

Ramsey County Riverfront Property Recommendation of Project Vision and Master Developer

November 20, 2018

Purpose of Workshop

- Provide introductions
 - Revisit County efforts in positioning site for redevelopment, including a recap of the development solicitation process
 - Introduce AECOM, preferred developer
 - Seek County Board concurrence of the project vision, preferred developer and initiation of a 6-month due diligence period
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Sponsors

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Riverfront Vision

- Bold and architecturally significant befitting this iconic location
- Maximize development potential
- Expand the tax base and create jobs
- Enhance vitality through public amenities and prominent public realm
- Use development of the site to connect people to the river
- Anchor the River Balcony into design and programming of the site
- Establish an active first floor
- Use site and design buildings to maximize views of the river valley
- Extend public rights-of-way from the downtown through the site to the river
- Demonstrate innovations in environmentally sustainable design
- Design with the site's context in mind and as a continuation of the urban fabric

Positioning Site for Development

Deconstruction of West Building and former Adult Detention Center – completed, ready for development

Request for Development Interest (RFDI)

- Initiated in Winter 2017
- Met with 10 interested groups
- Narrowed list to 4 teams (2 groups merged)
- Interviews with community stakeholders
- Engagement with City of Saint Paul
 - Agreement to form City/County Working Group

Key Conclusions of RFDI Process

- Development community sees this site as a premier development opportunity
- One opportunity to get this right
- Project can and must be more than “fill in the hole”
- Importance of maximizing development with multiple mixed-use project components
- Importance of connecting people to the river
- Create a vibrant, people-centered public realm
- Need to fill a void in Class A office space and size floorplates properly to attract businesses and jobs

Current Site Condition





About AECOM
Imagine It. Delivered.

Management Services

18%

- Cyber Support
- Surveillance
- Information Management
- Nuclear & Chemical
- Decommissioning
- International Development
- National Security Programs

Construction Services

38%

- Building Construction
- Construction Management
- Energy, Infrastructure & Industrial Construction



Design and Consulting Services

44%

Design, Planning, Technical and Program & Construction Management Services for:

- Federal
- Corporate / Office
- Healthcare
- Justice
- Higher Education
- Multifamily / Mixed-Use
- Industrial /Mission Critical
- Commercial Development
- Sports
- Hospitality
- Cities
- Energy
- Water
- Environmental
- Transportation

Capital Services

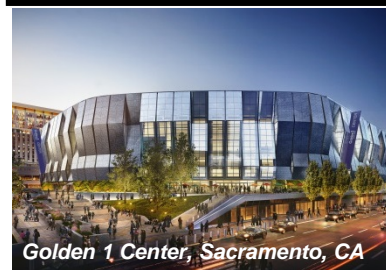
Private Equity Placement, Financing, and Deal Structuring in Real Estate, Private Infrastructure, and Public – Private Partnerships



London 2012 Olympics, UK



One World Trade Center, NY



Golden 1 Center, Sacramento, CA



DirectTV HQ, El Segundo, CA

AECOM Imagine it. Delivered.

28.0Bn

Revenue (US\$) for 12 months ended September, 2018

150

Presence in 150 countries and with 100+K employees

#1

In *Engineering-News Record's* "Top 500 Design Firms" for the 7th consecutive year

2018

Among *Fortune* magazine's 2018 "World's Most Admired Companies"

AECOM

Services to support real estate development

Architecture and Interiors



- Site Planning
- Conceptual Design
- Design Guidelines
- Design
- Development
- Construction
- Documents
- Programming
- Planning
- Interior Design
- Building Evaluation
- Business Visioning
- Change
- Management
- Post-Occupancy
- Evaluation

Building Engineering



- High Performance Engineering
- Civil / Structural
- Mechanical /
- Electrical
- Plumbing /
- Fire Protection
- IT / Telecom /
- Security
- Acoustics /
- Vibration
- Façade
- Engineering

Capital Financing



- Business Visioning
- Debt and Equity
- Financing
- Conceptual Design
- Pilot Projects
- Advising
- Change
- Management
- Post-Occupancy
- Evaluation
- Guidelines
- Development

Planning and Economics



- Development
- Strategies
- Feasibility Analysis
- Economics
- Planning + Urban
- Design
- Landscape
- Architecture
- Resiliency
- Planning

