

Rochester's New Developments, Opportunities and Community Impact

-Moderated by Kevin Bright



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Jamie Sundsbak
Traci Downs
Chris Osmundson
Joe Weis
Kent Roers
John Eischen
Mike Benike
Tom Leimer
Mac Hamilton
Chris Puchalla
Gina Dingman
Brett Bridgeland

Winona State
Collider
Area 10 Labs
Alatus, LLC
Joseph Development
Roers Investments
RAB
Benike Construction
Knutson Construction
Hamilton Reality Inc
Iron Point Partners
NAI Everest
Seventhwave



Jeanine E. Gangeness, PhD

May 4, 2017

HIGHER EDUCATION A COLLECTIVE IMPACT APPROACH TO SERVING THE REGION



Higher Education

- ◎ WSU Rochester – serving Rochester for over 100 years
 - Quality academic programming
 - Graduate programming Nursing and Education (Leadership/ Organization Leadership)
 - Undergraduate programming in nursing, education, social work, business, and human resource management
- ◎ Focused on workforce needs and quality student outcomes – we have been adapting the education experience based on industry and student feedback since 1917.
 - Delivering workforce: Over 7,000 alums here

Collective Impact

- ◎ Public and private institutions in Rochester
 - Mayo School of Health Sciences
 - Rochester Community and Technical College
 - **Winona State University-Rochester**
 - St. Mary's University
 - UM Rochester
 - Augsburg
 - The College of St. Scholastica

Jamie Sundsbak
Community Manager
Collider Coworking
www.collider.mn



Traci Downs

Area 10 Labs



Chris Osmundson

Alatus

ALATUS

Alatus 2nd Street Mixed-Use Development



2nd Street Mixed-Use Development











Joe Weis

Weis Builders





RED44

MULTI-FAMILY APARTMENTS

LOCATION



RENDERINGS



PROGRESS



THANK YOU



Kent Roers

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John Eischen

Rochester Area Builders



**Rochester Area
Builders Inc.**

Construction Professionals Building Your Community

BENIKE

CONSTRUCTION



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@mikebenike
@benikebuilt



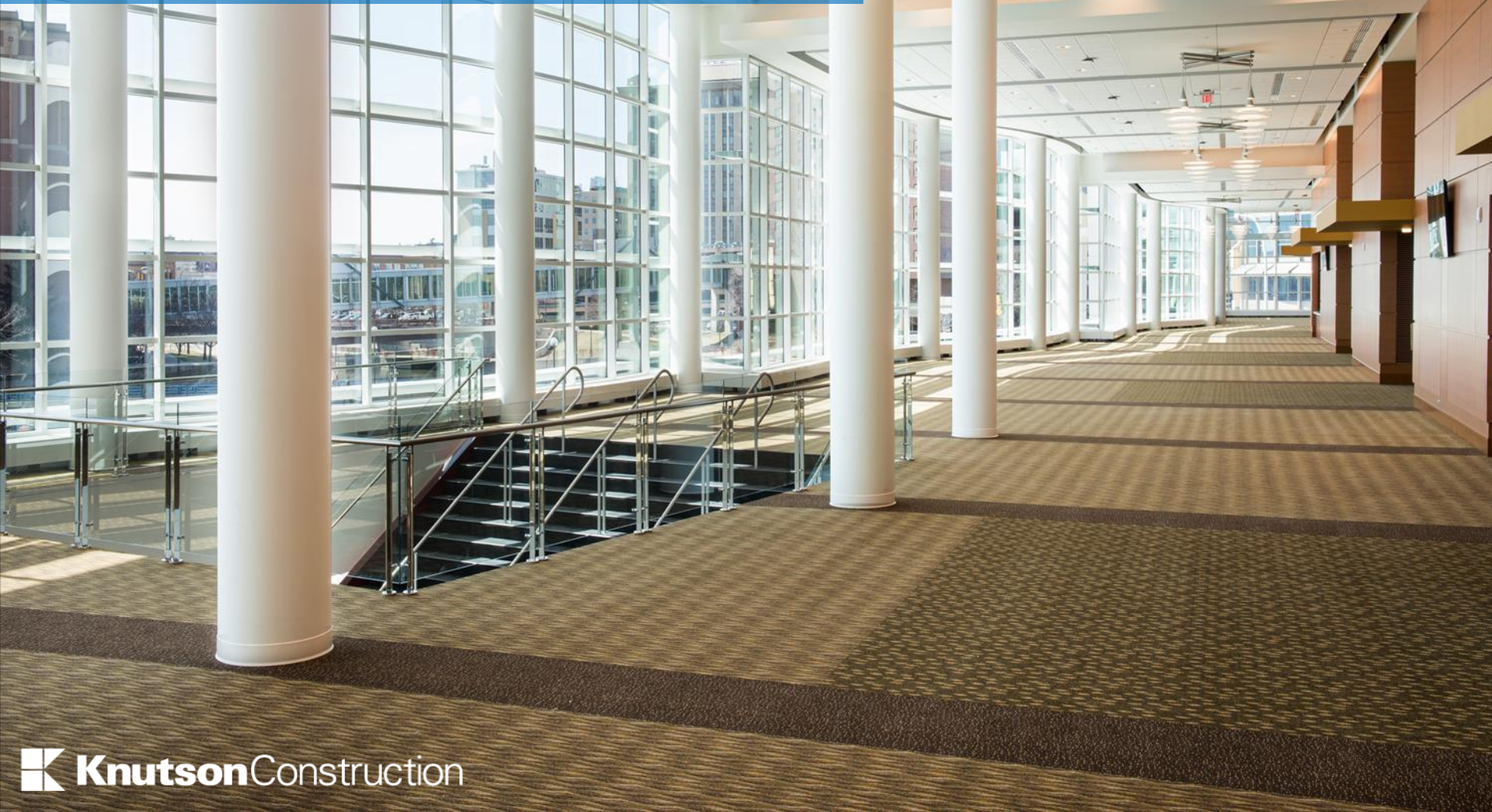
BENIKE BUILT.



