



Special Economic Development Committee Meeting

June 29, 2020

4:00 PM

Carnegie Building, 123 East D Street

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1. ORAL COMMUNICATIONS
 2. PRESENTATION OF A HOTEL MARKET DEMAND ANALYSIS PREPARED BY KOSMONT COMPANIES
 3. 4TH QUARTER 2019 SALES TAX UPDATE
 4. INFORMATIONAL ITEM FOR THE PROPOSED HISTORIC DOWNTOWN UPLAND STREETScape REHABILITATION PROGRAM
 5. DISCUSSION OF CURRENT PLANNING PROJECTS

NOTE: All Agenda items and back-up materials are available for public review at the Upland Public Library, downstairs reference desk at 450 North Euclid Avenue, the City Clerk's Office at 460 North Euclid Avenue and the City website at www.uplandca.gov.

In compliance with the Americans with Disabilities Act, if you need special assistance to participate in this meeting, please contact the City Clerk's Office at 909.931.4120. Notification 48 hours prior to the meeting will enable the City to make reasonable arrangements to ensure accessibility to this meeting. [28 CFR 35.102-35.104 ADA Title II]

POSTING STATEMENT: On June 25, 2020, a true and correct copy of this agenda was posted at 450 N. Euclid Avenue (Upland Public Library) 460 N. Euclid Avenue (Upland City Hall) and City Website www.uplandca.gov.



STAFF REPORT

ITEM NO. 2.

DATE: June 29, 2020
TO: ECONOMIC DEVELOPMENT COMMITTEE
FROM: ROSEMARY HOERNING, CITY MANAGER
PREPARED BY: ROBERT DALQUEST, DEVELOPMENT SERVICES DIRECTOR
LIZ CHAVEZ, DEVELOPMENT SERVICES MANAGER
MELECIO PICAZO, ECONOMIC DEVELOPMENT COORDINATOR
SUBJECT: PRESENTATION OF A HOTEL MARKET DEMAND ANALYSIS
PREPARED BY KOSMONT COMPANIES

RECOMMENDED ACTION

It is recommended that the Economic Development Committee receive and file the presentation.

GOAL STATEMENT

The proposed action supports the City's goal for a sustainable business environment that supports local entrepreneurial growth and attracts commercial and industrial investment and revitalization.

BACKGROUND

The City of Upland and the community desires an upscale hotel within the City to serve the community and surrounding trade area and has identified a site on 20th Street, west of Campus Avenue as a primary location. A hotel developer expressed interest for a potential upscale hotel on the 2.37 acre site, which is designated CH (Highway Commercial) in the Colonies Specific Plan, and owned by Colonies Partners, LP.

ISSUES/ANALYSIS

The City engaged Kosmont Companies to prepare a Hotel Market Demand Analysis. The goal of the analysis is to measure hotel demand to assess general feasibility for a hotel development within the site and potentially other sites in the City.

Ken Hira with Kosmont Companies will be available to answer questions from the Committee

during the June 29th Economic Development Committee meeting via conference call.

Please see the attached Hotel Market Demand Analysis and Executive Summary as prepared by Kosmont Companies.

FISCAL IMPACTS

There is no fiscal impact associated with this action.

ALTERNATIVES

Provide alternative direction to staff.

ATTACHMENTS:

Executive Summary - Hotel Market Demand Analysis
Hotel Market Demand Analysis



Memorandum

To: Melecio Picazo, Economic Development Coordinator, City of Upland

From: Ken K. Hira, President, Kosmont Companies
Fernando Sanchez, Vice President, Kosmont Companies

Date: May 2020

Subject: **Executive Summary – Hotel Market Demand Analysis**

I. BACKGROUND

The City of Upland (“City” or “Client”) and its community desire an upscale hotel within its City limits to serve the community and the surrounding area. The City has identified a site located at ~1000 E. 20th St. at the southeast corner of N. Campus Ave. and E. 20th St. (“Site”) as a primary location for a hotel development. A hotel developer expressed interest for a potential upscale hotel at the 2.37-acre Site, zoned CH – Highway Commercial and owned by Colonies Partners, LP. The City hired Kosmont Companies (“Kosmont” or “Consultant”) to prepare a hotel market demand analysis to assess general feasibility for a hotel development on the opportunity Site. By request of the City, Kosmont is providing this Memorandum as an executive summary of key observations from the hotel market demand analysis.

II. SUMMARY OF OBSERVATIONS

Kosmont began the analysis by observing parcel features, local demographics, and major business and tourism drivers within a 15-minute drive time of the Site. The 2.37-acre Site is conveniently located along the SR-210 corridor close to Colonies Crossroads, a major regional shopping center. The City features strong educational and income demographics relative to San Bernardino County and the surrounding areas contain prominent institutions of higher education, a major airport, a large regional convention center, two major regional shopping centers, and a regional sports/concert arena.

Following initial observations of the local area, Kosmont defined a primary comparable set of 13 hotels that provide a strong representation of the Upland market area. Hotels were chosen based on class (Upper Midscale or higher, as identified by Smith Travel Research [“STR”]) and ease of access to the Site. Hotels located in a short distance of Ontario International Airport and Ontario Convention Center and generally offering large conference space were not part of the Comp Set. Based on the Comp Set data provided by STR from March 2019 to February 2020, Kosmont observed market performance and forecasted the projected number of hotel rooms over the next 10 years using a 2% growth in room demand (typically a conservative growth rate and taking into consideration the on-going COVID-19 pandemic).

It was observed that hotels within the Comp Set performed well in the summer and spring months and featured higher occupancies mid-week (Tuesdays and Wednesdays) and on Saturdays, indicating influence from both business and leisure travel. Current hotel market demand (0 rooms in 2020) is generally at equilibrium with supply (not to mention significant financing limitations due to COVID-19). The development / phasing of the Site will be dependent on the hotel market recovery in the next few years. Based on forecasts and feedback solicited from a major hotel chain, Kosmont determined that there is projected demand in the short term (5 years) for a mid to upscale select service hotel. After assessing the amenities of hotels along the SR-210 corridor, Kosmont determined the likelihood for a large amount of conference space for a potential hotel at this Site is low. Further due diligence and working with hotel chains will reveal a more specific program.



CITY OF UPLAND

HOTEL MARKET DEMAND ANALYSIS

May 2020



1230 Rosecrans Ave., Suite 630
Manhattan Beach, CA 90266
TEL: 424-297-1070 | URL: www.kosmont.com

Prepared By:

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Fernando Sanchez

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KOSMONT COMPANIES

Kosmont, a nationally-recognized real estate & economics advisory firm serving hundreds of cities and local governments for over 34 years has been retained by the City to do a Hotel Market Demand Analysis

- **Kosmont's expertise covers a full range of economics & real estate advisory services including:**
 - Market and Feasibility Analyses
 - Fiscal Impact & Economic Benefit Studies
 - Economic Development Strategies & Implementation
 - Business/Retailer & Developer Recruitment
 - Identification of Funding Sources & Financing Strategies
 - Public-Private Transaction Structuring & Negotiation
- **Winning track record of initiating and implementing projects for municipalities**
 - In-house team includes economists, registered municipal advisors, financial analysts, lawyers, real estate professionals, former city managers & economic development department heads
 - Extensive network of brokers, investors and market data for real-time information, and industry leadership

Disclaimer: The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Actual results may differ from those expressed in this analysis, as results are difficult to predict as a function of market conditions, natural disasters, pandemics, significant economic impacts, legislation and administrative actions.

Note: If needed, Financial Advisory and Real Estate Brokerage services can be provided by Kosmont Transactions Services, Inc. (SEC / MSRB Registered Municipal Advisor) and Kosmont Real Estate Services, Inc. (Licensed Real Estate Brokerage Firm), respectively.

PROJECT BACKGROUND AND SCOPE

- City of Upland and the community desire an upscale hotel within its City limits to serve the community and surrounding trade area and has identified a site at ~1000 E. 20th St. at the southeast corner of N. Campus Ave. and E. 20th St. (“Site”) as a primary location
- A hotel developer expressed interest for a potential upscale hotel on the 2.37-acre Site, which is zoned CH (Highway Commercial) and owned by Colonies Partners, LP
- City hired Kosmont Companies to prepare a hotel market demand analysis. The goal of the analysis is to measure hotel demand to assess general feasibility for a hotel development on the Site and potentially other sites in the City



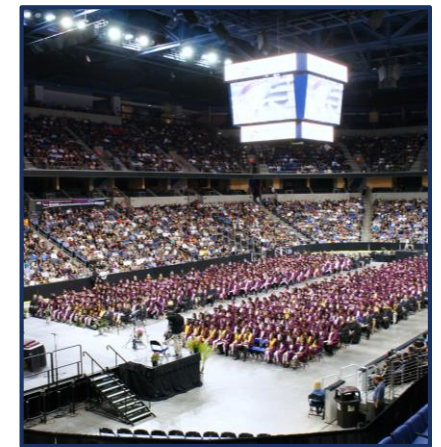
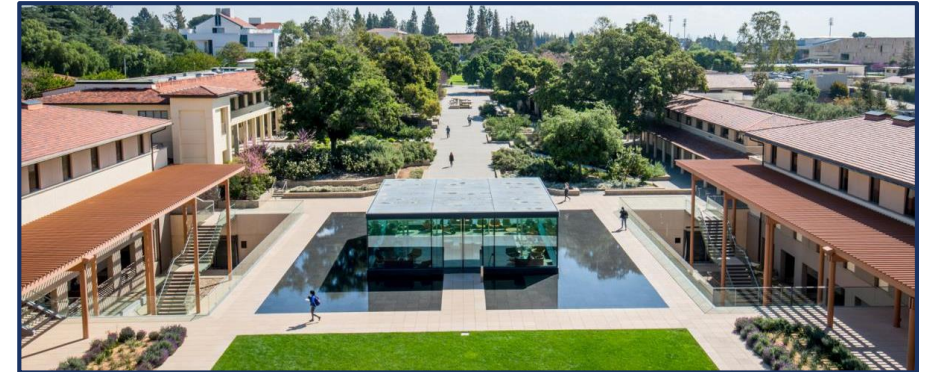
SURROUNDING CITIES INFORMATION

Claremont, CA

- Claremont is an affluent city of ~37,000 people and offers a vibrant community of shops, historic buildings, and eateries. In 2016, it was named by Sunset Magazine as the “Best Suburb in the West”
- Claremont is home to the Claremont Colleges – a group of 7 selective, private higher education institutions (5 undergraduate and 2 graduate). The Colleges contain a total population of 8,500 students and 3,270 faculty and staff from around the world

Ontario, CA

- Ontario is a large regional city of ~178,000 people that is home to a major airport (Ontario Int’l Airport - ONT), a large regional convention center, a major shopping mall (Ontario Mills), and a regional sports/concert arena (Toyota Arena)
- ONT is a major airport in the Inland Empire and featured 5.6 million travelers in 2019. The airport serves as the western regional hub for UPS Air
- The Ontario Convention Center features over 225,000 square feet of flexible exhibit space and receives ~500,000 visitors annually
- Ontario Mills is a ~1.43 million square feet (GLA) regional shopping center with over 200 stores and attracts ~28 million visitors annually
- The Toyota Arena is an 11,000-seat multipurpose arena that hosts several concerts and sporting events annually. The arena receives ~1 million visitors annually



Top: Aerial view of the Claremont Colleges campus; **Above Left:** Exterior view of the Ontario Convention Center; **Above Right:** Example of a graduation event in the Toyota Arena

