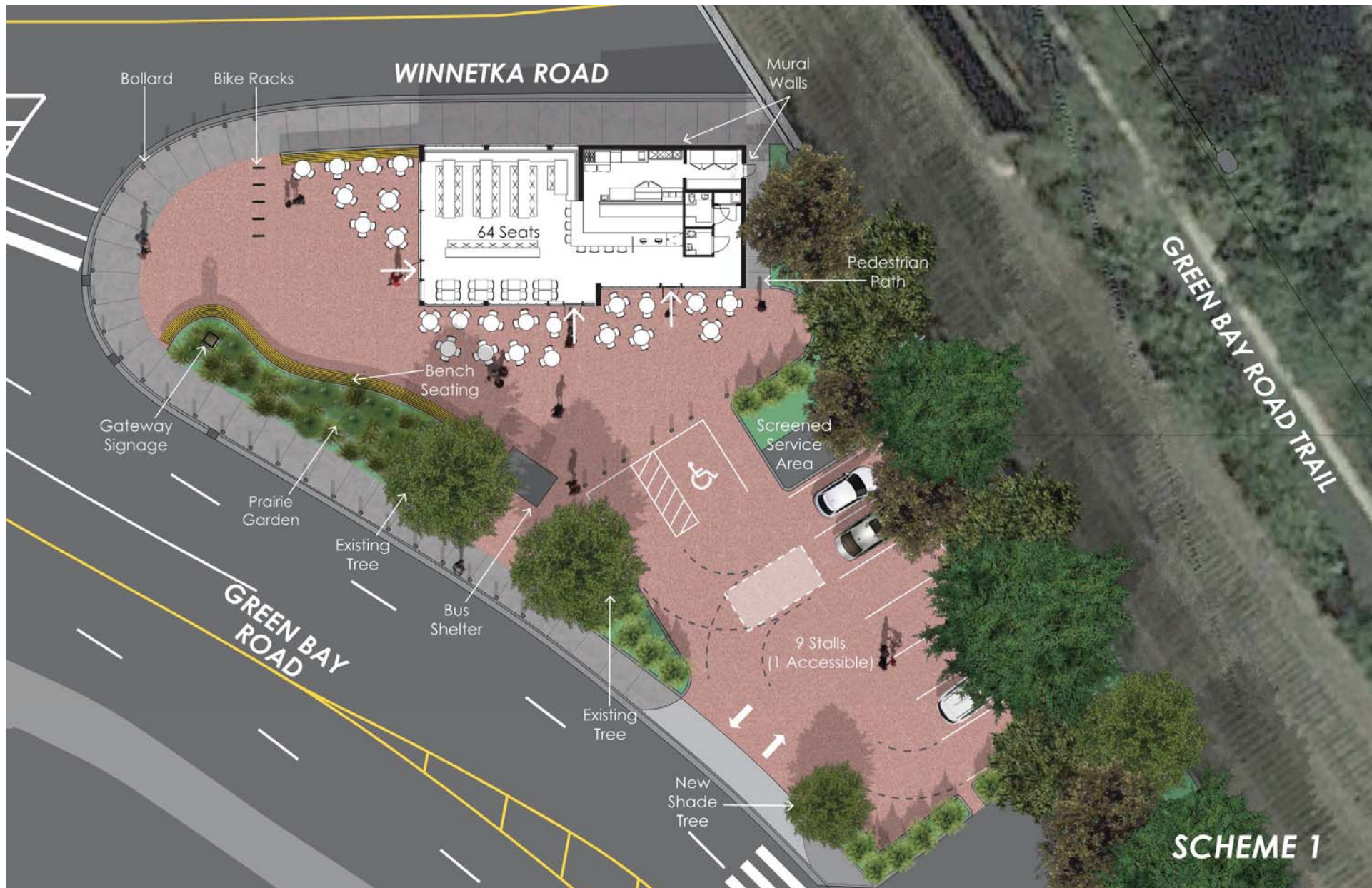
Ephemeral Structures in the City of Athens International Competition for the Olympics

