



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

Re: Grandview Redevelopment

August 11, 2014

Dear Mr. Neuendorf,

Enclosed is a Letter of Interest for the redevelopment of the Grandview site. Please contact me if you have any questions.

Regards,

A handwritten signature in blue ink that reads "Robb Miller". The signature is fluid and cursive.

Robb Miller
TE Miller Development
952-345-7857
rmiller@temillerdevelopment.com



GRANDVIEW REDEVELOPMENT LETTER OF INTEREST

Introduction

TE Miller Development ("TE Miller"), Ron Clark Construction & Design ("Ron Clark"), and Tushie Montgomery Architects ("TMA"), (collectively the "Development Team") are interested in collaborating with the City of Edina to bring the Grandview District from vision to reality.

Development Team

1. City of Edina: landowner seeking site plan creation and development execution
2. TE Miller: Co-developer that will work with City on public amenities/improvements and developer interested in pursuing an apartment project on the site. Robb Miller will be the lead contact from the Development Team. Robb grew up in Edina, used to work at the former Public Works building, and has extensive development experience.
3. Ron Clark: Co-developer interested in pursuing a condominium project on the site. Ron Clark is an Edina resident with a long history with the Grandview area, including a for sale housing project within a block of the Grandview site.
4. Tushie Montgomery Architects: project architect that has worked extensively with TE Miller and Ron Clark. In addition, TMA has worked with the City of Edina on the redesign of its liquor stores for several years and officed in Edina in Edinborough for 12 years.

Proposed uses

1. Grandview Commons

The Development Team understands that the City wants a community building, public green space, and a new street to be a major piece of the GrandView District. It is also understood that an additional use for the site could include a Metro Transit park and ride. These uses make sense for the site and the Development Team will work with the City to further develop these ideas to create a specific scope and scale that will deliver a cohesive, dynamic site plan.

2. Multifamily housing

TE Miller is interested in developing an apartment building on the site. TE Miller believes that an apartment building is a complimentary use for the public uses the City has envisioned for the site. The specific number of apartment units will depend on the scope of the City's public uses.

3. Condominiums

Ron Clark is interested in developing condominiums on the site. Ron Clark believes that condominiums are an excellent use for the site and are complimentary to the public uses that the City has envisioned for the site. The specific number of condominium units will depend on the scope of the City's public uses.

Important Considerations

1. Economics:

The Development Team proposes that the City use tax increment financing as a tool to ensure economic feasibility for the private development(s) on the project. The Development Team is open to other creative ways to bring the project to fruition, including discounted land values, grants, and other funding sources.

2. School Bus Garage Site:

The Development Team understands that the City would prefer to keep the School Bus Garage ("Phase 2") site out of the scope of this Request for Interest. However, the Development Team believes that the Phase 2 site is essential to accomplishing the City's goals as it is in a key location for making the connectivity that will make the project successful. For example, the library and senior center are under parked, but adding a parking structure on the Phase I site will not help alleviate the parking problem at the library and senior center because it is too far away. Thus, the Development Team urges the City to consider including the development of the Phase 2 site in tandem with the Phase 1 site.

3. Connection across rail line:

The Development Team believes that a connection across the existing rail line is critical to the long term success of the project. Depending on the site layout, there may need to be multiple connections across the rail line. Working with the railroad is a challenge, but the Development Team is excited to have the City as a partner to help negotiate and execute this important connection.

SUBMISSION REQUIREMENTS

- 1) Name, mailing address, telephone number, and email address of the primary contact person;

Robb Miller
c/o TE Miller Development
300 Prairie Center Drive, Suite 245
Eden Prairie, MN 55344
952-345-7857
rmiller@temillerdevelopment.com

- 2) The names and professional backgrounds of all team members who are integral to the project;

Please see enclosed team bios at end of submittal

- 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;

The Development Team is interested in this project because we are uniquely familiar with the area, we are current or former Edina residents that are passionate about Edina, and we have expertise in site planning and multifamily housing uses that we believe will work well in the Grandview District. The Development Team is confident we can execute the vision outlined in the Grandview District through the use of public/private partnerships. Careful planning and execution will create the connections, density, and dynamism critical for the long term growth of the District. The Development Team is confident that it can find creative ways to incorporate housing while fulfilling the City's goals for the site.

- 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;

Example 1: 7west Apartments, TE Miller Development, Minneapolis

7west Apartments is a project in Minneapolis that took an under parked former municipal parking ramp and turned it into a mixed use project with a 218 unit apartment building and a 329 stall parking ramp. 7west incorporated several sustainable design features, such as passive solar design, LED and fluorescent lighting systems, ample bicycle storage, green roofs, rain barrel irrigation systems, low VOC paint, white membrane roofs, and organic trash disposal.

