



**To:** MAYOR AND COUNCIL

**Agenda Item #:** Work Session

**From:** Bill Neuendorf  
Economic Development Manager

**Action**   
**Discussion**   
**Information**

**Date:** September 2, 2014

**Subject:**

Grandview Development Partner – interviews

**Action Requested:**

Interview potential development partners for the former Public Works site at 5146 Eden Avenue.

**Information / Background:**

Ten development teams responded to the Request for Interest (RFI) issued in June. The RFI was informed by the work of the Community Advisory Team and authorized by the City Council on June 17, 2014. Responses were received from the following teams. All the responses are posted at [www.edinamn.gov/grandview](http://www.edinamn.gov/grandview).

- Beard Group with Momentum Design, Building Construction Management, Inc. and Centra Homes
- Cuningham Group with Lander Group, CPM/Michaels Organization and Artspace
- Dominion with BKV Group architects
- Doran Companies with ESG Architects and Westwood Professional Services
- Frauenshuh with Opus Group, Reynolds Urban Design and Confluence
- Greco Development with BKV Group architects and Frana Companies construction
- Kraus-Anderson Realty Company with ESG Architects
- PLACE (Projects Linking Art, Community and Environment), a non-profit developer
- Ryan Companies with Excelsior Group
- TE Miller Development with Ron Clark Construction and Tushie Montgomery Architects

This response followed extensive outreach to the urban planning and real estate development communities. The RFI packet was sent to more than 60 local professionals via U.S. Mail and e-mail. Print and internet ads were placed in local and national trade journals. The RFI was also posted to the websites of Urban Land Institute MN, American Planning Association MN and MN Commercial Association of Real Estate (MNCAR).

Narrowing the Field

As described in the RFI document (see page 4 attached), an ad-hoc committee of City staff representing Administration, Community Development, Economic Development, Parks & Recreation and Engineering reviewed the responses. The staff evaluation is based on eleven measures:

- 1) Does the team possess necessary qualifications to co-develop the site with a mixed-use project consisting of public and private components in a manner that responds to the GrandView Development Framework using extensive public engagement?
- 2) Does the team have the capacity to arrange financing and complete the project?
- 3) Have members of the team successfully completed projects in Edina?
- 4) Does the statement reflect a sincere understanding of the GrandView 7 Guiding Principles?
- 5) Does the statement demonstrate alignment with the GrandView Development Framework?
- 6) Has the team demonstrated strong examples of public/private projects or projects with civic/community uses?
- 7) Has the team demonstrated examples where extensive public engagement occurred?
- 8) Does the statement recognize the multiple modes of transportation that surround the site and show willingness to achieve a high degree of walkability?
- 9) Has the team demonstrated strong examples of “place making”?
- 10) Has the developer historically retained long-term ownership of the property and demonstrated responsible stewardship of completed projects?
- 11) Has the team submitted a work plan that realistically addresses the needs and time requirements?

After evaluation, four teams rose to the top while five teams ranked in a secondary group. Staff invited the four highest ranking teams to be interviewed by the City Council. These teams are:

- **Doran Companies** with ESG Architects and Westwood Professional Services
- **Frauenschuh Commercial Real Estate Group** with Opus, Reynolds Urban Design and Confluence
- **Greco, LLC** with BKV Architects and Frana Companies
- **Kraus-Anderson Realty** with ESG Architects and Melrose Company

#### Presentations by the Finalists

These teams will attend the City Council Work Session on September 2<sup>nd</sup>. Each team will be given 20 minutes to present their qualifications with an additional 15-20 minutes for questions from the City Council.

#### Selecting a Preferred Partner

A follow-up conversation is scheduled for the September 16, 2014 City Council Work Session. During this session, it is anticipated that the City Council will discuss their preferences for a potential partner. The preferred partner would then be formally discussed and named at the regular City Council meeting later that evening.

Attachments: (June 2014 Request for Interest, four statements of interest)



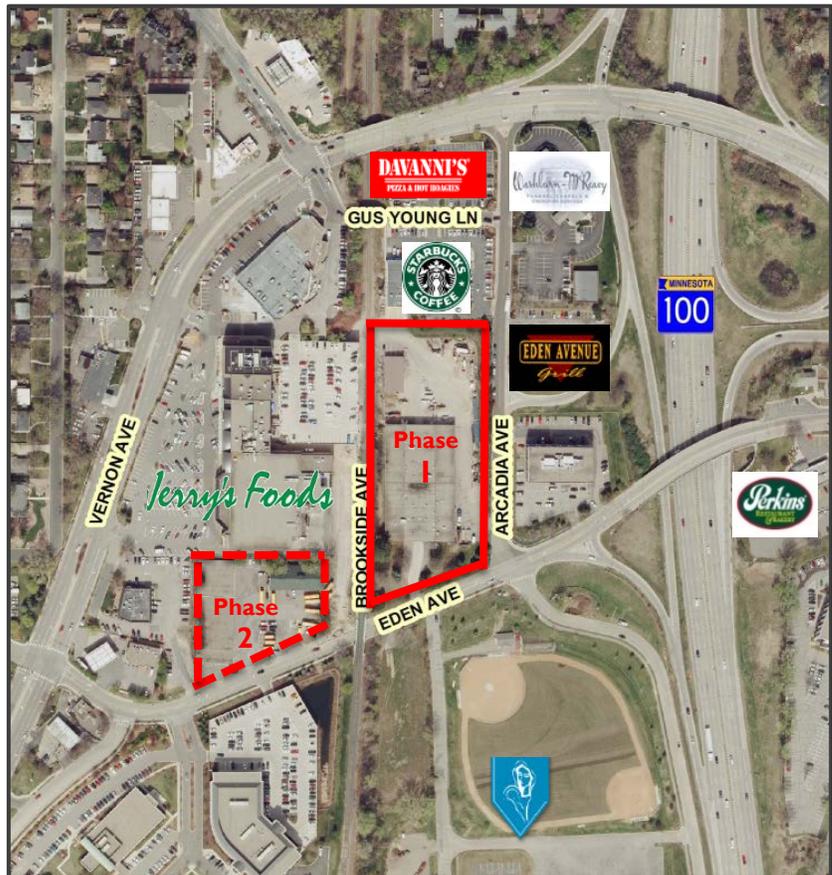
# City of Edina, Minnesota GrandView Phase I Redevelopment, 5146 Eden Avenue Request for Interest for Development Partner

The City of Edina has a rich history of innovative developments that have become national models for public/private partnerships. We are looking for a development partner to collaborate with us to create Edina's next great neighborhood amenity.

## Objective

The City of Edina is seeking a partner with real estate development expertise and experience to collaborate in implementing the *GrandView District Development Framework*. As Phase I in the implementation process, this partner will work with the City to determine public and private uses on a vacant 3.3-acre parcel (the former Public Works site) in the center of the District and then potentially design and construct the structure(s) that house those uses.

The School Bus Garage at 5220 Eden Avenue is potentially Phase 2 in the redevelopment process. This parcel is wholly owned by Edina Independent School District 273. Any redevelopment planning for this parcel will take place in partnership with District 273 in a separate process unrelated to this Request for Interest.



It is important to the City that all sites be developed in a manner that innovatively responds to the needs of the community and is successful in the marketplace.

## Background

In 2010, the City initiated a community-based small area guide plan process for the GrandView District, led by residents, business and property owners, including a volunteer team of architects, landscape architects, and urban planners (all Edina residents). The innovative, collaborative and intensive process (10 meetings in 20 days) resulted in the unanimous approval of seven Guiding Principles for redevelopment of the GrandView District:

### GrandView Guiding Principles

1. Leverage publicly-owned parcels and civic presence to create a vibrant and connected District that serves as a catalyst for high quality, integrated public and private development.
2. Enhance the District's economic viability as a neighborhood center with regional connections, recognizing that meeting the needs of both businesses and residents will make the District a good place to do business.
3. Turn perceived barriers into opportunities. Consider layering development over supporting infrastructure and taking advantage of the natural topography of the area.
4. Design for the present and future by pursuing logical increments of change using key parcels as stepping stones to a more vibrant, walkable, functional, attractive, and life-filled place.
5. Organize parking as an effective resource for the District by linking community parking to public and private destinations while also providing parking that is convenient for businesses and customers.
6. Improve movement within and access to the District for people of all ages by facilitating multiple modes of transportation, and preserve future transit opportunities provided by the rail corridor.
7. Create an identity and unique sense of place that incorporates natural spaces into a high quality and sustainable development reflecting Edina's innovative development heritage.

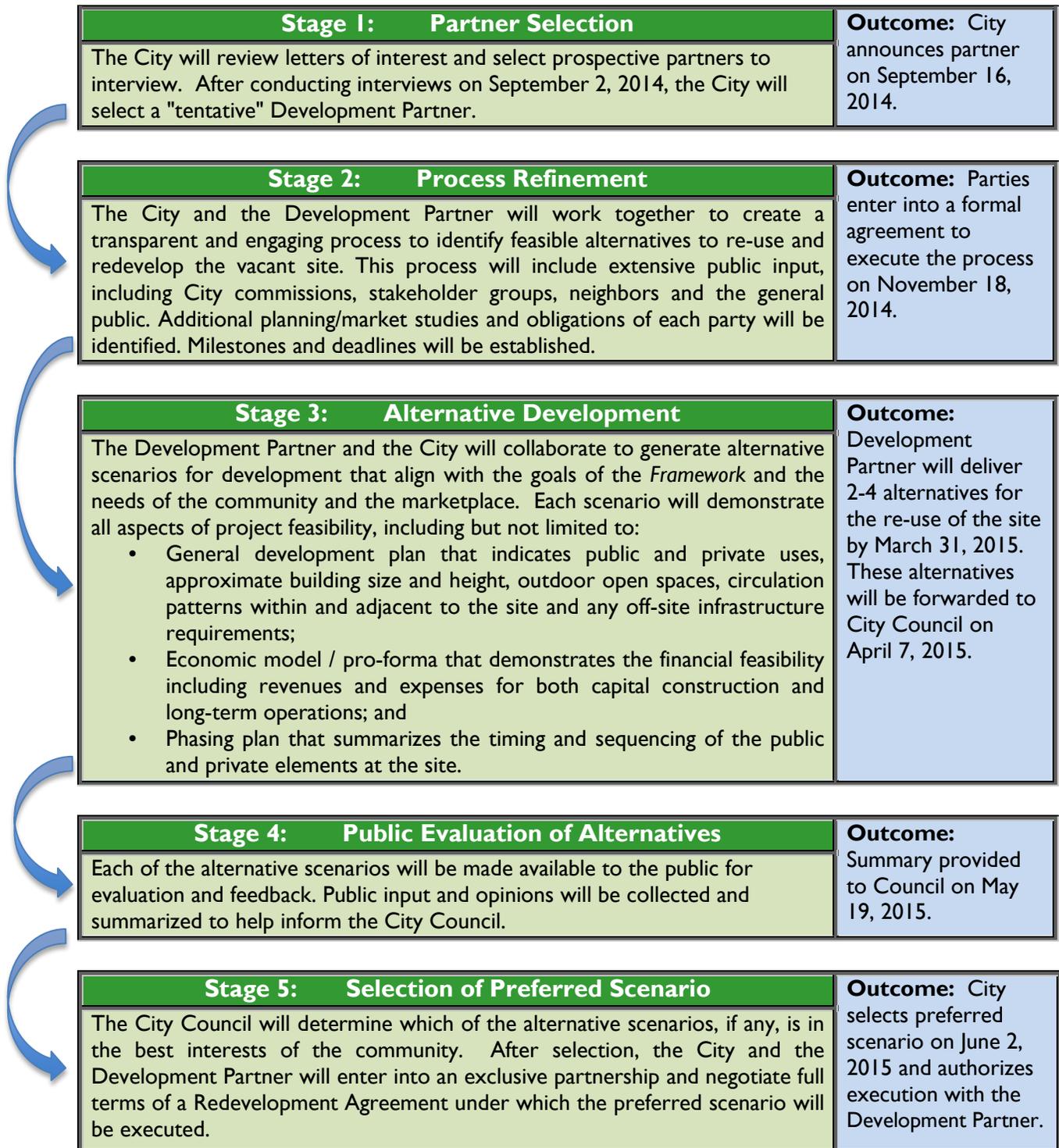
In April of 2012, with the help of a \$100,000 Met Council Livable Communities grant, the City completed the second citizen-led phase of the process resulting in the unanimous City Council adoption of the *GrandView District Development Framework*. The *Framework* (available at [www.edinamn.gov](http://www.edinamn.gov)) provides a vision for how to bring the Guiding Principles to life.

In the GrandView District, the former Public Works site at 5146 Eden Avenue provides a unique and singular opportunity to create a major new public realm amenity that will add interest to the area for all stakeholders, add value to real estate, and provide a signature gathering place in the heart of the District. This amenity, the GrandView Commons, is envisioned to include a community building, public green, and new street (GrandView Crossing). Additional elements potentially envisioned for the site include a Metro Transit park and ride and possibly multi-family housing.

In keeping with the spirit of the *Framework*, all uses must provide for bicycle and pedestrian connectivity and adhere to best practices with regard to environmental sustainability. In addition, development must consider and should preserve future transit use of the adjoining rail line. Additional visions for the site and the district is found in the *Framework*.

## Collaborative Process

The City anticipates a multi-stage process to collaborate with a potential Development Partner to achieve the vision outlined for the former Public Works site in the *Framework*.



While the City expects this process to result in a feasible development scenario, other approaches to development planning are encouraged and will be considered as part of the Letter of Interest.

## Submission Requirements

Interested entities (whether an individual, company, or team) should submit a Letter of Interest that includes the following information:

- 1) Name, mailing address, telephone number, and email address of the primary contact person;
- 2) The names and professional backgrounds of all team members who are integral to the project;
- 3) A general statement of why the team is interested in this opportunity, including the team perspective of the community vision outlined in the *Grandview Development Framework* and preliminary thoughts on how development of the site can serve as a catalyst for private development of the surrounding parts of the District;
- 4) Three examples of experiences with the one or more of the following attributes: civic/community uses, mixture of public and private uses, public/private partnerships, multi-modal transportation elements, environmental sustainability or innovate project financing;
- 5) Two examples of projects shaped with extensive public input;
- 6) Preliminary work plan that outlines the critical elements and milestones anticipated when working with the City to advance from “vision” to “reality”; and
- 7) Any other information that is critical to the City’s ability to evaluate the merits of the team.

