

Communities Grow with **McDonald's**





Table of Contents

Growth & Development	3
Real Estate Map & Contacts	5
Asset Management Territories	6
Portfolio Management.....	7
U.S. Construction and Design Contacts	8
McDonald's Global Development Contacts	8
Additional Resources	9



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

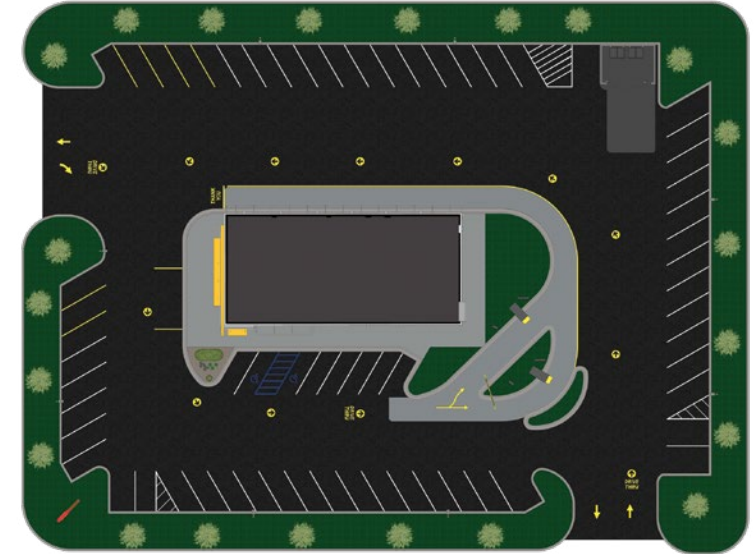
Building height: minimum 21'7"

