

# MIDTOWN SANTA FE

A New District in the Center of Our City



CITY OF SANTA FE

**PROGRESS REPORTS**

EDAC

City Council Committees  
Governing Body

**November 2023**

# TODAY'S AGENDA

1. Midtown Site Redevelopment Phase - from Concept to Planning to Implementation
2. Exclusive Negotiation Agreement (ENA)
  - Production Studios Expansion (Garson Studios)
  - Visual Arts Center
  - Performance Arts Center (Garson Theater)
3. Public Infrastructure / Predevelopment Coordination Activities
4. Metropolitan Redevelopment Agency (MRA)
  - Updates
  - Director, Office of MRA

# CITY OF SANTA FE

## MIDTOWN REDEVELOPMENT THROUGH COMMUNITY DEVELOPMENT DEPARTMENT

# Midtown Redevelopment Team: From Concept to Planning to Implementation



# Midtown Moving Forward – Development Disposition

## REQUEST FOR PROPOSALS (RFP)

- Provides opportunity for the City to engage developers to understand viable redevelopment proposals.
- Developers submit competitive proposals and concepts that are evaluated by a committee.

## EXCLUSIVE NEGOTIATION AGREEMENTS (ENA)

- Provides opportunity for the Developer and City to negotiate terms for the disposition of property through a sale or lease.
- Developer refines RFP concepts based on performing a variety of due diligence activities

## DISPOSITION AND DEVELOPMENT AGREEMENTS (DDA)

- Establishes the roles and responsibilities of the Developer to implement the development plans.
- Establishes schedules, land use and design requirements, and reporting/ monitoring obligations.

