



If You Build It, Will They Come?

Developer Roundtable



Panelists

- Josh Brandsted – Greco
- Kent Carlson – Inland Development Partners
- Phil Cattanach - Opus
- Chris Osmundson – Alatus



Overview

- Vacant Big Box or Shopping Mall
- Vacant Land
- Infill Redevelopment
- Industrial Sites



Examples

BIG BOX OR SHOPPING MALL



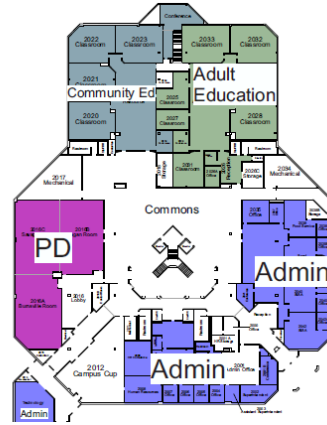
Existing Big Box



Diamondhead Education Center

- Located at the intersection of 35W and Hwy 13
- \pm 12 Acres
- 2 Parcels
- 140,000 sq/ft building
- Former shopping center converted to classroom and administrative offices for ISD 191
- Current market value = \$6.4M

Diamondhead Education Center





Vacant Big Box



Herberger's Department Store

- Located in downtown St. Cloud by the River's Edge Convention Center
- \pm 1 Acre
- 1 Parcel



