

John Given

Principal Investment & Development

CIM GROUP

INVESTING IN URBAN COMMUNITIES

INFILL URBAN DEVELOPMENT IS
NECESSARILY OPPORTUNISTIC

MESSAGES THAT SPEAK TO CAPITAL

- THINK BEYOND T.O.D.
- THINK BEYOND PROJECTS & PRODUCT
 - EXPECT INVESTMENT AS A RECURRING AND NOT SINGULAR EVENT
 - RESULTS OCCUR IN AGGREGATE, CHANGE, MATURATION, INFLUX OF CULTURES
 - CONTINUOUS PROCESS OF PUBLIC INVESTMENT
 - PUBLIC REALM & INFRASTRUCTURE IS THE BINDER
 - SOLVE FOR PARKING
 - DESIGN IS ABOUT ACCOMODATING USE AND FLOURISHING OF CULTURE
- PUBLIC ROLE: RECEPTIVE & TRANSACTIVE
 - WHAT COMES IN WILL NEVER BE WHAT WAS EXPECTED, ENVISIONED OR PLANNED



Downtown Los Angeles, 2003:

CIM Sites in Yellow

Oppty: Adaptive Reuse, Support for Supermarket, Large Infill Gap

Barriers: EIRs where scope and density had long been in place. EIR repeated for minor modifications.

CIM SOUTH VILLAGE

DOWNTOWN LOS ANGELES



830 SO FLOWER



MARKET LOFTS



8TH AND HOPE TOWER



PARK TOWER



SOUTH VILLAGE CONTEXT

CIM

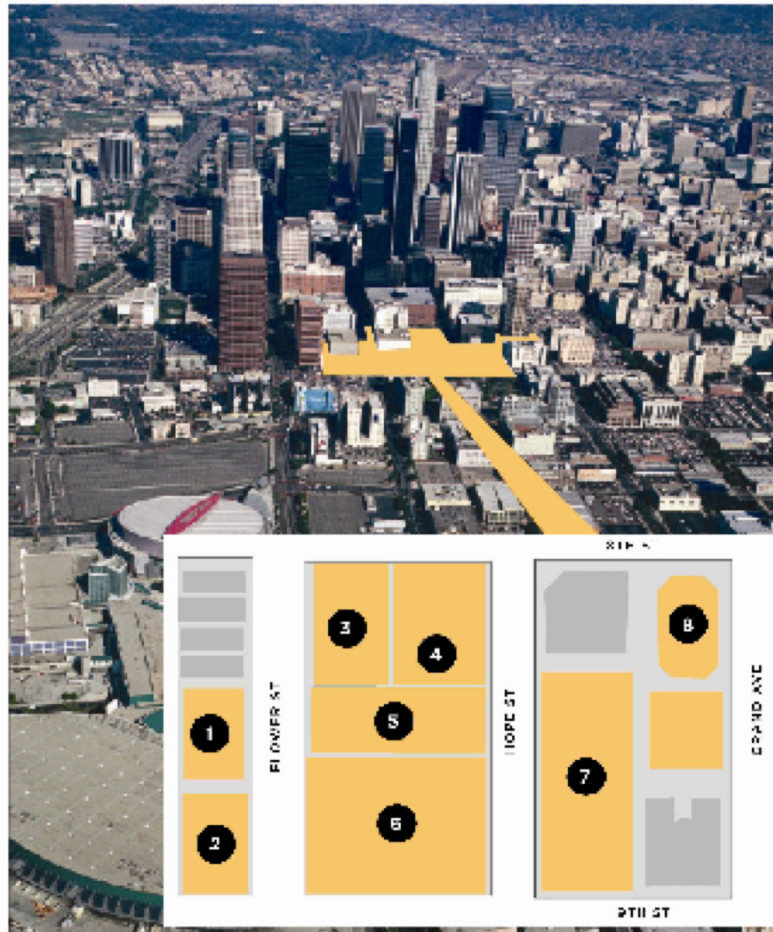
INVESTING IN URBAN COMMUNITIES

CIM SOUTH VILLAGE

DOWNTOWN LOS ANGELES

9TH & FLOWER MASTER PLAN

- Acquired in 2000/ 7 acres + Gas Co. Bldg.
- Goals and Objectives:
 - Fill in “missing tooth” between South Park and the Financial District
 - Create vibrant mixed-use neighborhood anchored by a supermarket and street retail
 - Activate sidewalks with extensive storefront and outdoor seating
 - Provide mix of housing options
- First Approved – May 2003
 - 116,000 SF of retail, 1,021 residential units, 4.75 FAR, 6 to 34 story buildings



