



## STAFF REPORT

DATE: February 11, 2020

### **DISCUSSION**

**AGENDA ITEM:** 180 acres of City Property on Ideal Ave

**SUBMITTED BY:** Kristina Handt, City Administrator

---

#### **BACKGROUND:**

In November the city council approved a resolution in support of a Pre Development Finance Grant from the Washington County CDA to look at making the 180 acre site on Ideal Ave shovel ready. Staff has been working with our consultants on concept plans for the area. We've come up with 3 different concepts (A, B, and C) which are included in your packet.

#### **ISSUE BEFORE COUNCIL:**

Staff is seeking Council feedback on potential development layouts of the 180 acres to aid in our analysis.

#### **PROPOSAL DETAILS/ANALYSIS:**

As mentioned above, staff along with our consultants (Focus Engineering and Hoisington Koegler Group Inc) have had meetings to master plan the 180 acres. I've erred on the side of including all possible developments that have been brought up-city hall, ballfield, dog park, commercial, business park, and residential. It's important to remember these are only high level concepts. Use, size, location, etc can all change at this point. Most of the land is guided as rural area development (RAD) in the 2040 Comprehensive Plan so a comp plan update would be needed before any of these uses could be implemented. We are looking for feedback from Council tonight on things they like and don't like. Are there any uses we haven't included that we should consider? Are the proposed uses acceptable? We know that details like buffering different uses will be needed upon implementation but have not gotten very detailed at this point. Stormwater ponds are generally shown where the topography supports it (drainage area across the northern section, low wetland areas on the south section, etc) but they could also be changed upon final development. We are planning assuming sewer would be available from Oakdale.

As we have been working through this process, we've been approached by a number of interested parties. One firm interested in both the south and northern sections is North Point Development. I've included background information about them in your packet. They had presented some options for development of the southern portion of the development last month that were similar to some of the options we had been working on. They have indicated they are also interested in the northern portion of the property and if Council is open to this use would provide a proposal for the northern section as well.

#### **FISCAL IMPACT:**

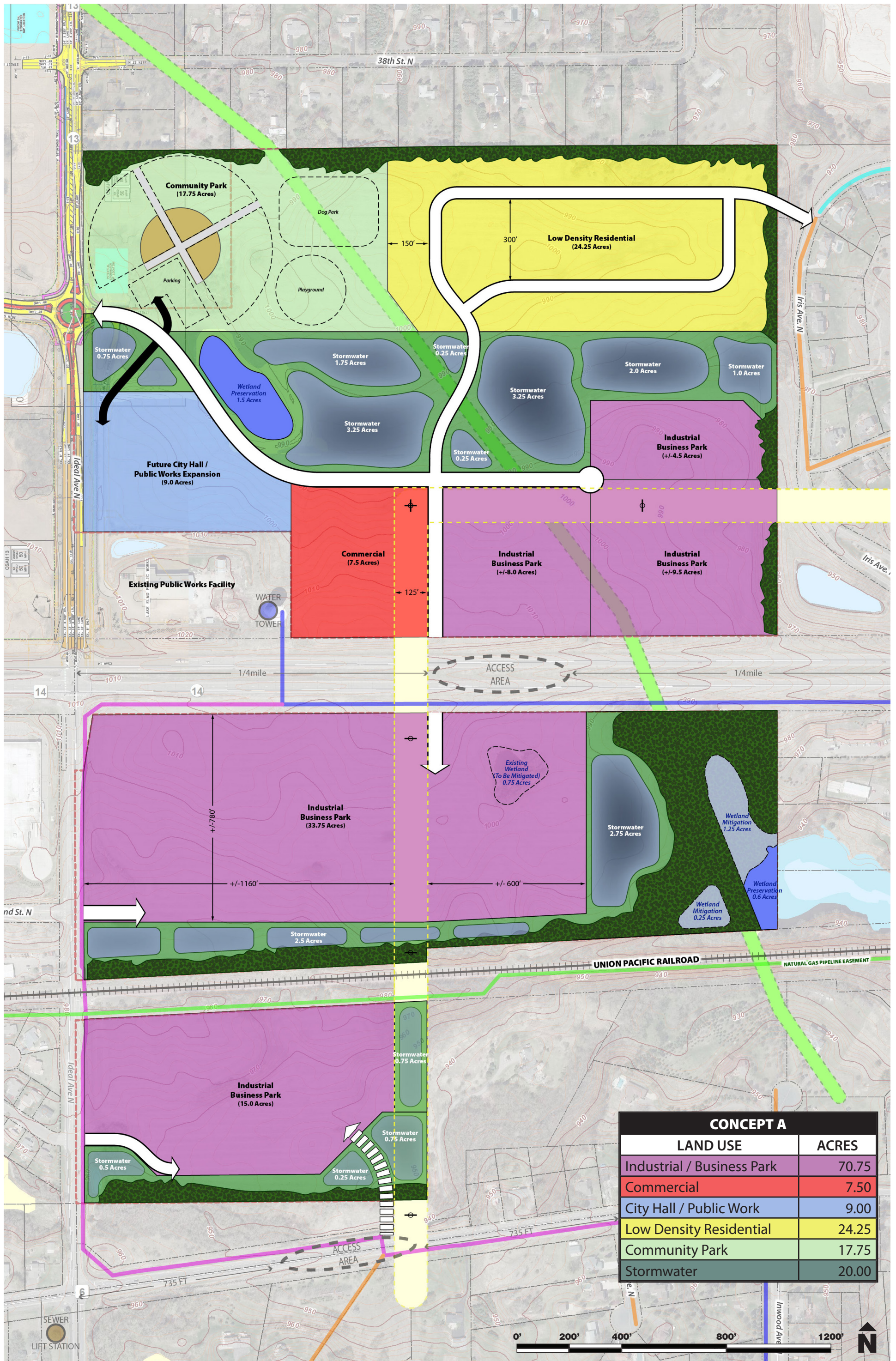
Unknown at this time. Will be completed at end of grant process.

#### **ATTACHMENT:**

- Development Concept Plans A, B, C
- North Point Development Background Info
- North Point Option A1 layout
- Northpoint Option A2 layout

