

# Downtown Northfield

An Introduction to Transforming the Waterfront and Division Street.

Presented by: **LANDERGROUP**  
urban placemaking

September 6, 2022



## PROJECT UNDERSTANDING

We understand Northfield is reimagining their waterfront and seeks to **build a new first class mixed use project** that will house an expanded liquor store and small scale commercial uses on the ground floor, lower level parking, and residential apartments on the upper floors.

The project should augment — but not replicate—the cohesive urban character of the historic core of town, and take cues from the guidelines set forth in the city’s historic designation.

In conjunction to these new land uses, the scope of the project includes delivering the vision of a first class **expanded public waterfront** between Bridge Square and 5th Street to further green and connect the riverfront and meet the functional requirements of existing and new gatherings. The focus will be on the needs of pedestrians and bikes rather than cars.

We look forward to bringing our considerable experience and capacity to lead to in Northfield. To start, we will focus on getting the Development Agreement in place, meeting with Stakeholders on the Project Program, and arranging outside consultants on site investigations. Lander will be arranging contracts and managing the process.



Our approach cont.

## Development Agreement

We propose retaining a single real estate attorney, experienced in public/private projects, to represent the project and work collaboratively with both parties (City and Lander) to draft the Development Agreement. The final draft of the Agreement will be reviewed and approved by different, separate Counsel to both parties.

### Outline of Roles and Principles

#### Lander Group will:

- Lead the project
- Select and direct the project team
- Arrange all private debt and equity financing
- Arrange for design, construction, and management of the project
- Be paid a market rate fees per the Development Agreement

#### The City will:

- Assemble the land
- Provide public financing as needed and supported by Ehlers
- Receive market value for their land
- Pay market rate for the liquor store space
- Pay competitive market rates to the builder and project consultants

#### Public Roles

- > Stakeholder Engagement/Buy-in
- > Design/Finance the Public Realm
- > Embrace District Public Parking
- > Employ Public Finance Tools
  - TIF
  - Invest Liquor Store profits

#### Development Agreement

- > Collaborative = One Lawyer
- > Embeds Community Goals and Metrics
- > Outlines Public and Private Roles and Responsibilities
- > Establishes Public and Private Financing Commitments
- > Establishes 'Market Rate' as Basis for Financial Commitments (Land Value, Liquor Store Lease or Purchase Price, Developer Compensation)
- > Land Value - Liquor Store Space Purchase Or Lease
- > Developer/Team Compensation
- > Confirms Timelines

#### Private Roles

- > Project Development, Design, Construction, Finance, and Management Experience
- > Bring/Assemble Team of Experienced Professionals for Support
- > Provide Private Capital for 100% of Project Value
- > Long Term Owner/Operator Commitment

The Development Agreement will spell out the roles and responsibilities of the parties, the basic financial structure, the methods for establishing the value of land and services, the cost and delivery of the 'public components, project timeline, and all other key aspects of the project. We can provide a copy of the DA with White Bear Lake as a reference/framework for our DA. The parties will split the cost of preparing the DA.





Our approach cont.

## Land Assembly

We understand the City has acquired some, but not all of the proposed project site.

We will work with the City to complete any required land assembly and relocation plans.

## Site Assessment

The Lander Group team will arrange a site topographical and boundary surgery, geotechnical report, phase I (and phase II if required) environmental report—and archaeological survey (if required) for the project site. We will solicit proposals from qualified consultants/team members, review and receive approval from City staff, and manage this work. The City agrees to approve and for pay for all the costs of this site investigation and retains the rights to all information.

## Stakeholder Engagement

Our team includes the Close/Jacobson team currently working with you on the Bridge Square renovation and the expanded riverfront park. As they have done with the Bridge Square project, they will lead the public engagement by working closely from the beginning with the design team, the City, and Stakeholders to establish the right design for this site.

The Lander team will coordinate a series of input meetings with the various Stakeholders that have an interest in this project to establish goals, address concerns, and develop the Project Program. These sessions will listen to the many voices in an effort to create one vision. *What is this project? What does the Community want? What is needed?* These sessions will inform the final project design.

We have deep experience in working with stakeholders, in a proactive and positive manner, to establish a vision for their community—within the constraints of the market and public and private financial requirements.





Our approach cont.