CIM SOUTH VILLAGE

DOWNTOWN LOS ANGELES



9TH & FLOWER MIXED USE PROJECT DEVELOPMENT SUMMARY

| | |
|--------------------------|--------------|
| Retail Area | 113,573 SF |
| Residential Area | 1,460,118 SF |
| Total Floor Area | 1,574,191 SF |
| FAR | 5.8 : 1 |
| Residential Units | 1297 |
| Parking Spaces | 2727 |
| Open Space | 108,979 SF |

9TH & FLOWER M.U. PROJECT COMPONENTS

| | Retail Area | Residential Area | Residential Units | Parking Spaces | Building Height |
|-----------------------------|-------------|------------------|-------------------|----------------|-----------------|
| Market Lofts | 54,910 SF | 297,088 SF | 267 | 127 | 7 Stories |
| 830 S. Flower | 17,868 SF | 0 SF | 0 | 259 | 6 Stories |
| 831 S. Hope | 3,000 SF | 0 SF | 0 | 352 | 6 Stories |
| 845 S. Flower | 6,800 SF | 267,500 SF | 214 | 395 | 33 Stories |
| 833 S. Flower | 0 SF | 0 SF | 0 | 368 | 4 Stories |
| 8th & Hope Tower | 16,000 SF | 360,000 SF | 290 | 420 | 22 Stories |
| Park Tower | 14,995 SF | 536,030 SF | 526 | 806 | 42 Stories |
| Total | 113,573 SF | 1,460,618 SF | 1,297 | 2,727 | |

RELATED CIM PROJECTS

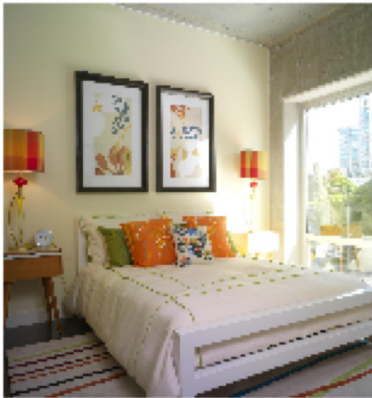
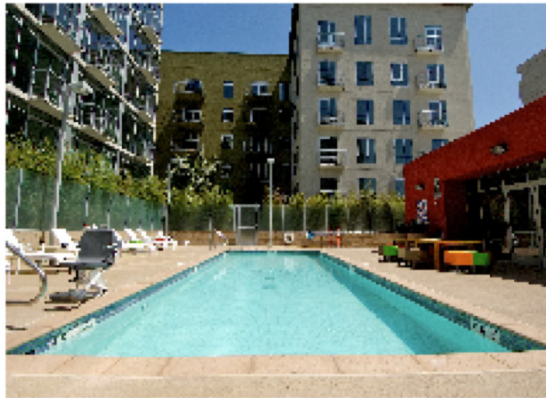
| | Retail Area | Residential Area | Residential Units | Parking Spaces | Building Height |
|---------------------|-------------|------------------|-------------------|----------------|-----------------|
| Gas Co Lofts | 35,350 SF | 309,165 SF | 215 | 319 | 13 Stories |
| Sky Lofts | 5,000 SF | 229,000 SF | 132 | 264 | 22 Stories |
| Total | 40,350 SF | 538,165 SF | 347 | 583 | |

CIM

INVESTING IN URBAN COMMUNITIES

MARKET LOFTS

DOWNTOWN LOS ANGELES



| MARKET LOFTS | |
|--------------------------|-----------------|
| Building Height | 7 Stories / 80' |
| Retail Area | 54,910 SF |
| Residential Area | 297,088 SF |
| Total Floor Area | 351,998 SF |
| FAR | 4.5 : 1 |
| Residential Units | 267 |
| Parking Spaces | 127 |
| Open Space | 20,025 SF |

RALPHS OPENING – JULY 20, 2007

RETAIL



Ralphs is planning its first new downtown Los Angeles store in more than 50 years as part of the Market Lofts residential development.

