



# Urban Land Institute

# Baltimore



October 2, 2019

## 2019 Wavemaker Awards

Join real estate colleagues to celebrate this year's Wavemaker Award recipients on October 2 at The Assembly Room in Baltimore, MD.

Register at [baltimore.uli.org](http://baltimore.uli.org)

Celebrating 11 Years of WaveMaker Awards

### ULI Baltimore at the Fall Meeting

*Members of ULI Baltimore gathered for dinner while attending the Fall Meeting in Washington, DC.*



### WLI Dinner Series

*Wednesday, September 11, 2019*

The WLI Committee hosted its fall dinner series with a vibrant panel of real estate industry leaders. Moderated by WLI Committee member Denise Sullivan of Urban Green Environmental, the panel included Melinda Peters, Partner, RK&K; Michel Whelley, President & CEO, Whelley Consulting; and Cynthia Shonaiya, Principal, Hord Coplan Macht.



# Letter from the Chair

**Josh Halbedel**  
Chair, ULI Baltimore

Dear ULI Baltimore Members:

Fresh back from an exciting and inspiring Fall Conference in DC, the leadership team, staff, and many of our members are looking forward to sharing our experiences with you. It was a great opportunity for learning and sharing best practices, sidewalk conversations on solving Baltimore's hardest challenges, meeting new people doing interesting work, and seeing many familiar faces.

It is increasingly the case that our members and the content we create are leading the way in the responsible use of land to create and sustain thriving communities worldwide. Our region is in dire need of diverse and inspiring leadership to meet and solve the critical challenges we face. ULI Baltimore is here to support you and our community in rising to meet that need.

Its exciting times at ULI Baltimore. We are thrilled to share with you all the interesting events our committees have planned and have in store. This newsletter highlights much of what is coming in the months ahead and many of the great things our members have been involved with over the past year.

I, the leadership team (Kristian Spannhake CMA, Julie Natoli Treasurer), staff, and WaveMaker Committee look forward to seeing you at the 11<sup>th</sup> Annual WaveMaker Awards October 2nd and discussing with you how we can continue to have and grow our positive impact in our world.

Thank you for being involved and supporting our work with your time, expertise, and financial resources.

## Welcome Mehr Pastakia

*ULI Baltimore and American Institute of Architects (AIA) of Baltimore are announcing today that Mehr Pastakia has been selected as their shared Administrative and Events Associate. Mehr is enthusiastic and looking forward to supporting both Institutions.*

Mehr arrives in this position with well-rounded experience in business, managing all aspects of projects from identifying opportunities to contract negotiation, execution, and completion. She will provide coordination and cohesion to the committees and councils of ULI Baltimore and AIA Baltimore.

Mehr is forward-thinking and well-versed in urban architecture, having previously created and built a business serving Class A commercial buildings. She is experienced in designing information systems to track all aspects of a collaborative environment, while utilizing her networking skills in the Mid-Atlantic region. Mehr will be essential to Baltimore stakeholders.

She will be supporting the Regionalism and UrbanPlan committees of ULI as well as the TOD Product Council.



*Mehr's enthusiasm for and understanding of the ULI mission, as well as the foundations of the Baltimore Chapter of AIA, will ensure that both Institutions are known as leaders in building creation and responsible use of land in the thriving communities located in the Baltimore Metropolitan Area and across the State of Maryland.*





Top: Rendering of the Hoen Lithograph building

Below: Lion Bros building

## Sponsor Spotlight

# Cross Street Partners

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**street**  
PARTNERS

Built on an entrepreneurial foundation of innovation, **Cross Street Partners** believes in re-building communities by creating vibrant urban mixed-use neighborhoods.

The vertically integrated real estate company

specializes in adaptive reuse of historic properties, brownfield remediation, sustainable design and building practices, and transit-oriented development.

Cross Street Partners' predecessor, Struever Bros. Eccles & Rouse, was founded in 1974 and grew to be one of the largest developers in the country focusing on historic preservation and urban revitalization with more than 17 million square feet of completed developments.

**Cross Street Partners' development team believes in people and cities.**

Specializing in mixed-use urban neighborhoods, Cross Street Partners combines retail, office, residential and shared public spaces, resulting in safer, livelier neighborhoods with long-term increases in property values.

**Cross Street Partners knows that great design reflects established patterns of life within a community.** The development team begins their planning process with a deep understanding of the history of the community. Cross Street Partners excels at involving all partners and stakeholders, including owners, public agencies, community partners to expedite effective development and proceed in an inclusionary effort.

**Cross Street Partners' projects reflect their strength in adaptive reuse and innovation districts.** Cross Street Partners is actively working on adaptive reuse development projects in Baltimore and Cambridge, MD, Winston-Salem, NC, Dayton, OH, and Ft. Wayne, IN.



## People + Projects + Community

The Cross Street Partners team brings decades of experience in Real Estate Development, Master Planning and Development, Construction Management and General Contracting, Property and Asset Management, Leasing and Financial Advisory Services.

*Cross Street Partners is a Gold sponsor of ULI Baltimore.*

*Lear more at [www.crossstpartners.com](http://www.crossstpartners.com)*

# Scholarship Winner

## Young Leaders Exchange

Katie Fink, LEED AP O+M, WELL AP from Lorax Partners attended this year's Young Leaders Exchange



“The ULI Young Leaders Exchange in Minneapolis/St. Paul taught me that with careful urban planning, cities with a history of manufacturing can thrive in the modern economy.”

