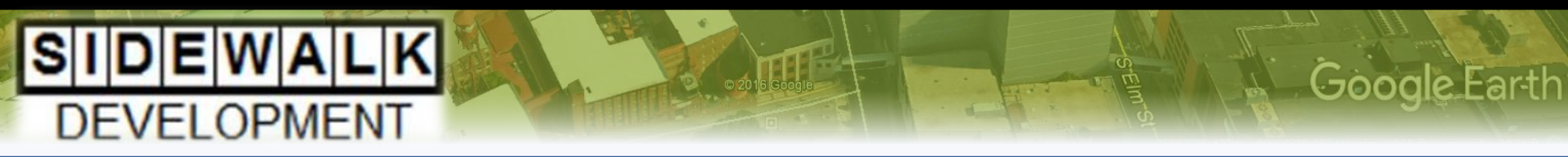




Furnishing a
New
Downtown
through
enhancing
Culture
Commerce
Community



Google Earth

Master Developer
Forward High Point

Hitting the right Buttons!

- Downtown Placemaking
- Family Culture
- Intergenerational Community
- Creating Dynamic Jobs Market
- Build exciting place to live



Keeping Score

The Presentation
Line up:



| | | | | | | | | | | | | | | | | |
|------------|---------------------------------|---------|------------------|------|-------------|------|-----------|-------|---|----|----|----|----|---|---|-----|
| Team: | | | ◇ home ◇ away | | Opponent: | | Field: | | | | | | | | | |
| Umpire: | | | Date: | | Start Time: | | End Time: | | | | | | | | | |
| # | Player | Pos | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | AB | R | H | RBI |
| | Team Intro | | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | | | | |
| | Sidewalk Development Experience | | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | | | | |
| | | | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | | | | |
| | HCM - Design Experience | | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | | | | |
| | | | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | | | | |
| | Stadium Planning issues | | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | | | | |
| | | | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | | | | |
| | Master Dev Issues | | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | | | | |
| | Plan Considerations | | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | | | | |
| | | | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | | | | |
| | Questions | | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | ◇ | | | | |
| Totals | | Runs | | | | | | | | | | | | | | |
| | | Hits | | | | | | | | | | | | | | |
| | | Errors | | | | | | | | | | | | | | |
| | | Left On | | | | | | | | | | | | | | |
| # | Pitcher | IP | Win/Loss | Save | Hits | Runs | ER | Walks | K | HB | BK | WP | | | | |
| | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| Line score | | Team | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | R | H | E | |
| | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |



Master Developer
Forward High Point

TEAM INTRO

☐ Sidewalk Development

Master Developer:
Vision/Plan/Legal/Phasing/Funding

☐ HCM

Master Plan/Architect

☐ Stimmel & Associates

Civil Engineer/Landscape Arch

☐ David Ashton Associates

Branding/Signage

☐ Coakley Williams

Construction Manager/Estimator

☐ Greenwich Group

Funding/Bonding/
Tax & Financial Projections

Sidewalk Development Experience

Developer Background

Sidewalk Development

produces University Town
Redevelopment Projects on
the East Coast including:

- Rowan University**
Glassboro, NJ
- Winthrop University**
Rock Hill, SC
- Univ. of New Hampshire**
Durham, NH
- VCU Medical**
Richmond, VA
- St. Edwards University**
Austin, TX
- East Carolina University**
Greenville, NC



Rowan Boulevard Master Plan



Master Developer
Forward High Point

So what is a
“Knowledge Community”?

Merging:
Campus
Community
&
Commerce



“Knowledge Community”

- Creating Lifelong Learners
- On Purpose Intergenerational Encounters
- Live Work Play (with a twist of adventure)

Campus.

Community.

Commerce.



“Knowledge Community”

- New job opportunities for *residents & students*
- Lecture and Learning space in *Senior* Building
- **Mentoring** from Seniors to Students
- **Wellness** increase: Physically and Mentally
 - Lecture Hall, Athletic Facility

Campus.

Commerce.

Community.



“Knowledge Community”

- Accelerate Downtown Vibrancy
- Improve Student Journey
- Capture Students as post college residents
- Create vibrant senior choices for “2nd Act” living

Campus.

Community.

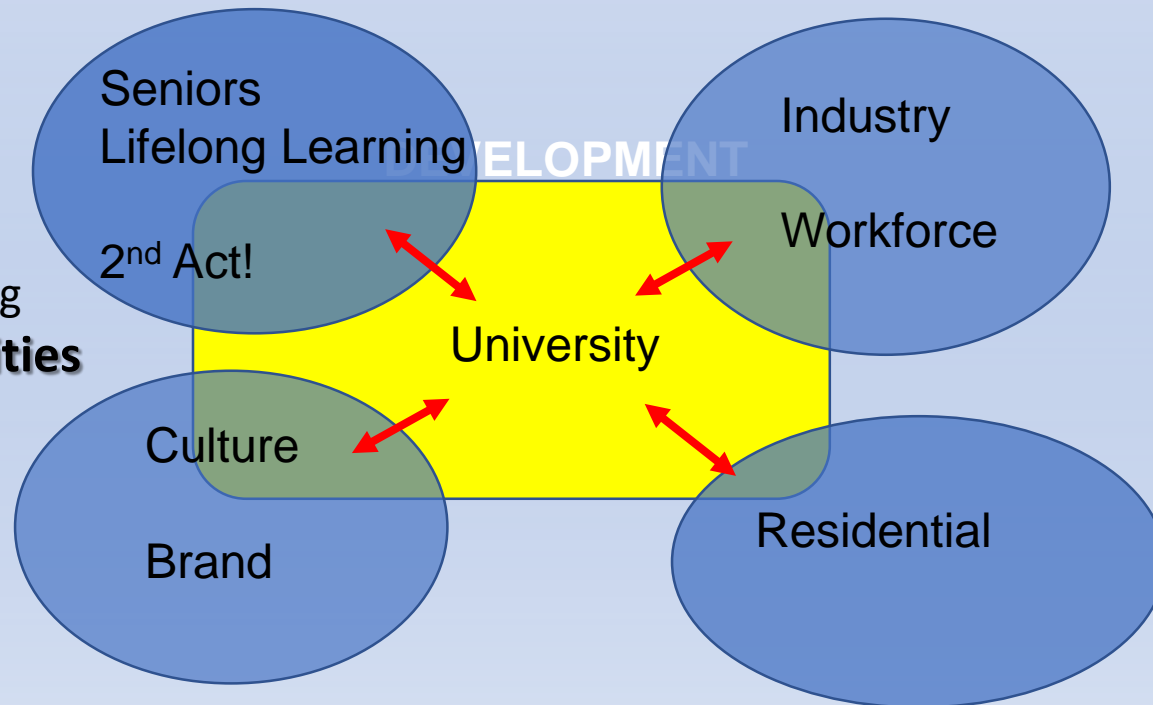
Commerce.



Separate institutional focus = “Nowhere, USA”.
Together, with collective focus = Desirable Brand
Destinations, and greater long term economy.

*“We work hard to make our Public Partners
equally successful financially”*

Opportunities in Creating
Knowledge Communities



Rowan University,
Rowan Boulevard; Glassboro NJ



15 Buildings
\$330 Million

\$165 m to
date

Public Private Partnership

*"We work hard to make our Public Partners
equally successful financially"*

Rowan University,
Rowan Boulevard; Glassboro NJ



Total vision:
15 Buildings
\$330 Million

2008-2016
10 buildings;
\$260 million
to date

Public Private Partnership

*"We work hard to make our Public Partners
equally successful financially"*

Rowan University,
Rowan Boulevard; Glassboro NJ



*“We work hard to make our Public Partners
equally successful financially”*

City tax base from
\$200K to \$4
Million per year

Rowan University,
Rowan Boulevard; Glassboro NJ



15 Buildings
\$330 Million

\$165 m to
date

Rowan Boulevard, NJ



Rowan Boulevard, NJ



Phase 1:
884 beds
Student
Housing

\$55 Million



Rowan Boulevard, NJ

Whitney Center – Phase 3 of Rowan Blvd:

15K SF Honors College Academic space
290 Beds of Honors Housing
22,000 SF of Retail

\$32 million



Creating Streetscape

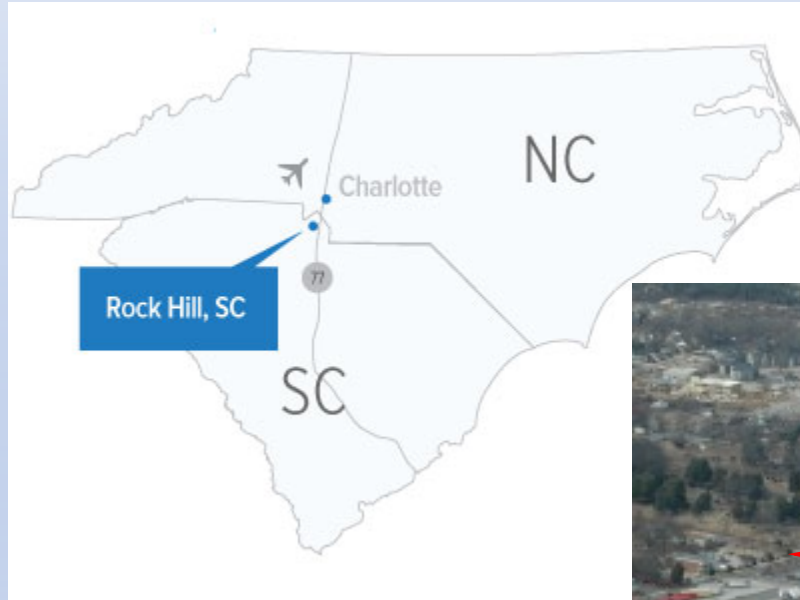
DEVE

Phase 4:
65K SF
College of
Continuing
Studies





Winthrop University, Rock Hill, SC



DEVELOPMENT



Transformation of abandoned Textile Mill site for 23-acre-mixed university and private uses. (Phase 1)

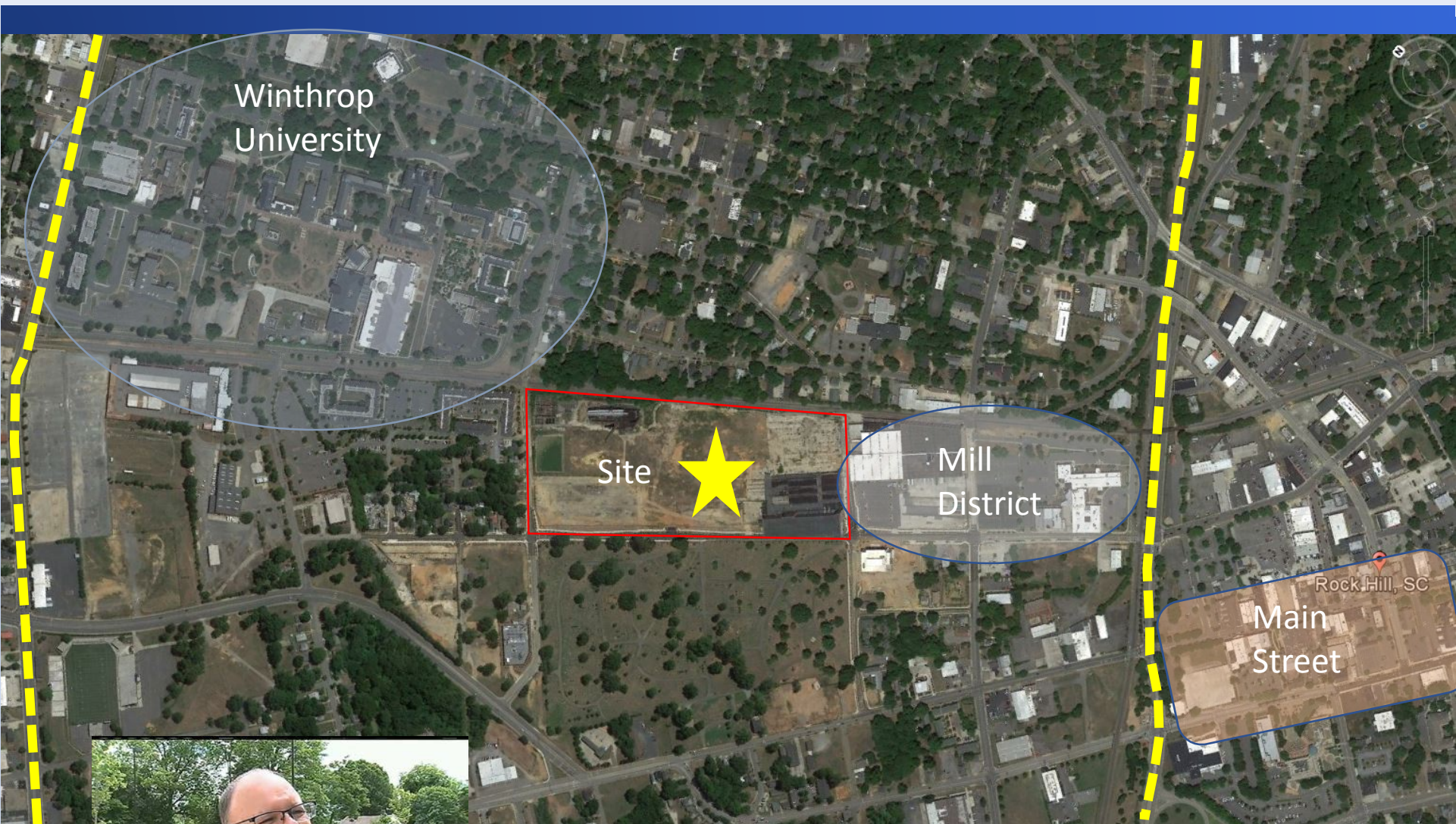
City wishes Sora to Master develop all other acreage into cohesive city plan