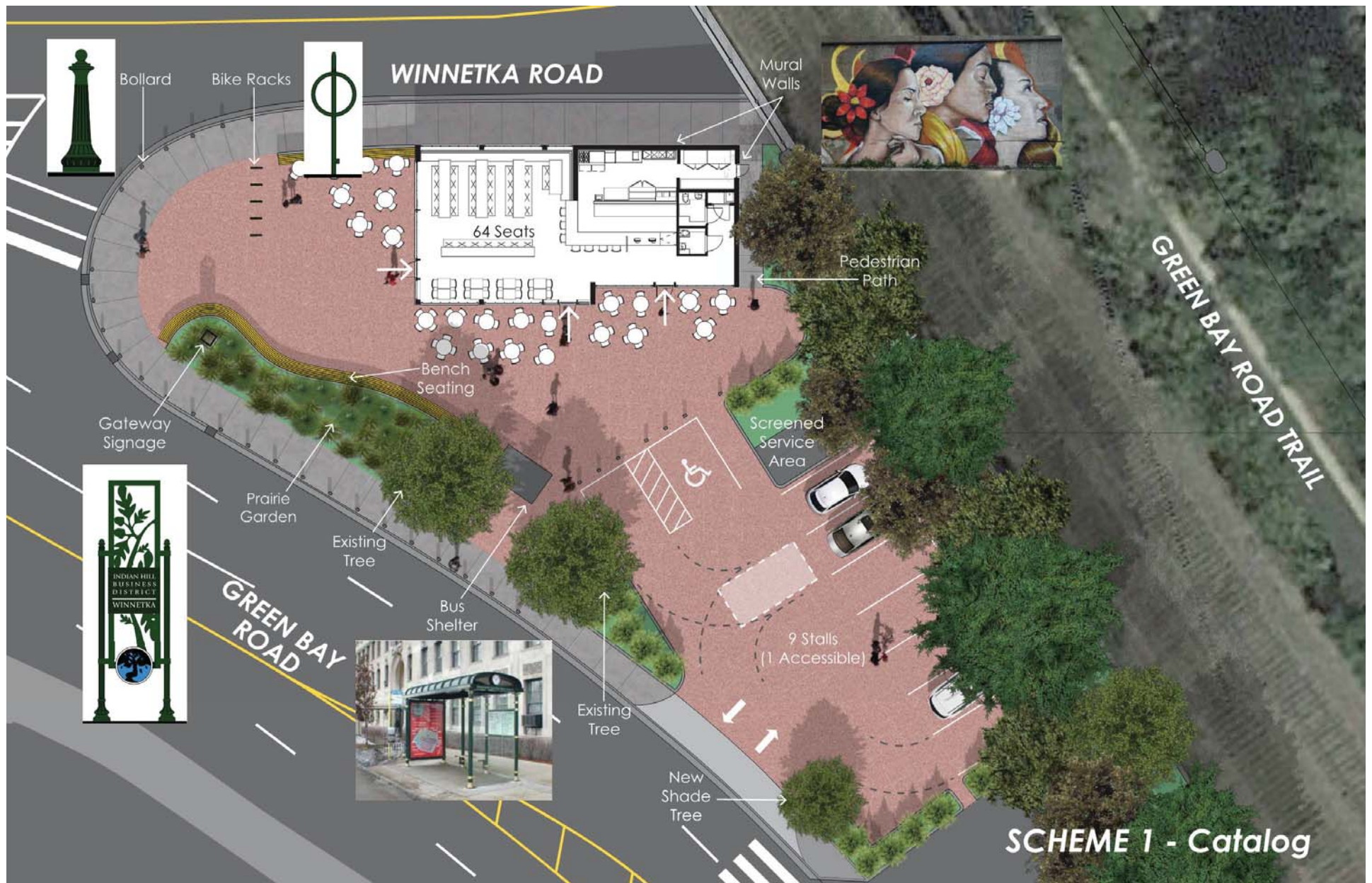
Second prize

Townhouse Revisited Competition

Graham Foundation

Winning Entry, selected as one of Chicago's Young Visionary Architects

















RFP Response to Redevelopment of 93 Green Bay Road



Submitted By: ACS Capital Management – Developer of 574 Green Bay Road, LLC

Project Description

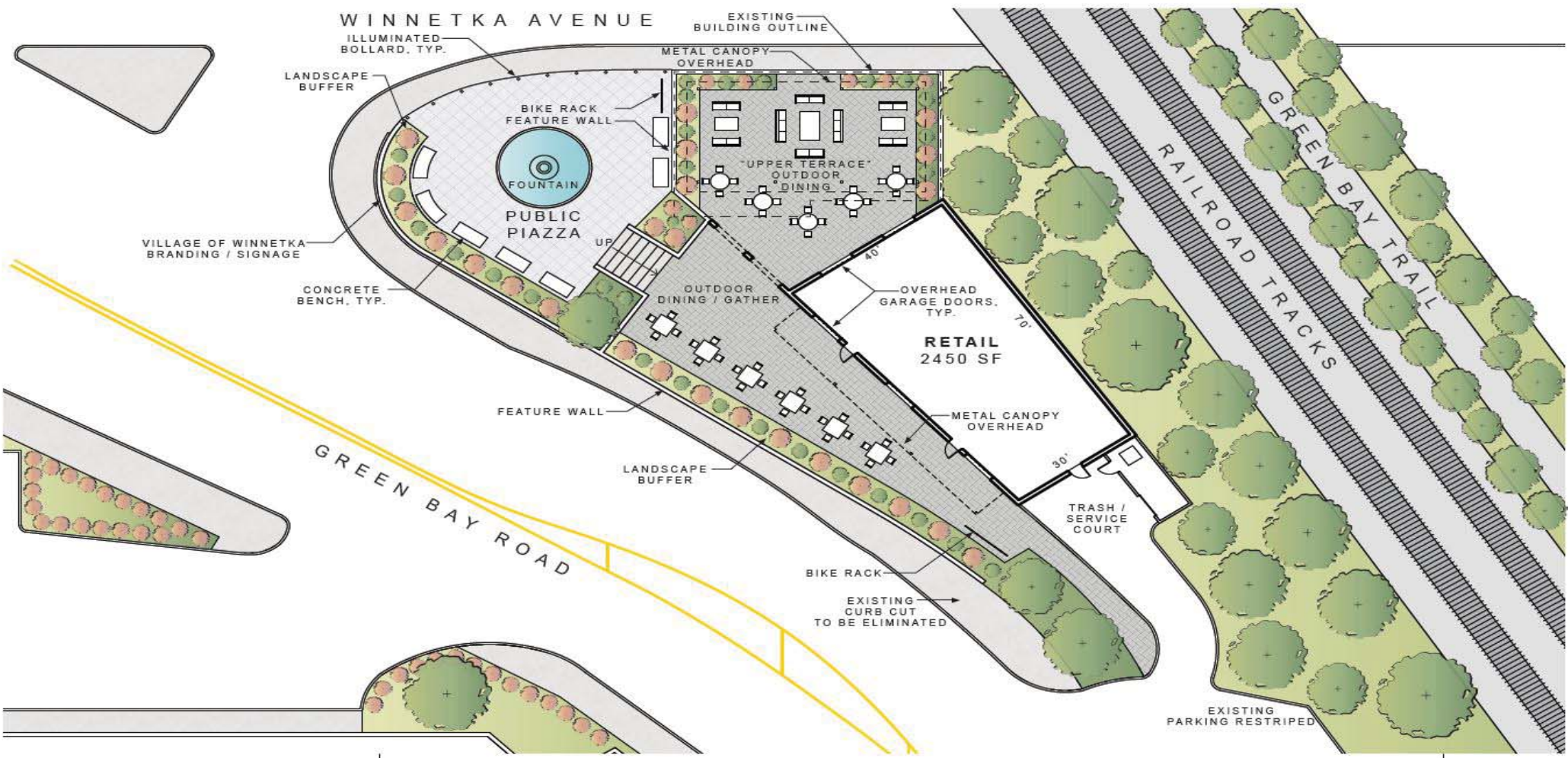
ACS Capital, or a to-be-formed entity, is interested in redeveloping the site commonly known as 93 Green Bay Road; a former service station currently sitting vacant and an eyesore to the community. The property is environmentally impacted and situated at a premium gateway location in the Village of Winnetka.

The developer's previous experience includes the successful repositioning of 574 Green Bay Road; the former Fred's Gas Station in Winnetka at the corner of Spruce and Green Bay Road in downtown Winnetka; rebranded as Fred's Garage Bar & Grill. The developer has also served in a development capacity at 512 Green Bay Road, aka Dr. Fenner's Plastic Surgery Center in Kenilworth, IL under Dodge Capital (Robert D. Horne) as well as other projects.