SAMPLE

RE-GENTRIFIED

| |
|--|
| SUPERMARKET OPERATORS ARE FOLLOWING CONSUMERS BACK INTO REVITALIZED DOWNTOWN AREAS |
|--|



B12 Wednesday, October 10, 2007

THE WALL STREET JOURNAL

THE PROPERTY REPORT

How a Grocer Bears Fruit for Downtown Los Angeles

First Supermarket in Years Sparks Wave of Residents Eager for City Experience

By JONATHAN KARP

LOS ANGELES—On Saturday afternoon, some streets in the downtown business district here were deserted—but one block bubbled with activity. Inside a new supermarket, couples at wrought-iron garden tables ate sushi, shoppers stocked up on expensive wines stored in a climate-controlled room and other customers picked up their dry cleaning.

Ralphs Fresh Fare, which opened in July, is the first supermarket in downtown Los Angeles in 57 years. Its

residential project. About 400,000 people work in downtown Los Angeles, but only 29,000 live there. Momentum for more projects is building. Some 9,200 residential units have been created in recent years, since the city allowed offices and warehouses to be converted. Nearly 8,000 more residences are under construction and 17,000 are planned. Key to the success of the push could be mixed-use buildings.

Rather than a standalone supermarket, the 50,000-square-foot Ralphs anchors a new complex of 267 lofts built above the store. Retailers often follow residents, but in this case the supermarket—which sells conventional groceries in addition to providing freshly prepared foods and other upscale services—is proving to be a catalyst. Salespeople and executives involved



This Ralphs, which opened earlier this year, is part of a 267-loft complex and is the first supermarket in downtown Los Angeles in more than half a century.

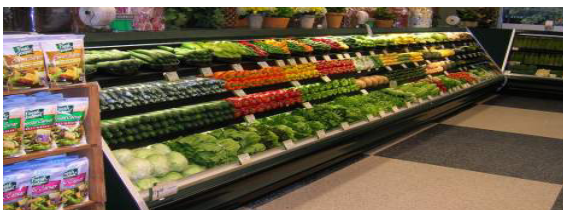
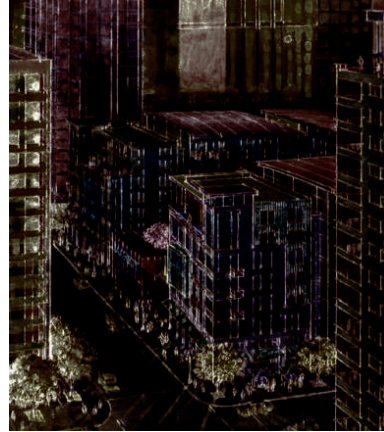
and “green” certified condos to downtown.

In yet another nearby project-located in a warehouse area that could approximate Manhattan’s former meatpacking district or Tribeca—upscale lofts in two 1920s industrial buildings have sold briskly. Yuval Bar-Zemer, a partner at Linear City LLC, which converted a toy factory and an old Nabisco facility, says he expected demand would be driven by people who wanted to cut their commute. But only 10% to 15% of those who have bought in the 121-unit ToY Factory Lofts work downtown.

“That tells us there is something more than convenience to living downtown. It’s the grittiness, the sense of being a pioneer in a neighborhood that is evolving,” he says.

In addition to residential units, the

IT'S STILL JUST A SUPERMARKET... BUT WHAT A DIFFERENCE!!