Winthrop University, Rock Hill, SC



Transformation of abandoned Textile Mill site for 23-acre-mixed university and private uses. (Phase 1)

City wishes Sora to Master develop all other acreage into cohesive city plan



Site Location

www.universitycenter-rh.com

Project VISION

1.3 million SF
17 buildings
\$275 Million



1 Lowenstein Building
160,000 SF Office Space + Restaurant
210 Parking Spaces Below Grade

2 Indoor Athletic Complex
157,000 SF competition courts

3 Hotel
120 Room Hotel + Banquet Center

4 Market Pavilion
15,000 SF of Retail + Food Vendors

5 Power Plant
26,000 SF of Restaurant +
Indoor Stage Complex

**SA Outdoor Festival Space +
Band Stand**

6 Student Housing
200 Beds of Student Housing

7 Student Housing
300 Beds of Student Housing

8 Apartment Building
65 Units of Rental Apartments

9 Active Adult Apartments
90 Units of Apartments +
6,000 SF Retail

10 Apartment Building
50 Units of Rental Apartments +
4,500 SF Retail

P1 840 Car Parking Deck

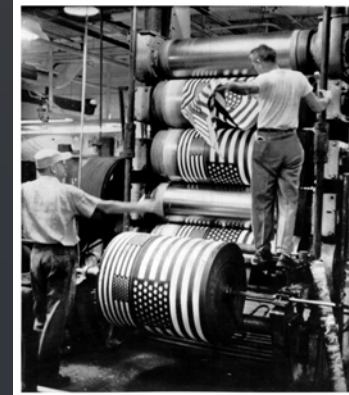
P2 480 Car Parking Deck + Retail

P3 540 Car Parking Deck + Retail

North project area



Lowenstein Bldg



Athletic and Hotel Project VISION



Retail Nucleas - Power Plant



Boiler Plant



Línear Park connector



Showcasing
Heritage: Industrial
equipment as
sculpture & signage

Main St. Post Office



Gateway to Redevelopment

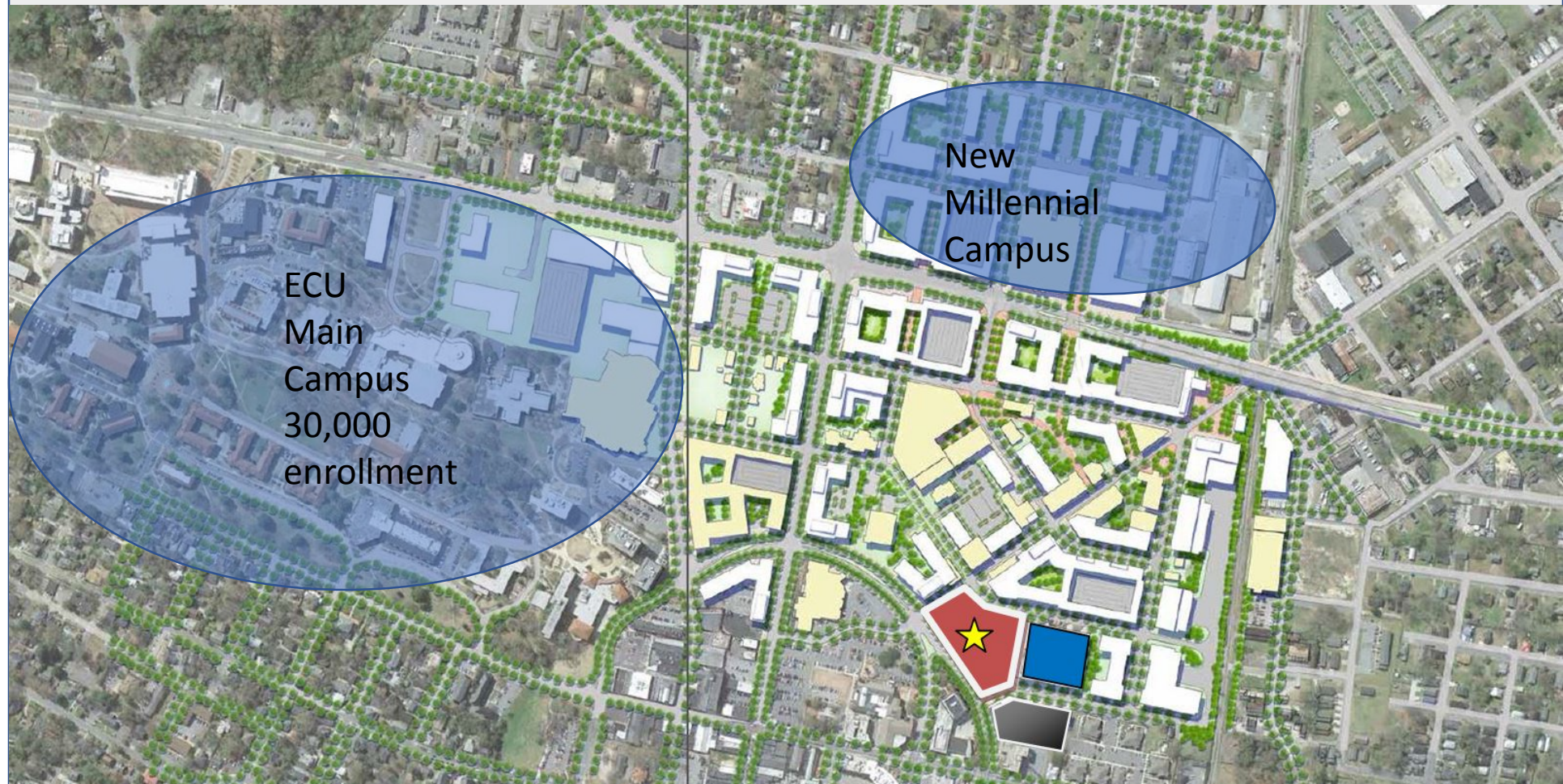
Urban Setting:

Greenville, NC – Dickinson Avenue District



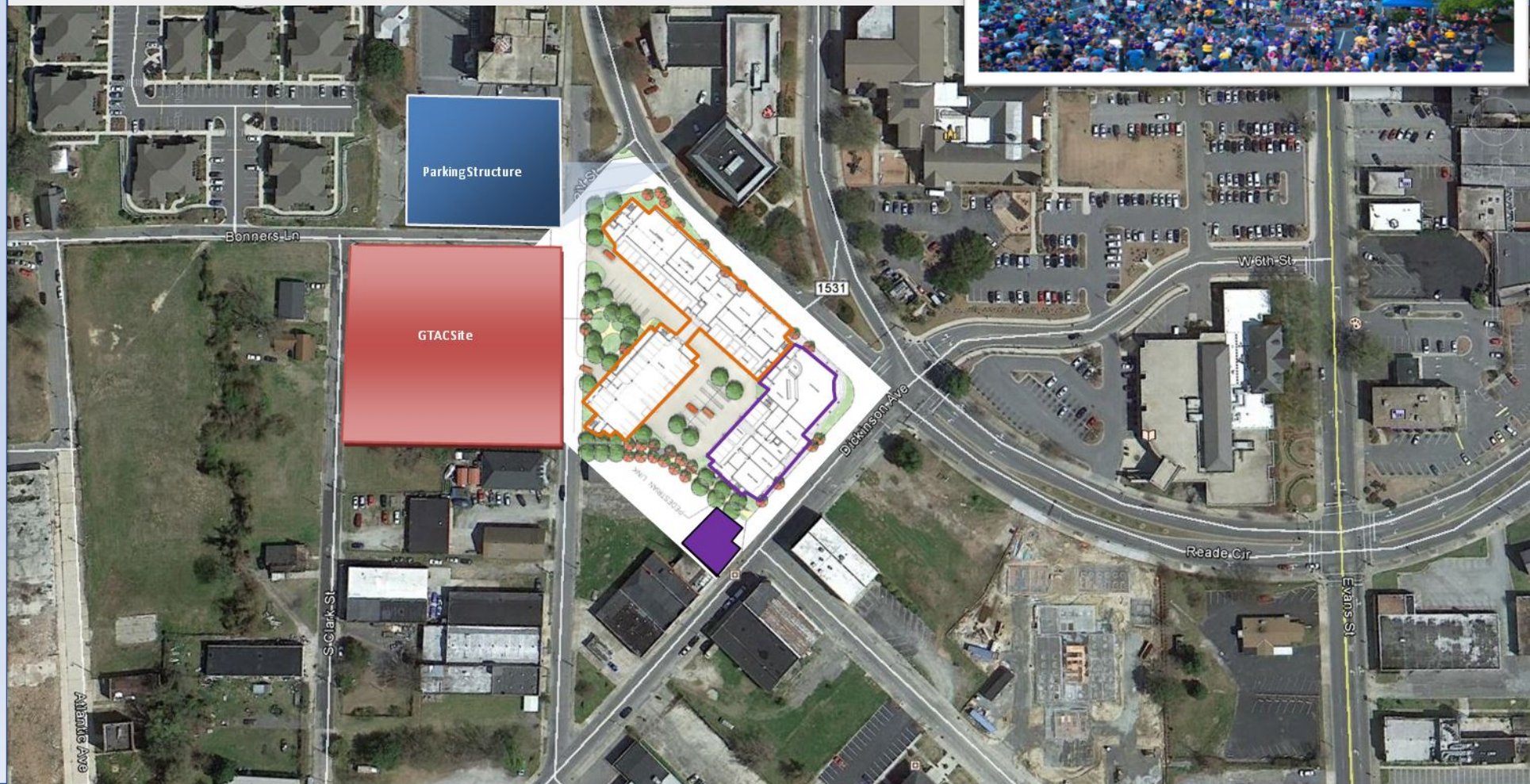
Gateway to Redevelopment

Urban Setting:

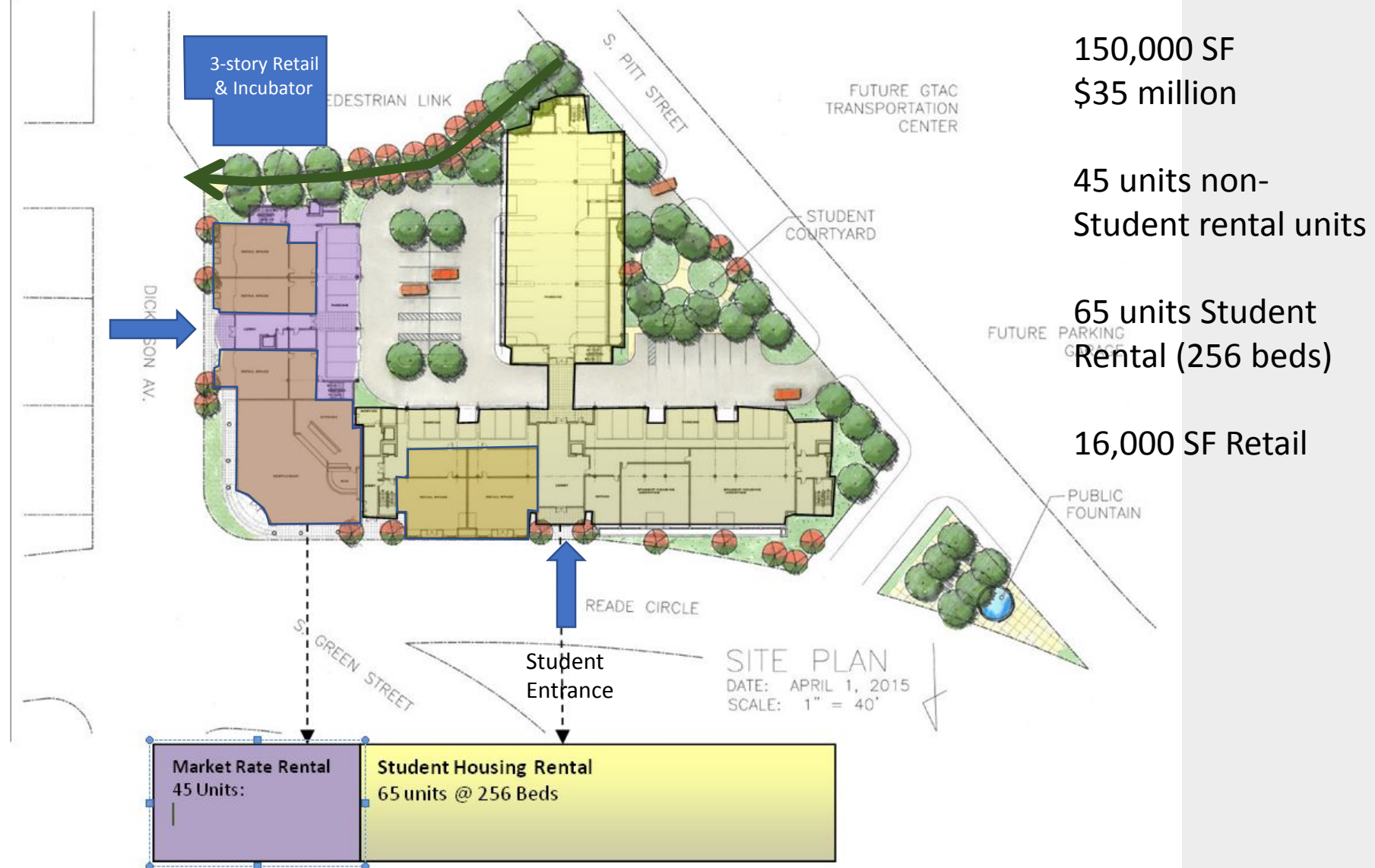


Gateway to Redevelopment

Urban Setting:

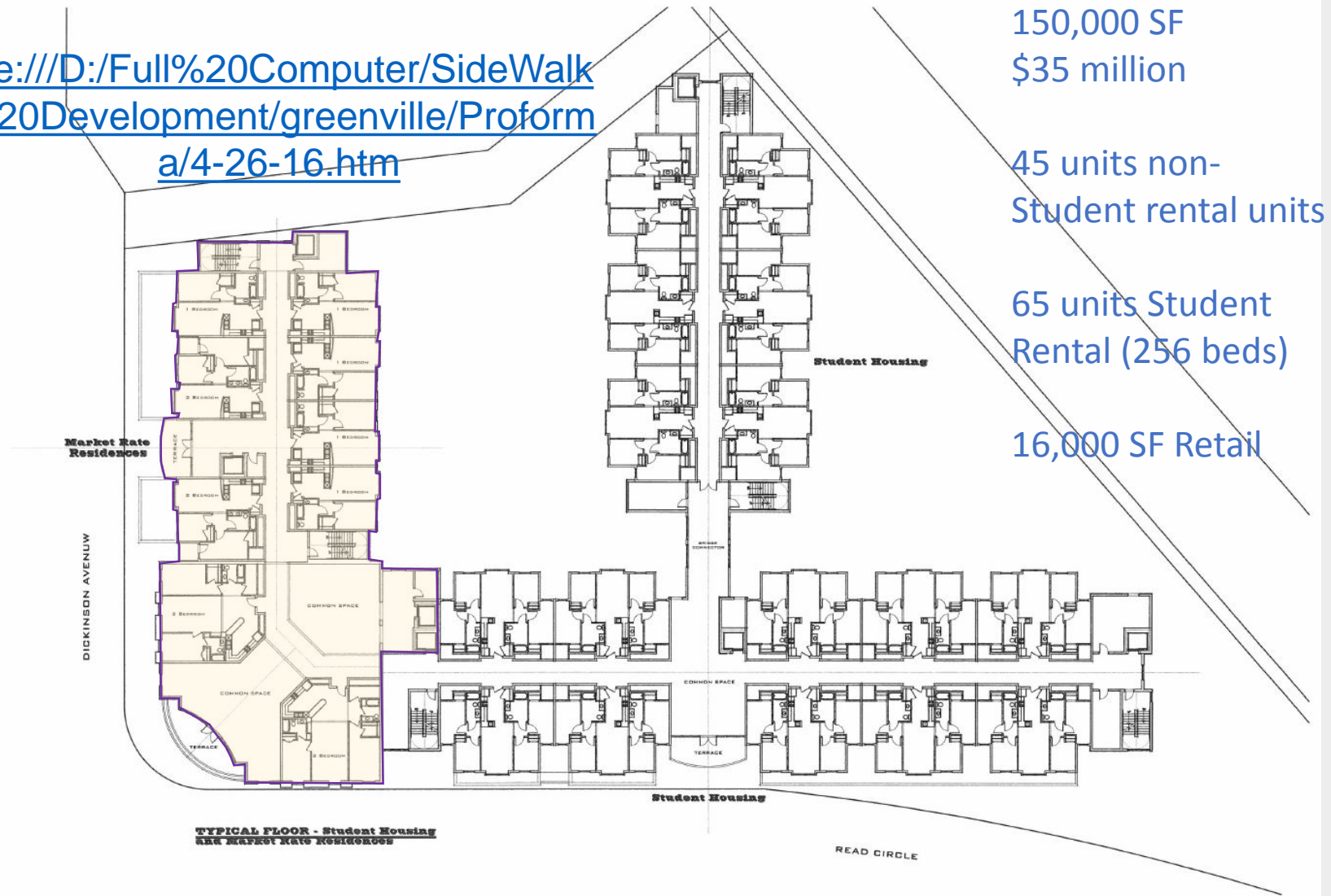


Gateway to Redevelopment



Gateway to Redevelopment

[file:///D:/Full%20Computer/SideWalk
%20Development/greenville/Proform
a/4-26-16.htm](file:///D:/Full%20Computer/SideWalk%20Development/greenville/Proforma/4-26-16.htm)



Gateway to Redevelopment



Elevation A

Dickinson Avenue Elevation

Elevation B



Reade Circle Elevation

Gateway to Redevelopment

Developer as **Team Member** and **Visionary** for advancing University cities



Gateway to Redevelopment

SIDEWALK DEVELOPMENT

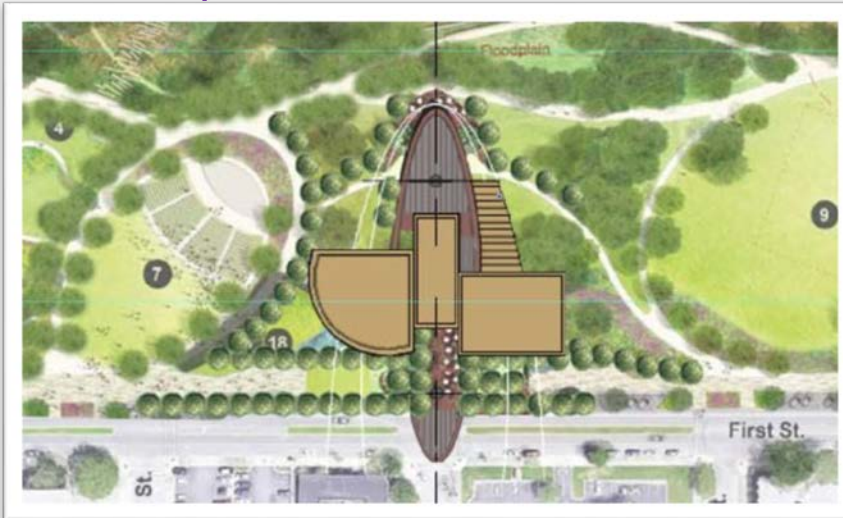
Developer as **Team Member** and Visionary for advancing University cities



