

APPLICANT

Name Jaya Pittman
 Company House of Glam Salon Suites
 Address 18110 martin ave
homewood IL 60477
 Phone 708-262-8814
 Email Jayampittman117@gmail.com
 Role owner/renter

PROPERTY OWNER

Name Yan 'Lvi
 Company Yan & Arp LLC
 Address 1909 Courtland Ave
Park Ridge IL 60068
 Phone 773-630-5666
 Email cuiyan7676@hotmail.com
 Check box if the applicant is the property owner

I acknowledge and attest that:

- » All the information and exhibits submitted with this application are true and accurate to the best of my knowledge;
- » Village representatives are permitted to make reasonable inspections of the subject property necessary to process this application;
- » I agree to pay all required fees;
- » No work may be done without first obtaining a Building Permit. All work shall be completed in accordance with Village Codes and Ordinances.

Jaya Pittman
 Applicant Name

[Signature]
 Applicant Signature

09/09/25
 Date

Staff Notes

Do not write below this line.

Fee: _____ Paid Date Received: _____

CASE NO: _____ REQUEST: _____

Comments/Conditions: _____
 Approved Approved with Conditions Denied Date: _____

CASE NO: _____ REQUEST: _____

Comments/Conditions: _____
 Approved Approved with Conditions Denied Date: _____

CASE NO: _____ REQUEST: _____

Comments/Conditions: _____
 Approved Approved with Conditions Denied Date: _____

This application has zoning approvals and may proceed to obtain Building Permits or a Certificate of Occupancy.

Name: _____ Signature: _____ Date: _____



STANDARDS FOR:
SPECIAL USE

2020 Chestnut Road, Homewood, IL 60430

Street Address: 18110 martin ave	Homewood, IL 60430	Area: 2010	sq. ft.
Requested Use:		Date: 09/09/25	
Business Name: House of Glam Salon Suites			
Applicant Name: Jaya Pittman			

Provide responses to each question below using complete sentences and specific to the proposed business and selected location.

The Planning and Zoning Commission and Village Board shall consider the following responses to the Standards for a Special Use in evaluating the application. No one is controlling.

1. Is the special use deemed necessary for the public convenience at this location?

Describe why this location is best-suited for your business to serve the community.

Yes. House of Glam Salon Suites will provide a variety of professional beauty and wellness services—such as hair, lashes, braids, aesthetics, and more—in one convenient location. This eliminates the need for residents to travel outside of Homewood to access specialized beauty care, supporting local convenience and keeping consumer spending within the village.

2. Will the special use be detrimental to the economic welfare of the community?

Will the business have a negative impact on other businesses?

No. Our business will have a positive economic impact by creating opportunities for independent beauty professionals to operate their own suites, attract new visitors to the area, and increase foot traffic for neighboring businesses. Rather than competing with existing salons, our suites model will complement the local economy by offering flexible space for entrepreneurs to thrive.

3. Will the special use be consistent with the goals and policies of the Comprehensive Plan and other adopted plans of the Village?

Describe how your business fits with the goals and policies summarized on the attached sheet.

Yes. The Comprehensive Plan emphasizes economic growth, supporting small businesses, and enhancing community services. House of Glam Salon Suites directly aligns with these goals by fostering entrepreneurship, improving access to personal care services, and encouraging reinvestment in the community.

4. Is the special use at the subject property so designed, located, and proposed to be operated, that the public health, safety, and welfare will be protected?

Describe any negative impacts, external to your business, that may result from it operating at this location.

Yes. The business will be professionally designed and operated to meet all health and safety standards. Each suite will follow Illinois Department of Public Health and State Board of Cosmetology regulations. Proper sanitation, ventilation, and building code compliance will ensure that clients and staff remain safe.

5. Is the special use a suitable use of the property, and, without the special use, could the property be substantially diminished in value?

Describe why your business is best-suited for your this property.

Yes. The property is well-suited for salon suites due to its square footage and layout, which allows for multiple private service areas. Without this special use, the property would not maximize its potential value or contribution to the community compared to a thriving, multi-service salon suites business.