DOWNTOWN LAS VEGAS

INFILL WHEN & WHERE YOU LEAST EXPECT

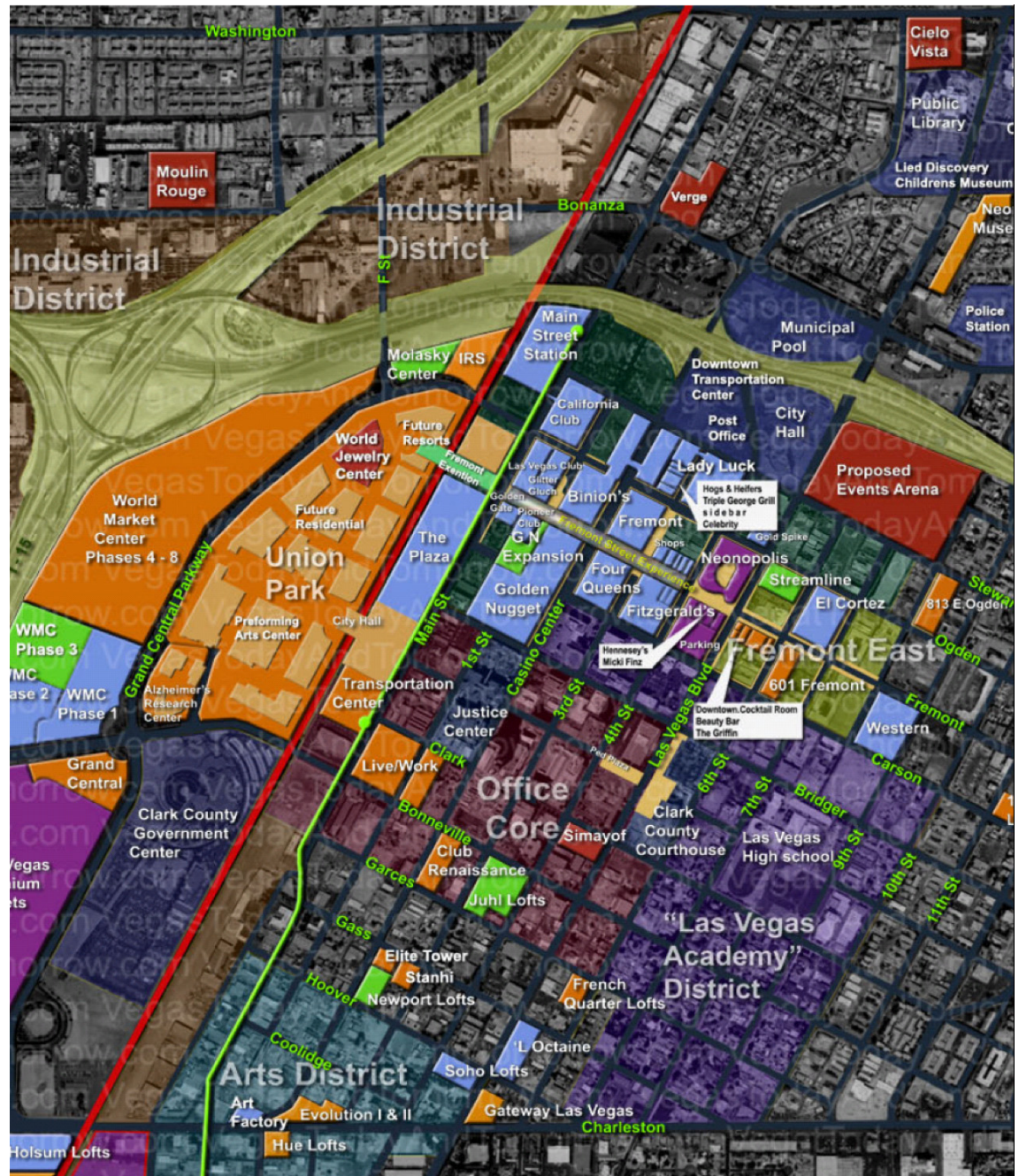
TOO MUCH “OPPORTUNITY”
WHERE TO BEGIN

OSCAR GOODMAN

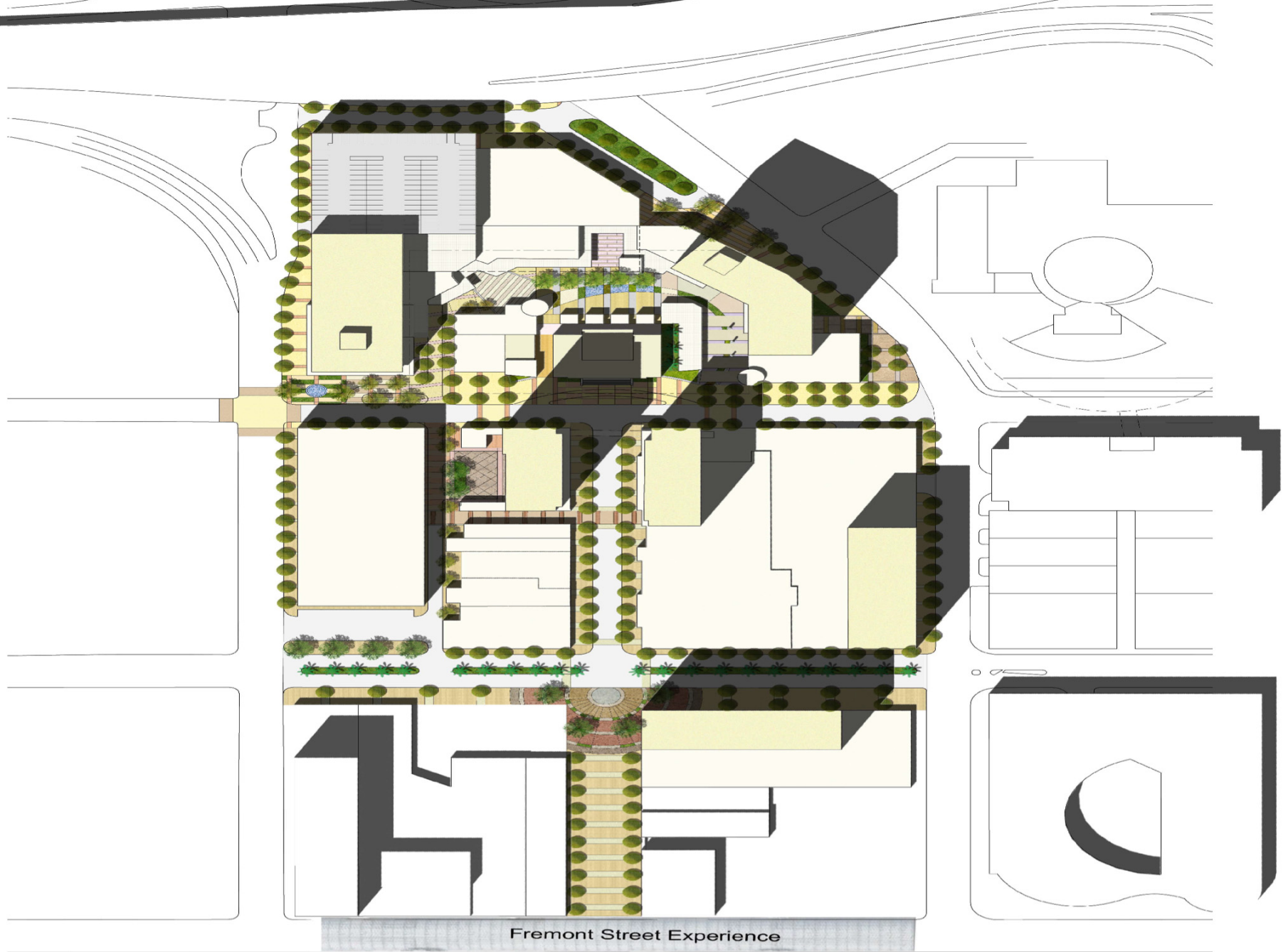
LADY LUCK

MOB MUSEUM

ZAPPOS







Fremont Street Experience

0' 100' 200' 300' 400' 500'

Tony Hsieh's new \$350 million startup

0 comments

January 23, 2012: 8:47 AM ET

The Zappos CEO is trading shoes for urban planning -- and spending big bucks to rebuild downtown Las Vegas.