Gateway to Redevelopment

SIDEWALK DEVELOPMENT

Developer as **Team Member** and Visionary for advancing University cities



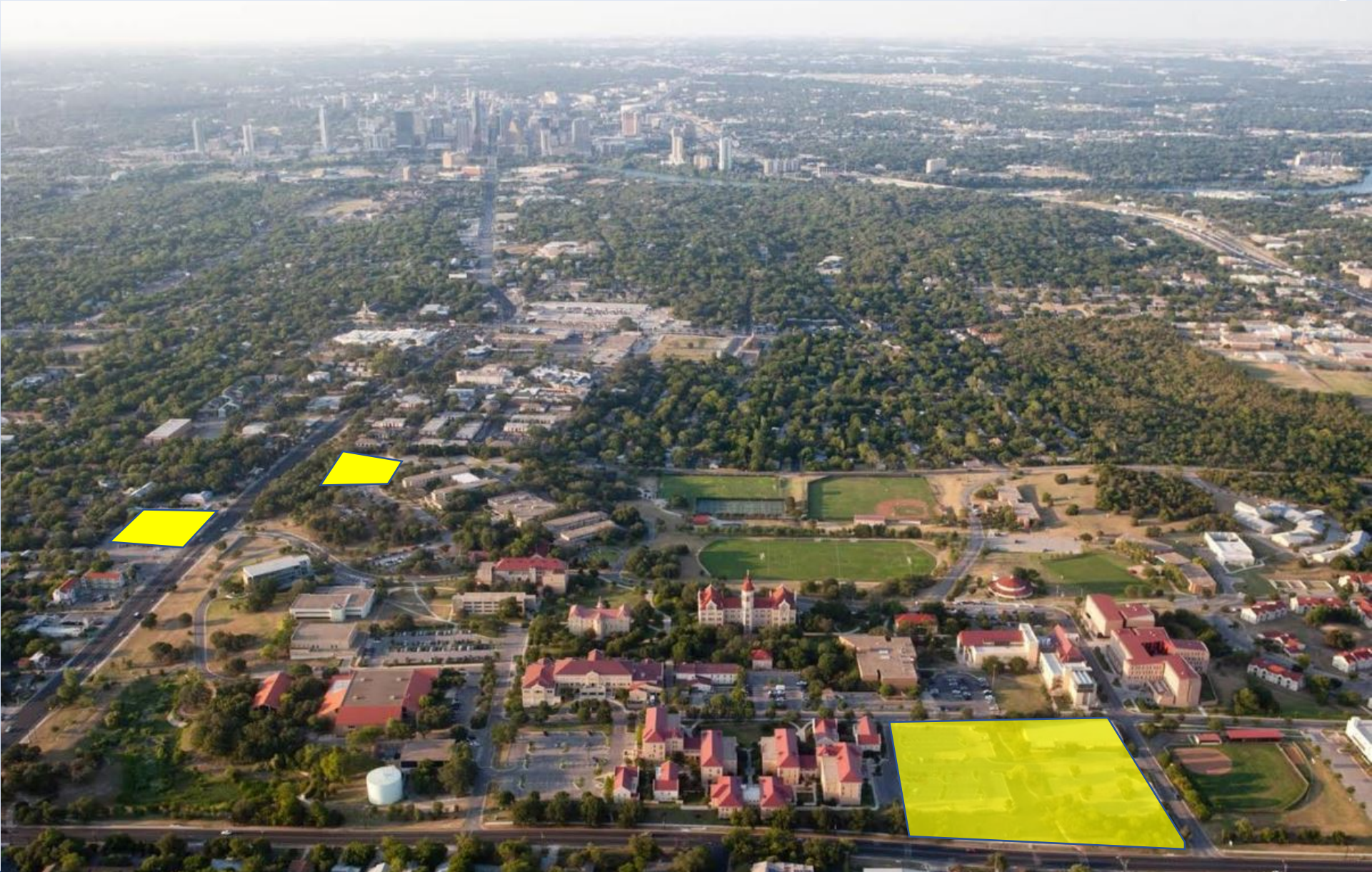
St Edward's University

New Residence Hall



St Edward's University

New Residence Hall



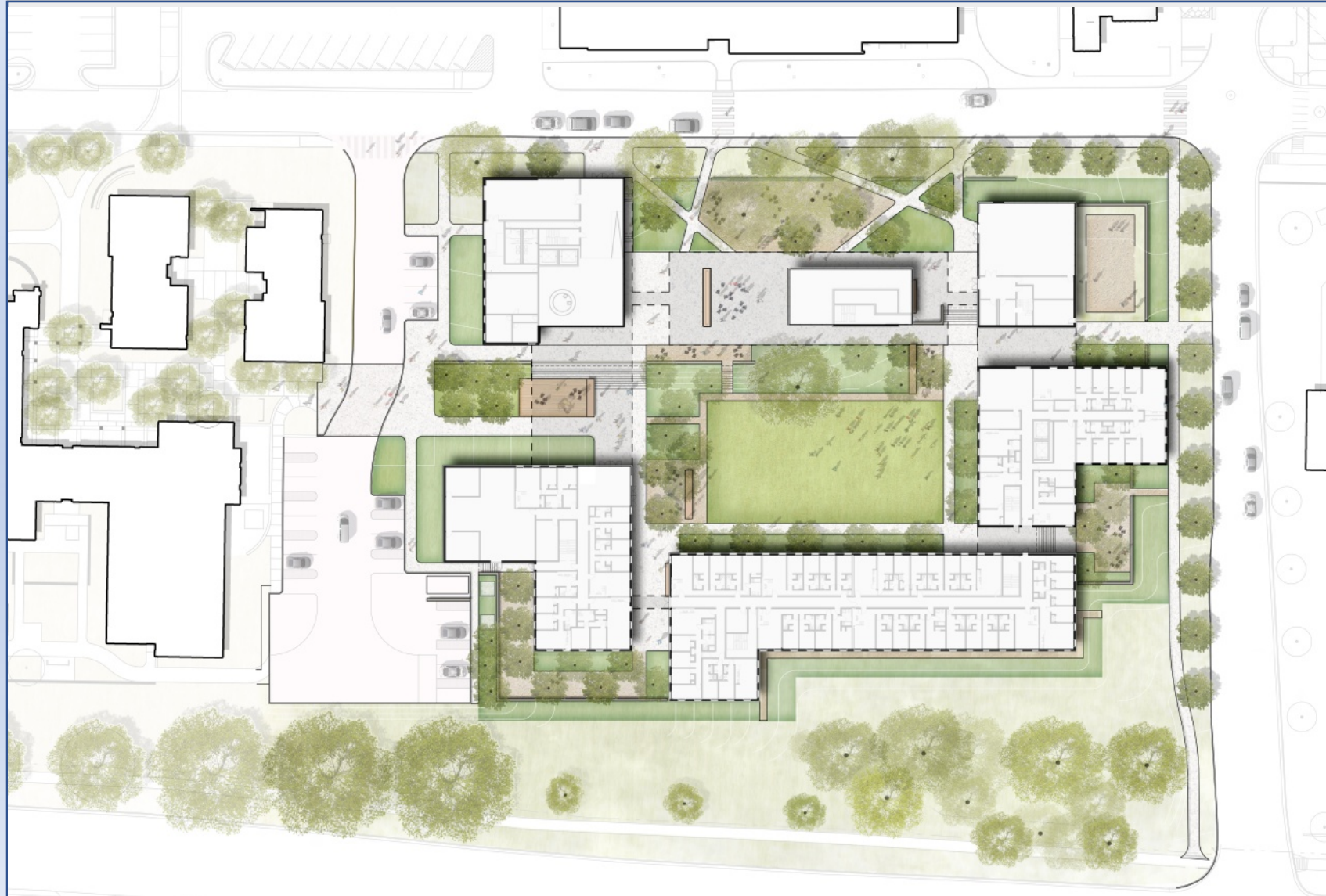
St. Edward's University
Austin, TX



St. Edward's University
Austin, TX



Gateway to Redevelopment



Gateway to Redevelopment



Gateway to Redevelopment





HCM Material here



David Ashton Associates

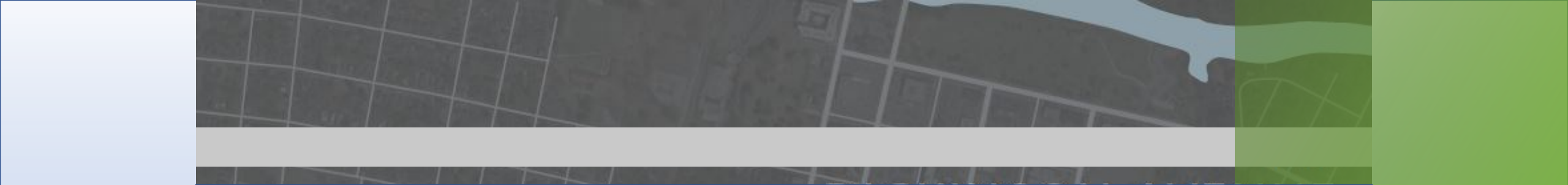
Signage / Graphics



Coakley Williams

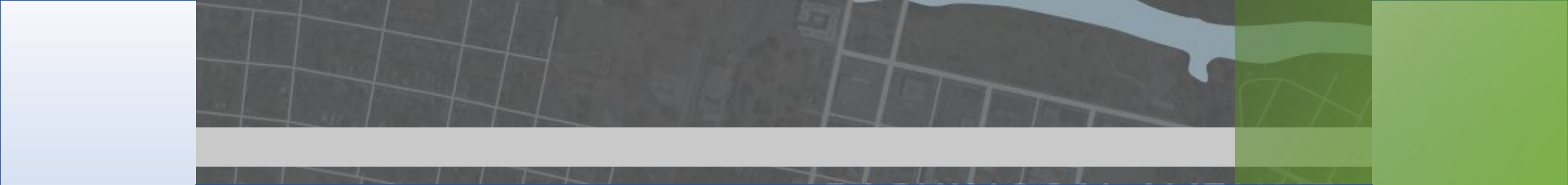


Stimmel Associates



HCM – Stadium Design Issues

???



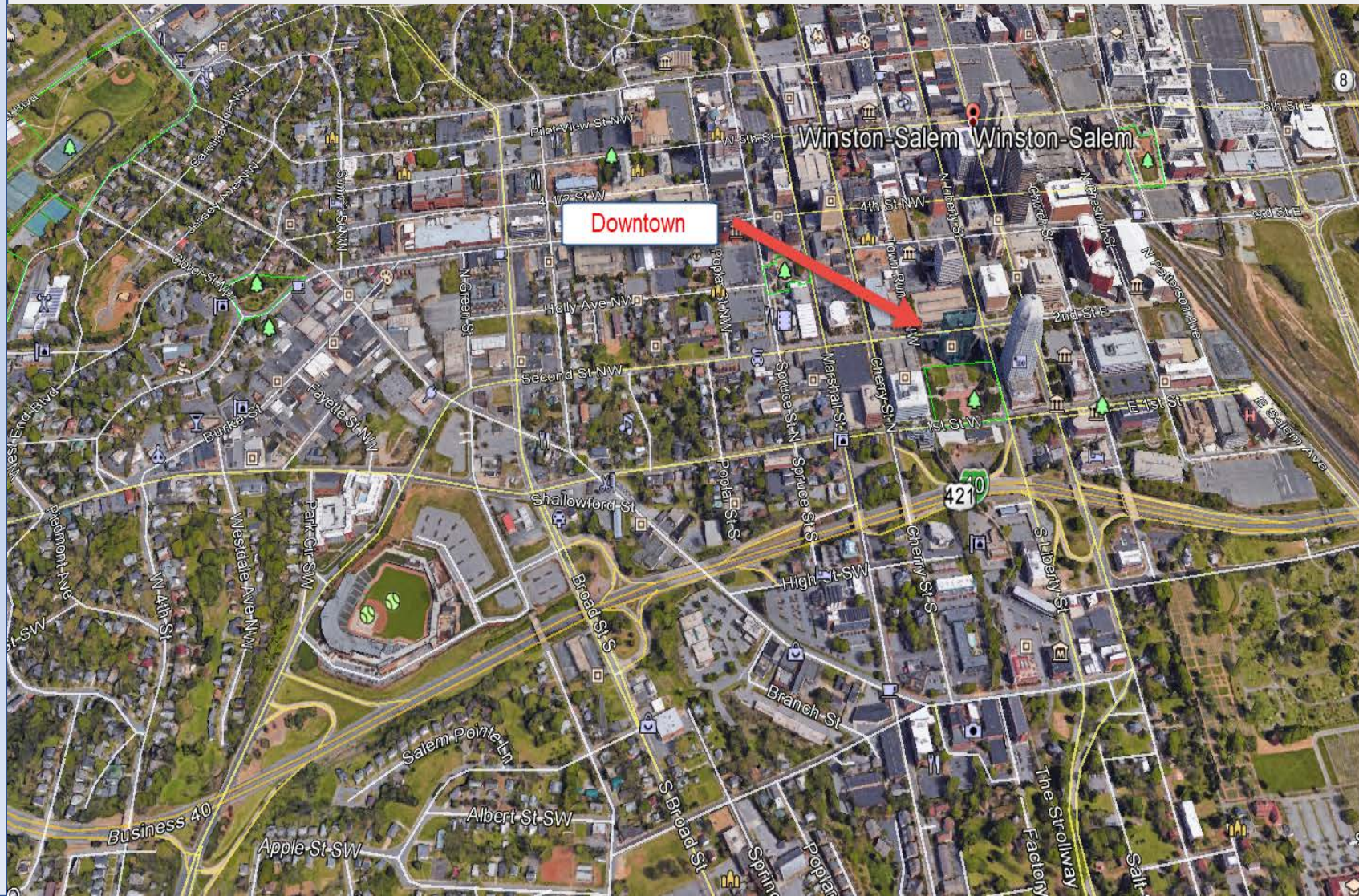
HCM – Stadium Design Issues

???

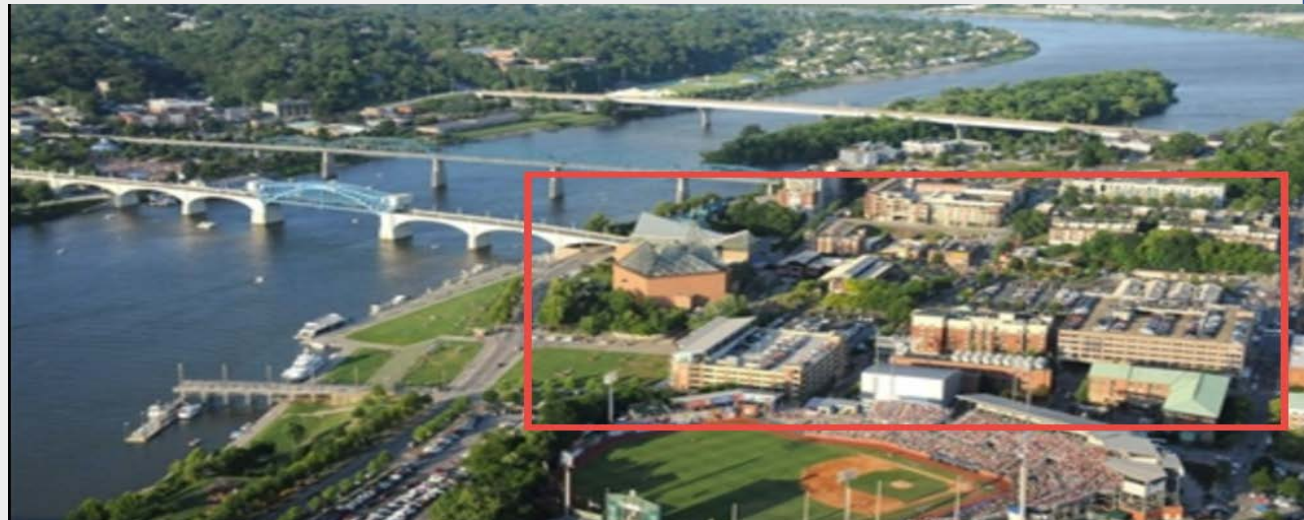
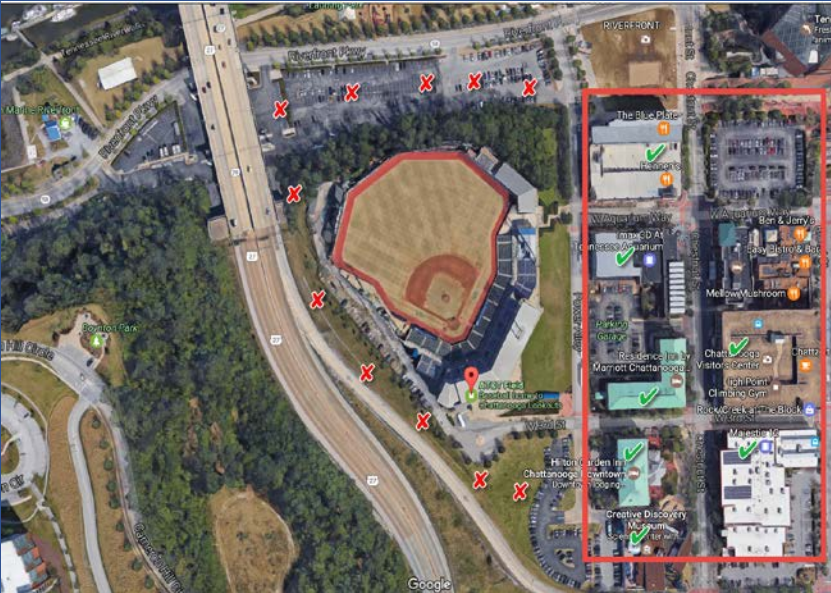
Downtown Mixed-Use Stadium Towns:

| PARK | Locations | # Seats | Cost / Seat? | Tax Rev Increase per seat? |
|------------------|-------------------|---------|--------------|----------------------------|
| BBT Park | Winston Salem, NC | 5,000 | | |
| AT&T Field | Chattanooga, TN | 6,160 | | |
| Yadkin Bank Park | Greensboro, NC | 5,300 | | |
| Regions Field | Birmingham, AL | 8,500 | | |

