

# 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:

<p><b>140</b> new restaurants to open in 2024</p>	<p><b>275+</b> new restaurant deals targeted in 2024</p>	<p><b>900</b> new restaurant openings from 2023 thru 2027</p>
<p><b>318</b> new restaurants were opened or relocated in the past 5 years</p>	<p><b>308</b> restaurants were rebuilt in the last 5 years</p>	<p><b>≈ 13,231</b> restaurants are currently modernized - 13,420 by the end of 2024</p>

**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

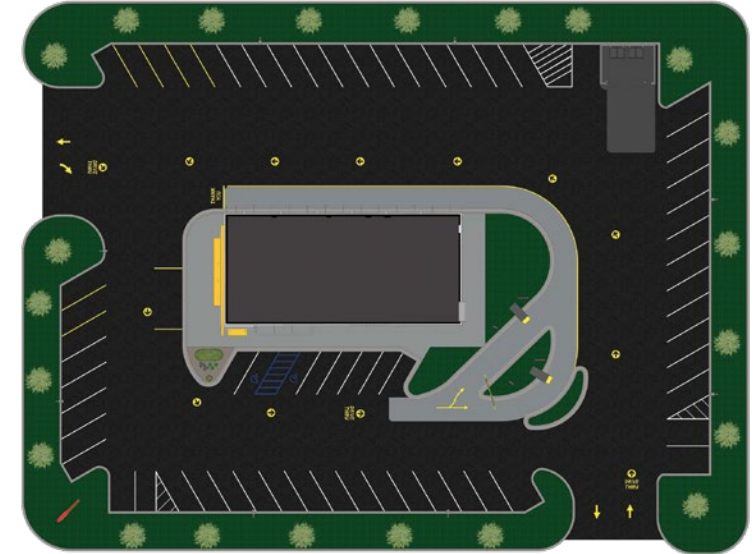
**Building height:** minimum 21'7"

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](http://www.mcdonalds.com)

Follow us!  **Twitter** and  **Facebook**



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**Growth & Development**

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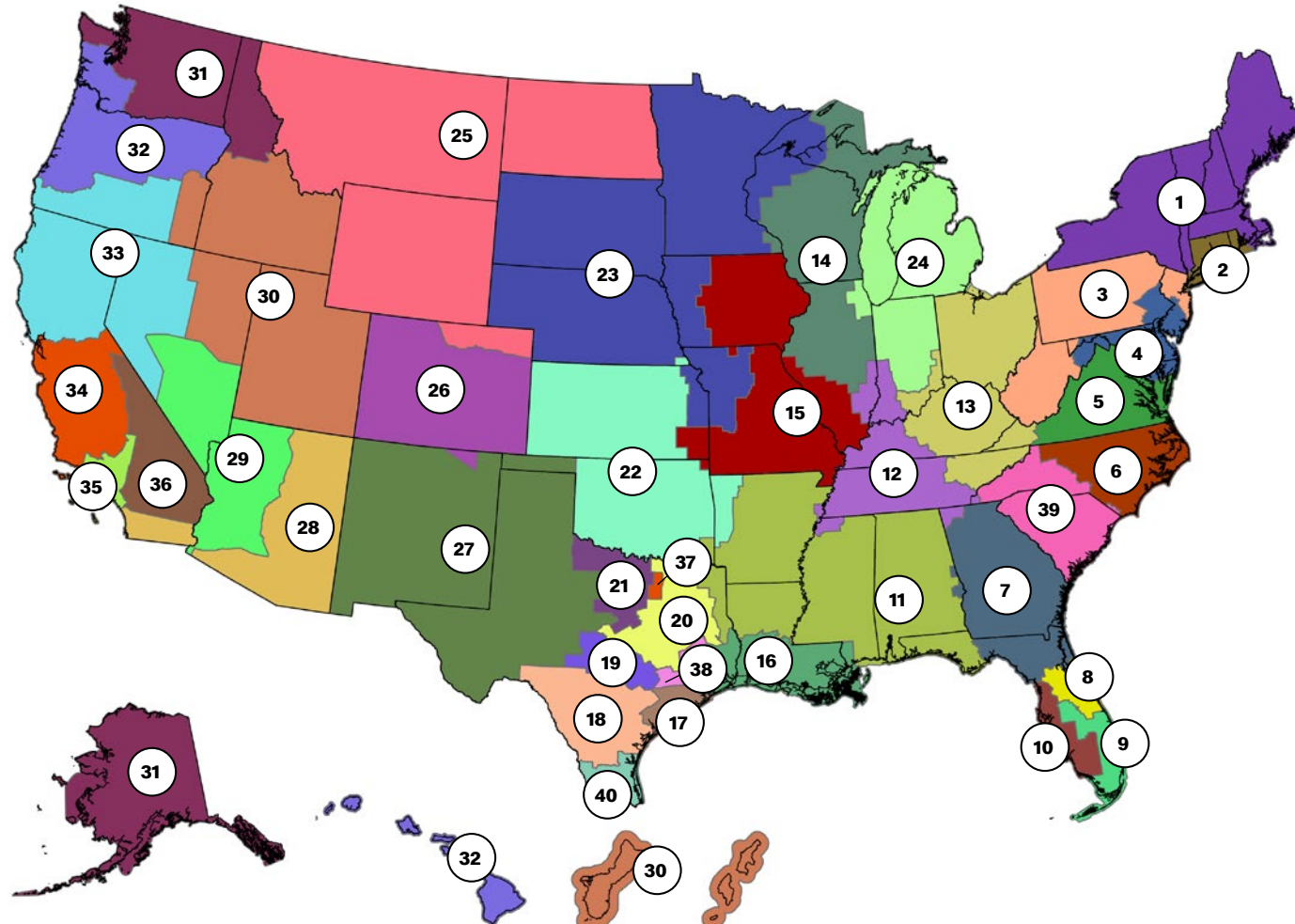
# Real Estate Map & Contacts

