



Retailer Runway

McDonald's



Communities Grow with **McDonald's**





Table of Contents

- Growth & Development3
- Real Estate Map & Contacts5
- Asset Management Territories6
- Portfolio Management.....7
- U.S. Construction and Design Contacts8
- McDonald's Global Development Contacts8
- Additional Resources9



Growth & Development

McDonald's currently has more than 38,000 restaurants in 120 countries, with approximately 14,000 in the United States. McDonald's goal is to be a modern, progressive burger and breakfast restaurant. McDonald's will achieve this by delivering quality food, outstanding service, and a contemporary customer experience through modern designs and the implementation of Mobile Order and Pay and self-ordering kiosks. We continue to grow our brand by building new restaurants.

Whether you visit a McDonald's in your local neighborhood, an airport, mall, or tollway location, we strive for every customer in every restaurant to have an exceptional experience every time.

McDonald's USA Development Overview:

140 new restaurants to open in 2024	275+ new restaurant deals targeted in 2024	900 new restaurant openings from 2023 thru 2027
318 new restaurants were opened or relocated in the past 5 years	308 restaurants were rebuilt in the last 5 years	≈ 13,231 restaurants are currently modernized - 13,420 by the end of 2024

McDonald's Unveils Plan to Accelerate New Store Openings in 2023 - Connect CRE

McDonald's Doubles Down On Restaurant Development - Food Business News

McDonald's is Cool Again - WSJ

McDonald's Announces New Growth Strategy (mcdonalds.com)





Ideal Site Plan Specs

U.S. Site Criteria

(Traditional Freestanding)*

Land area: 44,000 +/- square feet

**will consider 25,000 +/- in urban markets*

Typical Building area: 3,700-4,500 square feet

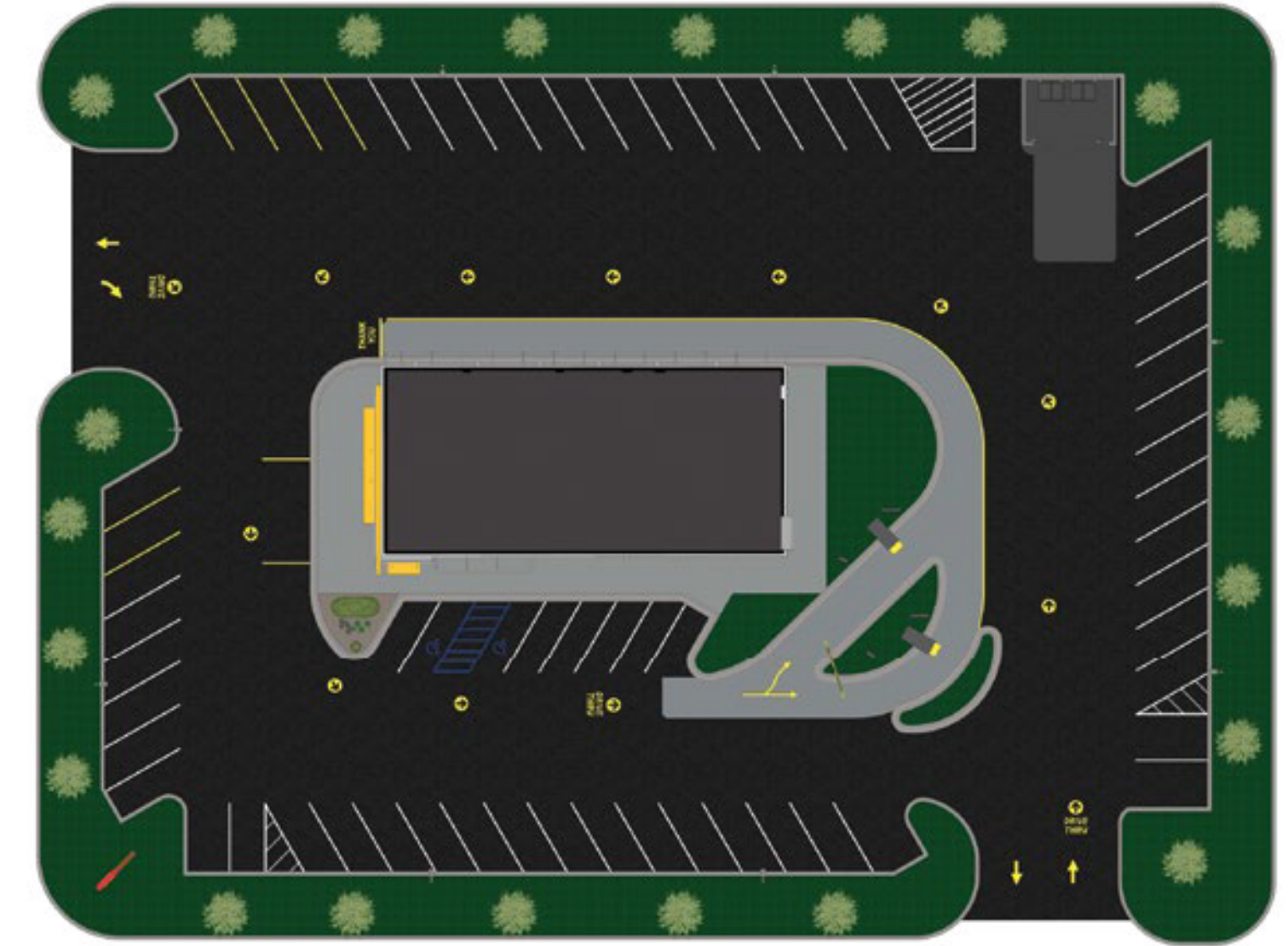
Building height: minimum 21'7"