# PHASE 1.A REDEVELOPMENT PROJECTS

PRODUCTION STUDIOS



PERFORMING ARTS CENTER



VISUAL ARTS CENTER



PUBLIC LIBRARY



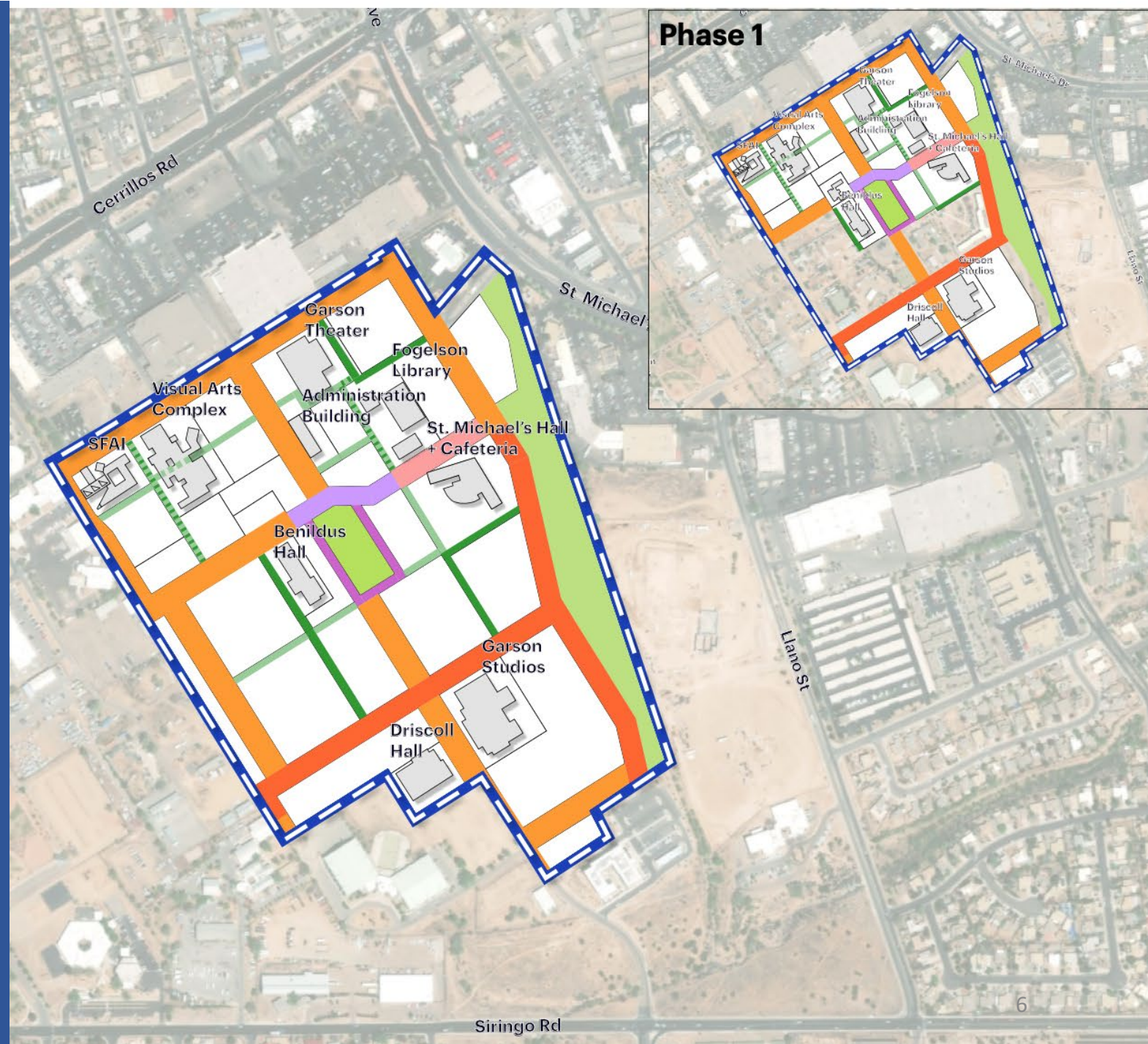


# PHASE 1.B

- MIXED-USE AFFORDABLE HOUSING RFP
- PUBLIC INFRASTRUCTURE – Phased Ongoing
  - Streets and Utilities
  - Parks and Open Spaces

## NEXT PHASES – REDEVELOPMENT OBJECTIVES

- MIXED-USE AFFORDABLE HOUSING RFP
- COORDINATION WITH ADJACENT PROPERTY OWNERS
- INCREMENTAL DEVELOPMENT
- ENTERTAIN ENTREPRENURIAL LARGE-SCALE PROPOSALS TO ACHIEVE MIDTOWN REDEVELOPMENT OBJECTIVES



# MIDTOWN ENA TRACKER

TASK	
4.1	<b>Roles and Responsibilities</b>
4.2	<b>Horizontal Development (Infrastructure Development) / Coordination Predevelopment Activities</b>
4.3	<b>Development Plan Amendments</b>
4.4	<b>Development Program</b>
4.5	<b>Development Schedule and Phasing Plan</b>
4.6	<b>Development Budget and Financing Plan / Capital Campaign / Predevelopment Budget / Operating Budget</b>
4.7	<b>Property Management</b>
4.8	<b>Disposition Pricing / Lease and Purchase Terms</b>
4.9	<b>Existing Furniture, Fixtures, &amp; Equipment (FF&amp;E)</b>
4.10	<b>Community Improvements (Community Development Plan)</b>
4.11	<b>Due Diligence Reports</b>
4.12	<b>Project Parcel Survey</b>
4.13	<b>Legal Entitlements and Amendments (Master Plan)</b>
4.14	<b>Additional Scope of Work</b>
5.1	<b>Disposition &amp; Development Agreement</b>



## ENA UPDATE - STUDIOS

*(ENA entered 04-Aug-2023; extended 13-Sep-2023 for 4-months)*



- Aspect Studios (Offeror) coordinating with the Office of Public Works team to establish location of utility lines and other public spine infrastructure and identify roles and responsibilities for public infrastructure.
- Offeror coordinating with Office of Public Works to develop strategy for electrical supply to adjacent site and Midtown Site.
- Offeror continues to develop architectural renovation of Driscoll Hall reuse for retail and stage conversion.
- Offeror has clarified residential development including 15% inclusionary and set-aside for crew workforce.
- Offeror submitted fee proposal for initial demolition, which includes Onate Hall, which is included in the Midtown Redevelopment Plans.
- Offeror submitted Master Plan points of clarification regarding uses within the production studios lot parcel area for Land Use review



