



Meridian Civic Block RFP – Centennial Center  
Oral Presentation –Caleb Roope/Josh Evarts  
October 5<sup>th</sup>, 2021

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- The Pacific Companies
- Caleb Roope
  - Founded in 1998, The Pacific Companies is a privately-held group of firms dedicated to excellence in multifamily housing and mixed-use developments. Our teams deliver across a continuum of real estate specialties including feasibility analysis, development, design, finance, construction, and asset management.
- Novembrewhisky Properties
- Josh Evarts
  - Founded in 2013 to specifically, “make strategic investments into Old Town Meridian through the acquisition and restoration of historic properties.” We expanded this vision in 2014 to include the “courtship of strategic business partners who offer value-added equity to our developments.”





# TPC Overview

## *Services & Divisions*

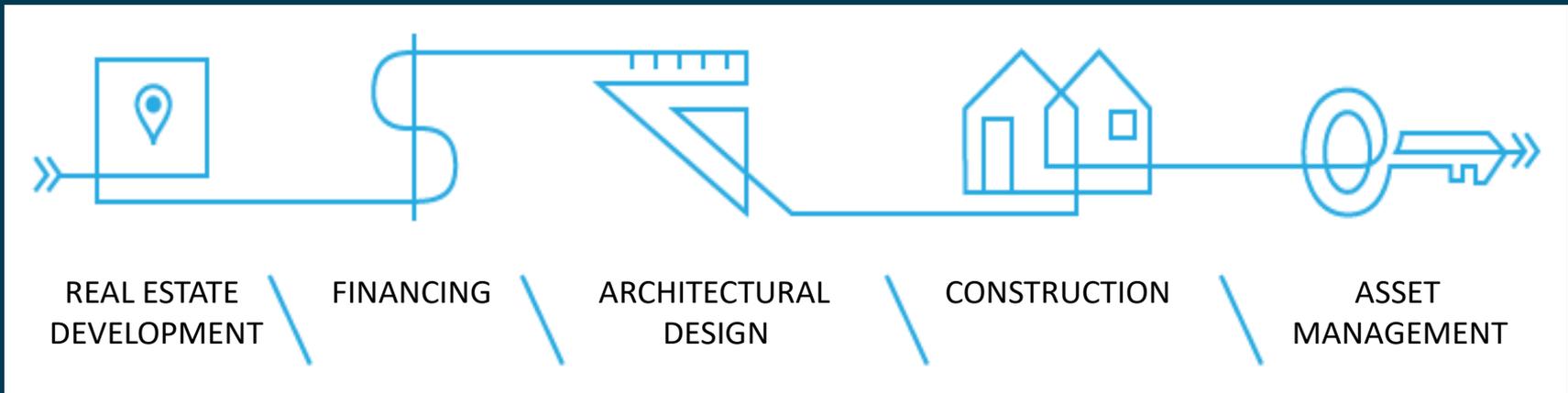
- Real Estate Development
- Financing (Internal & External Capital Sources)
- Architecture
- Construction
- Asset Management & Ownership
- Captive Insurance Services



# TPC's Vertical Integration

produces

*Collaboration | Innovation | Soundness | Efficiency*



100+ person cross-disciplinary staff

Strategy and operations advisory team

Emergency succession plan and team in place





# TPC Accomplishments *1998-2021*

- Involved in 250+ Projects
- \$4.8B in Asset Value Produced / Owned
- Approaching 20,000 Multi-Family Units
- Over 1 Million Sq. Ft. of Office/Special-Use/Retail
- \$400 Million+ in Annual Revenues
- Locally Based, Geographically Diverse
- No Defaults, Foreclosures, Bankruptcies



# Proposal Win Themes

1. Aligned Vision

2. Low Risk



# Aligned Vision

- We propose the Centennial Center in alignment with *Destination Downtown*, the *MDC Revitalization Plan* and the *Comprehensive Plan for the City of Meridian*.

**Framework**

**Traditional City Core**

*Destination: Downtown*

The Traditional City Core district is located on the historic heart of the City of Meridian and embraces Main Street and Madison Road. It is bounded on the east by Broadway and on the north by the Washington & Main Districts.

The map defining characteristics of the district are:

- 2 - 4 Story Infill and Restoration:** Encourage infill development in the district and develop vacant and underutilized parcels to complete a consistent street wall along Main Street.
- Traditional Architecture Themes:** Promote the use of traditional architecture themes that conform to the historic character of the downtown. Restore and preserve older buildings and design new structures to fit with the overall character and historic form and traditional street-block changes are encouraged.
- Continuous Urban Edge:** Create a strong street wall by requiring zero lot line development in this district. Ensure that buildings meet the edge of the sidewalk and primary building access is at the public street.
- Vertical & Horizontal Integration of Uses:** Emphasize a vertical integration of uses in the district to create a diverse mixed-use atmosphere. Encourage first floor retail and commercial activity to promote pedestrian activity. Utilize these lots for multi-family residential and a mix of uses.
- Preserve Downtown Housing:** Encourage the development of live/work units to bring people downtown and to promote local businesses, and ensure 24-7 activity. Preserve and protect remaining single family homes.
- Employee Workplace and Activity:** Create vibrant sidewalk activity and introduce pedestrian amenities to encourage walking, shopping, sidewalk dining, and social interaction.
- Develop Civic Uses:** Introduce civic uses such as museums, community centers, libraries, schools, and government offices into the Traditional City Core district. Maintaining a strong civic element ensures that the downtown area remains the geographic heart of the City.

