



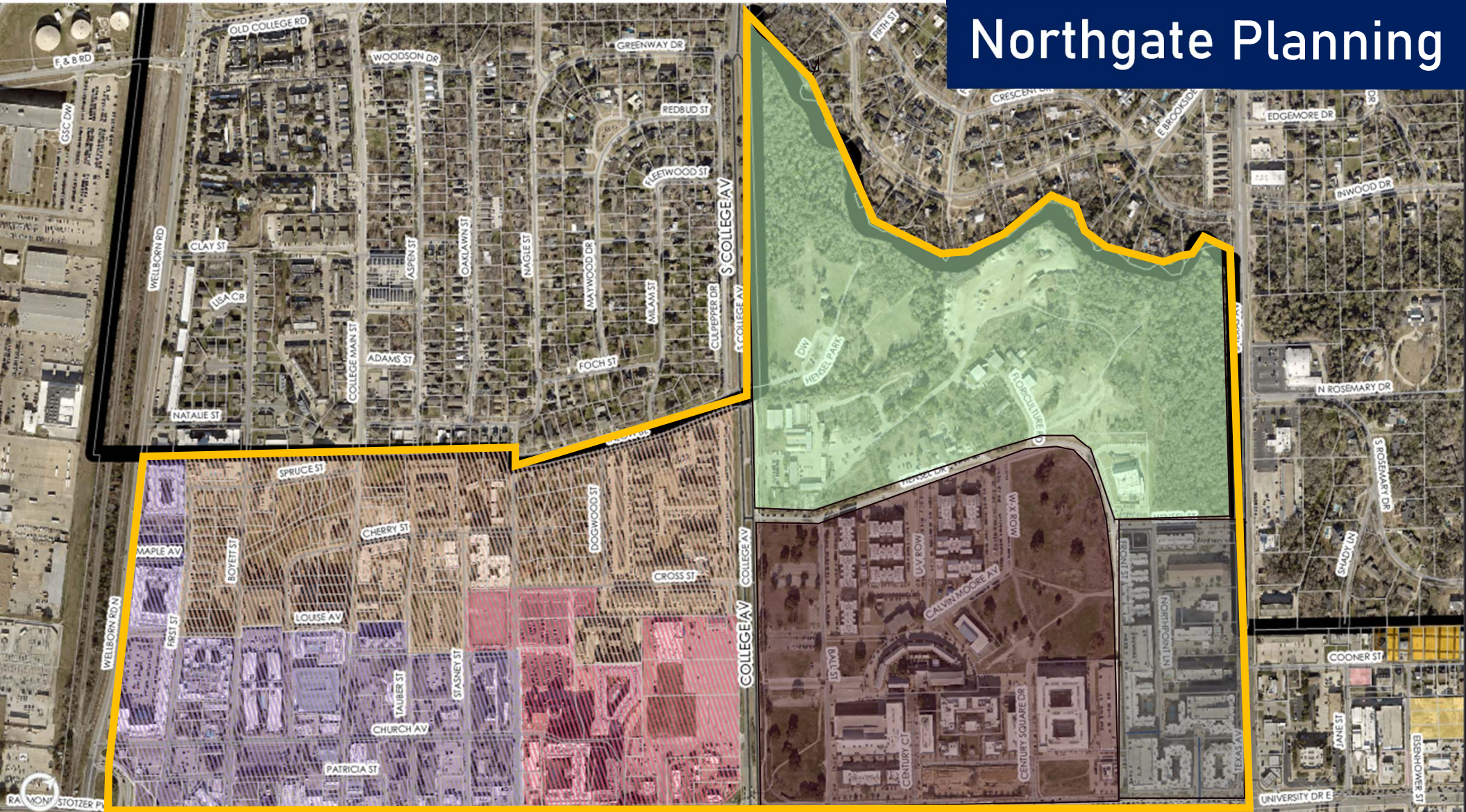
City Council

January 9, 2025

What is a Small Area Plan?