By [Leigh Gallagher](#), assistant managing editor

FORTUNE -- Tony Hsieh is well known for building Zappos into a billion-plus company, and perhaps even better known for building an unusually strong culture that encourages employees to have fun, embrace quirks and **"create fun with a little weirdness."** He's become a workplace evangelist of sorts: his 2010 book *Delivering Happiness*, which details the Zappos philosophy, has sold more than 300,000 copies; in addition to selling shoes (and now clothes and more), Zappos also has a consulting arm that trains companies like Google and Eli Lilly on building happy



PHOTO: JARED McMILLEN/AURORA PHOTOS/CORBIS

Tony Hsieh

But the move, and the new Zappos building is just one small piece of Hsieh's plan.

Hsieh and a few partners -- the vast majority of the investment is Hsieh's -- plan to spend \$350 million to develop and build a small city in the roughly 1.5-square mile downtown area around the Fremont East and Arts District areas (for CES-trekkers and other Vegas aficionados, it's a few miles north of the Strip). Hsieh's goal: To turn the overlooked area into a neighborhood not just for his workers' coffee breaks, but a new live/work/play destination for Las Vegas' emerging creative class.

This is the plan (modest it's not): \$100 million will go to the purchase of land (not including the new Zappos headquarters) and building acquisition. An additional \$100 million will go to residential development including the building of high-rise apartments. Fifty million dollars will go to tech startups Hsieh plans to recruit to the area with seed investments of \$100,000 or so apiece. Another \$50 million will go toward drawing local small businesses like bakeries, yoga studios, restaurants, coffee shops and other requisite creative-class amenities. And because Hsieh wants people to move here and that requires having decent education for their children, another \$50 million will go toward education and the building of -- what else? -- a school system.

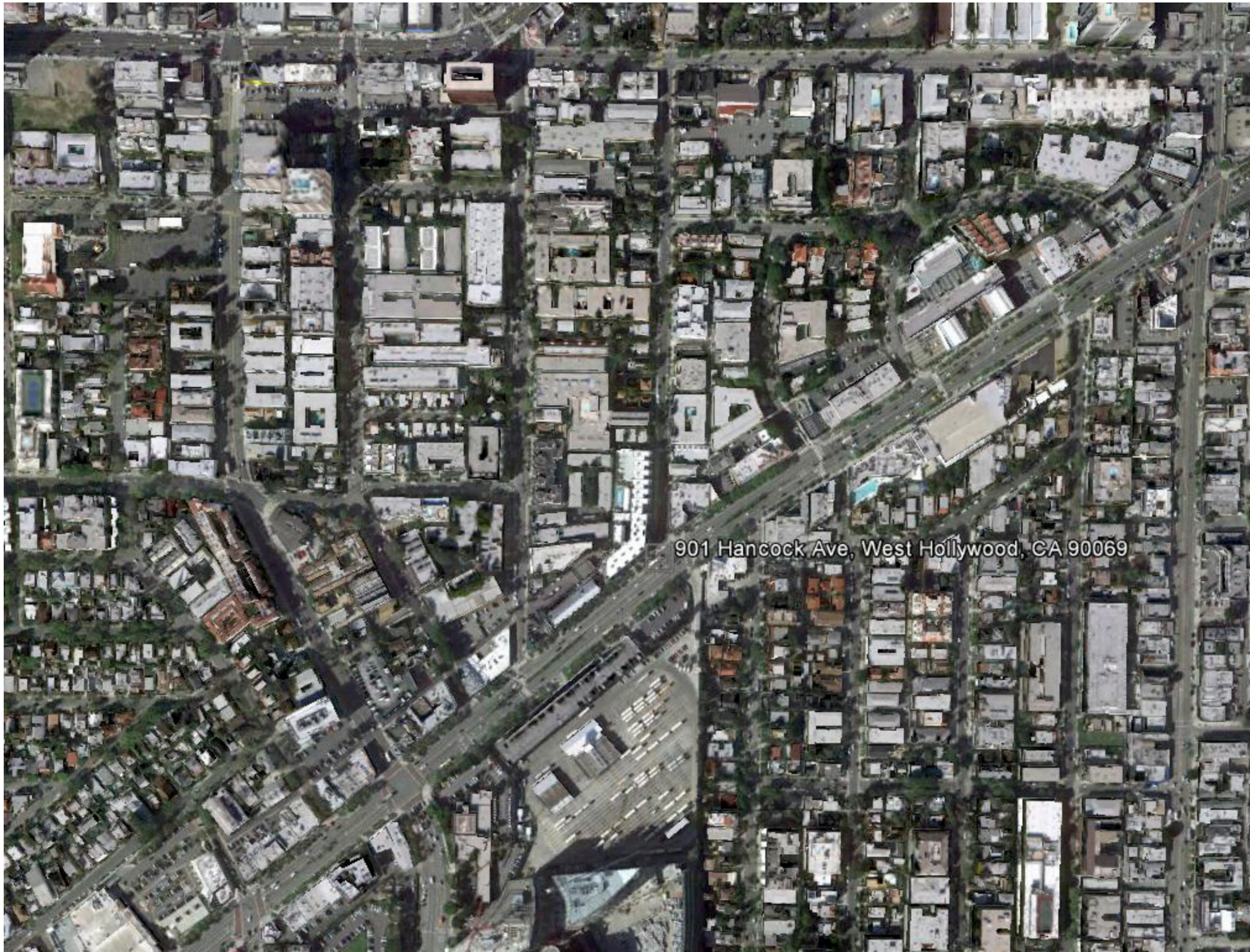
Dream much? It's Steve Wynn meets Walt Disney meets **Jane Jacobs** meets -- Tony Hsieh, really. "This isn't so different from what we built at Zappos," he says in his soft-spoken, low-key manner. "We're just scaling it."