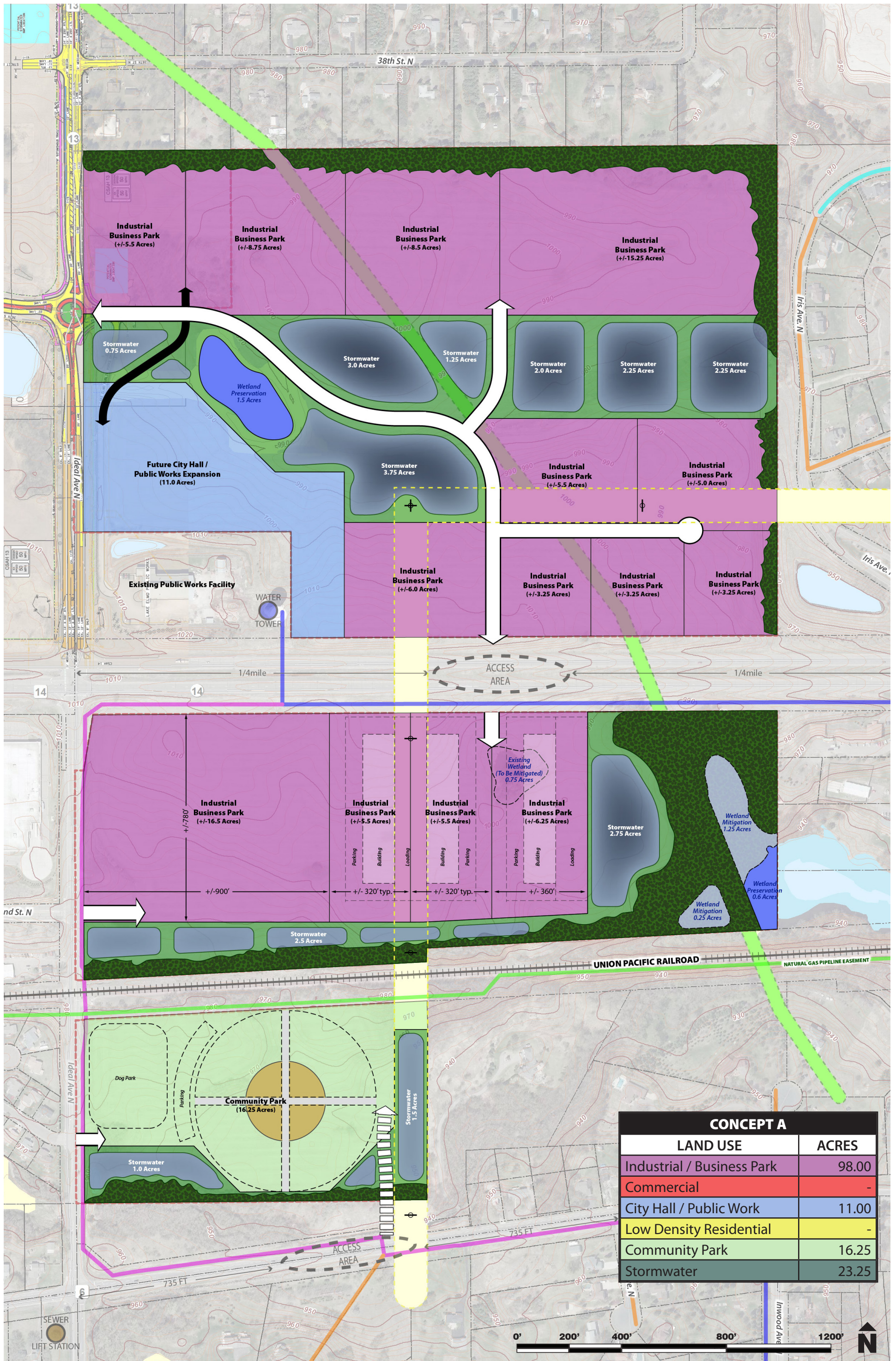
# LAKE ELMO SECTION 16 DEVELOPMENT MASTER PLAN - CONCEPT A

**DRAFT** - JANUARY 24, 2020



# LAKE ELMO SECTION 16 DEVELOPMENT MASTER PLAN - CONCEPT B

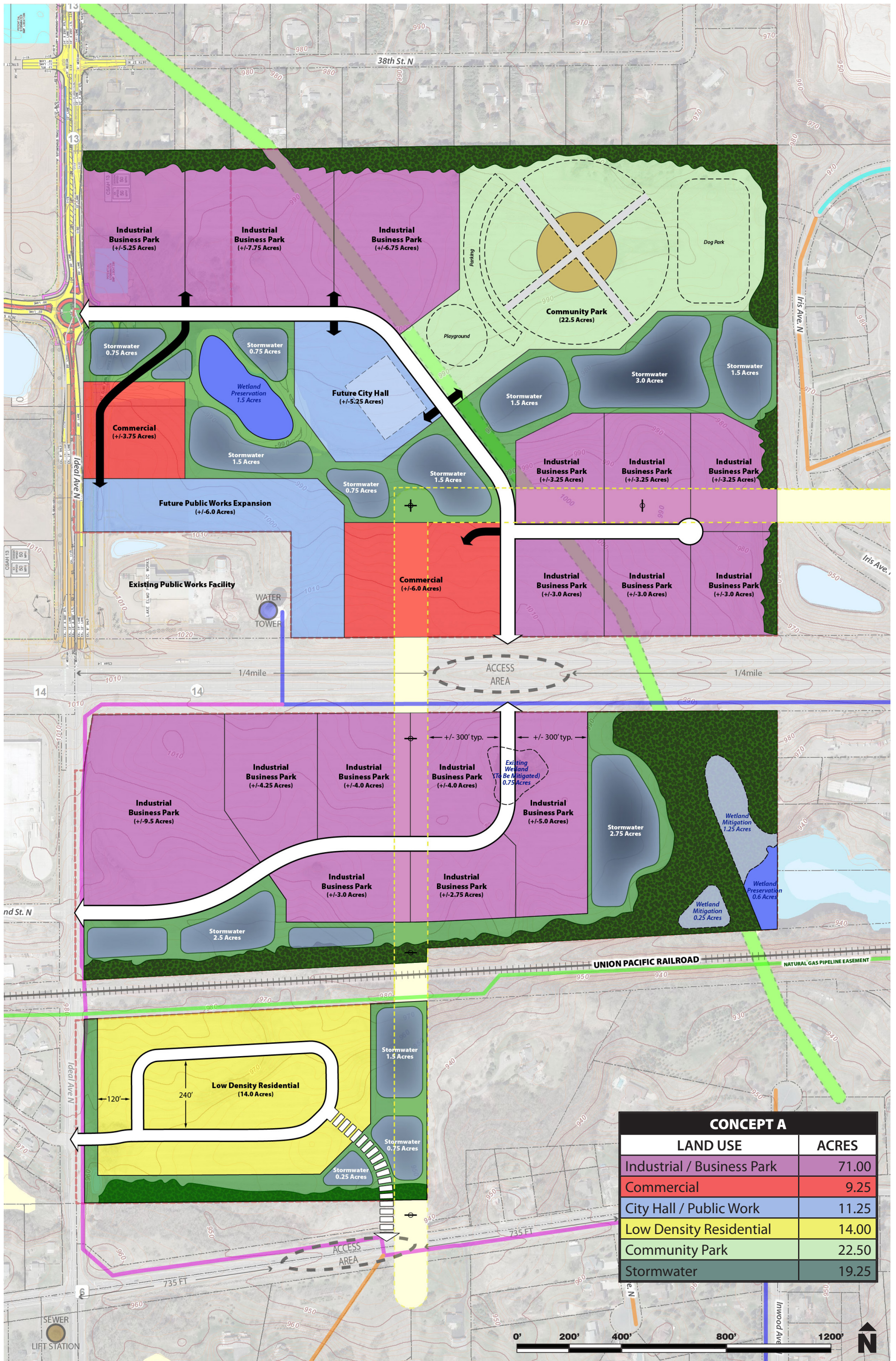
**DRAFT** - JANUARY 24, 2020



| CONCEPT A                  |       |
|----------------------------|-------|
| LAND USE                   | ACRES |
| Industrial / Business Park | 98.00 |
| Commercial                 | -     |
| City Hall / Public Work    | 11.00 |
| Low Density Residential    | -     |
| Community Park             | 16.25 |
| Stormwater                 | 23.25 |

# LAKE ELMO SECTION 16 DEVELOPMENT MASTER PLAN - CONCEPT C

**DRAFT** - JANUARY 24, 2020



| CONCEPT A                  |       |
|----------------------------|-------|
| LAND USE                   | ACRES |
| Industrial / Business Park | 71.00 |
| Commercial                 | 9.25  |
| City Hall / Public Work    | 11.25 |
| Low Density Residential    | 14.00 |
| Community Park             | 22.50 |
| Stormwater                 | 19.25 |