- **Phase 1 – Pre-Planning**
 - Identify boundaries, analyze existing condition needs, outreach
- **Phase 2 – Existing Conditions and Planning Vision**
 - i.e., demographics, housing stock, zoning & land use, code enforcement, economic indicators, etc.
 - Start community feedback to determine specific goals of the plan
- **Phase 3 – Plan Development**
 - Refine findings of the engagement and generate draft plan
 - Go back to community stakeholders for feedback
- **Phase 4 – Adoption & Implementation**

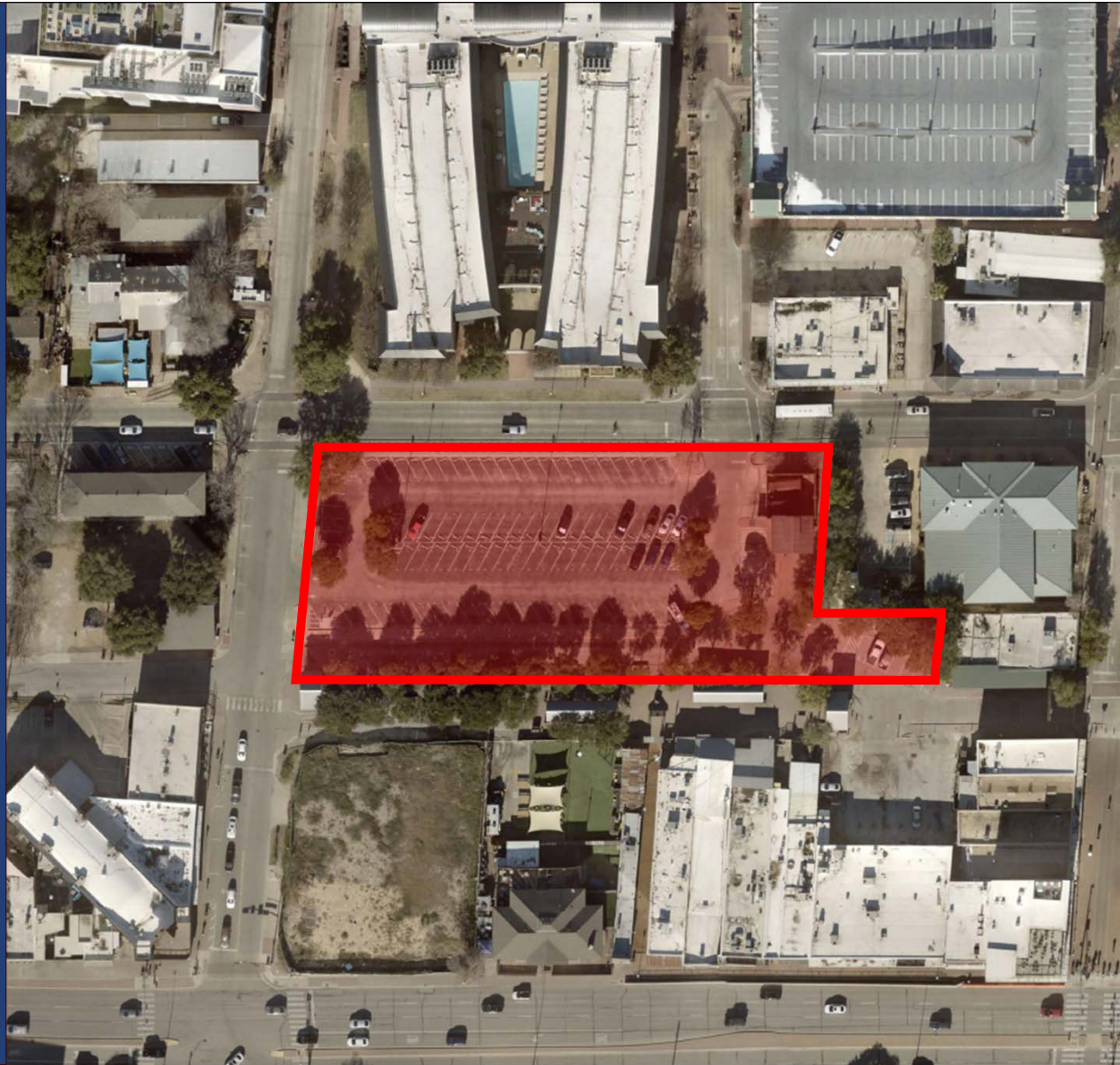
Northgate Planning



Engagement Timeline

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June	Council Adoption	

Northgate Parking Lot Sale and Development



Sale of Municipally-Owned Property

1. Public auction – highest bidder
2. Broker – highest cash offer
3. **Sealed bids – best value**
 - Selected process
 - Selection could be based on multiple factors, such as additional components, and not just price
 - Fair market value

Additional Components

1. A minimum of one hundred (100) parking spaces to be used on an exclusive basis by the City. The City will consider a shared use and revenue agreement for the use of these parking spaces.
2. Ride share pick-up and drop-off opportunities to serve the surrounding area.
3. Space for a law enforcement substation that is approximately 3,500 – 5,000 square feet.
4. Public restroom facilities.
5. Refuse container storage.
6. Redevelopment and ongoing operation and maintenance of the remaining Property into a public greenspace, plaza, or courtyard area.