Construction Services



- Program
- Management
- Construction
- Management
- Pre-Construction
- Services
- Design-Build
- Consulting
- Services
- Sustainability
- Estimating
- Purchasing
- Cost Consulting
- Risk Management

Environmental



- Air quality
- Impact
- Assessment
- + Permitting
- EHS Permitting
- EHS Due Diligence
- Project
- Management
- Remediation
- Consulting,
- Engineering and
- Construction
- Site Restoration
- Waste Services
- Water + Natural
- Resources

Infrastructure



- Transportation
- Planning and
- Design
- Engineering
- Design
- Operations and
- Maintenance
- Commissioning,
- Handover and
- Operations
- Support
- Civil Earthworks
- Procurement
- Utilities Planning
- and Design

AECOM

Large Scale Development Experience



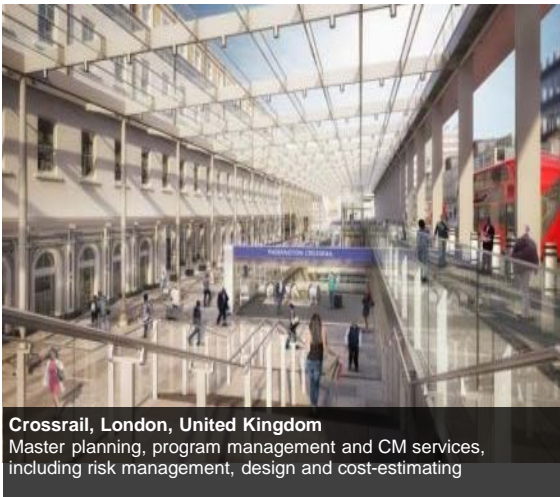
World Trade Center, New York, NY
WTC Hub Transportation, construction services, landscape architecture, streetscape, state-of-the-art security



2024 Olympic Bid, Los Angeles, CA
Urban planning, conceptual design, infrastructure planning



Stapleton Redevelopment, Denver, CO
Master planning, landscape architecture, design guidelines, transit planning, sustainability guidelines



Crossrail, London, United Kingdom
Master planning, program management and CM services, including risk management, design and cost-estimating



Saadiyat, Abu Dhabi, UAE
Master planning, program management, infrastructure planning



BLVD Place, Houston, TX
Architecture, engineering, master planning

AECOM - Sample Large Scale Development

Ivy Station - Culver City, CA

Overview

Ivy Station is a co- GP partnership with Lowe Enterprises and AECOM to develop a 5.5-acre site with 1,100,000 SF (including parking) of mixed-use development located in an urban infill parcel adjacent to the Culver City Expo.

Investment Summary	
Size	[580,436] SF GBA, [485,958] NSF, 5.52 acres
Residential Units	200 apartments (176,127 NRSF)
Hotel	148 keys
Retail	46,783 NSF
Office	207,000 NSF
Parking Spaces	1,536 spaces
Location	Culver City, California
Total Project Capitalization	\$384M



