Community-Driven, Transformative Redevelopment

Crowdsourcing Triple-Bottom-Line Development
Total Current Development Pipeline

23 Million SF Overall

14,000 Residential Units

9 Million SF Additional Mixed Use
LOCAL INFRASTRUCTURE INVESTMENTS CREATED THROUGH ‘SELF-HELP’ INITIATIVES

- Uncertainty Around Federally Funded Programs
- Transformative Climate Communities Program (Statewide)
- “SB-1” (Statewide)
- Caltrain Modernization Program (Bay Area)
- “Measure X” (Monterey County)
- “Measure M” & “Measure R” (LA County)
- “Measure JJJ” & “Measure HHH” (LA City)
- LA Metro’s “28-by-28” (2028 Olympics)
- EIFD – Enhanced Infrastructure Financed Districts
- Prospects for re-enactment of Redevelopment in CA
- “SB-35” State mandate for housing developments for non-compliant cities
Nonprofit Land Leases supported by private tax deductible donations
LIHTC
Community Benefits Agreements & PLA’s
Unit Sizes / Modular – UNIS = Extension of living area
Social Impact Investing (Family Office / High Net-Worth Individuals / Foundations)
Inclusionary Housing Mandates
Local ‘Self-Help’ Initiatives
A New “P3” Paradigm
RRIF – Railroad Rehabilitation & Improvement Financing
TIFIA – Transportation Infrastructure Finance & Innovation Act
TIF – Tax Increment Financing PIF Pilot Incremental Financing
CEQA Reform
Car-free downtowns – 10-12K per year – TOD- UBER / ZIPcar
TOC’s – Transit Oriented Communities

**ATTAINABLE HOUSING STRATEGIES**

**MEDICI EFFECT – THE INTERSECTION OF IDEAS WITH LIKE-MINDED PEOPLE FROM DIFFERENT WALKS OF LIFE**
New Challenges for Millennials

Student debt has exceeded credit card and auto loan debt

$1.5 Trillion
Aggregate Student Debt And Rising

40% of 18-34 Year olds still ”live with parents”

Source: Federal Reserve Bank of St Louis
• U.S. Urban Population to DOUBLE (150M to 300M) by 2050

• Two-Thirds of this Demand to be met by "Urban Nodes in Suburbia (UNiS)"

• WHY NOT IN MAJOR CITIES?
  • Spatial Restraints
  • Pricing Restraints
  • Preference Restraints

• 30% Market Demand vs. 2% Supply
INVESTMENT OPPORTUNITIES for this MARKET DEMAND

Suburban office parks and malls becoming an endangered species.
The new norm is suburban downtown offices and retail where people can LIVE, WORK, SHOP, LEARN & PLAY

Massive re-development opportunities in less than 2.5% of the entire country’s land mass.

Why not CA?
Dedication to the “Triple-Bottom-Line”
Our Toolbox

Public Private Partnerships (P3)

Unified Development Approach (UDA)

Form Based Code (FBC)

Crowdsourced Placemaking (CSPM)
Public-Private Partnerships (P3)

Partner with Municipality

Partner with Private Property Owners

Partner with Key Community Stakeholders

Partner with Transit Agencies
United Development Approach (UDA) - Form Based Code (FBC)
Crowdsourced Placemaking (CSPM)

Our “Secret Sauce”
IT ALL STARTS WITH A NAME
2

A COMMUNITY IDENTIFIES ITS SOUL
A VISION IS CAST WITH PUBLIC SUPPORT
A PLAN FOR INVESTMENT IS FAST TRACKED
CASE STUDIES

- **Hempstead, NY** = 5-0 Bipartisan Approval | 5.2M Square Feet | Approved 127 days
- **New Rochelle, NY** = 7-0 Bipartisan Approval | 11.3M Square Feet | Approved 96 days
- **Southampton, NY** = 5-0 Bipartisan Approval | 3.2 M Square Feet | Approved 106 days
IT ENDS WITH COLLECTIVE INVESTMENT
A visualization and analytical real estate development tool
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