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**Redevelopment
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To: Lemoore Redevelopment Agency Board
From: Judy Holwell, Redevelopment Project Manager
Date: October 1, 2009
Subject: International Council of Shopping Centers
Trip Report – San Diego – September 2-4, 2009

Discussion

City Manager Britz and I attended the International Council of Shopping Centers (ICSC) Western Division Conference in San Diego on September 2-4, 2009. This trip was part of our continuing effort at attracting retail and restaurants to Lemoore. Several meetings were set up ahead of time with site selectors, brokers, and real estate professionals that locate stores in the Central Valley. We also met with several other retailers and restaurateurs that were "manning" their booths in the exhibit hall. A list of contacts is attached for your review. The trip was very successful in that we are meeting with the decision makers face-to-face and continuing to promote Lemoore. I have continued to follow-up with those we met and have provided them with information about our community and properties that are available for their stores.

We, once again, received positive feedback from several of the businesses and were encouraged by the fact that we are still being considered by many of them. Some said they intend to locate a store in Lemoore as soon as they can obtain property at the right location. Others asked us to touch base with them on a regular basis (about quarterly) to see whether the economy or their business expansion plans have changed. We plan to attend one or more of the following ICSC events to continue promoting Lemoore:

Southern California Idea Exchange – January 27, 2010 – Long Beach, CA

Monterey Idea Exchange – March 16-18, 2010 – Monterey, CA

RECON ICSC Convention & Expo – May 23-25, 2010 – Las Vegas, NV

The effort to attract retail and restaurants to Lemoore is expected to be a lengthy and ongoing process, especially in this economy. However, we expect the relationships we are forming now with these key people to pay off in the long run.

ICSC Western Division Conference

San Diego, California
September 2-4, 2009

Prospect List

William Judy	99 Cents Store	Thurs, 2:30 p.m. Booth #615
Kurt Grundman	Ace Hardware	Metrovation Booth #812
Michele Low	Big Lots	Booth #1105
Pamela Lent	Borders	No-Does not fit expansion program
David Angard	Brown Shoe Store	No-Not in expansion mode
Sam Saul	Chipotle	Booth #903
Mark Henry	Colliers Tingey	Thurs, 2:00 p.m.
Danna Jones	Del Taco	Booth #1028
Laura Grace	Denny's	Thurs, 9:00 a.m. Booth #710
Elsie Schifano	El Pollo Loco	Booth #1204
Albert Katri	Factory 2-U	National Stores, Inc. Booth #1927
Glen Kinkade	Golden Corral	Booth #805
Jeffrey Hardman	Home Depot	Thurs, 3:30 p.m. Buxton #714
Ron Volle	In-N-Out Burger	Booth #1731
Jeff Fink	Jo-Ann Stores	No-Not opening new stores
Mike Seiber	Kitchell	Fri, 9:00 a.m.
Colleen Kelly	Kohl's	Thurs, 12:00 p.m. Buxton #714
Elliot Simon	Office Depot	No-Competitor already in area
Susan Wong	Panda #1212	Thurs, 11:00 a.m. Buxton #714
Jim McCarron	Red Robin	Booth #1127
Jack Toth	Ross Stores	No
Michael Austin	Rubio's	Booth #1647
Keith Bierley	Shoe Carnival, Inc	No
David Vine	Smart & Final	Thurs, 11:30 a.m. Booth #1006
Walter Gapik	Sonic	Booth #1931
Brian Treber	Target	Thurs, 1:30 p.m. Buxton #714
Eric Corpuz	T J Maxx	No
Jason Schilling	Tuesday Morning	Thurs, 9:30 a.m. Buxton #714
Jaime Howell	Wal-Mart	Booth #1208