The Saint Paul Riversedge
Existing Site

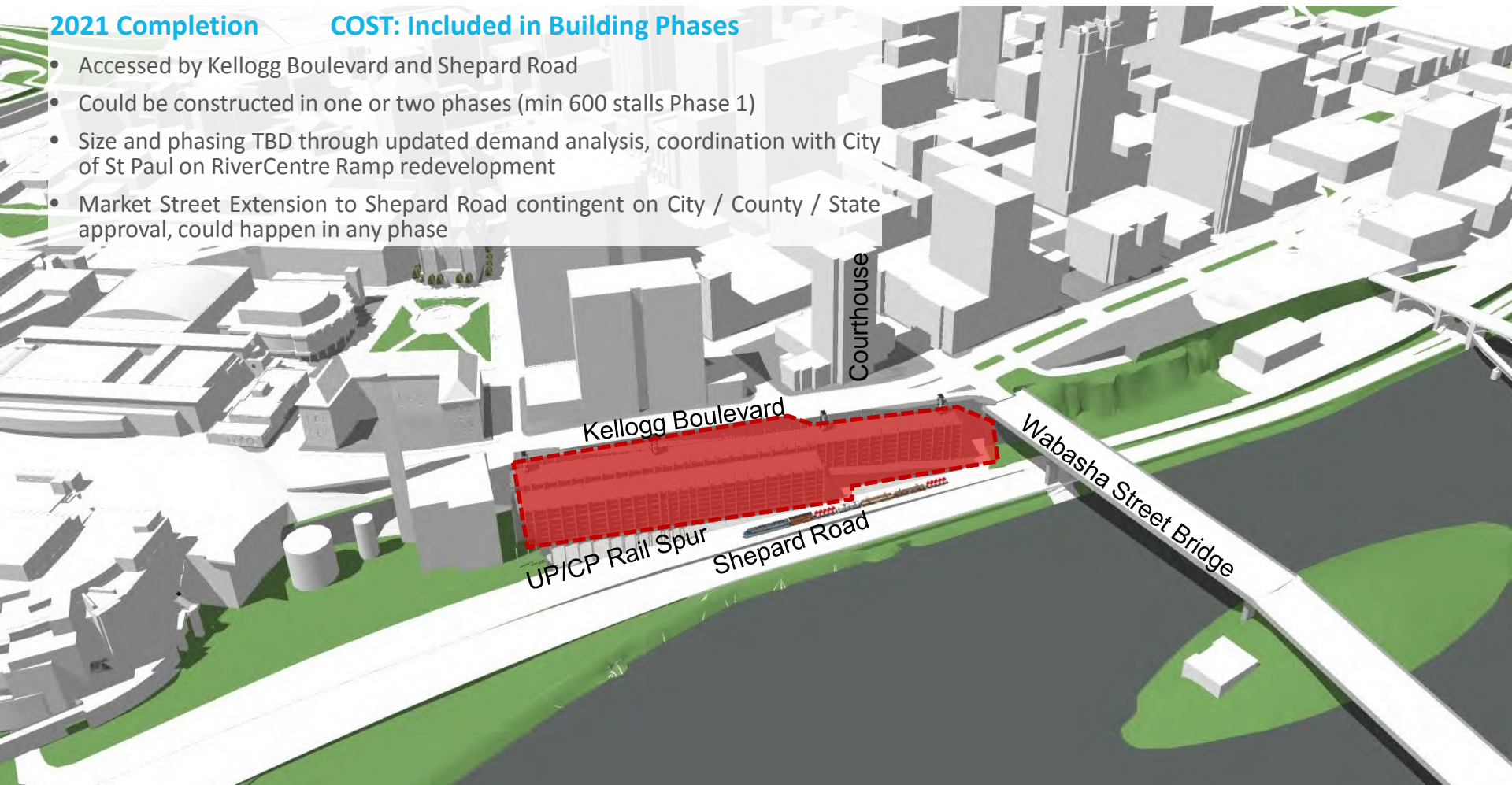


The Saint Paul Riverside

Phase 0 - 1,200 – 1,800 stall parking structure

2021 Completion COST: Included in Building Phases

- Accessed by Kellogg Boulevard and Shepard Road
- Could be constructed in one or two phases (min 600 stalls Phase 1)
- Size and phasing TBD through updated demand analysis, coordination with City of St Paul on RiverCentre Ramp redevelopment
- Market Street Extension to Shepard Road contingent on City / County / State approval, could happen in any phase



