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September 14, 2018

Mr. Brett Schoneman  
LPE Development  
1819 4<sup>th</sup> Street SW  
Mason City, IA 50401

Dear Mr. Schoneman;

Thank you so much for considering Otsego as the site of your deli and convenience foods establishment. The Otsego Main Street Economic Vitality Committee is delighted to host your visit on Tuesday, October 2<sup>nd</sup> and show you what makes Otsego so special to our residents and visitors. While Otsego has just under 4000 residents we host events such as a Gus Macker basketball tournament and a Creative Arts Festival which draw in thousands more from the surrounding cities and townships. Additionally, our location along Michigan Highway 89 translates to 28,000 vehicles passing through our downtown every day.

In looking to expand our downtown business base, we asked our community members to complete a market survey and tell us what businesses they are looking for and excited to welcome into the downtown. Your deli and convenience food business model was the leading choice in the restaurant portion of the survey. A short data sheet is attached to share more survey information with you. Located just off US 131, many Otsego residents commute to the larger communities of Kalamazoo to the south and Grand Rapids to the north to work. Your business model would provide our residents with a superior option for convenient food on those busy nights when the kids have sports practice or other commitments.

To make sure we highlight the properties which would be the best fit for you, I have prepared a short survey you can access at <https://www.surveymonkey.com/r/FK6S5XP>. If you would take a few minutes to complete the survey it would be much appreciated. I will reach out to you next week to confirm the details of your visit and answer any questions you may have. We are looking forward to showing you what Otsego has to offer.

Sincerely,

Joel Saukas  
Otsego Main Street/DDA Director  
[jsaukas@cityofotsego.org](mailto:jsaukas@cityofotsego.org)  
(269) 692-2336

A handwritten signature in black ink that reads "Joel Saukas". The signature is written in a cursive, flowing style.