Sources: Sunset Magazine “5 Best Communities in the West”, <https://www.sunset.com/travel/best-small-towns-to-live-in>; “Four Hours: Claremont” <https://www.latimes.com/lifestyle/story/2019-10-04/four-hours-claremont-is-vintage-delicious-and-delightfully-smart>; “The Claremont Colleges” <https://www.claremont.edu/>; ONT Stats <https://www.flyontario.com/corporate/statistics>; Greater Ontario Convention & Visitors Bureau <https://govcb.org/meet/ontario-convention-center>; “Does Ontario Mills really attract more visitors than Disneyland?” <https://www.dailybulletin.com/2016/11/12/does-ontario-mills-really-attract-more-visitors-than-disneyland/>

POPULATION & INCOME

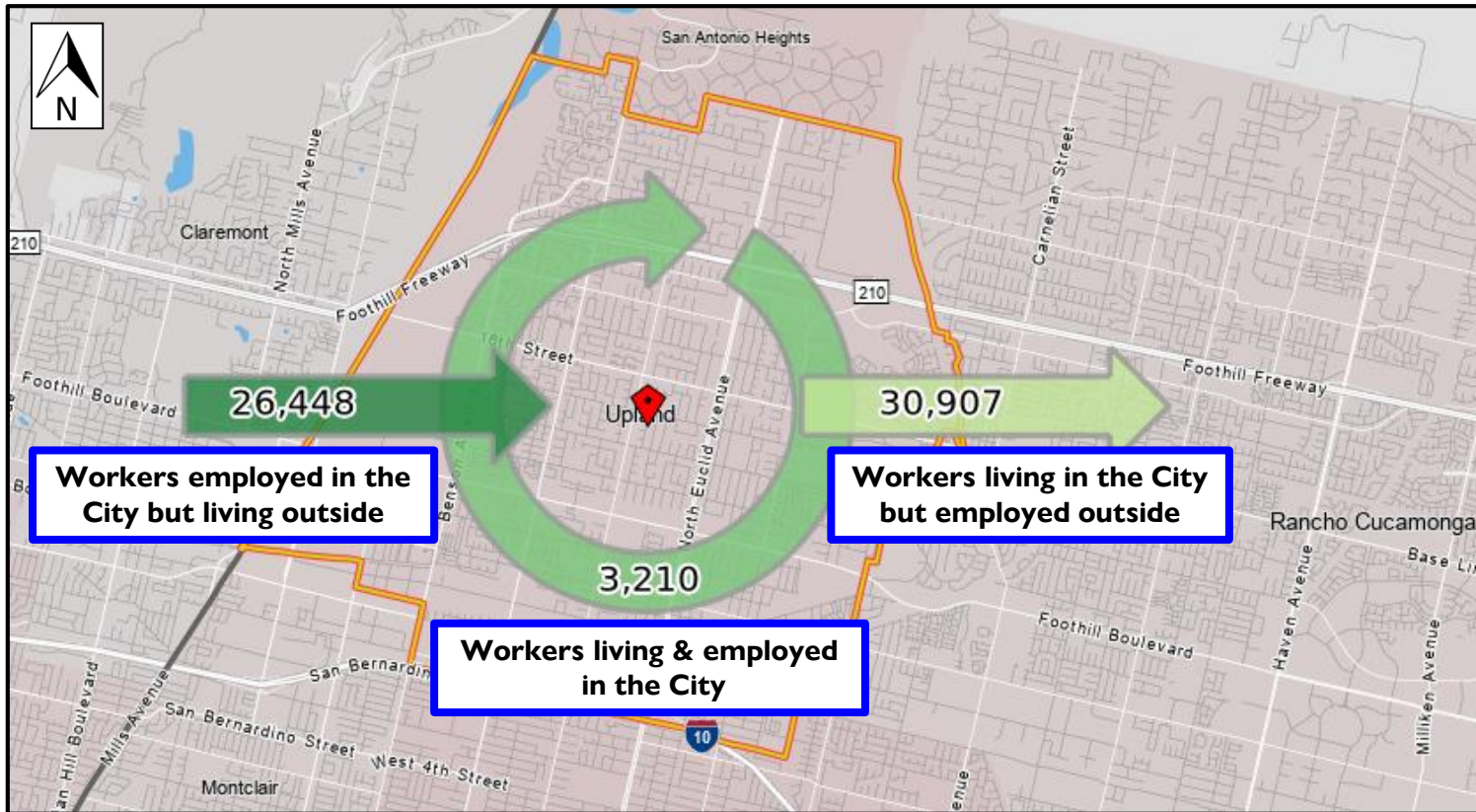
CITY, COUNTY, AND STATE

2019	City of Upland	County of San Bernardino	State of California
Population	78,029	2,188,174	39,813,541
Households	27,174	653,047	13,339,357
Average HH Size	2.85	3.29	2.92
Median Age	37.6	33.1	36.3
% Hispanic Origin	44.1%	54.6%	39.7%
% Bachelor's Degree or Higher	33.8%	21.2%	34.2%
Per Capita Income	\$32,896	\$24,337	\$35,730
Median HH Income	\$70,399	\$60,761	\$74,520
Average HH Income	\$94,421	\$81,334	\$106,321
Median Home Value	\$567,521	\$365,601	\$556,621

Source: ESRI (2020)

WORKER INFLOW / OUTFLOW

“ARE JOBS COMING OR GOING?”

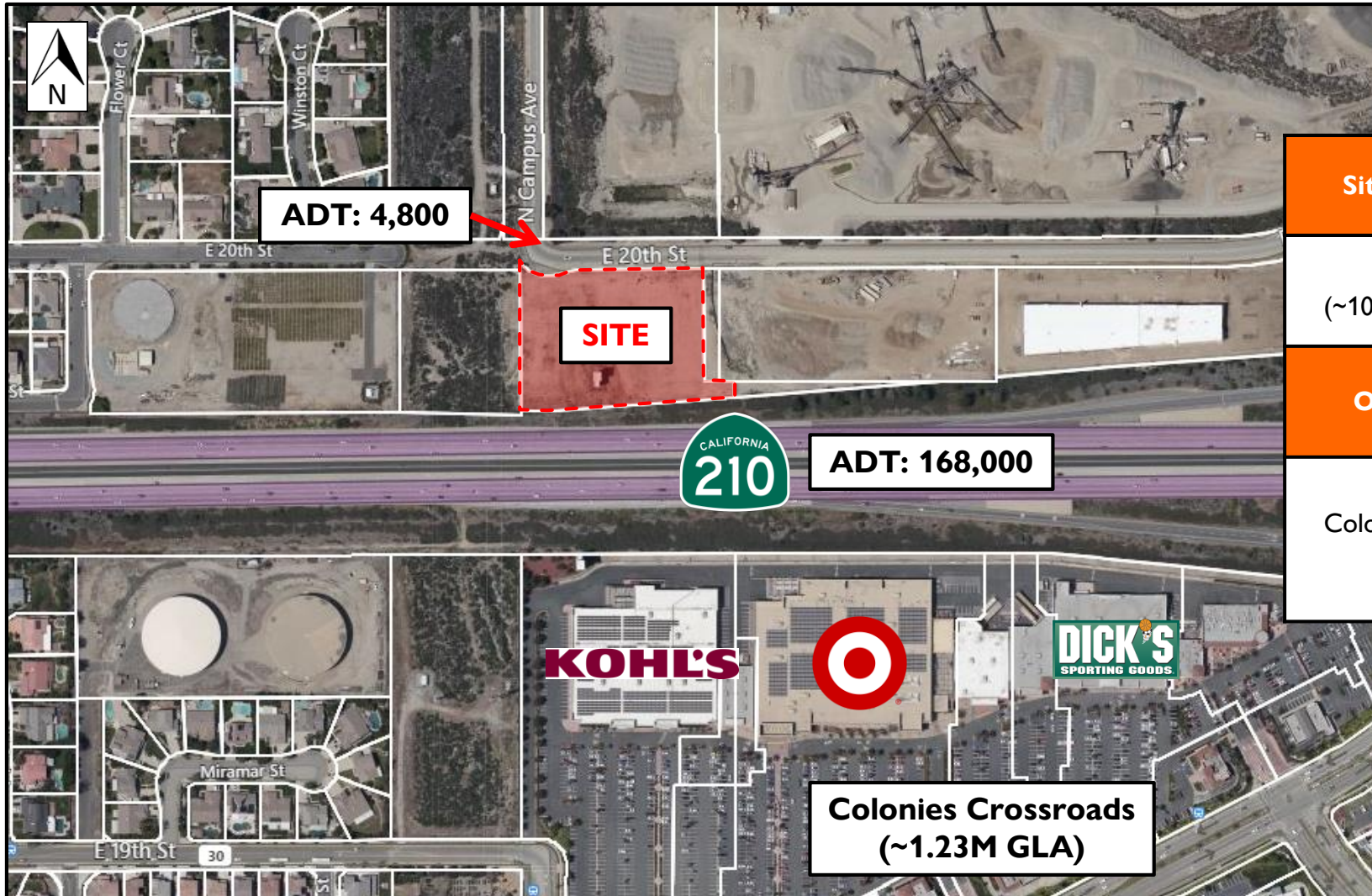


Reference: City of Upland	
Workers Living and Working	3,210
Workers Coming (Inflow)	26,448
Workers Going (Outflow)	30,907
Net Inflow/Outflow	(4,459)
Employment Ratio*	0.87

Reference: San Bernardino County	
Workers Living and Working	388,320
Workers Coming (Inflow)	344,413
Workers Going (Outflow)	448,266
Net Inflow/Outflow	(103,853)
Employment Ratio*	0.88

Source: U.S. Census Bureau Center for Economic Studies (2017); **Note:** ***Employment Ratio** = People employed within City (living and working in City + those who come into the City for work) / Employed population of City (living and working in City + workers who live in the City, but work outside of the City)

UPLAND PRIMARY HOTEL SITE MAP AND INFORMATION



Site Address	APN	Size (acres)
N/A (~1000 E. 20 th St.)	1044-102-08	2.37
Ownership	Zoning	Land Use*
Colonies Partners LP	Specific Plan (Colonies Specific Plan – Planning Area 20)	CH (Highway Commercial)