Respondents are encouraged to be thorough, yet concise. References to online project examples are encouraged. Letters of Interest must be limited to 10-pages. Submission is due by 4:30pm on Monday, August 11, 2014. The Letter of Interest must be submitted in electronic format with 10 printed hard copies delivered to:

City of Edina  
4801 West 50<sup>th</sup> Street  
Edina, MN 55424  
Attention: Bill Neuendorf, Economic Development Manager  
[bneuendorf@edinamn.gov](mailto:bneuendorf@edinamn.gov)

## Selection

All complete submittals received prior to the deadline will be evaluated by an ad-hoc selection team comprised of City staff likely to be engaged in the development planning process. Submittals will be evaluated on past experience, professional capabilities and ability to collaboratively work in partnership with the City to successfully create innovative development alternatives for the site. The City will determine which responders, if any, will be invited to interview.

Selected responders will be invited to give in-person presentations to the City Council on Tuesday September 2, 2014 at 5:00 PM. Based on the Letter of Interest and in-person interviews, the City Council anticipates selecting a “tentative development partner” to explore the feasible alternatives for the site on September 16, 2014. Development planning is anticipated to begin immediately thereafter.

## **Terms**

This is a request for Letters of Interest and in no way obligates the responder to enter into a relationship with the City. Nor does this request obligate the City to enter into a relationship with any entity that responds, nor does it limit or restrict the City's right to enter into a relationship with any entity that does not respond to this request. In its sole discretion, the City may pursue discussions with one or more entities responding to this request, or none at all. The City further reserves the right, in its sole discretion, to cancel this Request for Letters of Interest at any time for any reason. All costs associated with responding to this request will be solely at the responder's expense.

## **Additional Information**

In addition to the Development Framework, the City has commissioned several studies that may inform the response to this Request for Interest. These documents include: environmental studies, Community Facility Inventory, Edina Resident Survey and preliminary traffic and underground infrastructure studies. A finding of TIF eligibility was also completed for the site. These documents are available at [www.edinamn.gov/grandview](http://www.edinamn.gov/grandview).

Questions about this Request for Interest can be directed to Bill Neuendorf, Economic Development Manager at 952-826-0407 or [bneuendorf@edinamn.gov](mailto:bneuendorf@edinamn.gov).



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# Grandview Phase I Redevelopment



RFI  
Prepared for  
City of Edina

August 11, 2014







## GRANDVIEW: OUR INTEREST AND PERSPECTIVE

The guiding principles and the broad direction provided in the GrandView plan are a thoughtful and reasonable framework from which to begin collaboration with a developer. Doran Companies, with its long history of engaging and collaborating with communities to revitalize neighborhoods with mixed use developments whose design and uses provide regional connectivity and appeal to a wide range of demographic groups, has a very strong interest in working with the City of Edina and its residents to bring a collective Grandview Phase I vision to reality.

To that end, this letter of interest offers a review of our relevant experience, a presentation of our partners for design, engineering, landscape design and sustainability, and finally, three additional visions for Phase I. We offer these visions as a glimpse of our creative thinking, but with an understanding that the project's final vision will evolve from continued contributions of talented planners and designers, economic realities, and careful consideration of the preliminary studies and community assessments.

Because the opportunity to develop a parcel of this size and potential will require hard decisions based on economic feasibility, scale and community acceptance, we feel our experience of assessing market viability of the various elements suggested and applying wisdom gained from similar projects to determine uses and design characteristics would be invaluable.

Thank you for the opportunity. We would be honored to be chosen to partner with your city and the GrandView community to bring this project to fruition.

Kelly Doran  
Doran Companies



One of the fastest growing companies in the Upper Midwest, we have a long history of developing and constructing mixed use and multi-family residential projects in cooperation with public and private entities. Important to our success is our ability to work with city and county governments, their planning agencies, neighborhood associations, local businesses, and the community at large. For more information on Doran Companies: [www.DoranCompanies.com](http://www.DoranCompanies.com)



**Kelly Doran**  
**Founder & Principal | Doran Companies**

Kelly plays an integral role in leading the Doran development team. A premier developer in this market, Kelly has 30 years of experience developing, constructing and owning a variety of multi-use projects comprised of millions of square feet. A graduate of the University of Minnesota with an MBA from the Carlson School of Business, Kelly was recently elected a member of the Minnesota Shopping Center Association (MSCA) Hall of Fame.



**Scott Casanova**  
**Vice President/Major Projects, LEED AP Certified**

Scott applies his 25 years of experience and extensive range of skills and knowledge to managing major general contracting projects. Scott's recent experience includes the The Bridges, a 202-unit, 11-story post tension concrete apartment building, Latitude 45, a 319-unit, 13-story Class A market apartment building and the iconic Foshay Tower conversion from an office building to a 230 room W Hotel. He is graduate of the University of Wisconsin-Stout, with a BS in Industrial Technology with a concentration in Building Construction Management.



**Bruce Carlson**  
**Vice President/Business Development**

Bruce is a veteran construction manager and business development executive with previous experience at United Properties and Mid-America Real Estate. As Vice President of Development he works with senior Doran Company managers to develop general contracting relationships with third party clients. Over the past four years, Bruce has worked with the City of Edina on the redevelopment of Centennial Lakes Plaza, including Whole Foods, Home Goods, Jason's Deli, Starbucks and La-Z-Boy.



**Curt Martinson**  
**Director of Development**

Curt's responsibilities include working with local officials and real estate industry leaders to identify and pursue development opportunities. A graduate of Concordia College in Moorhead, Curt worked much of his career in the property management, development, and finance sectors, including serving as president of several financial institutions.

# OUR PARTNERS

## ELNESS SWENSON GRAHAM ARCHITECTS



Headquartered in Minneapolis where the firm enjoys a leadership position in redevelopment, ESG won the American Institute of Architects Firm Award for “innovation in urban residential mixed use design.” ESG has partnered with Doran Companies on several mixed use developments and has a proud history of working with the City of Edina on projects such as Centennial Lakes. For more information on ESG: [www.ESGarch.com](http://www.ESGarch.com)



### **Aaron Roseth | Principal**

As a Principal with ESG, Aaron has been responsible for a variety of projects including award-winning multifamily residential buildings, student housing, and hospitality projects. As a Project Manager, Aaron has proven a successful delivery model for numerous complex projects ranging from \$25 - \$100 million dollars.



### **David L. Graham, FAIA, LEED AP | Principal**

A founding principal of ESG, David Graham has worked and led many market segments including mixed-use developments, higher education, corporate/commercial and multi-family housing. Regardless of project type or location, his projects have always combined innovative architecture with sound financial and urban design principles, contributing vibrancy to local communities, including the City of Edina.



### **Trace Jacques AIA, CID | Vice President & Design Principle**

Trace Jacques primary responsibilities as a Senior Design Architect at Elness Swenson Graham Architects, Inc. include design leadership and master planning. He has experience in a broad range of projects at ESG, with a specific focus on the corporate sector, mixed-use/multi-family developments, transit facilities, hospitality, senior and student housing.

## WESTWOOD PROFESSIONAL SERVICES



Westwood is a multi-disciplined survey and engineering firm providing services for land development and renewable energy generation projects. The firm was established in 1972 and services clients across the nation from multiple U.S offices. For more information on Westwood: [www.WestwoodPS.com](http://www.WestwoodPS.com)



### **Dan Parks, PE | Land Development Director**

For the past 30 years, Dan has provided consulting services for private land development and public infrastructure projects. He strives to help local and national clients secure the best and highest use of their property.



### **Chad Feigum, PLA | Project Manger/Landscape Architect**

Chad is proud of his involvement in Edina's Centennial Lakes Whole Foods project including the incorporation of the underground storm water retention system, landscape design and traffic analysis. Another example of Chad's work is the Eden Prairie Staring Lake Business Center, a 20-acre site that included the preservation of natural woodlands, tree replacement, landscape design, and natural rock boulder walls allow the site to resemble the natural setting that it surrounds.



### **Gretchen Schroeder, PE, LEED AP | Project Engineer, Commercial Services**

Gretchen has more than 18 years of experience in the engineering field, including project design and management for residential, commercial, and public development projects. As a LEED Accredited Professional, she has worked to integrate sustainability into her projects and to provide awareness of innovative design features.

# PERTINENT EXPERIENCE

## CENTENNIAL LAKES | Westwood

Westwood has a long history with **public and private uses** and **environmental sustainability**, most notably Centennial Lakes in Edina. Centennial Lakes is one of the original large urban mixed use redevelopments that has been a model for many other communities in implementing a strong and vibrant pedestrian focused neighborhood. The overall development construction spanned over a decade implementing an urban park and storm pond as the center jewel, surrounded by residential, retail, office, and entertainment uses. The park is set below the roadway level for noise buffering and includes a variety of unique uses around a central attractive storm pond that incorporates paddle boats, gondolas, floating fountains, model sail boats, and ice skating. Other key park amenities includes plaza fountains, amphitheater, lawn games, natural turf mini golf, rock outcroppings, gardens, seating plazas, multi-surface trails, pedestrian bridges, ornamental lighting, outdoor sound system, and connections to other local trails. This was integrated into the private development of multi-story condominiums, cobblestone row houses, retail center, high-rise office, medical office building, and entertainment venues. All focused on creating an inviting and attractive pedestrian environment with memorable curb appeal within the busy Edina community.



## UNIVERSITY OF MINNESOTA STUDENT HOUSING | Doran

Recognizing a scarcity of privately-owned modern off-campus student housing at the University of Minnesota in 2008, Kelly Doran met with regents, school housing officials and the president of the University to propose a **public/private solution**.

Part of the solution was that the University agreed to sell Doran Companies prime real estate they owned near the campus. The hurdle being that the University, already in very tight landscape, was not in the business of selling real estate. However, working together to solve a housing problem, the University of Minnesota, Doran Companies and the City of Minneapolis embarked on a vision that over the next six years resulted in the construction of six Doran owned and managed premier student housing projects. In addition, all six of the Doran projects at the University are located and managed to provide its residents with **multi-modal transportation options** including walking, Nice Ride bikes rentals,

Zip and Hour Cars and Metro Transit option of Bus and light rail—all of which contribute to a more sustainable living environment where students have much less dependence on automobiles for transportation.

## MILL & MAIN | ESG & Doran

Working together on the Mill & Main mixed use residential project ESG and Doran Companies employed **sustainable designs**, the use of **energy efficient systems** and **green building practices**. The development featured a series of green elements including green construction practices and materials specification, thermal high-efficiency window and exterior envelope systems and a green roof.

In addition, the development required a keen appreciation for **working with public entities** to meet the requirements of building in a historical district and in the environmentally sensitive Mississippi River water way. These public agencies included state and city Historical Societies, United States Corp of Engineers, Environmental Protect Agency and Minnesota Pollution Control Agency.



# PROJECTS SHAPED WITH PUBLIC INVOLVEMENT

## SILVER LAKE VILLAGE | Doran

St. Anthony, MN  
Public/Private Partnership  
Project Construction Value: \$150 Million

A classic redevelopment story with every possible challenge imaginable, Silver Lake Village in St. Anthony was a determined \$150 million public and private venture with the city’s elected officials and staff, developer Kelly Doran, and the community. After months of hard work and dozens of public meetings, the result was a dynamic public/private mixed-use development consisting of public outdoor recreational and performance space, private retail, medical, market rate apartments and family residential housing that was recognized with the following awards:

- NAIOP Award of Excellence
- Minnesota Shopping Center Association STARR Award/Design & Aesthetics
- Business Journal/Best in Real Estate



## CALHOUN COMMONS | Doran

Minneapolis Lakes Area

The Calhoun Commons neighborhood center is an urban infill project located in one of the most highly visible and desirable residential areas of Minneapolis. The 66,150 square foot center is anchored by Whole Foods Market and additional tenants include Noodles & Co, Chipotle, and Caribou Coffee. When proposed, the project required significant creative and innovate site design methods to accommodate a small site size, city zoning ordinances and the community’s desire for aesthetic and sustainability considerations. As the development’s leader, Kelly Doran, working with City of Minneapolis planning officials, personally attended



over 25 evening neighborhood meetings where he listened to concerns but also made efforts to clearly explain the assets of the development and how it would benefit the area. The project went on to be built and has become a hub of activity in the Calhoun Isles lakes area.