WEST HOLLYWOOD

OUT OF THE BOX

PLAN BY TRIAL & ERROR

- THE LOT
 - 115' X 300'
 - HIGH GROUND WATER
 - LOTS OF NEIGHBORS
 - CITY OWNED
- CITY'S OBJECTIVE
 - PROTOTYPE FOR NEW PLAN GUIDELINES
 - REPLACE AND INCREASE PUBLIC PARKING
 - RETAIL
 - AFFORDABLE RENTAL
 - MARKET RATE



901 Hancock Ave, West Hollywood, CA 90069

Hancock Lofts

- City** West Hollywood, CA
- Program** 38 units, 31 condominiums, 7 affordable studios, 11,600 sq. ft. of retail space, 156 public parking spaces and 61 residential parking spaces
- Client** CIM Group (with City of West Hollywood for public parking)
- Completion** 2009
- Awards** 2011 AIA National Housing Award
2010 Residential Architect Merit Award
2010 AIA/JCC Merit Award for Architecture
2010 Woodworks Award
2009 International Design Award
2005 Westside Prize Honor Award

A developer/architect team was selected by the City of West Hollywood to develop a city owned site, address a shortage of parking, and flush out a program for housing and retail space through a community process. The design's non-conventional approach leverages the irregular, sloping lot to reinforce street life as well as create an unexpected rooftop open space. Public parking is located underground while residential parking loops up and over street level housing to place an active use along the side street. Architectural expression is rooted in sustainable strategies. All units are cross ventilated and sliding wood screens are used to shade boulevard flats and moderate the level of engagement with the busy street below.





remember “Plastics”

now try

- **AUTOMATED PARKING: the game changer in urban real estate**

- 2(+) x efficiency
- Unbundled: great for district parking solution
- Reduced VOC, Carbon Monoxide....
- Safe & clean
- Increase yield within same footprint
- Parking fits the site, not the site fits the parking
- <http://boomerangsystems.net/index.php?view=page&pageId=2>
- <http://www.westfaliausa.com/products/parking/parking-overview.html>
- <http://www.unitronics.com/Content.aspx?page=AutomatedParkingVide>

THANK YOU

AND, FIND YOUR WAY TO GET IT DONE!!!