Land Use	Percentage of District (2025)	Total Area (Sf acres)
Multi-Family	20%	12.5
Office	20%	12.5
Residential	10%	6.3
Light Industry	0%	0
Flex/Use Unlabeled Institutional	20%	12.5

*A possible concept for the traditional city core emphasizing a continuous edge along Main Street*

*Single family homes*

*Multi-family homes*

*Vertical integration of uses and historic character*

*Full floor retail with pedestrian-friendly streets*

*Destination: Downtown*

DD: Title	DD: Description	TPC
2 - 4 Story Infill and Restoration	Encourage infill development in the district and develop vacant and underutilized parcels.	✓
Traditional Architecture Themes	Promote the use of traditional architecture themes that conform to the historic character of the downtown.	✓
Continuous Urban Edge	Create a strong street wall by requiring zero lot line development in this district.	✓
Vertical & Horizontal Integration of Uses	Emphasize a vertical integration of uses in this district to create a diverse mixed-use atmosphere.	✓
Preserve Downtown Housing	Encourage the development of live/work units to bring people downtown and to promote local businesses, and ensure 24-7 activity	✓



# Aligned Vision

MDC Goals	Proposed Project
Strengthening the economic base of the area and community and stimulating new commercial expansion, employment and economic growth.	15,000 sq. ft. of leasable commercial space that is intimately aligned with the vision of Destination Meridian. Targeting the acquisition of commercial businesses looking for 5,000 sq. ft. spaces in a downtown core.
Strengthening the tax base by encouraging private development and increasing the assessed values of properties within the district.	A projected \$34M valued physical property being added to the tax roll for the Ada County Assessor (when land values are added to the valuation) for the entire Site Plan.
Eliminating of obsolete building types and inadequate public improvements and facilities.	The existing community building and park have exhausted their useful life and must be demolished to accommodate this proposed project. This project will also include any requisite improvements to the existing public facilities.
Promoting modern integrated development with appropriate setbacks, parking, and pedestrian and vehicle circulation.	Our Site Plan provides sufficient parking to accommodate the proposed commercial/residential parking requirements.
<b>Providing unity and integrity of design in the district.</b>	<b>We are inviting MDC/City to participate in the design elements of this project to ensure continuity with our municipal partners.</b>
Promoting an improved environment for new commercial and residential developments.	This project will continue our investment into Old Town Meridian, thus continuing to be the catalyst for future investments.



# Low Risk

- **Trusted/Local Experience** – Complete understanding and track record of doing successful urban renewal in Boise, Meridian, Caldwell and Eagle.
- **Vertically Integrated** – TPC maintains all the requisite development skills to drive the project from inception to stabilization.
- **Long-Term Partner** – TPC holds ownership of developed projects.
- **Financial Capacity** – Liquidity and Net Worth of over \$40M and \$100M respectively as of 12/31/20. Our large portfolio and long-standing relationships with numerous lenders and investors attract the most competitive financing terms available. 25 projects under construction 2021, 20+ slated for 2022.



# Low Risk

- **Joint Design / Messaging** – TPC is inviting MDC and the City to work with our design team to ensure the compatibility and functionality of Centennial Center with Downtown. This, along with the messaging and community inputs, ensures the largest possible support for a project of this size.



# Project Score Card

Scoring Rubric	TPC Notes
Is the proposal <i>likely to deliver</i> a signature, iconic mixed-use development that enhances the architectural character and vitality of Downtown Meridian?	<input checked="" type="checkbox"/> The TPC Team has NOT failed to deliver development excellence to Old Town Meridian
Is the proposal likely to achieve substantial economic benefit to the community – especially those portions of the City located within Downtown Meridian?	<input checked="" type="checkbox"/> This project adds over \$33M in taxable improvements to Downtown Meridian. It provides over 15,000 sq. ft. of Class A office space. It adds an additional 124 residential units to Downtown Meridian.
Does the Respondent and its team have the qualifications and experience necessary to successfully complete the proposed project?	<input checked="" type="checkbox"/> The TPC Team is singularly qualified to deliver this project.



