

StreetWorks

Mixed-Use
Developers & Consultants



AuthentiCITY

Development Consulting

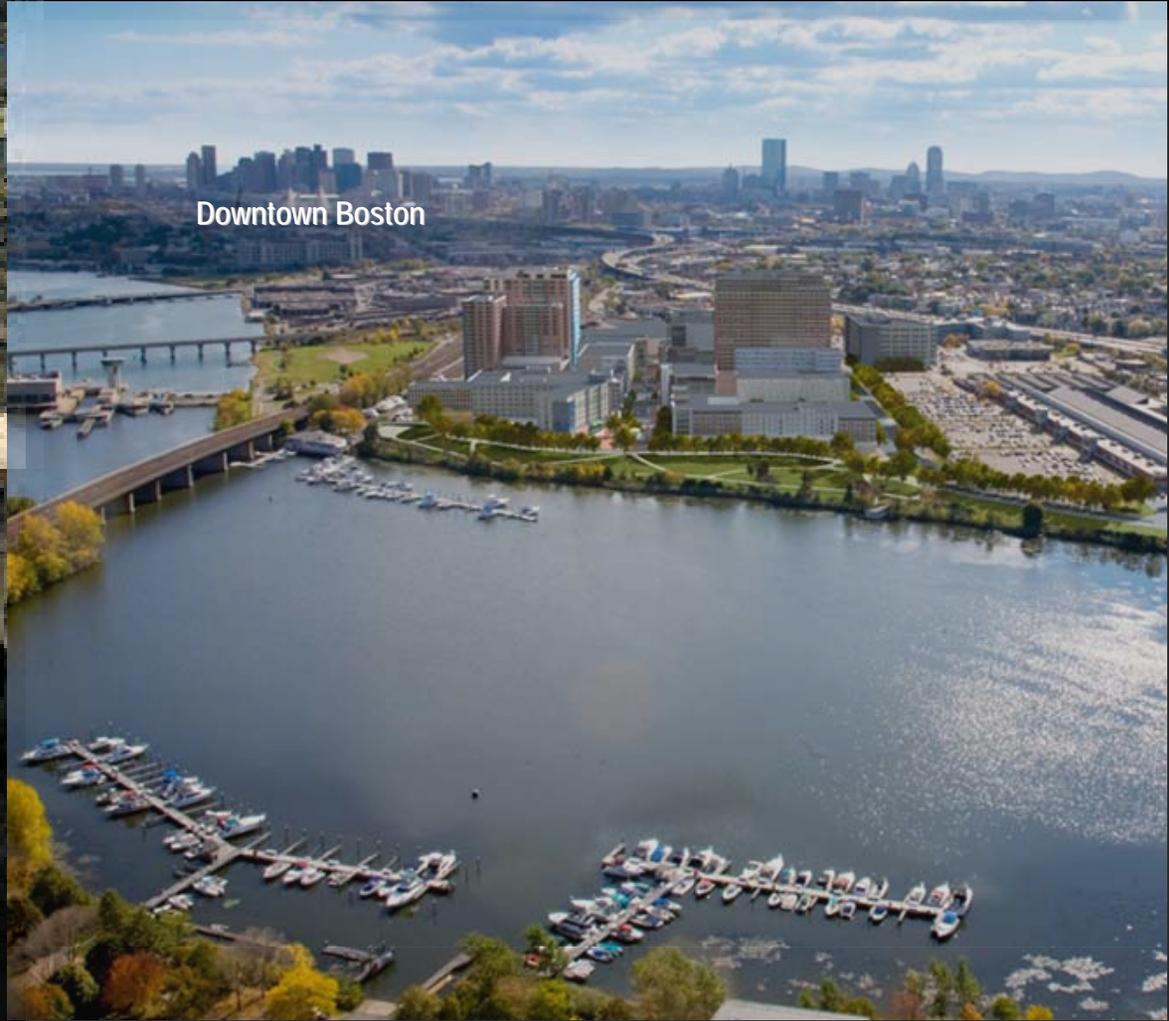


SantanaRow
BethesdaRow
AssemblySquare

Development Consulting



SantanaRow
BethesdaRow
AssemblySquare



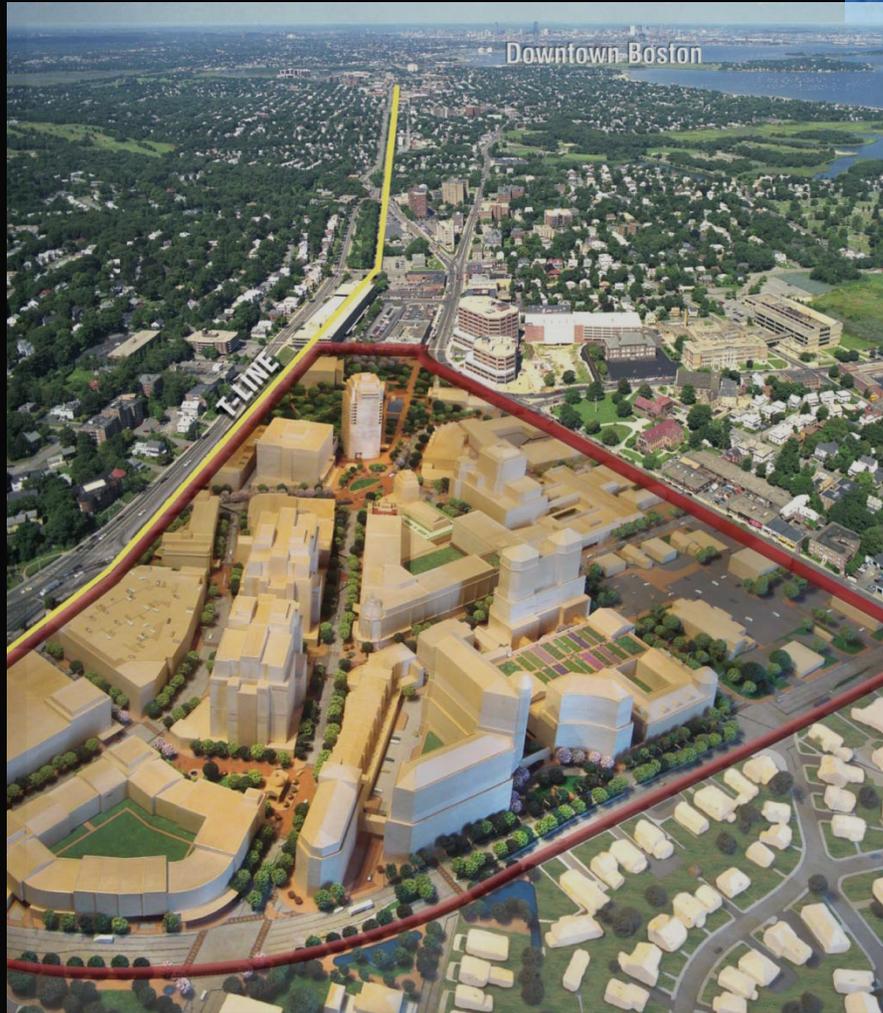
Downtown Boston

SWD Development



**BlueBackSquare
QuincyCenter**

SWD Development



**BlueBackSquare
QuincyCenter**

StreetWorksWAY

Development

The Four Filters

Physical

Market

Political

Economic



StreetWorksWAY

The Four Filters

Physical

Market

Political

Economic

“Almost every downtown plan we see is physically driven and too ambitious. They cannot be sustained even if the funds were available to execute.”



“The people are simply not there.”





Quincy.