BENIKE BUILT.

KNUTSON CONSTRUCTION

- In business for 106 years
- Family owned
- Working in Rochester since 1950s
- Opened the local office in 1997



WHY ROCHESTER

- Local Success
- Market Professionals
- Sustainable Experts





Mac Hamilton

CCIM, SIOR, CPM

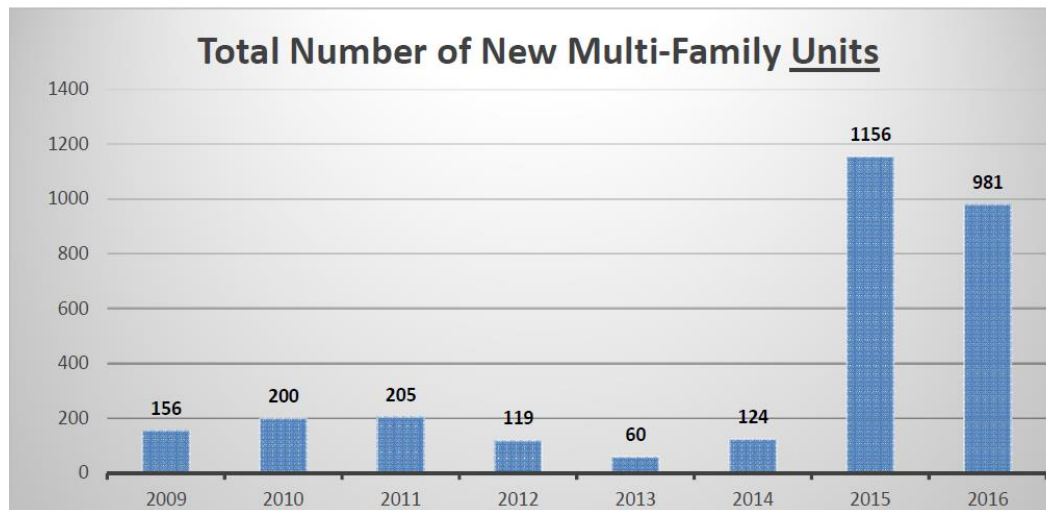
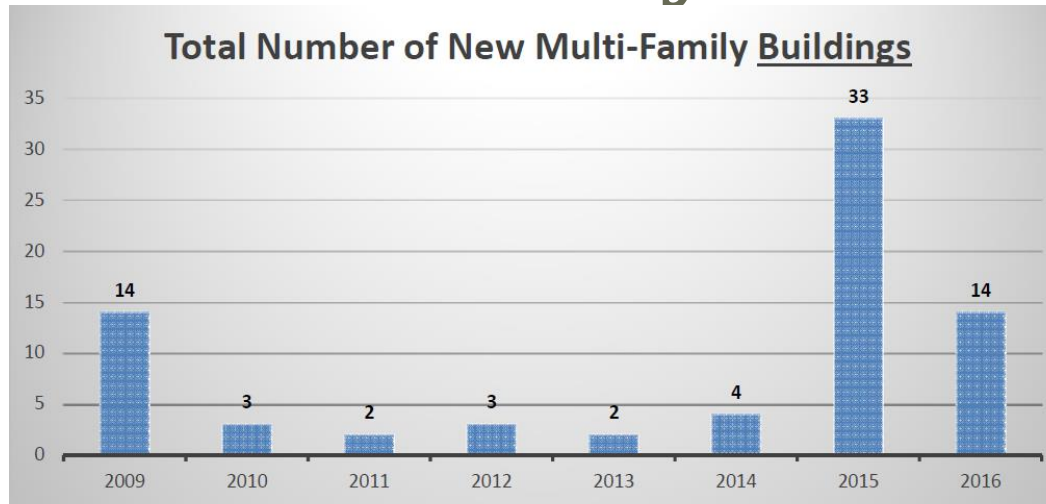
President