# LAKE ELMO

MINNESOTA



**74.6**MM SF  
INDUSTRIAL SPACE **DEVELOPED**  
& **MANAGED** SINCE 2012

**\$6.5+**BILLION  
TOTAL CAPITAL **RAISED**  
SINCE 2012

**17.8**MM SF  
INDUSTRIAL SPACE CURRENTLY  
**UNDER CONSTRUCTION**

**14.2**MM SF  
INDUSTRIAL SPACE  
**LEASED** IN 2019

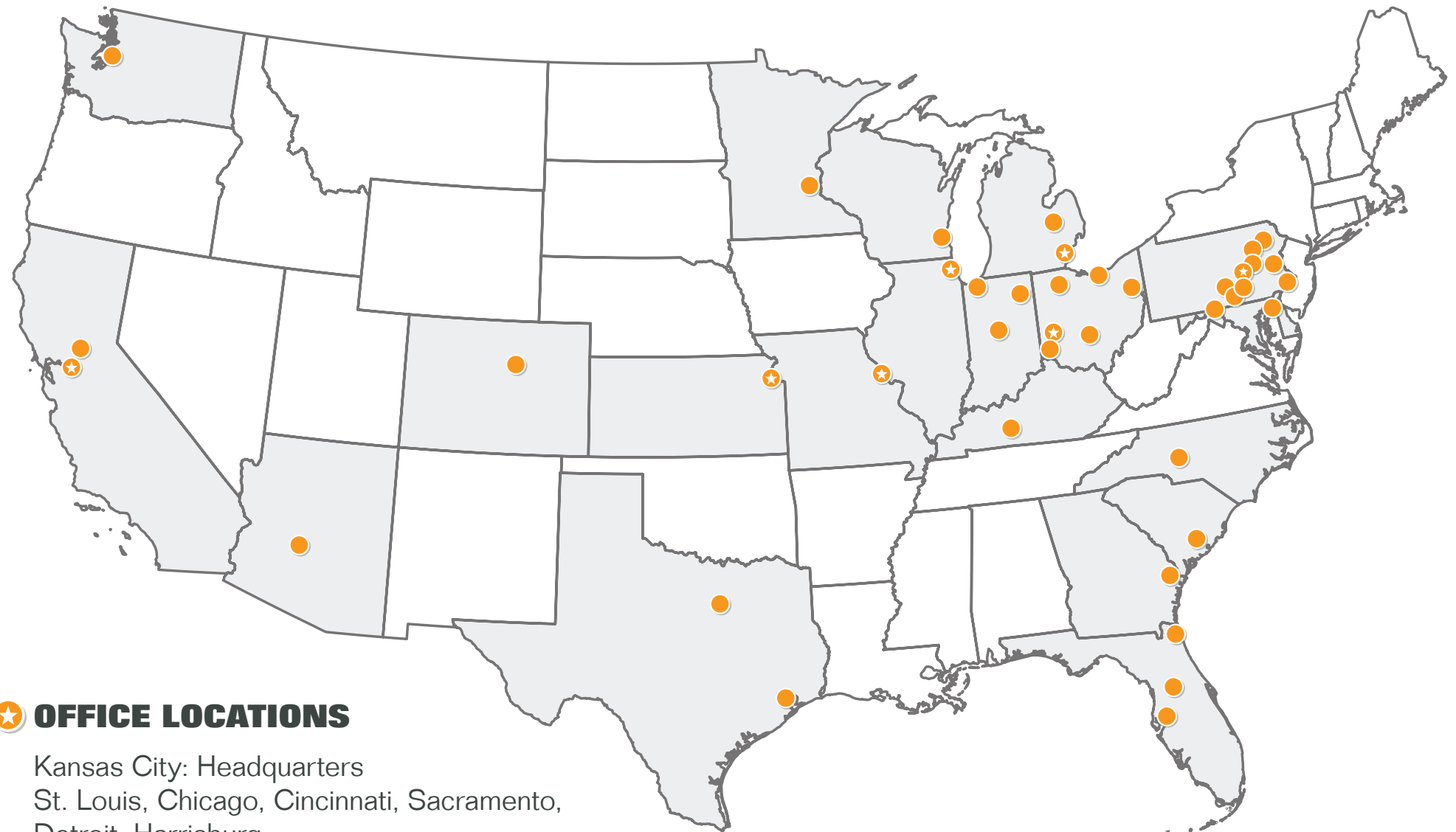
**±46,500** JOBS  
**CREATED** IN OUR  
DEVELOPMENTS

**\$1.5**BILLION  
**INCENTIVES NEGOTIATED**  
FOR OUR CLIENTS

Last updated beginning of Q1 2020

## ACTIVE MARKETS

Currently active in 21 states with 22 projects under construction



### ★ OFFICE LOCATIONS

Kansas City: Headquarters  
St. Louis, Chicago, Cincinnati, Sacramento,  
Detroit, Harrisburg



WORKING WITH NORTHPOINT:

## TESTIMONIALS

“Hanover 9 is among 2,000 acres of prime real estate in the South Valley that sat idle for decades because mining left a blighted “moonscape” that repelled private commercial investors.

**The investments, the jobs and the sheer pace of development driven by NorthPoint is changing the economic conversation in Pennsylvania,** and it is bringing national attention and national companies to our doorstep here in Luzerne County,”

- Senator John Yudichak

“NorthPoint has stood **side by side with our entire team** in delivering our new Greencastle, Pennsylvania facility. We appreciate their **honesty, hard work, and get it done approach**”

- Bob Hermann

Staples Senior Project Manager - Engineering & Construction

“NorthPoint has been tremendous on delivering our last three fulfillment centers throughout the US with **unprecedented timelines.** We consider NorthPoint a **true partner** in our real estate needs.”

