



# Ronstadt Transit Center Joint Development Project

The Alexander Company / OasisTucson Inc.



# Introduction

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ALICE TEMPLETON

RANDY ALEXANDER

JIM CAMPBELL

# Alexander

## *Company*

- Over 30 years of development experience
- Completed over 250 projects
- Single source of accountability
- Projects involve public/private partnership with local community
- Successfully manage local expectations while meeting investor and lender requirements
- Challenging projects are the most rewarding because they create the most positive impact

# Similar Projects



## Capital West (Madison, WI)

- 150+ Condos
- 172 Apts
- 123,000 SF Commercial
- 151 Room Hotel
- \$110 Million Project Cost

# Similar Projects



## Central Station (Memphis, TN)

- 63 Apts
- 12,000 SF Retail
- 23,000 SF Office
- Train Station, Police Station, & Transit Office
- \$18 Million Project Cost

# Similar Projects



## Courthouse Lofts (Kansas City, MO)

- 176 Apts
- 12,000 SF Commercial
- \$40 Million Project Cost

# Similar Projects

- Crescent Lofts Master Development - \$32 Million
- Novation Campus Master Development - \$120 Million
- National Park Seminary - \$110 Million
- Laurel Hill Master Development - \$180 Million
- Rail Corridor Master Development - \$34.7 Million
- Professional Building Lofts - \$21 Million
- National Terminal - \$27.5 Million
- Downtown Middleton Master Development - \$33 Million
- Marketplace Master Development - \$10.2 Million
- Fox River Mills - \$15.5 Million
- DePere Master Development - \$11.5 Million
- City Hall Square Master Development - \$10 Million
- Riverside Place Condominiums - \$13.3 Million
- Electric Building - \$10.5 Million
- Arcade Apartments - \$8.3 Million

**Alexander Slides Here**

# Development Team

**Alexander**  
*Company*



OasisTucson★

★ Tucson-based Company

## Subcontractors

Aleks Istanbulu Architects, Inc.

Frontier Consulting Group, LLC★

Norris Design★

Tofel Construction★

Structural Grace, Inc.★

Mathieu Engineering★

Gordley Group★

# Our Mission

To ensure that Downtown is for all Tucsonans by creating a much needed Inter-Modal Transit Center encompassed by parking, activated retail and housing; all the while maintaining historical and contextual sensitivity to our neighbors and surroundings.

# Context + Architecture

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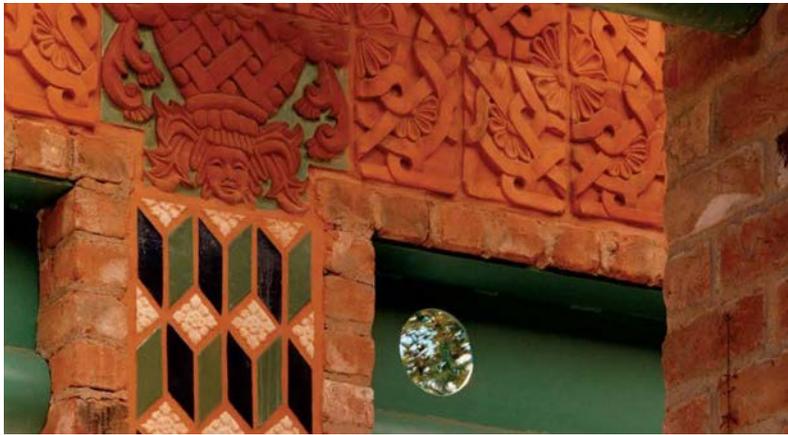
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# Existing Conditions



# Existing Conditions



# Historic References



Pioneer Hotel, 100 North Stone Ave.



Veteran's Hospital, 3601 S 6th Ave.



