

**To the Village of Homewood**

**Bidding Request for PIN: 29-31-409-075-0000**

**Common Address: 18155 Dixie Highway, Homewood, IL 60430**

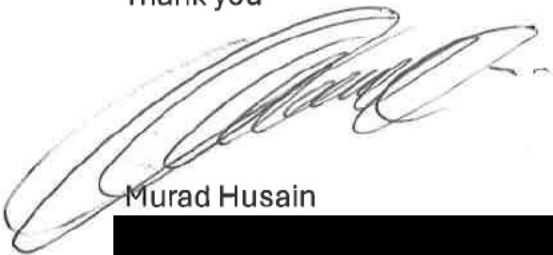
**Bid Price: \$50,000.00 (Fifty Thousand Dollars Only)**

**After taking a look at the property, it is estimated that we will have to spend about \$900k for the building improvements to get the property in a good shape for a nice dining restaurant.**

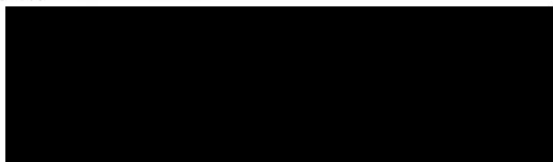
Proposals shall contain the offered price and proposed acquisition terms. Proposals shall include:

- a. Description of planned use(s) ~ **see attached.**
- b. Timeline of construction period. ~ **Max 6 months.**
- c. Proposed site plan/design. ~ **see attached.**
- d. Estimated date of completion of improvements. ~ **By Dec-2025.**
- e. Estimated date of occupancy and estimated date of commencing new business operations. ~ **Dec-2025.**
- f. Description of incentives requested by the Developer, if any. ~ **Class 8 and if possible TIF Incentive.**

Thank you



Murad Husain



7/19/2025

## **Business Plan: "Indo Pak Dhaba"**

### **1. Executive Summary**

**Business Name:** Indo Pak Dhaba

**Location:** Downtown Homewood, IL

**Business Type:** Full-Service Restaurant

**Cuisine:** Indian & Pakistani Grilled Specialties

**Ownership:** Sole Proprietor or LLC (TBD)

**Opening Date Goal:** [Dec, 2025]

#### **Mission Statement:**

To provide an authentic South Asian grilled food experience in a modern, family-friendly dining environment, celebrating the flavors of India and Pakistan through high-quality ingredients, exceptional service, and cultural hospitality.

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### **2. Business Description**

Indo Pak Dhaba is a unique dining concept offering traditional grilled items such as **seekh kebabs, chicken tikka, beef boti, lamb chops, and naan sandwiches**, fused with modern presentation and local tastes. The restaurant will offer **indoor dining**, and include **takeout and delivery options** via major apps. The restaurant will also provide catering services.

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### **3. Market Analysis**

#### **Location: Village of Homewood, IL**

- Homewood is a diverse and growing suburb of Chicago with strong community values and rising interest in ethnic cuisines.
- Excellent foot traffic from downtown events, Metra station, and nearby retail areas.
- Lack of direct South Asian full-service dining competition in the immediate area.

#### **Target Market:**

- South Asian families and professionals in the south suburbs
- Foodies and grill lovers looking for new flavors
- Health-conscious diners seeking grilled, low-oil options

- Local businesses and institutions for catering
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#### **4. Competitive Advantage**

- **Authentic Grilled Dishes:** Focused menu of high-demand, flame-grilled items not commonly available locally.
  - **Modern, Inviting Ambience:** Warm desi-inspired décor with a clean, modern twist.
  - **Dietary Options:** Catering to a growing market along with vegetarian and gluten-free items.
  - **Community Engagement:** Participation in local Homewood events, food fairs, and school/civic partnerships.
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#### **5. Menu Overview (Sample)**

##### **Grilled Mains:**

- Chicken Tikka (Bone-in & Boneless)
- Beef Seekh Kebabs
- Lamb Chops
- Malai Boti
- Fish Tikka

##### **Combos & Platters:**

- Mixed Grill Platter
- Tandoori Wraps
- Desi Flame Bowl (rice, salad, grilled meat)

