



Minnesota

Advisory Services

VIRTUAL ADVISORY SERVICES

The Urban Land Institute has a long history of providing unbiased, market-based solutions and best practice advice on land use and building resilient and competitive communities.

Never before has it been more critical for decision makers to understand the range of factors influencing their City's economic future, from the COVID-19 precautions, long-term need for economic recovery, and the growing call to address entrenched inequalities. At ULI Minnesota, we offer two advisory service options to policy leaders. Each option engages ULI Minnesota real estate professionals who volunteer their time and talent to contribute their wisdom and expertise.

BY THE NUMBERS SINCE 2008



17 TAPS



85 NCF
WORKSHOPS



3,147 HOURS
FROM ULI MN
VOLUNTEERS



Navigating Your Competitive Future

Navigating Your Competitive Future ("NCF") is an interactive workshop with policy leaders and volunteer real estate professionals to focus on the current challenges of development and redevelopment.



Technical Assistance Panel

Technical Assistance Panels (TAPs) bring an unbiased, interdisciplinary and market-based perspective to your specific development/land use challenge or policy issue.

LET ULI MINNESOTA ADVISORY SERVICES HELP YOU BUILD YOUR SUCCESS STORY
CONTACT US AT [612-670-8147](tel:612-670-8147) | CATHY.BENNETT@ULI.ORG | MINNESOTA.ULI.ORG



Navigating Your Competitive Future

PRESENTED BY **ULI MINNESOTA**

Build Local Capacity

Navigating Your Competitive Future ("NCF") is an interactive workshop with policy leaders and volunteer real estate professionals to focus on the current challenges of development and redevelopment.

Never before has it been more critical for decision makers to understand the range of factors influencing their City's economic future, from the COVID-19 precautions, long-term need for economic recovery, and the growing call to address entrenched inequalities.

NCF is designed to foster a meaningful dialogue across the public and private sectors to strengthen a mutual understanding of today's economic reality, market preferences and demographic shifts. Public officials will better understand the importance of effective partnerships and learn strategies to position your community to be competitive and resilient, and to attract the best quality development particularly in these uncertain and evolving economic times.

We are now offering one hour virtual sessions and provide general or topic specific sessions. Topics include:

1. Housing: An Economic Imperative
2. The Sharing Economy: Impact on the Built Environment
3. Resiliency: Future of Public Infrastructure
4. Post Pandemic Impact on the Future of Development



NCF DETAILS



**1 HOUR
VIRTUAL SESSION**



**3-4 INDUSTRY
EXPERTS**



FREE OF CHARGE

NCF Sessions are offered free of charge as a result of the generous funding support:



LET AN NCF HELP BUILD YOUR CAPACITY

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Technical Assistance Panel

PRESENTED BY **ULI MINNESOTA**

Move Your Project Forward

Technical Assistance Panels (TAPs) bring an unbiased, interdisciplinary and market-based perspective to your specific development/land use challenge or policy issue.

ULI Minnesota will assemble a panel of high-level land use and real estate professionals specifically selected for their expertise relating to the TAP assignment. Our panel can tell you what kinds of development you can realistically expect and what tools you might use to attract the development you want.

Ranging from one half to three days, the workshop is preceded by analysis of background information provided by the sponsor, planning sessions, community interviews, and site tours. The panel's findings and recommendations are documented in a written report. The cost of these high intensity workshops and published deliverables ranges from \$5,000 to \$30,000. Length of TAP is negotiated based on need.

Three-Day Workshop

This workshop is ideal for complex and comprehensive projects such as freeway lids, that require significant time to fully understand the issues, national expertise and to formulate strategic recommendations.

Half-Day Workshop

This workshop is ideal for projects that require less background analysis to fully understand the issues and to formulate strategic recommendations.

Why Host a TAP?

- You could benefit from an outside private market perspective.
- Completing a TAP may provide market specifics to make the project more feasible.
- You may find it easier to secure regulatory approvals and/or attract capital, as it will have the TAP report as a reference.