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**



TOC

Growth & Development

Real Estate Contacts

Asset Managers

Portfolio Management Contacts

U.S. Design & Construction Contacts

Additional Resources

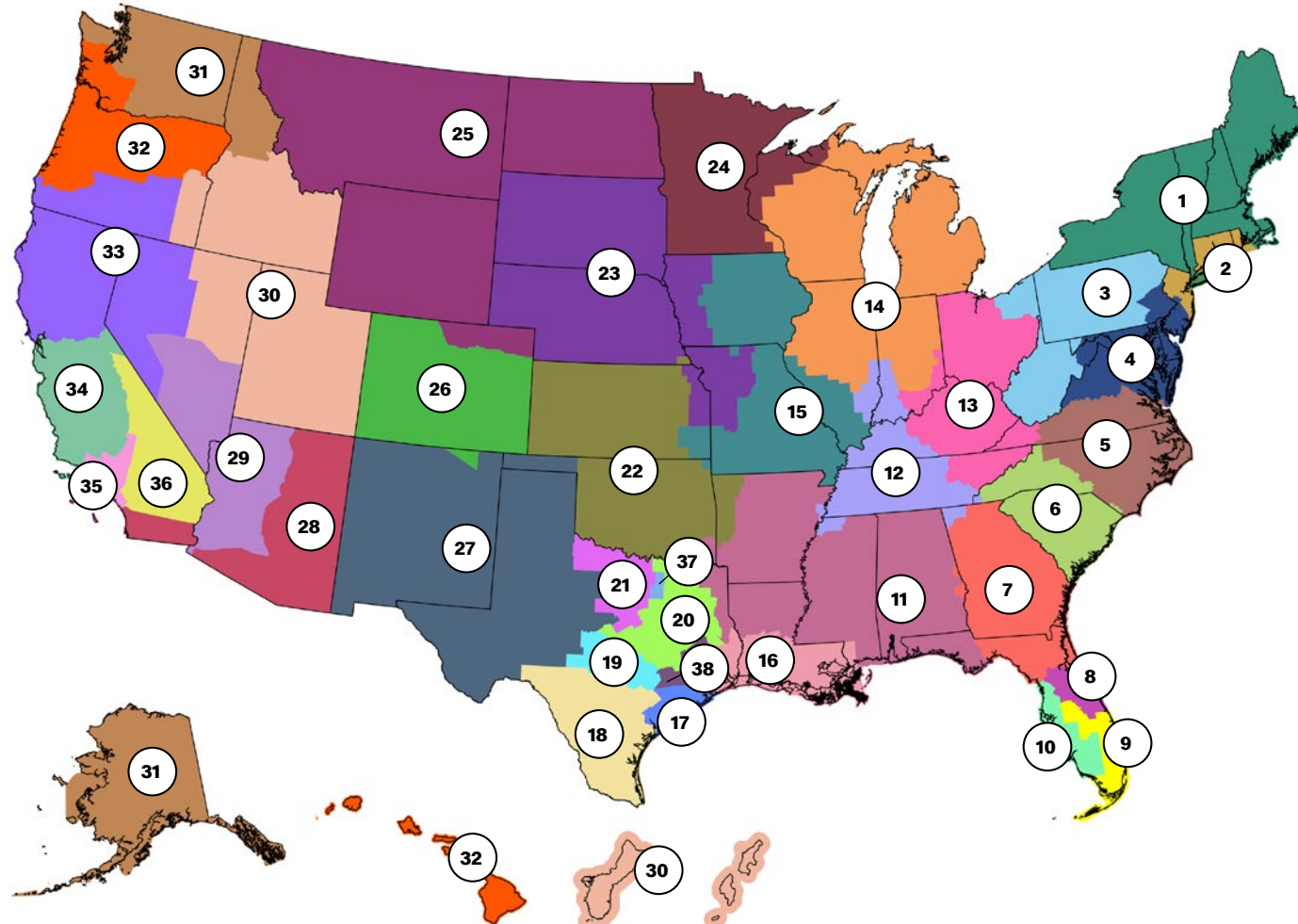
Real Estate Map & Contacts

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

21 Kaley DeVries

20 Adam Fullington

37 Craig Givens

19 Andrew Richards

22 Garrett Weaver

Zach Matthews

Associate Director

15 Dillon Hamman

12 Zach Roberts

14 Chris Smitherman

11 TJ Tranel

Marineh Dermovsesian

Associate Director

36 Ingrid Akers

28 Jack Horton

35 Schuyler Jackson

29 Chris Ryan

27 Nancy Wollenman

Rich Davis

National RE Lead

8 Rey Hernandez

9 Sauris Lugo Lugo

7 Lindsey Meyer

6 Mathis Nedell

10 Dan Toth

Kellie Wisbrock

Associate Director

26 Robert Baker

30 Mike Mateen

23 Jeff Walenta

25 Grant Williams

Amy Bayles

Associate Director

3 Rudy McCarthy

13 CJ Jackson

2 Andrew Shelhorse

1 Uri Starr

Troy Faulkner

Associate Director

5 Ashleigh Schneider

6 Aaron Smith

Amanda Madeira

(Special Venues-U.S. Market)