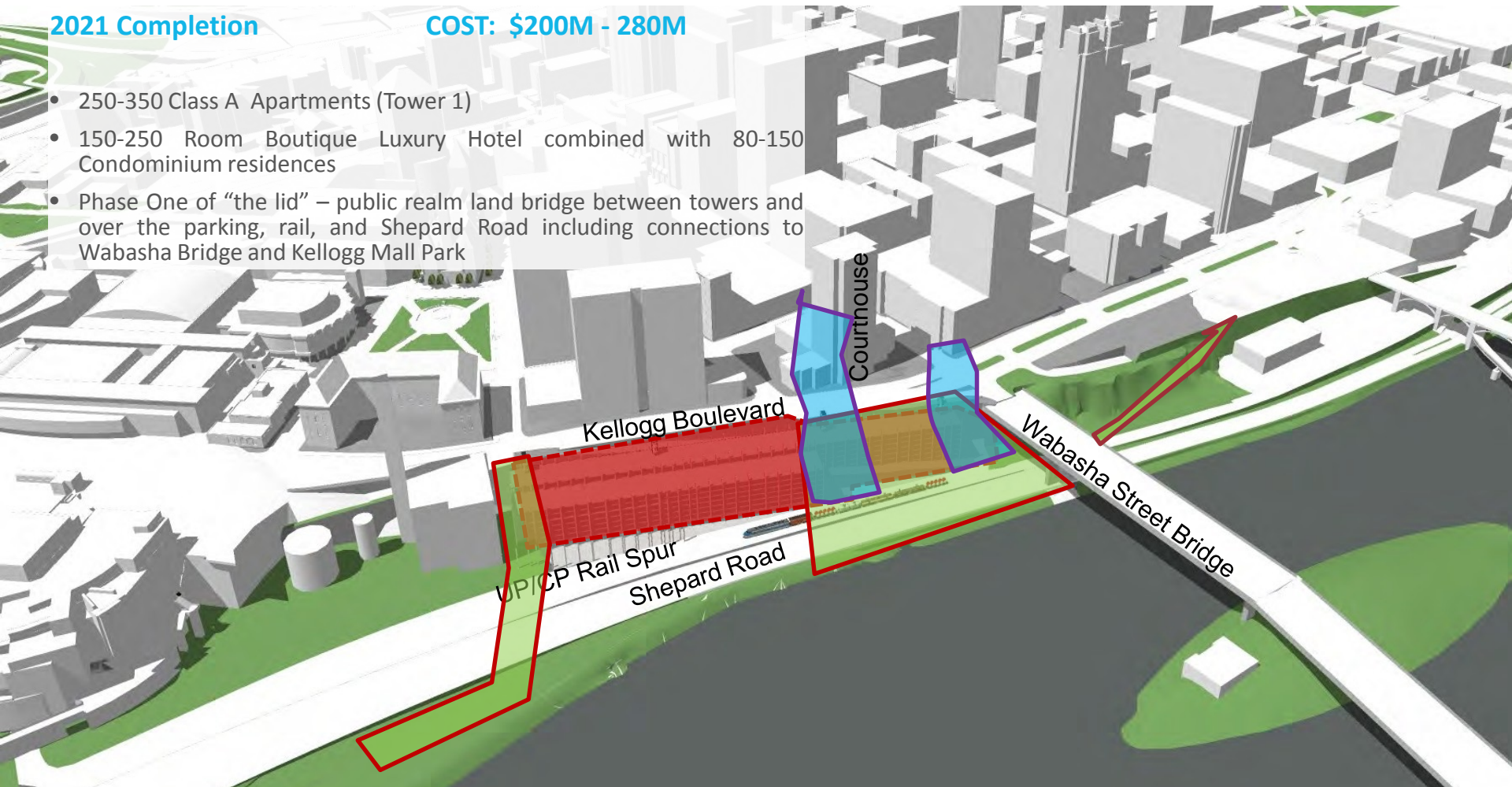
The Saint Paul Riversedge

Phase 1 – Hotel / Residential / Retail / “The Lid”

2021 Completion

COST: \$200M - 280M

- 250-350 Class A Apartments (Tower 1)
- 150-250 Room Boutique Luxury Hotel combined with 80-150 Condominium residences
- Phase One of “the lid” – public realm land bridge between towers and over the parking, rail, and Shepard Road including connections to Wabasha Bridge and Kellogg Mall Park