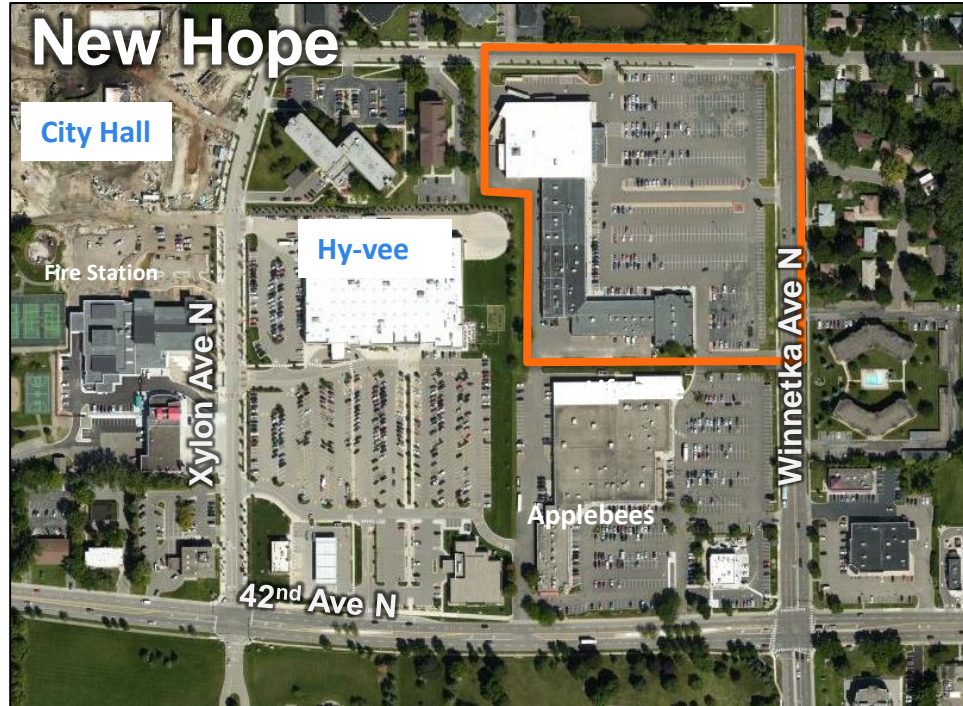
Herberger's Department Store



- Current market value = \$3M



Winnetka Shopping Center

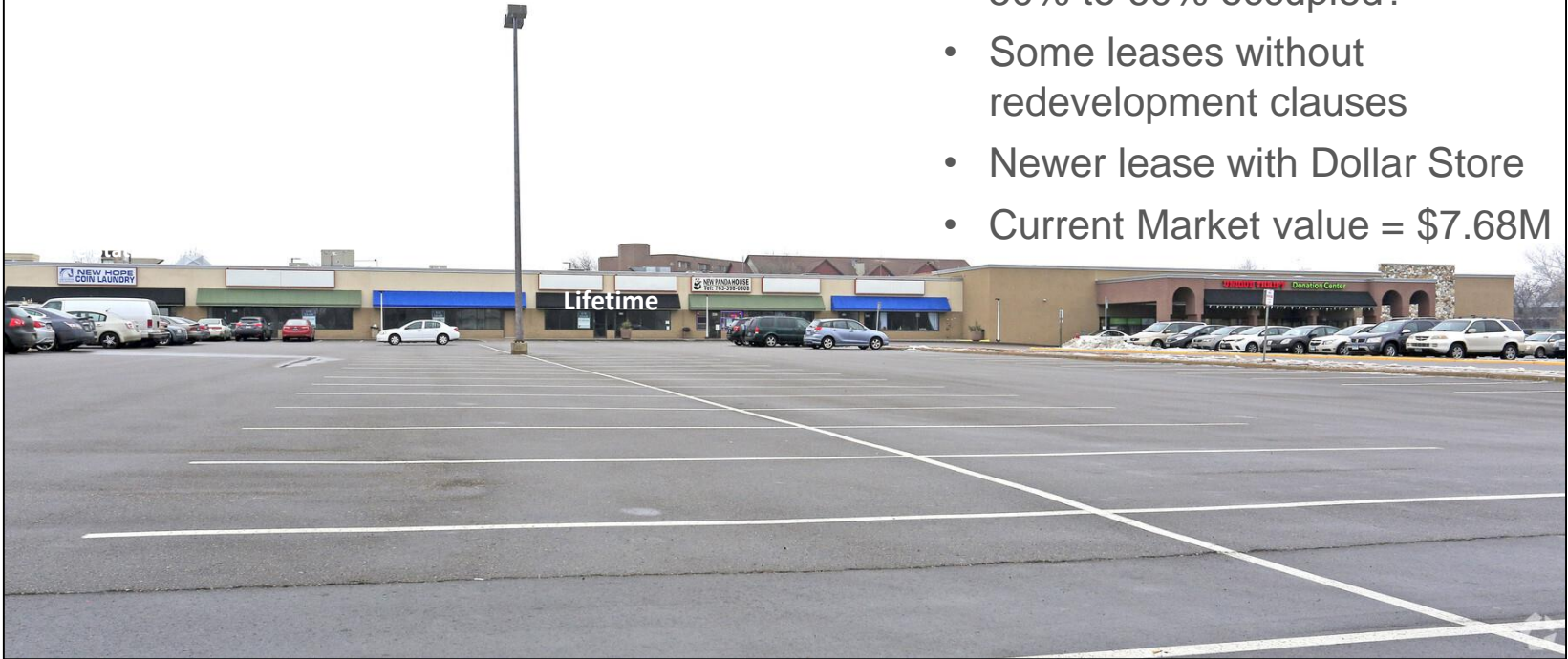


- Located adjacent to the new Hy-Vee off of 42nd Avenue
- ± 19 Acres
- 3 Parcels



Winnetka Shopping Center

- 50% to 60% occupied?
- Some leases without redevelopment clauses
- Newer lease with Dollar Store
- Current Market value = \$7.68M