# GRANDVIEW VISIONS | VISION A



Site Plan

## ◀ Site Plan

- A | 5 story residential over 2 levels of parking
- B | Community open/green space
- C | Community building with future transit station
- D | Private residential courtyard
- E | Public art park over rail line
- F | Pedestrian link



Aerial View Looking Northwest



Aerial View Looking Southwest - (Public Open Green Space and Community Building)



View from OLG Athletic Fields Looking North



Aerial View Looking Northeast - (City Hall in the Distance)

# GRANDVIEW VISIONS | VISION B



- Site Plan**
- A** | 12 story residential over 2 levels of parking
  - B** | Community open/green space
  - C** | Community building with future transit station
  - D** | Public/private open green space
  - E** | 8 story residential lining 2 levels of parking
  - F** | 3 story townhomes



Site Plan

Aerial View Looking Northwest



Aerial View Looking Southwest - (Public Open Green Space and Community Building)



View from OLG Athletic Fields Looking North



Aerial View Looking Northeast - (City Hall in the Distance)

# GRANDVIEW VISIONS | VISION C



Site Plan

## ◀ Site Plan

- A | 14 story residential tower over 2 levels of parking
- B | Community open/green space
- C | Community building with future transit station
- D | Public/private green courtyard
- E | Public art park over rail line
- F | Pedestrian link
- G | 3 story townhomes
- H | 5 story residential
- I | Residential amenity building



Aerial View Looking Northwest



Aerial View Looking Southwest - (Public Open Green Space and Community Building)



View from OLG Athletic Fields Looking North



Aerial View Looking Northeast - (City Hall in the Distance)

# GRANDVIEW VISIONS | VISION C



Detailed Aerial View Looking North Showing Elevated Art Park & Pedestrian Link



View from City Hall Along Proposed East/West Pedestrian Axis

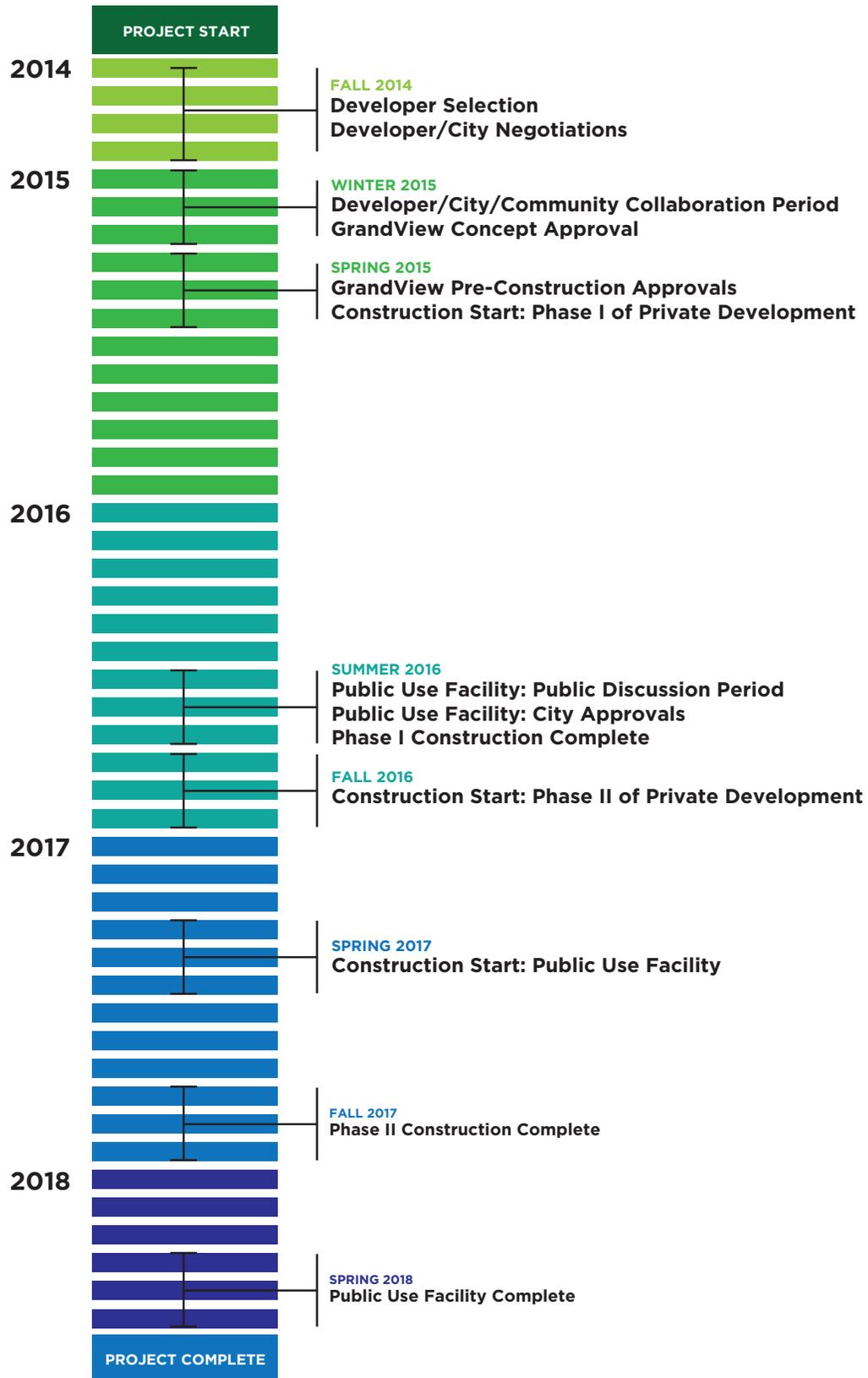


Aerial View Looking Southeast - (Showing Pedestrian Links)



Site Plan Within Over All Grand View Master Plan

# GRANDVIEW CONCEPTUAL PHASING/TIMELINE





#### **Contact Information**

**Kelly Doran**

Office: 952.288.2000

[Kelly@DoranCompanies.com](mailto:Kelly@DoranCompanies.com)

7803 Glenroy Road, Suite 200

Bloomington, MN 55439

[www.DoranCompanies.com](http://www.DoranCompanies.com)



# GrandView District

## PHASE 1 REDEVELOPMENT



**NEIGHBORHOOD**



**PLACE MAKING**



**REVITALIZATION**



Primary Contact:

**David M. Anderson**

Frauenshuh, Inc  
Senior Vice President  
david.anderson@frauenshuh.com  
D: 952.767.2838 | C: 612.845.4257



7101 West 78th Street  
Suite 100  
Bloomington, MN 55439

Bill Neuendorf, Economic Development Manager  
City of Edina  
4801 West 50th Street  
Edina, MN 55424

August 11, 2014

**RE: GrandView Phase 1 Redevelopment (former Public Works site)**

Dear Mr. Neuendorf:

We are excited to submit the enclosed response to the City of Edina's Request for Information (RFI) for a Development Partner in connection with the GrandView Phase 1 Project.

Frauenshuh, Inc. in collaboration with The Opus Group, Reynolds Urban Design and Confluence, brings together a multi-disciplined urban design, development, engineering, and public engagement team with the experience, credentials, organizational and communicative focus to attain the objectives of this project.

The basic elements that guide and shape our response to this RFI:

- Success with public-private partnerships: Deep experience working with municipalities in cooperative mixed-use developments.
- Technical expertise: A multi-disciplinary team process that blends the required experience with the critical components of the project.
- Local commitment: We are a team of stakeholders with roots in the Edina community as residents, business owners and investors, and are committed to excellence and long-term success within the community.

The following contents are enclosed with this package as requested in the RFI:

- Cover letter / contact information
- Names & background of key team members
- Team organization
- General statement
- Relevant project experience
- Project with extensive public input
- Preliminary work plan
- Why our team

We are excited to work with the City of Edina to create a catalytic and dynamic phase I project that reflects the City of Edina and community vision for the GrandView District.

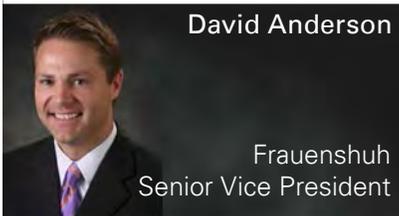
Best Regards,

A handwritten signature in blue ink, appearing to read 'David M. Anderson'.

David M. Anderson  
Senior Vice President

# Names & Background

The key team members that will participate in the GrandView Phase 1 development process:



- **David Frauenshuh** opened Frauenshuh, Inc in 1983 as a local property management company. Today, Frauenshuh has grown into a full-service commercial real estate company with approximately 4.5 million square feet of owned assets throughout the country. David serves on the many boards of for-profit and non-profit organizations and is a long-time resident of Edina.
- **Dean Williamson** joined Frauenshuh in 1992 and oversees and manages the Frauenshuh portfolio. Dean has a diverse real estate investment and development background in all markets including healthcare, office and retail sectors. Dean is a lifelong Edina resident.
- **David Anderson's** professional background spans over 21 years in commercial real estate, development, brokerage, investment, construction and economic development. Dave's acumen in strategic planning, site selection, financing, governmental procedures and project execution is leveraged on a local and national basis.
- **Dave Menke** joined Opus in 1995 and oversees all development for Opus' Midwest region. Dave has 27 years of real estate development and brokerage experience. Since joining Opus, Dave has overseen the development of over 10 million square feet of office and more than 2,000 units of residential projects throughout the region.
- **Matthew Rauenhorst** works with the Opus development team with a focus on creating new residential living and office development opportunities in Minnesota, Iowa, Wisconsin, North Dakota, South Dakota and Missouri markets.
- **Dean Newins** leads design efforts supporting various projects within the organization, including client interface and development of design solutions based on project requirements. Additional responsibilities include working with and coordinating various team components, including both internal and external design and engineering resources.
- **Dennis Reynolds** brings a passion for place making to award winning national and international urban design projects. As a former City of Leawood Planning Commissioner and current chairman of the City of Des Moines' Urban Design Review Board, Dennis brings extensive experience with successful private/public partnerships. His work has been published in USA Today as well as in multiple design books and periodicals.
- **Terry Minarek** has been practicing landscape architecture internationally for over 20 years, bringing an extensive background in urban planning, programming, public facilitation and public space design. He has dedicated his career to creating meaningful spaces that challenge the conventional boundaries of landscape architecture. Terry's award winning body of work includes major civic plazas, urban parks, hospitality, medical and corporate campuses and master planning.

## One Team. One Objective.

Working as a single, multidisciplinary team of experts, we will work cooperatively with the City of Edina to translate the vision into a collaborative development team process that supports the goals of the City and GrandView District. Our integrated approach will assure a well-informed, technically sound, and market supportable development scenario evaluation process. Each of our firms and team members bring relevant experience, expertise, and a passion for achieving mutually beneficial outcomes that are economically viable and that will respond to a long-term vision for GrandView.

### Experience and expertise:

#### Frauenshuh

- Master Developer
- Project Feasibility Analysis
- Real Estate Investment & Finance
- Leasing & Marketing
- Asset & Property Management

#### The Opus Group

- Development
- Finance
- Sales / Leasing
- Interior Design
- Architecture
- Engineering
- Construction / Project Management

#### Reynolds Urban Design

- Team Master Planner
- Urban Design
- Design Process Facilitation
- Strategic Planning Concepts

#### Confluence

- Public Facilitation
- Public Space Programming
- Landscape Architecture
- Public Space Design

### Community Facilitation

Design and planning is a collaborative, managed process. Whether that involves working directly with an individual client, or involves hundreds of interested community participants, our team understands the value in fully exploring the opportunities any given project provides. We take pride in developing an interactive planning and design process that is specifically tailored to the unique needs of each project. Our process ensures key project issues and opportunities are clearly communicated, provide a common understanding of the goals to be achieved, lead to comprehensive solutions that reflect the input of all participants and build a sense of ownership in the decisions being made while establishing a clear vision for the eventual development of the site.

We have developed a broad range of tools and interactive exercises to actively engage a variety of stakeholders in the design and planning process. These are tailored specifically to the unique needs of each project and planning process, and the final results are somewhat different, and in almost every case better. The resulting planning concepts will serve as catalysts for development while maintaining flexibility to meet market demands in Edina.





*“Our team is committed to achieving development reality through a catalytic partnering approach that brings open communication, market feasible solutions, public enhancement, creative urban planning and design excellence to the forefront of the process.”*



The GrandView District Phase I Redevelopment opportunity is fitting for the Frauenshuh/Opus/Reynolds Urban Design team, working in conjunction with the City of Edina and community stakeholders. Our project team brings extensive private-public development and redevelopment partnership experience, and is deeply invested in the Edina community as businesses, residents, and community stakeholders.

The City of Edina and many community stakeholders have poured a considerable amount of time and energy in articulating a broad vision for the GrandView District through the **GrandView District Development Framework** process and by preparing for the next steps of implementing the vision through this Request for Interest for Development Partner. Our team is committed to achieving development reality through a catalytic partnering approach that brings open communication, market feasible solutions, public enhancement, creative urban planning, and design excellence to the forefront of the process.

Frauenshuh/Opus/Reynolds Urban Design team members represent the very best in their respective disciplines of real estate development and finance, long-term ownership, asset value creation, urban architecture, planning, and design-build construction. The strength of our team is demonstrated in over \$3 Billion in successful real estate projects executed on a local and national level, including numerous public-private partnerships.

Our team is further enhanced with the resource of Confluence, a public space/use facilitator, designer and programmer. Confluence will function as a navigator and guide to accomplish the absolute best opportunities and outcome for public realm components of the project that will be at the forefront – not an afterthought – of the Frauenshuh/Opus/Reynolds Urban Design process. We are excited about the possibilities and outcomes this approach will bring to our team and the City of Edina.

While the public works site represents the first step in the implementation of the broader **GrandView District Development Framework** vision, the complementing vision of the Frauenshuh/Opus/Reynolds Urban Design team is to create a “neighborhood district with regional distinction” that delivers multiple components, public and private, and phases of development that will span years and possibly decades to fully implement. Our team members have proven track records with this planning model, remaining involved in numerous development projects that have been designed and developed in phases over many years.

It is this level of local commitment and values to see a vision through and a true passion for community building that position our team as the natural partner for the City and its stakeholders. We stand ready to join forces with the City of Edina to create the new centerpiece district for the Twin Cities metropolitan region.



### Setting the stage for an Excelsior Boulevard Renaissance

The Park Village redevelopment project at the intersection of Excelsior Boulevard and Hwy. 100 in St. Louis Park represented the catalytic phase of development along Excelsior Boulevard, which set the stage for Excelsior Grand and ensuing phases of development along the Boulevard over the past two decades.

Frauenschuh, working in conjunction with Park Nicollet and in a public-private partnership with the City of St. Louis Park, delivered the retail mixed-use, restaurant, health care campus expansion and parking ramp components of this 20+ acre area. Historical use of the site included Ernie's Beltline Pay Dump and prior obsolete commercial uses. Thus, poor soil conditions and environmental remediation measures were major economic and project feasibility challenges that were overcome with creative, collaborative solutions that lead to this vital project.