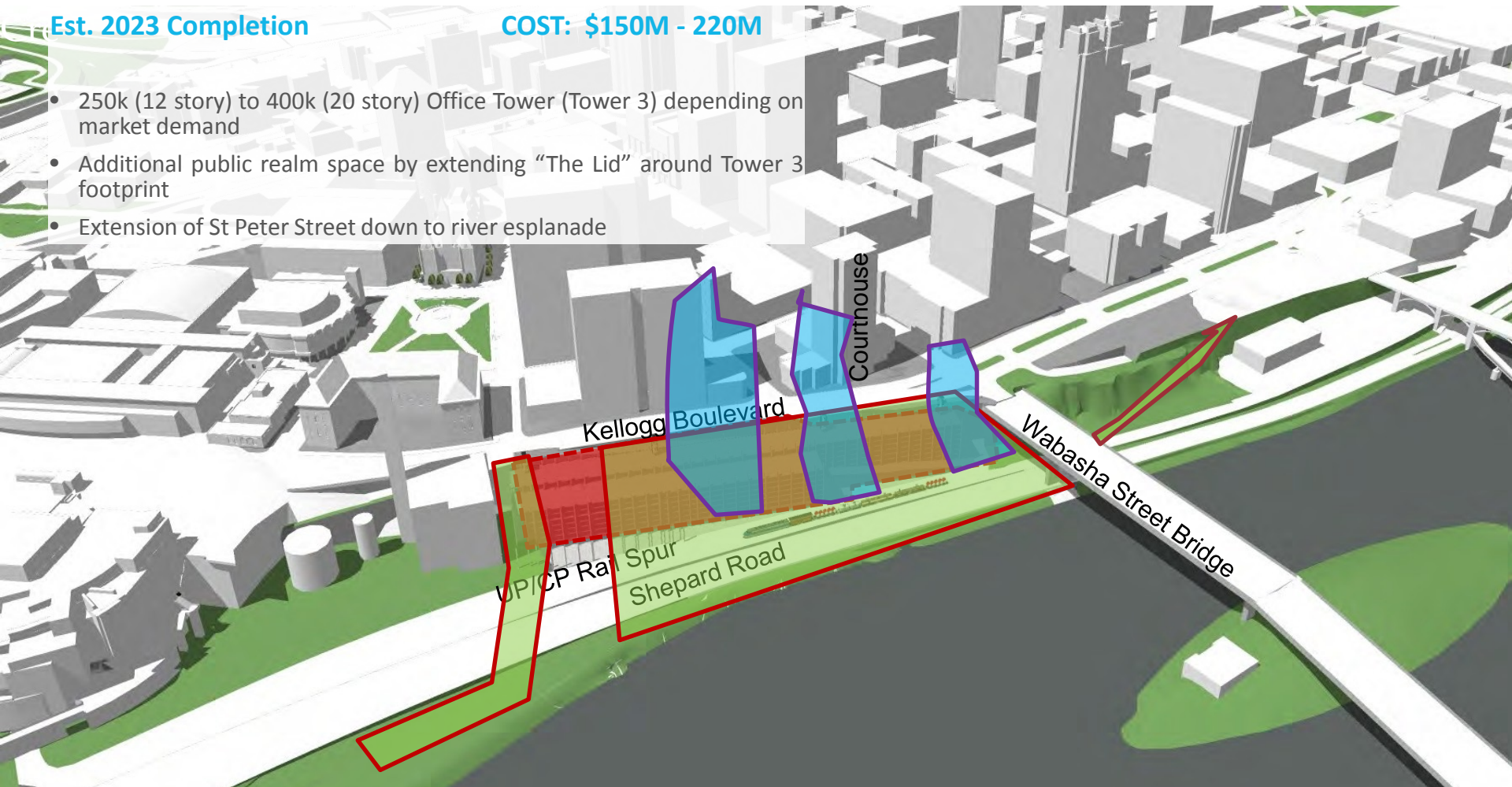
The Saint Paul Riverside

Phase 2 – 12-20 Story Class A Office Tower

Est. 2023 Completion

COST: \$150M - 220M

- 250k (12 story) to 400k (20 story) Office Tower (Tower 3) depending on market demand
- Additional public realm space by extending “The Lid” around Tower 3 footprint
- Extension of St Peter Street down to river esplanade



