

Communities
Grow with
McDonald's





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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:

195 new restaurants to open in 2025	325 new restaurant deals targeted in 2025	900 new restaurant openings from 2024 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)
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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

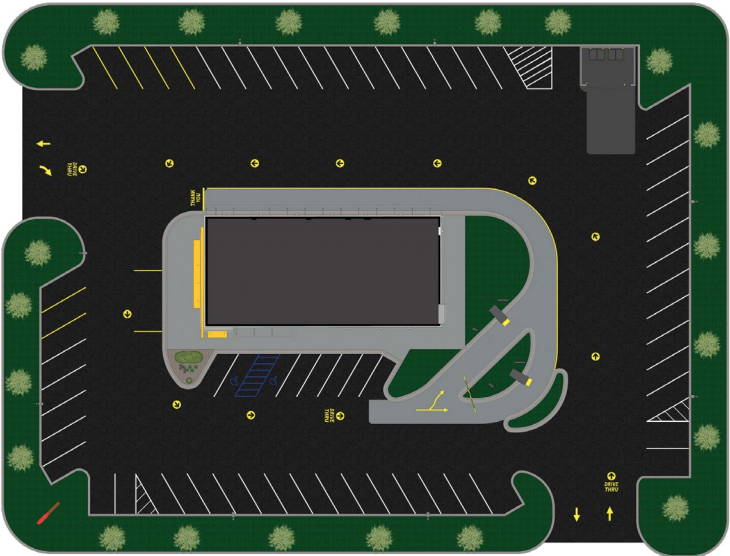
Building height: minimum 21'7"