May 4, 2017



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New Multi-Family Buildings



SOURCE:

2016 Construction & Rental Activity Report, Rochester, MN Building & Safety Department



May 4, 2017

Multi-Family Housing Permits

	Population	2015	2016	Market Rate 2017
Minneapolis – St. Paul SMSA	3,529,600	4,962	4,702	?
Rochester SMSA	212,712	1,156	981	504
Twin Cities to Rochester	16.6:1	4.29:1	4.79:1	Reviewed/Issued to 4/30/17
				Proposed 1,489
Total				1,993
Total 2015 – 2017				4,130

SOURCES:

*Forbes The Best Places for Business and Careers-2016 Ranking
Finance & Commerce-Minneapolis
Rochester, MN Planning Department
Rochester, MN Building & Safety Department*



May 4, 2017



**Rochester Destination Medical Center
Real Estate Development and Investment Conference**

May 4, 2017

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Iron Point Overview



Iron Point Partners, LLC manages Opportunistic RE Private Equity Funds – raised more than \$2.0 bn of capital through the Iron Point Funds

Iron Point manages a series of real estate private equity funds formed to invest in opportunistic real estate transactions throughout North America

- Formed in 2007 to pursue opportunistic, theme-based real estate private equity investments
- Raised more than \$2.0bn of capital through the Iron Point funds
- Iron Point's disciplined, family office investment approach begins with the identification and validation of investment themes that are responsive to various factors, including changes in national and regional property markets, conditions within the capital markets, and the competitive environment for deals. By pursuing opportunistic, theme-based strategies, Iron Point retains the flexibility to target attractive real estate sectors at any point in the market cycle.





Experienced investment team comprised of 23 members located in Washington D.C. and Dallas, TX

- Senior investment professionals average more than 25 years of experience making opportunistic real estate investments
- Prior to forming Iron Point, the majority of Iron Point's senior team worked together as members of the real estate investment arm of the Robert M. Bass family office

Iron Point Active Investment Themes



ACTIVE INVESTMENT THEMES

			
<i>Distressed</i>	<i>Healthcare</i>	<i>Technology</i>	<i>Other Opportunistic</i>
<ul style="list-style-type: none"> ✓ NPLs, REO, and other distressed or “deep value” opportunities ✓ Borrower recapitalizations ✓ Heavy value-added and other “special situation” investments 	<ul style="list-style-type: none"> ✓ Healthcare-related growth ✓ Assisted living and memory care facilities – need-driven, mid-acuity, and private pay ✓ Life sciences properties 	<ul style="list-style-type: none"> ✓ Technology-related growth ✓ Data centers and communications infrastructure ✓ Real estate in tech-impacted markets 	<ul style="list-style-type: none"> ✓ Unique one-off investments ✓ New investment themes such as self storage

Iron Point and The Destination Medical Center



Iron Point seeks investments in high growth markets driven by Technology and Health Care

Iron Point has been investing in health care related real estate sectors since 2006

- The Iron Point investment strategy is focused on the acquisition and development of need-driven, mid-acuity care facilities providing housing and care services to seniors
- Iron Point's facilities typically provide independent living, assisted living and memory care services under a private-pay model
- Iron Point has established relationships with regionally-focused senior housing investors to pursue investment opportunities
- In addition to senior housing, Iron Point is targeting select health care investment opportunities within the life science sector
- Iron Point invests opportunistically in other real estate classes in markets driven by rapid growth related to health care and technology centers of innovation

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Minneapolis – St. Paul

Investment sales with an emphasis on multifamily and office corporate solutions



Commercial Real Estate Services, Worldwide.