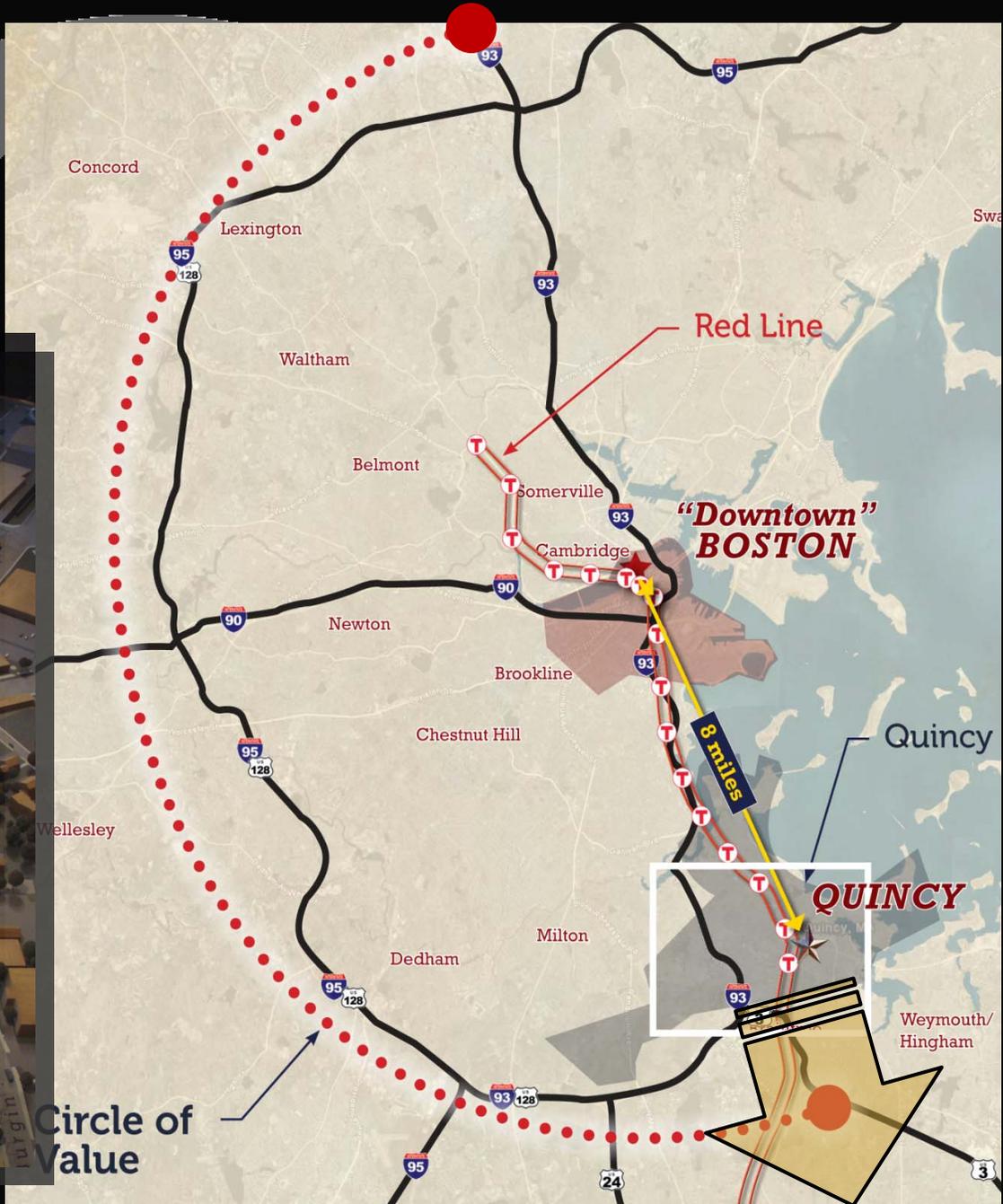
WhyQuincy

Unique Location
Within 'Circle of Value'.
On the Redline.



Why Quincy

Unique Location
Within 'Circle of Value'.
On the Redline.
Gateway to South Shore.



Circle of Value

WhyQuincy

Authenticity

300-Year, Real History.
Undeveloped Downtown.



WhyQuincy

Authenticity

300-Year, Real History.
Undeveloped Downtown.

“Almost every city has potential
in its downtown core.
You need an honest, clear view of
who you are and what you can be.”

SEVEN BASIC STEPS

Steps 1 – 6: Public Sector

Step 7: Private Sector

“It’s a different approach to viable
redevelopment.”