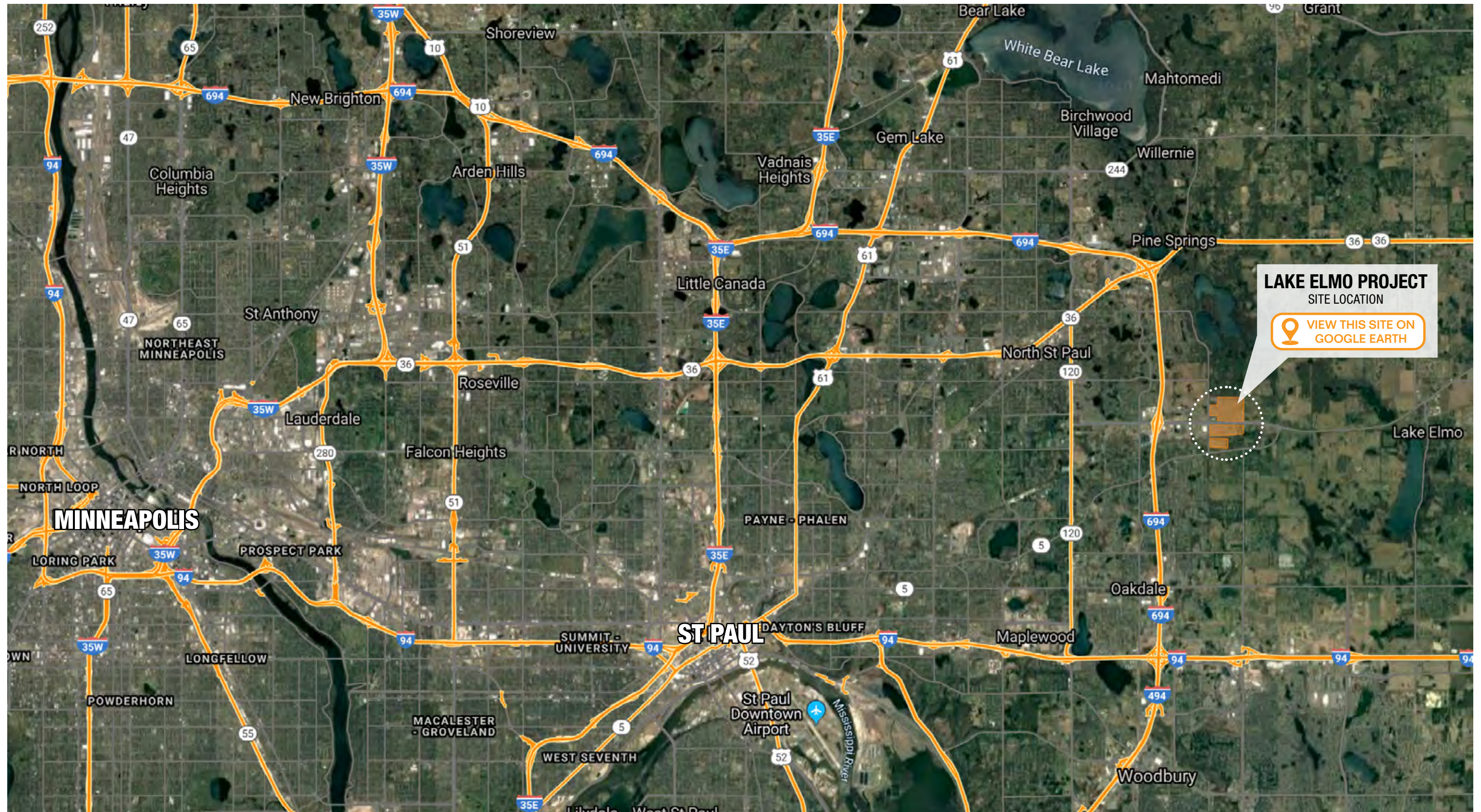
- Mike Gilbert

Chewy.com VP of Operations

## 223+ INDUSTRIAL CLIENTS

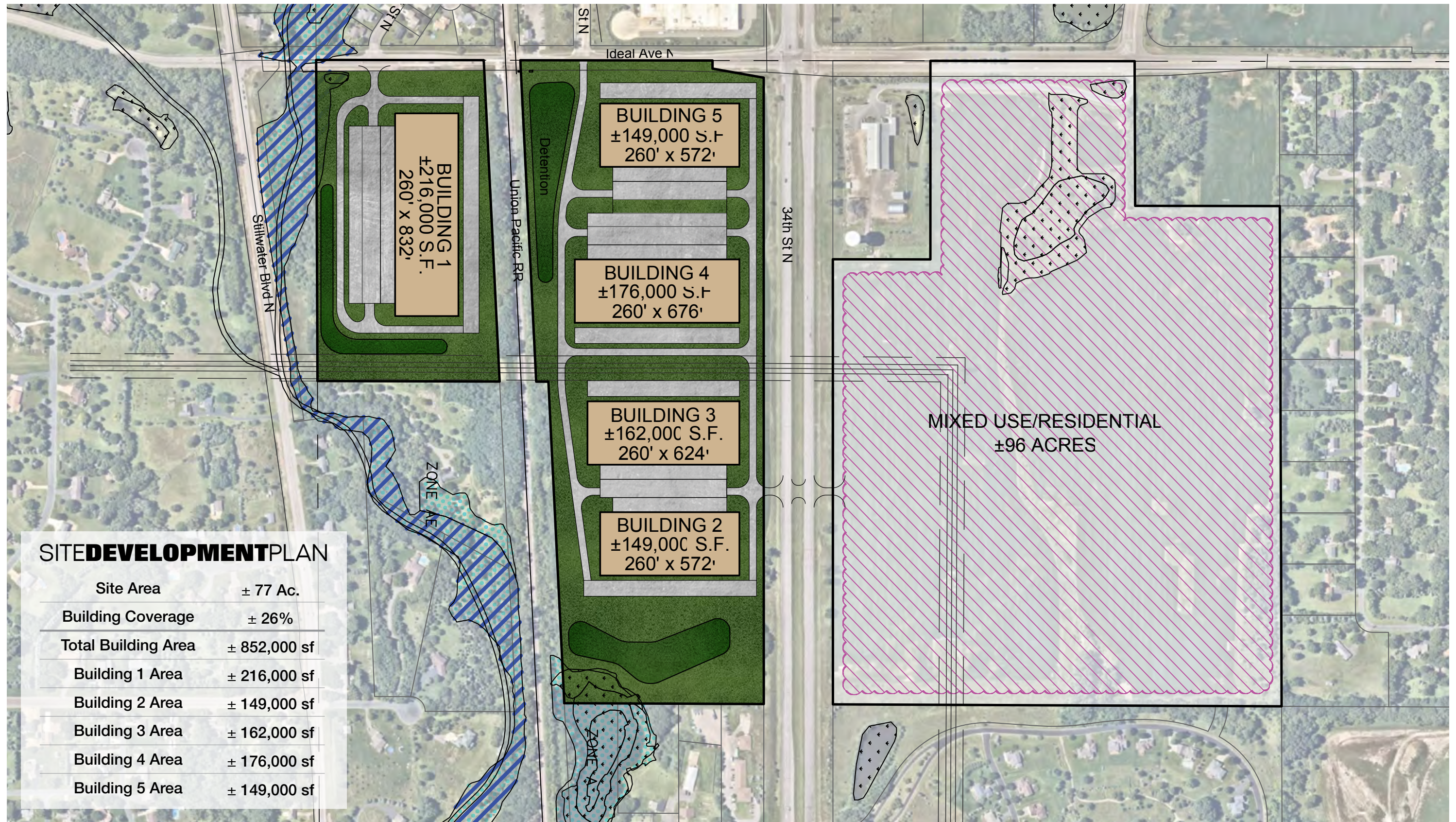
References available from our clients; a few are represented below