### Minneapolis/St. Paul

The ULI Young Leaders Exchange in Minneapolis/St. Paul taught me that with careful urban planning, cities with a history of manufacturing can thrive in the modern economy. The Minneapolis/St. Paul metro area is expected to grow by nearly 900,000 residents over the next three decades, bringing the region's population to 3,738,000 people. The region is clearly planning for that growth and adapting to the changes. The characteristics that stood out to me about Minneapolis and St. Paul were that the Twin Cities complement each other, rather than competing with each other; the cities value art and artists; and new public transportation, the revitalization of former mills and manufacturing facilities, as well as carefully planned mixed use neighborhoods around sports stadia all lead to a vibrant city.

During the Young Leaders Exchange, all 40 of the participants stayed at the Radison RED – Radison's boutique hotel brand tailored around millennial mindset – in the planned neighborhood surrounding the new Vikings Football Stadium. We kicked off the exchange with a meeting at the Ryan Companies, the master developer of the 5 square blocks planned and developed around the stadium, including the Radison RED. We also heard from Target's VP of Real Estate about the ways Target has doubled down on its retail locations, even while competitors are pivoting towards

online retail, by renovating all of the existing Target stores and focusing on smaller Target stores in urban cores tailored to the surrounding neighborhoods.

That evening, we had dinner at A-Mill Artist Lofts, an affordable artist residence that includes shared work and studio spaces. The tour showcased the ways in which Dominion converted the former Pillsbury Mill into an elevated and modern living experience while still preserving the historic character of the building. They even took advantage of being located on the Mississippi River by powering the building with 600 kW of hydroelectric power! That evening, we also heard from the Vice President of Strategic Initiatives for GREATER MSP about how the two cities work together to recession proof the metropolitan area. Minnesota has 19 of the Fortune 500 companies in a range of market sectors! Perfect for attracting talent and preventing recession!

The following morning, the cohort took the new light rail line to St. Paul where we toured the Union Depot, a historic train station, heard from the former Mayor of St. Paul about how St. Paul is becoming an attractive place for young people to live, and toured Custom House, the former US Postal Service Building that now serves as a hotel, apartments, and self-





storage. Custom House was originally known as the third busiest Post Office operation in the nation.

Later, we traversed the light rail to Frogtown where we learned about some of the affordable housing and senior living projects in the area. We also learned about the community association's effort to understand the community's perspective, through in person interview, on the changes to the neighborhood, challenges they face, and amenities they are seeking.

In the afternoon we had lunch and a beer tasting at Surly Brewing and learned about sustainable, community-oriented, real estate development in the area developed by Prospect Park Properties, known as the Towerside Innovation District, the first innovation district in the Twin Cities. Towerside is a collaboration of public and private partners working to transform an overlooked, asset-rich district at the heart of the Twin Cities into an equitable and restorative demonstration of 21st century urban redevelopment.

The afternoon included a talk with the architect of the Waterworks Park. Water Works is a transformative park development project overlooking St. Anthony Falls and the Stone Arch Bridge that will bring significant new historic, cultural, and recreational amenities to the most iconic location in Minneapolis and the region. This new development will complete the vision for the Mill Ruins Park, and area that expresses the rich history Minneapolis has in the grain and mill industry.

The evening ended with a tour of the brand-new ultra-luxury Rafter Apartments. The beautiful amenity-rich apartment building includes an artist in residence program that provides free housing to the three artists that provided all of the original artwork throughout the building.

The exchange concluded the next morning with a Mississippi River Bike Tour. Stops on the tour included the Gold Metal Flour Park, University of Minnesota, Hall's Island & Twin Cities Parks, RSP Architects office, Grain Belt Brewery, Nicollet Island, and the Mill City Farmer's market. The Minneapolis Bike Share proved to be a great way to get around the city!

Overall, the exchanged not only taught us about the cities of Minneapolis and St. Paul, but it also allowed for an exchange of ideas between Young Leaders from all over the country. We learned that all over the county, in cities big and small, urban areas face similar challenges, each with their own unique solutions tailored to their region.





## Upcoming Events

Register at [baltimore.uli.org](http://baltimore.uli.org)

### October 2

Wavemaker Awards | The Assembly Room

### October 5

Young Leaders Giving Back: Doors Open Baltimore | AIA Baltimore

### October 22

Trivia Night hosted by Young Leaders | Growlers USA - The Rotunda

### October 25

Bus Tour to the Eastern Shore

### November 7

Content before Cocktails | The Liberty

### December 4

Holiday Party | 1100 Wicomico



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# Bike Tour of Baltimore

## September 7, 2019

*Numerous stops along the tour showcased historic landmarks and prominent development projects, where the group will hear from various speakers including community stakeholders, urban planners, developers and historic experts of the area.*

The ULI Baltimore Young Leaders for a bike (and scooter) tour of Jonestown, sponsored by Lime. One of the oldest neighborhoods in Baltimore, Jonestown boasts one of the largest concentrations of historical landmarks, cultural attractions and anchor institutions in the City. The event will take riders through the rich history of Jonestown, while spotlighting recent and planned development activity in and around the area that exemplify the opportunities (and challenges) of urban revitalization, adaptive reuse, and historic preservation in practice. c

## ULI Baltimore Staff

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