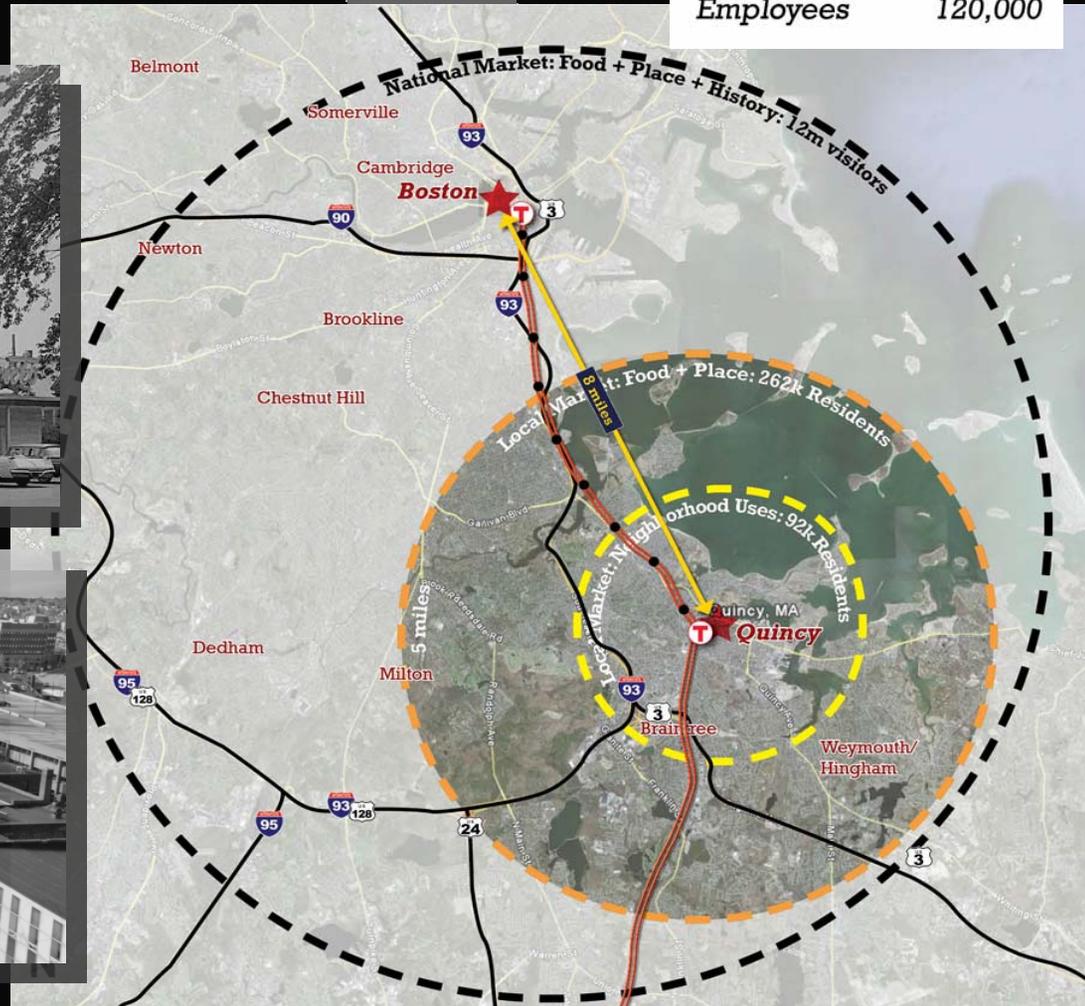
1 Understand CONTEXT

Market Driven

Reality of demographic profile/historic patterns.
What role does downtown play.