UPLAND ALTERNATE HOTEL SITE MAP AND INFORMATION



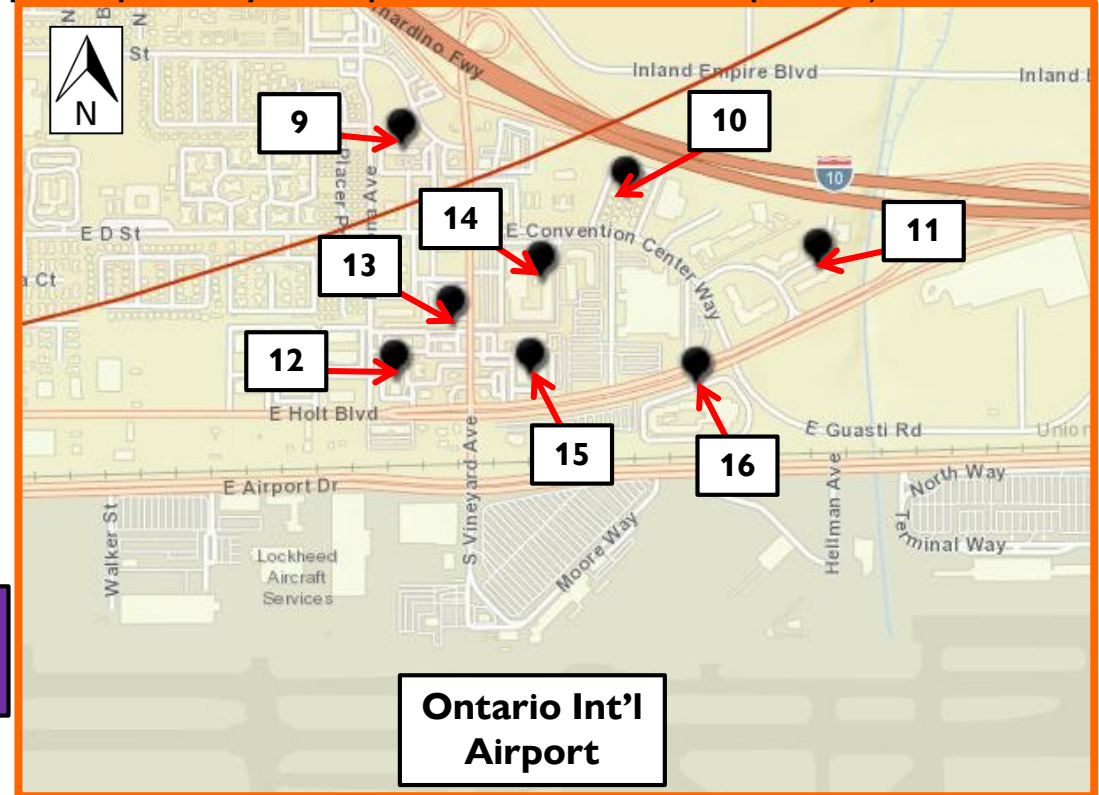
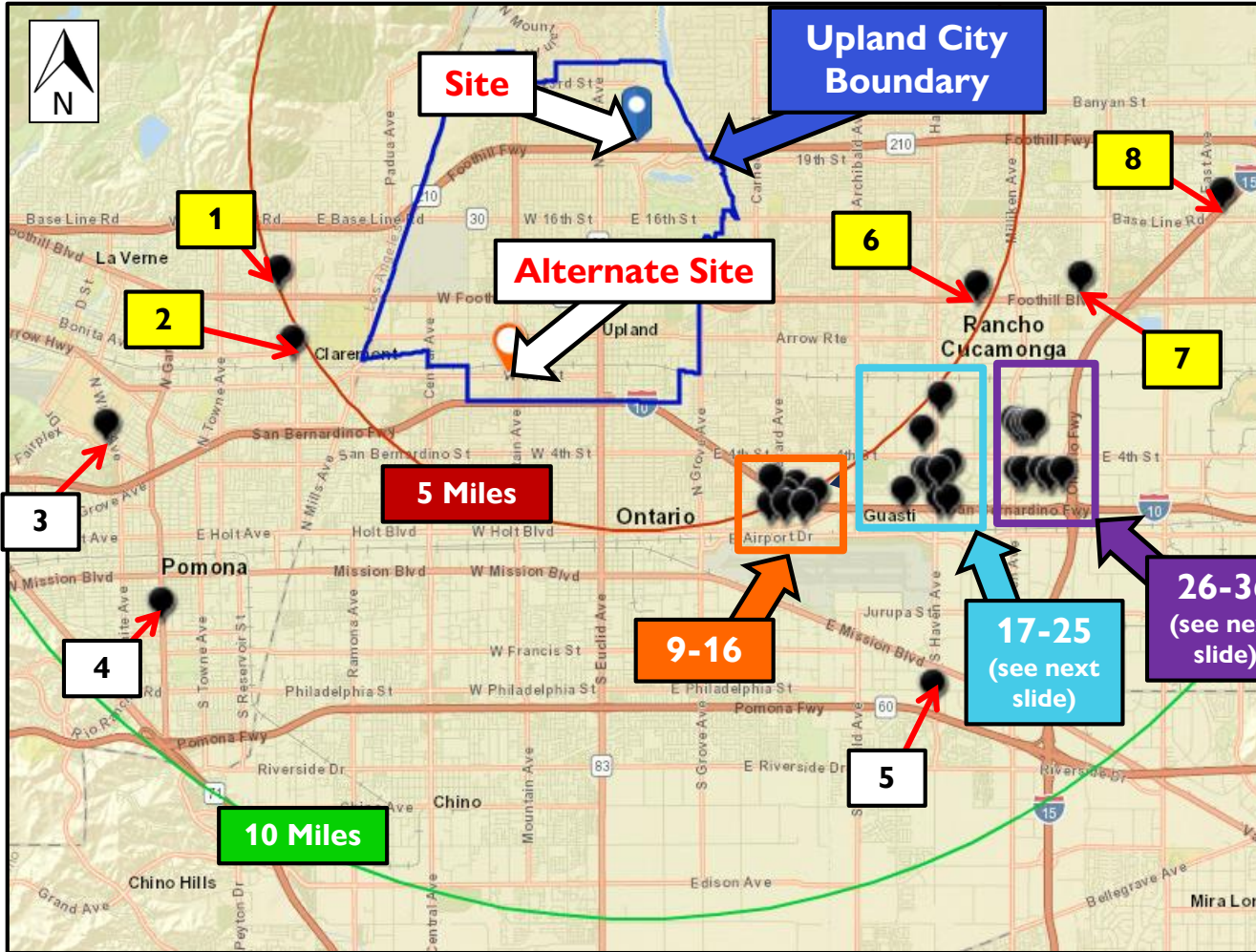
Site Address	APN	Size (acres)
233 S. Mountain Ave.	1008-101-02	6.89
Ownership	Zoning / Land Use	
YFP Kohls Upland LLC	RC (Regional Commercial)	

Sources: Western Resources Title; City of Upland (2020);

Note: The Regional Commercial zone is intended for the development of regional shopping centers and accompanying uses that are visible from a regional standpoint (i.e. freeways and major arterial roads). Permitted uses include department stores, home furnishings/appliance stores, apparel stores, specialty retail stores, and restaurants. Hotels/Motels are allowed uses via a Conditional Use Permit.

UPLAND HOTEL MARKET AREA MAP

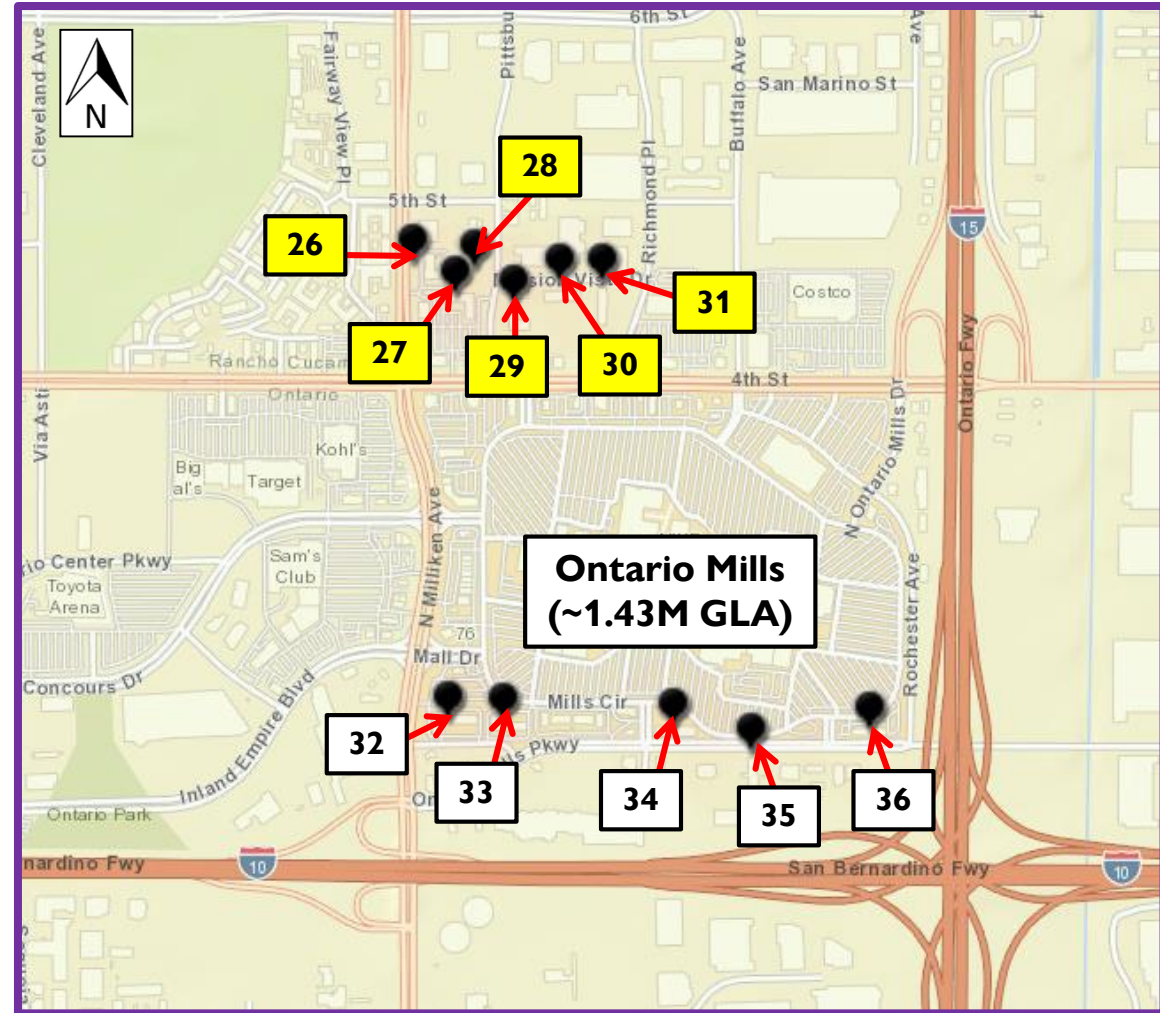
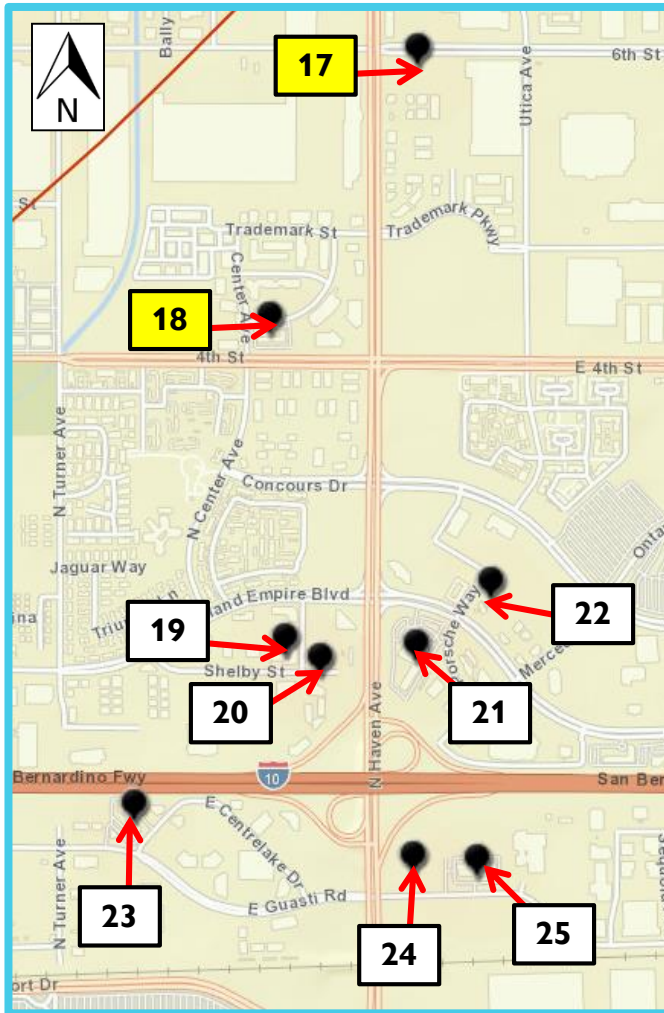
Hotels within a 5 and 10-mile radius of the Site (Yellow boxes comprise primary comparable set – “Comp Set”)



Sources: ESRI; Smith Travel Research (Accessed February 2020); **Note:** Site refers to the primary hotel site in question (~1000 E. 20th St.). Alternate Site refers to the former Kohl's site located at 233 S. Mountain Ave. in a shopping center on the southwest corner of S. Mountain Ave. and W. 8th St. Search parameters include hotels within 5 and 10 miles of the Site. Hotels are of Upper Midscale class or higher. Numbers highlighted in yellow comprise the hotel comp set. The full list of hotels can be found in the appendix.

