

ULI MN Market Council

September 21st, 2016
12:00pm – 5:00pm
Wells Fargo Building, 4th Floor
550 S 4th St, Minneapolis, MN 55415

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12:00pm *Lunch and networking*

12:15pm *Welcome and introductions – “Catalytic Public Investments”*
Co-Chairs Jeff Hall and Paul Maenner

Presentations

12:30pm **Case Study: Penfield**

Mayor Chris Coleman, City of Saint Paul

Chris Coleman took office as Saint Paul’s Mayor in 2006 after several years as a city councilmember, community and neighborhood leader. Immediately, Mayor Coleman set forth initiatives to make Saint Paul the most livable city in America. His priorities include working to close the achievement gap, creating sustainable and responsible budgets, and investing in the infrastructure of Saint Paul. Mayor Coleman has achieved several of his goals, advocating for education and public safety, and being instrumental in championing the Green Line (Central Corridor Light Rail line)—the largest infrastructure project ever undertaken in the state of Minnesota. Mayor Coleman is past President of the National League of Cities, a national organization of city leaders across the United States. In 2012, Mayor Coleman was elected as the Second Vice President of National League of Cities, and became the League’s Vice President in 2013. Under Mayor Coleman’s terms, Saint Paul’s downtown has seen a revitalization. As light rail ridership continues to increase and more restaurants and entertainment venues have moved in, demand for housing has increased exponentially and downtown’s vibrant culture has grown.

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.

1:30pm **Break**

1:45pm **Case Study: Downtown East**

Chuck Lutz, Deputy Director of CPED, City of Minneapolis

Since 1986, Chuck has held a variety of positions at the City of Minneapolis and Minneapolis Public Housing Authority. Some of the major development projects Chuck has had primary City responsibility for include Target Center, the Federal Courthouse, the Hennepin Avenue theaters, the Heritage Park redevelopment on the City's Northside, the Midtown Exchange redevelopment on the City's Southside, the \$1 billion Minnesota Vikings Stadium and the \$400 million Wells Fargo development in the Downtown East area. He attended Carleton College and earned an MBA from the University of Minnesota in Finance.

Ted Mondale, CEO/Executive Director, Minnesota Sports Facilities Authority

Mr. Mondale was appointed by Governor Dayton to be the Chair of the Metropolitan Sports Facilities Commission which sunset on August 1, 2012. Ted was also formerly the Vice President of Strategy & Research for GREATER MSP. In 1999, Mr. Mondale was appointed by Governor Ventura as Chair of the Metropolitan Council, a 4,000 employee, \$500 million regional operating agency in the Twin Cities. Under his leadership, the Council undertook several key initiatives, including the Hiawatha light rail line, which was awarded the best new start award from the Federal Transit Administration. Mr. Mondale also served two terms in the Minnesota State Senate. Two of the laws he chief-authored have won national "best of" awards from the Ford Foundation and Harvard's Kennedy School of Government, and the Environmental Protection Agency.

Brent Hanson, Vice President of Real Estate, Wells Fargo

As a member of Wells Fargo's Corporate Properties Group since 2001, Brent has been involved in real estate transactions all over the country. He currently leads a team that is responsible for all of Wells Fargo's corporate real estate transactions in the Great Lakes and Midwest regions, a total of over 17 million square feet. One of Brent's most recent accomplishments includes handling Wells Fargo's negotiations for the acquisition, development and strategic implementation of the new Wells Fargo buildings in East Town. Brent also represents Wells Fargo as a member of the Executive Committee of the Minneapolis Downtown Council. He attended Concordia College in Moorhead and earned his JD from Hamline University School of Law.

Tony Barranco, Vice President of Development, Ryan Companies U.S.

As a member of Ryan's Development team since 2005, Tony has led or contributed to over 3,000,000 square feet of development. Tony leads project teams through all aspects of the development process including site selection and acquisition, constraint analysis and due diligence, municipal approvals, design and construction coordination, and lease or sale negotiation. As an urban specialist, Tony understands current market trends and uses that knowledge to implement win-win solutions for clients and project stakeholders, even on some of the most challenging development sites.

3:00pm **Break** (reconvene on 15th floor for tour)

3:15pm **Tour: Wells Fargo Headquarters and Edition Residences**

4:00pm *Cocktail Hour at the Edition Residences*

5:00pm *Adjourn*

Thank you to our cocktail hour sponsor and event host!