7west is the first apartment building in Minneapolis to achieve LEED Gold certification! 7west seamlessly incorporates transient parking, resident parking, resident and public bicycle storage, shared Zip Cars, pedestrian friendly design, and a light rail stop less than a block away.

For more information, please visit: www.liveat7west.com

Example 2, Ridgebury & Willoughby, Mixed residential for sale development, City of Minnetonka

The City of Minnetonka was interested in redeveloping a distressed single family area but did not want to use condemnation to acquire the forty homes in the area. Ron Clark entered into an agreement with the city to redevelop the area, and then negotiated the purchase individually with all forty home owners without the use or threat of condemnation. Furthermore, the city wanted a component of affordable housing in the new development along with market rate housing. Ron Clark and Tushie Montgomery Architects designed two developments within the redevelopment area for a total of 176 for sale residential units of four different styles; Ridgebury consisted of 80 units of two story affordably priced townhomes, sold with a soft second mortgage to each buyer, provided by the city. Willoughby consisted of 96 market rate town homes and condominiums. The acquisition of all the homes and redevelopment of the site was not financially feasible without tax increment financing, so the city established a new tax increment district to accomplish redevelopment of the site.

Example 3, Soltva Apartments, TE Miller Development , Minneapolis

Soltva is a project in Minneapolis that turned 1960's warehouse into one of the premier apartment buildings in the North Loop Neighborhood. Careful site planning was needed to take advantage of Soltva's one of a kind location – Soltva is the only passage from the Mississippi River to the commercial activity on Washington Avenue for five blocks. The result was the creation of a beautiful pedestrian and bicycle portal through the Soltva property that is used by all the residents of the North Loop (and their dogs!). Soltva incorporated several sustainable design features, such as passive solar design, LED and fluorescent lighting systems, ample bicycle storage, green roofs, rain barrel irrigation systems, low VOC paint, white membrane roofs, and organic trash disposal.

For more information, please visit: www.soltva.com

- 5) Two examples of projects shaped with extensive public input;

Example 1: York Place Apartments, Edina, MN

TE Miller Development spent over a year working with the public before receiving entitlements on York Place Apartments. This included several public hearings, work sessions, and meetings

with neighbors and city staff. TE Miller incorporated many suggested changes by both the city and the neighborhood and is proud of the quality project it delivered to the Edina community.

Example 2: Soltva Apartments, Minneapolis, MN

TE Miller Development met with city staff, the city council member, multiple adjacent condominium associations, and the neighborhood group to gather input from the community on the Soltva project. The neighborhood was going through a rezoning process at the time and Soltva was the first project to receive entitlements after the rezoning process was complete.

- 6) Preliminary work plan that outlines the critical elements and milestones anticipated when working with the City to advance from "vision" to "reality"; and

Key milestones:

- The Development Team and City determine scope and scale of public amenities desired by the City, which will help determine what other potential uses are feasible on the site. The Development Team and City collaborate and agree on site plan layout and uses on the site
- City and the Development Team agree on economic terms of the project and structure of partnership. The Development Team requests that the City use tax increment financing for the project to ensure economic feasibility for the private portions of the development project
- City grants entitlements to the Development Team for construction of the project

Ideally, the multifamily portions of the project are completed in the spring/summer of 2016. The City's timeline for the "collaborative process" stages on page 3 of the Request for Information is relatively close to the preferred timeline for the developer. However, the Development Team prefers that we shorten the timeline by 2-3 months to ensure that we will be able to deliver the multifamily units during the peak rental and buying seasons in the spring/summer of 2016.

- 7) Any other information that is critical to the City's ability to evaluate the merits of the team.

The Development Team has extensive experience in designing projects in the urban core which has required thoughtful planning for pedestrian, bicycle and vehicular connections that encourage residents to walk, bike, and use mass transit and shared cars as alternative means of transportation to reduce their carbon footprint. As Edina matures its land in key areas has and/or will evolve into uses, density, and circulation that is similar to the urban core.

We have a strong team in place that can execute the City's goals for the site as well as the Development Team's goals, which we believe are aligned with the City's. We are passionate

about Edina and are excited about the opportunity to create a beautiful project that serves the needs of the community and serves as a catalyst for future development in the area.