BB&T Park, Winston-Salem



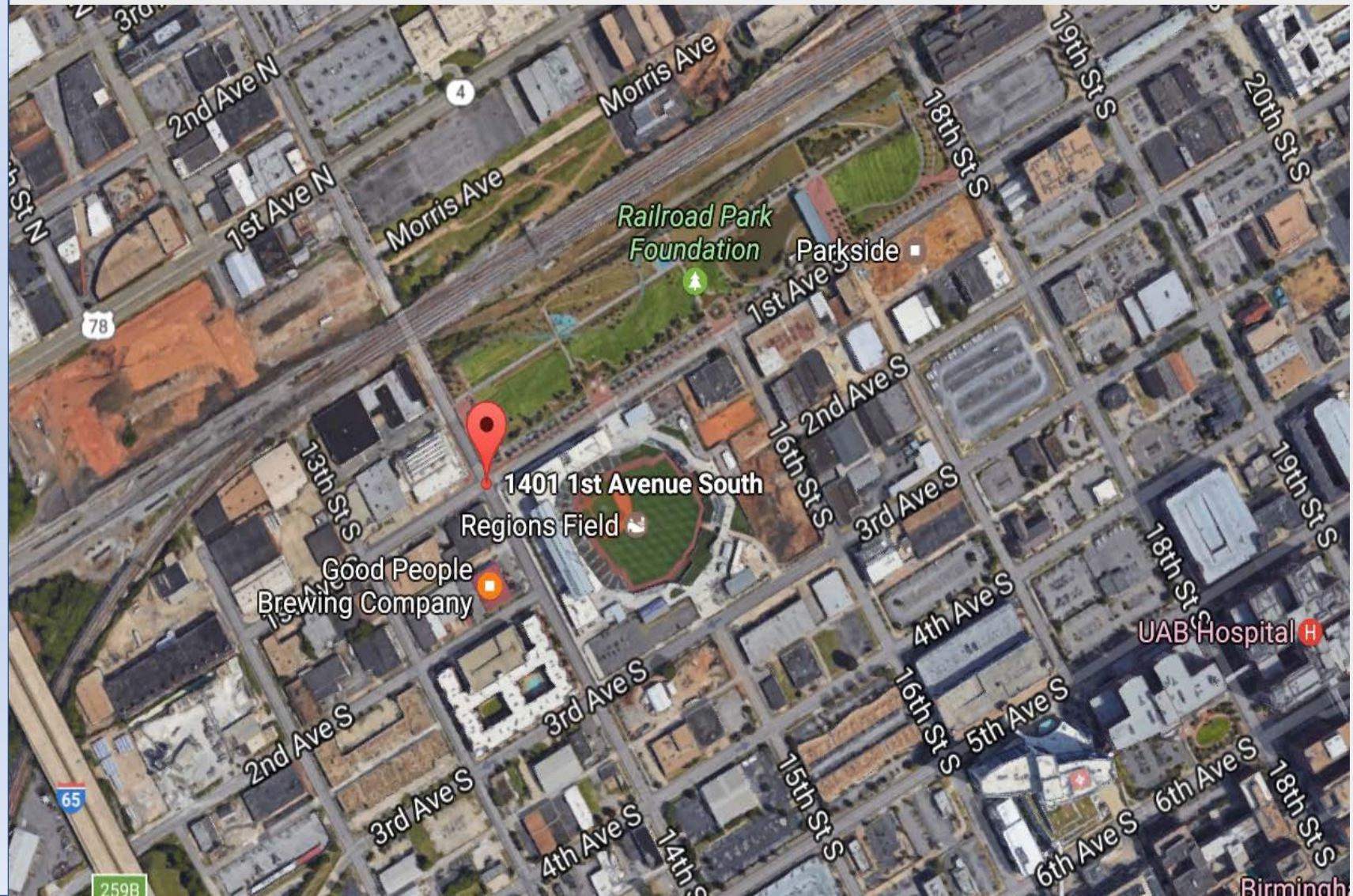
AT&T Field, Chattanooga, TN



Yadkin Bank Park, Greensboro, NC



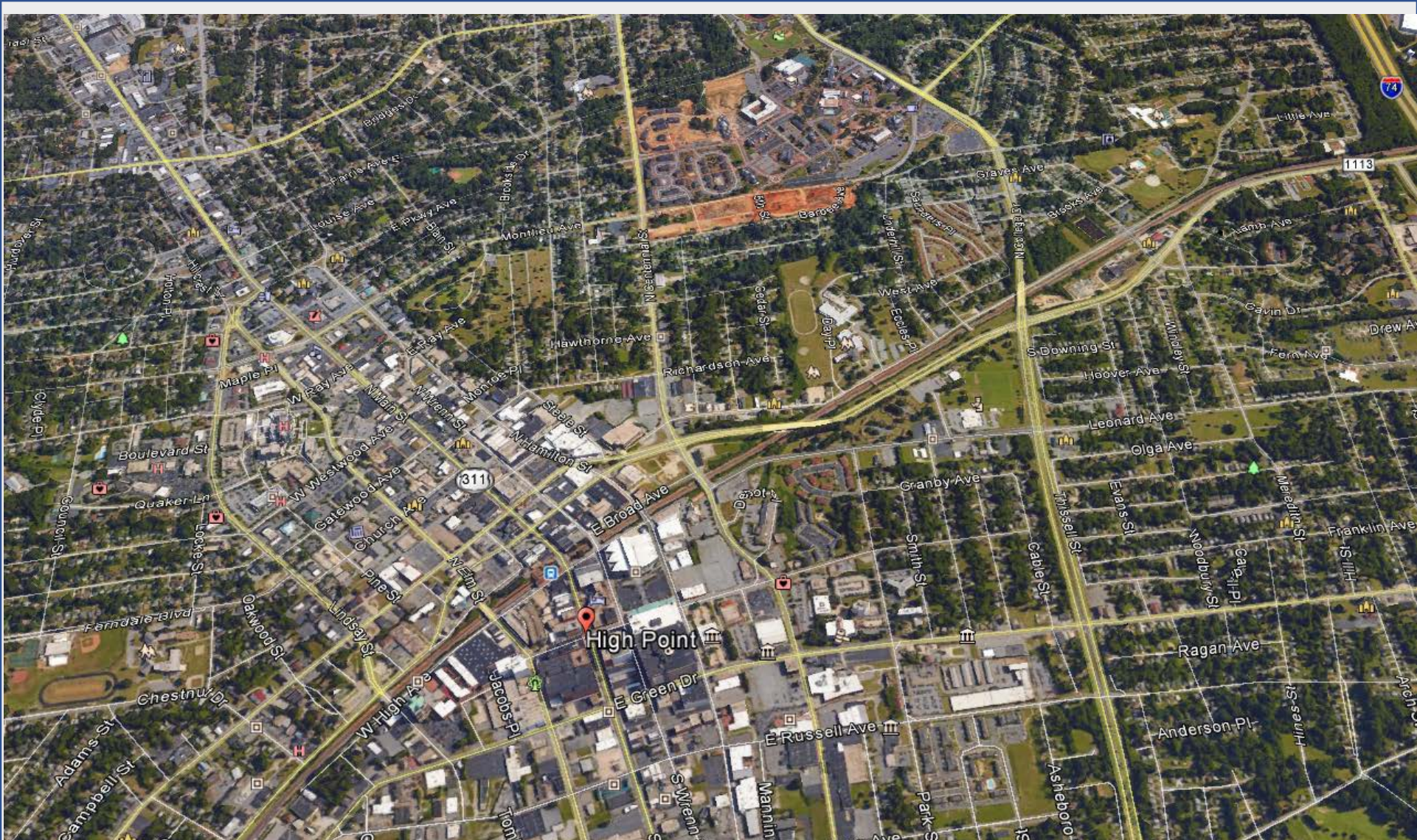
Regions Field, Birmingham, AL



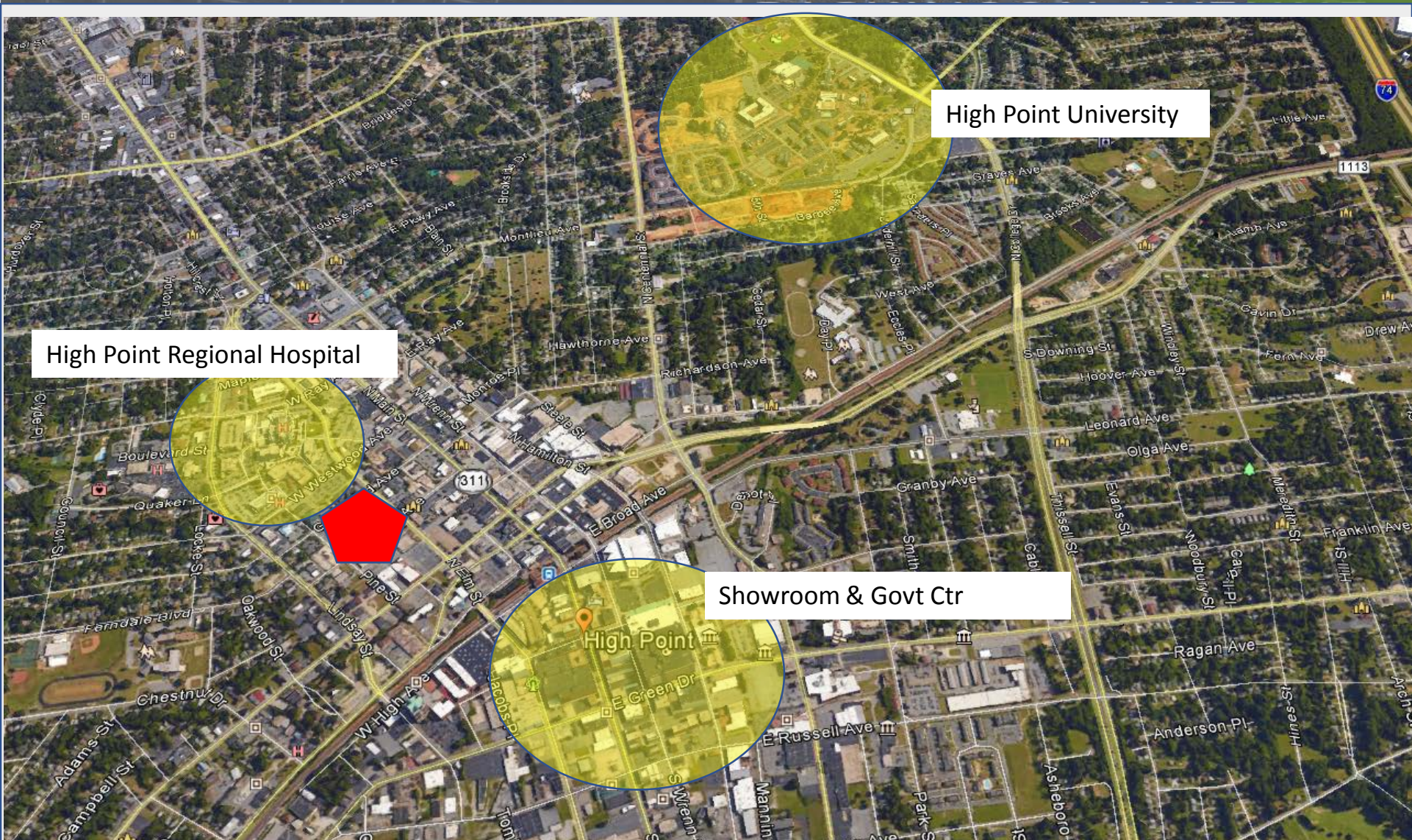
High Point, NC Park



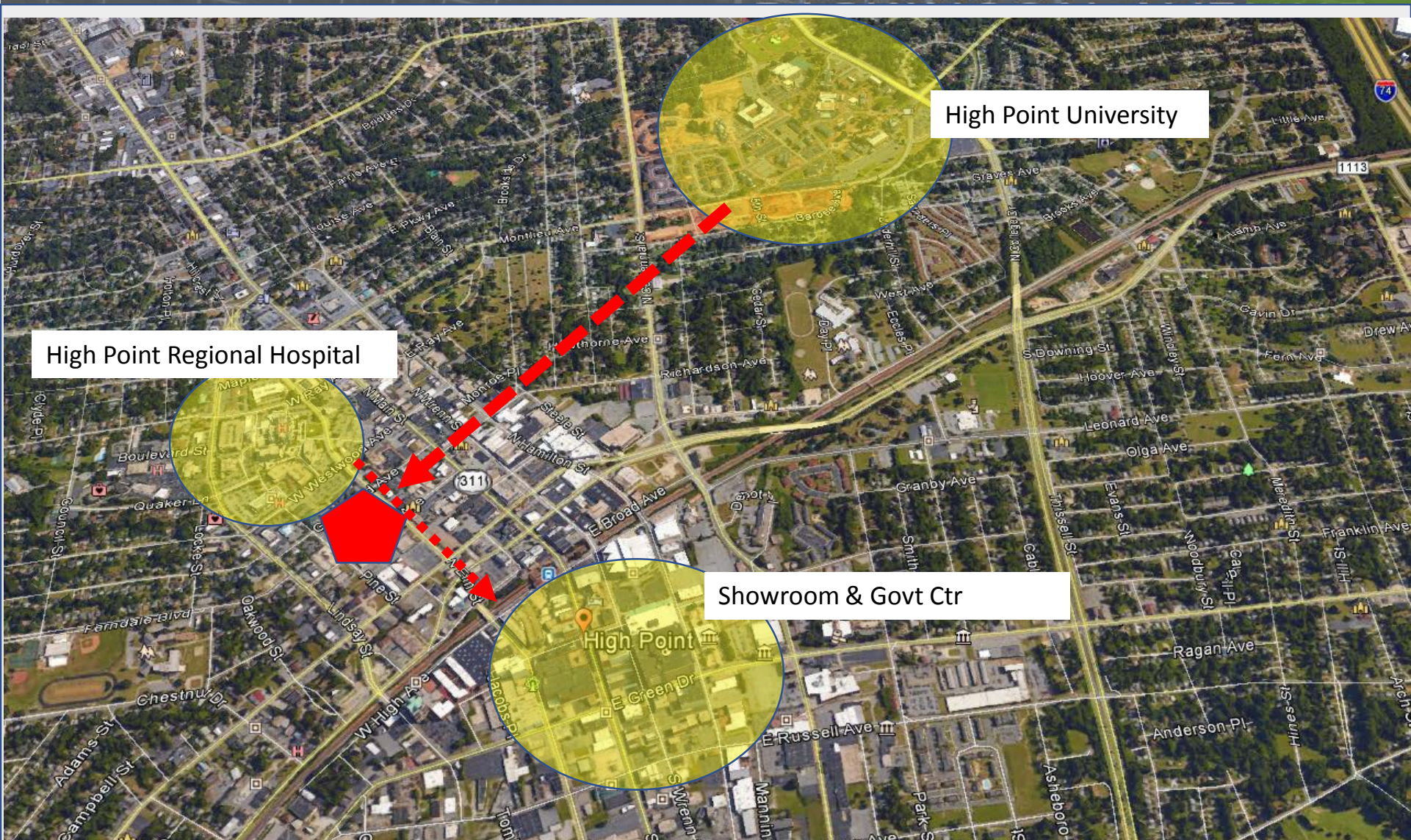
Vision Issues to Ponder



Vision Issues to Ponder

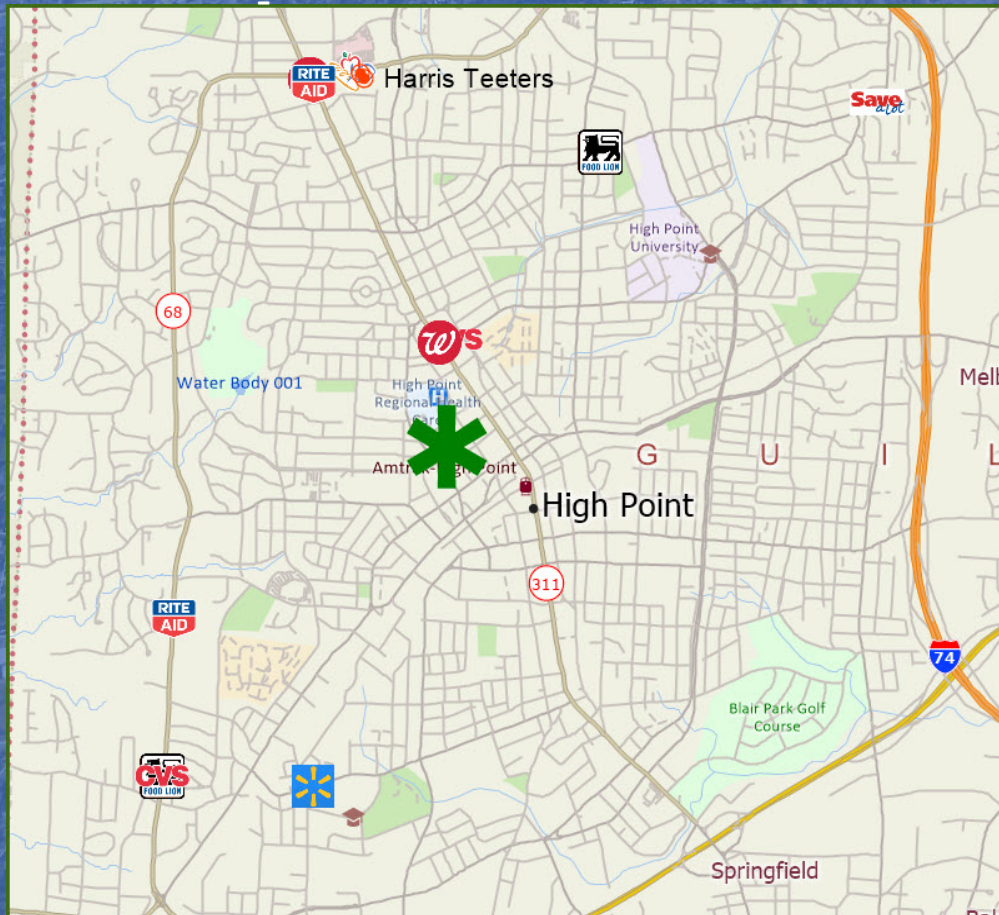


Vision Issues to Ponder



Vision Issues to Ponder

Service living retail
product availability



Groceries

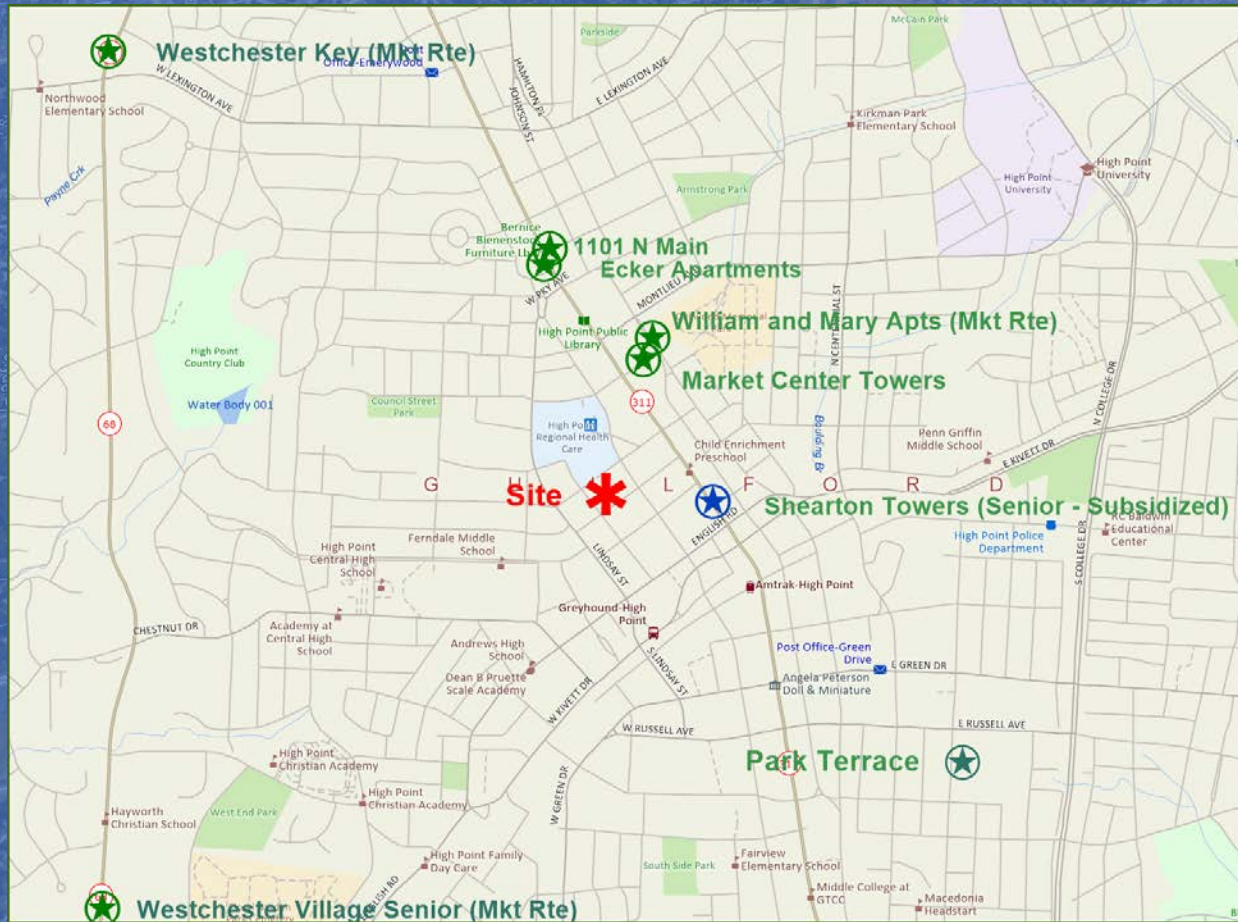


Pharmacy



Vision Issues to Ponder

Existing residential
complexes near site



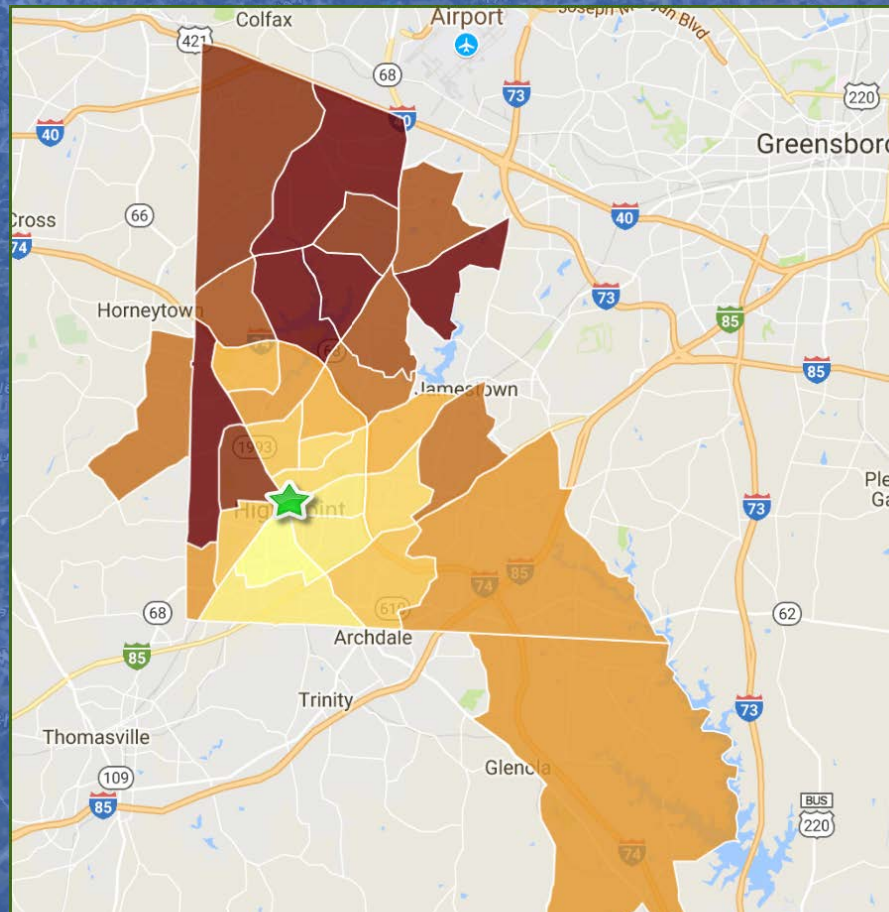
William & Mary Apts



Sheraton Towers

Vision Issues to Ponder

Most expensive
residential
neighborhoods



Most expensive High Point neighborhoods

1. Sandy Ridge Rd / Gallimore Dairy Rd
2. Eastchester Dr / Skeet Club Rd
3. N Main St / Westover Dr
4. Brentonshire Ln / Cedar Crest Ln
5. Florence
6. N Main St / W Lexington Ave
7. Deep River
8. Sandy Ridge
9. Kim Dr / Ruskin Dr
10. Wexford PI / Hickwood Rd

Steps to Master Developer :

1. Environmental Scan: Market Conditions, Demographics
2. Existing Zoning
3. Tour other relevant projects (community leader buy in)
4. Draft Master Plan
5. PUD Legislation Document (Density; Height; Streetscape; Parking)
6. Community Group Meetings
7. Business / Economic Group meetings
8. University Meetings; President/Trustees/Facilities/System
9. Council Interaction
10. Site Demolition & Cleanup (NC Voluntary Cleanup Plan MOU)
11. City Manager
 1. Legal Document – Master Developer Agreement (174 pages)
 1. Phased Take Down
 2. Infrastructure TIF
 3. Violation of Agreement and City take back
12. Architectural Covenants
13. Public Relations (website; press relations; ground breaking events, etc)
14. Funding Plan (Tax Credits; Tax Revenue Projections; Equity for Vertical