UPLAND HOTEL MARKET AREA MAP

Hotels within a 5 and 10-mile radius of the Site (Yellow boxes comprise primary comparable set – “Comp Set”)



Sources: ESRI; Smith Travel Research (Accessed February 2020); **Note:** Site refers to the primary hotel site in question (~1000 E. 20th St.). Alternate Site refers to the former Kohl's site located at 233 S. Mountain Ave. in a shopping center on the southwest corner of S, Mountain Ave. and W. 8th St. Search parameters include hotels within 5 and 10 miles of the Site. Hotels are of Upper Midscale class or higher. Numbers highlighted in yellow comprise the hotel page 15 of 28. The full list of hotels can be found in the appendix.

UPLAND HOTEL MARKET AREA COMP SET TABLE

# on Map	Hotel Name	City	Distance from Site (miles)	# of Rooms	Chain Scale	Open Date
1	Double Tree by Hilton Hotel Claremont	Claremont	5.0	195	Upscale	06/1968
2	Hotel Casa 425	Claremont	5.3	28	Independent	09/2007
6	Best Western Plus Heritage Inn	Rancho Cucamonga	4.9	115	Upper Midscale	10/1992
7	Four Points by Sheraton Ont. Rancho Cuc.	Rancho Cucamonga	6.1	118	Upscale	06/2009
8	Comfort Inn Fontana	Fontana	7.6	79	Upper Midscale	01/2002
17	Residence Inn Ontario Rancho Cucamonga	Rancho Cucamonga	5.3	126	Upscale	12/2018
18	Aloft Ontario Rancho Cucamonga	Rancho Cucamonga	5.4	136	Upscale	06/2008
26	Holiday Inn Express & Suites Ontario Mills	Rancho Cucamonga	6.3	93	Upper Midscale	01/2006
27	Towne Place Suites Ontario Airport	Rancho Cucamonga	6.3	112	Upper Midscale	11/2005
28	Fairfield Inn & Suites Ontario Rancho Cuc.	Rancho Cucamonga	6.3	108	Upper Midscale	03/2018
29	Homewood Suites Ontario Rancho Cuc.	Rancho Cucamonga	6.4	103	Upscale	11/2005
30	Hilton Garden Inn Ontario Rancho Cuc.	Rancho Cucamonga	6.4	122	Upscale	02/2006
31	Courtyard by Marriott Ontario Rancho Cuc.	Rancho Cucamonga	6.5	117	Upscale	06/2006

Sources: ESRI; Smith Travel Research (Accessed February 2020); **Note:** Search parameters include hotels within 5 and 10 miles of Site (~1000 E. 20th St.). Hotels are of Upper Midscale class or higher with the exception of the boutique Hotel Casa 425 in Claremont. Hotels provide data on a monthly and weekly basis to STR, except for Hotel Casa 425 in Claremont.

HOTEL MARKET DEMAND ANALYSIS – COMP SET

MARKET PERFORMANCE SUMMARY*

Year	Avg. Occupancy	Average Daily Rate (ADR)	Annual Supply of Room Nights	Annual Demand for Room Nights	Change in Occupied Room Nights	Revenue per Available Room (RevPAR)	Change in RevPAR
Mar. 2014 – Feb. 2015	78.6%	\$109.24	443,405	348,522	-	\$85.98	-
Mar. 2015 – Feb. 2016	81.6%	\$117.17	444,723	363,008	4.0%	\$95.80	10.2%
Mar. 2016 – Feb. 2017	83.1%	\$126.56	444,570	369,541	1.8%	\$105.33	9.1%
Mar. 2017 – Feb. 2018	81.2%	\$135.91	444,570	360,649	(2.5%)	\$110.50	4.7%
Mar. 2018 – Feb. 2019	79.4%	\$139.46	495,330	392,440	8.1%	\$111.02	0.5%
Mar. 2019 – Feb. 2020	78.1%	\$139.15	529,980	413,463	5.1%	\$108.73	(2.1%)
Total Growth (%)	(0.7%)	27.4%	19.5%	18.6%	-	26.5%	-

Source: Smith Travel Research (Accessed February 2020); **Note:** Numbers in parentheses and in red indicate a negative percentage change. *Annual averages were calculated during the periods shown. The data used in this analysis is reflective of the hotels that report monthly to STR.

HOTEL MARKET DEMAND ANALYSIS – COMP SET PERFORMANCE BY MONTH AND DAY OF THE WEEK

Performance by Month

Month	Avg. Occupancy	ADR	RevPAR
March 2019	81.6%	\$146.37	\$119.98
April 2019	79.2%	\$137.08	\$109.25
May 2019	76.2%	\$139.26	\$106.53
June 2019	83.6%	\$138.86	\$116.88
July 2019	83.4%	\$134.63	\$112.55
August 2019	77.5%	\$140.59	\$109.26
September 2019	73.5%	\$137.80	\$101.86
October 2019	81.6%	\$139.21	\$114.32
November 2019	75.7%	\$135.81	\$103.18
December 2019	69.0%	\$128.94	\$89.53
January 2020	73.4%	\$136.80	\$101.28
February 2020	82.6%	\$146.54	\$121.64
Average	78.1%	\$138.49	\$108.86

Performance by Day of Week

Day	Avg. Occupancy	ADR	RevPAR
Sunday	59.5%	\$127.15	\$75.84
Monday	76.6%	\$141.03	\$108.12
Tuesday	86.3%	\$149.27	\$128.91
Wednesday	84.8%	\$147.51	\$125.24
Thursday	78.0%	\$137.73	\$107.65
Friday	78.1%	\$131.87	\$103.33
Saturday	83.5%	\$134.88	\$112.90
Average	78.1%	\$138.49	\$108.86

Strong mid-week and weekend demand, peaking Tuesday (likely due to business travelers to / from Ontario)

Performance varies by season. Typically strongest in the spring and summer months (highest occupancy in June), generally less occupancy in the fall and winter months, with increased occupancy in October and February

HOTEL MARKET DEMAND ANALYSIS

PROJECTION OF SUPPORTABLE NEW ROOMS

- The data from the 13 hotels in the “Comp Set” (Mar. 2019 – Feb. 2020) provides a strong representation of the Upland market area
- Hotels were chosen based on class (Upper Midscale or higher) and ease of access and proximity to the Site. Hotels closer to the SR-210 corridor and north of 4th St. (the boundary between Rancho Cucamonga and Ontario) were prioritized and represent the Comp Set
- Hotels located within a short distance of the Ontario Convention Center and Ontario International Airport were not considered since those hotels are almost exclusively driven by Convention Center and Airport traffic. Hotels that offered large conference space were also not considered due to compatibility of the Site
- There are 1,452 rooms across the 13 hotels within the Comp Set, leading to an existing supply of annual room nights of 529,980
- Kosmont forecasted the projected number of hotel rooms over the next 10 years for the Comp Set using a 2% growth in room demand (this was a typical conservative growth rate but is subject to ongoing COVID-19 pandemic)

HOTEL MARKET DEMAND ANALYSIS

PROJECTION OF SUPPORTABLE NEW ROOMS

Projection of Supportable New Rooms – Comp Set (Mar 2019-Feb 2020)

Year	Projected Demand	Existing Supply of Room Nights	Imputed Occupancy	Demand for Room Nights	Supportable # of Rooms
2020*	413,463	529,980	78.0%	530,081	0
2025	456,497	529,980	86.1%	585,252	151
2030	504,009	529,980	95.1%	646,165	318

Sources: Smith Travel Research, Kosmont Companies (Accessed February 2020); **Notes:** Target occupancy of 78%; Based on 2% annual increase in room demand; *2020 represents the period between March 2019 to February 2020. The data used in this analysis is reflective of the hotels that report monthly to STR. Projections subject to ongoing COVID-19 pandemic.

HOTEL MARKET DEMAND ANALYSIS SUMMARY

- Kosmont examined Smith Travel Research (STR) hotel market data for Upland and the surrounding trade area since 2014
- Kosmont projected the future supportable number of hotel rooms for an upper midscale or higher class of hotel for the Site Comp Set (Mar. 2019 – Feb. 2020)
- Higher performance in the summer months (June-August – 81.5% avg. occupancy) and spring months (March-May – 79.0% avg. occupancy)
- Higher occupancies on Tuesdays (86.3%), Wednesdays (84.8%), and Saturdays (83.5%) indicating influence from both business and leisure travelers
- Current hotel market demand (0 rooms in 2020) is generally at equilibrium with supply (not to mention significant financing limitations due to COVID-19); the development / phasing of the Site will be dependent on the hotel market recovery in the next few years
- Based on the data from the Comp Set, there is projected support for absorption of one hotel in the short term (5 years) or two/three hotels in the long term (10 years)
- Kosmont conducted due diligence by soliciting feedback from a major hotel chain. Coupled with our research, Kosmont determined that there is demand in the short term for a mid to upscale select service hotel. The likelihood for a large amount of conference space is low
- Further due diligence and working with hotel chains will reveal a more specific program
- All assumptions and projections are subject to ongoing impacts of COVID-19 pandemic



DISCLAIMER

The analyses, projections, assumptions, rates of return, and any examples presented herein are for illustrative purposes and are not a guarantee of actual and/or future results. Actual results may differ from those expressed in this analysis, as results are difficult to predict as a function of market conditions, natural disasters, pandemics, significant economic impacts, legislation and administrative actions.

CITY OF UPLAND HOTEL MARKET DEMAND ANALYSIS



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APPENDIX

Upland Hotel Market Demand Analysis

UPLAND HOTEL MARKET AREA TABLE

# on Map	Hotel Name	City	Distance from Site (miles)	# of Rooms	Chain Scale	Open Date
1	Double Tree by Hilton Hotel Claremont	Claremont	5.0	195	Upscale	06/1968
2	Hotel Casa 425	Claremont	5.3	28	Independent	09/2007
3	Sheraton Hotel Fairplex & Conf. Center	Pomona	7.9	244	Upper Upscale	05/1992
4	Comfort Inn Pomona near Fairplex	Pomona	8.8	51	Upper Midscale	08/2008
5	Holiday Inn Express & Suites Ontario Airport	Ontario	8.3	120	Upper Midscale	06/2008
6	Best Western Plus Heritage Inn	Rancho Cucamonga	4.9	115	Upper Midscale	10/1992
7	Four Points by Sheraton Ont. Rancho Cuc.	Rancho Cucamonga	6.1	118	Upscale	06/2009
8	Comfort Inn Fontana	Fontana	7.6	79	Upper Midscale	01/2002
9	Sheraton Hotel Ontario Airport	Ontario	5.0	165	Upper Upscale	03/1986
10	Residence Inn Ontario Airport	Ontario	5.1	200	Upscale	02/1986
11	Holiday Inn Ontario Airport	Ontario	5.4	180	Upper Midscale	02/2008
12	Comfort Suites Ontario Conv. Center	Ontario	5.3	100	Upper Midscale	12/2008

Sources: ESRI; Smith Travel Research (Accessed February 2020); **Note:** Search parameters include hotels within 5 and 10 miles of Site (~1000 E. 20th St.). Hotels are of Upper Midscale class or higher.