TAP DETAILS



**1/2 DAY OR
3 DAY WORKSHOP**



**5-7 INDUSTRY
EXPERTS**



1 PRESENTATION



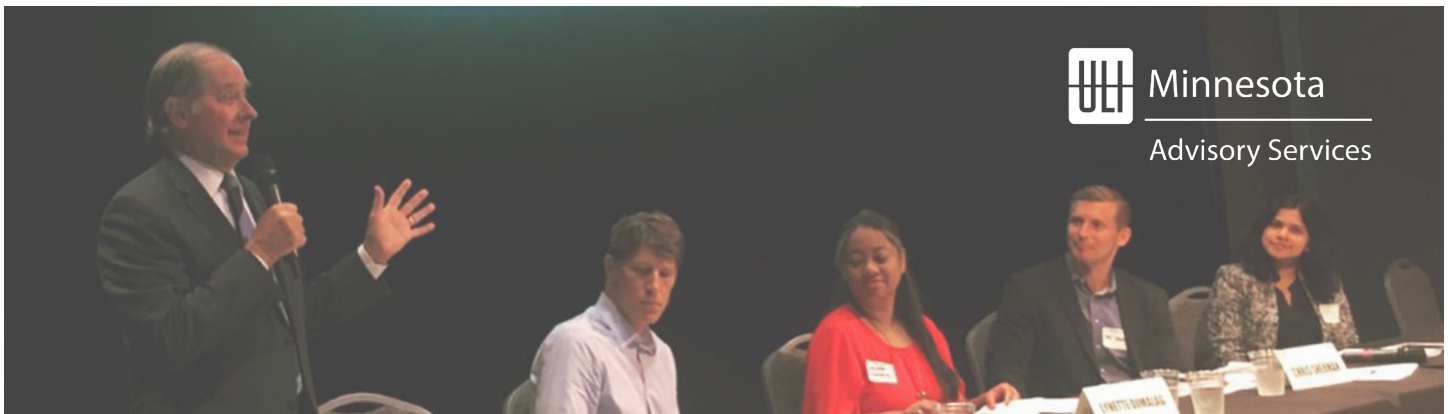
1 REPORT



**\$5,000 - \$30,000
BASED ON NEED**

LET A TAP HELP YOU MOVE YOUR PROJECT FORWARD

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ADVISORY SERVICES TESTIMONIALS

"ULI Minnesota has been an invaluable resource to the City of Golden Valley to navigate emerging trends and changing demographics leading to the implementation of diverse housing options." *Mayor Shep Harris, City of Golden Valley*

"Truly, thank you for inviting me to participate. This was an incredible experience. The people, the process, the brainstorming. Such fun and so well organized. Once again ULI Minnesota is impressive!! A delightful time." *Patricia Gnetz, Senior Vice President, US Bank*

"With the assistance of the ULI Minnesota TAP, the City has been able to move forward on a key redevelopment project that expands rental housing options for residents. The TAP provided immeasurable assistance and was vital in guiding the strategic directions for the property." *Mayor Sandra Martin, City of Shoreview*

"As a developer, it is great to have an opportunity to interact with city officials in such an open way. The reality is that we are more often negotiating from opposite sides of the table. In this environment, we are getting to know each other and developing a deeper sense of what is possible. I believe that this is an important investment on both sides" *John Breiting, Vice President – Cushman & Wakefield; Past ULI Minnesota Chair*

Global Reach, Local Impact

The Urban Land Institute (ULI), founded in 1936, is a nonprofit research and education organization dedicated to providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. ULI has 42,000 members globally, representing the entire spectrum of land use and development disciplines.

ULI Minnesota carries forth that mission by serving the Twin Cities and Greater Minnesota region, in both public and private sectors, with pragmatic land use expertise and education.

SCHEDULE A VIRTUAL SESSION

Reach out to ULI Minnesota Advisory Services contact, Cathy Bennett.
cathy.bennett@uli.org
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