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**
- 24 **Korey Robinson**
- 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**

Associate Director

- 8 **Rey Hernandez**
- 9 **Sauris Lugo Lugo**
- 7 **Lindsey Meyer**
- 39 **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 **Ashley Bodner**
- 4 **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**

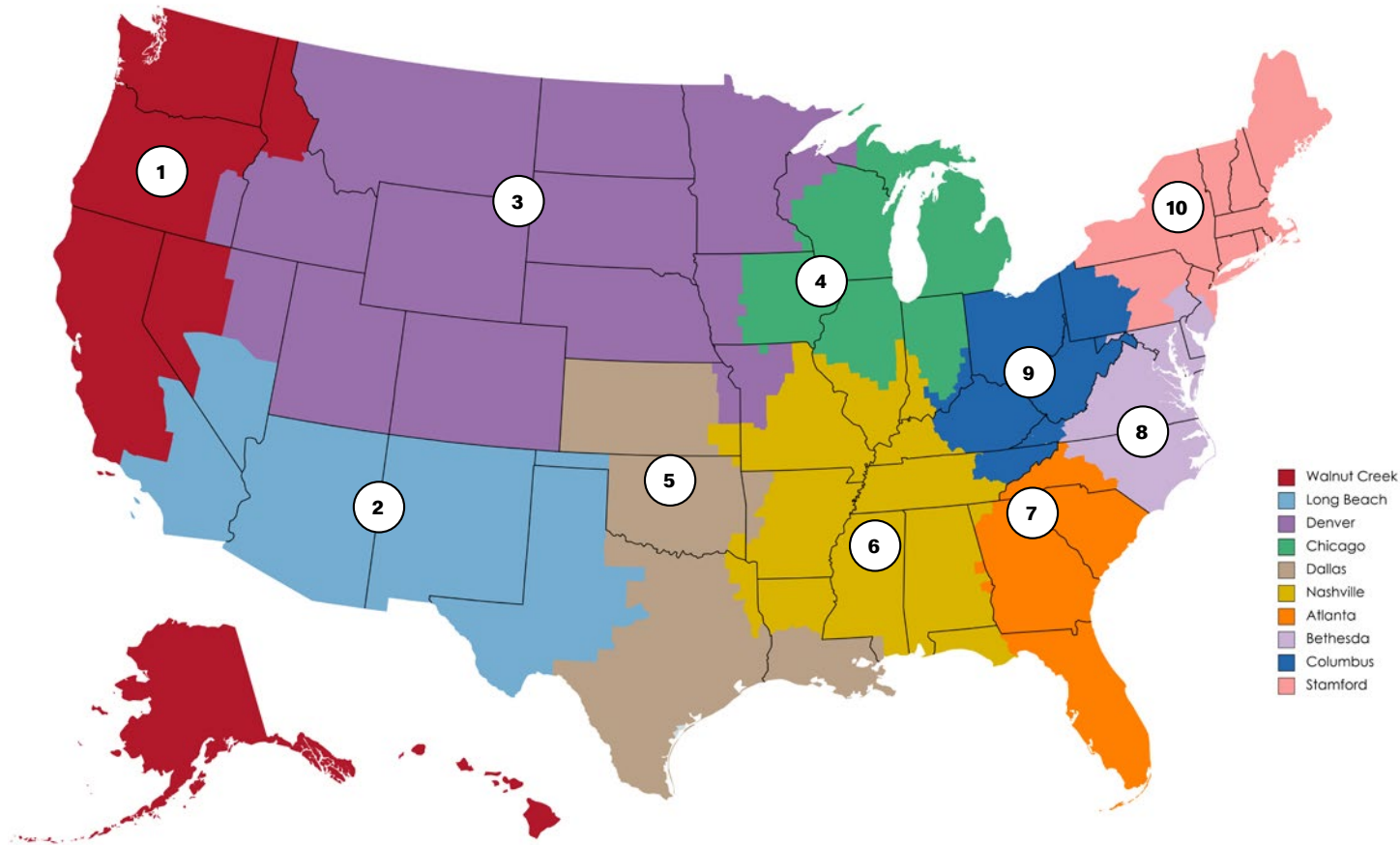
**David Schmitt**

Associate Director

- 16 **Reed Casper**
- 38 **Ray Clopton**
- 18 **Carl Kocurek**
- 40 **Scott Lark**
- 17 **Laura Lund**