NAI Global is a leading global commercial real estate brokerage firm. NAI Global offices are leaders in their local markets and work in unison to provide clients with exceptional solutions to their commercial real estate needs. NAI Global has more than 400 offices strategically located throughout North America, Latin America, Europe, Africa and Asia Pacific, with over 7,000 local market professionals, managing in excess of 425 million square feet of property. Annually, NAI Global completes in excess of \$20 billion in commercial real estate transactions throughout the world.



seventhwave

| **ACCELERATE PERFORMANCE**

Brett Bridgeland Architect, CEM, LEED AP
Project Manager
Seventhwave



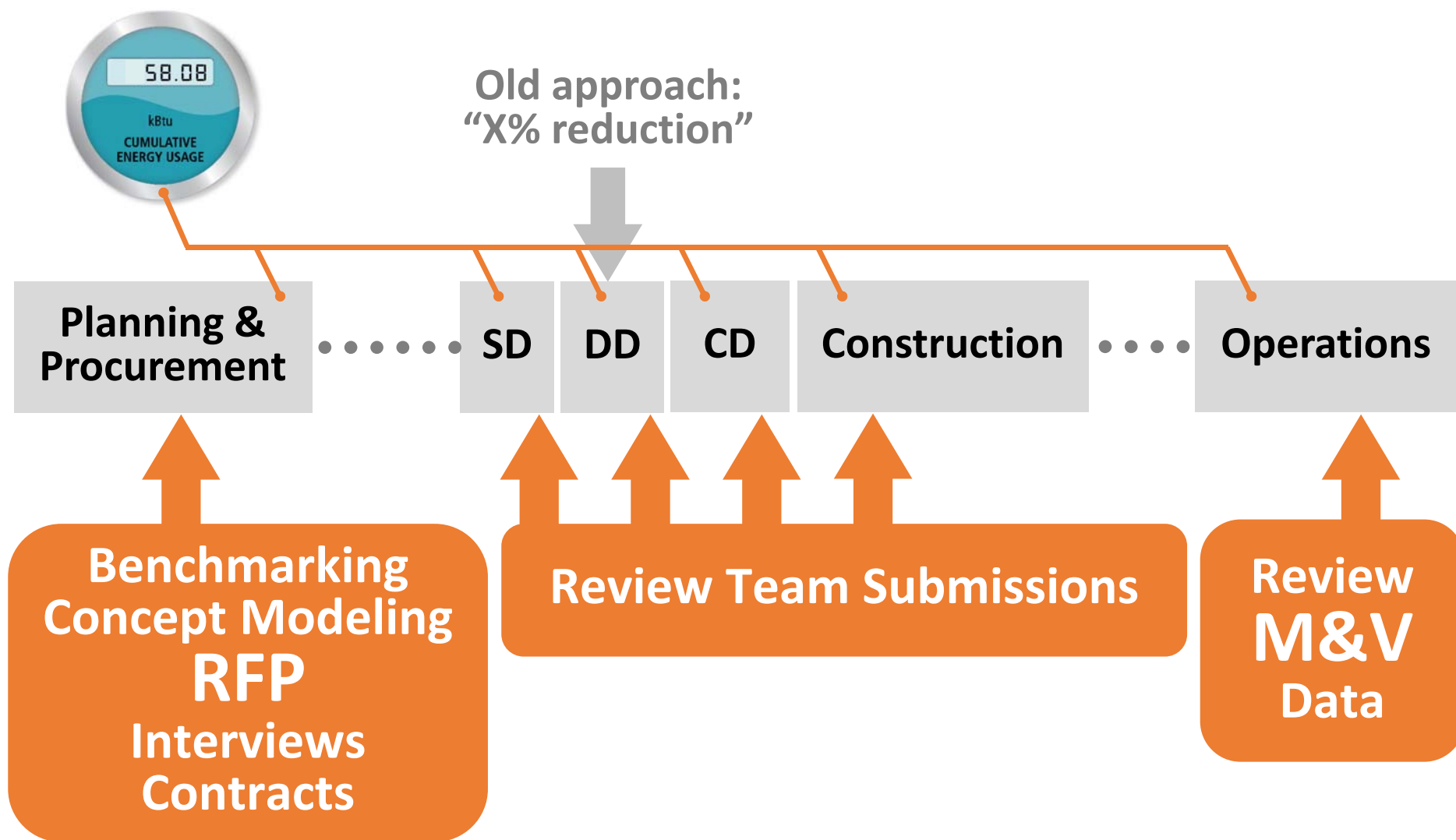
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| **ACCELERATE PERFORMANCE**

Department of Energy initiative to scale **performance-based procurement**



How we ask for buildings matters.



Why Performance-Based Procurement?



- ☐ New buildings not performing
- ☐ Simplify & focus
- ☐ Measurement → results
- ☐ VE ↓ change orders ↓
- ☐ Quantify → pro forma
- ☐ Capital planning ↔ operations
- ☐ Campus/district/portfolio goals
(e.g. 25% below 2012 levels by 2030)
- ☐ → → → net zero

Thank you