##### **Rice & Curries:**

- Chicken Biryani
- Lamb Biryani
- Butter Chicken
- Lamb Curry

- Chicken Curry

#### **Sides & Breads:**

- Garlic Naan
- Masala Fries
- Raita, Chutneys

#### **Beverages & Desserts:**

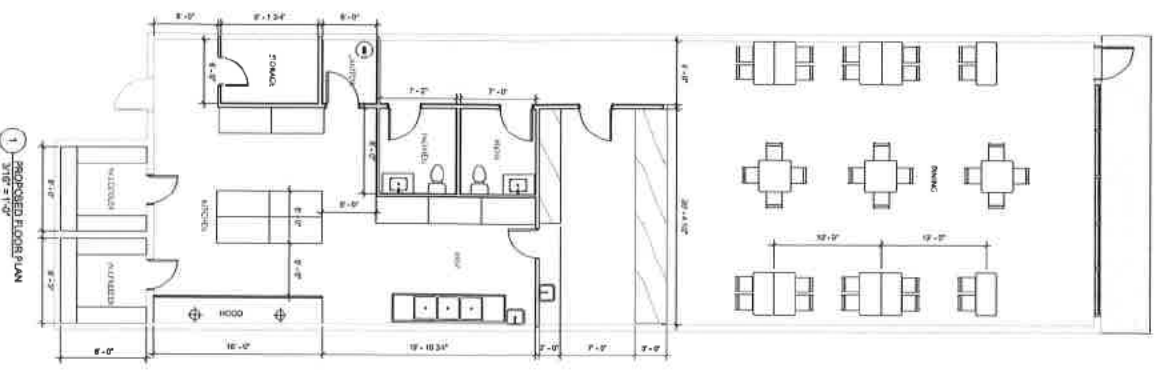
- Mango Lassi, Chai, Rooh Afza Lemonade
  - Gulab Jamun, Kulfi
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### **6. Marketing & Promotion**

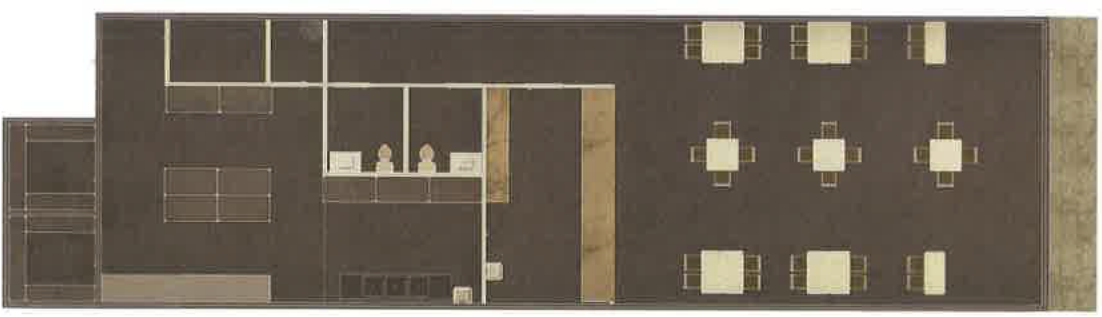
- **Pre-launch Campaign:** Social media teasers, soft opening, influencer tastings
  - **Local Outreach:** Homewood-Flossmoor Chronicle ads, local business partnerships
  - **Online Presence:** Professional website, Google Business listing, Yelp/TripAdvisor
  - **Loyalty Program:** Points-based rewards app or punch cards
  - **Launch Week Promotion:** Free chai or dessert with meal
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### **7. Operations Plan**

- **Hours:** 10 AM – 11 PM (7 days a week)
  - **Staffing:** 1 Head Chef, 2 Line Cooks, 2 Servers, 1 Host, 1 Manager
  - **Suppliers:** Local meat vendors, ethnic wholesalers (e.g., Restaurant Depot, Sysco Food, US Foods & Gordon Food Service)
  - **Technology:** POS system (Toast/Square), inventory management, online ordering integration
  - **Licensing:** Village of Homewood business license, food handler certificates, Illinois sales tax registration, health department permit
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1 PROPOSED FLOOR PLAN  
SCALE = 1/4" = 1'-0"



2 PROPOSED 1D FLOOR PLAN

18155 DIXIE HWY  
HOMERWOOD, IL

DATE  
DRAWING

TITLE  
PROPOSED PLANS

PROJECT  
TASTE OF INDIA



KACE  
ARCHITECTS, LLC  
1000 N. LAKE ST.  
CHICAGO, IL 60610

SCALE  
G00

CONCEPT

**From:** [Schumerth, Noah](#)  
**To:** [Mesaros, Angela](#)  
**Subject:** Call w/Mike Husain  
**Date:** Monday, August 4, 2025 5:38:34 PM  
**Attachments:** [image001.png](#)

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Angela,

Here are my notes from my first sit-down conversation with Mike Husain when he was in the office on July 28. Notes are between the lines.

