Financing Mixed-Use Development
June 24, 2013

Tommy Miller (Moderator) – President, Trademark Property Company
Sean Costello – Executive Vice President, Regional Manager, PNC Bank
Mark Gerteis – President, Capital Corporation, Forest City Enterprises
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- 2,800 residential units
- 400,000 SF of retail space
- 1.8 million SF of office space
- A world-class waterfront park with a marina
The Yards—Before & After
• 170 apartment units
• Adaptive reuse of a former Navy Yard industrial bldg.
• First residents: late 2011
• Fully leased; fastest lease up in the company’s history
• Over 80% re-leasing rate after initial lease-up cycle
• Ground-up construction
• Currently under construction
• 218 apartment units

• At street level:
  • 50,000 SF Harris Teeter
  • 28,000 VIDA Fitness
    • Bang Salon,
      Aura Spa, Penthouse
    Pool Club & Lounge
  • Sweetgreen
  • 8,900 SF of additional retail; 90% leased
• Completion: mid-2014
Parcel N Residential

- East side of Foundry Lofts Apts.
- Ground-up construction
- 327 apartment units
- 11 floors

- 20,000 SF of street-level retail
- Designed by Robert A.M. Stern Architects
• Mix of Experiential and Daily Needs Retail

• Strong connection with public space and programming

• Class ‘A’ office specs (Gensler)

• 15 restaurants on site

• Urban environment and amenities in the suburbs

• Mixed-use rent premium for office

• Boutique Hyatt Hotel (condominium regime)
MARKET★STREET
The Woodlands®

• 560,000 sf, mixed-use town center in The Woodlands, TX

• Leisure destination with restaurants and cinema combined with retail, office, specialty grocer and Hyatt boutique hotel on site

• $13M public investment

• Retailers: HEB/Central Market, Cinemark, Tiffany, Michael Kors, Ann Taylor, J. Crew, Lucky Brands, Tommy Bahama, lululemon, Calypso St. Barth, Madewell
• Mix of Experiential and Daily Needs Retail
• Urban environment & amenities
• Village green and public art

• Opened in 2008
• Highly competitive market – place value won the day with the best retailers (e.g. Anthropologie)
• 750k sf LEED certified resort style mixed-use development in Allen, TX, with retail, office, and multi family
• $36M public investment.
• Opened Fall 2008. Competed successfully with three-anchor mall 2.5 miles north.
• Retailers: Market Street Grocer, Anthropologie, Vera Bradley, Chico’s, Ann Taylor, Sephora, Brio, PF Chang, Cheesecake Factory, Z Gallerie, WH/BM & DSW
• Valuable multifamily component added diversity
• Patience was key - $400 per SF today and growing
• Recap injected capital to complete project
• Gensler designed office
• Urban infill mixed-use redevelopment
• Part of a 440,000 SF retail district – Fort Worth’s fashion destination
• Urban grocer mixed with fashion/specialty
• 273,100 sf mixed-use development in the University District of Fort Worth on the banks of the Trinity River.

• Plan includes 180,000 sf of office (130,000 sf existing) and 93,100 sf of retail including grocer and 800 space garage.

• Public Private Partnership
Waterside

- Horizontal mixed-use – multifamily and office parcels surround hybrid community center with experiential elements; all uses integrated into Master Plan
- Conscious place initiative with grocer anchor
- Land sales (multifamily, office) will reduce equity requirement
- Left with core community center hybrid anchored by specialty grocer
- Presence of specialty grocer is driving mixed-use component land values higher
Waterside

- Planned 195,300 sf, specialty grocery-anchored community center
- Anchors a strategic infill site in Southwest Fort Worth at the intersection of Bryant Irvin and Arborlawn, just west of the new 121 Chisholm Trail Parkway.
- Significant frontage on Trinity River with trail system and public space incorporated
- 19 acres of surplus land for office (180,000 sf), Multi Family Residential (669 units) and possibly a hotel (210 keys)
CROWNE PLAZA TIMES SQUARE, NEW YORK, NEW YORK

C&W Advised Debt & Equity Recapitalization of 825,000-sf Mixed-Use Property in Times Square

Property Snapshot

• Located at 48th Street and Broadway
• 795 hotel guestrooms affiliated with Intercontinental Hotels Group
• 212,000 square feet of office space
• 14,200 square feet of street level retail and a 31,000-square-foot leased fitness center
• Nine billboards and digital media signs
• Leasehold interest

Transaction Overview

• C&W served as exclusive advisor to a close-ended fund co-sponsored by affiliates of MSREF and Fisher Brothers
• Structured transaction was arranged, consisting of $259 million of senior and mezzanine debt as well as a preferred and common equity interest

Key Members of Capital Stack

• Sponsor: City Investment Fund LP
• Senior Debt: A Note (CMBS); B Note
• Mezzanine Debt: RE finance company
• Pref / JV Equity: Vornado Capital Partners
ONE57, NEW YORK, NEW YORK

C&W Advised Two Abu Dhabi-based Funds on their investment

Development Highlights

• 75-stories (marketed as 90).
• Over 1,000 feet tall.
• 92 luxury residences above the 210-key Park Hyatt New York.
• Foundation work started in January 2010 and framework for the top floor was completed in June 2012. Opening projected for 2013.
• Penthouse units selling for more than $8,000 per square foot.

Capital Stack

• $1.4 billion budget.
• Two Abu Dhabi-based funds, advised by C&W, invested $650 million.

Key Members of the Development Team

• Developer: Extell Development Group
• Design Architect: Christian de Portzamparc
• Interior Designer Residences: Thomas Juul-Hansen
• Interior Designer Hotel: Yabu Pushelberg
• Executive Architect: SLCE
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