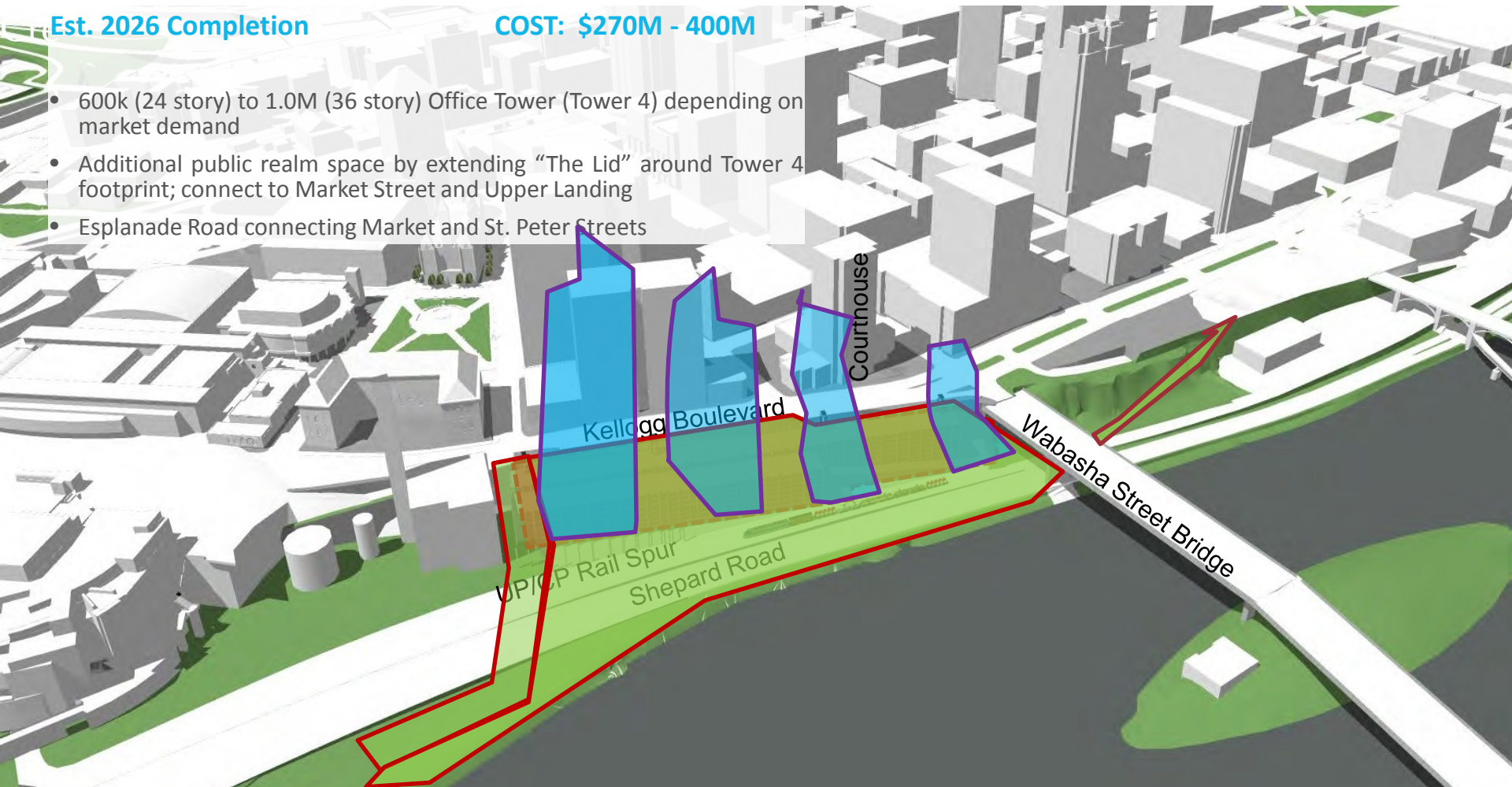
The Saint Paul Riversedge

Phase 3 – 24-36 Story Class A Office Tower

Est. 2026 Completion

COST: \$270M - 400M

- 600k (24 story) to 1.0M (36 story) Office Tower (Tower 4) depending on market demand
- Additional public realm space by extending “The Lid” around Tower 4 footprint; connect to Market Street and Upper Landing
- Esplanade Road connecting Market and St. Peter Streets

