

ATTACHMENT 2

**Reference Check for Kosmont Companies
Shopping Center Analysis Consulting**

		Contact 1 City of Twentynine Palms	Contact 2 City of Indian Wells, CA	Contact 3 City of South Gate, CA	Contact 4 City of Norwalk, CA	Contact 5 City of Fullerton, CA
#	Questions	Response	Response	Response	Response	Response
1	What were the services performed?	Recruitment to Attract Grocery/Retail and Hotels	Analytics and Retail Recruitment to Attract Grocery Retail	Public Private Project / Recruitment to Attract Retail	Retail Recruitment to Attract Restaurants and Hotels	Recruitment to Attract retail
2	How would you rate the quality of work? Scale 1-5: 1 Poor, 2 Ok, 3 Good, 4 Very Good, 5 Excellent	Excellent work - excellent	5	5	5	5 - Very Good
3	Were there any delays or deviations from the firms' workplan? If so, what caused them?	No deviations	None	No Delays	No delays or deviations.	No Delays or Deviations, flexible and did a physical drive in our community and assessed major sites.
4	Did the firm meet all deadlines?	Yes	Yes	Yes	YES	YES
5	Was regular communication satisfactory?	Excellent	Communication was excellent and Kosmont Companies always made themselves available when needed.	More than Satisfactory	YES	YES
6	How would you rate the firm's approach and performance when interacting with community stakeholders including elected officials (Council Members) and public stakeholders? Scale 1-5: 1 Poor, 2 Ok, 3 Good, 4 Very Good, 5 Excellent	Very well with Council, and with our downtown plan they interacted with the Community which was also very good	5	5	5	5 - Very Good

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7	Would you consider using this firm for future projects/services?	Yes, and right now – which I am with another City	Yes. Recently brought them onboard for another project in the City.	5	Yes	Yes – We have now entered into an on-call agreement with Kosmont for Real Estate & Financial Advisory Services
8	Do you have any additional comments or information regarding your experience with the firm?	Good Firm, and has results	I have worked with Kosmont Companies over the past decade. They have an amazing team and are committed to assist their clients. I can happily say that they assisted the City of Indian Wells bring in a new grocery store to fill a vacant spot in our community that was there for seven years. Without their assistance, it would still be vacant.		6 yrs. of work with the City. Econ Dev plans in 2018/2019/2023. Help with the strategic plan. Provide quarterly market updates given to City Council. Help line up retailers and hotels and restaurants they want to meet with. Develop marketing materials - demographic data etc. depending on sites they are marketing. Very good relationship and very supportive. They have a lot of experience with other cities. Complete, thorough, responsiveness. Ken and team do presentations to the Council/Commission and answer questions. Really good with community policymakers and community members. Professional and mindful of the audience. They are up to speed on the market conditions, really helpful.	<p>The firm was very good at data and providing a solid SWOT analysis as well as recommended actions to improve our retail health.</p> <p>The firm lacks in some of its aesthetics/marketing and design on the products they provide. They are focused on data analysis and quality rather than visual appeal.</p> <p>Staff used their data to create separate content including booklets, flyers, etc. for such events as ICSC and local business outreach activities.</p>