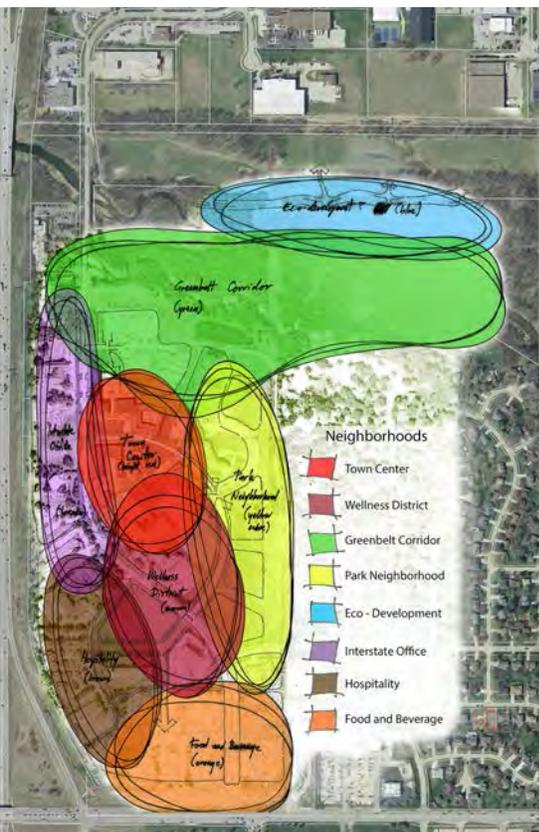
As the master developer, Frauenschuh lead the planning, development and project design and implementation effort working with the City of St. Louis Park and Park Nicollet on the parking and health care campus components. Frauenschuh has retained long term ownership of the mixed-use retail and restaurant components of the project, continuing its investment, leasing, and day-to-day management of the project.



### GrandView Area Revitalization

As master developer and master planner of this multi-purpose mixed use project, Opus created the vision and direction for each of the developments that make up GrandView Square. Beyond the master planning efforts, Opus was the designer and builder of the 36,000 square foot, two story Library & Senior Center facility. With a Senior Center for Edina residents on the first floor and a Hennepin County Library on the second floor, it took the collaborative efforts of the City of Edina, Hennepin County and Opus to make the vision a reality.

In addition to the Library and Senior Center, the project includes a 96,250 square foot Class A office building. This successful office project is still owned by an Opus related entity. The final piece to the offering at Grandview Square are the residential condominiums, offering additional housing options for residents of Edina.



### Facilitating a public/private partnership to create a mixed-use Town Center

Urban design services were provided for an in-fill site parallel to I-35/I-80 with interchanges at both ends of the study area. Reynolds Urban Design identified distinct neighborhood districts and a development strategy based on market research and interviews with the development community. Following the completion of the Vision Plan, the City of Clive hired Reynolds Urban Design to create specific design concepts for the Town Center Neighborhood (with over half a million square feet of proposed development) and assist in establishing a public/private partnership for development.

The Clive Town Center Vision Plan and Neighborhood Master Plan provides the City with design and development tools including an overall development theme, specific design concepts and detailed design guidelines to evaluate, select and work with a private development partner. Thorough, interactive design processes included design workshops with a citizen steering committee, work sessions with City Council members and public open house forums. Low Impact Development (L.I.D.) standards were integrated into the design solutions for cost effective and sustainable management of resources. The Clive Neighborhood Master Plan recently received the highest award in its category from the Central States chapter of ASLA.

## Projects with Extensive Public Input



**Venue at Dinkytown** - The entitlement process started in November of 2012 with an initial meeting with planning staff at the City of Minneapolis. At staff's direction, we presented our proposed project in December of 2012 to the Marcy Holmes Neighborhood Association. Over the course of the next 12 months Opus held numerous public meetings with various committees of the Neighborhood Association, the City and Business District. There were numerous design modification made throughout the process to accommodate recommendation from the stakeholders. After collaborating with the Dinkytown Business Association and the University of Minnesota, Opus added additional hourly parking to the project that could be used by anyone visiting Dinkytown.

In parallel with review from the Neighborhood Association, Opus had a collaborative process with the City of Minneapolis. The project team presented at two preliminary workshop meetings with the City of Minneapolis Planning Commission, leading to a vote in support of the project by the planning commission. The project then went to a vote before the full city council and received support to move forward.

After the completion of this process, the project was described by one of the City of Minneapolis's lead planners as an example of "how" urban redevelopment should be done.

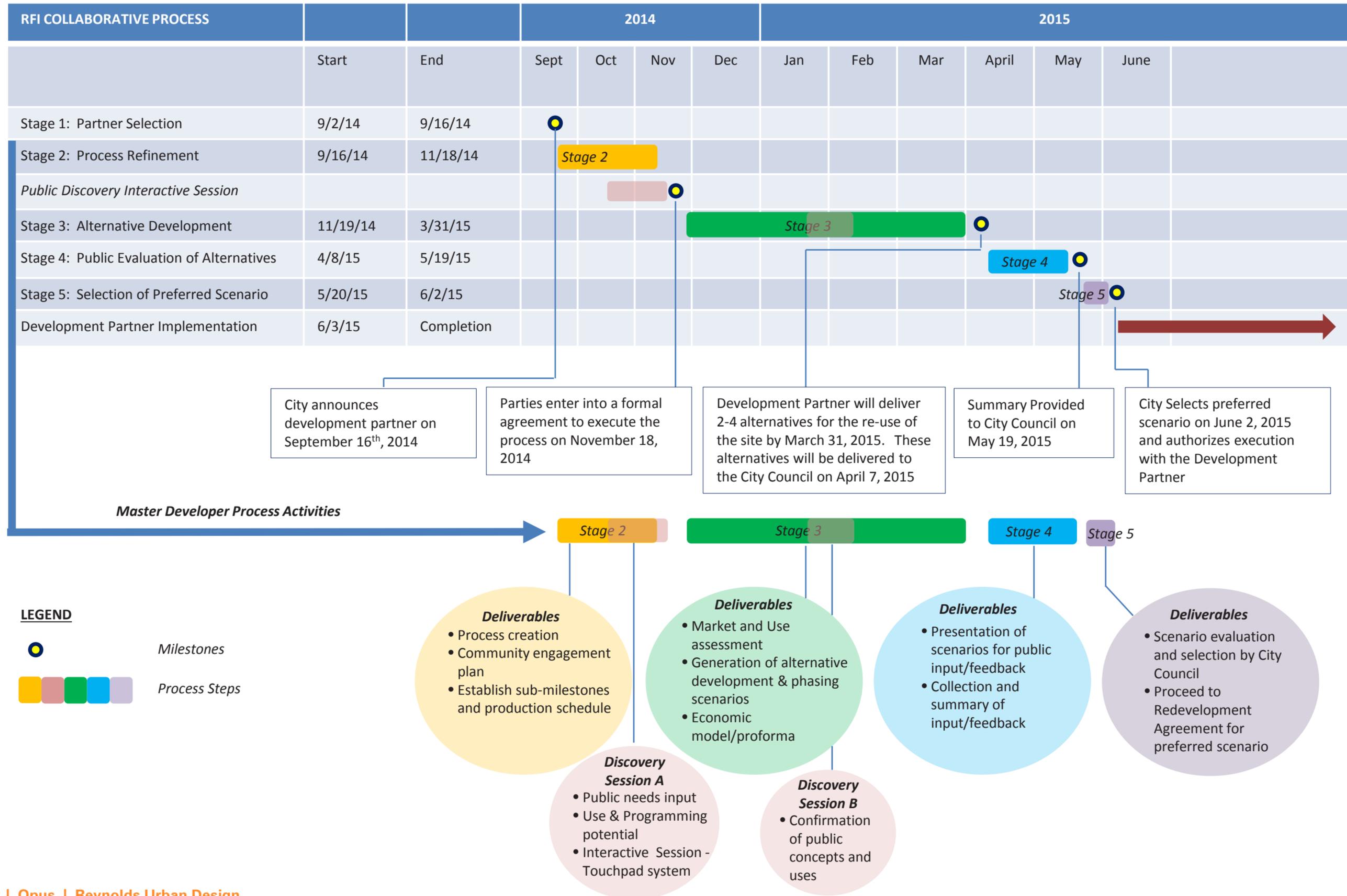
**Lawson Commons** - Frauenshuh led the effort to plan, design and develop what was and is still known today as Lawson Commons in the heart of downtown St. Paul. This 436,000 square foot 13-story Class A office building is more than a landmark address and structure in St. Paul; it is the result of a true public-private collaboration that lead to the transformation of two distressed and underused blocks within the City. Lawson Commons set the stage for job creation and future investment in and around the St. Peter and 6th Street district. Lawson is flanked by the St. Paul Hotel, Landmark Center, The Ordway Center for the Performing Arts and Rice Park. The created green space flanking Landmark Center was designed and planned to accentuate the streetscape and surrounding architecture and to create a place for public art display such as the notable Charles Schulz Snoopy sculptures.

The 1,006 space parking ramp constructed on the block and owned by the City of St. Paul was an integrally designed and planned component of the Lawson project. Today, the ramp functions as a multi-use facility for employees in the downtown St. Paul district as well as for visitors and guests to the downtown area. The lobby of Lawson effectively functions as an interior "pedestrian main street" between the parking ramp and the city streets leading to Rice Park and nearby locations such as Xcel Energy Center. The main floor lobby features a Kincaid's restaurant, coffee shop, Chipotle restaurant and bank.

As the developer and owner of this project, Frauenshuh lead the development process through various neighborhood and stakeholder planning phases to capture community objectives in the plan. Today, Frauenshuh still functions as the property leasing and management company, demonstrating again its long term care and role in the assets that we envision and create.

In addition to these relevant projects, Frauenshuh and Opus have been involved in many public private partnerships, including Arbor Lakes at Maple Grove, St Francis Hospital in Shakopee and LaSalle Plaza in downtown Minneapolis.

# Preliminary Work Plan: Grandview Phase 1 Collaborative Development Process





The GrandView District project presents both challenges and fantastic opportunities. The Frauenshuh/Opus/Reynolds Urban Design team understands these dynamics and has the collective experiences to identify and create project solutions that will add to this wonderful neighborhood. We believe the following represent some important topics relevant to the GrandView District project that uniquely qualify our team:

**Identify Community Needs** - the GrandView District has been home to generations of families. There is a sense of community here. Much of this is centered around the Jerry's market area. In order to identify the important salient issues, community input is needed. We believe this input is instrumental in determining the best solution in the evolution of the GrandView District. We propose an interactive public discovery and communication process to gain and incorporate stakeholder input.

**Walkable Community** - as our team reviewed the RFI and the GrandView District Development Framework, it became clear that one of the greatest opportunities was to improve the walkable environment. Creating connections within the district will further enhance the vitality and energy of the neighborhood. But it's not just about getting there. The path needs to connect with its surroundings and create that sense of place. We have demonstrated this through our work and are dedicated to this outcome for GrandView.

**Value Driven Development Solution** - a development opportunity is not just about placing a building on a site in isolation. It requires an understanding of existing conditions, market needs, its place in the overall environment, and its contribution to the community. The Frauenshuh/Opus/Reynolds Urban Design team understands these important issues and will use them to create the right solution for this site and for the Edina community.

**Collaboration** - the best project solution typically results from multiple idea sources. Our team guides sourcing of ideas through collaboration but also through leadership. We see the GrandView District project having the opportunity to be influenced by many stakeholders but also by a team of experts and the market. The project solution will be strengthened by this collaboration.

**Experience** - as provided in our RFI response, the Frauenshuh/Opus/Reynolds Urban Design team has had the opportunity to lead and be involved in many projects with similar conditions as the GrandView District project. Each of these experiences has prepared us for this project. This includes the public engagement and design process, perfecting the development solution, capitalization of the investment, construction execution and long-term ownership and operation. We are both humbled and excited by the opportunity to share our experience to create a truly unique project solution.

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greco  
BUILDING FORWARD

Contact:

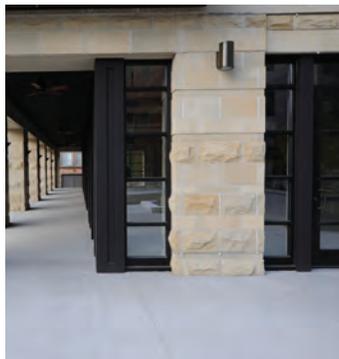
ARNIE GREGORY  
OWNER & PRESIDENT  
612-630-2450 (O)  
612-877-0999 (CELL)  
AGREGORY@GRECOLLCC.COM



# GrandView Phase I Redevelopment

Statement of Interest for Development Partner

City of Edina, MN



August 11, 2014

City of Edina  
4801 West 50th Street  
Edina, MN 55424  
Attention: Bill Neuendorf, Economic Development Manager  
Email: [bneuendorf@edinamn.gov](mailto:bneuendorf@edinamn.gov)

Re: GrandView Phase I Redevelopment, 5146 Eden Avenue  
Request for Interest for Development Partner – Statement of Interest

Dear Mr. Neuendorf and GrandView District:

greco  
BUILDING FORWARD

607 WASHINGTON AVENUE NORTH  
SUITE 100  
MINNEAPOLIS, MN 55401

(612)630.2450  
(612)630.2453 FAX

[WWW.GRECOLLC.COM](http://WWW.GRECOLLC.COM)

Please accept this response and letter of interest from Greco for the GrandView Phase I Redevelopment. The GrandView project represents an exceptional place-making opportunity within the City of Edina. It will transform over three acres of vacant land into tree-lined blocks of urbanity and civility, complete with diverse housing, storefront retail, and new public pathways and open space. We welcome the opportunity to engage with city planners, neighbors, and stakeholders to solidify the vision for this area and look forward to this proposal being brought to reality.

Our development team has a 20-year track record of together completing successful, urban redevelopments of similar scope and difficulty to the GrandView District Redevelopment. Our team has collaborated with cities, neighborhood organizations, and business associations on other large scale mixed-use redevelopments, and we are excited to help turn the GrandView District Vision and Framework into a financially-feasible reality that increases the tax base and enhances the vibrancy of the District. Additionally, the Principals of Greco are residents of Edina, raising their families there, and frequent the businesses of the GrandView District. We envision the potential for responsible, thoughtful redevelopment.

