

CROSSTOWN CONCOURSE

RETAIL LEASING



OPEN



2017



YOU ARE HERE

Transforming a national hub for the distribution of goods into a local heart for the cultivation of well-being, Crosstown Concourse shifts focus from products to people, from commodity to quality of life.



BETTER TOGETHER.

At Crosstown Concourse, the community comes to you.

The historic Sears Crosstown building is being preserved and redeveloped as a mixed-use, vertical urban village with a purposeful collective of uses and partners.

In contrast to typical commercial real estate projects that fit tenants into generic spaces, Crosstown Concourse is a place where unique settings and uses are intimately related, interconnected and interdependent and, as a result, better because they are together. True sustainability comes from the relationships between uses, tenants, and the organizations within a space, rather than from simply coexisting.

People will be living and working, learning and teaching, healing and growing well, creating and recreating, shopping and eating— like a really great neighborhood.



Crosstown Concourse is centrally located in Memphis, TN, a few blocks from Interstate 40, two miles from the downtown core and the Mississippi River, and half a mile from the world-renowned Medical District. Nearby attractions include Overton Park, Memphis Zoo, Levitt Shell Amphitheatre, Overton Square, Rhodes College, Southern College of Optometry, and the recently opened Bass Pro Shop Pyramid.

SITE PLAN



FOR INFORMATION CONTACT:

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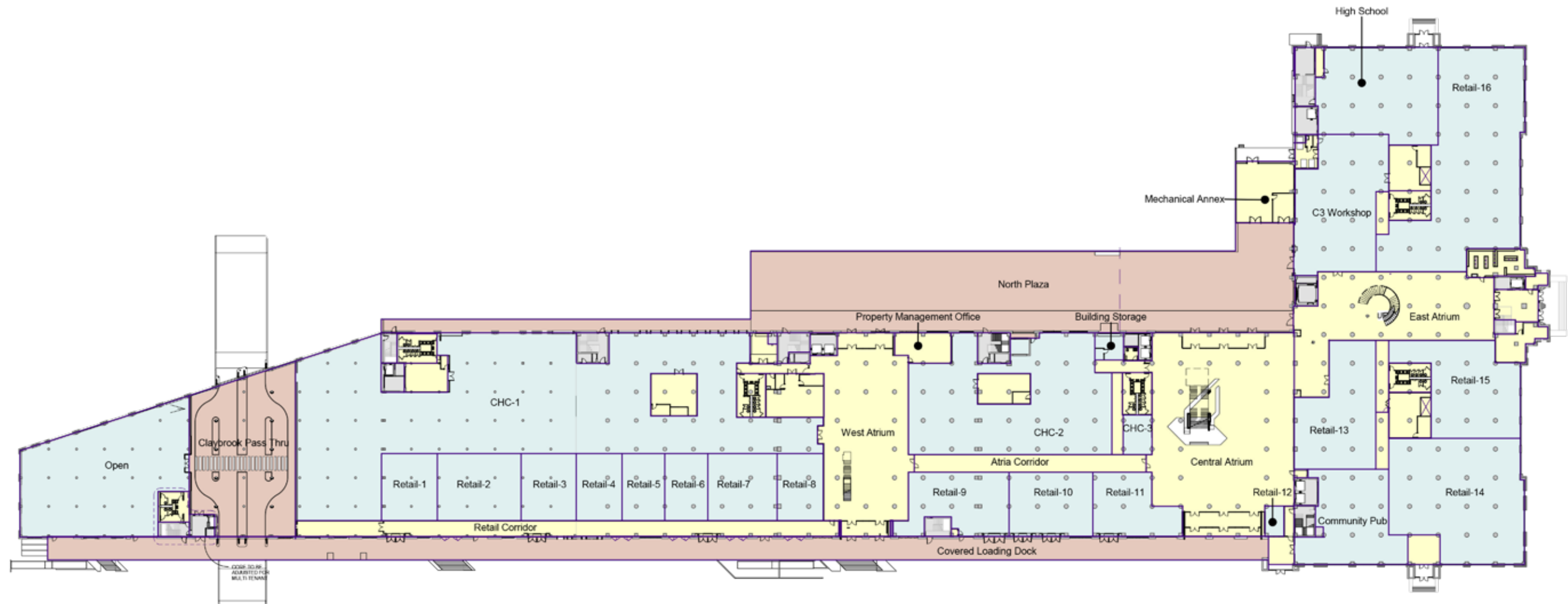
Only RETAIL

CROSTOWN CONCOURSE

Memphis, TN - 04.16.15



- Building Common Area
- Exterior Area
- Major Vertical Penetration
- Office Area
- Storage Area