- 6. Will the special use cause substantial injury to the value of other property in the neighborhood in which it is located?

Will your business decrease the value of other properties?

No. Our business will enhance the value of surrounding properties by improving the appearance and activity level of the area, attracting more visitors, and contributing to a vibrant business district.

- 7. Will the special use be consistent with the uses and community character of the neighborhood surrounding the subject property?

Describe how your business is compatible with its neighbors.

Yes. The salon suites will be consistent with the neighborhoods commercial and service-oriented character. Our business fits naturally with nearby retail, service, and professional uses, offering a professional yet welcoming environment that supports community needs.

- 8. Will the special use be injurious to the use or enjoyment of other property in the neighborhood for the purposes permitted in the zoning district?

Describe any negative impacts, external to your business, that may result from it operating at this location.

No. The salon suites will not interfere with neighboring properties. Instead, it will create complementary services that may benefit surrounding businesses by bringing additional customers to the area.

- 9. Will the special use impede the normal and orderly development and improvement of surrounding properties for uses permitted in the zoning district?

Describe any negative impacts, external to your business, that may result from it operating at this location.

No. Our business will support the continued development of the area by demonstrating investment in the community. It will not prevent or discourage other businesses from opening nearby.

- 10. Does the proposed special use at the subject property provide adequate measures of ingress and egress in a manner that minimizes traffic congestion in the public streets?

Describe how will customers get to and from your business.

Yes. The property provides adequate parking and access for clients and staff. Appointments will primarily be scheduled, which will stagger customer traffic and prevent congestion in surrounding streets.

- 11. Is the subject property adequately served by utilities, drainage, road access, public safety and other necessary facilities to support the special use?

A new business going into an existing development, may answer 'no.'

Yes. The property already has the necessary utilities, road access, drainage, and public safety infrastructure in place to support the proposed use.

- 12. Will the special use have a substantial adverse effect on one or more historical, archaeological, cultural, natural or scenic resources located on the parcel or surrounding properties?

A new business going into an existing development, may answer 'no.'

No.

House Of Glam Salon Suites Business Plan

A comprehensive business plan for House of Glam Salon Suites, a premium salon suite concept offering multiple beauty services & Retail under one roof with a focus on quality, professionalism, and entrepreneurial support.

Made with **GAMMA**

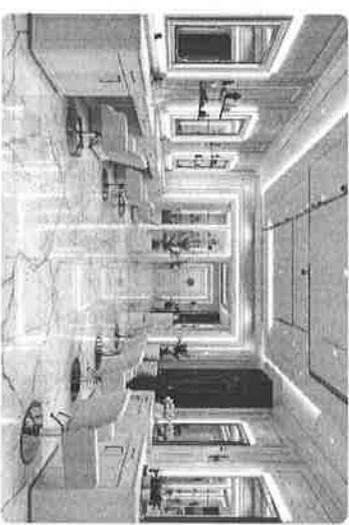
What Makes House Glam Salon Suites Unique

Comprehensive Service Offerings

is your go-to destination for salon services and retail shopping, all under one roof. We offer professional hair care, styling, and beauty treatments in a modern, welcoming space.

Premium Facilities

Our salon offers a clean, reliable, spacious, high-quality environment featuring marble floors with a white, silver & black color scheme. Suites come in sizes 10x10 & 9x8 with LED light fixtures, body-size mounted mirrors, and 45-inch Roku TVs.



In addition to our salon services, explore our curated retail selection featuring high-quality hair extensions, trendy clothing, and essential beauty products. Whether you're here for a fresh look or to shop the latest styles, we've got you covered.

Experience beauty and fashion – all in one stop.

- 24/7 access & security monitoring
- Free WiFi
- valet trash service
- Keyless entry & towel service
- Wash & dry station for hairstylists

The salon location is perfect, situated in the heart of Homewood, surrounded by endless food options, stores, and public transportation. Homewood has recently focused on new development, making it an ideal location for a thriving salon business.

Potential future amenities include 2 cabinets with countertop in suite, small sinks in suites, and supplied furniture including hair chairs/stations, lash beds, makeup artist chairs & mirrors/floating shelves.