The goal of the project design is to respect the urban grid and existing context while introducing a fresh design style. The concept will offer a commitment to sustainable architecture, construction, and management. The development team will strive to create public spaces that contribute to the larger patterning of vehicular and pedestrian pathways, forming a vibrant and enriching community. Looking at the larger urban organization, the new pedestrian connections will introduce a smaller block pattern common in the city, relating to the immediate urban pattern. The development will offer improved walkability and connections to neighborhood services.

Open green space will not only be an amenity for the residents of the development, but for the larger community. We hope to encourage the intimate and simultaneous sharing of public space by a variety of people. In order to achieve this, urban public space should not be seen as an end in itself. It must be a part of a network of urban spaces that allow random movement of people. The notion of community is most readily expressed in the idea of a small, intimate village where everyone knows each other and feels engaged in their neighborhood.

The master plan will be designed with the appropriate density, and the building designs will incorporate high-quality materials and components. Our team will provide housing choices that are not currently available in the immediate area. It should be our shared goal to attract young professionals and families to Edina, while providing a lifestyle option for empty-nesters to move from single family homes. With future transit improvements and the ability to have multiple modes of transportation to the site, the GrandView District will be the first choice for Edina residents who want to live in a transit-oriented community. When completed, this development will substantially increase the tax base for the City of Edina.

Our team's proven history of successful similar developments in comparable cities will be the catalyst needed to bring the GrandView District Framework from vision into reality. We look forward to the next steps in the development process and working together with the District and each of the stakeholders to continue to shepherd the process to a successful fruition.

Greco Development,



Arnie J. Gregory  
President



**Arnie J. Gregory**

Owner & President

Arnie Gregory is the Owner and President of Greco Development, a full-service real estate firm located in Minneapolis, MN that performs investment, development, management, and leasing of residential and commercial real estate. Arnie and his family reside in the City of Edina and take great pride to call the City their home. He is responsible for the day-to-day operations of Greco as well as seeking out and identifying development opportunities, site acquisitions, and the placement of equity and debt. Greco projects include multi-family rental and for-sale housing, affordable housing, and mixed-use commercial, and owns or has developed projects with value in excess of \$500,000,000.

**Background**

Prior to starting Greco, Arnie was a 50% owner in HuntGregory, a real estate development firm. HuntGregory was responsible for developing over 500 condominium units in Downtown Minneapolis along with 400 rental units, 40,000 SF of retail and 50,000 SF of commercial office space in downtown Minneapolis. The HuntGregory development portfolio is in excess of \$150 million.

Before starting HuntGregory, He was employed by Can-American Realty Corporation. While with Can-American, Mr. Gregory was a partner and project manager responsible for the development of multifamily for-sale and rental housing. Can-American developed and managed over 3,000 residential units at the time.

Prior to joining Can-American, Mr. Gregory was employed by Norwest Bank in Minneapolis as a commercial mortgage banker in the Oil & Gas and Commercial Real Estate divisions.

**Education**

University of North Dakota  
Business with a concentration  
in Finance

**Professional Affiliations**

Urban Land Institute  
Minnesota Multi Housing  
Association (MHA)  
Minnesota Builders  
Association  
Minnesota Association of  
Real Estate Brokers



**Brent Rogers**

President

Mr. Rogers is President of Greco Properties and is a partner and project manager for new development projects at Greco Development. Brent is proud to say he and his wife raise their kids in the City of Edina. Professionally, he is responsible for overseeing the marketing, leasing, and property management of all new Greco projects. Brent is also responsible for seeking out new development sites and acquisition opportunities, contracting with 3rd parties for engineering and design, securing financing, and managing the construction process for new development projects.

**Background**

After graduating from the University of Wisconsin, Brent was a Developer with Dominion, a Minneapolis-based developer and owner of over 20,000 units of multifamily housing. At Greco since 2006, Brent has been instrumental in structuring and managing the following projects:

- Development of Lime Apartments in the Lynlake neighborhood of Minneapolis. Lime is a new construction mixed-use project with 171 apartments and 8,000 SF of commercial retail. Lime is a Joint Venture with ASB Capital (Project Size \$36,000,000)
- Historic Redevelopment of the Precision Building in the North Loop of Minneapolis into the ElseWarehouse Apartments, a mixed-use project with 116 apartments and 19,000 SF of commercial/retail with a construction loan from TCF (Project Size \$32,000,000)
- Development of Flux Apartments in the Uptown neighborhood of Minneapolis. Flux is a 216-unit market rate housing project that is a joint venture with the AFL-CIO Building Investment Trust. (Project Size \$38,000,000)
- Development of Towerlight Senior Living in St. Louis Park, Minnesota, a mixed-use project with 115-units of Independent/Assisted Living/Memory Care facility with FHA Section 232 Financing (Project Size 23,000,000)
- Development of Nine Mile Creek Senior Living in Bloomington, Minnesota, a 93 unit Independent/Assisted Living/Memory Care facility with FHA Section 232 Financing (Project Size \$16,500,000)
- Development of Blue Apartments in Minneapolis, Minnesota. Blue is a 242-unit mixed-use project with 12,500 SF of neighborhood retail with financing from ASB Capital and Guardian Life Insurance Company (Project Size \$50,000,000)

**Education**

University of Wisconsin-  
Madison - Real Estate and  
Urban Studies and Risk  
Management and Insurance

**Professional Affiliations**

Urban Land Institute (ULI)  
Minnesota Multi Housing  
Association (MHA)  
University of Wisconsin Real  
Estate Alumni Association  
(UWREAA)





**Education**  
University of Minnesota  
Bachelor of Architecture  
with Distinction

**Registration**  
Professional Architect:  
MN #11682  
NCARB #26798

**Jack Owen Boarman, AIA, NCARB**

Partner

Jack Boarman leads BKV Group’s design and community neighborhood efforts for housing and mixed-use developments. Through this experience, he has achieved a comprehensive understanding of all types of construction technologies. Jack works with local governments on entitlement plans for short- and long-term growth and renewal of communities. Together with the partners at BKV Group, Jack has been involved with the bring today’s lifestyle living to community developments.

**Partial Project Experience**

- Edina City Hall and Police Station, Edina, MN
- L&H Station, Minneapolis, MN
- One Southdale Place, Edina, MN
- Georgia Heights Mixed Use Development, Athens, GA
- The Shay Mixed Use Development, Washington, DC
- The Penfield Development, St. Paul, MN
- The Marshall Development, Minneapolis, MN

- LIME Mixed-Use Development, Minneapolis, MN
- Rosemount Development, Rosemount, MN
- Riverfront Residential Development, Minneapolis, MN
- The Murals of Lyn-Lake, Mixed-Use Redevelopment, Minneapolis, MN
- FLUX, Minneapolis, MN
- Eitel Building City Apartments, Minneapolis, MN
- Mill District City Apartments, Minneapolis, MN



**Education**  
University of Minnesota  
Bachelor of Architecture with  
Honors, Architecture Thesis  
Award

**Registration**  
Professional Architect:  
MN# 23555

**Michael J. Krych, AIA**

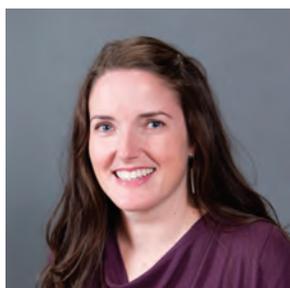
Design Partner

With over 25 years of experience, Mike Krych has developed a sizable, and award winning, body of work. His wealth of design experience includes municipal, housing, corporate, and mixed-use design. Mike provides design leadership to urban design group, having led in the planning and design of numerous complex mixed-use developments. As design partner on numerous major projects, he has guided those projects to produce buildings that function well and are sensitive to their neighborhoods and communities. He is dedicated to providing enduring, creative design that fulfills the needs of the client and user, and enriches the community and our environment.

**Partial Project Experience**

- Edina City Hall and Police Station, Edina, MN
- One Southdale Place, Edina, MN
- The Landings at Silver Lake Village, St. Anthony, MN
- Blue Apartments, Minneapolis, MN
- Heritage Landing Apartments & Townhomes, Minneapolis, MN
- The Penfield Development, St. Paul, MN
- LIME Mixed-Use Development, Minneapolis, MN

- Morrow Park City Apartments, Pittsburgh, PA
- Southside Works City Apartments, Pittsburgh, PA
- Elgin Artist Lofts, Elgin, IL
- Ann Arbor City Apartments, Ann Arbor, MI
- Mill District City Apartments, Minneapolis, MN
- Central West End City Apartments, Phase II, St. Louis, MO
- Soo Line Building City Apartments, Minneapolis, MN
- 1800 Lake on Calhoun, Minneapolis, MN



**Education**  
University of Minnesota, Twin Cities,  
Master of Architecture;  
University of Wisconsin, Milwaukee,  
BS in Architectural Studies

**Registration**  
Professional Architect:  
MN #46433, NCARB, Certificate  
#66057, LEED Accredited Professional

**Gretchen M. Camp, AIA, NCARB, LEED AP**

Partner, Entitlement

Gretchen has been with BKV Group for 14 years, starting in 2000 while completing her Masters degree and increasing her role within the firm into a position as Partner. Gretchen is involved with the initial stages of project development and is active with the Municipal planning process that includes presentations to Planning Commissions and City Councils for project approval. She works closely with neighborhood groups and community stakeholders during the project’s initial design phase. Gretchen’s client relation and project management skills are an integral part of the project team committed to delivering quality work that is on time and within budget.

**Partial Project Experience**

- L&H Station, Minneapolis, MN
- Blue Apartments, Minneapolis, MN
- The Penfield Development, St. Paul, MN
- A Mill Artist Lofts, Minneapolis, MN
- Buzza Lofts of Uptown, Minneapolis, MN
- Park Avenue Apartments, LSS, Minneapolis, MN
- LIME Mixed-Use Development, Minneapolis, MN

- Five 15 on the Park, Minneapolis, MN
- Flux Apartments, Minneapolis, MN
- Mill District City Apartments, Minneapolis, MN
- Soo Line Building City Apartments, Minneapolis, MN
- The Walkway Uptown Apartments, Minneapolis, MN
- 1800 Lake Apartments, Minneapolis, MN
- 301 Clifton Avenue Condominiums, Minneapolis, MN
- 520 2nd Street Apartments, Minneapolis, MN





**Education**  
University of Minnesota  
Master of Landscape  
Architecture

**Registration**  
Professional Landscape  
Architect:  
MN #41727

**Brady Halverson, ASLA, RLA**

Landscape Architect/Urban Designer

Mr. Halverson is a registered landscape architect with a strong background in written and graphic communication and 15 years of experience. Brady's work includes a broad range of project types including site design, master planning, corridor and transit-oriented development studies, comprehensive and redevelopment planning and process facilitation, and new town planning for both public and private clients. A common thread in all of Brady's work is an emphasis on sustainability and creation of meaningful places that offer unique design solutions specific to each client's needs.

**Partial Project Experience**

- |  |   |
|--|---|
| Edina Country Club Clubhouse Area Master Plan, Edina, MN*                            | WaHu Mixed Use Apartments, Minneapolis, MN  |
| Phalen Village Neighborhood Redevelopment Master Plan, St. Paul, MN*                 | New City Hall and Arts Center Site Master Planning & Landscape Architecture, Bloomington, MN* |
| Plymouth Public Safety/City Hall Landscape Architecture & Master Plan, Plymouth, MN* | Westwood Community Church Site Master Planning & Landscape Architecture, Chanhassen, MN*      |
| Mill City Quarter Mixed Use Apartments, Minneapolis, MN                              | East End Transit-Oriented Development Study, Hopkins, MN*                                     |
| Shepard Road/Davern Street Master Plan, St. Paul, MN                                 | Glen Lake Neighborhood Master Plan, Minnetonka, MN*   |
|  | Downtown East/North Loop Master Plan, Minneapolis, MN*  |



**Education**  
University of Wisconsin-Stout/  
Menomonie, B.S. Construction

**Mike Benedict**

President/Owner

As President and Owner, Mike splits his time managing projects, overseeing field carpentry operations, corporate office management and working on the pre-construction phase of multiple projects. During the design/pre-construction phase, Mike works directly with owners and architects to finalize project estimates, provide value engineering and mechanical and electrical design coordination, oversees completion of drawings and details, and coordinates all required contract documents to commence construction on a timely basis.

**Partial Project Experience**

- |   |  |
|---|--|
| Cornelia Place Apartments, Edina, MN                            | The Harbor at Peace Village, Norwood Young America, MN |
| The Oaks at Glen Lake – The Exchange, Mixed-Use, Minnetonka, MN | Camerata Apartments, St. Louis Park, MN                |
| Town Centre, Mixed-Use, Waconia, MN                             | Third Avenue Condominiums – Phase I, Minneapolis, MN   |
| Ellipse on Excelsior, Mixed-Use, St. Louis Park, MN             | Waters of Plymouth, Plymouth, MN                       |
| Oaks Station, Minneapolis, MN                                   | Glendale Place, Savage, MN                             |
|   | Third Avenue Condominiums – Phase II, Minneapolis, MN  |



**Education**  
Bachelor of Science in  
Construction Management,

Minnesota State University,  
Mankato, MN

**Robert R. Mariotti, Jr. (B.J.)**

Construction Project Manager

Robert has 18 years construction experience. He came to work for Frana Companies in 2000 as Project Engineer in charge of managing all required systems for operation of the Frana Companies prefabricated Wall Plant. In 2001 he worked under company founder Gary Frana as a Project Manager while maintaining his other Wall Plant duties. In 2002, he became a full-time Project Manager and since has contracted over \$181,000,000 of construction work representing 54 Buildings and 1,590 Units of housing. Project responsibilities: Preparation of budget estimates, Value engineering, System cost analysis, Scheduling of design and construction activities, Project administration, Subcontract negotiation and award, Scheduling and cost control, Design development of contract documents for both public and private sector Owners.