SUMMARY DEMOGRAPHIC PROFILE CROSTOWN - PREPARED BY TSCG

POPULATION	1 MILE	2 MILE	3 MILE
2014 Total Population	15,946	54,196	95,022
2019 Projected Total Population	16,306	54,707	95,897
2010 Total Census Population	15,751	54,407	95,473
2014 Group Quarters Population	571	5,252	6,656
2010-2014 Population: Ann Grwth Rate	0.29%	-0.09%	-0.11%
2014-2019 Population: Ann Grwth Rate	0.45%	0.19%	0.18%
2014 Male Population	8,104	27,785	47,679
2014 Female Population	7,841	26,411	47,343
2014 Median Age	38.5	36.9	35.6

HOUSEHOLDS	1 MILE	2 MILE	3 MILE
2014 Total Households	7,154	23,930	42,005
2019 Projected Total Households	7,326	24,197	42,601
2014 Owner Occupied Housing Units	2,700	7,866	14,261
2014 Median Home Value	\$169,945	\$165,706	\$144,366

POPULATION BY RACE	1 MILE		2 MILE		3 MILE	
2014 White Population	6,054	38.0%	19,104	35.2%	30,124	31.7%
2014 Black/African American Population	8,126	51.0%	31,572	58.3%	59,062	62.2%
2014 American Indian/Alaska Native Population	49	0.3%	130	0.2%	219	0.2%
2014 Asian Population	552	3.5%	1,228	2.3%	2,340	2.5%
2014 Pacific Islander Population	19	0.1%	31	0.1%	38	0.0%
2014 Other Race Population	805	5.0%	1,198	2.2%	1,680	1.8%
2014 Hispanic Population	1,149	7.2%	1,934	3.6%	2,952	3.1%

EDUCATIONAL ATTAINMENT	1 MILE		2 MILE		3 MILE	
2014 Pop Age 25+: Less than 9th Grade	799	7.0%	2,187	5.9%	3,856	5.9%
2014 Pop Age 25+: 9-12th Grade/No Diploma	1,344	11.8%	4,677	12.5%	8,300	12.8%
2014 Pop Age 25+: High School Diploma	2,293	20.2%	8,250	22.1%	14,626	22.6%
2014 Pop Age 25+: Some College	2,429	21.4%	7,726	20.7%	12,877	19.9%
2014 Pop Age 25+: Associate's Degree	508	4.5%	1,638	4.4%	2,833	4.4%
2014 Pop Age 25+: Bachelor's Degree	2,167	19.1%	6,358	17.0%	11,403	17.6%
2014 Pop Age 25+: Graduate/Professional Degree	1,529	13.5%	5,095	13.6%	8,747	13.5%

INCOME	1 MILE	2 MILE	3 MILE
2014 Average Household Income	\$49,641	\$47,443	\$48,511
2014 Median Household Income	\$31,607	\$26,118	\$27,004
2014 Per Capita Income	\$22,184	\$22,319	\$22,350

BUSINESS	1 MILE	2 MILE	3 MILE
2014 Total Businesses	819	3,485	7,309
2014 Total Employees	6,037	44,781	91,431

Source: U.S. Census Bureau, Census 2010 Data. Esri forecasts for 2014 and 2019

A SHOPPING EXPERIENCE LIKE NO OTHER.

Crosstown Concourse has been designed to dissolve access barriers and be inclusive to all - to promote openness, interconnection, and unbounded exchange. Porous edges on all sides of the site will allow for the free flow of everyday neighborhood life, animating the place through human activity. Shared spaces will serve the needs of multiple tenants and create an enhanced sense of community.

Until 1993, thousands of packages from the Sears catalogue warehouse were distributed daily from two loading docks that lined the north and south sides of the building. Those same docks are now being transformed into active hubs where thousands of people will populate unique retail, plaza and community gathering spaces.



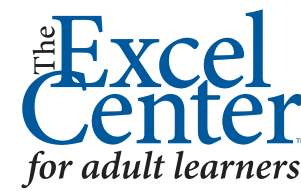
HISTORY

Originally constructed in 1927 to house the Sears, Roebuck & Co distribution center and retail store, the Sears Crosstown building grew from 645,000 square feet to 1.5 million square feet over the next 40 years. In its heyday, Sears Crosstown employed 1,500 people and served over 750,000 customers annually. Due to the decline in the mail-order business, the distribution center closed in 1993.



COMMUNITY

It makes sense that the foundation of this building is composed of the essentials for a thriving community. At Crosstown Concourse, your neighbors are agents of good health, healing, arts, and education. Together, you will be forging the path for the neighborhood's next chapter.