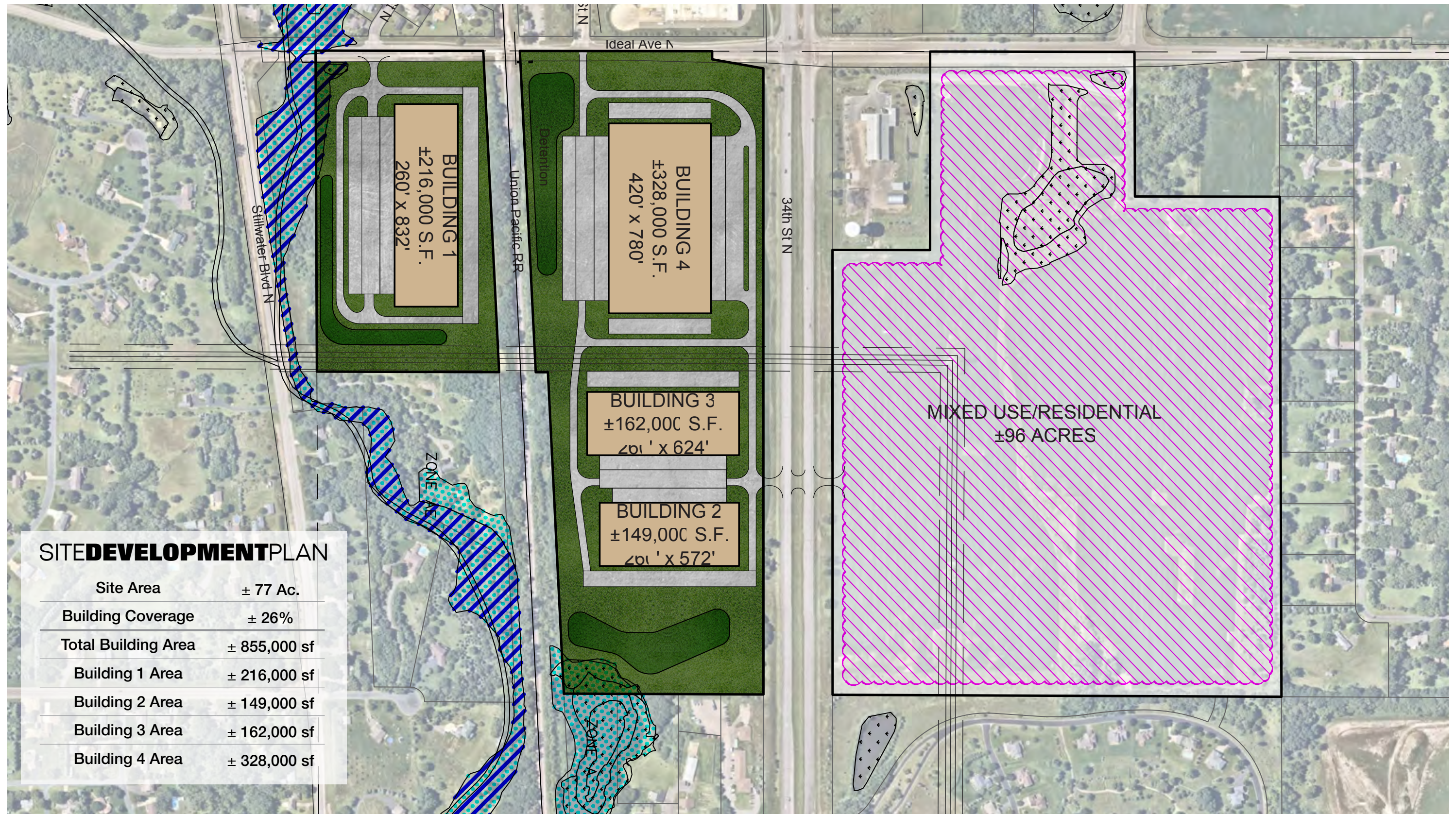












**SITE DEVELOPMENT PLAN**

|                     |              |
|---------------------|--------------|
| Site Area           | ± 77 Ac.     |
| Building Coverage   | ± 26%        |
| Total Building Area | ± 855,000 sf |
| Building 1 Area     | ± 216,000 sf |
| Building 2 Area     | ± 149,000 sf |
| Building 3 Area     | ± 162,000 sf |
| Building 4 Area     | ± 328,000 sf |



Riverside Horizons III



Park 70/75



Central Industrial Park



Logistics Park Kansas City

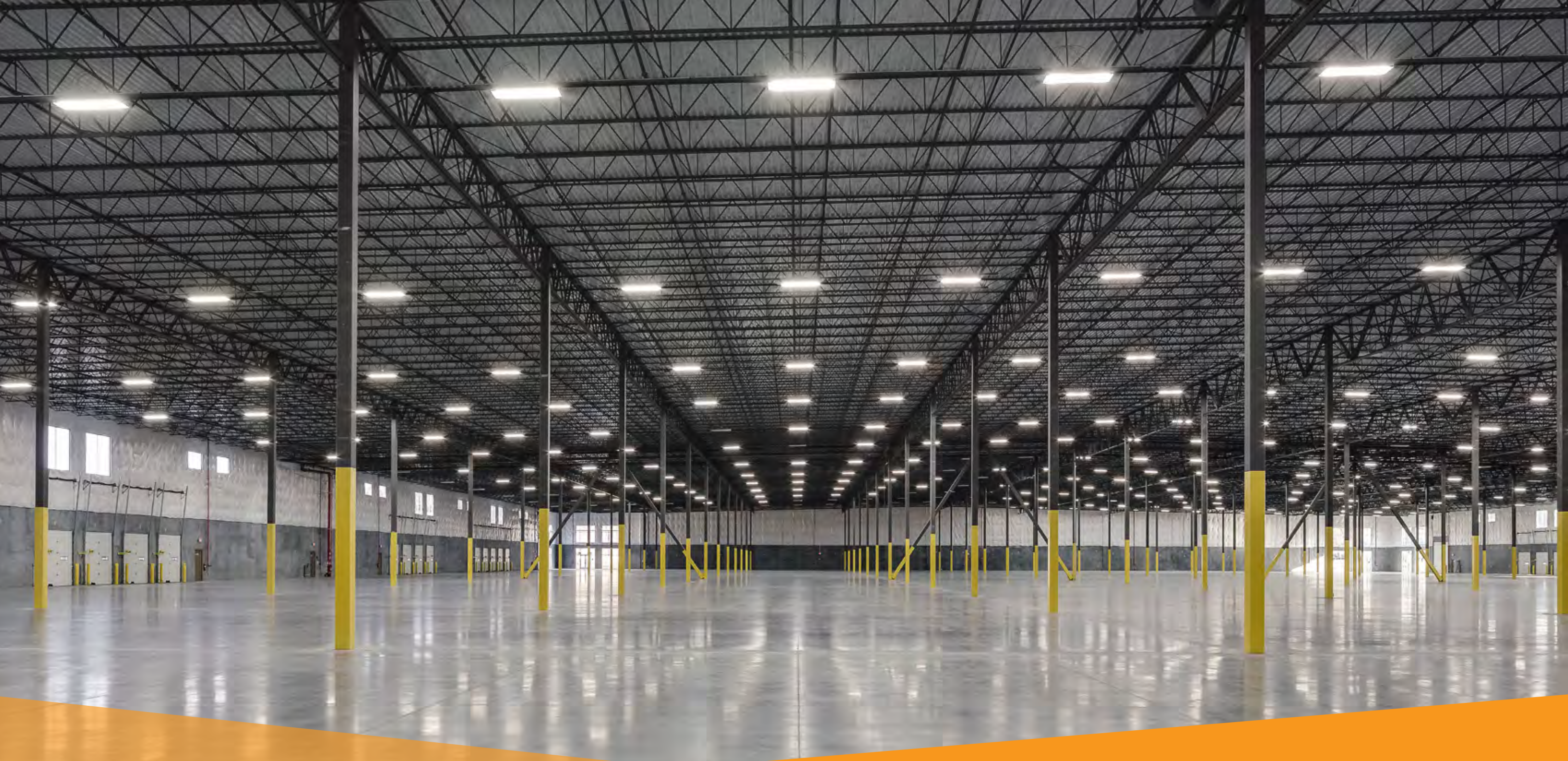


Three Trails Industrial Park



Logistics Park Kansas City





**NORTHPOINT DEVELOPMENT**  
EXPERIENCE : CAPABILITY : QUALITY





**Nathaniel Hagedorn**  
Founder / CEO

With 17 years of commercial real estate experience, Nathaniel is responsible for the overall strategy of the company and is principally focused on guiding development, equity relationships, leasing and management activities for the firm.