UPLAND HOTEL MARKET AREA TABLE

# on Map	Hotel Name	City	Distance from Site (miles)	# of Rooms	Chain Scale	Open Date
13	Best Western Plus Ont. Air. Conv. Center	Ontario	5.2	154	Upper Midscale	06/1980
14	Double Tree by Hilton Ontario Airport	Ontario	5.2	482	Upscale	06/1982
15	Azure Hotel & Suites Ontario	Ontario	5.3	167	Upper Midscale	01/1995
16	Ontario Gateway Hotel	Ontario	5.4	299	Independent	04/1986
17	Residence Inn Ontario Rancho Cucamonga	Rancho Cucamonga	5.3	126	Upscale	12/2018
18	Aloft Ontario Rancho Cucamonga	Rancho Cucamonga	5.4	136	Upscale	06/2008
19	Comfort Inn & Suites near Ontario Airport	Ontario	5.8	92	Upper Midscale	07/2008
20	Hotel D'Lins	Ontario	5.9	150	Independent	06/1991
21	Ontario Airport Hotel & Conference Center	Ontario	6.0	309	Independent	12/1985
22	La Quinta Inn & Suites Ontario Airport	Ontario	6.0	144	Upper Midscale	10/1998
23	Fairfield Inn Ontario	Ontario	5.9	114	Upper Midscale	07/1990
24	SpringHill Suites Ont. Airport Rancho Cuc.	Ontario	6.3	126	Upscale	10/2018

Sources: ESRI; Smith Travel Research (Accessed February 2020); **Note:** Search parameters include hotels within 5 and 10 miles of Site (~1000 E. 20th St.). Hotels are of Upper Midscale class or higher.

UPLAND HOTEL MARKET AREA TABLE

# on Map	Hotel Name	City	Distance from Site (miles)	# of Rooms	Chain Scale	Open Date
25	Embassy Suites Ontario Airport	Ontario	6.3	175	Upper Upscale	06/2011
26	Holiday Inn Express & Suites Ontario Mills	Rancho Cucamonga	6.3	93	Upper Midscale	01/2006
27	Towne Place Suites Ontario Airport	Rancho Cucamonga	6.3	112	Upper Midscale	11/2005
28	Fairfield Inn & Suites Ontario Rancho Cuc.	Rancho Cucamonga	6.3	108	Upper Midscale	03/2018
29	Homewood Suites Ontario Rancho Cuc.	Rancho Cucamonga	6.4	103	Upscale	11/2005
30	Hilton Garden Inn Ontario Rancho Cuc.	Rancho Cucamonga	6.4	122	Upscale	02/2006
31	Courtyard by Marriott Ontario Rancho Cuc.	Rancho Cucamonga	6.5	117	Upscale	06/2006
32	Ayres Suites Ontario Mills Mall	Ontario	6.7	140	Upper Midscale	08/1998
33	Ayres Hotel Ontario Mills Mall	Ontario	6.7	105	Upper Midscale	10/2003
34	Hampton Inn & Suites Ontario	Ontario	6.9	91	Upper Midscale	01/2005
35	Country Inn & Suites Ontario Mills	Ontario	7.0	116	Upper Midscale	12/2008
36	Hyatt Place Ontario Rancho Cuc.	Ontario	7.1	126	Upscale	02/1998

Sources: ESRI; Smith Travel Research (Accessed February 2020); **Note:** Search parameters include hotels within 5 and 10 miles of Site (~1000 E. 20th St.). Hotels are of Upper Midscale class or higher.



STAFF REPORT

ITEM NO. 3.

DATE: June 29, 2020
TO: ECONOMIC DEVELOPMENT COMMITTEE
FROM: ROSEMARY HOERNING, CITY MANAGER
PREPARED BY: ROBERT DALQUEST, DEVELOPMENT SERVICES DIRECTOR
LIZ CHAVEZ, DEVELOPMENT SERVICES MANAGER
MELECIO PICAZO, ECONOMIC DEVELOPMENT COORDINATOR
SUBJECT: 4TH QUARTER 2019 SALES TAX UPDATE

RECOMMENDED ACTION

It is recommended that the Economic Development Committee receive and file the report.

GOAL STATEMENT

The proposed action supports the City's goal of keeping the Economic Development Committee, City Council, and Community informed on general City business sales tax revenue activity and comparisons with the same period in the prior year.

BACKGROUND

HdL Companies prepares a Sales Tax Update on a quarterly basis and presents the information to the City. This HdL Sales Tax Update is available on the City's website for review.

ISSUES/ANALYSIS

Staff will provide a 4th Quarter 2019 Sales Tax Update report and answer questions for the committee.

FISCAL IMPACTS

There is no fiscal impact associated with this action.

ALTERNATIVES

Provide alternative direction to staff.

ATTACHMENTS:

4th Quarter 2019 Sales Tax Update

Q4 2019



City of Upland Sales Tax Update

First Quarter Receipts for Fourth Quarter Sales (October - December 2019)

Upland In Brief

Upland's receipts from October through December were 1.9% above the fourth sales period in 2018. Excluding reporting aberrations, actual sales were up 2.5%.

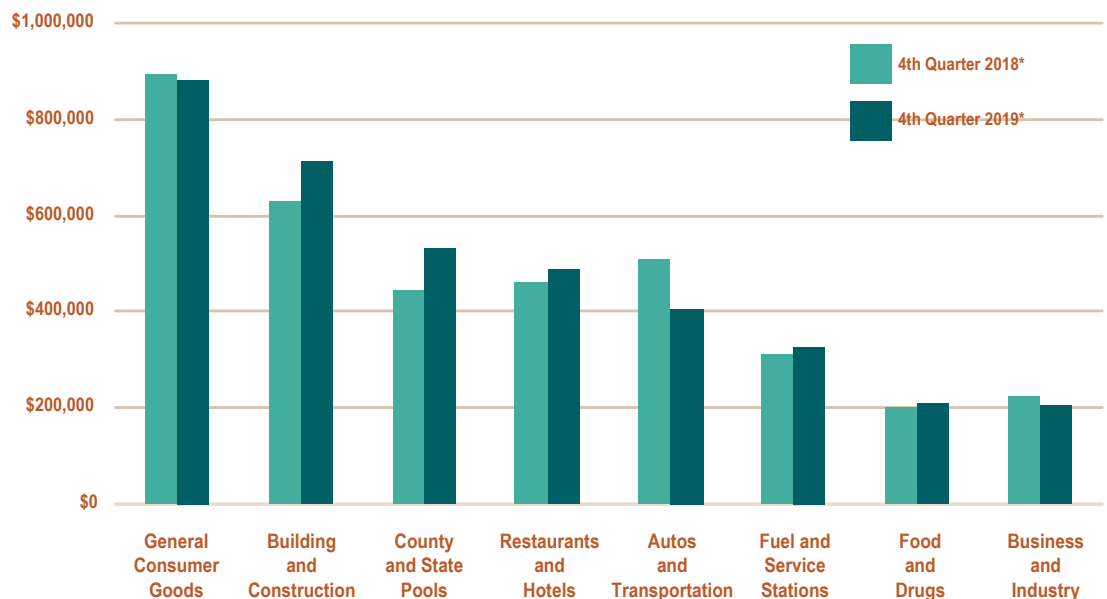
Like most agencies across the state, the largest increase in actual sales came from a 19.5% increase in the City's allocation from the countywide use tax pool. State-wide, pool results accounted for 95% of all sales tax growth, boosted by sharply higher receipts from on-line shopping as a result of the Wayfair decision and implementation of the marketplace facilitator provision that required additional out of state companies to collect sales tax. The City's point of sale actual results were up 0.2%.

At the local level, the bright spots included a 36.8% spike in sales of contractors' supplies and a 20.5% increase in family apparel caused by the recent opening of a new store. Restaurant sales were up 5.8%, while fuel sales were 5.0% higher.

The gains were offset by a 20.2% drop in the automotive sector, lower business and industry sales, and a 3.4% decline in sales from existing retail outlets.

Net of aberrations, taxable sales for all of San Bernardino County grew 3.3% over the comparable time period; the Southern California region was up 4.4%.

SALES TAX BY MAJOR BUSINESS GROUP



*Allocation aberrations have been adjusted to reflect sales activity

TOP 25 PRODUCERS

IN ALPHABETICAL ORDER

Arco AM PM	Kohls
Bed Bath & Beyond	Lowe's
Burlington	Marshalls
Chick Fil A	Mountain View Chevrolet
Circle K	Nordstrom Rack
Dick's Sporting Goods	RV Spa
Euclid Arco	Stater Bros
Ford of Upland	Target
G&M Oil	TJ Maxx
Hobby Lobby	USA Gasoline
Holiday Rock	Vons Fuel
Home Depot	Walmart
In N Out Burger	

REVENUE COMPARISON

Two Quarters – Fiscal Year To Date (Q3 to Q4)

	2018-19	2019-20
Point-of-Sale	\$6,861,192	\$6,363,432
County Pool	895,052	915,150
State Pool	3,405	2,772
Gross Receipts	\$7,759,650	\$7,281,353

California Overall

Statewide sales and use tax receipts from 2019's fourth quarter were 4.2% higher than last year's holiday quarter after factoring for accounting anomalies.

The increase came from the acceleration in online shopping which generated huge gains in the countywide use tax pools for merchandise shipped from out-of-state and from California based fulfillment warehouses in those cases where the warehouse is also point-of-sale. This segment was further boosted by the first full quarter of California's implementation of the Wayfair vs South Dakota ruling that requires out-of-state retailers to collect and remit sales tax on merchandise sold to California customers. The ruling has led to an increase in sales tax receipts of roughly \$2.95 per capita while also producing double digit gains for in-state online fulfillment centers.

In contrast, soft sales and closeouts resulted in a decline in almost every category of brick-and-mortar spending during the holiday season while new cannabis retailers helped boost what would have been a soft quarter for the food-drug group. Most other sales categories including new cars and business-industrial purchases were also down. Restaurant group gains were modest compared to previous quarters.

Overall, the rise in county pool receipts offset what would have been otherwise, a flat or depressed quarter for most jurisdictions.

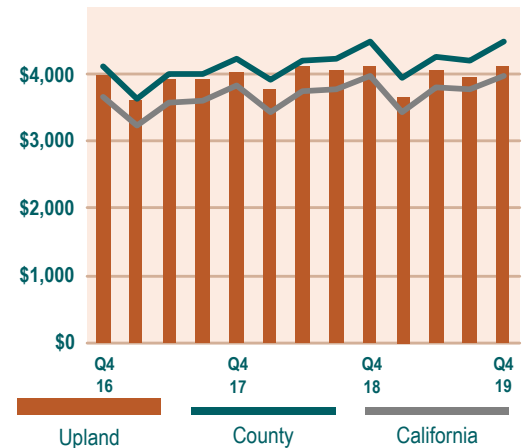
Covid-19

The coronavirus impact will first be seen in next quarter's data reflecting January through March sales. Based on recovery rates being reported in some Asian countries, the virus's disruption of supply chains will be deepest in the first and second quarter and largely resolved by mid-summer. However, recovery from social distancing and home confinements could take longer

with the deepest tax declines expected in the restaurant/hospitality, travel/transportation and brick-and-mortar retail segments. Layoffs and furloughs are also expected to reduce purchases of new cars and other high cost durable goods. The losses from the state's high-tech innovation industries may be more modest while the food-drug and online retail groups could exhibit increases.