GREEN SEEDS
ORGANIC GROCERY

Crossway
Flowers

DARK ROAST

THE MENU
burgers *and* veggie burgers
broccoli 'n' fruit salad, pasta 'n' salad
three bean salad, col. slaw, chips + salsa
DESSERT
ice cream sundaes *and* birthday cake

NOTES
Organic with Farm to Market

WASHED

FACTS ABOUT BUILDING

Crosstown Concourse is one million square feet divided into the following uses:

- 65,000 sq ft of retail (first floor)
- 620,000 sq ft of commercial/office (floors 2-6)
- 270 apartments (floors 7-10)
- Over 3,000 people are estimated to populate Crosstown Concourse on a daily basis.

The building is ten stories with a 14-story tower and sits on an 18-acre site that includes multiple open plazas, green spaces, and ample parking. Construction of the building is reinforced, cast-in-place concrete with columns 20 feet apart on center and flat slab floors with 250 lbs per square foot load.

Crosstown Concourse has been designed as a network of event spaces that foster discovery, imagination, and experiential learning.

A 60x100 foot, ten-story atrium will serve as the heart of the building, where people will arrive to start their journey. A 25-foot wide theatre stair connecting the second and third floors is just one component of many where people can interact and experience public lectures, presentations, and live music.

AMENITIES

DESIGN

- Historic 1920's character
- Large atria and windows with internal natural light
- Open-air plazas with canopies and green spaces
- Numerous common area spaces for meetings and interaction
- Large, multi-purpose assembly space for performances, workshops and conferences; seats 400 in theater-style rows or 250 in banquet-style
- Curated uses and tenants with a unique mix of office, retail and residential
- LEED certified
- Convenient loading dock
- Freight elevator that services all floors

PARKING

- Parking structure with 1,150 free parking spaces
- Additional 600 free parking spaces in on-site surface lots and street parking
- Short-term convenience parking

