



QUINCY MALL



# CULLINAN KICKSTART Small Business Program

Cullinan Properties is seeking new small and start-up businesses to join the excitement that is building at Quincy Mall!

- ▶ Quincy Mall, with over 35,000 vehicles passing daily, is a premier destination regional mall in the heart of a 60-mile trade area featuring anchors Slumberland, VIP Cinemas and Quincy Medical Group
- ▶ Over \$4 million of investment was recently made for interior and exterior mall improvements, including a new 30' pylon sign at the mall entrance

Qualified applicants may be eligible for a variety of business and tenant incentives:

Free rent options

100% construction financing

Long-term reduced rent for local retail

Low risk early termination options

Additionally, ongoing support provided will include guidance by a retail leasing expert, marketing support and construction management consulting

## What is the Cullinan Kickstart Small Business Program?

Cullinan Kickstart is a program created in an effort to help entrepreneurs start or expand their small business in Quincy. Kickstart equips entrepreneurs with necessary financial, construction or general support resources that may be needed to be successful in the first year of operation.

## Why Should I Start My Business at Quincy Mall?

Quincy Mall is an ideal incubator for a new small businesses to thrive with continuous, quality foot traffic and a customer draw of over 90 miles. Additionally, the mall has a cooperative marketing approach and provides expert guidance to businesses admitted into Kickstart.

## What are the benefits to my business?

- Reduces entrepreneur risk and expenses
- Marketing support provided
- Business guidance available
- Provides much needed assistance that is critical to businesses in their first year

## What businesses qualify for Cullinan Kickstart?

Local businesses launching a first location or expanding qualify for Cullinan Kickstart. The program is available for retail, restaurant and entertainment uses and is not open to national tenants.

## What do I have to do to be considered for Cullinan Kickstart?

Our retail leasing experts are available to help walk you through the application process. To be considered, applicants must:

- Submit description of business/business plan
- Provide resume
- Ultimately provide personal financial statements

## How does the application process work?

- 1) Contact Quincy Mall retail leasing specialist (contact information below)
- 2) Quincy Mall retail leasing specialist walks entrepreneur through application package
- 3) Entrepreneur submits packages for Cullinan Kickstart review
- 4) Cullinan Kickstart reaches out to qualifying entrepreneurs and structures lease using incentive that fits tenants' needs
- 5) Entrepreneur executes lease and has Mall's leasing expert, marketing support, and construction consultants available to assist in opening new business



Contact: Scott Fitzgerald  
sfitzgerald@cullprop.com  
630.286.0126

Mike Jenkins  
mjenkins@cullprop.com  
217.641.9203

# CULLINAN KICKSTART Program Application

Congratulations on taking the first step to start a new small business!

Cullinan Properties is excited to offer the Kickstart Program to help provide assistance to local entrepreneurs looking to start or grow a business. Please fill out and submit as much of the below information as possible. Also, feel free to reach out to a Cullinan Properties representative if you have any questions about the application process and we will be happy to assist.

We look forward to working with you to Kickstart your new business!

## Application Information:

Business Name: \_\_\_\_\_

Applicant Name(s): \_\_\_\_\_

Contact Phone Number:(\_\_\_\_\_) \_\_\_\_\_

Email: \_\_\_\_\_

Current Profession: \_\_\_\_\_

## Business Information:

Briefly describe what products or services will be sold:

---

---

---

Who would be your competition and what would set you apart from them?

---

---

---

Briefly describe your work or life experience which you think has prepared you to be successful in this venture:

---

---

---

## Business Information Continued:

Estimated Space Size Requirement: \_\_\_\_\_ Square Feet

Estimated Number of Employees: \_\_\_\_\_

## Supplemental Materials:

Please include some or all of the following information. The more information we have up front the better we can structure your deal in order to fit your needs:

- ▶ Resume
- ▶ Business Plan/Projections
- ▶ Store Opening Budget
- ▶ Personal Financial Statement
- ▶ Personal Tax Returns from Last 2 Years
- ▶ Sample Store Layout Plans

### Submit Application or Questions to:

**Scott Fitzgerald**  
sfitzgerald@cullprop.com  
630.286.0126  
745 McClintock Dr., Ste. 100  
Burr Ridge, IL 60527

**Mike Jenkins**  
mjenkins@cullprop.com  
217.641.9203  
3347 Quincy Mall  
Quincy IL, 62301

Quincy Mall