**Partial Project Experience**

- |   |   |
|---|---|
| Nine Mile Creek, Bloomington, MN                    | Flux Apartments, Minneapolis, MN                            |
| Blue Apartments, Minneapolis, MN                    | Metro Lofts, Des Moines, IA                                 |
| WaHu Student Apartments, Mixed-Use, Minneapolis, MN | Carty Heights, St. Paul, MN                                 |
| Lime Apartments, Mixed-Use, Minneapolis, MN         | Wyngate Townhomes of Maplewood, Maplewood, MN               |
| Dock Street Flats, Minneapolis, MN                  | Wyngate Townhomes of Burnsville, Burnsville, MN             |
| Genesee Apartments and Townhomes, Bloomington, MN   | Veterans and Community Housing (VA Campus), Minneapolis, MN |
|   | Victoria Park Townhomes, St. Paul, MN                       |





**THE VILLAGE AT ST. ANTHONY FALLS**  
MINNEAPOLIS, MINNESOTA

The Village at St. Anthony Falls, situated along the Mississippi River, offers dramatic views of the city skylines with all the conveniences of maintenance-free living and the perks of city life including office and retail spaces. Voted by City Business as the Best in Real Estate, you can walk to shopping, great restaurants, and many vibrant nightspots. 30 Apartments, 48 Townhomes, 107 Condominiums, 12 Brownstones, 14,000 sf Retail and 30,000 sf Office Space can be found within this unique neighborhood. Through attention to the mix and intensity of land uses and transit service, the development enhances residential livability and pedestrian access. The mix of uses, density of housing structures, and height of new buildings were all kept within the desired neighborhood character. Numerous public agencies, stakeholders and community associations were communicated with throughout the project to ensure a smooth development process.

This project was the ultimate public/private partnership. The city awarded the development \$8.3 million in Tax Increment Financing to assist in the redevelopment of 3 city blocks. The TIF was used for some land writedown along with environmental cleanup. We worked very closely with the neighborhood groups on density and height. We cleaned up two blocks of blight and redeveloped the third block with historic tax credits by reclaiming the old Fire Barn building, which was the city's first fire house. The project total value was approximately \$80 million. The first phase or block broke ground on the Fire Barn block, then the Townhomes and first condo building started a year later.



**SILVER LAKE VILLAGE MASTER PLAN & REDEVELOPMENT** ST. ANTHONY, MINNESOTA

Silver Lake Village Mixed-Use Development is a redevelopment of an under-utilized 60-acre retail site located in the first tier suburb of St. Anthony Village, MN. BKV Group acted as master planner/urban designer for the overall plan and as architect for various buildings within the development. The tried and true market success of conventional commercial development is combined with traditional neighborhood design principles and further enhanced by a place that is beyond work and home, for human interaction. This place, open to all residents of the city, is Salo Park, which includes two large feature ponds that also act as a wet retention facility for the development. Additional elements in the park also include an amphitheater, park shelter, waterfall and fountains, walking paths, significant landscaping and parking. The variety of housing options offered is comprised of condominiums, a senior housing living facility, and attached single-family homes ensure that people of all age groups and familial status can live, play, eat, work, and shop within the parameters of the village.

Throughout the three-year process, support was garnered from various task force committees, residents, and civic leaders, all with the intent and purpose of including their needs and wishes to the maximum extent possible. A transparent and trusting relationship with the city was key to the project, as multiple challenges were faced including asbestos, which the city assisted in acquiring grants for the required environmental mitigation. Tax Increment Financing (TIF) funding was able to be utilized for bridge financing to make the deal work. The large retailers brought the desired tax base and critical mass of shoppers to the project as well as physical site and design challenges. A compromise between old and new concepts was reached by requiring the four-sided architecture of the big box stores while incorporating a "main street" design approach to the smaller stores. Smaller chains and local establishments line the main street, which threads between big box stores and leads to the residential area beyond. The vision of creating a center with a unique sense of community through a mix of uses, including retail and homes, was developed with enormous support from city leaders, Metropolitan Council, civic leaders and residents of the community.

**LYN-LAKE DEVELOPMENT**  
MINNEAPOLIS, MINNESOTA

The development consists of two phases of mixed-use construction beginning with the award winning Blue and then including the Lime Apartments.

The two projects are located in an area proposed by Minneapolis Community Planning and Economic Development (CPED) as a “Transit-Oriented Sub-Area.” It is a unique opportunity to link with the neighborhoods’ diversity, charm, and walkability/bikeability – including the upbeat, varied collection of local theaters, restaurants, and shops that border the developments south and east and the miles of public cycling and walking paths provided by the Midtown Greenway the defines the northern edge.

Located at the intersection of four (4) different neighborhoods as well as the Midtown Greenway, extensive community input was vital throughout the process. During the development process, Greco and BKV Group worked closely with the Planning Commission and City Council and presented the project to Lowry Hill East Neighborhood Association, Midtown Greenway Coalition, Lyn-Lake Business Association, Calhoun Area Residents Action Group, and Whittier Neighborhood Alliance, garnered feedback, and ultimately achieved letters of support from each.



**BLUE**

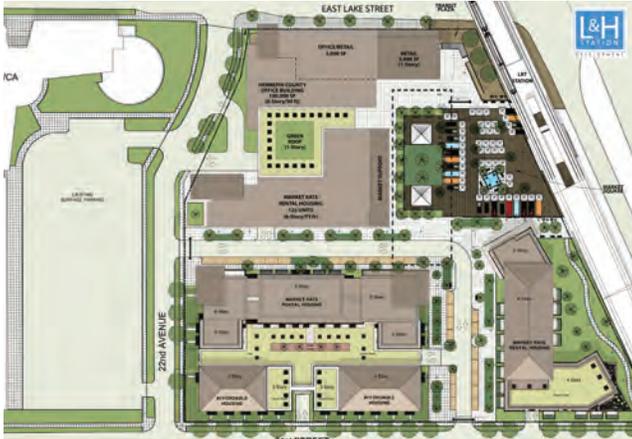
Blue is an award winning mixed-use development located in the heart of the vibrant Lyn-lake neighborhood of southwest Minneapolis. The artfully hip, memorable and sustainable living environment fronts the transit and bicycle corridor of the Midtown Greenway, offers a variety of dwelling unit choices, patios, community spaces (dog run, flame garden, bar area, pool), and multiple outdoor themed courtyards, plus new shops and restaurants. One of the first LEED certified privately funded projects in Minneapolis, Blue established and achieved numerous measurable sustainable goals. The project incorporates indoor bicycle parking, priority parking for fuel efficient vehicles, renewable and recycled building materials, integration of green roof systems, passive design to respond sensitively to a particular

solar orientation, natural daylighting, harvesting of rainwater, high-efficiency HVAC units, and low-e glass coatings. The project embodies its own unique style and flair, incorporating the essence of the community and a commitment to mother earth.



**LIME**

Phase II of the Lyn-Lake Development includes, Lime Apartments, a mixed-use six-story building. The first floor includes retail and restaurant space with floors two through six having 171 units of market-rate rental housing. Commercial uses are designed to promote a pedestrian-oriented environment with outdoor seating opportunities at street level. Throughout the development, the streetscape has a personal scale with a lively, upbeat atmosphere of sidewalk seating on widened sidewalks, street lighting, rain garden pockets, bike parking, and entries to large-windowed storefronts. The contemporary and dynamic design nature of the exterior materials are familiar to the Lyn-Lake neighborhood and reinforce its iconic brand identity.



## L&H STATION MINNEAPOLIS, MINNESOTA

L&H Station development is a transit-oriented, mixed-use project combining 450-550 housing units (market rate, affordable, and senior residential) with 100,000 sf of office space (with Hennepin County as the anchor tenant with a Regional Service Center), 10,000 sf of retail, a public transit plaza, green space and the expanded Midtown Farmers' Market. The 6.5-acre project will be completed in multiple phases for developers to have sufficient time to collect community feedback and adjust proposals accordingly. With the Midtown Farmers Market as the heart of the project and located adjacent to the Midtown/Lake Street Light Rail Station in Minneapolis, the project will be a bike, transit and pedestrian-friendly urban neighborhood with the ability to accommodate residents of all generations and income levels.

The citizen-generated Corcoran Midtown Revival Plan called for a transit-oriented mix of housing, retail/office, and open space to accommodate a farmers market and other public uses. The L&H Station Development Group (with BKV Group as lead architect) worked closely with the Corcoran Neighborhood Organization (CNO) to develop a master plan of the development. As defined in the shared neighborhood-city plan, specific highlights for development were as follows:

- Concentrate building height at the Lake Street area next to the LRT station for rental and condominium housing with views to Downtown, and building heights that step down in scale to meet the existing residential blocks,
- Structured or below-grade parking to support inviting, higher density retail along Lake Street for people arriving by car and rail.
- Zero or limited setbacks, articulated and active Lake Street storefronts and high quality building materials that will create an inviting, attractive, and pedestrian-friendly public realm.
- Active streetscape, lighting, graphics, signage, landscaping, street furniture, and open accessible development features for an inviting development.
- Shared-use public space that will accommodate an outdoor farmers market and draw customers from surrounding communities, with visual and physical connections to the light rail station and neighborhood thoroughfares.
- Plaza and tree lined streets to create an open development that connects the neighborhood to the south with the LRT station.



## VILLAGE AT NINE MILE CREEK BLOOMINGTON, MINNESOTA

The Village at Nine Mile Creek was the site of the former Bloomington City Hall. The site and development rights were awarded to Greco through the RFP process. There were a total of 11 submittals and it was ultimately narrowed down to 3 finalists. Due to site plan configuration, product type and land price Greco won the award. The initial project was a combination of for sale townhomes situated along the upper bank of Nine Mile Creek along with two separate condominium buildings along Old Shakopee Road. The project was to be completed in two phases. The

land takedown and first phase of construction started in 2003 and first residents moved into the finished first phase in the fall of 2004. Each phase consisted of 22 townhomes and one 60 unit condominium building. Due to the softness of the condominium market the second condominium building was replaced by a 93 unit full service senior building and incorporated into the Nine Mile site plan with consistent architectural features and facades.

Located in a refreshing, natural setting next to scenic Moir Park in Bloomington, MN residents enjoy maintenance-free independence in spacious apartment homes. The development consists of a 93-unit, four-story building providing 39 assisted living units, 14 state-of-the-art memory care units and 40 independent living units. Community spaces include two-story entrance lobby in front of a grand dining room, which includes an outdoor deck for outdoor dining overlooking the Nine Mile Creek Valley. Nine Mile Senior Living has additional community spaces on each floor. These include a fitness center, beauty salon, movie theater, and an activities room with a quiet deck for residents to enjoy. To complement the senior living accommodations is the charming row of condominium and townhome residences. These thoughtfully sited and professionally landscaped homes overlook the picturesque, woods of 9 Mile Creek and Moir Park.

At Greco, the development effort embraces the city, its community, and residents and translates their vision into a reality that endeavors to exceed their expectations. It is a journey that involves the community in the “vision for growth and quality” structured to rally support and enthusiasm - a team of client, neighborhood, developer, and designers working together building community.

The City of Edina, in collaboration with the Community Advisory Team and Technical Advisory Committee, has produced an impressive process and documents in the GrandView District Small Area Plan and GrandView Development Framework. It is our team’s goal to build upon the partnerships and procedures that were created during this initial planning process.

**Community Engagement (Winter 2015)**

Our team’s philosophy regarding community development finds practical application in our planning process with multiple stakeholders. Innovative, sustainable community growth requires the participation of multiple entities including private development, public agencies, philanthropic institutions, grass-roots community organizations and park advocates. We have developed a unique and quantifiable process of consensus-building that effectively balances each project’s social, economic, and programmatic needs.

This process is a significant public venture, including a vast number of stakeholders, represented by various neighborhood groups and organizations. The Greco team’s inclusive process is focused on reaching out to these key organizations to assure that the community is engaged in the process. The first step in promoting “smart growth” and community livability is to empower the community—our team brings a diverse and experienced background in working to empower Minnesota neighborhoods, both professionally, as well as on a personal, activist level.

The City’s vision is attained as the development is entitled with community support. The leadership of the Greco team is skilled in the public forum of communicating the vision, assimilating and resolving the neighborhood concerns. Key aspects to our neighborhood outreach include:

- Organizing the process to promote neighborhood review and input
- Promote the city and GrandView District’s “vision” within the context of the community
- Creative presentation tools in models, renderings, and animations
- Leadership in resolving neighborhood issues for the entitlement

**Evaluation of Master Plan Options (Spring 2015)**

With a solid understanding of the vision, the Greco team will develop site studies that identify business mixes, building typologies, land uses, streetscapes, transit opportunities, movement patterns and boundary conditions. These studies will form the basis of workshop sessions through which a preliminary master plan and design concepts will be developed, with community involvement. The preliminary findings and master plan options will be presented at various stages for neighborhood input, and community feedback will be incorporated into the final development plans and images.

**Project Feasibility and Financing**

Throughout the development planning process, Greco will evaluate the economic viability of all master plan options and design concepts. They will be responsible for producing and assessing a proforma for each option in order to ensure that only economically-viable plan concepts are moved forward.

The Greco team has extensive experience with executing development financing for very large complex projects. They have relationships with both private and public lenders and institutional investors. It will be Greco’s role to bring the appropriate financing partner to the table for the GrandView redevelopment.

**Planned Unit Development Process (Summer 2015)**

The guiding principles of the GrandView Framework that call for comprehensive multi-modal, sustainable neighborhoods that are vibrant and connected will be accomplished with a balance of development density and uses. The optimal balance will be sought in order to provide density options for housing, workplace, retail and transit systems. The diversity in density from single family to higher-mixed use along corridors creates neighborhood context and community identify. Key factors include:

- Comprehensive urban planning for mixed use, retail, work place, service and housing
- Diverse rental housing with affordable, market rate and senior housing
- Transit-oriented service integration for auto, bus and rail
- Community public space and commons for community identity and gathering

The Greco team will seek guidance from the City of Edina planning staff to effectively navigate the Planned Unit Development (PUD) approval process. Our partners at BKV Group have very recent experience with obtaining both City of Edina Planning Commission and City Council approvals for multi-family developments. We will work with staff to ensure that the GrandView project incorporates the visions set forth in the Comprehensive Plan and guarantee wide-ranging community involvement during the PUD approval process.