## ENA UPDATE – VISUAL ARTS CENTER (ENA entered 05-Sep-2023; 12-months)



- Midtown Arts and Design Alliance, led by Santa Fe Art Institute, entered contracts with project team, including architects, engineers, and development consultants to undertake site and building investigations and analysis.
- December benchmark for updates on renovation costing.
- January benchmark for construction costs by phase.
- January benchmark for capital campaign plan
- Preliminary contribution pledges
- February benchmark Letters of Interest to enter into leases with program partners and tenants
- February benchmark draft Governance model for property management



GREER  
GARSON  
PERFORMING  
ARTS  
CENTER

RFP Process  
in Progress

Pending ENA



# PUBLIC LIBRARY

Building and  
Site  
Assessments

Planning and  
Next Phases –  
*Updates in  
December*

# PUBLIC INFRASTRUCTURE TEAM

## City Agencies



## Owners' Representatives

Development



Infrastructure



Owners' Representatives augment staff capacity and expertise to manage this complex urban redevelopment project for which the City is the master developer.



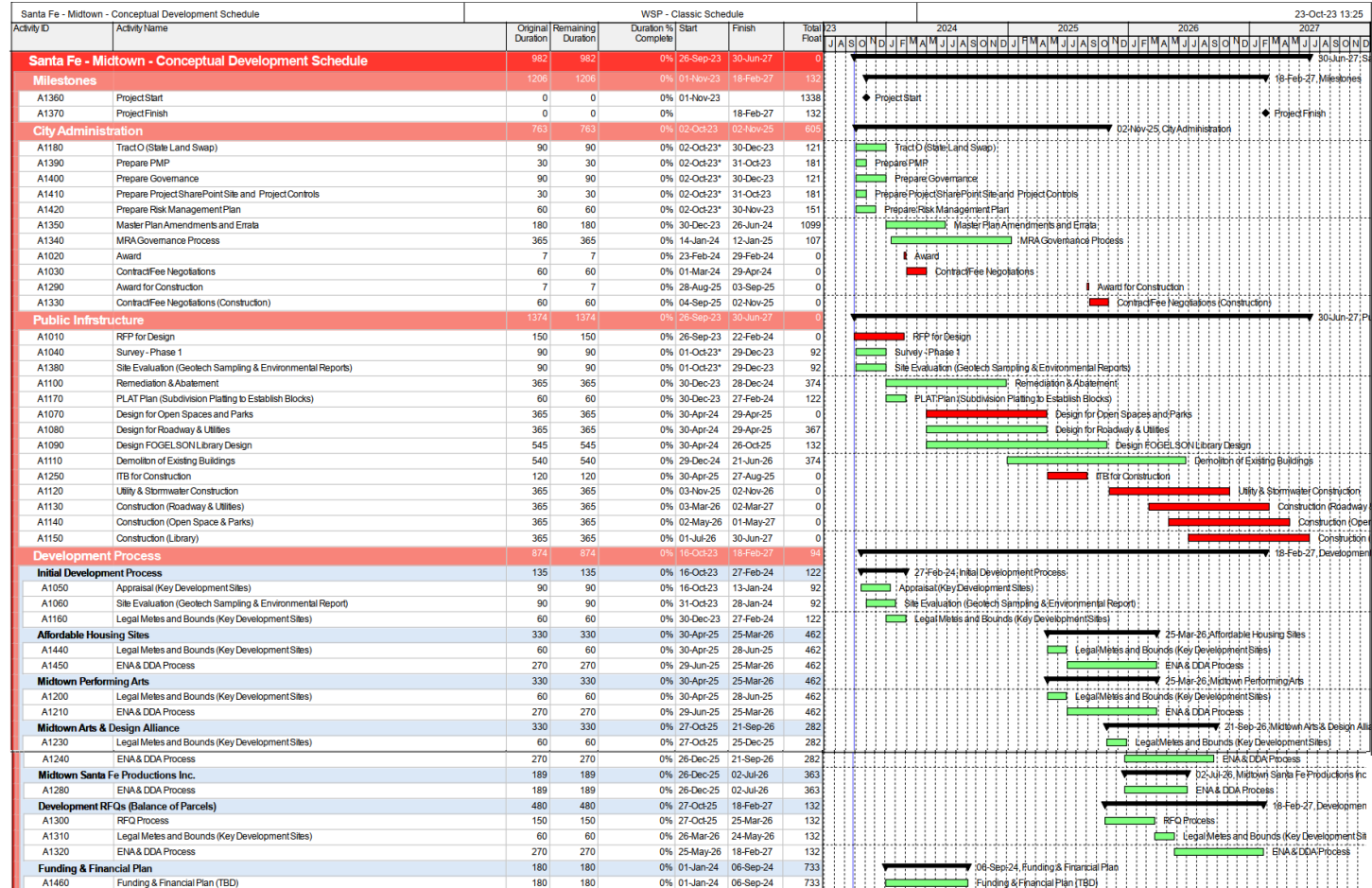
# Public Infrastructure / Predevelopment Coordination Activities