The developer envisions constructing a 2,450 square foot quick-serve restaurant serving the community. The restaurant's target audience is the New Trier student body, Metra Train Rail commuters, local residents and area service providers. The menu would offer multiple options at quick-serve prices (average ticket price between \$10 to \$14). At this time the developer intends to provide Doughnuts, Coffee and Tacos however this is subject to change.

Revised 10/11/19

RFP Response to Redevelopment of 93 Green Bay Road



RFP Response to Redevelopment of 93 Green Bay Road



Developer Envisioned Security Wall and Extensive Landscaping Example

Revised 10/11/19

RFP Response to Redevelopment of 93 Green Bay Road



Operations

Currently, the project contemplates providing Quick Service Grab-And-Go Meals. Doughnuts, coffee, and other breakfast options will be offered in the morning starting at 7:00 AM. An informal Lunch will be offered until late afternoon, providing cost effective dining options. The average meal will range between \$10.00 to \$14.00, catering to its target audience.

The facility will require 2 shifts per day consisting of managers, line cooks, and servers. It is estimated to employ approximately 20-40 people. The project intends to be open Monday to Friday 7AM – 6PM. Weekends from 8:00 AM to 6:00 PM. Hours are subject to change based on customer demand.

The developer will identify a suitable operator, will enter into a long-term lease and will make a capital commitment to the business operation.

Due to the proximity to New Trier High School, a liquor license is not being contemplated.

Revised 10/11/19

RFP Response to Redevelopment of 93 Green Bay Road



Development Time-Line

In the event the Developer is awarded 93 Green Bay Road, the Developer would engage OKW Architects to initiate design, construction and permit documents immediately following the execution of a Purchase and Sale Agreement with the Village of Winnetka (4th Quarter 2019).

Construction documents would be submitted to the Village immediately following their completion with the intention of seeking Village approvals during the 1st / 2nd Quarter of 2020. If the Village would allow a Demolition Permit to be issued prior to the new project's plan approval, the developer would initiate demolition and site remediation immediately (1st Quarter 2020).

The Developer contemplates a 7-9 month core and shell construction period (estimated delivery in the 3rd or 4th Quarter of 2020). The interior renovation (tenant build-out) could coincide with the core and shell construction and is estimated to be completed in the 1st / 2nd Quarter of 2021. The final site work (landscape install and patio creation) is estimated to be completed during the 2nd Quarter of 2021.

It would be the intent of the developer to operational by August of 2021.

Revised 10/11/19

RFP Response to Redevelopment of 93 Green Bay Road



Qualifications

Development Team:

Developer – ACS Capital Management / Alfred C. Stepan – The principal behind the redevelopment of 574 Green Bay Road (otherwise known as Fred’s Garage) will be the primary driver of the project in conjunction with Lee Kotler, who played an instrumental role in that project’s development.

Architect – OKW / Jon Talty – The architectural firm behind Fred’s redevelopment. Jon is a long term resident of Winnetka and has played a significant role in the community having held numerous positions in the Village.

General Contractor – LG Construction – Kirk Bacastow / Project Manager for the Chicago-based construction firm. LG was the General Contractor for the core and shell renovation of 574 Green Bay Road among several high-profile developments in Chicago and its surrounding communities.

Environmental Contractor - Pioneer Engineering & Environmental Services / Jeffrey McClelland, PE | *Vice President - The Environmental firm responsible for 574 Green Bay Road's clean-up and disposal of contaminated soils. Pioneer secured (3) NFR (“No Further Remediation”) letters for the site on behalf of the developer.*

Revised 10/11/19

RFP Response to Redevelopment of 93 Green Bay Road



Qualifications (continued)

Development Team:

Bank – Wintrust Bank will be providing the developer financing and previously provided construction financing for 574 Green Bay Road as well as financing other endeavors lead by Stepan.

Leasing – SVN Chicago Commercial – A Commercial Real Estate Brokerage Company directed by Stepan, maintains a Restaurant Resource Division that will be engaged to find a suitable operating partner financially backed by the Developer. The group has brokered *Ten Mile House*, *Terra & Vine* and *Stack & Folded* in Evanston; *Fred's Garage* and *Mino's* in Winnetka among various operations. <https://svnrestaurants.com/>

Landscape Design and Installation – Scott Byron and Company Landscape Architects – Scott Bryon, award winning landscape architect will be employed to design the patio. Scott completed and appointed 574 Green Bay Road's final landscape plan – *North Shore Choice Award Best Patio 2019*.