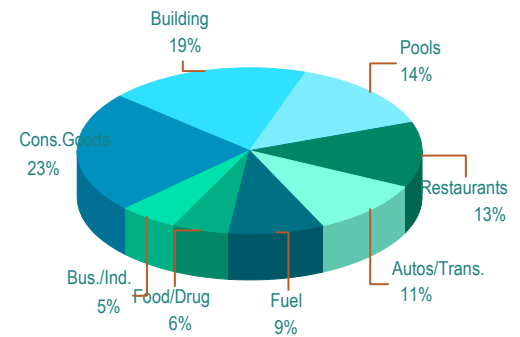
Assuming that the virus is largest contained by the end of September, HdL's economic scenario projects that tax declines will bottom out in the first quarter of 2021 but with only moderate gains for several quarters after. Data from previous downturns suggests that the return to previous spending is not immediate and often evolves. Businesses emerge with ways to operate with fewer employees and more moderate capital investment. Consumers take time to fully get back to previous levels of leisure travel, dining and spending and may permanently transfer to newly discovered services, activities and/or online retail options.

SALES PER CAPITA*



*Allocation aberrations have been adjusted to reflect sales activity

REVENUE BY BUSINESS GROUP
Upland This Quarter*



*Allocation aberrations have been adjusted to reflect sales activity

UPLAND TOP 15 BUSINESS TYPES**

Business Type	Upland		County	HdL State
	Q4 '19*	Change	Change	Change
Auto Repair Shops	54.9	0.6%	-4.5%	-1.0%
Building Materials	373.2	0.4%	-0.5%	1.4%
Casual Dining	179.1	7.8%	6.5%	3.8%
Contractors	290.8	36.8%	13.2%	-4.4%
Convenience Stores/Liquor	68.4	2.8%	-0.5%	-0.1%
Department Stores	— CONFIDENTIAL —	—	-1.0%	-4.8%
Discount Dept Stores	— CONFIDENTIAL —	—	2.6%	3.6%
Electronics/Appliance Stores	75.8	-11.0%	-12.2%	-6.6%
Family Apparel	121.5	20.5%	3.6%	1.3%
Fast-Casual Restaurants	59.1	-1.9%	4.8%	4.3%
Grocery Stores	100.7	3.1%	3.5%	1.3%
New Motor Vehicle Dealers	— CONFIDENTIAL —	—	-4.5%	-3.4%
Quick-Service Restaurants	238.4	8.8%	1.9%	1.9%
Service Stations	325.1	5.0%	2.1%	0.2%
Specialty Stores	110.6	-4.9%	-9.1%	-3.8%
Total All Accounts	3,231.3	0.2%	0.8%	0.2%
County & State Pool Allocation	531.1	19.4%	21.6%	26.7%
Gross Receipts	3,762.4	2.5%	3.3%	4.2%

** Accounting aberrations such as late payments, fund transfers, and audit adjustments have been adjusted to reflect the quarter in which the sales occurred



STAFF REPORT

ITEM NO. 4.

DATE: June 29, 2020
TO: ECONOMIC DEVELOPMENT COMMITTEE
FROM: ROSEMARY HOERNING, CITY MANAGER
PREPARED BY: ROBERT DALQUEST, DEVELOPMENT SERVICES DIRECTOR
LIZ CHAVEZ, DEVELOPMENT SERVICES MANAGER
GIOVANNI ARELLANO, REHABILITATION PROGRAMS ADMINISTRATOR
SUBJECT: INFORMATIONAL ITEM FOR THE PROPOSED HISTORIC DOWNTOWN UPLAND STREETScape REHABILITATION PROGRAM

RECOMMENDED ACTION

It is recommended that the Economic Development Committee receive the informational presentation.

GOAL STATEMENT

The proposed action supports the City of Upland's goal to eliminate blight and promote economic development activities in Historical Downtown Upland.

BACKGROUND

As part of the City's goal to foster economic development in Downtown, the need to improve its overall visual aesthetics is required. To address this need, the Department seeks to initiate a streetscape beautification program, where continuity in design, color, and theme is supported to preserve and enhance the historical character of Downtown.

The current conditions in Downtown's dilapidated streetscape, lend to unsightly and blighted conditions that hinder the City's ability to foster private economic investment in the area. The Department seeks to revitalize the downtown image by improving the streetscape environment through maintaining uniformity of appurtenances in the following public areas: street benches, trash receptacles, street signage, informational kiosks, parklets, bollards and the gateway arch signage. In consortium with the City's existing Business Attraction and Assistance Program and Commercial Rehabilitation Program, the Historic Downtown Upland Streetscape Beautification Program will augment the public benefits already being realized in

Downtown.

ISSUES/ANALYSIS

This item is for informational purposes only and no action is required by the Committee. The proposed Historic Downtown Upland Streetscape Beautification Program is scheduled to be presented to the Public Works Committee for its consideration on July 14, 2020.

Because this item relates to Economic Development, staff is bringing the proposed Streetscape Rehabilitation Program to the attention of the Economic Development Committee, as an informational item. Please reference the attached Downtown Upland Streetscape Rehabilitation Program Report for the proposed repairs and improvements to the downtown area.

FISCAL IMPACTS

There is no fiscal impact associated with this action.

ALTERNATIVES

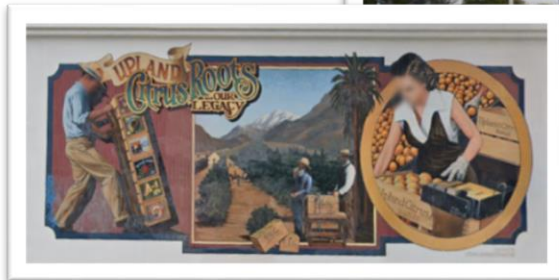
Provide alternative direction to staff.

ATTACHMENTS:

Proposed Downtown Streetscape Rehabilitation Program Report



HISTORIC DOWNTOWN UPLAND STREETScape BEAUTIFICATION PROGRAM (PROJECTS 1-7)



PROGRAM GOAL:

The overall objective of the Historic Downtown Upland Streetscape Beautification Program (“Program”) is to standardize Historic Downtown Upland’s streetscape environment by visually unifying and enhancing the appearance of public areas, street signage, amenity zones and landscape with the goal of eliminating blight and improving Downtown’s optical aesthetics. By maintaining a cohesive look throughout Downtown in the form of color use, styles and motifs, the City can enhance the character and branding ability of Historic Downtown Upland. These efforts will support private investment, spur economic activity and increase civic pride. Currently, the City funds the federally sponsored Commercial Rehabilitation Program and Business Attraction and Assistance Program to encourage private economic development activity in Downtown; by targeting additional resources to improve the Downtown’s dilapidated and/or disparate streetscape, additional positive change will occur.

Upon City Council program approval, staff will collaborate with Upland Public Works Department, Historic Downtown Upland and the Upland Chamber of Commerce (merchant groups) as well as Upland Heritage (historical society) seeking input relative to streetscape appurtenances and other project details.

PROJECT FUNDING:

Streetscape improvements to be funded in-whole or in-part by City PBIA fund balance, HDU PBIA Funds and CDBG-CARES (CV) funding.

STANDARD DOWNTOWN MOTIFS:

- Colors
 - Green
 - Gold
 - Black
 - White
- Images
 - Citrus (Lemons and/or Oranges)
 - Upland Rose
 - City Seal
- Landscape
 - Jacaranda Trees (along 2nd Avenue and 9th Street)
 - African Sumac Trees (along 2nd Avenue)
 - Honey Locust Trees (along 9th Street)
 - Camphors Trees (along D Street)
 - Liquid Ambers (along C Street)
 - White Iceberg Roses
 - Japanese Boxwood
 - Creeping Jasmine

PROJECT 1 (COMPLETED)
DOWNTOWN SPIRE REHABILITATION BEFORE / AFTER



Actual Project Costs: \$12,960.00 (City PBIA Fund Balance)

**PROJECT 2
STREET BENCHES AND TRASH RECEPTACLES (POWDERCOAT AND REHABILITATION)**

Current Conditions: Dilapidated **MAROON** benches and trash receptacles.



Proposed Repairs: Repainting (**GREEN** powdercoated), repairs (re-weld loose parts and repair bent frames on benches and trash receptacles) and reinstalled. Develop a standardized placement map of benches and trash receptacles to ensure consistent and practical spacing throughout Downtown.



Estimated Project Costs: \$25,000.00 (City PBIA Fund Balance)

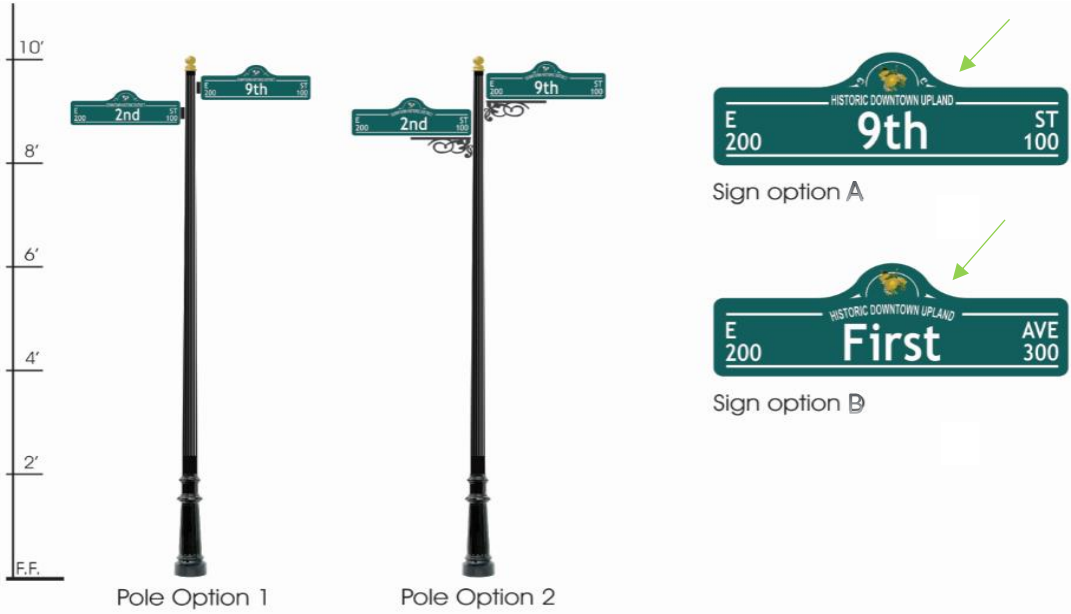
**PROJECT 3
DECORATIVE HISTORICAL STREET SIGNS**

Current Conditions: Dilapidated and disparte sign shape, logo design, sign lettering.



Proposed Repairs: Install twenty (20) decorative street poles to create a sense of boundary for Historic Downtown Upland commercial district providing easily identifiable street signage.