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**



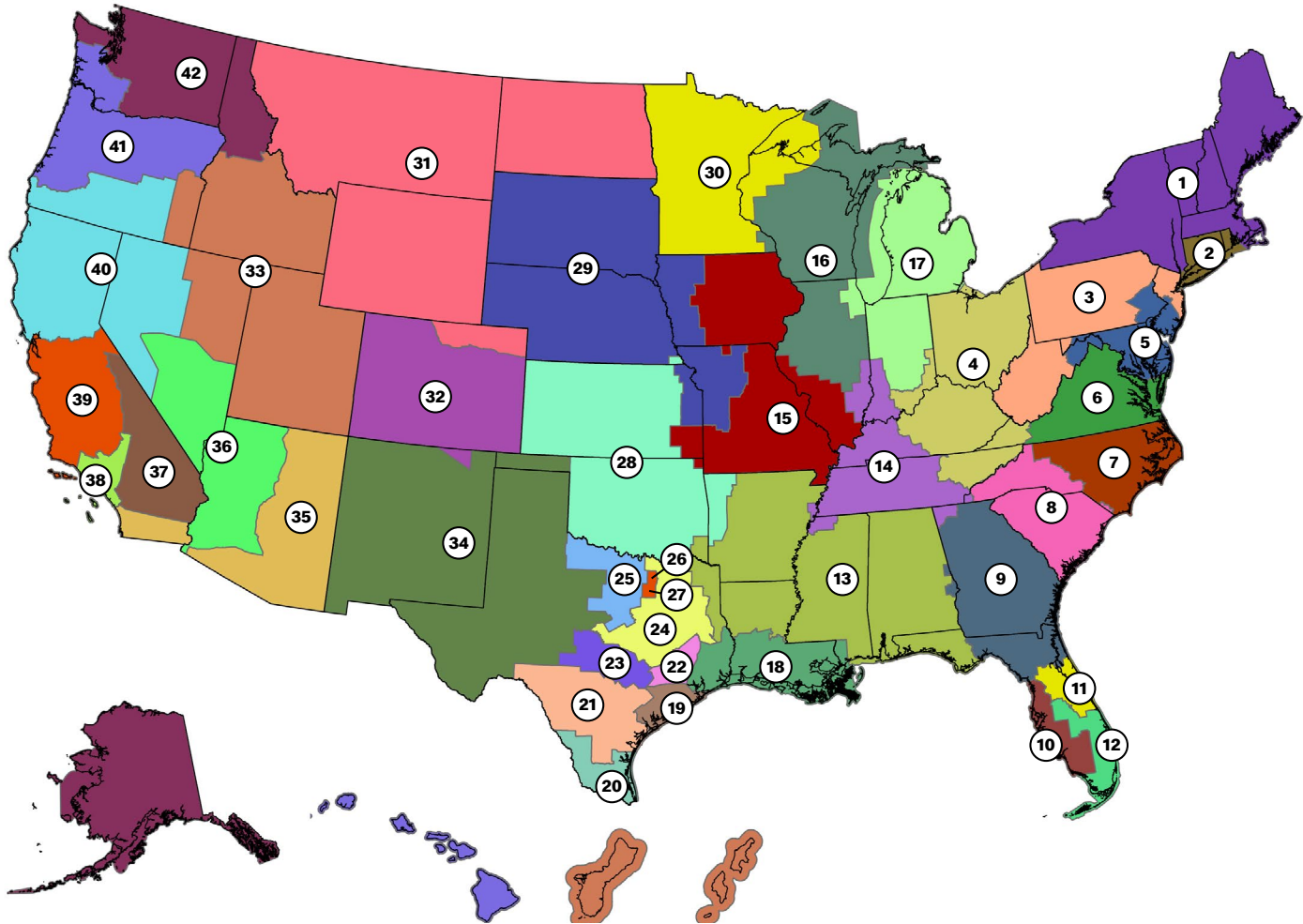
Real Estate Map & Contacts

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

OPEN
Director of Real Estate - East

Jesse Stiles
Director of Real Estate - Central

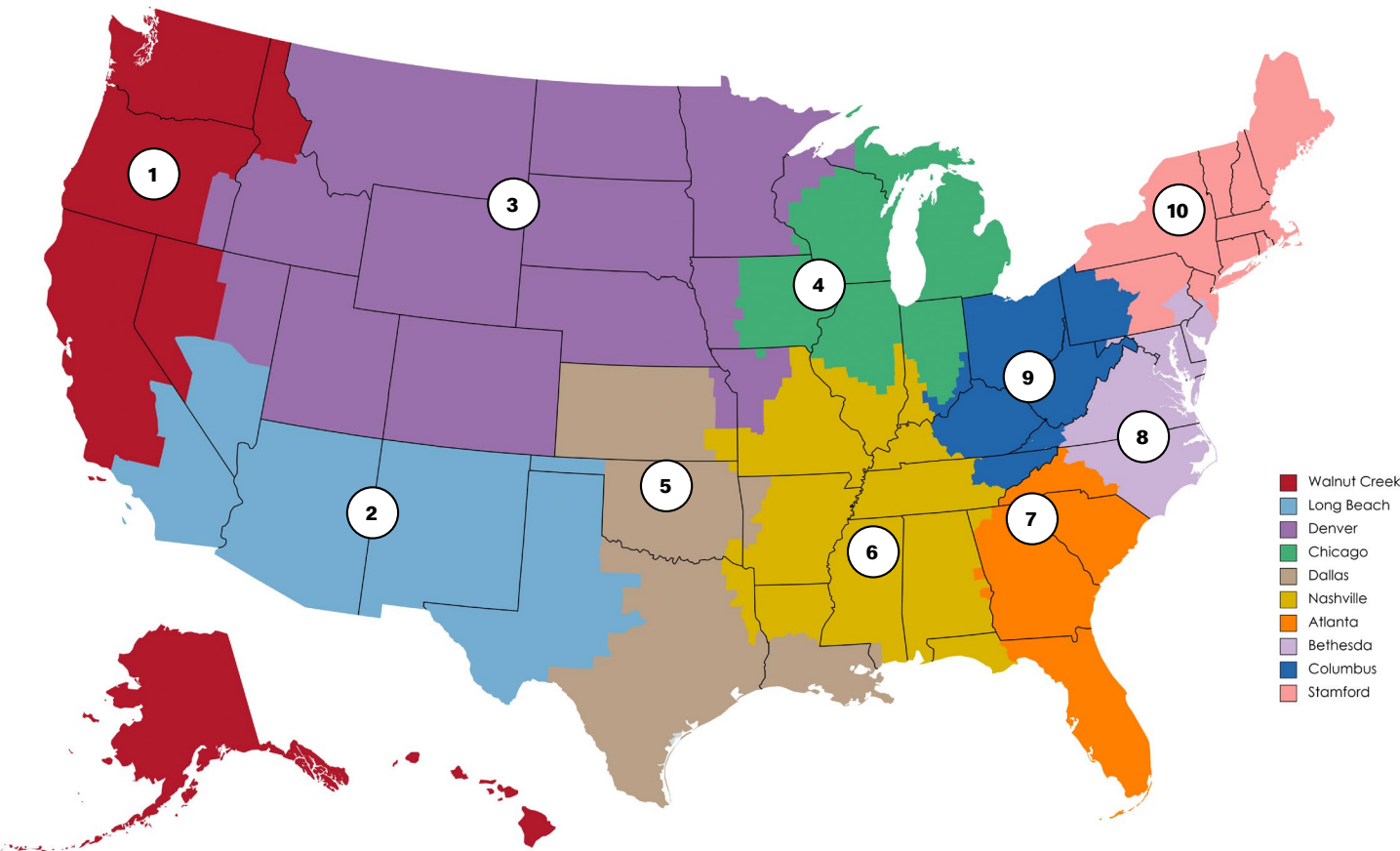


Real Estate Manager Contacts

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

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-East)