PROJECT TEAM BIOS

Robb Miller, TE Miller Development

Robb began working in the family business in September of 2007 and is currently Vice President of TE Miller Development, LLC. Robb works on redeveloping and acquiring new properties for the company. Since 2009, Robb has developed over \$100 Million of real estate, primarily through the development of over 550 apartment units. Robb is an attorney and earned his JD and MBA from the University of St. Thomas. In addition to his daily involvement with TE Miller Development, Robb is a committee member on the University of St. Thomas School of Law Annual Giving Campaign as well as a committee member of the City of Lakes Community Land Trust Project Development Committee.

Robb grew up in Edina and is uniquely familiar with the Grandview site because he worked at the former Public Works facility on the site in the park maintenance department.

Robb's development projects:

- York Place Apartments, Edina, MN: 114 units, completed in 2009. www.yorkplaceapts.com
- Soltva Apartments, Minneapolis, MN: 100 units, completed in 2012. www.soltva.com
- 7west Apartments, Minneapolis, MN: 218 units, completed in 2013. www.liveat7west.com
- Solhavn Apartments, Minneapolis, MN: 137 units, completed in 2013. www.solhavn.com

For more information, please visit www.temillerdevelopment.com

Tom Miller, TE Miller Development

Tom Miller is a current Edina resident and he raised his children in Edina. Tom Miller is President of TE Miller Development, LLC and formed the company in 2003. TE Miller Development currently owns and manages 10 apartment communities and two office spaces for a total of over 2,000 apartment units.

Prior to creating TE Miller Development, Tom was an owner and President of REM, Inc. for 35 years. REM was a family owned business that provided health care services to people with developmental disabilities, elderly and home health care. REM had 360 million in annual revenues, 14,000 employees and provided services to over 11,000 people across the country.

Prior to his work at REM, Tom worked for a local suburban city in the planning department and holds a Master's Degree in Urban and Regional Studies. Tom Miller has extensive experience with tax increment financing, housing revenue bonds, industrial bonds, community development block grants, and other creative public/private implementation strategies.

For more information, please visit www.temillerdevelopment.com

Ron Clark, Ron Clark Construction

Ron Clark founded Ron Clark Construction & Design in 1975 with the construction of his first twinhome in Edina, MN. Ron continued to expand and soon had established an impressive reputation for building top-quality, single family homes, townhomes, and condominiums in the Twin Cities market.

Remaining strong through the peak and valleys of the construction industry, Ron Clark Construction & Design has built over 1000 homes in the Minneapolis and St. Paul area. Today, Ron Clark Construction & Design has grown into a multi-million dollar company with a staff highly experienced in development, redevelopment, construction, sales and marketing, complete with a full home warranty department to service its home buyers.

Ron earned his Bachelor of Science degree in Economics and Marketing from Ohio State University where he also earned his Masters of Business Administration (MBA). He lives in Edina with his wife Sandy where they have resided since 1975. Ron is a past volunteer member of the Edina Board of Construction Appeals. Sandy served for many years as a member of the Board of Directors for the Edina Art Center.

For more information, please visit www.ronclark.com

Tushie Montgomery Architects

The firm of Tushie-Montgomery & Associates, Inc. was founded in 1979 to provide architecture, landscape architecture, interior design, and space planning services to private clients, developers and government agencies throughout the United States. The multi-disciplined staff includes architects, landscape architects, space planners, and interior designers, as well as marketing support professionals. The success and acceptance of Tushie Montgomery Architects is the result of a well-organized team approach to each project. Our ability to identify and fulfill our clients' needs, the technical expertise of our staff, the integrity of our work, our ability to develop innovative solutions for each specific project while providing the best design for the budget dollars, and our strong project management has led to our reputation for excellence. Tushie Montgomery Architects has considerable experience in a variety of projects as well as a diverse background in a variety of building types. We are currently working on projects throughout the United States with total costs in excess of \$300 million.

Gary Tushie, President, is a graduate of the University of Minnesota's Institute of Technology with degrees in both landscape architecture and environmental design. He brings a unique design expertise to the firm with over 30 years of experience. The firm has three Senior Associates, Gary Fischer, Andrew Krenik, and Daniel Pellinen, all of whom are licensed architects in a number of states. In addition to their project management responsibilities, each maintain and further enhance the firm's direction on design, construction documents, CAD systems, human resources, and marketing. They coordinate these functions on a team basis. Terry Lamb is the firm's Quality Control Manager. Terry is a licensed architect with over 34 years of both field and office experience. Terry is responsible for establishing,

implementing, and updating the firm's project quality assurance programs. In conclusion, Tushie Montgomery Architects is dedicated to providing complete individualized professional services tailored towards completing projects that are on time and on budget.

For more information, please visit www.tmiarchitects.com