**Design Process (Fall 2015 – Spring 2016)**

The BKV Group design team believes in a collaborative, participatory Design Process. Our team will offer multiple site, massing, and plan options for review. All design options will be presented in 3D models of representation in order to clearly communicate the evolving design and facilitate dialogue. The consensus of the group will be incorporated into a document representing the global design strategies and priorities. The intent of the Schematic Design document will be to affirm facility goals, represent the facility vision statement, and confirm programmatic and adjacency requirements by testing physical relationships in a graphic plan. This Schematic Design will be reviewed with project stakeholders to assure consistency with project team expectations and will form the basis for continued building design through the next design phases.

Design Development documents are then prepared from the approved schematics and form the basis for the construction documents. The design development phase fixes and describes the size and character of the entire project in greater detail. The engineering disciplines are brought into the process to define the systems and components of the project. This phase includes working closely with the owner for detailed project development and our cost estimators for the final detailed cost estimate prior to bidding. Any adjustments necessary are made prior to the project being bid.

During the Construction Documents phase, the decisions from the Design Development phase are translated into contractor language. Detailed Construction Drawings and a specification outlining material and product choices are produced. These documents will be used by the general contractor during the Bidding Phase when they will determine final pricing for the work. The architect and engineers will answer questions and issue any addenda necessary to clarify or make corrections to the Bid documents.

**Environmental Investigation (Spring 2016)**

The Greco team will employ a local engineering company for the Environmental Review and Site Assessment of the development parcels. Environmental consultants will help guide the team through the most direct path of the environmental review process. The development team will address any and all required issues, including impacts concerning: ecologically sensitive resources, water use, water quality, soils, erosion and sedimentation, soil, hazardous waste, storage tanks, traffic, air emissions, dust, odors, noise, visual impacts, and impacts on parks scenic views, farmlands, and historical sites. Any third party environmental consultant will not only prepare the technical reports, but they will also coordinate with city staff and provide public relations assistance so that the community is well-informed along the way.

**Project Construction – Phase I (Summer 2016 - Fall 2017)**

Frana Companies will coordinate the building construction effort. They are recognized leaders in the multi-family housing industry. Founded in 1977, Frana Companies has completed over 24,000 units of new housing since its inception, which represents over \$2.2 billion in construction costs. The Frana team is committed to high-quality projects that are well-managed, on budget and on time. Led by Mike Benedict, the Frana team will be a true partner on the GrandView project, ensuring that the goals of the project come to fruition and that this development will be one that not only Greco, but the community, can be proud of.

Both Frana and Greco will coordinate with the City of Edina's Building Inspections Department to ensure that all necessary reviews and permits have been obtained. Working side-by-side with Frana, BKV Group's Construction Administration team will take the entire life cycle of a building into consideration.

Our integrated approach assesses constructability of the project with our unique understanding of on-site execution, and draws from our work in the field to ensure the integrity of the project long after the construction is complete.

Through our experience working together as a team on numerous multi-family developments, Greco, BKV and Frana have become proficient at detecting potential schedule delays and cost overruns before they occur in the field. We have collectively developed innovative ways to resolve complex matters in a timely and effective manner, assuring the successful completion of very complex projects.





**THE VILLAGE AT ST. ANTHONY FALLS**  
MINNEAPOLIS, MINNESOTA

To access additional information regarding the following projects, we invite you to visit our SharePoint site.

In order to log in please use the following information:

<https://bkvgroup.sharepoint.com/sites/projects/GrandView/Shared%20Documents/Additional%20Info>

**Log In** GrandView2014@outlook.com

**Password** Gv#2014!



**SILVER LAKE VILLAGE**  
**MASTER PLAN & REDEVELOPMENT**  
ST. ANTHONY, MINNESOTA



**LYN-LAKE REDEVELOPMENT**  
MINNEAPOLIS, MINNESOTA  
BLUE & LIME

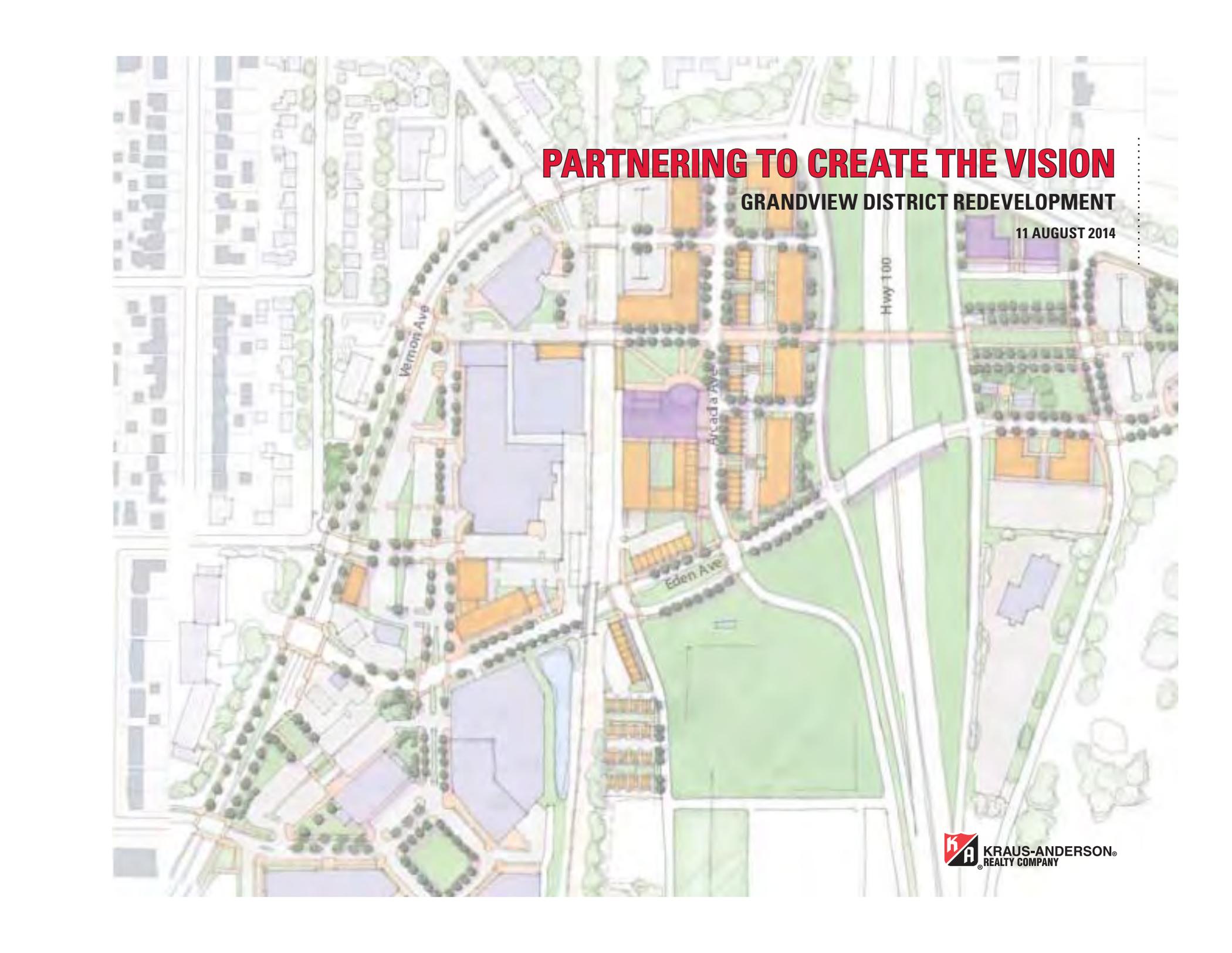


**L&H STATION**  
MINNEAPOLIS, MINNESOTA



**VILLAGE AT NINE MILE CREEK**  
BLOOMINGTON, MINNESOTA

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**PARTNERING TO CREATE THE VISION**

**GRANDVIEW DISTRICT REDEVELOPMENT**

11 AUGUST 2014





11 August 2014

Bill Neuendorf, Economic Development Manager  
City of Edina  
4801 West 50th Street  
Edina, MN 55424

Dear Mr. Neuendorf:

The GrandView Phase 1 redevelopment is about creating a vibrant, integrated, transit-oriented community and a dynamic place to live, work, shop and play. We believe as partners we can make this development an example of how public/private partnerships can work to create a civic amenity

We have formed a very strong development team led by Kraus-Anderson Realty(KA) as the lead developer. We are proposing a design team comprised ESG Architects with whom we have a tremendous history in the development such noted projects as St. Louis Park's Excelsior & Grand Project.

Our KA development team has extensive experience working with the City of Edina and mixed use projects. KA also has a strong relationship with Jerry's Foods, and they will be a collaborative partner. We bring to this project extensive experience working on high-intensity sites and how to add value to the quality urban development at an economical rate.

Our team is very interested in proposing on this project and in creating a civic anchor born out of extensive public input and collaboration with your community.

I will serve as the primary contact for our development team. We look forward to meeting with you and the Edina City Council this exciting project.

Sincerely,

KRAUS-ANDERSON REALTY COMPANY

Mike Korsh, CPM  
Vice President of Real Estate Development  
Kraus-Anderson Realty Company  
4210 W. Old Shakopee Rd,  
Bloomington, MN 55437  
952.881.8166

Mike.Korsh@krausanderson.com



- **249 Projects completed in Edina, Minnesota**
- **Over \$300 Million worth of development/construction in Edina**
- **Currently constructing the 71 France Project**
- **Currently constructing the One Southdale Apartments**
- **Strong relationship with Jerry's Foods**



## KRAUS-ANDERSON DEVELOPMENT TEAM

Kraus-Anderson is pleased to present our GrandView Phase 1 Redevelopment Development Team. Our collaborative team represents all core capabilities necessary to successfully implement Edina’s goal of creating vibrant mixed-use development near Vernon Avenue, Eden Avenue and the 100 corridor. Our team has been put together based on our long-term trusted relationships.

Kraus-Anderson (KA) will lead the team in overseeing and coordinating the financing, specific uses, city entitlement, design, development and project management. KA will also provide comprehensive preconstruction assistance, value engineering, site evaluation analysis, and all construction services, beginning in the early planning stages of the project.

Included on the team is Bob Cunningham of Melrose Company, one of two principals involved in developing Excelsior & Grand, one of the metro area’s most successful mixed use projects.

The philosophy of our 400+ person business is to always keeps the customer in mind so our work is cost effective and adds value to their business.

ESG Architects will be the architect for the residential component of this project. ESG believes housing is a forceful driver of new development and will remain so as long as our population continues to grow. But our lifestyles evolve and our sensibilities toward land development change. This creates new demands for new residential paradigms. Many people now wish to live in walkable communities.

The Kraus-Anderson team will be responsible for creating and implementing the overall marketing strategy and project identity, as well as designing and constructing the concept envisioned by the City and the public input process envisioned in the development framework.

### Collective Attributes of the Kraus-Anderson Development Team

- Extensive portfolio of projects completed together
- Large scale mixed-use and hospitality development experience
- Experience with commercial facilities and lifestyle/mixed use centers
- Exceptional company reputations
- Capacity to address future task needs
- Single point of contact for the development, design, and construction services required
- Exceptional experience working with the City of Edina
- A partnering relationship with Jerry’s Foods, a major stakeholder of the overall development

Our development teams profiles follow on the next page.



**Mike Korsh, CPM**  
Kraus Anderson, Vice President of  
Real Estate Development  
Principal-in-Charge, Development

Mike is responsible for managing all aspects of Kraus-Anderson Real Estate's new development projects. He has over 16 years of diversified experience in the real estate industry. Kraus-Anderson Realty Company has developed over 600,000 square feet of office and retail property over the past 5 years.

Prior to joining KA, Mike was a property manager at United Properties where he managed in excess of one million square feet of office property.

#### Relevant Experience

- 430 Oak Grove Apartments, Minneapolis, MN
- Southtown Campus, Bloomington, MN
- State Farm Site Redevelopment, Woodbury, MN
- Wood Lake Medical Office Building
- Trails of Orono Senior Housing
- Market Street Station - Chanhassen
- Valley West
- 4200 W. Old Shakopee Road, Bloomington, MN



**Douglas Jandro**  
Kraus Anderson, Vice President  
Project Director

Doug has worked with Kraus-Anderson for more than 30 years in executive positions in Business Development and Project Management. Doug brings to KA national experience in development, financing, client strategic analysis and critical leadership teaming with local and state government. During his extensive career, he has managed the development of over 14 million square feet of commercial and industrial projects.

#### Relevant Experience

- Excelsior & Grand, St. Louis Park, MN
- Calhoun Square Redevelopment, Minneapolis, MN
- Chaska Commons, Chaska MN
- Arlington Hills Community Center, St. Paul, MN
- Bielenberg Sports Center, City of Woodbury, Woodbury, MN
- 7 & 41 Crossing, Chanhassen, MN
- Target Stores, various locations in IA, MN, PA, ND and MO
- Project Executive on Jerry's Foods Enterprises projects, which include extensive predevelopment services



**Bob Cunningham**  
Melrose Company, Principal

Bob has developed various freestanding retail, industrial and office projects with experience working on public/private partnerships, TIF districts, Metropolitan Council, MPCA, MnDot, and numerous municipalities. With over 30 years of real estate experience, Bob is a former principal at TOLD Development Company. He was one of two principals in charge of the development of Excelsior & Grand in St. Louis Park, MN. Considered to be a revolutionary project with a score of 92/100, Excelsior & Grand earned the 'Walkers Paradise' award from Walkscore.com. The project received the first LEED Neighborhood designations in the country.

#### Relevant Experience

- Excelsior & Grand, St. Louis Park, MN
- Niketown, Seattle, WA
- Sega Gameworks (first store), Seattle, WA
- Cineplex Odeon, first multi-screen multi-floor theaters in the country, Seattle, WA
- Trader Joe's development, St. Louis Park, MN
- The Shops at Wedgwood, Maple Grove, MN



**David Graham**  
ESG, Principal  
Residential, Urban Mixed Use

David Graham has cultivated a city-building practice dedicated to urban revitalization. His practice is based on urban-planning principles that marry modern architecture's spirit and invention with a profound understanding of history, urban evolution, and context. He has designed more than 50 mixed-use infill buildings and more than 45 urban-redevelopment master plans that reinvigorate the urban realm through a creative mix of land uses, residential density, transit options, sustainability, and afford-ability.