# Project Score Card

Scoring Rubric	TPC Notes
Does the Respondent have the financial ability and viable plan to complete the project in a timely manner?	<input checked="" type="checkbox"/> Old Town Lofts Experience
Does the proposal substantially conform with the vision, goals and objectives of Destination Downtown, the Meridian Revitalization and Union District Plans, and the Comprehensive Plan for the City of Meridian?	<input checked="" type="checkbox"/> As covered, the Centennial Center is in complete alignment with these goals, AND we have invited our City partners to participate in the design.
Does the proposal show commitment and detail regarding an appropriate plan for the property or properties and does the Respondent propose to implement its plan in the immediate future?	<input checked="" type="checkbox"/> The TPC Team is ready day one to begin this project as detailed in our schedule.



# Project Schedule

<b>Proposed Development Schedule</b>		
<b>Action / Event</b>	<b>Begin</b>	<b>End</b>
<b>City selects finalist and negotiation of Development Agreement</b>	Oct 2021	April 2022
<b>Inspect and complete due diligence investigations of the site</b>	Oct 2021	April 2022
<b>Receive entitlement approvals and acquire property</b>	April 2022	Aug 2022
<b>Design documents and development</b>	Aug 2022	Oct 2022
<b>Demolition of existing structures</b>	Sept 2022	Oct 2022
<b>Prepare construction drawings and obtain building permit approvals</b>	Oct 2022	Dec 2022
<b>Close financing</b>	July 2022	Dec 2022
<b>Construction period (start date weather permitting)</b>	Jan 2023	Aug 2024
<b>Initial occupancy and lease-up</b>	Aug 2024	Dec 2024



# Project Score Card

Scoring Rubric	TPC Notes
The proposal should provide required parking for the proposed project and should not result in a net loss of parking in the downtown area.	✓ TPC has proposed a 3/1 development plan for the parking to reside under the residential units. TPC is also open to discussing 3/2 concept if the City would like to maximize this footprint for additional parking in Downtown Meridian.
Does the proposal demonstrate creativity, innovation, and sustainability in regard to the scope and design of the project?	✓ TPC will include City Partners in the design of this project from Day 1. We are convinced that we can collectively deliver excellence to Old Town Meridian.





## Major Design Considerations and Site Constraints

- Alley
- Street Parking
- Trees
- Use Interaction
- Refuse Removal
- Shared Parking
- Pedestrian Appeal
- Existing Streetscape Improvements
- Neighbor Cooperation and Input
- Building Height
- Building Setbacks
- Architectural Theme





This site plan supports:

- A mixed-use development project consisting of two buildings:
  - Building A (corner of 2nd/Idaho) – 15,000 sq. ft. commercial building that is three floors high
  - Building B (Corner of 3rd/Idaho) – 134,000 sq. ft. residential building that is four floors high (consisting of three floors of residential units over one floor of ground floor/covered parking)



# Proposal Highlights

## Development Cost and Revenue Sharing Summary

1. Our Team has valued the land at \$657,000 for the acreage described in the RFP. This amount will be paid to the City of Meridian/MDC after execution of the Development Agreement.
2. Our Team requests a reimbursement of \$2.3M in funding from MDC towards off-site work, utility relocation, clean-up costs and demo associated with the project. We expect the details of this reimbursement would be outlined in the Development Agreement and would be paid by incremental TIF generated by the project over the life of the URD. We would propose 50% of TIF sharing until the reimbursement is complete, leaving room for other MDC projects.
3. Total Development Costs are estimated to be \$33,759,461



# Proposal Highlights - Financing Structure

## *Capital Sources*

<b>Source</b>	<b>Construction Period Amount</b>	<b>Permanent Period Amount</b>
TPC Equity	\$15,009,461	\$15,009,461
Construction Loan	\$18,750,000	\$0
Permanent Loan	\$0	\$18,750,000
<b>Total</b>	<b>\$33,759,461</b>	<b>\$33,759,461</b>



# Proposal Highlights - Financing Structure

## *Development Costs*

<b>Use</b>	<b>Construction Period Amount</b>	<b>Permanent Period Amount</b>
Land Costs	\$657,800	\$657,800
Construction Costs	\$26,606,800	\$26,606,800
Construction Contingency	\$1,400,000	\$1,400,000
Financing Costs	\$830,000	\$830,000
Soft Costs (includes Dev. Fee)	\$3,717,100	\$3,717,100
Project Reserves	\$547,761	\$547,761
<b>Total</b>	<b>\$33,759,461</b>	<b>\$33,759,461</b>



# Closing Points

- TPC chose NOT to propose on this site the first time it was offered as we were focused on getting the Old Town Lofts out of the ground.
- These kinds of projects in Downtown Meridian are NOT easy, but our experience with OTL has uniquely positioned us to be more efficient and effective with Centennial Center.
- We are committed to Workforce Housing models as they are crucial to attracting labor and customers to our Downtown businesses.
- We are 100% aligned with Downtown Meridian and offer a LOW risk partnership to the City and MDC.





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