Financial Goals & Vision

First Year Goals



- break even & maintain profit
- Start seeing passive income from the suites
- Build business credit with EIN
- Apply for grants & funding for second location
- Cover startup costs and break even within 6-9 months
- Build a 3-6 month emergency fund



2-3 Year Goals

- Continue building business credit profile
- Look into more funding opportunities for the next location
- Start looking for second location within the Chicago land area
- Find a bigger 12-15 suite space
- Potentially open another location by the end of the 3rd year
- Achieve consistent profit growth year over year



3-5 Year Goals

- Have an outstanding business credit profile
- Expand into 3rd Chicago location
- By 4th/5th year, expand to another Chicago location or first out-of-state locations (locations in other states/cities like Atlanta, Houston, New York, etc.)
- Diversify revenue streams with retail sales (clothing, hair)
- Build owner's compensation & retirement plan

Projected revenues: 1st year: \$63,000-67,000 | 3rd year: \$125,000-133,000 | 5th year: \$320,000-330,000. The owner will also continue working as a nail tech, generating personal income while paying for a suite.

Business Description & Services

Hair Services

- Natural hair services (washes, silk presses)
- Frontals/wig installs
- Quick weaves
- Braids/locs
- Ponytails
- Sew-ins

Retail Aspect

- Hair Extensions
- Hair Products
- Clothes

Makeup & Brows

- Full & soft beats
- Eyebrow services
- Tints & waxing

Lash Services

- Lash extensions
- Removals
- Brow services

Aesthetics

- Waxes + Facials
- Skin care
- Nails

As a salon suite business, we don't control our tenants' pricing because everyone operates as independent contractors. For our suite rental pricing, we offer two size options: large (10x10) at \$250-200 per week, and medium (8x9) at \$200-175 per week.

Salon Atmosphere & Core Values



House Glam Salon Suites will features a clean, organized, and good-smelling waiting room with a refreshment area for all clients & staff. The space includes updated appliances, private rooms for each service, noise cancellation installation for privacy during appointments, and a kitchen/break area for staff comfort during long working hours.

Key Design Features

- Immaculate floors, tools, stations, and restrooms
- Modern, upscale interior finishes
- Warm, neutral color palette with brand accents
- Plush seating and ambient lighting
- Sound-insulated walls for privacy
- Temperature-controlled spaces
- Bright, natural LED lighting
- Instagram-worthy backgrounds

Mission Statement

At House Glam Salon Suites , our mission is to redefine the salon experience by offering a luxurious, clean, and welcoming environment where clients can relax and indulge in high-end beauty and wellness services.

We are committed to delivering excellence through a team of experienced professionals who prioritize professional customer service, precision, and personalized care. Our focus on immaculate cleanliness, upscale ambiance, and a warm, client-centered approach sets us apart as a premier destination for those seeking not just a service—but an elevated experience. We believe that beauty begins with comfort, confidence, and exceptional care—and that's exactly what we deliver, every visit.



Cleanliness & Sanitation

We uphold the highest standards of cleanliness and hygiene to ensure the safety, comfort, and peace of mind of every client.



Luxury Experience

We create a serene, upscale environment where clients can escape, relax, and feel pampered in every moment of their visit.



Professional Excellence

Our team consists of skilled, licensed professionals dedicated to ongoing education and delivering top-tier, results-driven services.



Welcoming Atmosphere

We foster a warm, inclusive space where everyone feels comfortable, valued, and confident in their choice to visit us.

Market Analysis

Target Tenant Profile

Demographics: Licensed beauty professionals aged 28-45, predominantly female but also includes male barbers and estheticians, with 4+ years of professional experience and an established client base.

Psychographics: Entrepreneurial mindset, eager to transition from employee to business owner, motivated by independence and financial freedom, values privacy and professionalism.

Spending Habits: Willing to pay \$220-\$450+ per week for suites with amenities, regularly reinvests in business growth, and focuses on client retention.