Corner or corner wrap with signage on two major streets

Signalized intersection

On-site parking

At McDonald's, we strive to be more than just a restaurant – we're a first job for many, a community partner, a model for other restaurants around the world, and a company seeking new ways to fulfill our mission to be our customers' favorite place and way to eat and drink.



Find out more about McDonald's by visiting

www.mcdonalds.com

Follow us!  **Twitter** and  **Facebook**

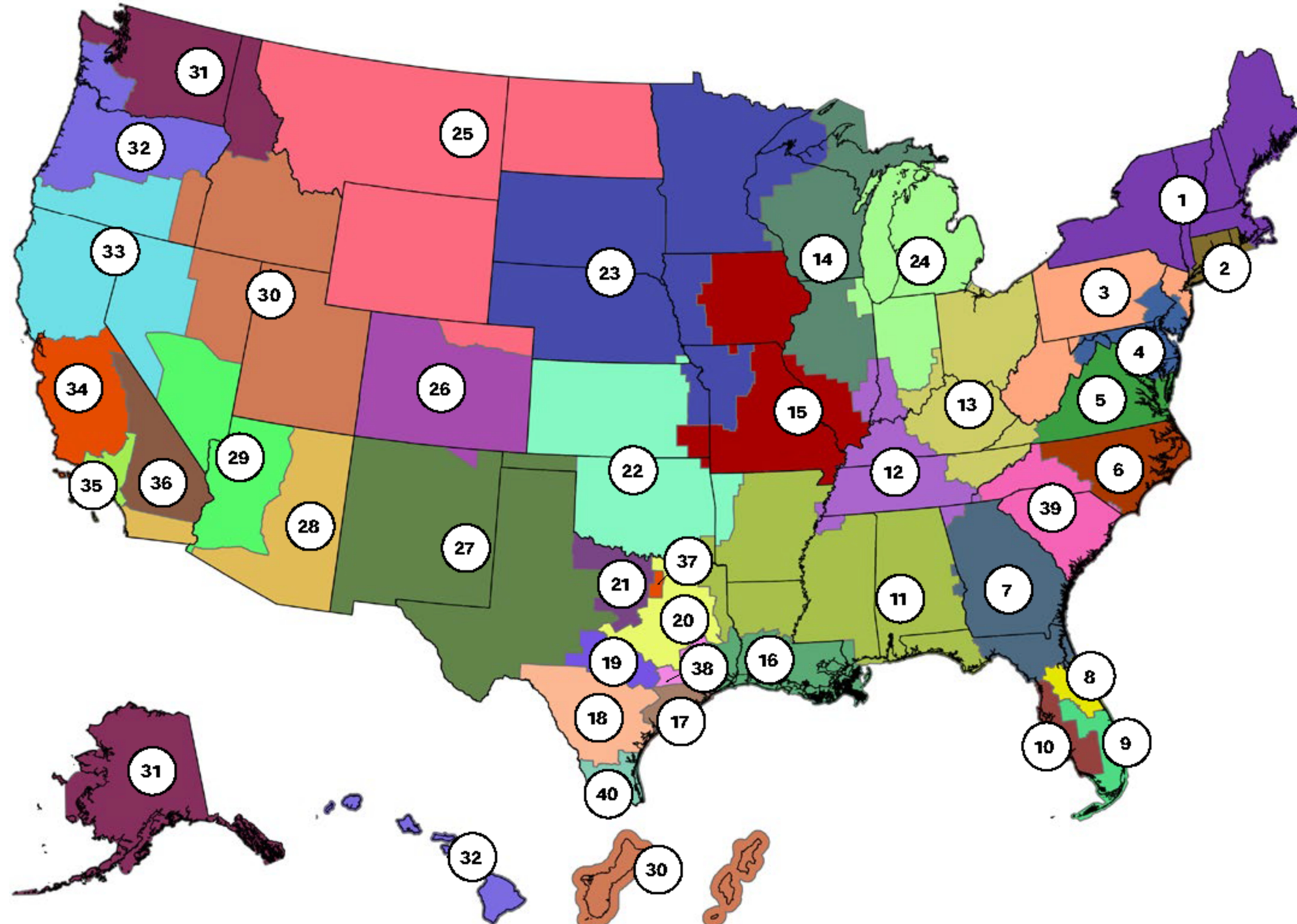
Real Estate Map & Contacts

The Real Estate Community of Expertise is responsible for executing the U.S. new store strategy and continuing to build on our portfolio of 14,000 of conveniently located restaurants.