Distance: 5 miles

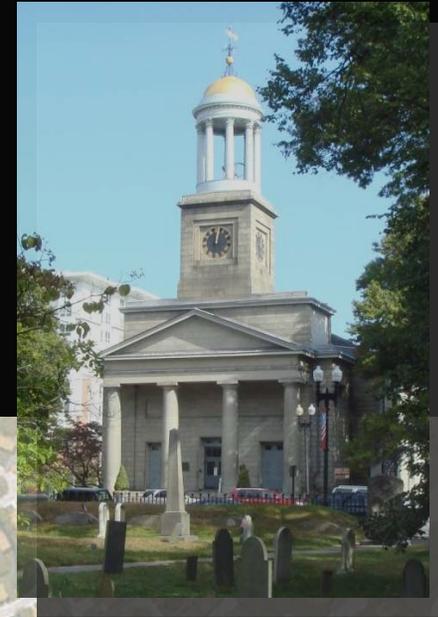
Population	262,492
Median Age	38.8
Average HHI	\$81,747
Median HHI	\$61,555
Employees	120,000



2 DefineDistrict

DistrictMaking

Think smaller, more concentrated.
Become an address, not just a location.



3 Create Neighborhoods

Place Making

Make a collection of public places (addresses).
Connect them with a great (two-sided) street.
Neighborhoods are about neighbors.



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“Once you have a market driven redevelopment strategy, viable and properly sized master plan and merchandising program.....



How do you engage the private sector?”



4 Develop **Overlay** District

Zoning Overlay

As-of-right redevelopment plan.

Minimize time and political exposure.



City of Quincy, Massachusetts

Quincy Center Urban Revitalization District Plan

Map 12.02 (1) (k) Buildings to be constructed

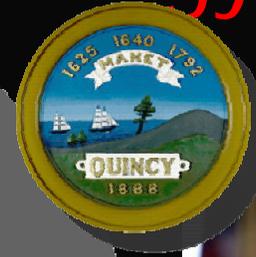
12.02 (1) (k) BUILDINGS TO BE CONSTRUCTED



5 Establish **Private** **Public** **Strategy**

Purchase Model

Private sector takes first risk.
Public sector underwrites.
Requires strong public leader.



Purchase Model

Street-Works: Designs, permits and **builds** public improvements and public garages to City of Quincy standards.

City of Quincy: Purchases public improvements and each garage at a predetermined price **only** when private uses are open that generate the taxes and parking revenue at that facility.

6 Articulate **Public** Commitment

Legislative Vote

Conditions Precedents.

Private sector 'Take Out'.



Public Improvements
\$277,000,000

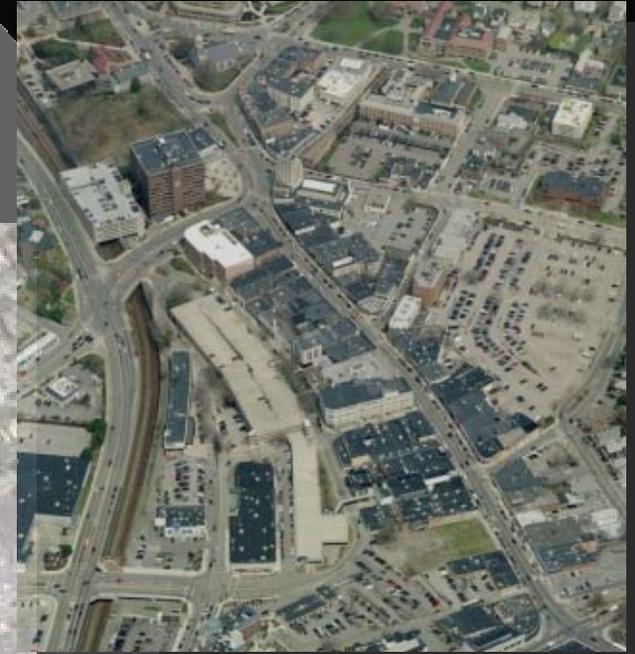


Private Development
\$1,000,000,000

7 Pursue Land Assemblage

No Eminent Domain

Private Sector Takes the Lead.
Public Sector Sets the Table.



“Destiny is not a matter of chance,
it is a matter of choice;
it is not a thing to be waited for,
it is a thing to be achieved.”

William Jennings Bryan

QUINCY.