#### Relevant Experience

- Midtown Lofts, Minneapolis, MN
- 301 Kenwood Parkway, Minneapolis, MN
- The Edgewater, Minneapolis, MN
- St. Anthony Mills Affordable Residential, Minneapolis, MN
- Nic on Fifth, Minneapolis, MN
- International Market Square Lofts, Minneapolis, MN
- Heritage Park, Minneapolis, MN

## STATEMENT OF INTEREST

## OUR INTEREST IN THIS OPPORTUNITY

Kraus-Anderson is very interested in being the team that implements the GrandView Phase 1 Redevelopment Development Team. Our collaborative team represents all core capabilities necessary to successfully implement Edina's goal of creating vibrant mixed-use development.

As we reviewed the GrandView District Development District Framework ('Framework') in detail, we were energized and excited by the presentation, concept and the words it contained. We respect the active participation of the community and the thousands of hours of input from staff, volunteers and consultants that pre-date any involvement from our team.

We are certain that our collaborative approach, by working with the community moving forward, we can move the Framework from the broad directions it contains to detailed solutions - all the while keeping an eye on financial feasibility.

As a team we understand and have implemented elsewhere many of the key concepts contained in the Framework. We understand sustainable practices and have seasoned LEED professionals on the team. We've created high quality, integrated developments featuring a number of housing types. We've created neighborhoods where none existed, and we've added to the fabric of existing neighborhoods, like GrandView District. Together the team has created, in a public/private partnership, park and other public spaces.

However, it is important to note that, while we draw on our past experience, we are clear in the importance of the unique opportunity presented at the Public Works site. The inclusion of the concept of form based zoning shows the Framework is truly forward looking.

We believe that with the right partners a public/private partnership can truly produce synergistic results. The work already in place creates a clear vision. We are convinced that together we can achieve the vision.

## YOUR VISION USING OURS

We believe that community members and their considered involvement, especially when guided collaboratively by able staff and consultants, can literally change the landscape of a town. The GrandView District Development Framework looks to change the landscape of Edina. We embrace the work of the community members, staff and consultants. And by embracing their work, we share the vision of just what the GrandView District can become.

As developers we are implementers of change. Often, when we approach a project, the community isn't ready for change.

However, Edina has clearly created a vision of change for the GrandView District. And the change is complete and well thought through. Changes in roadways and changes in pedestrian and bicycle environments. A complete change of adding residential to Arcadia Avenue where none has existed before. Change that runs well beyond just the changes contemplated for the Public Works site.

We are ready to work with the community to provide the bricks and mortar solution to the Public works site while incorporating the vision. We can provide the spark that will contribute to change throughout the GrandView District. We welcome the challenge and opportunity to help create change.

## DEVELOPMENT AS A CATALYST FOR PRIVATE DEVELOPMENT

As is evidenced by the complete and thorough planning that has occurred for the GrandView District, it is an area in transition. Some of the present uses are recognized as being consistent with the plan while many are not. The re-development of the former public works site is a crucial step in the future of the entire district. While there are some residential uses found within the GrandView district (notably along Eden/Vernon Avenues) there are none along Arcadia Avenue.

The successful re-development of the public works site will include a substantial residential component, establishing a residential presence along Arcadia. A successful development logically encourages further re-development.

While there may be some passage of time before transitions of use are completed, due to financial feasibility, lease constraints, and other reasons, a lively residential component and a feature civic component will remove any doubt that the notion can be re-created on adjacent and neighboring parcels.

The inclusion of a civic and residential component along Arcadia Avenue will

help cement the vision of a live/work/play environment for the GrandView District. And as the largest re-development parcel in the district, it is crucial that it's done right.

**Kraus-Anderson has extensive experience working in the public sector markets. We have completed over \$1.8 Billion of public sector work over the last five years that involve K-12, Metropolitan Airports Commission, Community Centers, Performing Arts Centers and Athletic Facilities.**





## Excelsior & Grand St. Louis Park, MN

Excelsior & Grand is a mixed-use development that includes 87,000 sf of commercial space, a town center gathering area, on-street parking, inconspicuous mid-block parking garages, and a police substation. Most of the project's 660 living units, a mix of condominium and rental apartments, are arranged in three stories above ground-floor commercial space. Much of the housing wraps around shared courtyards. Lobbies of the parking garages provide indoor areas where people can wait for buses.

The success of Excelsior & Grand in St. Louis Park is a result of strong partnerships and civic engagement. Built in multiple phases, the project received the Merit Award from the MN Chapter of the American Planning Association for "Outstanding Planning and Urban Design." Additionally, the project

was awarded the nation's first LEED for Neighborhood Development certification.

Civic uses include a public park, known as the Town Green, which bisects the entire project. This was shaped by extensive public involvement with one half being actively landscaped and one-half being lightly landscaped and available for public functions such as farmers markets and park related functions. Public uses include a police sub-station integral to the project, public event restrooms, bus shelters integral to the project and public parking ramps.

Indeed, the entire Excelsior & Grand project was a public/private partnership. Long before any developer was involved, the city identified a community shortcoming – no central community focal point. Ideas were discussed, and finally the area that become Excelsior & Grand become a focus. The city owned a substantial portion of the land already.



Then began the acquisition of the balance of the site. The city held open houses, received grant money to refine design and ideas, conducted design charrettes, and only then got the development community involved.

The developer was chosen through an interview process. Their responsibility was to execute the vision the community held. There was flexibility in that framework allowing for a financially feasible outcome. This was a very successful formula.

### PUBLIC INPUT

The entire Excelsior & Grand (EG) project was a public/private partnership in every sense of the word and the outcome of a great amount of public input and participation. .

For GrandView, the City of Edina has already hosted extensive public participation prior to the involvement of any developer as did the City of St. Louis Park for what became Excelsior & Grand. A list of wants and

non-negotiable needs were developed, and were respected throughout the design and development process. Throughout the development process, numerous public meetings and presentations were held with public input helping drive innumerable decisions. Further, as the design developed, the public was re-invited to participate in many design elements, including, crucially, the Town Green.

Weekly meetings with staff, monthly meetings and working sessions of the planning commission and city council allowed dialog resulting in no surprises for either the city or the developer.

E&G is a transit oriented, pedestrian friendly environment, by design. Links to regional bicycle trails are integral as is traffic calming devices. Excelsior & Grand was the first recipient in the nation for the LEED Neighborhood Design certification – five years after the completion of the project.

**City Place Development  
(Former State Farm Site)**  
Woodbury, MN

Florida-based developer Elion Partners partnered with Kraus-Anderson for the redevelopment of the 100-acre State Farm insurance site in Woodbury. The City Council approved plans that allow the site to be repositioned as a mixed-use development, featuring an array of amenities that will bring the vision of a work/play/live environment to life.

The new 700,000-square-foot development will complement the existing 400,000 s.f. office and features 100,000 square feet of new office buildings and 160,000 square feet of retail, anchored by a 45,000-square-foot, and a high-end grocery store.

**PUBLIC INPUT**

KA and Elion Partners worked on multiple test fits for potential tenants to meet the City zoning restrictions and economic development goals. More than thirty percent of the site will be left of open green space as an amenity to the development as well as the larger community.





**430 Oak Grove**  
Minneapolis, MN

430 Oak Grove is a project that is owned and managed by Kraus-Anderson. KA originally built the building for Northwestern National Life Insurance in 1923. In 2011, KA purchased the building and managed all aspects of the redevelopment. KA managed the acquisition, historic designation, City and State entitlements, procurement of grants (asbestos abatement), hiring of ESG Architects as the design team, market studies, feasibility analysis, construction budgeting, financing options and procurement, rentals, etc.

The redeveloped property has 72 units, a rooftop patio for enjoying the views of downtown and Loring Park equipped with gas burning grills, fireplace, fire pit and other amenities.

**PUBLIC INPUT**

This project involved public (neighborhood) input and approval, City of Minneapolis approval, funding from Federal, State and



City of Minneapolis, Grants from DEED, MPCA, and City of Minneapolis for infrastructure improvement. Also involved working with Metro Transit. We also collaborated with adjacent Women’s Club.



**Arlington Hills Community Center**  
St. Paul, MN

Arlington Hills Community Center is a 40,000 s.f. project for all ages to promote civic literacy, active lifestyles, learning and teamwork. The center is composed of library, recreation, community meeting rooms, common space and a Town Square Plaza for events.

**PUBLIC INPUT**

A six year planning effort preceded construction to bridge the gap in one of the oldest and youngest neighborhoods in St. Paul. KA work with the design team and city to master plan the facility. The project is noted as a catalyst for investment in the neighborhood and support services for the region according to the City Parks & Recreation Department.



**Sanford Center**  
Bemidji, MN

The Bemidji City Council selected Kraus-Anderson as construction manager for the new Sanford Center. In addition to Bemidji State University’s hockey programs, the Event Center provides a venue for a full range of regional spectator, convention, and exhibition events, including touring shows, concerts, conventions, trade shows, and festivals.

The \$48,million 185,000 s.f. event center includes the arena, convention center, and support areas. The arena has a capacity of 4,000 persons for BSU hockey and 6,000 seats for concerts. The convention center is comprised of 10,000 s.f. of dividable ballroom space and 4,000 s.f. of meeting rooms. The facility also has an outdoor plaza area adjacent to the building.



**Bielenberg Sports Center**  
City of Woodbury  
Woodbury, MN

The \$18 million expansion project includes the removal of the 55,000 s.f. air dome field house, which will be replaced with a new 90,000 s.f. conventional construction field house. The new structure will have a 40 foot clear height from the floor to underside of the roof structure. The one-story lobby will be demolished with only the stair, elevator, and second floor lobby components remaining. A new larger two-story lobby addition will be constructed, which will link both the ice sheets with the new field house. An outdoor recreational rink is also proposed with this project, located along the east side of the lobby addition, between ice sheet 2 and the new field house.



**Maslowski Wellness and Research Center - City of Wadena**  
Wadena, MN

52,500 s.f., two-story \$12 million Wellness Center which includes: gymnasium, indoor swimming pool, therapy pool, fitness center, racquetball courts, and community meeting spaces. This Wellness Center is an approach to centralizing and sharing community recreational resources by replacing the Wadena Community Center and City Swimming Pool in a single structure that shares an adjacent site to the new Wadena-Deer Creek Middle/High School, which was also destroyed by the tornado. Kraus-Anderson rebuilt the school, which opened September 4, 2012.



**Wacouta Commons Mixed Use Development**  
St. Paul, MN

Housing/revitalization project in downtown St. Paul. This project includes retail in the multi-phase development. The Commons covers 5 city blocks and comprises more than 500 residents in a range of housing options, including apartments, condominiums and

senior housing. Kraus-Anderson joined the team early and provided budgeting, value engineering and scheduling throughout with the City of St. Paul and the development partners



### Calhoun Square Redevelopment Minneapolis, MN

Calhoun Square underwent a major redevelopment that included demolition of portions of the existing structures, renovation and expansion of retail and restaurant venues.

Key concepts in the redevelopment were creation of a compelling street presence, a variety of storefront setbacks to create sidewalk plazas and other streetscape opportunities, and creation of a festive public space on vacated Girard Avenue for events such as farmer's market, arts and crafts fairs, and

musical performance. Calhoun Square now includes 66,000 sf of retail space, and 52,000 sf of restaurants and cafés. Future phases call for residential and office developments.

This project received three MN Shopping Center Association STARR awards in 2011, including Best Redevelopment.



### Southtown Campus Bloomington, MN

Opened in 1960 and later receiving seven major expansions and renovations, the shopping center currently contains 535,135 sf in a blend of national and specialty tenants.

At the junction of Interstate 35W and 494, the office complex responds to its prominent location along the two interstates. It provides 300,000 sf of office space, and parking for 2,150 cars. A proposed restaurant provides an additional amenity to the site, and its adjacency to the Southtown Shopping center makes the site more appealing to tenants. The Southtown Shopping Center was realigned to provide synergy with the proposed office building development.

Currently, we are:

- Working with the City of Bloomington to rezone the property and include mixed use and higher density opportunities
- Working with Metro Transit to incorporate the new Orange Bus Line through the property
- Working with MNDOT on the re-configuration of the I-494/ I-35W cloverleaf interchange

## PRELIMINARY WORK PLAN

Once selected, first of all we plan to respect the collaborative process set forth within the RFI documentation. Within that context, and within Stage 2, we anticipate the following activities:

- Review all geotechnical, environmental, survey, zoning, and other documentation available or pre-existing conditions regarding the site.
- Meet with staff and key stakeholders to understand, via dialog (rather than reports), the vision and expected outcome.
- Conduct public 'open houses' to gather information, thoughts and feedback. This would be coordinated with staff.
- Determine what additional information must be obtained.
- Determine what additional team members/consultants must be engaged.
- Generate pricing models based upon existing vision. Begin generating alternatives as necessary.
- Begin discussions with staff on public components, private components and how they overlap.

- Begin discussions with staff on TIF, Met Council grants, and other public sources of funds relative to requirements and timing for applications.
- Understand/establish timing on roadway improvements and other infrastructure.
- Understand opportunities and issues dealing with railroad for GrandView Drive bridge concept.
- Begin discussions with staff on value of land of private component.

Given the timing set forth in the RFI, this would be conducted during the first eight weeks following the selection of the team. This will be a busy time! The general intent is to identify what steps need to be taken in Stage 3. What do we have, what needs to be done, what is missing, what gaps exist, etc.

### First 60 Days

- Review Existing Studies
- Meet Stakeholders
- Keep Process Open to the Public
- Determine Additional Needs
- Generate Preliminary Pricing Models
- Public/Private Spaces
- Financing Discussions
- Infrastructure Timing and Financing
- Railroad
- Land Value

### Day 60 - Day 120

- Commence Contract Documents for Pricing and Construction for Spring Start
- Refine Plans
- Refine Pricing
- Identify Sources, Uses of Funds
- Development Agreement
- General Timing



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