

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	<p>Donald L. Smith Director, Real Estate 770 Cochituate Road Framingham, MA 01701 (508) 390-6692 www.tjx.com</p>
SteinMart	15,000 – 36,000 sf	N/A	150,000 in 5 miles	Medium - High	<p>David Darr The Place Commercial Real Estate 12050 Vance Jackson Suite 1032 San Antonio TX 78230 (210) 525-0131 www.steinmart.com</p>
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	<p>Donald L. Smith Director, Real Estate 770 Cochituate Road Framingham, MA 01701 (508) 390-6692 www.tjx.com</p>
Kohl's	75,000 – 94,000 sf	N/A	50,000+ in trade area	N/A	<p>Colleen Kelly Real Estate Manager N56 W17000 Ridgewood Drive Menomonee Falls, WI 53051 (262) 703-7000 Colleen.kelly@kohls.com</p>

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

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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.