Revised 10/11/19

RFP Response to Redevelopment of 93 Green Bay Road



574 Green Bay Road Overview

Former Service Station Renovation / Adaptive Re-Use:

- 3,500 SF adaptive re-use of former service station into an operating restaurant
- 388.37 tons of contaminated soil excavated and removed from site according to EPA Standards, Three NFR letters obtained by IL EPA
- (5) underground storage tanks removed
- 494 tons of clean fill imported to balance site
- 3,600 SF patio created, providing open space
- Elimination of (2) curb cuts on IDOT roadway, eliminating a dangerous roadway condition

Revised 10/11/19

RFP Response to Redevelopment of 93 Green Bay Road



Professional References:

Robert D. Horne – Dodge Capital, LLC – Former Employer
312.771.6500

Kirk Bacastow – LG Contractor
773.343.7536

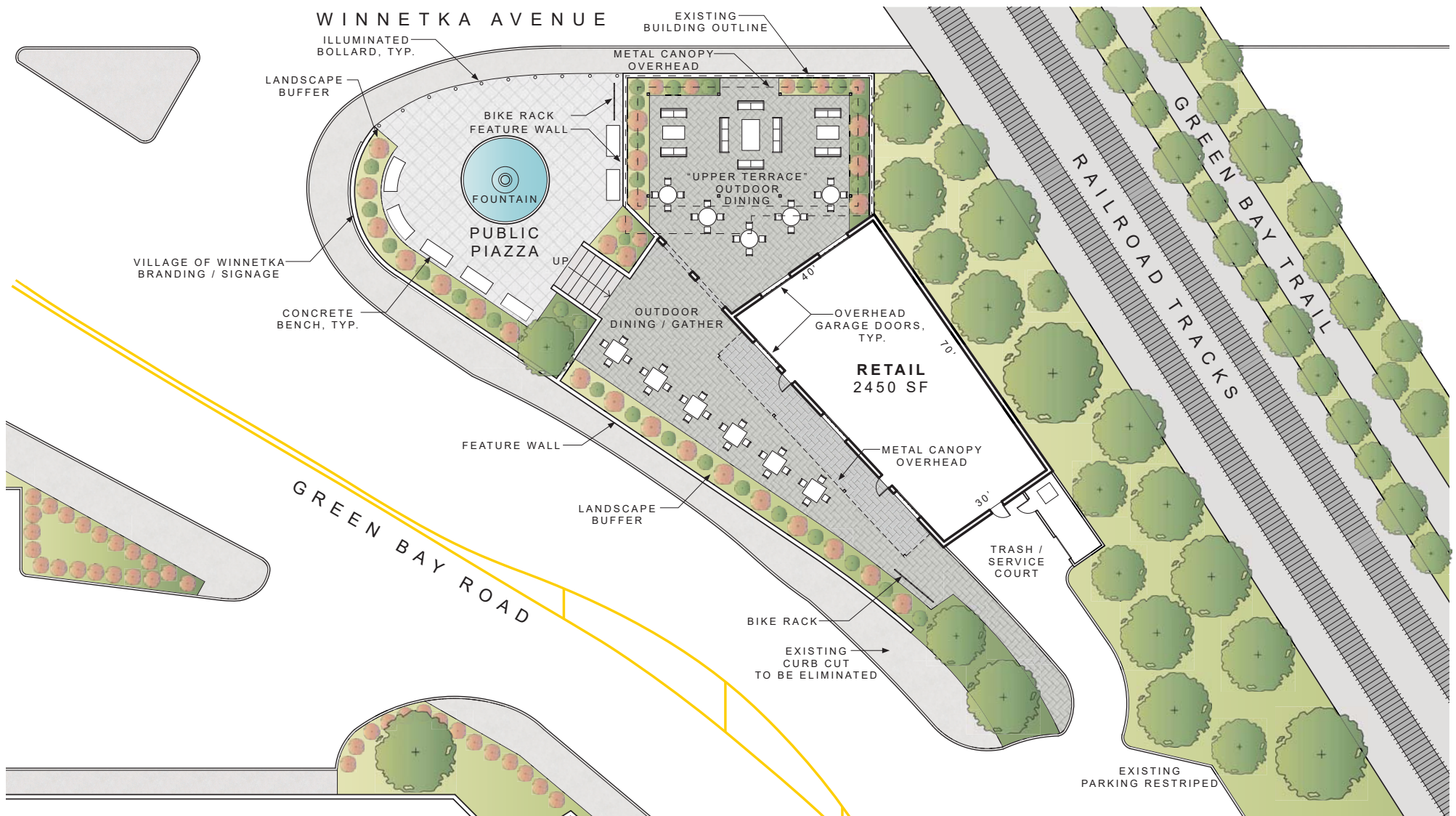
Bill Jurjovec – Wintrust Bank
773.883.4155

