Exhibit One

M. L. King District Map

Chattanooga

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Central & McCallie Avenue

Exhibit Two
M.L. King Neighborhood Survey

1. What type of development would you most like to see at the corner of Central and McCallie Avenues?
   - Golden Gallon Type
   - Restaurant
   - 2 Story Mixed Use - Residential/Commercial
   - National Chain Drug Store
   - Assisted Living Facility
   - 2 Story Mixed Use - Office/Commercial
   - 2 Story Mixed Use - Residential/Office

2. If a neighborhood commercial center is built at Central and McCallie Avenues, what type stores would you prefer to see there? Mark your top 5 choices.
   - Bakery
   - Shoe Store
   - Clothing Store
   - Book Store
   - Variety Discount Store
   - Hardware Store
   - Card and Gift Shop
   - Beauty Shop
   - Record Store
   - Liquor Store
   - Auto Parts
   - Small Restaurant
   - Laundromat
   - Dry Cleaning
   - Electronics Store
   - Sporting Goods
   - Convenience Store
   - Other, please specify

3. If the development included office uses, what type services would you most likely use?
   - Doctor’s Office
   - Dental Office
   - Veterinary
   - Job Placement
   - Attorney
   - Architect
   - Elderly Services
   - Tax Advisor
   - Other, Please Specify

4. Would you be interested in operating a business at this location? _____ Yes _____ No
   If so, what type?

5. Would you be interested in working at a commercial business at this location? _____ Yes _____ No

6. Do you own or have use of a car? _____ Yes _____ No

7. What type of transportation do you most often use to conduct errands such as shopping, banking, going to the dry cleaners, doctor’s office, etc.
   - Car
   - Bus
   - Taxi
   - Walk
   - Bicycle
Demographic Information

What is your sex?   _____ Male   _____ Female

What is your age?  _____ Under 18  _____ 18 to 24  _____ 25 to 34  
                  _____ 35 to 44  _____ 45 to 54  _____ 55 to 64  _____ 65 and over

What is the total annual income for all the people in your household?

   _____ Less than $5,000      _____ $5,000 to $9,999      _____ $10,000 to $14,999
   _____ $15,000 to $24,999   _____ $25,000 to $34,000   _____ $35,000 to $49,999
   _____ Over $50,000

What is the highest educational level you have attained?

   _____ Less than 9th grade     _____ 9th to 12th grade (no graduation)
   _____ High School Graduate    _____ Some College (no degree)
   _____ Associate Degree       _____ Bachelor’s Degree
   _____ Graduate or Professional Degree

Please return this survey to the Inner City Development Corporation, 801 ½ Central Avenue, Chattanooga, TN 37403

Thank you for helping to improve the neighborhood.
### BUSINESSES IN PRIMARY & SECONDARY MARKETS

<table>
<thead>
<tr>
<th>NAME</th>
<th>ADDRESS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Grocers</strong></td>
<td></td>
</tr>
<tr>
<td>Buehler’s Food Market</td>
<td>429 Market Street</td>
</tr>
<tr>
<td>Pruett Food Town</td>
<td>2108 E. 3rd Street</td>
</tr>
<tr>
<td>Food Deals, Inc.</td>
<td>1308 E. Main Street</td>
</tr>
<tr>
<td>Park City Market</td>
<td>610 E. Main Street</td>
</tr>
<tr>
<td>Rogers Super Market</td>
<td>1400 E. Main Street</td>
</tr>
<tr>
<td>Bi-Lo Food Market</td>
<td>1600 E. 23rd Street</td>
</tr>
<tr>
<td>Lee’s Mini Market</td>
<td>1509 Central Avenue</td>
</tr>
<tr>
<td>A &amp; J Food Market</td>
<td>756 E. M. L. King Blvd.</td>
</tr>
<tr>
<td>Fam Fuentes Tienda</td>
<td>304 E. Main Street</td>
</tr>
<tr>
<td>Citico Mini Market</td>
<td>1320 Citico Avenue</td>
</tr>
<tr>
<td>Zig Zag Grocery</td>
<td>1034 E. 8th Street</td>
</tr>
<tr>
<td>M. L. King Blvd. Speed Mart</td>
<td>526 E. M. L. King Blvd.</td>
</tr>
<tr>
<td>Ace Food Market</td>
<td>2100 E. Main Street</td>
</tr>
</tbody>
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<thead>
<tr>
<th><strong>Convenience Stores/Service Stations</strong></th>
<th></th>
</tr>
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<tbody>
<tr>
<td>BP Oil-A&amp;S Inc.</td>
<td>1910 Market Street</td>
</tr>
<tr>
<td>BP Market</td>
<td>1135 E. 3rd Street</td>
</tr>
<tr>
<td>Conoco</td>
<td>1221 E. Main Street</td>
</tr>
<tr>
<td>Conoco</td>
<td>1501 Market Street</td>
</tr>
<tr>
<td>Downtown Amoco Service Center*</td>
<td>1725 S. Market Street</td>
</tr>
<tr>
<td>We Pump*</td>
<td>Main &amp; Dodds</td>
</tr>
<tr>
<td>Charlie’s Quick Stop</td>
<td>2307 E. Main Street</td>
</tr>
<tr>
<td>H &amp; K Market</td>
<td>2001 Market Street</td>
</tr>
<tr>
<td>Metro Market</td>
<td>324 McCallie Avenue</td>
</tr>
<tr>
<td>Winters Co. &amp; BP Shop</td>
<td>1700 E. 23rd Street</td>
</tr>
<tr>
<td>Favorite Market</td>
<td>1265 E. 3rd Street</td>
</tr>
</tbody>
</table>