# 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

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

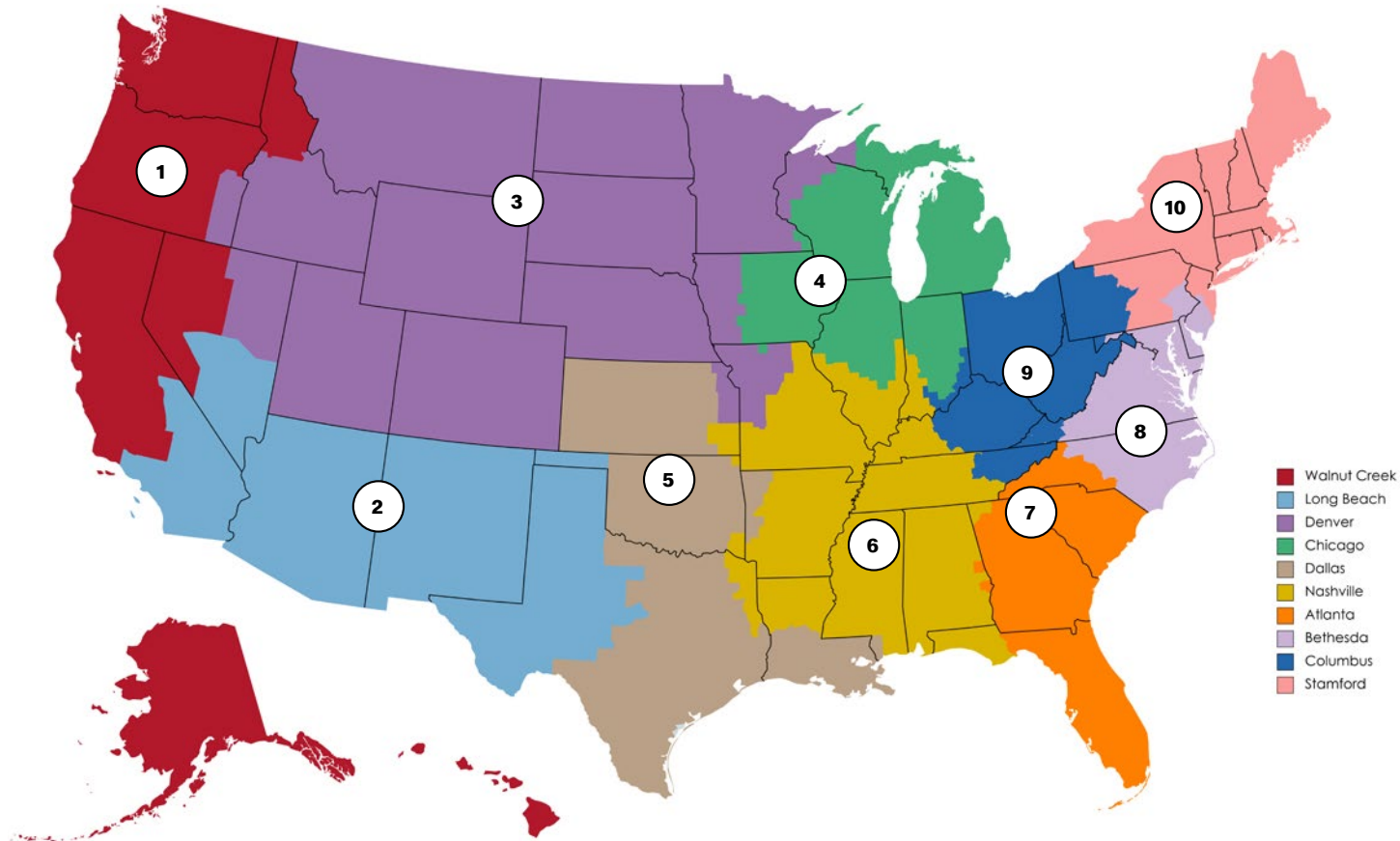
**Excess Property:**  
**Nancy Dittmeier**

**[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

- |   |   |
|---|---|
| <b>1 Walnut Creek</b><br><u>Kevin Zimny</u> | <b>6 Nashville</b><br><u>Chris Domengeaux</u> |
| <b>2 Long Beach</b><br><u>Kevin Zimny</u>   | <b>7 Atlanta</b><br><u>Jackie Weber</u>       |
| <b>3 Denver</b><br><u>Kim Pavlin</u>        | <b>8 Bethesda</b><br><u>Jackie Weber</u>      |
| <b>4 Chicago</b><br><u>Mary Dolby</u>       | <b>9 Columbus</b><br><u>Chris Domengeaux</u>  |
| <b>5 Dallas</b><br><u>Kim Pavlin</u>        | <b>10 Stamford</b><br><u>Matt Cullen</u>      |

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# 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](mailto: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