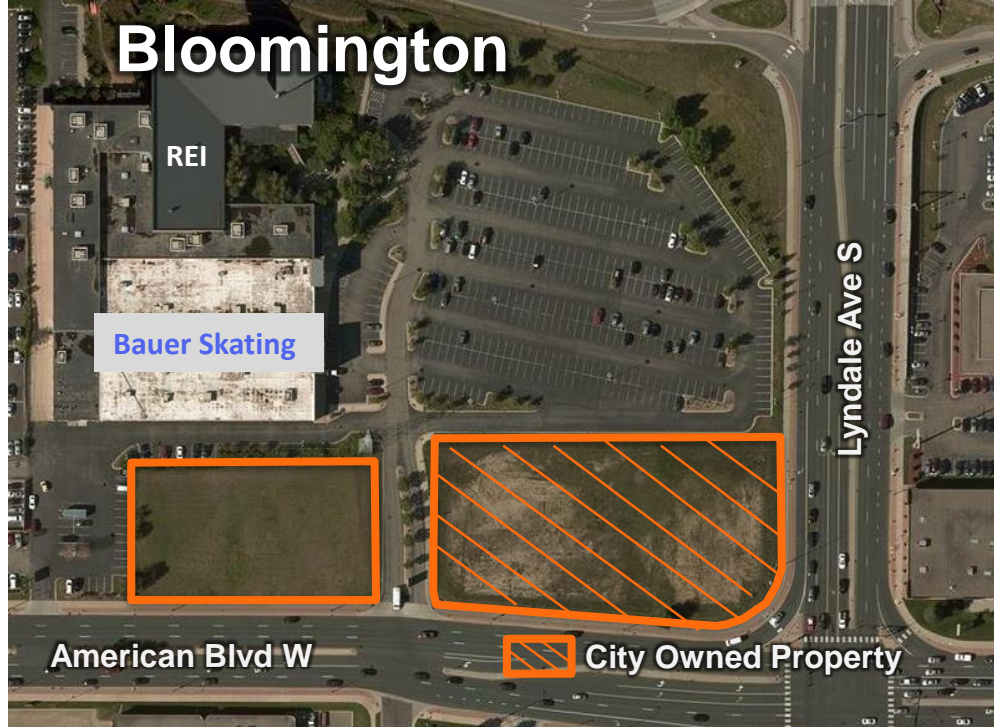


Examples

VACANT LOT



High Visibility Site



- Vacant site adjacent to REI & Bauer Skating
- Located at the intersection of 494 and Lyndale Avenue
- ± 3 Acres
- 2 Parcels
- 2 Owners



Vacant site adjacent to REI/Bauer skating



- Transformer lines running along property line
- Current market value = \$1,035,000



Vacant Land



Former Down Under Bar

- Located off of Lake Drive
- \pm 1 Acre
- 1 Parcel
- Current market value = \$273,300



Vacant Land



Legacy at Woods Edge

- Located at the intersection of 35W and Lake Drive
- ± 8 Acres
- 10 Parcels owned by City
- Current market value = \$1.44M



Former Skyline Motel



- Located off of Old Highway 8 across from TCAAP in Arden Hills
- ± 3 Acres
- 3 Parcels owned by City
- Paid \$1.3 in 2019