Jon Talty – OKW
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Revised 10/11/19



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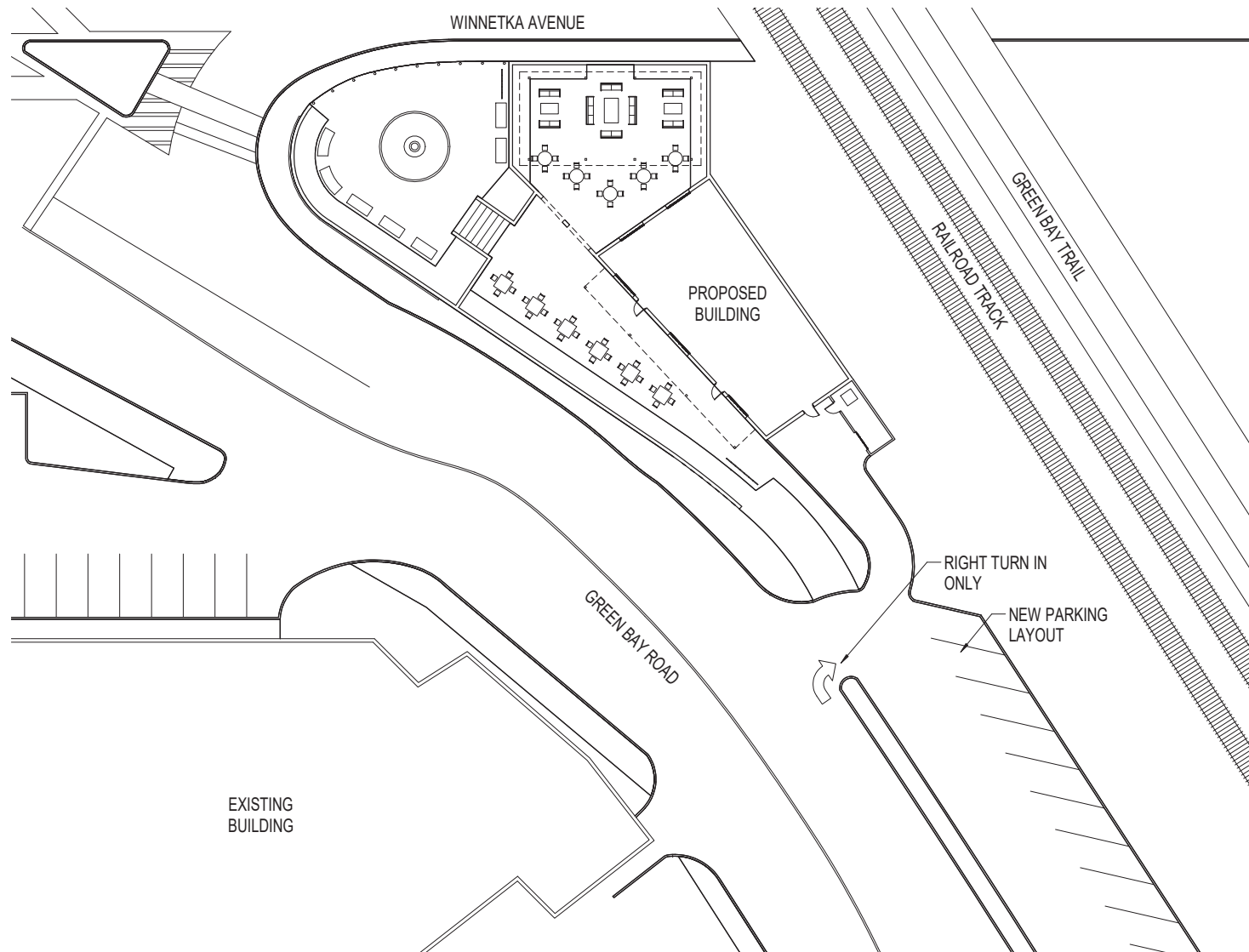