## Project Program

The Lander team, working collaboratively with City staff, the liquor store manager, and other project Stakeholders, will develop a comprehensive program for all public and private elements of the project. The following considerations will be addressed:

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Size, access, storage, parking, and other requirements of the liquor store

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Size and location of small commercial uses for active frontage

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Required parking, garbage, fire, emergency, and service requirements on the site

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Streetscape requirements for three public frontages

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Number and size of residential units

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Number of stories/roof addition or not

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Any environmental remediation required

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Stormwater management requirements

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## Project Financing

Once the initial 'size and shape' of the public and private elements are defined, Lander will develop a financial **Sources and Uses** statement for the project, including the estimated cost of the private and public elements. It is anticipated the project will use Tax Increment financing, liquor store profits, or other public financing tools, as appropriate, to fund the public elements and other requirements of the project.

The Lander team will work closely with Ehlers (or other public finance advisor selected by the City) on the public financing for the project. Lander will provide all required private debt and equity needed for the project, subject to market requirements.



Our approach cont.

## Project Design

Our strongest suit. We understand the context. All our projects are urban infill. We strive to 'fit in'. We know the public realm is paramount.

We will assemble a design team – architects and various engineers - both new and prior partners with experience in complex, mixed use, urban infill on small sites. We will deliver first class design.

### Design Challenges

The new building will have three public facing sides that need to create clear, compelling engagement with the public realm.

The site will not accommodate all the parking required. Any parking deficiency will need to be made up in the public district parking inventory.

The site has significant grade changes to address.

Maximize the impact and value of the public realm.

### Style/Function

The project design must reflect context and time. Our work strives to be timeless through a balance of old and new style elements. We do not just design 'pretty'—the project needs to deliver the (known) program: bigger, better liquor store, parking, small business storefronts, great frontages, and new residential uses. All to be refined by the described process.

Our approach cont.



ZEO Apartments

Increase the downtown residential population.

Our team will work to ensure that downtown Northfield remains the premiere local and regional destination it has been for decades.



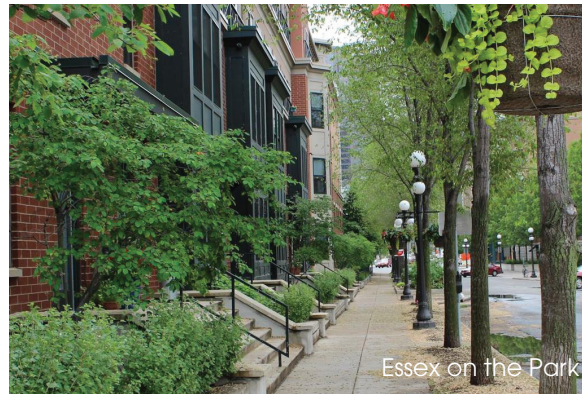
Wacouta Commons

Promote an inviting and connected public realm with a focus on riverfront enhancements.



38 and Nicollet

Continue to improve, enhance, and expand downtown commercial offerings.



Essex on the Park

Create frontages on right-sized streets with clear and logical connections.



Victoria and Grand

Demonstrate a mix of viable district parking strategies.



Our approach cont.

## Construction/Project Delivery

Our experience has been it is simpler, faster, more efficient, more cost effective—and more fun—for one development team to deliver the whole project. We will select an experienced construction partner and coordinate construction of all the public and private elements. Once the design and specification of the public elements is set, we will competitively bid the project and provide a fixed price to the City to design and construct the public elements. We believe we can meet all regulatory requirements with our 'one delivery team' approach. We did in White Bear Lake. It is expected the public financing sources will cover these costs.

### Project Timeline

The project will follow the general sequence. Many activities overlap.



Depending on final site acquisition and response times from the City, it is anticipated that predevelopment planning will take 12-15 months, with construction started in Fall 2023 or Spring 2024. Construction the project will take approximately 16-18 months.



## Project Team

Developer / Development Management Urban Design / Building Concept Design	Michael Lander <i>Lander Group</i>
Project Management / Commercial Leasing	Tony Kriha <i>Lander Group</i>
Residential Leasing / Property Management	Gail Mollner <i>Lander Group</i>
Project Legal / Development Agreement	Tory Jackson <i>Jackson Law</i>
Landscape Architecture / Public Space Design	Bob Close <i>Bob Close Studio</i>
	Bruce Jacobson <i>Landscape Architect</i>
Architect	Bob Loken <i>ESG Architects</i>
Civil Engineer	TBD
Structural Engineer	TBD
Environmental Engineer	TBD
Construction Management	Drew Dugan <i>James Company</i>
Builder	TBD
Public Finance	Ehlers
Private Debt	TBD
Marketing	Darren Leet <i>Darren Leet, Inc.</i>



## OUR EXPERIENCE

The Lander Group, in partnership with Bob Close and other long-time collaborators, has over 30+ years experience in developing **mixed use, urban infill projects**. Our work has been recognized by over 35 industry and association awards.