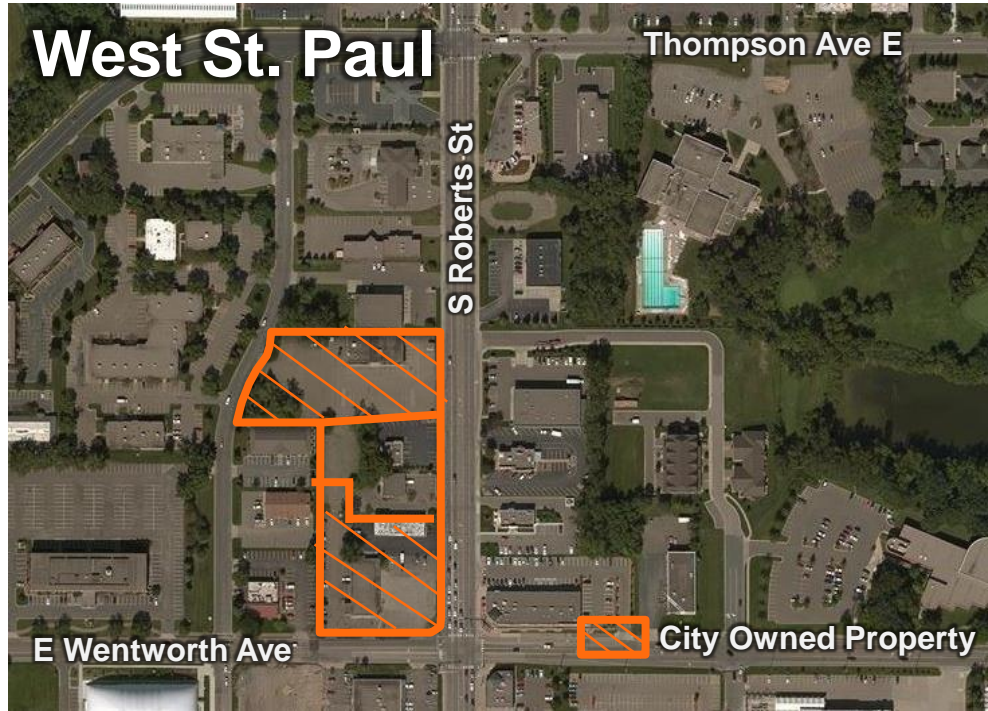


Examples

INFILL DEVELOPMENT



Town Center Redevelopment



- Located at the intersection of S. Roberts Street and Wentworth Ave
- \pm 4 Acre
- 9 Parcels
- 3 owned by City (2.7 acres)
- Current market value = \$3.227 million



Hardman Triangle



- Located in the northern section of South St. Paul's industrial park
- \pm 22 Acres
- 13 Parcels
- 8 Owners (City owns 4.3 acres)
- Current market value = \$6.2M

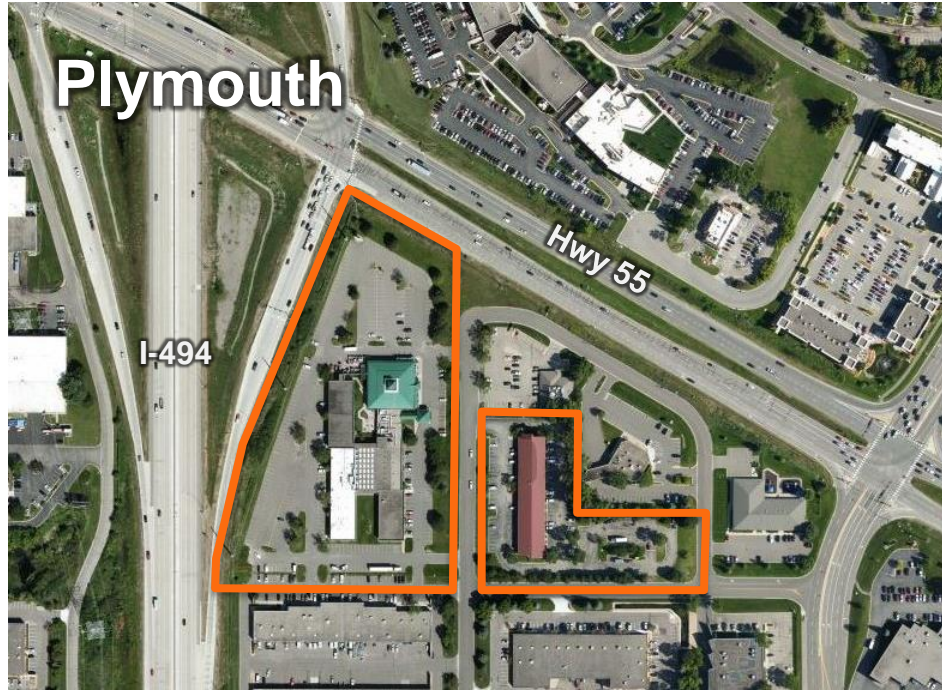


Hardman Triangle





Hotel Redevelopment



- I-494 and Hwy 55 Redevelopment
- \pm 11 Acres
- 2 Parcels
- 2 Owners
- Current market value = \$8.6M



Hotel Redevelopment



- Current market value = \$8.6M





Examples

INDUSTRIAL SITES



Electrolux Redevelopment



- Located at the intersection of Hwy 15 and Burlington Northern railroad
- \pm 50 Acres
- 7 Parcels
- 1 Owner
- \pm 460,000 Sq. Ft. of vacant manufacturing space



Electrolux Redevelopment



- Current market value = \$8.2M



Wag Farms Development



- Located less than 1 mile from the intersection of Hwy 61/10 and Jamaica Ave S
- ± 45 Acres
- 2 Parcels
- 1 Owner
- Current market value = \$1.9



Your Presenters

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