

APPENDIX L

Potential Tenant List Hibbing, Minnesota

Category/Tenant	Target GLA	Target Traffic Count	Target Population Within X Miles	Target Income Levels	Contact Name Address, Phone Number, Web Site
<u>Restaurants</u>					
Ruby Tuesday	4,500 – 5,000 sf	25,000	25,000 – 50,000 in trade area	Medium - High	Kurt Juergins Vice President, Real Estate Development 150 West Church Avenue Maryville, TN 37801 (865) 379-5700 www.rubytuesday.com
Applebee's	5,000 sf	20,000	20,000 – 50,000 in 5 miles	Medium Income Adults and Seniors	Steve Canada Associate Director, Real Estate 4551 West 107 th Street, Suite 100 Overland Park, KS 66207 (913) 967-4000 www.applebees.com
Ground Round	5,000 – 6,000 sf	30,000	50,000 in 3 miles	Medium - High	Cindy Dunn Franchise Business Consultant 500 U.S. Route One Freeport, ME 04032 (207) 865-4433 www.groundround.com

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<u>General Merchandise</u>					
Marshalls	29,000 – 65,000 sf	N/A	100,000 in trade area	Medium	Donald L. Smith Director, Real Estate 770 Cochituate Road Framingham, MA 01701 (508) 390-6692 www.tjx.com
SteinMart	15,000 – 36,000 sf	N/A	150,000 in 5 miles	Medium - High	David Darr The Place Commercial Real Estate 12050 Vance Jackson Suite 1032 San Antonio TX 78230 (210) 525-0131 www.steinmart.com
T.J. Maxx and/or AJ Wright	29,000 – 65,000 sf (25,000 for AJ Wright)	N/A	100,000 in trade area	Medium	Donald L. Smith Director, Real Estate 770 Cochituate Road Framingham, MA 01701 (508) 390-6692 www.tjx.com
Kohl's	75,000 – 94,000 sf	N/A	50,000+ in trade area	N/A	Colleen Kelly Real Estate Manager N56 W17000 Ridgewood Drive Menomonee Falls, WI 53051 (262) 703-7000 Colleen.kelly@kohls.com

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<u>Appliances/Electronics</u>					www.kohls.com
Rex TV and Appliance	10,500	N/A	N/A	N/A	Stuart Rose CEO 2875 Needmore Road Dayton, Ohio 45414 (937) 276-3931 www.rexstore.com
<u>Women's Apparel</u>					
Cato/It's Fashion	3,000 – 5,000	N/A	25,000 in trade area	Low to Medium	Warren Doyle Real Estate Manager 8100 Denmark Road Charlotte, NC 28273 (580) 237-3003 www.catocorp.com
Fashion Bug	6,000	N/A	100,000 in 5 miles	Medium	Andrew Galasso Vice President, Real Estate 450 Winks Lane Bensalem, PA 19020 (215) 245-9100 www.charmingshoppes.com
Dress Barn	4,000 – 8,000 sf	N/A	100,000 in 3 miles	Lower – Medium income adult females	Chris Neher Real Estate Manager 1629 South Henderson Street Fort Worth, TX 76104 (817) 230-4060 Chris.neher@dressbarn.com www.dressbarn.com

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<u>Variety/Dollar</u>						
Big Lots	20,000 – 45,000 sf	20,000	70,000 in 3 miles	Lower - Medium	Jim Diebold 300 Phillipi Road Columbus, OH 43228 (614) 278-4777 jdiebold@biglots.com www.biglots.com	
Tuesday Morning	8,000 – 10,000 sf	N/A	100,000 in 5 miles	High income adult females, 70-80% white collar	Cory D. Bird Director of Real Estate 6250 LBJ Freeway Dallas, TX 75240 (972) 387-3562 www.tuesdaymorning.com	
<u>Sporting Goods</u>						
Gander Mountain	90,000 sf	N/A	N/A	N/A	Mark Baker President/CEO 180 East Fifth Street Suite 1300 St. Paul, MN 55101 (651) 325-4300 www.gandermountain.com	

*Note: The data presented in this table represents **target** ranges for each individual retailer. This is not to say that these are the only types of locations they will pursue but rather are a guideline for locations that are best-suited. Favorable or above average characteristics in one area may outweigh out-of-profile characteristics in another area. For example, the population density in a trade area may not match the retailer's target, but if there is a higher than average proportion of in-profile income or age levels, the trade area may still be suitable.