Nathaniel has raised over \$6,500,000,000 in capital in the last six years for our various real estate investments. To date, our firm has developed and managed in excess of 74,600,000 SF of commercial space and over 4,400 apartments.



**Chad Meyer**  
President  
Founding Partner

With 21 years of industrial engineering and construction experience, Chad is responsible for the general oversight & growth of development, brownfield re-development and Design Build industrial construction for NorthPoint Development projects nationwide. Currently, NorthPoint has over 74,600,000 SF of industrial projects completed, and is on track to double industrial deliveries nationally in the next twenty four months.

Prior to joining NorthPoint Development, Chad served as the Regional Director of ARCO National Construction and an Industrial Systems Engineer at GE.



**Mark Pomeranke**  
Chief Investment Officer  
Founding Partner

As Chief Investment Officer, Mark is responsible for overseeing NorthPoint's investment activity, developing and structuring capital relationships, and evaluating new development opportunities.

Mark joined NorthPoint in 2012 and has held various project management and executive roles within the company with direct experience in Industrial, Multifamily, Senior Living, Self Storage, and Infrastructure development. These experiences provide a deep and direct development expertise across many asset classes which has shaped NorthPoint's approach to evaluating and structuring investment opportunities to align partner interests, optimize the probability for success, and minimize downside risk.

Mark earned his Bachelor's Degree in Electrical Engineering from the University of Notre Dame.



**Brent Miles**  
Chief Marketing Officer  
Founding Partner

With 16 years of economic development experience, Brent is responsible for development prospects, incentive offers and approvals, and governmental relations. Brent's day to day tasks include contracts for incentives, real estate and land development negotiations, and governmental financing structures.

In addition to his role at NorthPoint Development, Brent is President of NorthPoint Incentive Consultants (NPIC) which assists businesses with Federal, State, Local, and Utility Incentive packages. During his career, Brent has procured more than 600 incentive programs for clients.



**Jed Momot**  
Chief Strategy Officer  
Partner

As Chief Strategy Officer, Jed is responsible for executing upon strategic initiatives for NorthPoint Development. These initiatives range from growing key relationships to identifying and executing upon development opportunities such as build-to-suit projects for key clients and redevelopment of brownfield sites across the United States.

Jed joined NorthPoint in 2015 after holding various roles with Brinkmann Constructors, a Nationwide Design/Build contractor. Over his 12 year career, Jed has gained a broad range of experience in development, construction, and project execution across asset classes including industrial, brownfield redevelopment, retail, multi-family, senior living, and government. Jed earned his Bachelor's Degree in Architectural Engineering from the Missouri University of Science and Technology in Rolla, Missouri.



**Johan Henriksen**  
VP of Development  
Partner

With over 20 years of experience in real estate development, Johan provides expertise that incorporates development, site selection, business and economic incentives procurement, capital market solutions, and construction project management for client-specific BTS solutions.



**Wakeel Rahman**  
Development Manager

As a Development Manager, Wakeel assists with the sourcing and development of projects on a national basis. As a member of the sourcing team he provides expertise in site acquisition and entitlements, underwriting, and project management.

Prior to joining NorthPoint, Wakeel led execution for a national multifamily developer, structuring, closing and originating over \$100M in development projects.



**R.J. Agee**  
Director of Development

R.J. has over 15 years of development and construction experience in a wide array of projects including industrial, senior living, self-storage, healthcare and life sciences. His primary role with NorthPoint is to manage the early stages of development projects, where his engineering background helps him to understand and evaluate complex sites with unique constraints. He is adept at partnering with local authorities to forge mutually beneficial relationships that minimize entitlement and approval timelines.



**Kelly Clark**  
Chief Asset Management Officer  
Founding Partner

As Chief Asset Management Officer, Kelly is responsible for the management and oversight of NorthPoint's managed real estate holdings inclusive of the Industrial and Multi-Family portfolios. Kelly has over 16 years of successful property management and business development experience including an extensive background in portfolio management and property operations.

Kelly's expertise includes new construction, lease-up, acquisitions, value-add and dispositions. She is a CAPS designate through the National Apartment Association and is a graduate of the Lyceum Program. Kelly actively serves on the Board of Directors as the Vice Chairman and co-chair for the Community Outreach Committee for the Apartment Association of Kansas City.



### WHO WE ARE

Established 2012, our firm differentiates itself from competitors through a strong engineering and technical focus. We also have expertise in logistics, labor and incentives. Our motto “Beyond the Contract” embodies the concept that no contract can be written to reflect everything that will occur in a complex real estate transaction. Our approach in all business relationships is to be fair and to operate by the “Golden Rule.”

### NORTHPOINT PARTNERS



NorthPoint’s data analytics team facilitates rapid location screening and site-specific assessments on a variety of attributes. DataPoint provides valuable insight into labor market supply/demand, site suitability, freight cost for inbound/outbound shipments, proximity to common carrier shipment facilities, business climate/property taxes, Brownfield redevelopment opportunities and real estate market conditions.