ZEO 0

3535 Apartments 1

Motiv Apartments 2

The Boatworks Commons 3

East River Apartments 4

Parkway West Apartments 5

Phoenix Park Neighborhood 6

Midtown Lofts 7

Tahquitz River 8

San Lucas 9

38 10

3743 Nicollet 11

Printer's Row 12

9th Street Lofts 13

West River Commons 14

Waterstreet Brownstones

Vine Street Lofts 15

301 Kenwood 16

21st Avenue Lofts 17

Dakota on the Park 18

Essex on the Park 19

Sibley Court Apartments 20

Sibley Park Apartments 21

2632 West 44th Street

Summit & Grotto 22

Andrews Condominiums

280 Summit 23

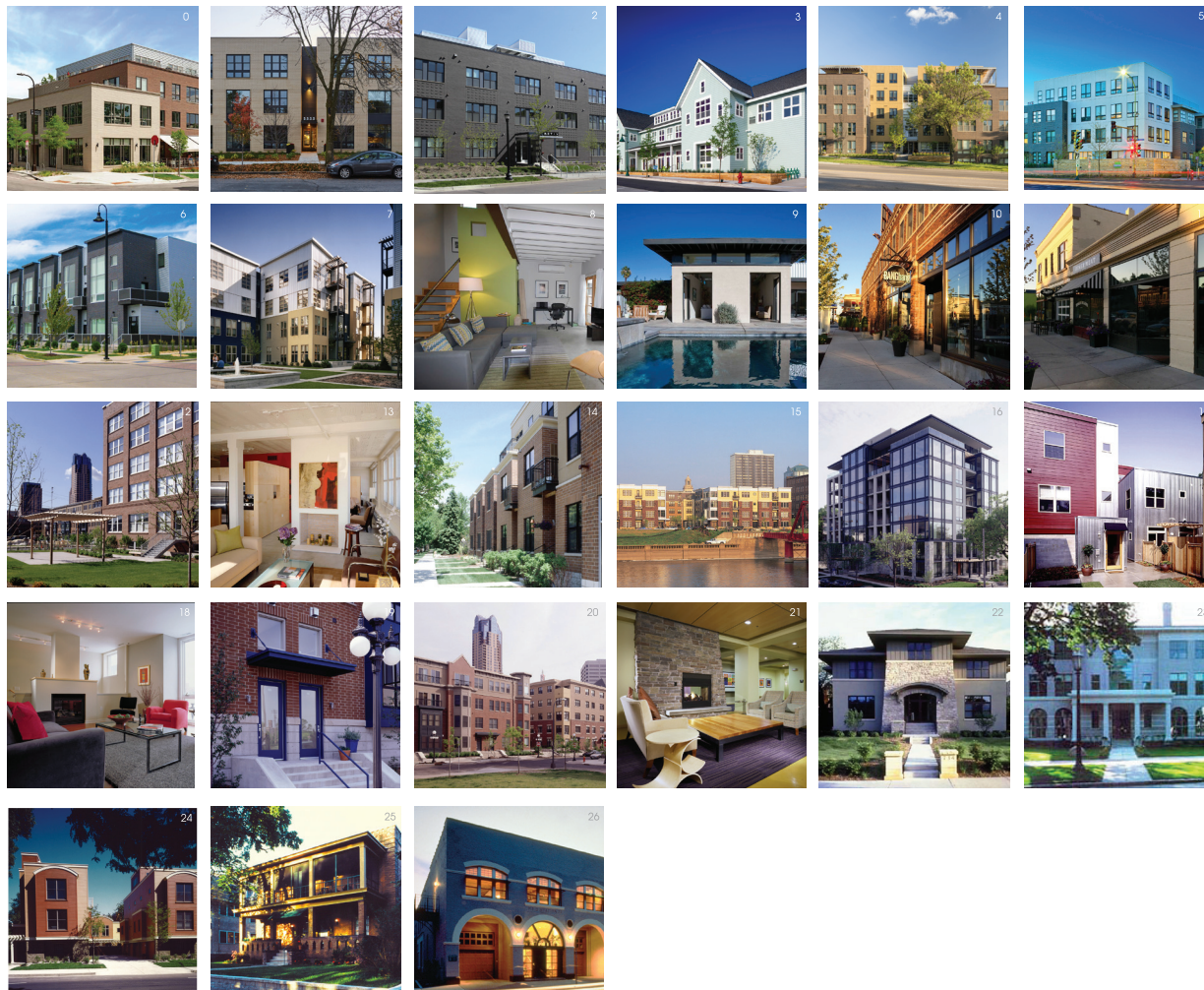
Hennepin Court 24

34th & Hennepin

Two + Two 25

Station 23 Lofts 26

2220 Irving





Our Experience cont.