- Options (1) No-Pole Scroll v (2) Scroll and Sign Blade (A) Arch v (B) No-Arch



City of Upland

HISTORIC DISTRICT
BEAUTIFICATION
Street Sign Poles
Upland, California

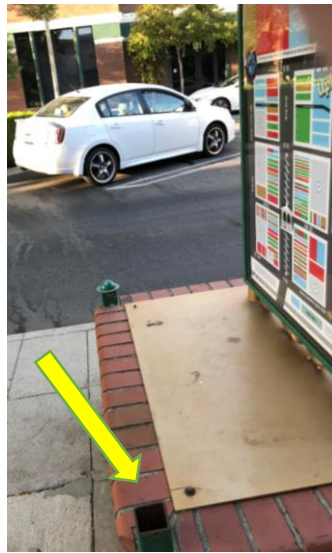
May 20, 2020

Historic Downtown Upland
Street sign black pole

Estimated Project Costs: \$20,000.00 (City PBIA Fund Balance)

**PROJECT 4
HISTORIC DOWNTOWN UPLAND KIOSKS**

Current Conditions: Missing globe finials, post caps, repaint, graffiti, stickers and etching.



Proposed Repairs:

1. Reinstall missing finials and caps and secure
2. Remove graffiti etching and repaint as needed
3. Repair broken/missing bricks

Estimated Project Costs: \$7,000.00 (HDU PBIA funds)

**PROJECT 5
HISTORIC DOWNTOWN UPLAND PARKLETS**

Current Conditions: Limited public space and/or no active amenity zone in this area for residents and businesses to meet social distancing requirements, safely congregate in public and/or enjoy Downtown.

Proposed Repairs: Project to provide additional public open space via the installation of two custom parklets to encourage social distancing and pedestrian and bicycle traffic in Historic Downtown Upland. Additional open space will assist businesses meet social distancing requirements. Two parklets to be approx. 30'x10' along the westside of Second Avenue between D Street and C Street to incentive pedestrian and bicycle traffic to Downtown via the Class A bike trail (see green arrows). Additional parklets can be phased in along C Street, if project is successful (see yellow arrows). Parklet design and landscape to be determined later and compliment Downtown theme and color motifs.

(Conceptual Renderings Only)



Site Map



Estimated Project Costs: \$60,000 (CDBG-CARES ACT [CV])

**PROJECT 6
HISTORIC DOWNTOWN UPLAND STREET BOLLARDS INSTALLATION**

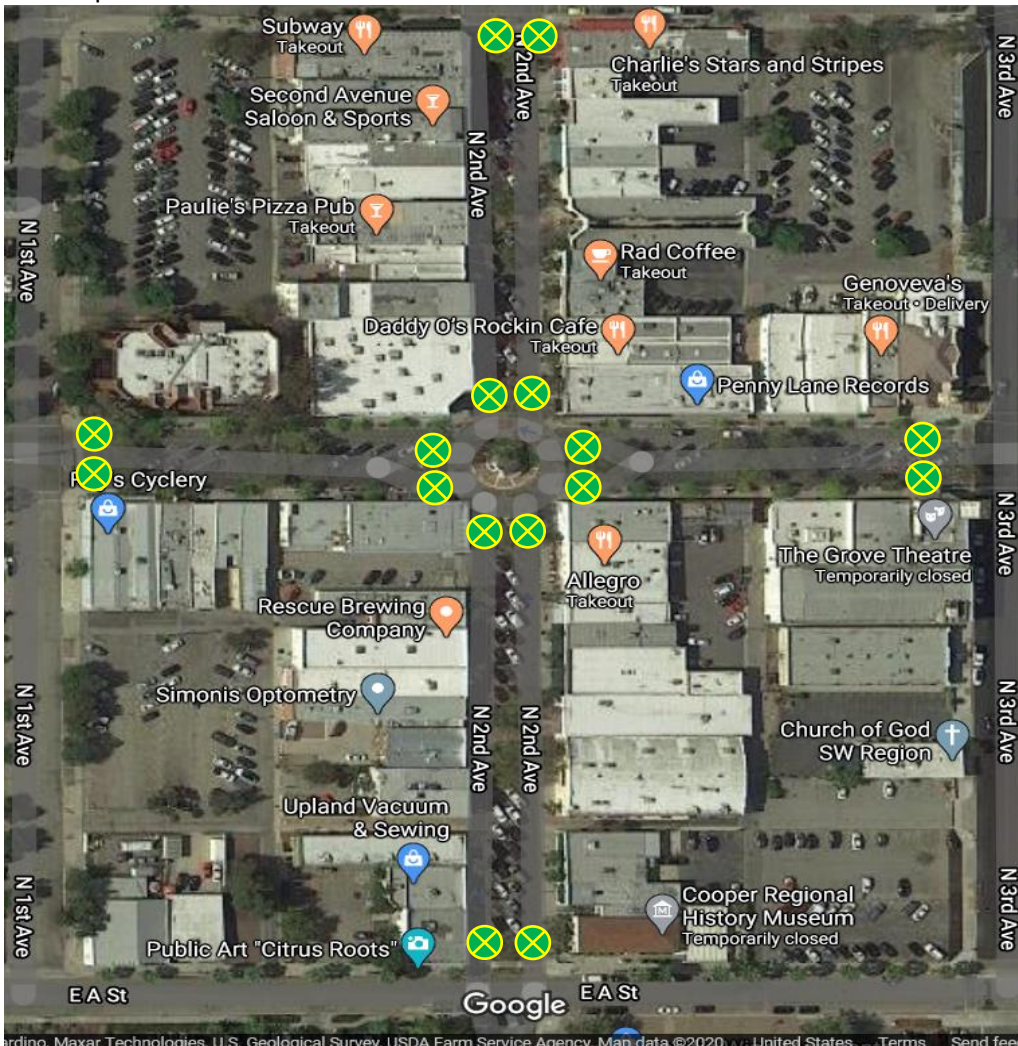
Current Conditions: No traffic bollards in Historic Downtown Upland commercial core.

Project will include the installation of thirty two inground hydraulic bollards at all eight intersections in Downtown's commercial core (2 bollards per traffic lane). Bollard's use will correspond to closing the streets to encourage an active walkable promenade in Downtown per the needs of various events.

(Conceptual Rendering Only)



Site Map



Estimated Project Cost: \$60,000 (City PBI Fund Balance)

**PHASE-7
HISTORIC DOWNTOWN UPLAND GATEWAY ARCH REHABILITATION**

Current Conditions: Faded paint and broken lighting



Proposed Repairs:

1. Repaint metal poles and arch (exclude signage)
2. Lighting improvements (replace faulty lighting to LED)
3. Install hanging rings/brackets to ensure tense linear banner display

Estimated Project Costs: \$12,000.00 (HDU PBIA Funds)

PROJECT COST SHEET

- Project 1 \$12,960.00 (Spire Rehab) (Completed)
- Project 2 \$25,000.00 (Street Benches/Trash Receptacles Rehab est.)
- Project 3 \$20,000.00 (Decorative Street Signs est.)
- Project 4 \$7,000.00 (Kiosk Rehab est.)
- Project 5 \$60,000.00 (Parklets est.)
- Project 6 \$60,000.00 (Bollards est.)
- Project 7 \$12,000.00 (Gateway Arch Rehab est.)

- TOTAL:** **\$196,960.00 (\$136,960 PBIA and \$60,000 CDBG)**



STAFF REPORT

ITEM NO. 5.

DATE: June 29, 2020
TO: ECONOMIC DEVELOPMENT COMMITTEE
FROM: ROSEMARY HOERNING, CITY MANAGER
PREPARED BY: ROBERT DALQUEST, DEVELOPMENT SERVICES DIRECTOR
LIZ CHAVEZ, DEVELOPMENT SERVICES MANAGER
MELECIO PICAZO, ECONOMIC DEVELOPMENT COORDINATOR
SUBJECT: DISCUSSION OF CURRENT PLANNING PROJECTS

RECOMMENDED ACTION

It is recommended that the Committee receive and file the report.

GOAL STATEMENT

The proposed action supports the City's goal of keeping the Economic Development Committee, City Council, and Community informed on current development projects underway in the City.

BACKGROUND

The Development Services Department prepares and periodically updates a Development Highlights Report which provides the community, real estate brokers and developers a snapshot of what is occurring in Upland. This report is available in hard copy and on the City's website.

ISSUES/ANALYSIS

Staff will provide a brief update on a number of the projects on the Development Highlights Report and answer questions that the Committee or the public attending the meeting may have.

FISCAL IMPACTS

There is no fiscal impact associated with this action.

ALTERNATIVES

Provide alternative direction to staff.

ATTACHMENTS:

Development Highlights Report



DEVELOPMENT HIGHLIGHTS

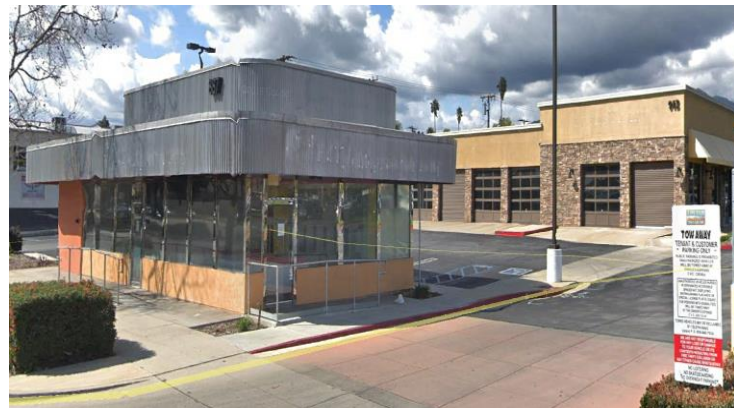
CITY COUNCIL DISTRICT NO. 1

Upland Town Square | 913 W. Foothill Boulevard.

Project: Demolish two (2) existing buildings and replace them with a new 10,000 square foot mixed use building.

Applicant/Developer: Brixmore
Current Status:

- Demolition permit issued.
- Building plan check approved.



Historic Pumphouse Commercial Center | 1590 N. Benson Avenue.

Project: Remodel of an existing commercial center.

Applicant/Developer: Behnam Naraghi
Current Status:

- Construction on-going.



Chipotle | 2057 Baseline Road.

Project: A 2,360 square feet restaurant with drive-through.

Applicant/Developer: Shawna Fuhrman

Current Status:

- Construction is underway.



Sycamore Hills PA1 & PA2 | Baseline Road and Parkview Promenade.

Project: Development of 145 for-sale single-family detached homes.

Applicant/Developer: Taylor Morrison

Current Status:

- Construction is underway.



Bridge Point Upland Project | NE corner of Central Avenue & Foothill Boulevard.

Project: A 201,096 square foot warehouse/parcel delivery service building.

Applicant/Developer: Bridge Development Partners

Current Status:

- Approved by the City Council on April 1, 2020.



The Magnolias | 1555 W. Foothill Boulevard.

Project: 37 for-sale two-story townhomes.

Applicant/Developer: GFR Homes

Current Status:

- Construction is underway.



The Commons | NW Corner of Monte Vista Avenue and Foothill Boulevard.

Project: Proposed development of residential, mixed-use, and open space on approximately 9.5 gross acres of land with a maximum of 105 for-sale dwelling units. The Project site is located in both the Cities of Upland and Claremont.

Applicant/Developer: Clare Properties LLC

Current Status:

- Planning entitlement applications are incomplete.



Kahramana Restaurant | 345 W. Foothill Boulevard.

Project: Approved restaurant and banquet hall with ancillary services, live entertainment, outdoor patio seating for dining, and hookah.

Applicant/Developer: Alaaldin Almuzian

Current Status:

- Approved by Planning Commission on February 26, 2020.