Process

- City released request for bids on July 19, 2024
- Bids were due on August 22, 2024
 - 3 bids submitted
 - All met additional components
 - All mixed-use projects
 - Offers ranged from \$3.674 million to \$13 million for 1.00 - 1.57 acres
- Review of bids
 - Staff review, EDC, and City Council
- Negotiation with top ranked bid
 - Capstone

Review Criteria

- Qualifications, experience, and key personnel
- Overall value and impact of proposed redevelopment project to the City, including incorporation of Additional Components into the project
- Overall financial benefit to the City, such as the purchase price, value of redevelopment, ongoing City-related costs, and incentives requested by the bidder
- References

Capstone Experience

Master Developer

CAPSTONE COMMUNITIES

RELEVANT EXPERIENCE



Town Center at Trilith
Fayetteville, GA

Project Scope: Developed 37,000 SF of retail space, 263 apartment homes, a structured parking deck, and a clubhouse.



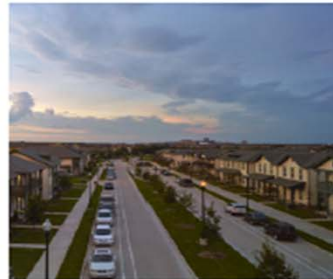
Inspire on 22nd
Austin, TX

Project Scope: Mixed-use development, walkable to University of Texas. Includes 439 beds, worship space for The Wesley Foundation, office and recreation space.



Inspire Atlanta
Atlanta, GA

Project Scope: Two-building community home to 750 residents at Georgia Tech, where they can live, play, study and relax in an amenity rich development.



The Junction
College Station, TX

Project Scope: Cottage Community home to 801 residents off of Hollerman Drive in close proximity to Texas A&M University.



Northpoint Crossing
College Station, TX

Project Scope: Two Phase Project home to 1,800+ residents at Texas Ave & University Dr complete with 5 buildings.



The Cottages of College Station
College Station, TX

Project Scope: Completed in 2012, now home to 1,300+ residents within a Cottage Community.

Project

Mixed-use multi-story building

- Ground floor – Retail, law enforcement substation, public restrooms, parking, and support uses
- Upper floors – Parking and residential units

Plaza / Public Space

- Enhancement of Patricia Street ROW
- Additional space on property to be defined during public engagement

Proposal: Our final goal is to create a place for all to live, work and play. Capstone's redevelopment plan starts with one goal: to design a mixed-use community where people actually want to spend time. We believe this is the essence of place-making. We believe that designing a project which will further enhance the Northgate neighborhood requires a few key elements: a diversity of uses, an emphasis on walkability, the inclusion of ground floor neighborhood retail, and building safe, comfortable and inspiring public spaces which encourages residents to linger a bit. Comfortable seating, green shaded landscaping, artistic pieces/ murals promote social interactions that over time builds a sense of community and a real neighborhood...