## Design Excellence and the Public Realm



### Phoenix Park Neighborhood

Winner DECI Awards Development of the Year  
Downtown Eau Claire, Inc. (DECI)



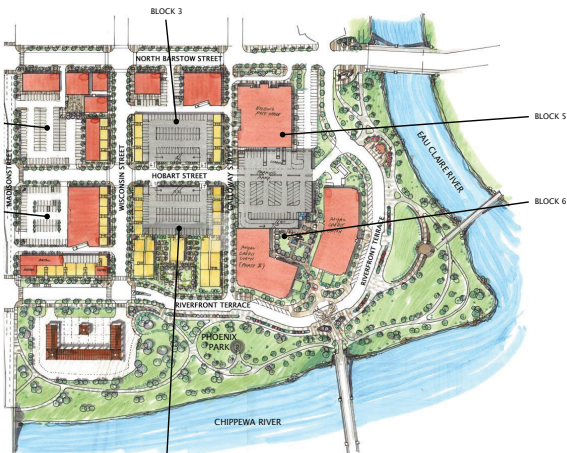
### Excelsior and Grand

Winner Best Multifamily Project, City Business



### The Boatworks Commons

Winner Finance & Commerce Top Project





Our Experience cont.

## Designing the Public Realm: Wacouta Commons



The Wacouta Commons design turned a group of surface parking lots into a vibrant neighborhood of 400+ homes, parks, and street level stores while fitting into the existing north quadrant Saint Paul fabric.





## Public / Private Development Experience

We have successfully executed **private development**, supported by **high quality public realm**, creating high real estate values and resources for financing **public works and structured parking**.

Our experience with The Boatworks Commons in White Bear Lake is the most comparable.

### Created Vision

- New integrated with old
- Mixed-use multi-family + retail
- High density
- Site/small(er) scale
- Create a public space/park
- Structured parking



### Interpreted

- City issued RFP
- City invited Lander Group to negotiate a Development Agreement
- Lander Group developed both public and private elements



### Implemented

- A public/private partnership funded park, parking, and public area
- Privately-owned apartments and retail





Our Experience cont.

## CASE STUDY - THE BOATWORKS COMMONS



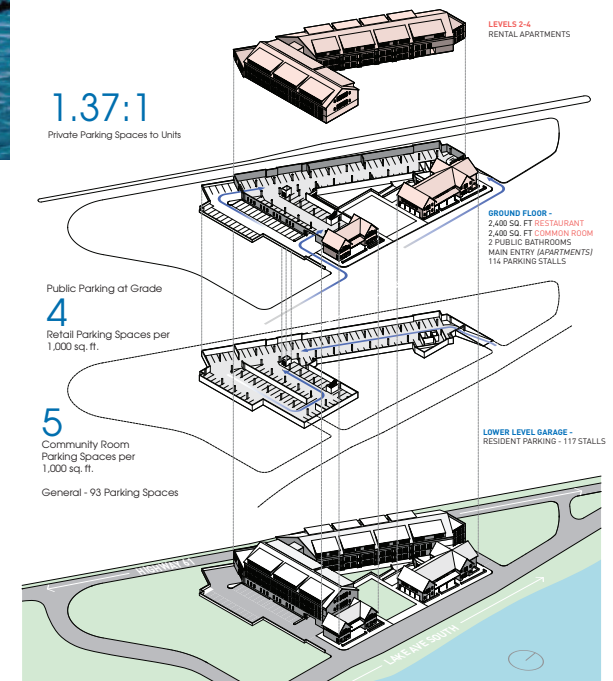
\$16M Private / \$4M Public

### Private Elements

- 85 apartments
- 120 private parking spaces
- 3,800 sq ft mixed use building

### Public Elements

- 120 Public Parking Spaces
- 15,000 sq ft community green
- 2 Large, well appointed bathrooms for the Marina
- 2,400 sq ft community room





The Boatworks Commons Cont.