Vikki Seward
Director of Real Estate - West

Meredith Lenoir
Director of Real Estate - East

Jesse Stiles
Director of Real Estate - Central

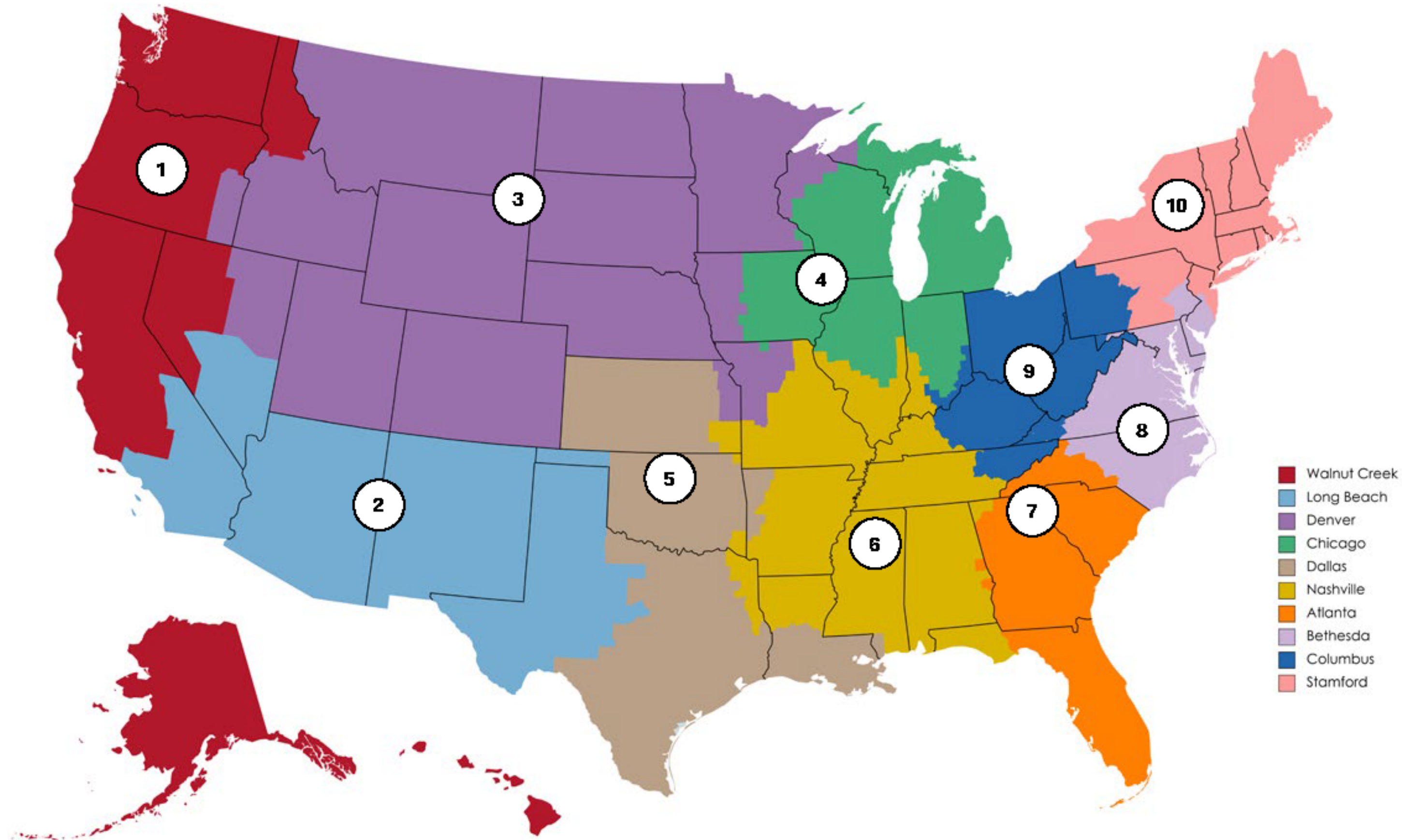


Real Estate Manager Contacts

- | | |
|---|--|
| Lisa Walker
Associate Director | Kellie Wisbrock
Associate Director |
| 21 Kaley DeVries | 26 Robert Baker |
| 20 Adam Fullington | 30 Mike Mateen |
| 37 Craig Givens | 23 Jeff Walenta |
| 19 Andrew Richards | 25 Grant Williams |
| 22 Garrett Weaver | |
| Zach Matthews
Associate Director | Amy Bayles
Associate Director |
| 15 Dillon Hamman | 3 Rudy McCarthy |
| 12 Zach Roberts | 13 CJ Jackson |
| 24 Korey Robinson | 2 Andrew Shelhorse |
| 14 Chris Smitherman | 1 Uri Starr |
| 11 TJ Tranel | |
| Marineh Dermovsesian
Associate Director | Troy Faulkner
Associate Director |
| 36 Ingrid Akers | 5 Ashley Bodner |
| 28 Jack Horton | 4 Ashleigh Schneider |
| 35 Schuyler Jackson | 6 Aaron Smith |
| 29 Chris Ryan | Amanda Madeira
<i>(Special Venues-U.S. Market)</i> |
| 27 Nancy Wollenman | Bob O'Connell
Associate Director |
| Rich Davis
Associate Director | 33 Ami Hyman Chmielik |
| 8 Rey Hernandez | 34 Leslie Mascaro |
| 9 Sauris Lugo Lugo | 32 Taylor Miller |
| 7 Lindsey Meyer | 31 Nancy Regnier |
| 39 Mathis Nedell | David Schmitt
Associate Director |
| 10 Dan Toth | 16 Reed Casper |
| | 38 Ray Clopton |
| | 18 Carl Kocurek |
| | 40 Scott Lark |
| | 17 Laura Lund |

Asset Management Territories

The Asset Management Team is responsible for managing the Leased portfolio of McDonald's locations throughout the U.S. The team works diligently with landlords to maintain high standards for our contract terms and manage lease tenure and purchase options to ensure operating longevity.