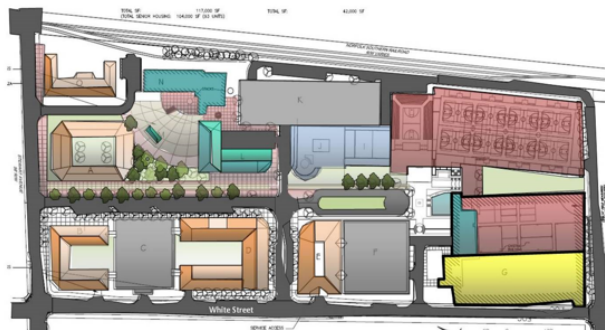
Phasing Plan / Revenue Projection

Knowledge Park TIF Analysis

Rock Hill, SC

Revised 3/5/16

| Property Disposition Concept Summary | | | Building | Private | ESTIMATED | | ESTIMATED | Land | Infrastructure | ANNUAL CITY REVENUE TOTALS: (LAND IN BLACK, TAXES IN GREEN) | | | | | | | | | |
|--------------------------------------|-------------|----------------------------|--------------|-------------|-------------|--------|----------------|-------------------|-----------------------------------|--|------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| | | | Area | | | | | | | | | | | | | | | | |
| Phase # | Parcel Code | Use | Area | Acquisition | Private FAR | VAL/SF | TAX VALUE | Disposition Price | Reimbursement | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 |
| 1 | A | Student Housing | 115,000 SF | Yes | 115,000 SF | \$ 110 | \$ 11,500,000 | \$ 490,856 | \$ 279,788 | | | \$ 770,644 | | \$ 274,454 | \$ 274,454 | \$ 274,454 | \$ 274,454 | \$ 274,454 | \$ 274,454 |
| 1 | | Enclosed Sports Connection | 10,000 SF | Yes | 10,000 SF | \$ 90 | \$ 900,000 | \$ 18,661 | | | | | \$ 19,526 | \$ 19,526 | \$ 19,526 | \$ 19,526 | \$ 19,526 | \$ 19,526 | \$ 19,526 |
| 1 | G | Office | 168,000 SF | Yes | 168,000 SF | \$ 110 | \$ 18,480,000 | \$ 783,745 | | | | | \$ 400,942 | \$ 400,942 | \$ 400,942 | \$ 400,942 | \$ 400,942 | \$ 400,942 | \$ 400,942 |
| 1 | G | Civic | 65,000 SF | Yes | 65,000 SF | \$ 110 | \$ 7,150,000 | \$ 303,235 | \$ 630,215 | \$ 1,735,854 | | | \$ 155,126 | \$ 155,126 | \$ 155,126 | \$ 155,126 | \$ 155,126 | \$ 155,126 | \$ 155,126 |
| 1 | P | Student Housing | 115,000 SF | Yes | 115,000 SF | \$ 110 | \$ 11,500,000 | \$ 33,660 | | | | | | \$ 274,454 | \$ 274,454 | \$ 274,454 | \$ 274,454 | \$ 274,454 | \$ 274,454 |
| 1 | O | Student Housing | | Yes | | | | \$ 67,656 | \$ 57,750 | | | \$ 159,066 | | | | | | | |
| 2 | F | Parking Garage | 160,000 SF | No | | | | | | | | | | | | | | | |
| 2 | H1,H2 | Institutional | 150,000 SF | Yes | 150,000 SF | \$ 100 | \$ 15,000,000 | \$ 477,836 | \$ 272,367 | | \$ 750,203 | | \$ 325,440 | \$ 325,440 | \$ 325,440 | \$ 325,440 | \$ 325,440 | \$ 325,440 | \$ 325,440 |
| 2 | K | Parking Garage | 200,000 SF | No | | | | | | | | | \$ 325,440 | \$ 325,440 | \$ 325,440 | \$ 325,440 | \$ 325,440 | \$ 325,440 | \$ 325,440 |
| 3 | B | Apartments and Retail | 96,200 SF | Yes | 96,200 SF | \$ 110 | \$ 10,582,000 | \$ 528,787 | | | | | \$ 528,787 | | \$ 229,587 | \$ 229,587 | \$ 229,587 | \$ 229,587 | \$ 229,587 |
| 3 | C | Parking Garage | 153,000 SF | No | | | | | | | | | | | | | | | |
| 3 | D | Senior Housing and Retail | 140,000 SF | Yes | 140,000 SF | \$ 125 | \$ 17,500,000 | \$ 734,459 | \$ 720,050 | | | | \$ 1,454,509 | | \$ 379,680 | \$ 379,680 | \$ 379,680 | \$ 379,680 | \$ 379,680 |
| 3 | I | Hotel - University Inn | 39,000 SF | Yes | 39,000 SF | \$ 140 | \$ 5,460,000 | \$ 210,940 | \$ 120,236 | | | | \$ 331,176 | | \$ 118,460 | \$ 118,460 | \$ 118,460 | \$ 118,460 | \$ 118,460 |
| 3 | J | Hotel - University Inn | 40,000 SF | Yes | 40,000 SF | \$ 140 | \$ 5,600,000 | \$ 186,606 | \$ 106,365 | | | | \$ 292,971 | | \$ 121,498 | \$ 121,498 | \$ 121,498 | \$ 121,498 | \$ 121,498 |
| 4 | | | | | | | | | | | | | | | | | | | |
| 4 | L | Retail | 18,500 SF | Yes | 18,500 SF | \$ 120 | \$ 2,220,000 | \$ 161,305 | | | | | | | \$ 48,165 | \$ 48,165 | \$ 48,165 | \$ 48,165 | \$ 48,165 |
| 4 | | Pavillion | 2,400 SF | Yes | 2,400 SF | \$ 120 | \$ 288,000 | \$ 36,196 | | | | | | | \$ 6,248 | \$ 6,248 | \$ 6,248 | \$ 6,248 | \$ 6,248 |
| 4 | N | Retail | 24,000 SF | Yes | 24,000 SF | \$ 120 | \$ 2,880,000 | \$ 236,963 | \$ 247,644 | | | | \$ 682,108 | | \$ 62,484 | \$ 62,484 | \$ 62,484 | \$ 62,484 | \$ 62,484 |
| 5 | E | Apartments and Retail | 114,000 SF | Yes | 114,000 SF | \$ 110 | \$ 12,540,000 | \$ 631,826 | \$ 360,141 | | | | | | \$ 991,967 | | \$ 272,068 | \$ 272,068 | \$ 272,068 |
| 5 | | Surface Parking | | No | | | | | | | | | | | | | | | |
| 5 | | Surface Parking | | No | | | | | | | | | | | | | | | |
| | Totals | | 1,610,100 SF | | ##### | | \$ 121,600,000 | \$ 4,902,729 | \$ 2,794,556 | \$ 1,735,854 | \$ 750,203 | \$ 929,710 | \$ 4,190,587 | \$ 1,449,944 | \$ 3,408,033 | \$ 2,416,067 | \$ 2,688,134 | \$ 2,688,134 | \$ 2,688,134 |
| TOTAL SALE REV. TO RH: | | | | | | | | \$ 7,697,285 | 10 YEAR TOTAL CITY REVENUE TOTAL: | | | | | | | | | | \$ 22,944,800 |

[illegible]