Bob O'Connell

Associate Director

33 Ami Hyman Chmielik

34 Leslie Mascaro

32 Taylor Miller

31 Nancy Regnier

David Schmitt

Associate Director

16 Reed Casper

38 Ray Clopton

18 Carl Kocurek

17 Laura Lund

TOC

Growth & Development

Real Estate Contacts

Asset Managers

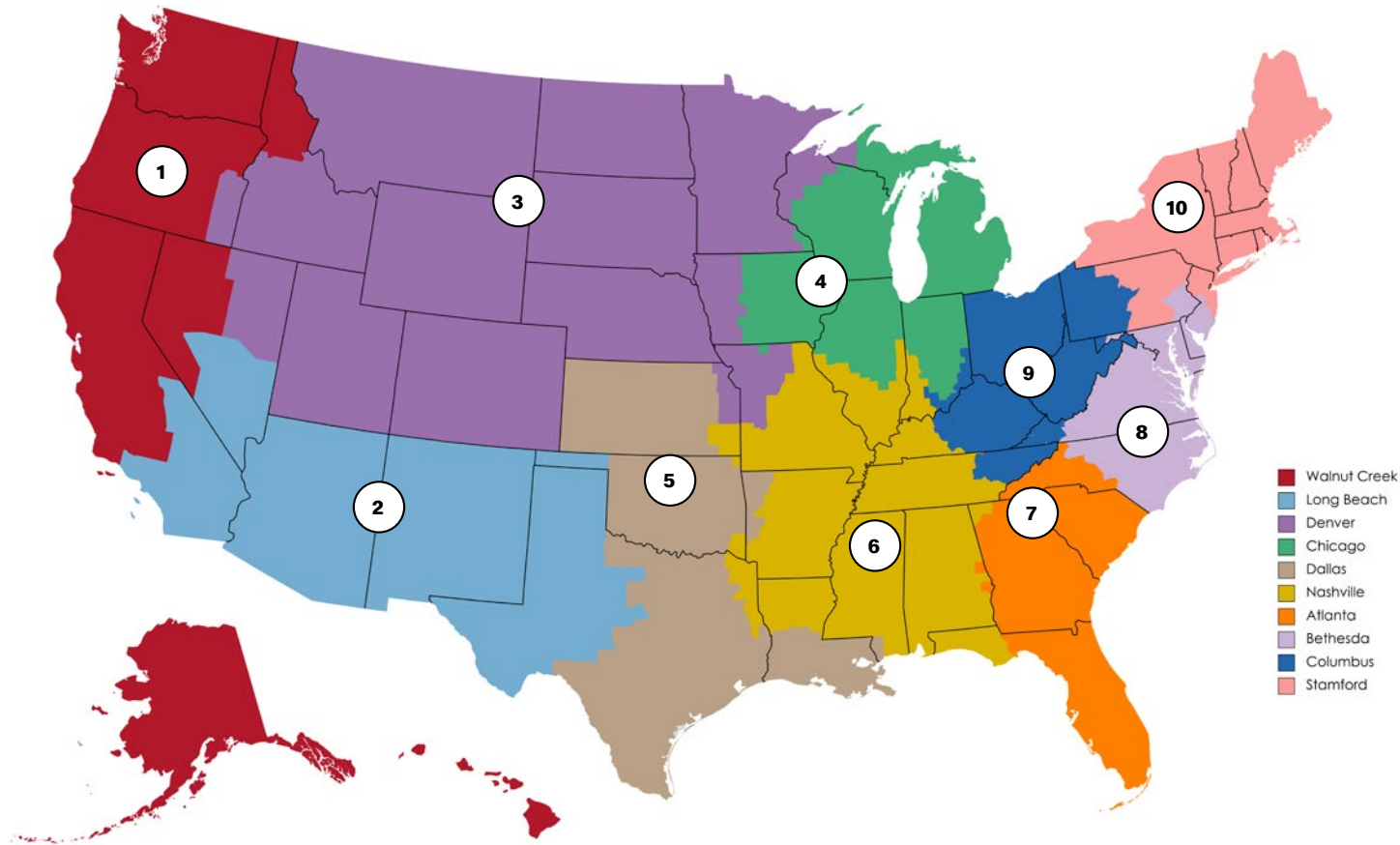
Portfolio Management Contacts

U.S. Design & Construction Contacts

Additional Resources

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

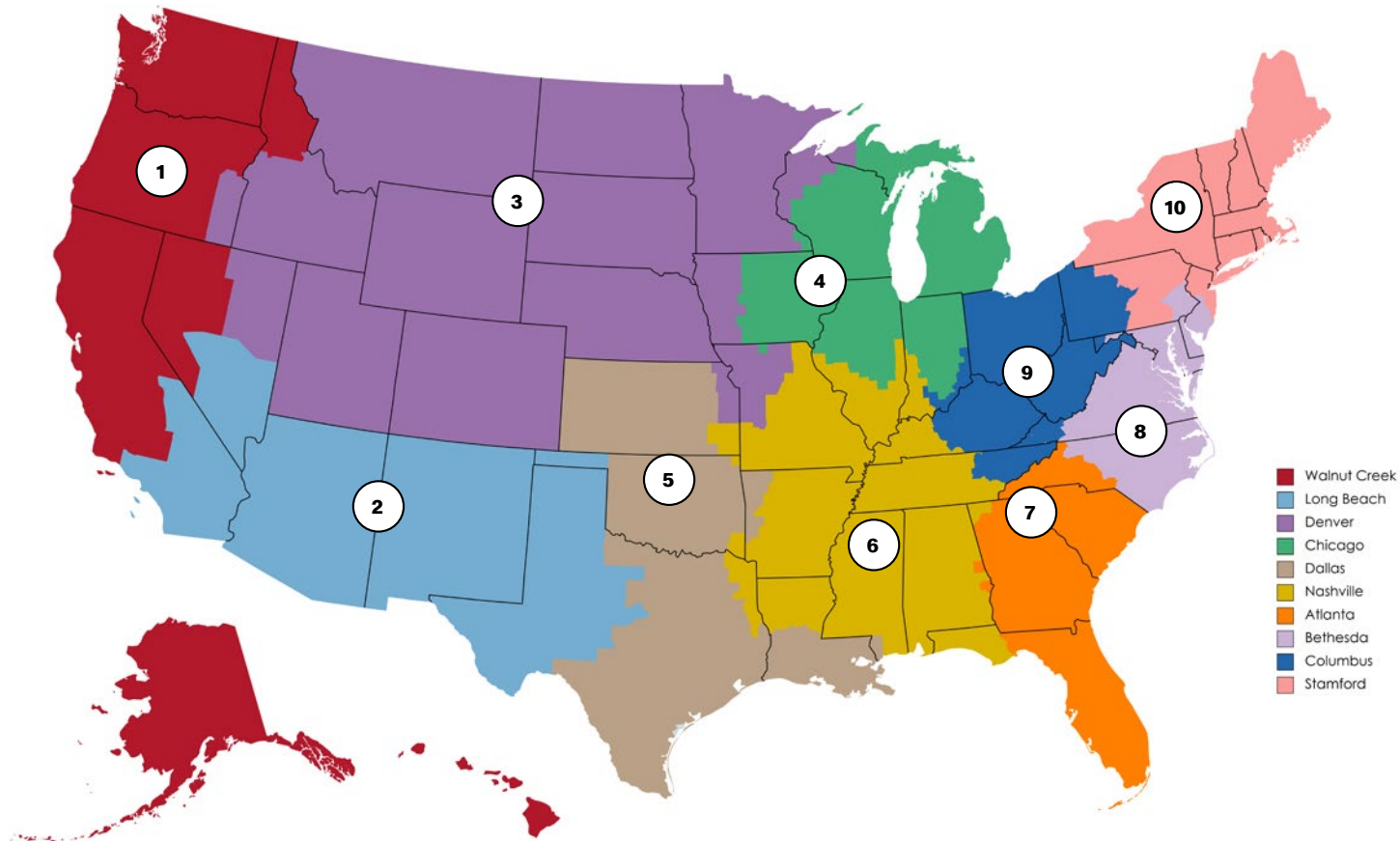
- | | |
|---------------------------|-----------------------|
| 1 Walnut Creek | 7 Atlanta |
| Open | Jami Hays |
| 2 Long Beach | 8 Bethesda |
| Gilda Amini | Mary Cleveland |
| 3 Denver | 9 Columbus |
| Virginia Coggins | Melissa Way |
| 4 Chicago | 10 Stamford |
| Elena Vasquez-Love | North |
| 5 Dallas | Linda Bartlett |
| David Shammas | South |
| 6 Nashville | Carol DeMarco |
| Virginia Coggins | |

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
<u>Eileen Baker</u> | 6 Nashville
<u>Chris Domengeaux</u> |
| 2 Long Beach
<u>Eileen Baker</u> | 7 Atlanta
<u>Jackie Weber</u> |
| 3 Denver
<u>Kim Pavlin</u> | 8 Bethesda
<u>Jackie Weber</u> |
| 4 Chicago
<u>Mary Dolby</u> | 9 Columbus
<u>Chris Domengeaux</u> |
| 5 Dallas
<u>Kim Pavlin</u> | 10 Stamford
<u>Matt Cullen</u> |

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
Thornleigh, 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
Chicago, IL
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