CITY COUNCIL DISTRICT NO. 2

Ford of Upland | 1300 E. 20th Street.

Project: Construction of a 22,285 square foot auto dealership building with showroom, parts, service, new car delivery, administration building and a quick lane service building on a 5.8-acre site.

Applicant/Developer: John Engelhardt, Ford of Upland

Current Status:

- Construction is underway.



Highline | Campus Ave. & Colonies Parkway.

Project: 48 for-sale three-story townhomes in 10 buildings.

Applicant/Developer: Watt Communities

Current Status:

- Construction is underway.



Alta Apartments | E. 19th Street.

Project: 203 for-rent apartments in 2 four-story buildings.

Applicant/Developer: Wood Partners

Current Status:

- Construction is underway.



Colony Condos | E. 19th Street.

Project: 60 unit for sale condominium development within the Colonies at San Antonio Specific Plan - Planning Area 4. The development will consist of 7 levels of residential units and resident serving amenities over 2 levels of subterranean garage.

Applicant/Developer: Colonies Partners L.P.
Current Status:

- Planning entitlements are under review.

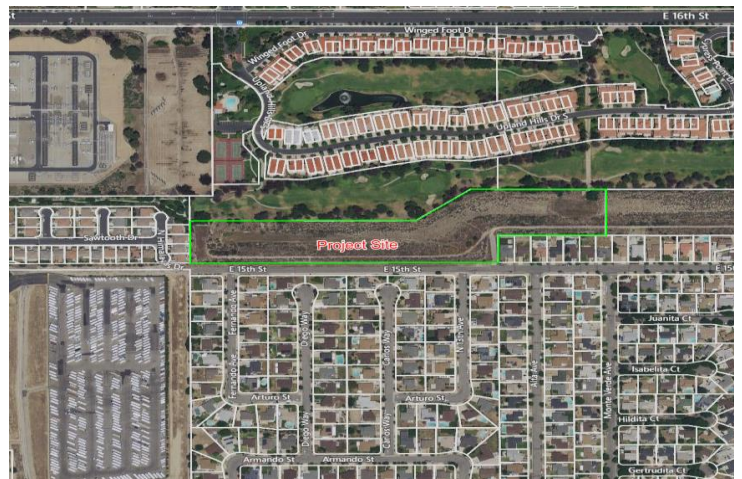


Villa Serena | 15th Street, between Fernando Avenue and Monte Verde Avenue.

Project: 65 for-sale detached single-family homes.

Applicant/Developer: Frontier
Current Status:

- City Council approved on April 13, 2020.



The Courtyards at Upland Hills | Upland Hills Drive and E. 16th Street.

Project: 66 detached for-sale single-family homes.

Applicant/Developer: Diversified Properties
Current Status:

- Construction is underway.



Colonies Campus Center | The Colonies at San Antonio Specific Plan Planning Area No. 21

Project: Proposal for a gas station/car wash, a 4,280 s.f. convenience store with beer and wine sales, and a 1,500 s.f. quick service restaurant. Also, a 9,225 s.f. mixed-use building (retail/food) with a drive-thru.

Applicant/Developer: Ash Etemadian

Current Status:

- Planning entitlement applications are incomplete.



CITY COUNCIL DISTRICT NO. 3

Lennar at Harvest | W. 11th and Dewey Way.

Project: 147 for-sale combination of single family detached and attached homes.

Applicant/Developer: Lennar

Current Status:

- Construction is underway.



ECI Fuel Systems | 1794 W. 11th Street.

Project: 2 office/warehouse buildings totaling 44,570 square feet.

Applicant/Developer: ECI Fuel Systems Current Status:

- Project is complete.



Chase Partners | 1704 W. 11th Street.

Project: 2 office/warehouse buildings totaling 56,000 square feet.

Applicant/Developer: Chase Partners

Current Status:

- Project is complete.



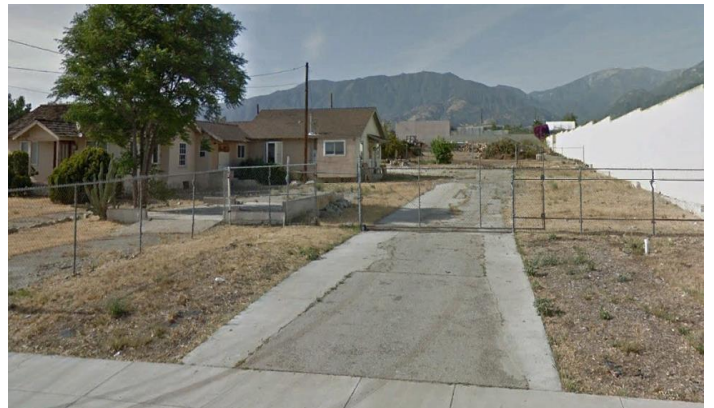
T & T Industrial | 1701 W. 11th Street.

Project: 2 office/warehouse buildings totaling 56,000 square feet.

Applicant/Developer: Francis Wang

Current Status:

- Building plan check completed.



Enclave by Lewis Companies | College Heights

Project: Development of up to 350 attached and/or detached single-family residences.

Applicant/Developer: Lewis Land Developers, LLC.

Current Status:

- Proposed Amendment to the Development Agreement approved by the City Council on May 11, 2020.



San Antonio Apartments | San Antonio and 9th Street.

Project: 6 for-rent apartments and 1 single-family detached home.

Applicant/Developer: Mario R. Sosa Herrera

Current Status:

- Under construction.



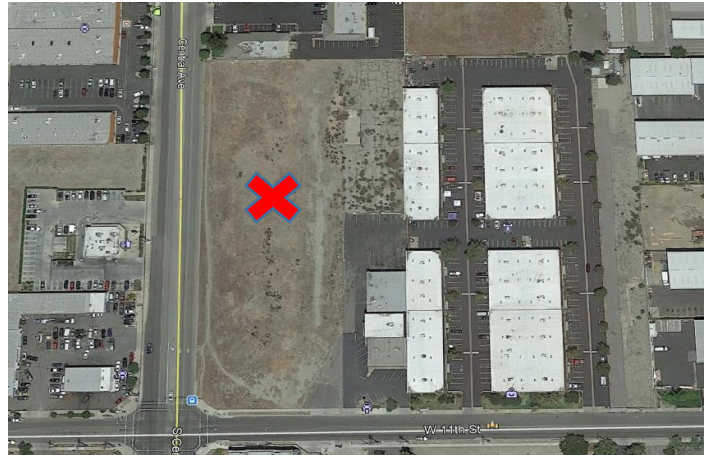
Upland Central Commerce Center | 1985 W. 11th Street.

Project: 4 industrial buildings totaling 71,384 square feet.

Applicant/Developer: Jennifer Moore Realty Group

Current Status:

- In building plan check.



Mountain Green Center | 233 S. Mountain Avenue

Project: Redevelopment of the northerly portion of the Mountain Green Center where Kohl's was previously located. Proposed uses include a fitness club, gas station/car wash, restaurant and a car wash.

Applicant/Developer: Zurich Financial, LLC

Current Status:

- Planning entitlement applications are incomplete.



Mountain Green Center | 335 S. Mountain Avenue

Project: A Chick-fil-A Restaurant with drive-thru. Site of previous El Torito Mexican Grill.

Applicant/Developer: Kelsey Wu
Current Status:

- Planning Commission approved project on March 25, 2020.
- Construction drawings are in plan check.



Yellow Iron Development 257 LLC/2068 W. 11th Street

Project: A 92,275 square foot warehouse building.

Applicant/Developer: Yellow Iron Development 257 LLC
Current Status:

- Planning entitlements are under review.



Risen Bakery and Grill / 1600 W. 9th Street

Project: A proposed bakery and sandwich shop.

Applicant/Developer: Gabriel Boyadjian
Current Status:

- Planning entitlements are under review.



CITY COUNCIL DISTRICT NO. 4

Firefly Cottage | 234 Arrow Highway

Project: A 2,642 square foot dine-in and take-out restaurant/bakery.

Applicant/Developer: The Firefly Cottage LLC
Current Status:

- Planning entitlements have been approved.
- Building permits have been issued.



Upland Apartments | 13th Street and A Street.

Project: 4 for-rent apartments.

Applicant/Developer: Amy Braun AIA
Current Status:

- Planning entitlement applications are incomplete.



Studio 429 | 222 E. 9th Street.

Project: New restaurant and bar.

Applicant/Developer: Alain Fournier
Current Status:

- Tenant improvements are under construction.



Mesa Court Apartments | 708 Mesa Court.

Project: 60 for-rent 2-story apartment units.

Applicant/Developer: Soroush Rahbari, AIA
Current Status:

- Planning Commission approved project on January 22, 2020.



Fairytale Castel Daycare | 710 E. Foothill Boulevard.

Project: Child Day Care Center for up to 120 children.

Applicant/Developer: We Zhao
Current Status:

- On hold per applicant's request.



Ridgecrest (Phase 1) | 1337 Bowen Street.

Project: 52 for-sale 2-story townhomes.

Applicant/Developer: Upland 3 Acres LLC
Current Status:

- Under construction.



Ridgecrest (Phase 2) | 1337 Bowen Street.

Project: 26 for-sale 2-story townhomes.

Applicant/Developer: Upland 3 Acres LLC

Current Status:

- Planning Commission approved planning entitlements on May 27, 2020.



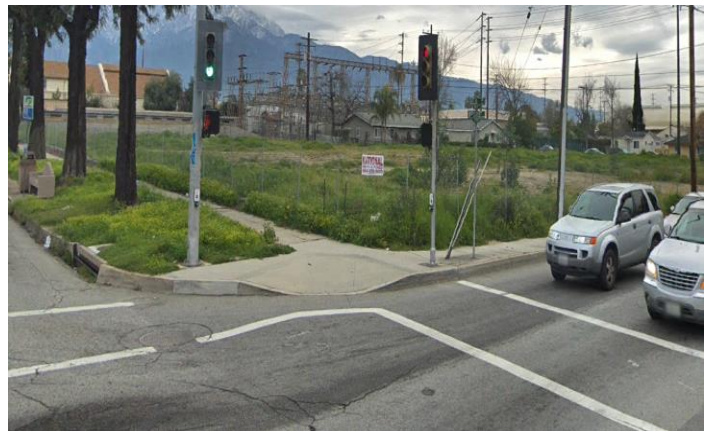
Tierras Atlas | NE corner of 8th and Euclid Avenue.

Project: 61, 3-story, for-rent apartment units.

Applicant/Developer: 8th & Euclid Inc. LLC

Current Status:

- Planning Entitlements have expired.
- Applicant is working on a new development application.



11th Avenue Apartments | 278 N. 11th Avenue.

Project: 6 2-story for-rent apartment units.

Applicant/Developer: Salim Samour

Current Status:

- Building permits have been approved.



Starbucks | 275 E. Foothill Blvd.

Project: Drive-thru coffee shop.

Applicant/Developer: Upland Village Center, LLC.

Current Status:

- City Council approved on February 24, 2020.



Supermarket | 229 E. Foothill Blvd

Project: 35,000 square foot grocery store.

Applicant/Developer: Upland Village Center, LLC.

Current Status:

- In building plan check.



Apartments | 1252 E. 7th Street

Project: 66 3-story for-rent apartment units.

Applicant/Developer: KIVA LLC.

Current Status:

- Planning entitlements are incomplete.



Apartments | 142 North 6th Avenue

Project: 88 affordable for rent apartments units.

Applicant/Developer: LINC Housing.

Current Status:

- Planning entitlements are incomplete.