SIDEWALK DEVELOPMENT

Rock Hill Phasing Plan





1 - Indoor Athletic Tournament Ctr. – 163,000 SF 2018

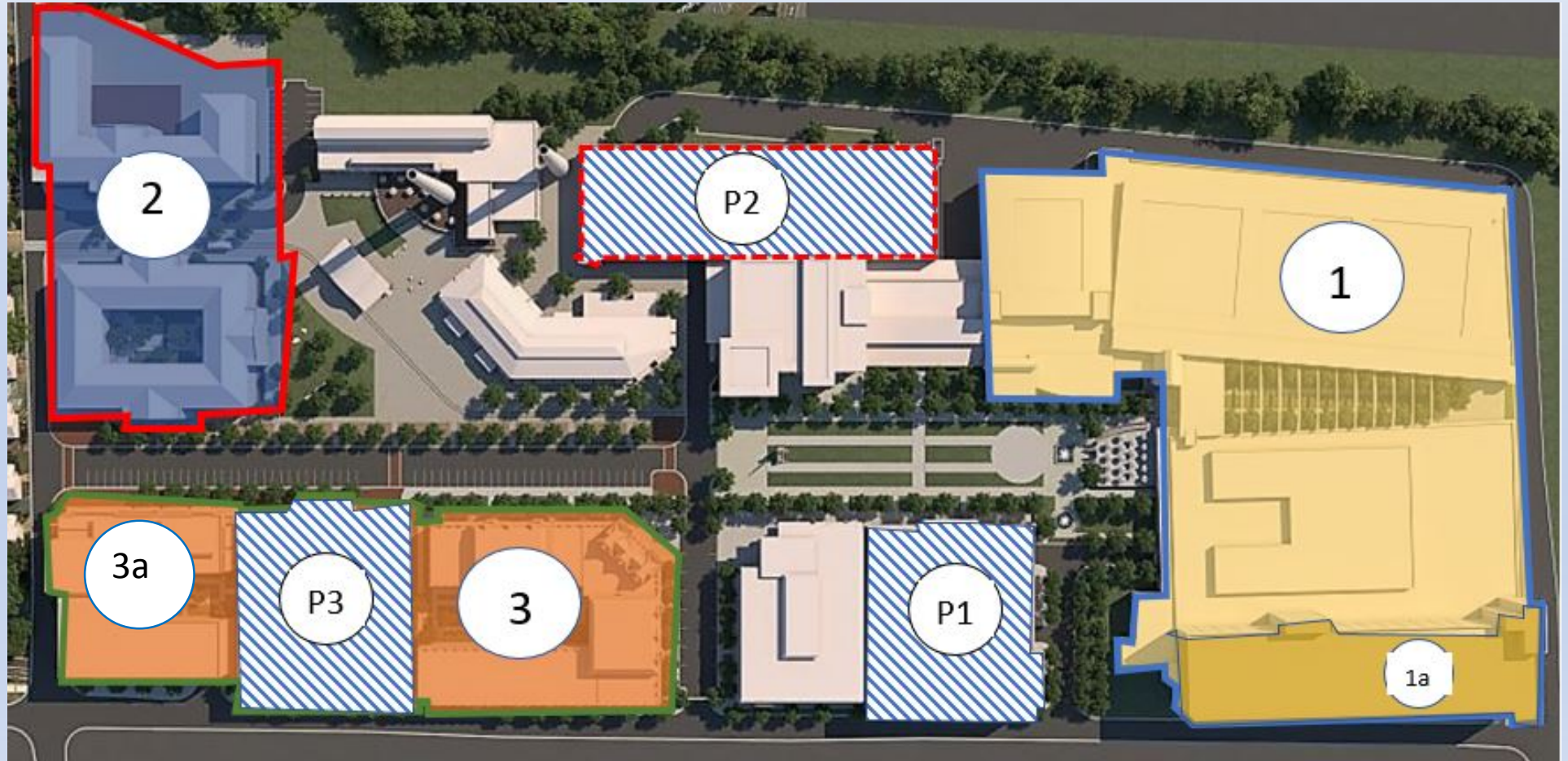
P1 – 520 car Pkg Deck - 2017

1a – Lowenstein Office - @160,000 SF w 280 cars below -
2017



2 – 500 beds Student Housing in 2 buildings

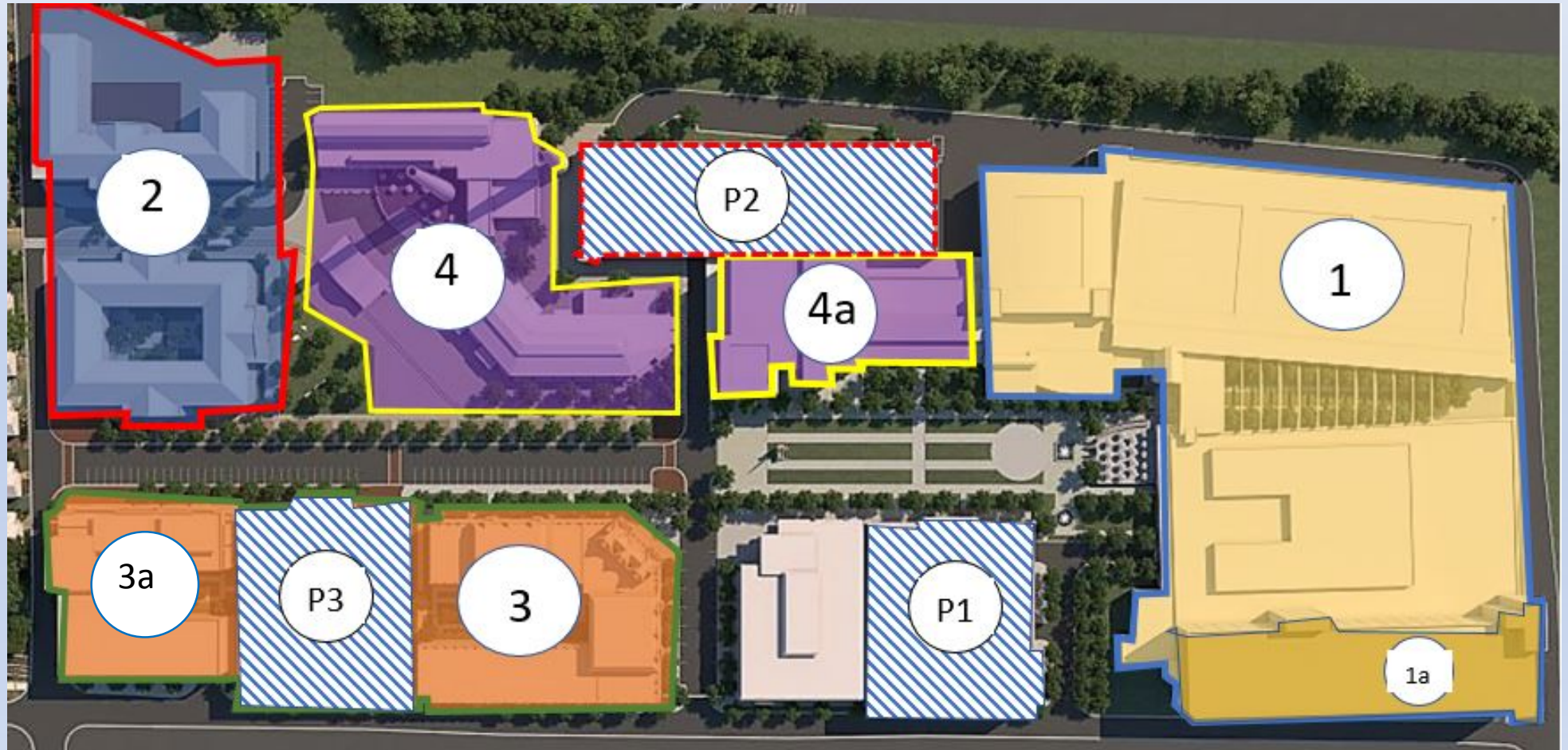
P2 – 780 car Pkg Deck



3 – 55+ Apartments: 2019

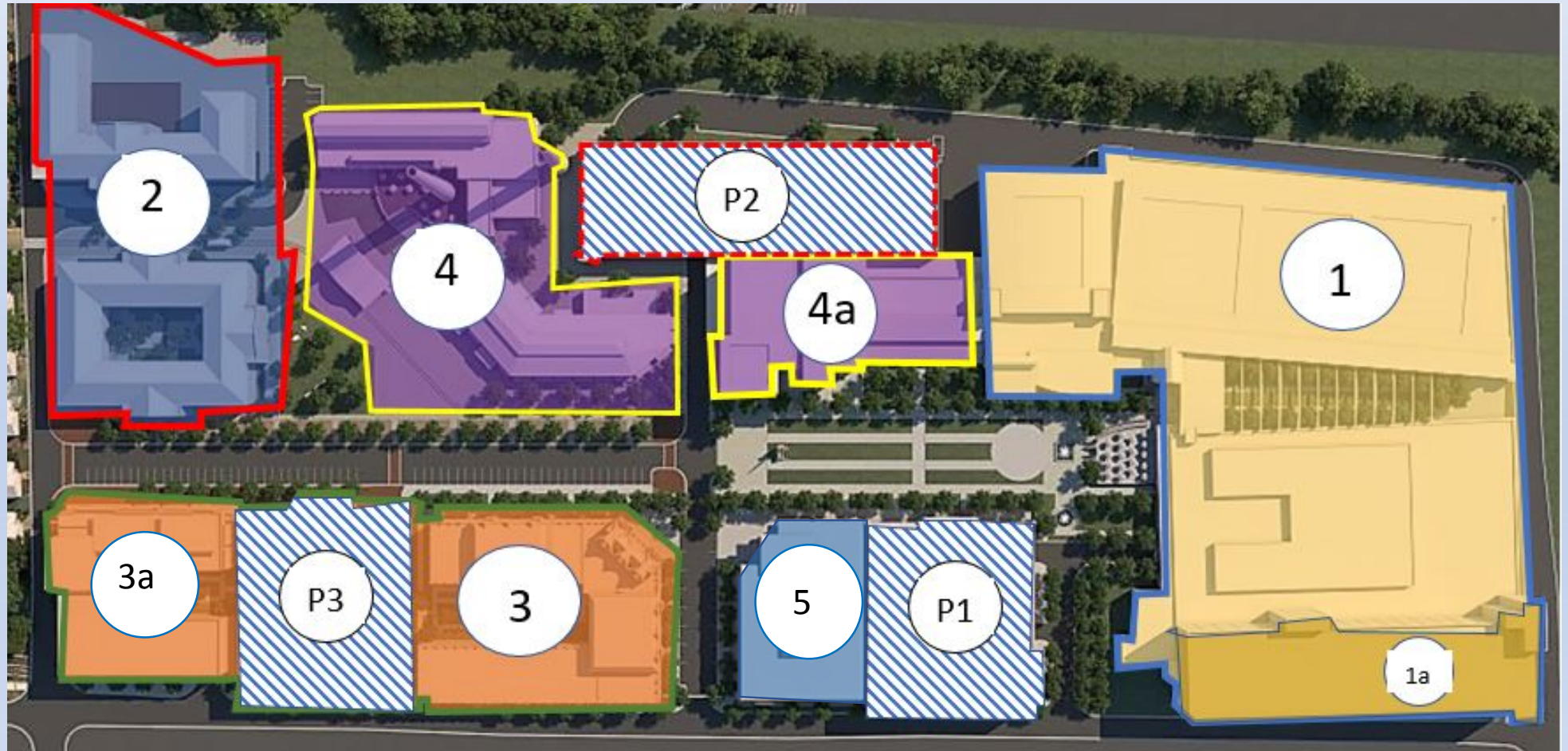
P3 – 420 car Pkg Deck; 2019

3a – Market rate rental @ 70 units: 2019



4 – 16,000 (or 32k on 2 floors) Boler Plant Retail & 16,000 SF Market Shed

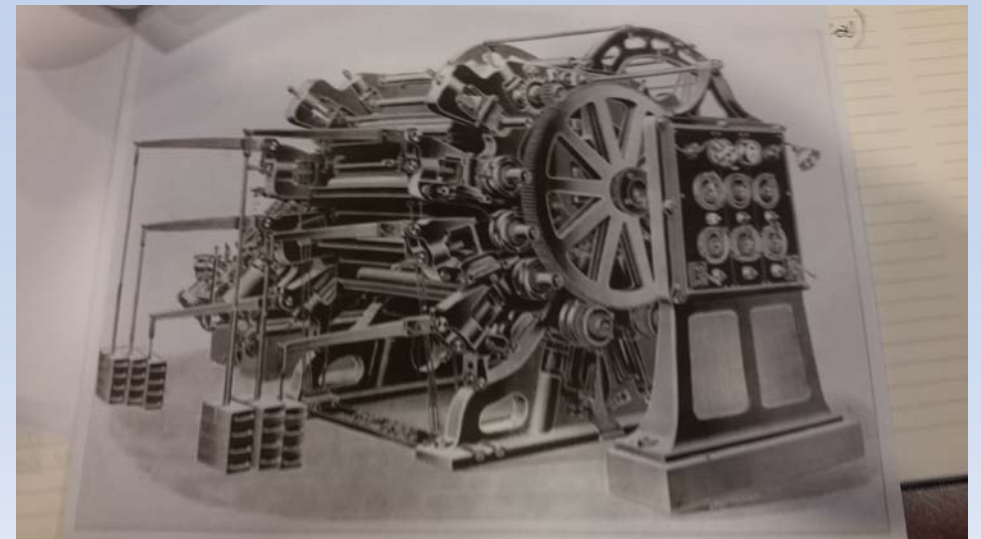
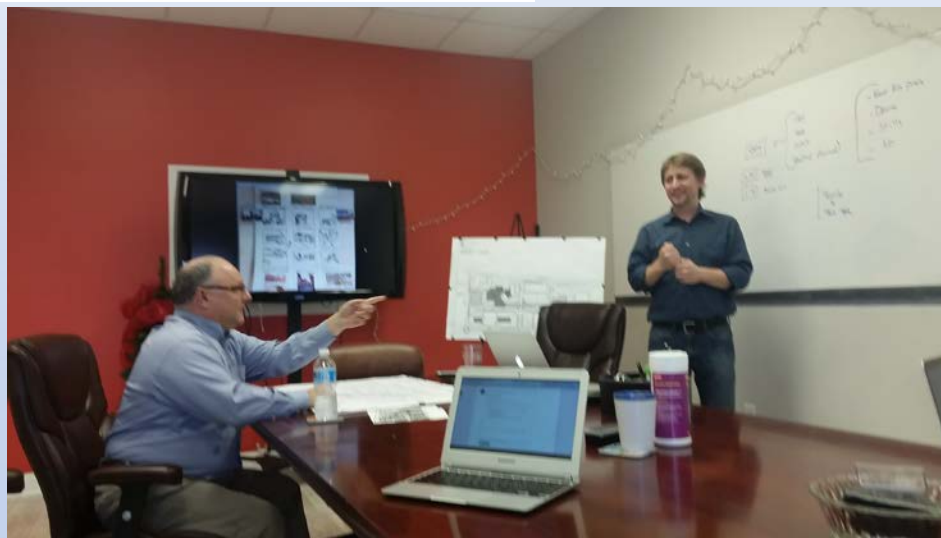
4a – 200-key Conference Hotel

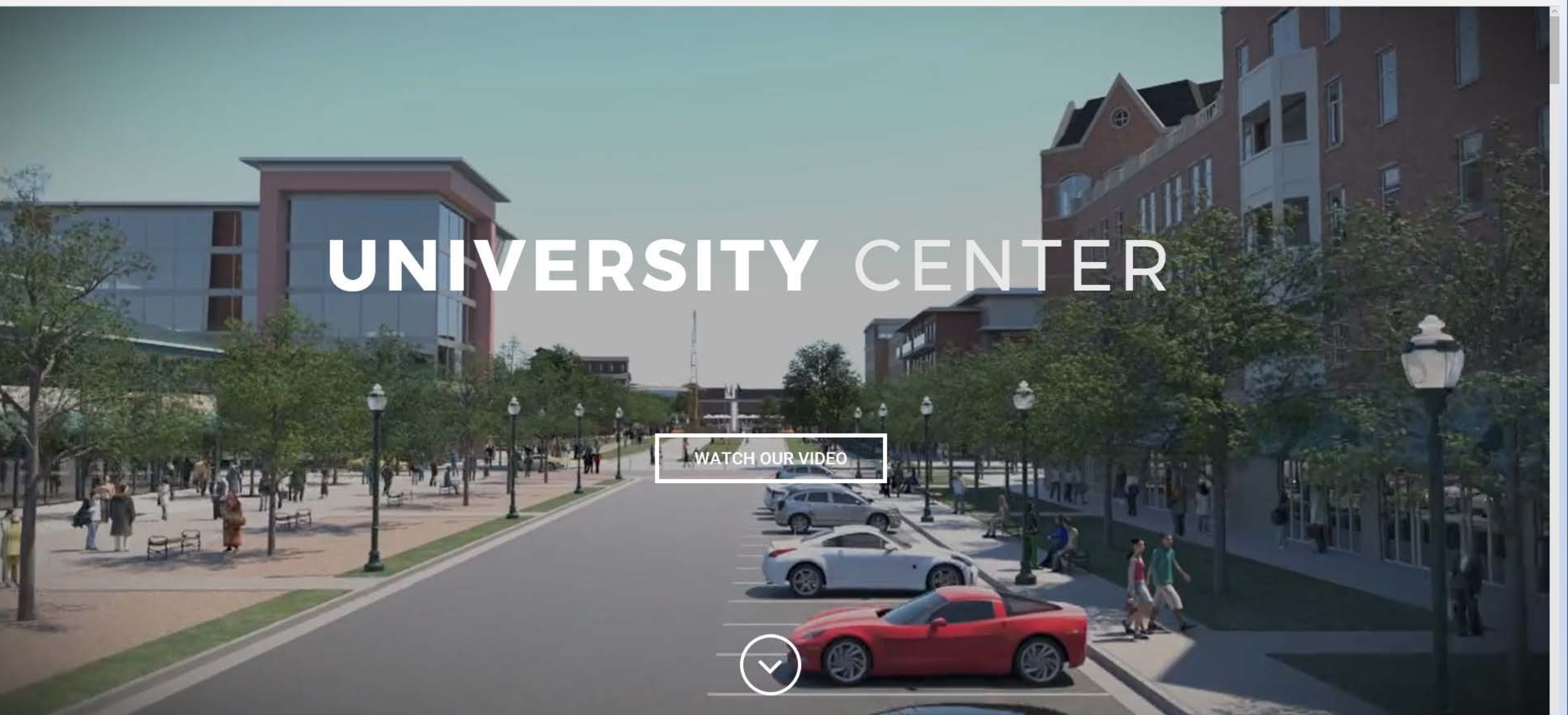


5 – 60,000 SF Office or, Apartments – depends on market conditions



Total Project Immersion





Master Developer is a Conductor to many talented individuals and groups. The Challenge is taking many “1st Chair” players (and soloists) and help them get along to make beautiful music for urban vision and development excellence.

- T S Elliott