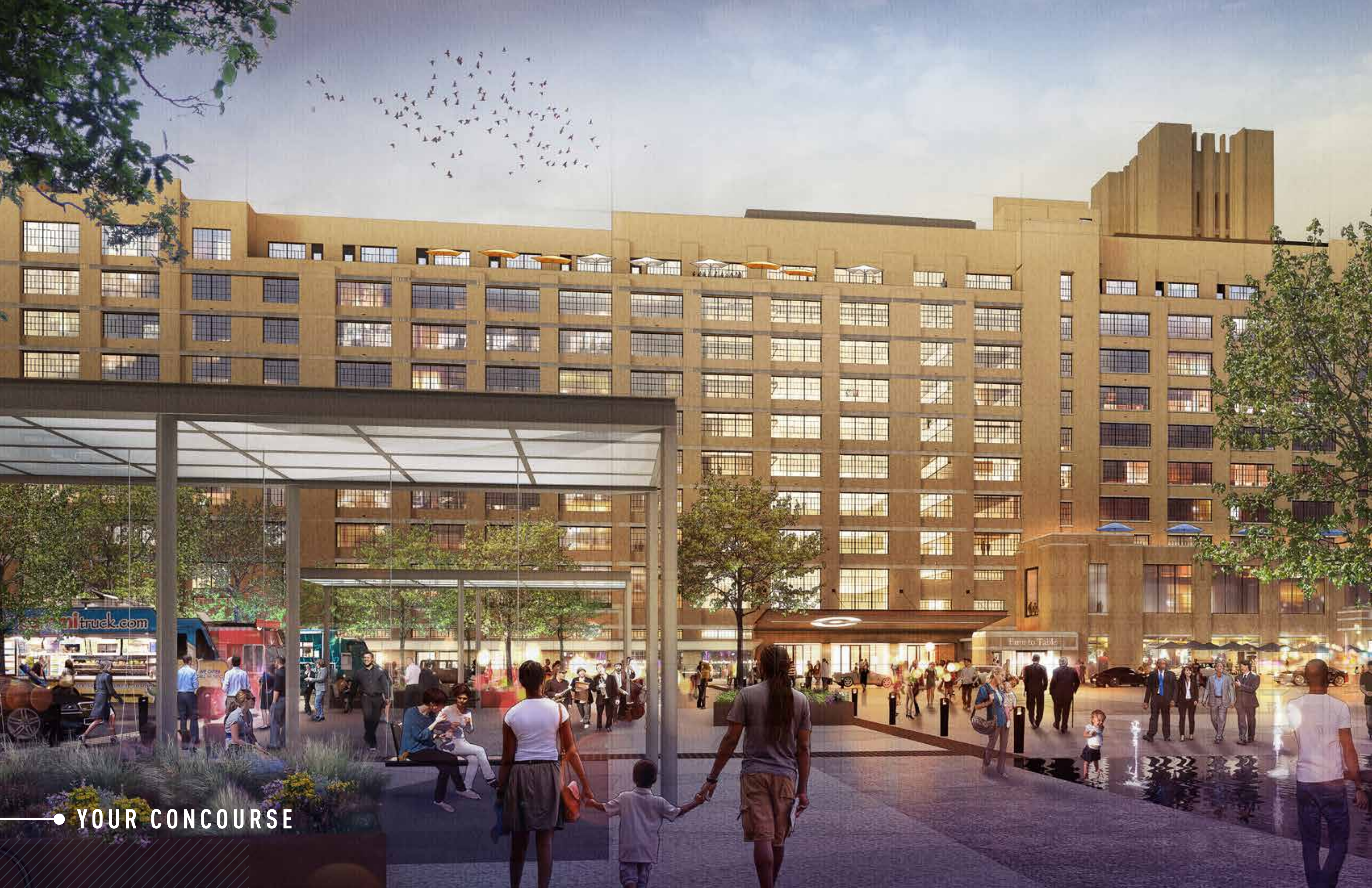
TRANSPORTATION

- Centrally located within five minutes of all major interstates
- Convenient to public transit including bus and trolley
- Pedestrian and bicycle friendly, including easy access to the V&E Greenline, dedicated bike lanes, and on-site bike storage

GENERAL

- Free wifi in common areas and main plaza
- On-site 50,000 sq ft professional fitness facility, including gymnasium, nutrition center, teaching kitchen, therapy pool, and aerobics/yoga/pilates spaces (childcare available)
- Recycling available
- 24/7 on-site security
- Multiple restaurant, coffee shop, and retail opportunities
- 8,000 sq ft contemporary art gallery with membership-based shared art-making labs
- Public rooftop access
- Storage space available





● YOUR CONCOURSE

LEASING AGENT



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Only RETAIL
everything RETAIL



Shawn Massey has extensive leasing and tenant representation experience with 29+ years combined experience in the commercial real estate industry. He has been involved in every phase of an asset's life cycle with a focus on leading the leasing efforts on a variety of retail projects from large power centers to single tenant buildings. He has leased over 20 Wal-Mart shadow centers throughout the Mid-South and greater United States. In addition, he has leased several projects within inner city of Memphis and understands the unique challenges of these urban projects.

The breadth and depth of his experience provides Shawn with an unparalleled understanding of what it takes to be successful in leasing, as well as how leasing successfully integrates into and interacts with all other facets of developments, such as operations, accounting, and construction.

Having survived a few real estate cycles, Shawn knows that it takes extensive knowledge of the retail trade area, a thorough understanding of the attributes of the subject retail center, excellent retailer and brokerage relationships, a comprehensive and strategic plan to effectively guide all leasing and marketing efforts, a passion for the industry regardless of its current state and a willingness to get into the local markets to canvas for prospective tenants and properties that will satisfy the needs of the owner, the property and the community at large.

TENANT TESTIMONIES

“ The Church Health Center will thrive at Crosstown because having all of our services under one roof will make us more efficient and effective. This urban village will become a creative cauldron for the arts, education and health of our city, and we are proud to be a part of this effort. ”

- Dr. Scott Morris, Church Health Center

“ We see this as a potentially vibrant community, that will be attractive to new recruits, and we are always recruiting additional talent. To have a vibrant and culturally diverse community where young professionals including physicians, scientists, artists and writers can live and interact would be a great asset for Memphis and St. Jude. ”

- William Evans,
St. Jude Children's Research Hospital

“ Sears stirs. The Church Health Center, St. Jude, ALSAC, [and] Methodist Healthcare are bringing hope, healing and warmth to that long-cold monument of neglect. Crosstown Arts, Gestalt Community Schools, Rhodes College, Memphis Teacher Residency, and a team of architects and planners are shining light into its long-dark corners so that we might clearly see all that's possible. Lately, kinetic energy is blowing across long-still ground, and it's enough to give you heart. ”

- Dan Conaway, Memphis Daily News
September 13, 2012

“ Teachers need a great deal of community and support to be effective. Part of what the Crosstown Project will help provide is a place of great community & great support. To be a part of this project with all the energy and excitement is important ”

- David Montague, Memphis Teacher Residency

“ The combination of the diversity and strength of our fellow Founding Partners, along with the unique nature of the building, makes this development very special. We are convinced that Crosstown could serve as a very effective home for several units of our operation. ”

- Ruth Ann Hale,
Methodist Le Bonheur Healthcare

“ The nature and size of the Crosstown building have inspired us to think more intentionally about how the creative process and everyday life interact. For example, our aspirations to develop an artist-residency program, shared art-making labs, and exhibition spaces take on a whole new life when we consider the opportunities to connect with the wellness and education programs of the Church Health Center, Gestalt Community Schools' new high school, and Rhodes College. ”

- Christopher Miner, Crosstown Arts



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