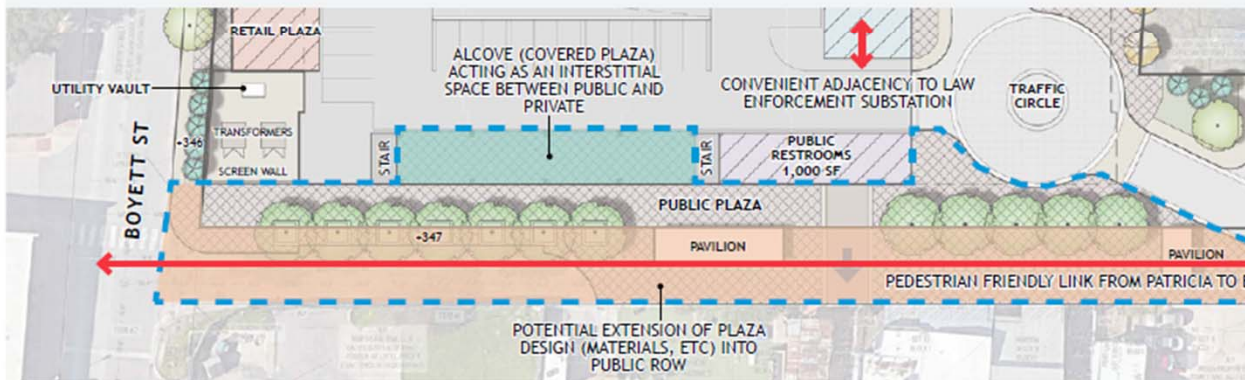
The Back Porch at Northgate

The overall goal for this portion of the development is to achieve results like that of West End Dallas. We aim to provide a space that acts as a springboard for both a greater sense of place and community while also fostering economic growth and densification of the surrounding Northgate district.



Public Plaza and Public Restroom Facilities:

The design includes inviting public plazas and pavilions with comfortable seating, shaded landscaping, and artistic elements to foster social interaction and community within Northgate. The development will enhance the connection between Boyett and Patricia Streets, promoting active public use. We are also open to extending the design into the public right-of-way, in collaboration with the city. Additionally, 1,000 square feet of public restrooms will be conveniently located next to the plaza and pavilion.



Project Financials

Land Purchase

- Purchase 1.57 acres for \$13M

Public Restrooms

- Capstone to pay 100% of cost to construct

Law Enforcement Substation

- Capstone to pay 100% of cost to construct
- \$1.00/ year annual payment by the City

City Parking Spaces

- Capstone to pay 100% of cost to construct 100 parking spaces for City use
- Ongoing 50/50 revenue share

PATRICIA ST. DEVELOPMENT COST

COST SUMMARY

TOTAL LAND COST	\$	13,000,000
DIRECT COSTS	\$	151,221,888
PUBLIC RESTROOMS	\$	450,000
LAW ENFORCEMENT SUBSTATION	\$	525,000
CITY PARKING - 100 SPACES	\$	3,762,512
TOTAL DIRECT CONSTRUCTION COSTS	\$	155,959,400
OTHER SOFT COSTS	\$	35,778,789.47
MUNICIPAL PERMITS AND FEES	\$	3,912,000
PROPERTY TAXES DURING CONSTRUCTION	\$	1,142,968
SOFT COSTS TOTAL	\$	40,833,758
TOTAL DEVELOPMENT COSTS	\$	209,793,158
TOTAL BENEFIT* TO CITY	\$	17,737,512

*Land Proceeds, Public Restrooms, Public Parking & Substation

Contract Terms

Purchase Price

\$13 million for 1.57 acres

Feasibility Period

120 days

Development Agreement (DA) Period

60 days

Earnest Money

\$130k (refundable until DA approval) + \$65k upon DA approval

Approvals Period

365 days after DA

Closing

60 days after Approvals Period

Development Agreement Approval

Section 1.7(e)

- On or before the expiration of the Feasibility Period, if SELLER and BUYER cannot agree on the form of the Development Agreement (subject to modifications required by the final Approvals obtained by BUYER) prior to the expiration of the Feasibility Period, either party may terminate this Real Estate Contract, in which event the Title Company shall refund the BUYER the Earnest Money.

Section 1.8

- ...BUYER's and SELLER's obligation to proceed to Closing shall be conditioned upon the parties entering into the Development Agreement at Closing...

Section 1.8

- ...For the avoidance of doubt, a party's decision to not approve the Development Agreement during the Feasibility Period or Development Agreement Approval Period is not a breach of the Agreement; provided, however, once the Development Agreement has been approved by SELLER, BUYER and the City Council as described in this Section 1.8, SELLER and BUYER shall be obligated to execute the Development Agreement (subject to modifications required by the final approvals obtained by BUYER) at Closing.

Project Timeline

January 9

Real Estate Agreement

January – April (120 days)

Feasibility / Engagement

May – June (60 days)

Development Agreement

July – July 2026 (365 days)

Permits and Approvals

August 2026

Closing on Property

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Considerations

- Enhance the Northgate District through additional financial investment, creating a distinctive and unique public space
- Provide additional space for residents to meet the growing population
- Attract visitors
- Provide additional activity within the area to support existing and future commercial establishments
- Replace and enhance the public parking area
- Impact during construction
- Create an ongoing revenue source for services and improvements
- Locate a law enforcement substation in the heart of Northgate
- Provide rideshare opportunities
- Provide enhanced public restrooms