Melissa Hammond
Senior Asset Manager (Traditional)

Melissa Way
Senior Asset Manager (Non-traditional and Excess)

Asset Manager Contacts

1 Walnut Creek

Open

2 Long Beach

Gilda Amini

3 Denver

Virginia Coggins

4 Chicago

Elena Vasquez-Love

5 Dallas

David Shammass

6 Nashville

Virginia Coggins

7 Atlanta

Jami Hays

8 Bethesda

Mary Cleveland

9 Columbus

Melissa Way

10 Stamford

North

Linda Bartlett

South

Carol DeMarco

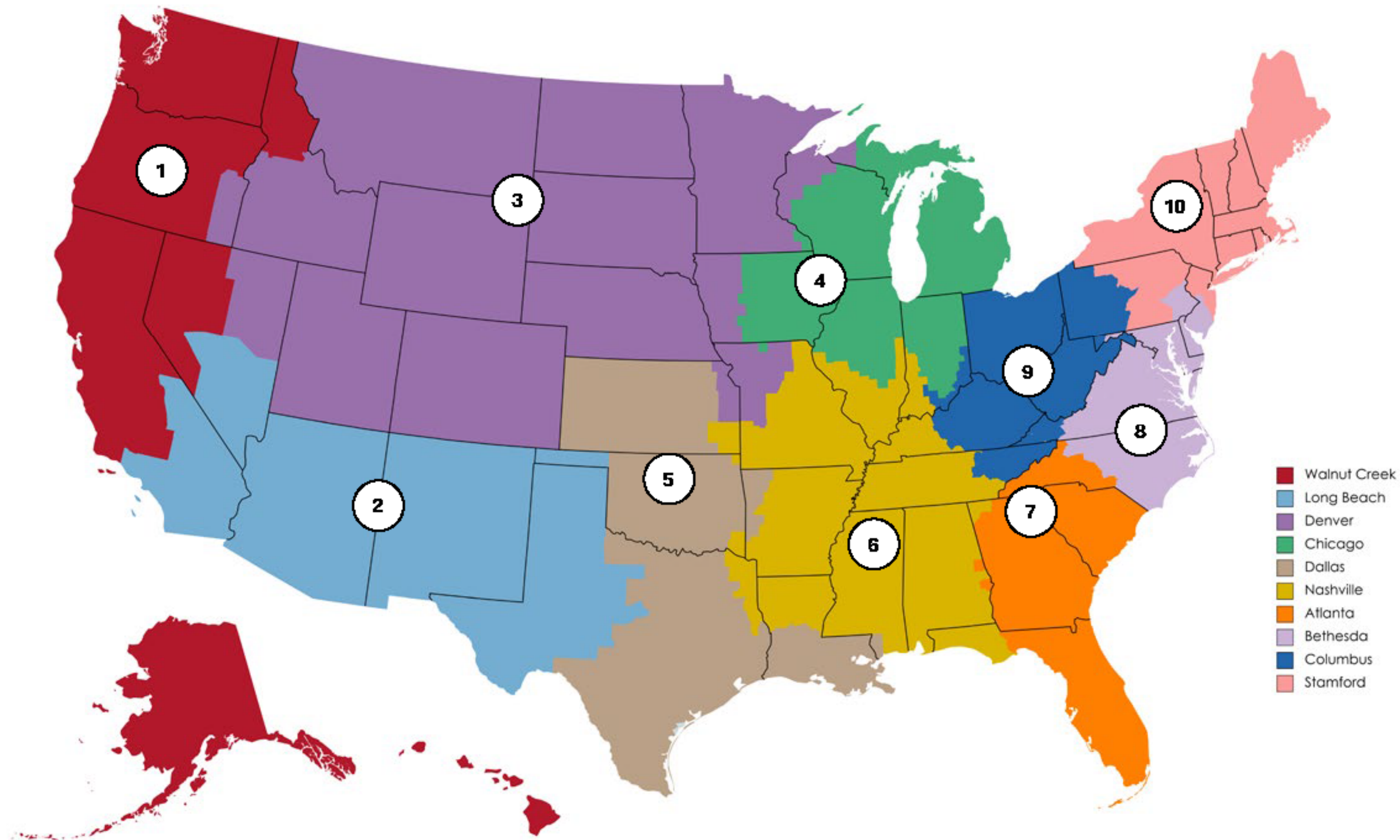
Excess Property:

Nancy Dittmeier

McDonald's Available Excess Properties

Portfolio Management

The Portfolio Management Team is responsible for overseeing McDonald's 14,000 existing locations in the US. This includes owned and leased assets within the portfolio and any real estate matters that could impact the operations of an existing restaurant.



Tessa Bernstein
Senior Portfolio Manager

Portfolio Management Contacts

1 Walnut Creek

Eileen Baker

2 Long Beach

Eileen Baker

3 Denver

Kim Pavlin

4 Chicago

Mary Dolby

5 Dallas

Kim Pavlin

6 Nashville

Chris Domengeaux

7 Atlanta

Jackie Weber

8 Bethesda

Jackie Weber

9 Columbus

Chris Domengeaux

10 Stamford

Matt Cullen

TOC

Growth & Development

Real Estate Contacts

Asset Managers

Portfolio Management Contacts

U.S. Design & Construction Contacts

Additional Resources

U.S. Construction and Design Contacts

U.S. New Restaurant Construction Contacts

Derek Knight
Director, Construction - West

Jimmy Lopez
Director, Construction - Central

Vivian Valdivia
Director, Construction - East

U.S. Reinvestment Construction Contacts

Antwan Smith
Director, Construction - East

Ben Aguirre
Director, Construction West

U.S. New Restaurant Supply Chain Contact

Mike Motta
Supply Chain Director, Construction

McDonald's Restaurant Design Group Contacts

Doug Kimball
Design Executive Director

John Rockwell
Sustainability Manager

McDonald's Global Development Contacts

United States
McDonald's USA
Chicago, IL
Tabassum Zalotrawala
Sr Vice President,
Chief Development Officer,
U.S. Restaurant Development

United States
McDonald's USA
Chicago, IL
John Wendel
Sr Director,
U.S. Restaurant Development

Corporate
McDonald's Corporation
Chicago, IL
Stephen Douglas
Vice President,
Global Development

Corporate
McDonald's Australia
Thomleigh, Australia
Michael Dimech
Sr Director,
Global Development Strategy & Tools

Canada
McDonald's of Canada
Toronto, ON
Alex Jones
Head of RE & Development

Europe
McDonald's Corporation
Stephen Douglas
Vice President,
Global Development

Latin America/Caribbean Dev
McDonald's Corporation
Chicago, IL
Adel Almohtadi
Sr. Director, Development
Latin America

Middle East
McDonald's™ Middle East
Development Company
Dubai, UAE
Hisham Sidky
Sr. Development Director

Asia/Pacific/Middle East/Africa
McDonald's Corporation
Hong Kong
Jackey Sze
Development Lead,
Asia Business Unit





Additional Resources

[McDonald's Available Excess Properties](#)

[Excess Property Team Email](#)

Interested in a closed location? Choose the previous link or email: us-excess.website.inquiries@us.mcd.com

[Becoming a Franchisee](#)

Want to learn more on how to become a franchisee?

We Are Hiring

[Open Jobs/Corporate Careers](#)

Interested in working with us in the corporate office or providing support in the field? Choose the previous link or go



#ICSC • ICSC.com