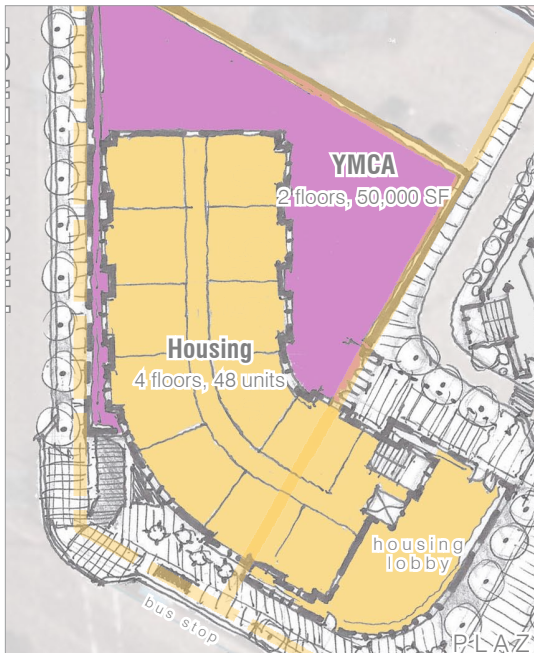


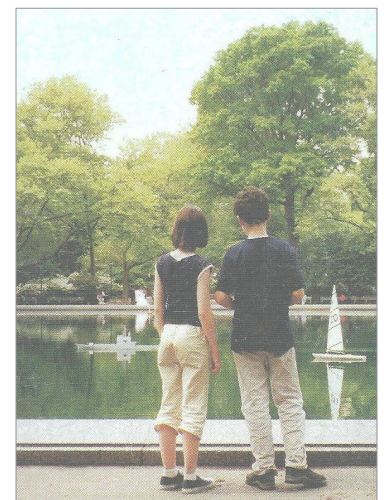
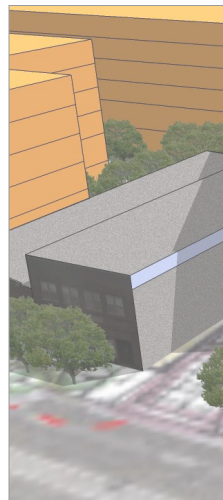
Alan Kay

This planning effort has been convened by University UNITED but is being managed as a business collaboration by the stakeholders themselves. Technical support will be provided by University UNITED, U-PLAN, and the Central Corridor Design Center. Additional technical support will come from outside consultants as needed.

- Create higher property values for all owners. A development plan can add a 10% premium to the value of individual property
- Result in a more attractive, functional and sustainable development
- Help attract developers, investors and end-users
- Generate support from the public sector and philanthropic community
- Create economies of scale and efficiencies at all levels, including planning, architecture, financing, construction and real estate marketing and management.
- Create more community benefits in the form of jobs, affordable housing, and attractive public spaces



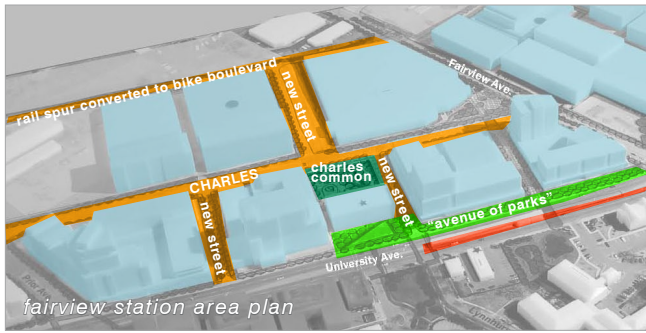
## University UNITED



## the process University UNITED provides technical support services to facilitate development

### step one DOCUMENT

saint paul station area plans • minneapolis small area plans •  
zoning • valuation • development opportunities



All development processes begin with documentation of existing station area plans that were developed through an extensive community process by the City of Saint Paul and consultant Urban Strategies. Proposals for new infrastructure, massing, open space and circulation serve as a starting point for development conversations.

During this stage, UNITED also analyzes development opportunities based on vacancies, land use, zoning, funding sources, property valuation and known interest on the part of property owners, developers and possible end users. UNITED may also develop preliminary designs based on this analysis.

### step two CONVENE

property owners • city staff • elected officials •  
developers and possible end users



If there is potential for redevelopment, UNITED convenes a working group of property owners, businesses, developers and city staff as appropriate. The first two meetings allow stakeholders to meet, and learn about the station area plans and development opportunities for their property.

At these meetings, property owners often meet their neighbors for the first time and begin an important step towards more comprehensive redevelopment discussions.

### step three DESIGN

comprehensive development plan •  
block-level concepts • infrastructure • parking



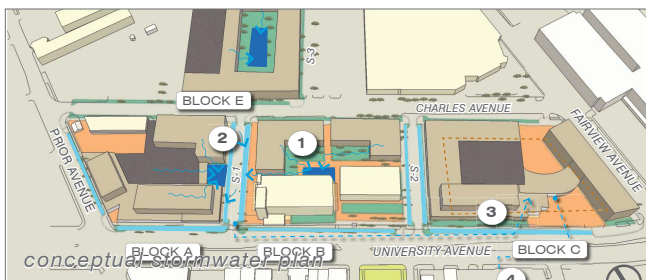
From these initial conversations, UNITED generates a number of design options that reflect the intent of the city station area plan and the goals of property owners. Complementary land uses will be co-located in the most efficient manner possible, and infrastructure and open space needs will be identified in an urban design framework.

When a conceptual plan is accepted by the owners, block level concepts will be designed for smaller stakeholder groups with cost estimates.

This predevelopment work will be invaluable in securing project financing and potential grant opportunities for new streets, parks, parking, and other infrastructure.

### step four DEVELOP

collective infrastructure management • financing •  
development agreements • site plan review



Once several potential development projects have been envisioned, UNITED and a consulting attorney will help draft a pre-development memorandum of understanding (MOU) and legal agreements for the collective management of infrastructure. UNITED can also identify financing, grant opportunities and funding programs.

This collaborative project does not supplant the standard community review process, but is a vehicle for property owners to develop projects that are in line with their goals and those embedded within the city's station area plans.