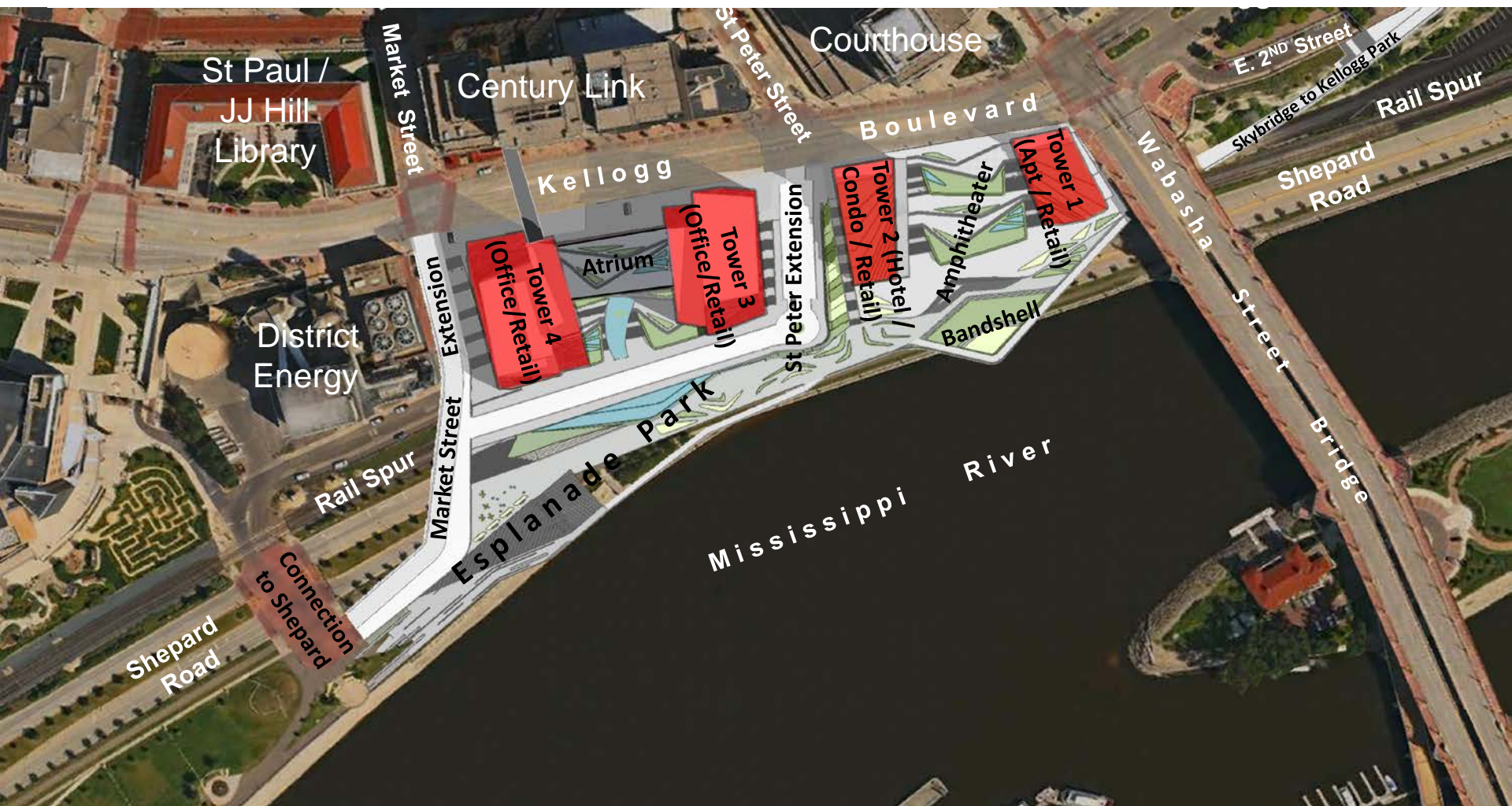


The Saint Paul Riversedge
Plan

Site



The Saint Paul Riversedge Labeled Site Plan



The Saint Paul Riversedge
Esplanade looking towards Wabasha Bridge



The Saint Paul Riversedge
Esplanade looking up to Kellogg Boulevard / Courthouse



Six-Month Due Diligence Process

- Determine efficacy, costs and timelines with:
 - Decking over the railroad and Shepard Road
 - Transportation improvements and Market Street extension
 - Utility realignments
 - Parking requirements
 - Public access and amenities
- Clarify project phasing components and timelines
- Determine public financial requirements
- Form a staff project team with City of Saint Paul
- Conduct additional community outreach

Board Direction and Next Steps

- Concurrence with project vision?
- Concurrence with preferred developer (AECOM)?
 - Direct developer and staff to initiate a 6-month due diligence process and develop activity milestones?
 - Return to Board with due diligence results?
- Timing of Board action steps
 - Preliminary Development Agreement – Formally initiate due diligence process (30-60 days)
 - Results of due diligence process and terms of a Development Agreement (6 months)
- Other County Board direction to staff
- Questions?