*gas only

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<thead>
<tr>
<th><strong>Pharmacies</strong></th>
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<tbody>
<tr>
<td>Eckerd Drugs</td>
<td>710 Market Street</td>
</tr>
<tr>
<td>Eckerd Drugs</td>
<td>2010 McCallie Avenue</td>
</tr>
<tr>
<td>S &amp; J Discount Drugs &amp; Hospital Supplies</td>
<td>2400 McCallie Avenue</td>
</tr>
<tr>
<td>Medical Arts Pharmacy</td>
<td>2337 McCallie Avenue</td>
</tr>
<tr>
<td>Moore &amp; King Prescription</td>
<td>979 E. 3rd Street</td>
</tr>
<tr>
<td>Moore &amp; King Prescription</td>
<td>960 E 3rd Street</td>
</tr>
<tr>
<td>Pulmonaire Service</td>
<td>821 McCallie Avenue</td>
</tr>
<tr>
<td>NAME</td>
<td>ADDRESS</td>
</tr>
<tr>
<td>-------------------------</td>
<td>-------------------</td>
</tr>
<tr>
<td>University Center</td>
<td>716 McCallie Avenue</td>
</tr>
<tr>
<td>(8,675 square feet)</td>
<td></td>
</tr>
<tr>
<td>Willow Plaza</td>
<td>Willow &amp; 23rd Streets</td>
</tr>
<tr>
<td>(17,375 square feet)</td>
<td></td>
</tr>
<tr>
<td>Willow @3rd Street</td>
<td>North side of street</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>South side of street</td>
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PRESENTATION SLIDES
GATEWAY CENTER
A RETAIL DEVELOPMENT

Chattanooga, Tennessee
PROBLEM STATEMENT

Unless initiatives are implemented to provide affordable housing, encourage business development, assist existing businesses, then the deteriorated neighborhood will negatively impact the City’s redevelopment efforts and national fame.
INNER-CITY DEVELOPMENT CORPORATION

To stimulate the redevelopment of the M. L. King District by providing affording housing, encouraging business development, building human capacity, and attracting private investment.
Project Goal

To determine if there is a market to support retail development and if so what types of businesses are needed and wanted by the residents.
RETAIL DEVELOPMENT
PROPOSED SITE

Chattanooga

Proposed Site/Gateway Plaza
Central Ave & McCallie Ave
Chattanooga, TN 37403
OUTPUTS

✓ Survey of Target Population
✓ Identification of Market Area
✓ Calculation of Buying Power
✓ Proposed Tenant Mix
✓ Development of Construction Budget
✓ Estimate of Operating Costs
Survey Results

Type of Development
• Convenience store/gas station – 35%
• Restaurant – 28%
• National Chain Drug Store – 16%

Type of Stores
• Convenience Store – 43%
• Small Restaurant – 42%
• Bakery – 39%
• Variety Discount – 36%
• Book Store – 29%

Type of Offices
• Doctor’s Office – 43%
• Job Placement – 41%
• Dental Office – 27%
**RETAIL TENANT MIX**

- Variety Discount Store: 10,000
- Used Book Store: 2,500
- Bakery/Coffee Shop: 2,500
- Laundromat/Dry Cleaner: 1,100

Total Square Feet: 16,500
PROPOSED SITE
Daily Traffic Counts

- Central Avenue/8th Street 11,632 autos
- McCallie/Central Avenue 16,208 autos
- Bailey Avenue/Spruce St 17,306 autos
<table>
<thead>
<tr>
<th>Markets</th>
<th>Primary</th>
<th>Secondary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avg HH Income</td>
<td>$24,246</td>
<td>$26,546</td>
</tr>
<tr>
<td>Avg Aggregate Income</td>
<td>$28,174,536</td>
<td>$118,846,442</td>
</tr>
<tr>
<td>Potential Retail Sales</td>
<td>$10,706,324</td>
<td>$45,161,648</td>
</tr>
</tbody>
</table>
Target Market
CONSTRUCTION BUDGET

$1,281,442.00
OPERATING PERFORMANCE

- Income: 109,725
- Expenses: 46,906
- Debt Service: 56,244
- Reserves: 3,292
- Net Cash Flow: 3,283
CONCLUSION

• Offer quality goods/services to neighborhood residents
• Provide new business and job opportunities
• Develop a vacant under utilized parcel of land
• Improve the image of the neighborhood
• Encourage more public and private investment
COMING SOON
GATEWAY CENTER