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

Asset Manager Contacts

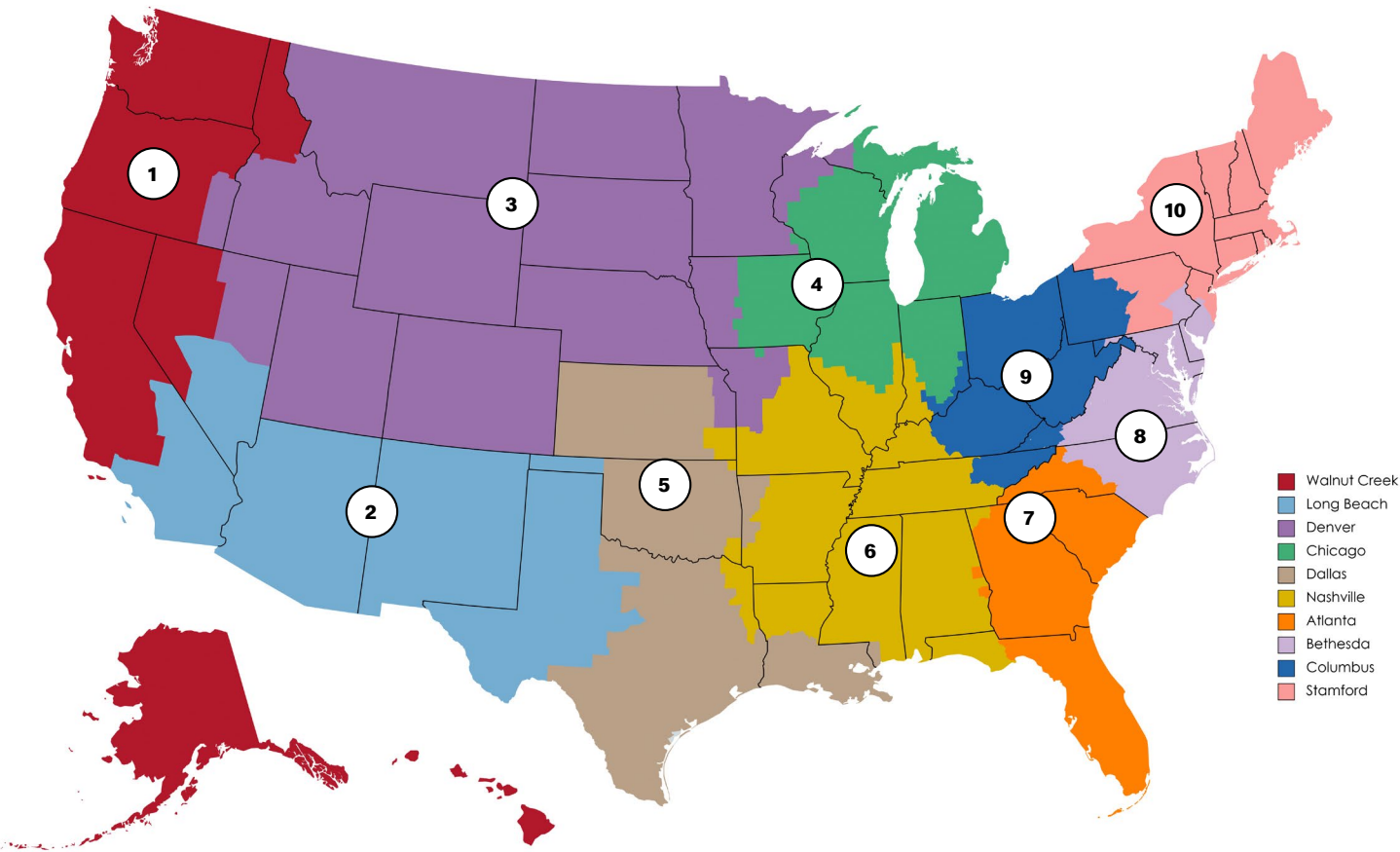
West	East
1 Walnut Creek <u>Eileen Baker</u>	6 Nashville <u>Jami Windell</u>
2 Long Beach <u>Virginia Coggins</u>	7 Atlanta <u>Jami Windell</u>
3 Denver <u>Elena Vasquez-Love</u>	8 Bethesda <u>Mary Cleveland</u>
4 Chicago <u>Elena Vasquez-Love</u>	9 Columbus <u>Amy Mahtesian</u>
5 Dallas <u>David Shammas</u>	10 Stamford North <u>Linda Bartlett</u> South <u>Carol DeMarco</u>

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

Non-traditional restaurant locations:
Chris Domengeaux



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 - Central

Ben Aguirre
Director, Construction - West

Jack Wegler
Director, Construction - East

U.S. New Restaurant Supply Chain Contact

Doug Kimball
Sr. Director, U.S. Design

McDonald's Restaurant Design Group Contacts

Doug Kimball
Sr. Director, U.S. Design

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 Australia
Thornleigh, Australia
Michael Dimech
Sr Director,
Global Development Strategy & Tools

Canada
McDonald's of Canada
Toronto, ON
Wesley Gentle
National Director,
Restaurant 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?

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