1" = 20'-0"
0 5'-0" 10'-0" 20'-0"

ACS Capital

**THE TREVIAN
SITE PLAN**

93 Green Bay Road . Winnetka, IL
October 10, 2019 Project #: 19105



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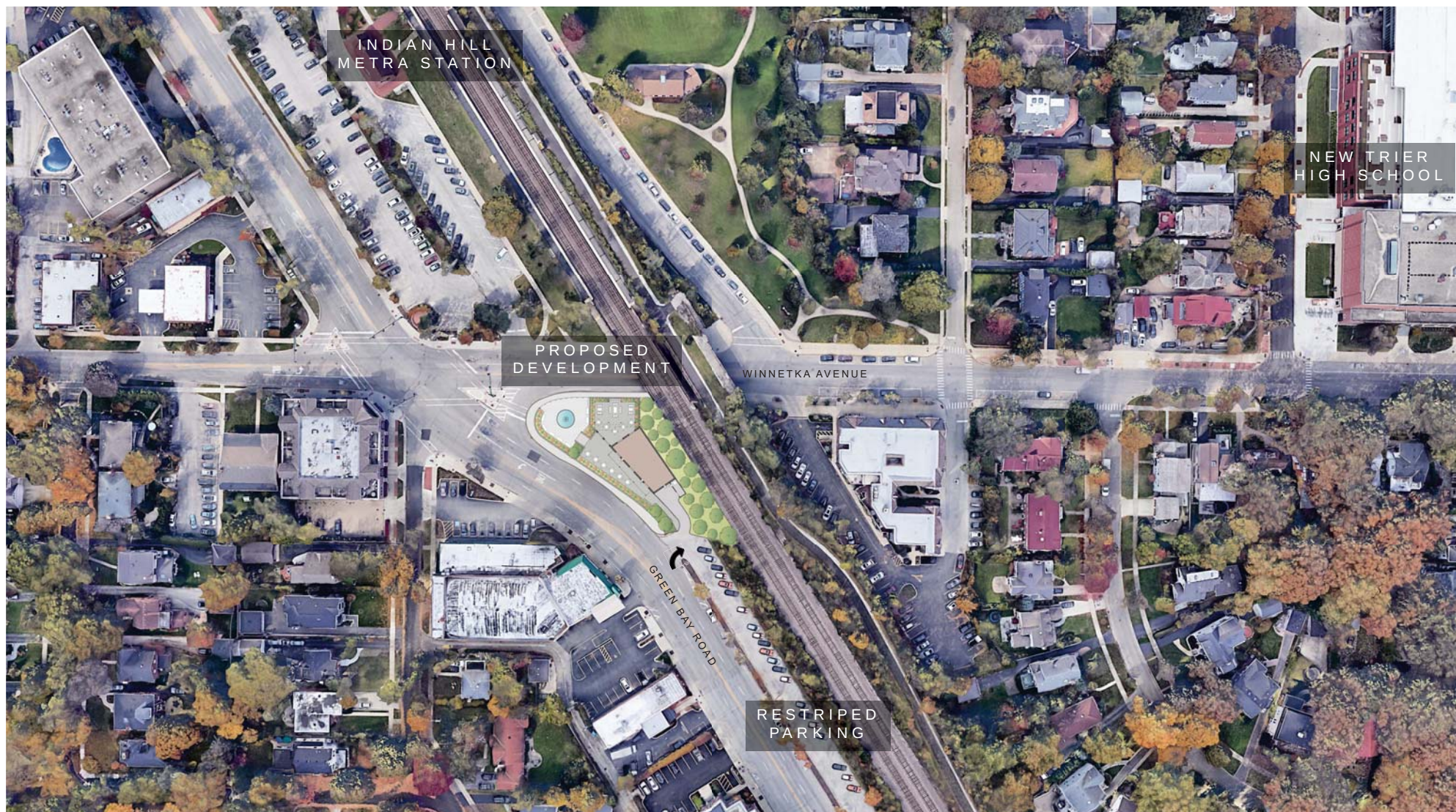


1" = 30'-0"
0 7'-6" 15'-0" 30'-0"

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