Market Size & Trends

The global salon and spa suite market was valued at approximately \$277.7 billion in 2024 and is projected to reach \$515.81 billion by 2033, growing at a CAGR of 7.46%.

Phenix Salon Suites plans to open five new locations in the Chicago area, including the south suburbs, indicating strong local demand.

Salon suite rentals in the south suburbs range from \$220 to \$1,440 per month, reflecting active leasing and a competitive market.

A key trend is the shift toward independent contractors, with more beauty professionals wanting to work for themselves, making salon suites increasingly beneficial.

Local Economic Analysis

Economic Strengths

Affluent Community: Homewood's median household income of \$96,522 exceeds state and national averages

Skilled Workforce: Stable and educated community

Active Economic Development: Proactive promotion of growth

Vibrant Community Life: 20+ outdoor festivals annually

Economic Weaknesses

High Property Taxes: 3.76% median effective property tax rate (not directly impacting as renting from landlord)

Income Disparities: 7.2% of families live in poverty (mitigated by service providers having their own clientele from across Chicago)

Aging Infrastructure: Potential for higher renovation costs (renovation needs are relatively simple)

Marketing & Operations Plan

Marketing Strategy

The marketing budget doesn't need to be huge as free content and marketing has been the latest trend. Knowing how to use social media to your advantage is key.

- **Social Media Platforms:** Instagram, TikTok, Facebook, Threads, Twitter
- **Local Partnerships:** Food vendors, boutiques, other small businesses, women's events
- **Promotions:** First two weeks free for new tenants
- **Feedback Collection:** Google reviews, email customer service forms

Daily Operations

- Open environment concept with 24/7 access for tenants
- 1 deep clean per week & 2 clean-ups
- Weekly check on all devices and amenities
- Bi-daily trash & towel service (Mon, Wed, Fri)
- Monthly inventory of cleaning supplies, candles, air fresheners, business cards

Organizational Structure



Owner/Operator

- Manages overall space and business strategy
- Handles maintenance and tenant relations
- Keeps salon clean and stocked

Support Staff (Optional)

- Marketing Coordinator
- IT/Tech Support
- Bookkeeper/Accountant

Independent Tenants

- Run their own businesses
- Handle clients, services, pricing
- Maintain their individual suites

Maintenance/Cleaning

- Keeps common areas clean
- May be outsourced

Tenant Policies

After the first two trial weeks, tenants must sign either a 3-month or 6-month lease. New tenants receive a detailed tour of the salon & all amenities, plus training on proper closing procedures (locks, security systems, lights). Safety measures include 24/7 security systems, locks on all doors and windows, and locks on individual suites.

Competitive Analysis & Unique Selling Points

Main Competitors

- Pretty Little Dream Salon Suites (3 locations)
- Manifest Salon Suites (Olympia Fields)
- Sola Salon Suites (multiple locations)
- Phenix Salon Suites (Tinley Park)
- Bryds Beauty Parlor (Crestwood)
- Posh Salon Suites (Hazel Crest)
- Essence Salon Suites (Markham, Tinley Park, Olympia Plaza +?)

Competitor Weaknesses

- Overpriced suites
- Smaller size suite spaces
- Poor maintenance
- Lack of promotion for tenants
- Poor management

House Glam Salon Suites Advantages

- Care and attention to tenants
- Superior customer service
- Premium amenities
- Secure, clean, friendly, professional environment
- Sound-proof suites for privacy
- One-stop shop with multiple services
- Marketing support for tenants

Competitive Response Strategy

1 Differentiate with Unique Selling Proposition

Emphasize what sets House Glam Salon Suites apart: luxury design, privacy, cleanliness, and exclusive amenities.

2 Deliver an Elevated Client Experience

Focus on service excellence with consistently clean, relaxing, and well-designed spaces.

3 Attract and Retain the Best Beauty Professionals

Offer move-in incentives, flexible leasing terms, and marketing support.

4 Maintain Strong Online Presence

Invest in professional branding, SEO, and social media to stand out when clients search online.

5 Community Involvement

Sponsor local events and collaborate with small businesses to build local loyalty.