## A. Critical Path / Key Infrastructure

1. Stormwater – Sitewide Stormwater Design
2. Survey, Block Plan & Replatting
3. Phase 1 Infrastructure Scoping
4. Roadway & Spine Infrastructure Design
5. Tenant Relocations (Recovery Center, Consuelo’s Shelter, ITT)
6. Environmental Assessment & Remediation
7. Demolition of Buildings

## B. Potential Risks / Challenges

1. Funding
2. Tract O Land Swap
3. Tenant Relocation
4. Infrastructure Development Schedule
5. Environmental
6. Water Rights



# The Investment in Our Future Continues

- City leading design and development of public infrastructure on which developers rely
- Required ASAP to inform terms of DDA and meet developers' needs
  - Allows City to understand costs to City and assigning responsibilities to most cost-effective party
- 'Phase I' infrastructure scope and design critical to establish the plan for funding and development schedule
  - *Scopes for first critical path activities prepared, need funding per FIR with Midtown Community Development Plan*
- Infrastructure planning, design and implementation is behind two signed ENAs

# Next Steps for Midtown Infrastructure

- BACKBONE INFRASTRUCTURE

- Stormwater design, and utility planning and design
- Spine infrastructure layout and design (e.g., layout of backbone roads/paths, key community facilities, etc.)
- Parcelization – establishing the major development blocks, guided by the Midtown plan vision and infrastructure plan

- DEVELOPER PARTNERS

- DDA terms and negotiations related to infrastructure

- READINESS STEPS

- Plan, scope and develop cost estimates for tenant relocations
- Coordinate Midtown redevelopment schedule with public infrastructure
- Immediate \$800K funding need for project management tools/resources, infrastructure planning, design, and preparing an expenditure and funding plan

# Introducing – Karen Iverson

Director, Metropolitan Redevelopment Agency

- **Born and raised in New Mexico**, Karen graduated from the University of New Mexico
- **20 years experience** in urban development and planning
- Most recently, led the Metropolitan Redevelopment Agency in Albuquerque. Under Karen's leadership, the agency's **development pipeline increased to \$160 million.**
- Led policy to create a recurring **State funding source for redevelopment investments.**
- Master's Degree in **Urban Planning in Real Estate Development** from Portland State University.





# Midtown Parcel: Metropolitan Redevelopment Area (Midtown Site / LINC / Opportunity Zone)

*Next Steps and Priorities through FY-2024*

## Next Steps

- **Recruit and establish MRA Commission**
- **Resolution: MRA Designation – boundaries of redevelopment area (Governing Body vote)**
- **Resolution: MRA Plan – strategies for economic and community development (Governing Body vote)**

## Priorities

- **Outreach to adjacent property owners and developers about development opportunities**
- **Coordinate redevelopment plans with public infrastructure development plans**

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[www.MidtownDistrictSantaFe.org](http://www.MidtownDistrictSantaFe.org)

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