“A Conversation from the Front Lines”
Dynamic Trends in Current & Future Retail Environment

Illinois Financial Forecast Forum: Public Sector Views that will Impact the Public Sector

January 25, 2019

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Michael Mallon, Draper and Kramer
WHAT’S GOING ON WITH RETAIL?

1) Over – Retailed Marketplace.

2) Acceleration of E-Commerce.

3) Race to the Bottom Discounting (Rise of Off-Price).
   - The rise of off-price, growth of dollar stores, discounters, etc.

4) Shifting Consumer Spending Patterns.
   - Millennials spending less than previous generations.
   - Millennials spending differently (experience over stuff)
KEY TRENDS IN RETAIL

1) In-Store Experience

2) Data will drive retail.

3) Store Closures will Accelerate.

4) Impact of Millennials

5) Smaller stores are in: Larger stores are out.

6) E-Commerce & Brick & Mortar
FORMER LINCOLN MALL REDEVELOPMENT

BEFORE

AFTER

MATTESON SITE AERIAL

MARKET SQUARE CROSSING

DECEMBER 27, 2019

2019 - Illinois Financial Forecast Forum
ORLAND PARK DOWNTOWN TRIANGLE DISTRICT

ORLAND PARK TRIANGLE SITE AERIAL

BEFORE

AFTER

CURRENT

DECEMBER 27, 2018

2019 - Illinois Financial Forecast Forum
TRENDS IN GROCERY RETAILING – MAJOR THEMES

➢ Changes in the grocery retailing Landscape

➢ Traditional grocery retail impacts and priorities

➢ Industry growth and investment trends

➢ Merger and acquisitions trends
WHAT IS GOING ON WITH URBAN & SUBURBAN TOD'S?
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THANK YOU!!!!!!

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