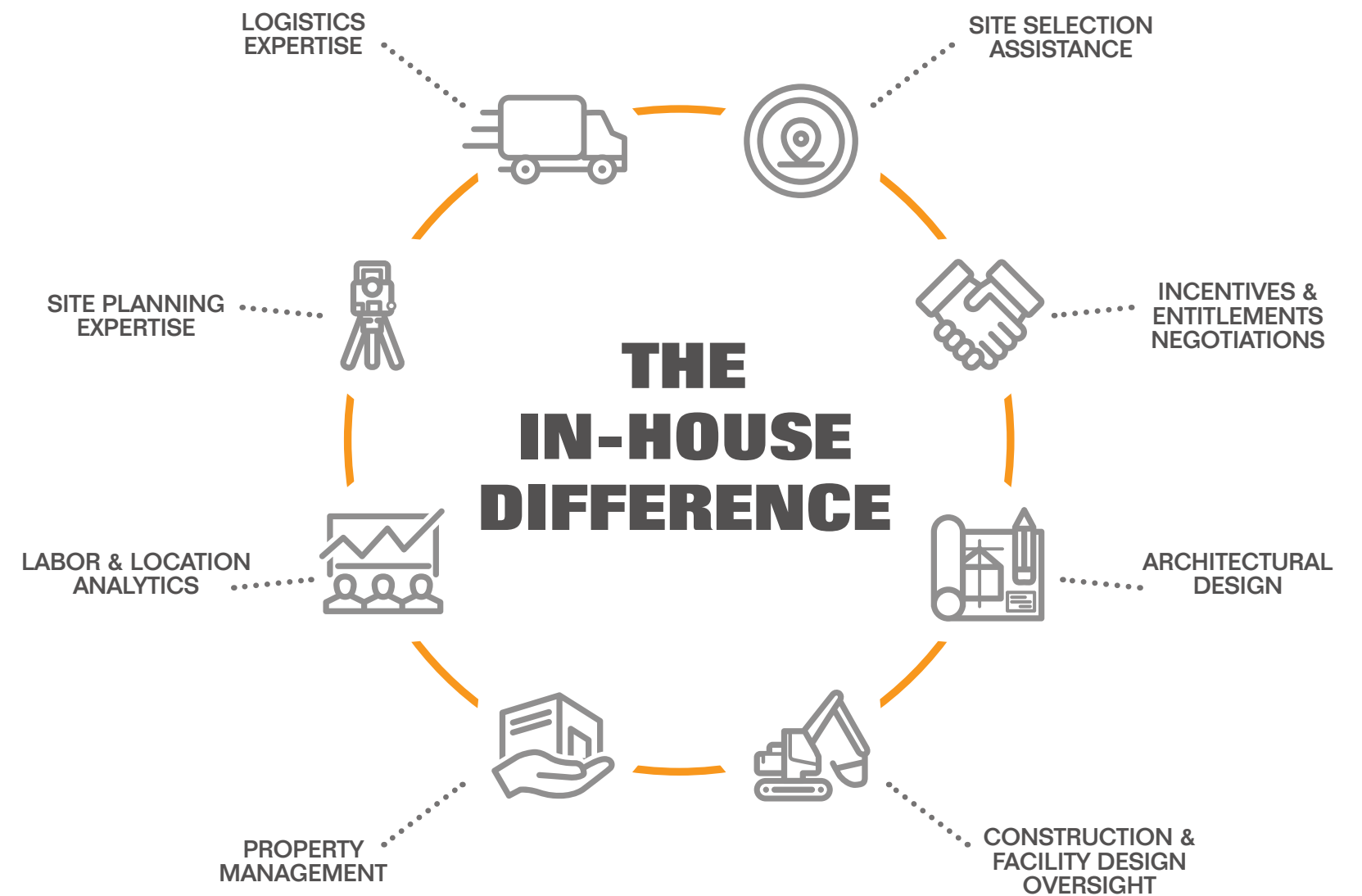


With over 40 years of civil engineering and site planning experience, SitePoint’s services include preliminary site planning, grading schematics and utility analysis, advanced 3D modeling capabilities, ground based LiDAR scanning and low altitude aerial photogrammetry.



As NorthPoint grew to become one of the largest private developers of industrial space in the US, it became necessary to develop an in-house team of architects to support the firm’s efforts. StudioNorth is a staff of talented architects and designers that can routinely create site plans, building layouts and renderings in less than 24 hours. This has been a huge competitive advantage for the firm and has allowed us to consistently outperform our competitors who outsource the majority of their architectural work.

### NORTHPOINT SERVICES



OUR **CORE VALUES** SET THE FOUNDATION OF OUR CULTURE AND GUIDE US IN EVERY ONE OF OUR BUSINESS TRANSACTIONS.

## LIVE GENEROUSLY

We believe we have an obligation to give back to the community through charitable efforts and, as a token of our appreciation to those who have helped us succeed, we will pay it forward.



## PUT PEOPLE FIRST

The relationships with our customers, employees, and investors are our most valuable assets. We will strive to always take care of each other and to operate our business so that we maintain our culture of appreciation, respect, transparency, and avoid office politics.

## TAKE OWNERSHIP OF EVERY SITUATION

Every individual shall take ownership, be accountable, and take responsibility while avoiding blame, excuses, and denial. We will always strive to admit, learn, and grow from failure and mistakes.

## DO THE RIGHT THING EVERY TIME

As we conduct our business, we will operate with the highest integrity and we shall strive to live by the Golden Rule.

## MAINTAIN OUR FINANCIAL DISCIPLINE

We will approach every deal with an appropriate margin of safety and maintain our financial discipline while never stretching for a deal or becoming greedy.

### TOTAL CHARITABLE CONTRIBUTIONS

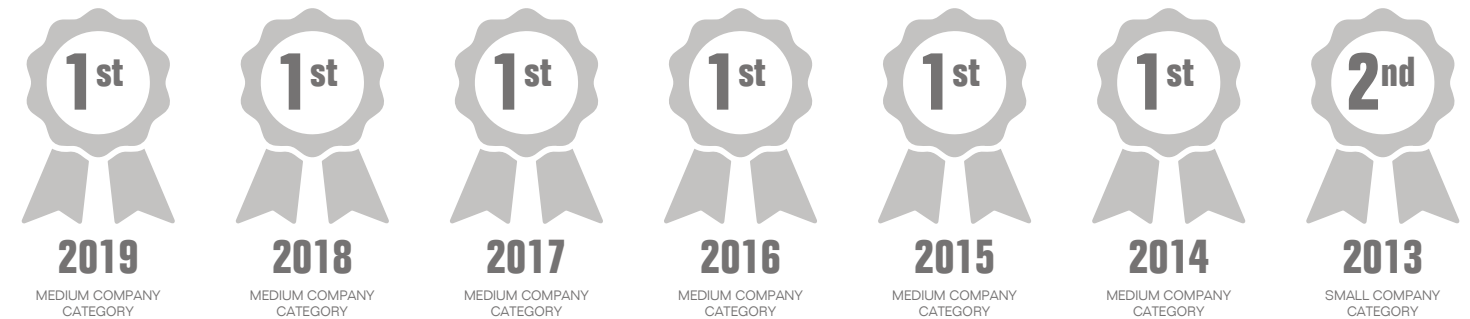
OVER **\$4,060,702**

JUST A FEW OF THE MANY CHARITIES WE SUPPORT



## KANSAS CITY BUSINESS JOURNAL'S BEST PLACE TO WORK

One of our top honors is winning the 'Best Place to Work in KC' 7 years in a row.



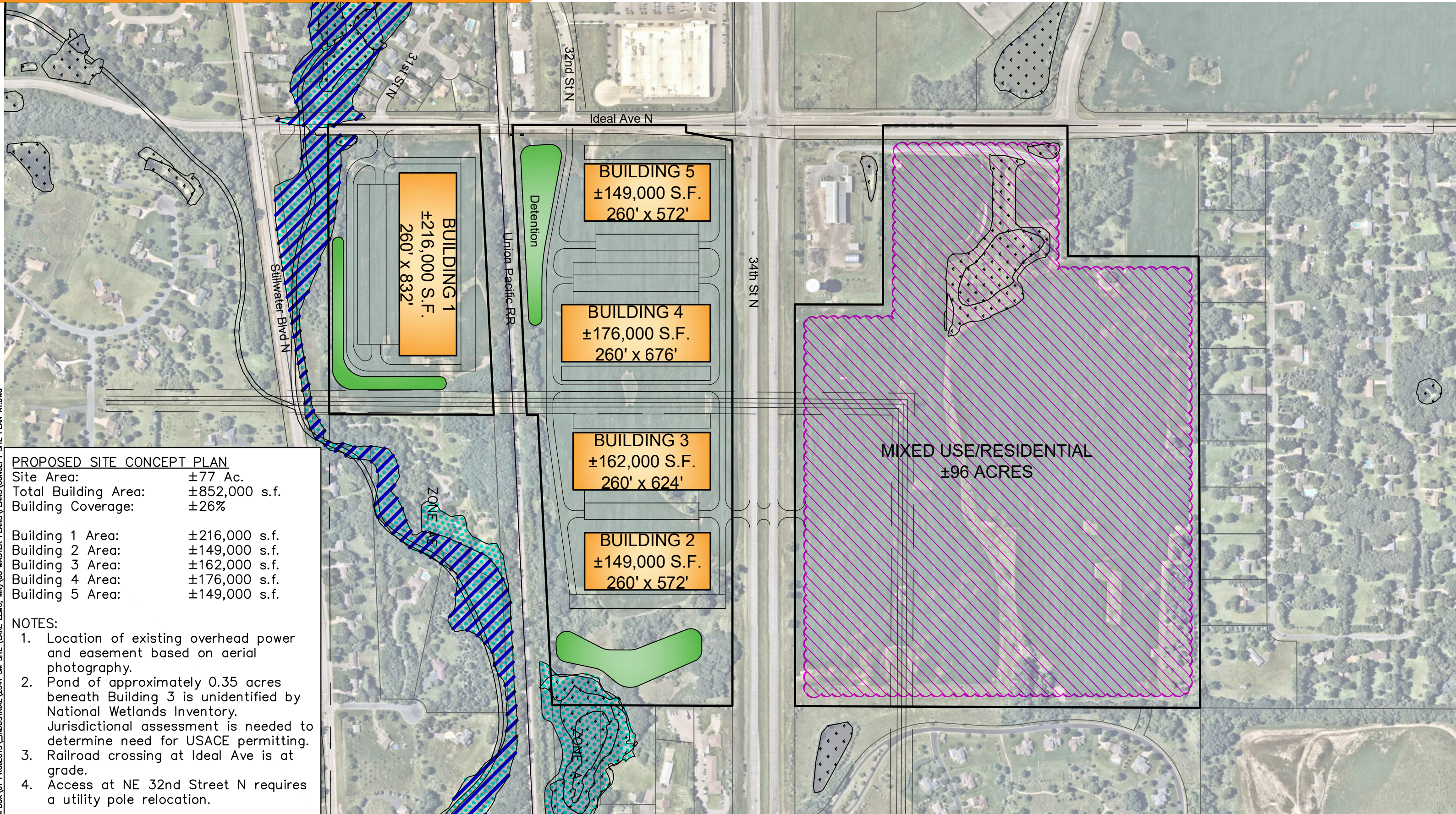
“For us, it’s really been about **THE PEOPLE.**”