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**Do you have similar restaurants which can be used for comparison? Is this a restaurant with other locations elsewhere?**

7-10 different locations over the years. Most similar to this project - Chicago (Karachi Chathouse), Dallas, same food as Glenwood Oaks project which did not succeed. "People want that type of food." Involved in restaurants in Arizona – mainly other Indo-Pak restaurants. Has experience working with fast food chains such as Charley's and Taco Pro.

**You mentioned Glenwood Oaks? What happened to that business?**

We were serving Mexican and Indian food. COVID killed business and made it impossible to operate. We are still open for events.

**With the 18155 Dixie restaurant, do you plan to run this restaurant, or have a manager/franchisee operate this restaurant?**

I will manage it directly and will always be involved. Partner in Chicago from Karachi Chathouse will also be involved. Will share chefs and partners from the Chicago location.

**What other properties do you own?**

Right now – the DUNKIN properties on Halsted and 183<sup>rd</sup> Street. Owned for a good number of years.

**What exterior improvements do you plan to construct?**

Just clean up the outside – needs a lot of work. Wants to remove the front tree for visibility.

**Do you have any sales/revenue projections for the business?**

Sales projections are early but expected to be around \$1 - 1.5 million. ***I noted for him to prepare it and send it to us. Mike agreed to send two-year projections.***

**Do you plan to have sit-down service only, or will you include to-go/delivery/etc. services?**

Catering opportunities are welcome. Would plan to have lots of delivery or take-out traffic.

**What incentives are you considering applications for? Are any incentives "essential" to the project?**

Class 8 - essential. Non-TIF incentives requested. Place of eating tax rebates are something Mike wants more information about.

**Do you plan on any exterior dining?**

Front seating in front

**Do you have any documentation of the 900,000 value given for building improvements?**

Estimate for the project. Contractor and applicant talked about it. ***When he comes back, Mike said he will provide contractor information and details on proposed improvements.***

**Do you require any other licenses (gaming, liquor, etc.?)**

Would consider gaming, may consider liquor license.

**Do you plan to move/alter the mural on the side of the building?**

No.

**Do you have plans for future plans of expansion on-site or to neighboring spaces?**

Will track availability and is open to anything.

Interested in learning more about ~2,000 s.f. general commercial spaces in Homewood. Interested especially in Charley's and Taco Pro locations here. ***May want to refer him to outlots at Brunswick Zone.***

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Let me know if you need anything else. I'll still send him a list of questions as we were talking about in the other email – just may remove a few that would be duplicates from this conversation.

Noah

**From:** [Schumerth, Noah](#)  
**To:** [Mesaros, Angela](#)  
**Subject:** FW: Follow-Up for Bid: 18155 Dixie Highway  
**Date:** Monday, August 11, 2025 5:21:56 PM  
**Attachments:** [image001.png](#)

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Angela,

Here are responses from Mike. He has requested building access this week to provide us with the itemized estimate of expenses for building improvements.

1. You mentioned sharing chefs at a previous meeting. Do you plan to rotate chefs between locations?
  - a. Mike will hire chef staff 2-3 months before opening during the construction phase.
  - b. These chefs will be trained at KaraChi or other Indian restaurant spaces with partnerships.
  - c. Those chefs will be full-time staff at opening.
2. Can you describe your overall construction management experience?
  - a. Provided the following new-build construction history:
    - i. 1996 – several south suburban gas stations and Dunkin’ locations
    - ii. 2002 – bought Halsted location and remodeled 3 times (including current full remodel)
    - iii. 2003 - built Dunkin’ in Calumet City
    - iv. 2005 – built 183<sup>rd</sup> Street Homewood Dunkin’
    - v. 2019 – purchased and remodeled Glenwood Oaks
  - b. Noted that he has been more involved in smaller projects.
3. Where do you plan to have outdoor seating? Mostly in front? How many tables?
  - a. Fenced patio with decorative fence. Would like to have 4-5 tables.
4. Source of funding?
  - a. Cash – some minor financing may be necessary to help with largest repair items or kitchen costs.
5. Do you wish to formally submit any building incentives?
  - a. No. Cook Cty. Class 8 is only required incentive. Mentioned mayor has brought up grease trap help, but is not formally requesting nor is it necessary to make the concept work.

