

From: [Monks, Anne](#)
To: [Marx, Don](#)
Cc: [Olver, Aaron](#); [Freedman, Andrea](#); [Bidar-Sielaff, Shiva](#)
Subject: FW: Your request following Board of Estimates
Date: Monday, May 07, 2012 4:38:04 PM

Don,

Ald. Bidar-Sielaff asked that this email be entered into Legistar for the ULI purchase and sale agreement resolution, #25885.

Thanks!

Anne

From: Tom Neujahr [mailto:tneujahr@uli.com]
Sent: Thursday, April 26, 2012 9:27 PM
To: Bidar-Sielaff, Shiva
Cc: Monks, Anne
Subject: Your request following Board of Estimates

Dear Shiva,

Following the Board of Estimates meeting on Monday, you asked what our timetable would be for development of the 800 North block of the Don Miller property on East Washington Avenue. You asked for "best case" and "worst case" scenarios.

Best Case

Once we have a signed Purchase and Sale Agreement and the City has approved tax incremental financing and CDA parking revenue bond issuance consistent with our June 13, 2011 proposal, we believe that our entire development of this 4.5-acre block could be accomplished in 38 months:

- 6 months for land use approvals (PUD--GDP and SIP), preleasing and financing
- 10 months for construction of the first commercial building
- 6 months to complete leasing of our first commercial building
- 6 months for preleasing, PUD--SIP approval and financing our second commercial building
- 10 months for construction of the second commercial building

We would fit the apartment construction and the parking ramp construction within this schedule.

We presently are in conversations with three prospective tenants, with whom we have had long business relationships. They could absorb 30,000 to 40,000 square feet in the 800 North block. That is over and above what a supermarket might take. Bear in mind that we did not have any formal standing from which to do leasing until the letter of intent was signed on April 4. We have not been permitted to put a leasing sign on the site. We have not had the assurance that the City would use tax incremental financing and would have its CDA issue parking revenue bonds so that

we can achieve the necessary price points for commercial space and parking. Nevertheless, we are confident of our success in leasing, financing and constructing the commercial buildings. We have approximately 180 commercial tenants. Our business is in creating buildings and environments that people want to work, shop and live in. Our overall commercial occupancy is 93.4 percent. We have a skilled, active leasing staff.

We have always proposed a full-block development for the 800 North block: approximately 160,000 square feet of commercial space (two buildings), approximately 80 apartments and approximately 400 parking spaces. We will accomplish the full development as quickly as possible. We have no interest in delay. We have too much investment of our time and in architectural and engineering fees to proceed slowly.

Worst Case

We believe that the worst case is that we close and begin construction on our final phase 5 years after the Purchase and Sale Agreement is signed and we have reached agreement with the City on a financial arrangement to make the development feasible.

I hope this helps. Please call or e-mail me with any other question.

Best wishes,

Tom Neujahr

Urban Land Interests

Tom Neujahr

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