- Nathaniel Hagedorn  
CEO/Founder

when asked to name the main reason for Northpoint’s success







**PROPOSED SITE CONCEPT PLAN**

Site Area: ±77 Ac.  
 Total Building Area: ±852,000 s.f.  
 Building Coverage: ±26%

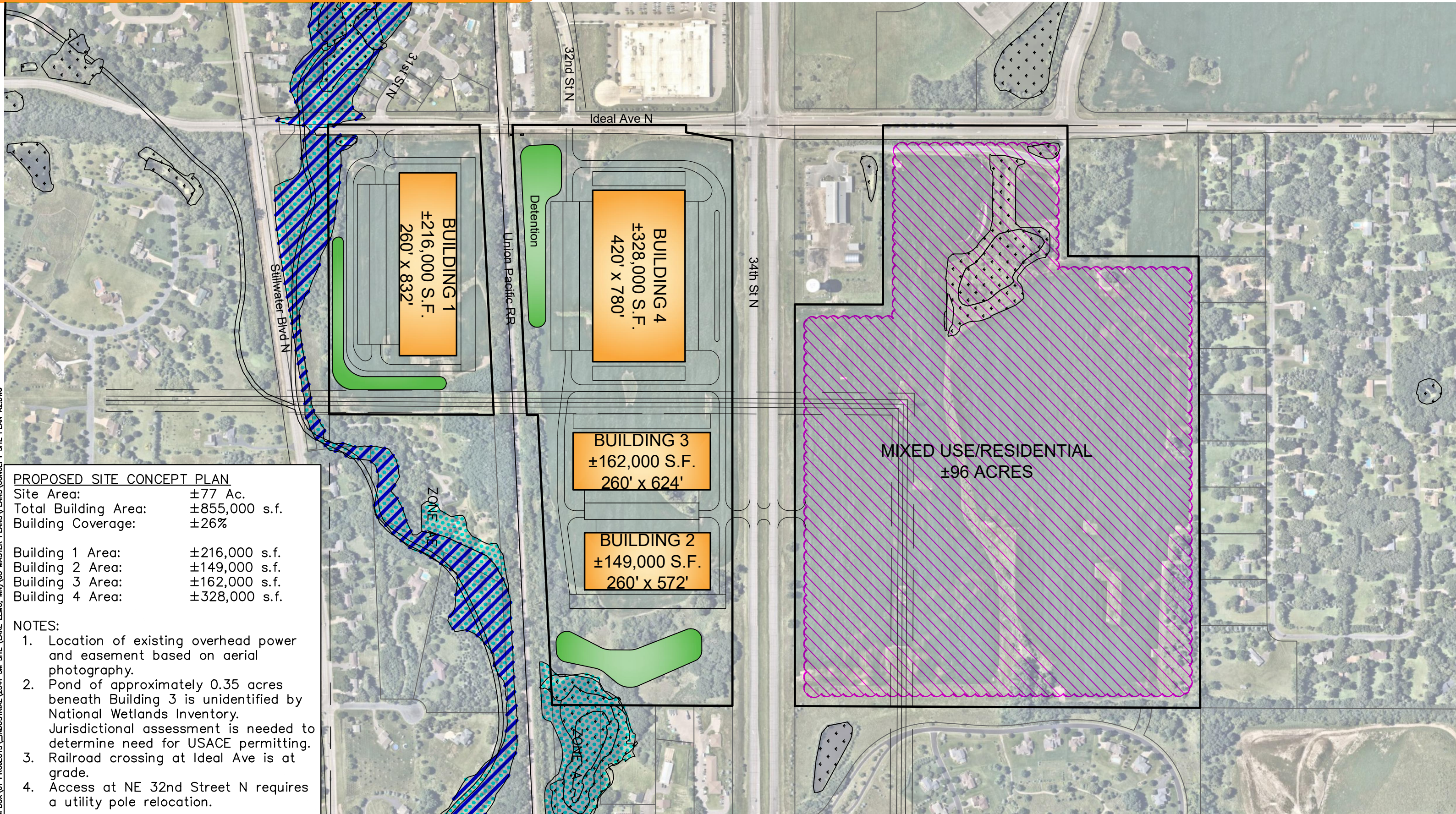
Building 1 Area: ±216,000 s.f.  
 Building 2 Area: ±149,000 s.f.  
 Building 3 Area: ±162,000 s.f.  
 Building 4 Area: ±176,000 s.f.  
 Building 5 Area: ±149,000 s.f.

**NOTES:**

1. Location of existing overhead power and easement based on aerial photography.
2. Pond of approximately 0.35 acres beneath Building 3 is unidentified by National Wetlands Inventory. Jurisdictional assessment is needed to determine need for USACE permitting.
3. Railroad crossing at Ideal Ave is at grade.
4. Access at NE 32nd Street N requires a utility pole relocation.

D:\SITEPOINT\_DROPBOX\01\_PROJECTS\INDUSTRIAL\2541\_3M\_SITE (LAKE ELMO, MN)\05\_MASTER\_PLANS\CONCEPT SITE PLAN A1.DWG





**PROPOSED SITE CONCEPT PLAN**  
 Site Area: ±77 Ac.  
 Total Building Area: ±855,000 s.f.  
 Building Coverage: ±26%

Building 1 Area: ±216,000 s.f.  
 Building 2 Area: ±149,000 s.f.  
 Building 3 Area: ±162,000 s.f.  
 Building 4 Area: ±328,000 s.f.

**NOTES:**

1. Location of existing overhead power and easement based on aerial photography.
2. Pond of approximately 0.35 acres beneath Building 3 is unidentified by National Wetlands Inventory. Jurisdictional assessment is needed to determine need for USACE permitting.
3. Railroad crossing at Ideal Ave is at grade.
4. Access at NE 32nd Street N requires a utility pole relocation.

D:\SITEPOINT\_DROPBOX\01\_PROJECTS\INDUSTRIAL\2541\_3M\_SITE (LAKE ELMO, MN)\05\_MASTER\_PLANS\PLANS\CONCEPT SITE PLAN A2.DWG