Let me know if you need anything else from Mike before completing our set of information for the analysis.

Best,

Noah

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**From:** Schumerth, Noah  
**Sent:** Monday, August 11, 2025 5:00 PM  
**To:** mike husain <mikehusain@gmail.com>



**Cc:** Mesaros, Angela <amesaros@homewoodil.gov>  
**Subject:** RE: Follow-Up for Bid: 18155 Dixie Highway

Mike,

Thank you for these responses. We've recorded them and will continue to include them in our evaluation of project bids. We will be reaching out with a phone call shortly to discuss further and ask any remaining questions that we have!

Please let us know if you have any questions about our process or timeline for this decision. We look forward to continuing to work with you through this process.

Best,

Noah Schumerth  
Village of Homewood

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**From:** mike husain <[mikehusain@gmail.com](mailto:mikehusain@gmail.com)>  
**Sent:** Monday, August 11, 2025 3:33 PM  
**To:** Schumerth, Noah <[nschumerth@homewoodil.gov](mailto:nschumerth@homewoodil.gov)>  
**Cc:** Mesaros, Angela <[amesaros@homewoodil.gov](mailto:amesaros@homewoodil.gov)>; mike husain <[mikehusain@gmail.com](mailto:mikehusain@gmail.com)>  
**Subject:** Re: Follow-Up for Bid: 18155 Dixie Highway

**External Sender:** Use caution with links/attachments. Use caution when replying. If you are unsure please contact IT.

Hi Noah,

Please see below responses. Please let me know if you have any questions.

**Increase Property Yield:**

- What is your annual revenue projection for this business/proposal? Do you anticipate revenue to grow over time? (expansion, etc.) ~ **we are not planning to expand for now other than the current plan already submitted to you.**

***If possible, please provide revenue/sales projections for your business for at least two years (2026-2027). ~ see attached.***

**Improve Property Condition:**

- Can you provide a detailed list of improvements planned for the property (internal or external)? ~ **The external site will remain pretty much the same other than some minor repairs needed to bring the property to working shape and some outdoor seating and removal of a tree from the front of the store. Internally, the whole place will be renovated.**

**If possible, please provide a detailed list of planned improvements for the property to**

**support your business.** ~ *We will provide the architectural drawings after the deal is complete.*

### **Creating Sustainable Commercial Development**

- Do you plan to be actively involved in the management of the proposed business? ~ ***Yes, I will be actively participating in the management.***
- Describe your experience with managing commercial construction projects (if any). Include any construction experience with projects in Homewood. ~ ***I have been involved remodeling/ new build outs in multiple Dunkin Donuts and Gas Station, Restaurants, Sports Bar etc.***
- Describe your experience starting and/or managing businesses similar to the one proposed (if any). Include any management experience in Homewood. ~ ***I have been managing/ operating two Dunkin Donuts in Homewood since 2002.***

### **Build and Support Suitable and Successful Commercial Uses**

- Do you plan to make any exterior improvements to the property? ~ ***The external site will remain pretty much the same other than some minor repairs needed to bring the property to working shape and some outdoor seating and removal of a tree from the front of the store.***
- What additional local licenses or approvals will be required for this proposed business? (i.e. gaming, liquor, etc.) ~ ***Yes, I will be applying for a liquor license and if it is possible then gaming too.***
- Please provide information on any of the following:
  - o Expected hours of operation ~ ***10am to 10pm (Sun ~ Thu) & 10am to 12am (Fri & Sat).***
  - o Expected business capacity (# of seats, etc.) ~ ***20 to 25 seatings.***
  - o Expected capacity of take-out diners vs. sit-in diners ~ ***Take-out would be more than sit-in diners. Expecting to be 70/30.***
  - o Plans for catering, event service or other revenue streams ~ ***Yes, there will be catering services. We are not looking into the events as of now. Gaming could be an option for other streams of revenue if approved by the City.***
  - o Expected number of employees ~ ***15 ~ 20.***

- Do you plan to include any unique building features in this proposal (such as public art, outdoor seating, or building improvements)? ~ **Yes, some outdoor seating and removal of a tree from the front of the store. Inside will be a complete rebuild.**

- Do you have any future expansion plans, whether in the same building or in the surrounding region? ~ **Not as of now, will see the business progress and will decide on a later time.**

