



## Site Selection Criteria by Trade Channel

	<b>FREE ACCESS B &amp; I</b>	<b>HOSPITAL</b>	<b>TRANSPORTATION CENTER</b>	<b>RETAIL CENTERS</b>	<b>KIOSK</b>
<b>TARGET</b>	Urban office building, minimum of 500,000 sq. ft. of occupied space. 5,000,000 sq. ft. additional space with ¼ mile	Hospital with minimum of 2,500 full-time employees (FTEs) at one location	High traffic transportation center with 1,000,000 annual boardings/enplanements	Point position in dominant shopping center in market, with minimum traffic of 30,000 cars/day	Additional locations on campus
<b>MINIMUM SPACE</b>	1,800 – 2,400 square feet; flexible	800 to 2,400 square feet; Can remote certain back of house functions	Minimum: 1,200 square feet (mother); carts and kiosks (daughters); with remote storage	2,400 square feet	150 – 500 square feet with remote storage and production space
<b>TYPICAL S.F.</b>	1,200 – 2,400	1,500 – 2,400 sq. ft.	Varies widely	1,000 – 2,400	300 – 500 sq. ft.
<b>LOCATION</b>	Largest building with street access and presence, with 25 feet frontage and outside seating. Near transportation centers. Locations with unrestricted access from street and within building. Corner location desirable	Main lobby, full visibility, access, signage and abundant seating	Airports: Post security area with mother/daughter unit possibilities Cart and kiosk pre-security area also possible Train Station: Open concourse or food court	Fashion Department store, Grocery anchored centers with fashion tenants. Must be endcap or point position with significant signage. Easy Ingress/Egress.	In adjacent locations on campus with main café; Pre/Post security in airports; office buildings.
<b>TERM</b>	10 year initial term with 2- 3, 5 –year options	10 year initial term with 2- 3, 5 –year options	10 year initial term with 2- 3, 5 –year options	10 year initial term with 2 – 3, 5 year options	
<b>BENEFITS TO PARTNER / LANDLORD</b>					
<b>ALL DAY MENU</b>	Quality amenity that provides a branded, nationally recognized restaurant serving signature sandwiches, salads, soups, panini's melts, wraps and bowls. Unique breakfast and smoothie menus				
<b>CAFÉ DESIGN</b>	Café dining area designed to provide a warm, comfortable and clean environment. Seating designed for different users of café, including sit and stay and grab and go				
<b>HIGH GUEST THROUGHPUT</b>	Geared to serving high-volumes of customers quickly in a friendly manner				
<b>SERVES ALL DAY PARTS</b>	Serves all day parts: breakfast, lunch, afternoon and light dinner. Able to provide menu offerings in limited footprint to meet customer demands; flexible (mother/daughter arrangement with kiosk)				
<b>SAFE AND CLEAN OPERATION</b>	No grease or open flame, all cooking is baked				
<b>FINANCIAL PARTNER</b>	Landlord can share in financial success of the café through percentage rent				
<b>EMPLOYEE SATISFACTION</b>	Can participate in campus "Debit Card Program" for swipe card purchases				
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