## CASE STUDY - RETAIL AND BUILDING PARKING

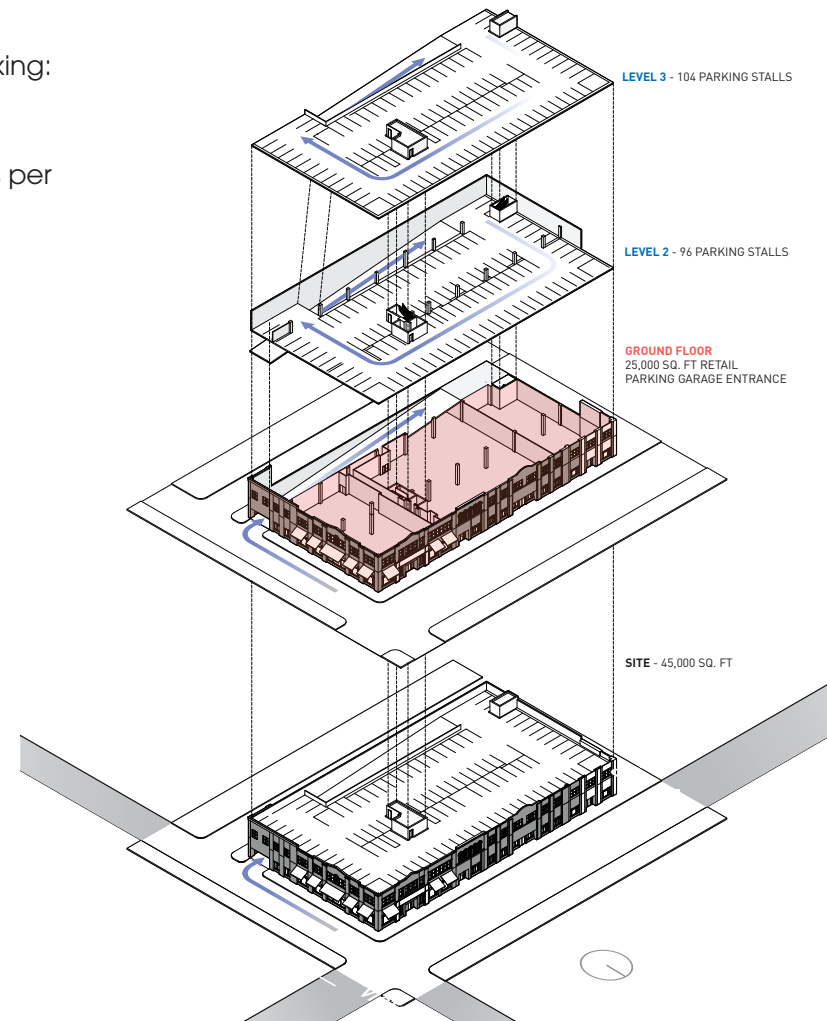
### Victoria & Grand - St. Paul, MN

We designed this smaller scale building in an historic district in St. Paul to read from the street as two stories. The project doubles the previous parking—from 100 to 200 spaces—while adding 25,000 sq ft of lease area and great street frontages.

New Retail Parking:

4

Parking Spaces per  
1,000 sq ft





## Local Ownership Commitment

Our commitment to building great neighborhoods extends past the ribbon cutting. The Lander Group has a strong track record of **owning and operating** the properties we develop. Currently the Lander Group holds all or partial ownership in over 15 multi-use, residential, or commercial properties. Notable properties include:



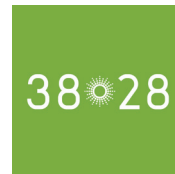
ZEO  
3145 Hennepin Avenue South  
Minneapolis MN

Completed  
2019

Apartments  
25

Commercial  
4,885  
sq ft retail  
2,425  
sq ft commercial

Parking  
22  
stalls



3828  
3806 28th Ave South  
Minneapolis MN

Completed  
2018

Apartments  
53

Commercial  
3,101  
sq ft retail  
street level

Parking  
45  
stalls



Ultimately, the success of a project relies on the careful selection of participants, shared risk, and trust.

The Lander Group is excited about the potential for this project to further transform the historic downtown and riverfront. We've come to know the place, the leadership, and outline vision. We'd love to be 'on board'.

We are prepared to provide whatever additional materials or references are requested to evaluate our qualifications and support our selection.

**Primary Contact:**

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