### **Responds to Community Needs**

- Do you have any planned strategies to support the local business community in Homewood through this business? ~ **Always.**

- What makes your proposal distinct? How do you plan to create a unique sense of place with the proposed business? ~ **Homewood area does not offer any Indo/Pak food. This could be a good addition to the Homewood community and it will bring a new taste as well.**

### **Timeline**

- How long will it take to complete the proposed improvements for your business? When do you plan to open? ~ **We are planning to complete everything by December-2025 if everything goes as planned.**

On Wed, Aug 6, 2025 at 5:43 PM Schumerth, Noah <[nschumerth@homewoodil.gov](mailto:nschumerth@homewoodil.gov)> wrote:

Mike,

Thank you for submitting a bid/proposal for the property at 18155 Dixie Highway. We have greatly appreciated the opportunity to review the materials initially sent to the Village. We are looking to take the next steps to collect more information on your proposal as we begin the evaluation process.

At your earliest convenience, please provide answers to the following questions based on our review criteria for this project. While we have spoken with you previous to collect some answers, we are looking for additional information to answer the questions below:

### **Increase Property Yield:**

- What is your annual revenue projection for this business/proposal? Do you anticipate revenue to grow over time? (expansion, etc.)

# Indo Pak Dhaba

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*Two-Year Business Projection Report*

*Projection Years: 2026 & 2027*

## Executive Summary

This report presents the two-year financial projections for Indo Pak Dhaba, a full-service restaurant specializing in Indian and Pakistani cuisine. The projections cover the years 2026 and 2027 and are based on anticipated sales, cost of goods sold (COGS), and operating expenses. Year 1 includes significant startup costs, while Year 2 reflects growth in revenue and profitability.

## Income & Expense Projection

| Category                | 2026 (Year 1) | 2027 (Year 2) |
|-------------------------|---------------|---------------|
| Startup Costs           | \$900,000     | –             |
| Gross Revenue           | \$1,000,000   | \$1,100,000   |
| Cost of Goods Sold      | \$300,000     | \$330,000     |
| Operating Expenses      | \$540,000     | \$565,000     |
| Net Profit (Before Tax) | \$160,000     | \$205,000     |

## Detailed Breakdown

### a. Revenue Growth

- Revenue is projected to increase **10% in 2027** due to anticipated market expansion, brand awareness, and improved sales channels.
- Growth drivers:
  - Expanded customer base
  - Increased marketing reach
  - Slight price adjustments

### b. Cost of Goods Sold (COGS)

- COGS increases proportionally with revenue growth (10% in 2027), maintaining a **30% gross margin**.

### c. Operating Expenses

- Increase of ~4.6% in 2027, reflecting:

- Inflation in rent, utilities, and salaries
- Higher marketing spend to sustain revenue growth

#### d. Profitability

- Net Profit before tax improves from **\$160,000 in 2026 to \$205,000 in 2027**, a **28% increase**.
- Net Profit Margin:
  - **2026:** 16%
  - **2027:** 18.64%

#### Key Financial Ratios

| Metric                  | 2026 | 2027   |
|-------------------------|------|--------|
| Gross Margin %          | 70%  | 70%    |
| Operating Expense Ratio | 54%  | 51.36% |
| Net Profit Margin       | 16%  | 18.64% |
| Revenue Growth Rate     | –    | 10%    |

#### Financial Outlook

- **Short-Term (2026):**  
Heavy investment in startup costs limits cash reserves, but operational profitability is solid from the start.
- **Medium-Term (2027):**  
Stronger profit margins and lower relative expense ratios point toward healthy sustainability.

#### Assumptions & Notes

- Revenue growth rate: 10% from Year 1 to Year 2.
- Cost of Goods Sold (COGS) maintained at approximately 30% of gross revenue.
- Operating expenses include payroll, utilities, rent, marketing, and administrative costs.
- Startup costs cover restaurant build-out, equipment, initial inventory, and licensing.

## **Net Profit Analysis**

In Year 1, after covering startup costs, Indo Pak Dhaba is projected to generate a net profit before tax of \$160,000. In Year 2, with the elimination of startup costs and a 10% revenue increase, net profit before tax is expected to rise to \$205,000, representing a 28% year-over-year growth.

## **Conclusion**

The projections indicate a strong start for Indo Pak Dhaba with steady growth in profitability. With effective cost management and targeted marketing strategies, the restaurant is expected to solidify its presence in the market by the end of the second year.