

ULI MN Housing Council

December 8th, 2016

12:00pm – 5:00pm

2700 University Apartments, Community Room

2700 University Ave W, St Paul, MN 55114, St Paul, MN 55114

Co-chair: Colleen Carey, The Cornerstone Group

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Co-chair: Paul Mellblom, MSR Design

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12:00pm *Lunch and networking*

12:30pm *Welcome and introductions – Co-Chairs Colleen Carey and Paul Mellblom*

Presentations

12:45pm **Case Study: 2700 University Apartments**

Ryan Cronk, V.P. Development and Partner, Flaherty & Collins

Ryan started his professional real estate career immediately after college, with a primary focus on retail and mixed-use developments throughout the country. Ryan's responsibilities include identifying and executing new development opportunities, providing retail expertise on all Flaherty & Collins Properties projects which include retail components, providing design and development ideas on all Flaherty & Collins Properties projects, and explore new business opportunities that align with Flaherty & Collins Properties goals and objectives.

John Stern, Shareholder, Winthrop & Weinstine

John is a member of Winthrop's tax credit and real estate practice groups. His practice focuses primarily in the areas of multifamily, senior and mixed-use development. John regularly helps structure and close transactions involving state and federal tax credits, tax-exempt bonds, tax increment financing, and other development incentive programs. In addition, John works on other aspects of the development process: assembling land; securing governmental approvals; obtaining debt and equity financing; leasing; and acquiring and re-positioning existing assets.

Tod Elkins, Principal, UrbanWorks Architecture

Born and raised on the East Coast and educated on the West Coast, Tod brings a national perspective to multifamily, mixed use, office, historic rehabilitation, and other projects. Tod Elkins architectural career began in Boston more than 20 years ago where he worked on a number of multifamily and adaptive re-use projects, including the award winning Harbor Pointe project. Since then, he has worked on a wide variety of project types from townhouse developments to floating casinos. For the past 10 years, he has focused on urban infill projects including multifamily, office and retail. At UrbanWorks, he has managed many of the firm's most challenging projects including Longfellow Station, a mixed-use project with 180 units and the COR which combines 200 apartments with retail and a separate parking garage.

Marie Franchett, Principal Project Manager, Saint Paul Planning and Economic Development

Marie has been a key player in economic development and housing initiatives for the Housing and Redevelopment Authority of the City of Saint Paul since 1991. She has played a lead role in projects that range from the US Bank West Side Flats Operation Center, the historic Municipal Grain Elevator on the Mississippi River, the 248 unit mixed-income West Side Flats apartments, 2700 University, a TOD, 198 unit mixed income apartment building and managed the development of the Penfield. She has a BA from the University of Wisconsin, Madison and an MBA in Real Estate Finance from DePaul University.

- 1:45pm** **Break**
- 2:00pm** **Tour: 2700 University Apartments**
- 2:45pm** **Break**
- 3:00pm** **Big Question: What are we missing in our market and why?**

Tom Fisher, Professor, Director of the Metropolitan Design Center, and Dayton Hudson Chair in Urban Design, University of Minnesota

Thomas Fisher is a Professor in the School of Architecture, the Dayton Hudson Chair in Urban Design at the University of Minnesota, and the Director of the Metropolitan Design Center at the College of Design. He was recognized in 2005 as the fifth most published writer about architecture in the United States and has been recognized four times as a top design educator by the journal Design Intelligence. He has written 9 books, over 50 book chapters or introductions, and over 400 articles in professional journals and major publications. His newest book, published in May by the University of Minnesota Press, is entitled *Designing Our Way to a Better World*.

Sean Sweeney, Acquisitions Specialist, Timberland Partners

Sean works in multifamily acquisitions with Timberland Partners and has been with the firm since 2011. Sean's responsibilities include locating new markets for investment, sourcing new deals, underwriting, market analysis, due diligence, negotiating purchases, arranging financing for new acquisitions and authoring detailed investment memoranda outlining financial returns, market conditions, investment rationale and asset management strategy. His team has successfully sourced and acquired over 6,000 apartment units with a total consideration of over \$463,000,000 since mid-2012. Prior to that, Sean spent 6 years working in development and acquisitions for Thompson Dorfman Partners, a multifamily investment firm based in San Francisco, CA. He is a graduate of the University of Wisconsin-Madison and serves on the Advisory Board of the Urban Land Institute in Minneapolis and co-Chairs NEXT. Sean also donates his time to One Village Partners, a non-profit dedicated to transforming rural villages in Sierra Leone into empowered, self-reliant communities. Sean lives in Minneapolis with his wife and two wonderful little girls, ages 3 and 4 months.

Becky Yust, Professor, University of Minnesota College of Design

Becky Yust, Ph.D., is interim dean and professor of housing studies at the College of Design, University of Minnesota. She teaches courses on socioeconomic aspects of housing; multifamily housing development, finance, and management; and, interior structures, systems, and life safety. Her research has included investigations of housing adequacy and affordability, healthy housing initiatives, and the design of affordable housing. She is currently serving as executive editor of *Housing and Society*, the research journal of the Housing Education and Research Association.

Andrea Brennan, Director of Housing Policy and Development, City of Minneapolis

Andrea Brennan is Housing Policy & Development Director for the City of Minneapolis where she establishes housing policy, finances and redevelops single and multifamily residential real estate to stimulate private investment, increase the tax base and sustain a healthy housing market in Minneapolis. Prior to this position, she served as the Director of Community and Economic Development for the Dakota County Community Development Agency and Deputy Executive Director for the Washington County Housing and Redevelopment Authority. Andrea has a Master's Degree in Public Affairs from the University of Minnesota. She serves as a board member of the Family Housing Fund and the Land Bank Twin Cities, Inc., and is a member of the Executive Committee of Heading Home Hennepin.

Moderated Q & A

- 4:00pm** *Cocktail Hour*
- 5:00pm** *Adjourn*

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