Steinfeld's Department Store,  
Corner of Stone Ave. and Pennington

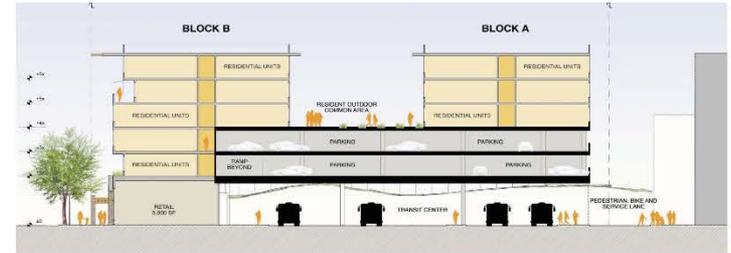
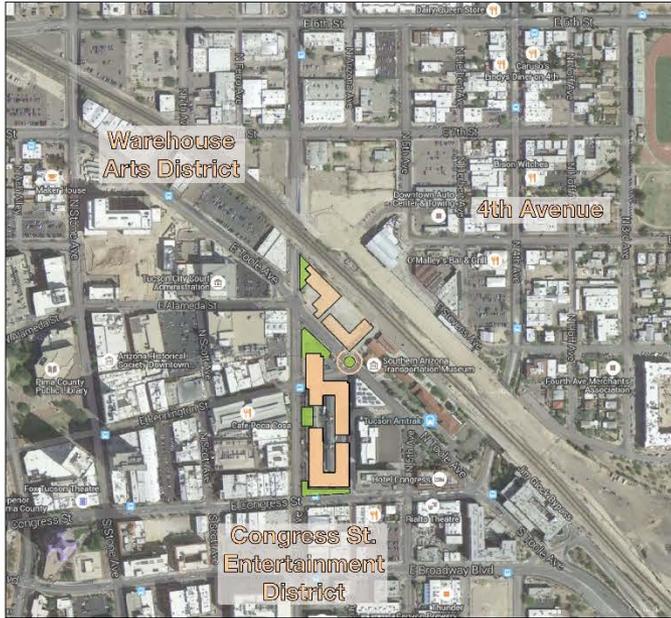


Santa Rita Hotel, 88 E Broadway Blvd.



Entrance, Pioneer Hotel,  
100 North Stone Ave.

# Site Context & Elevations



Project Section



South Elevation



West Elevation

# Toole & 6<sup>th</sup> Ave



# 6<sup>th</sup> Ave Frontage



# Congress & 6<sup>th</sup> Ave



# Contextual View - Looking West



Contextual View



Project Renderings (Toole & 6<sup>th</sup> Ave)

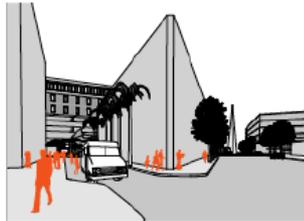


Project Renderings (6<sup>th</sup> Frontage)



Project Renderings (Congress & 6<sup>th</sup>)





# Programming

## South Site:

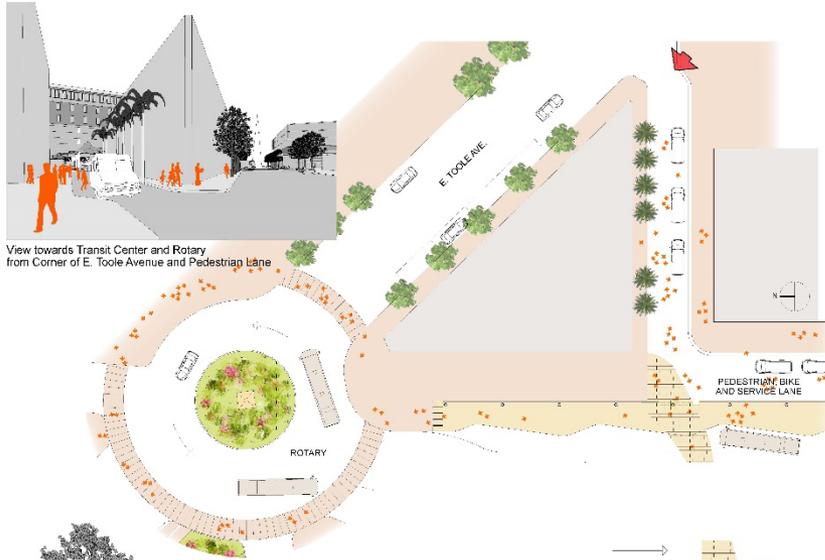
- Inter-modal Center - 60,000 sf
- Greyhound Terminal - 1,600 sf
- Transit Special Services Office and Drivers Lounge - 1,200 sf
- Information Center and Bathroom Area - 800 sf
- Police substation - 400 sf
- Residential Units - 260
- Structured Parking Stalls - 365
- Retail - 21,600 sf
- Art Park - 10,000 sf

- Bike Center (bike share and bike lockers); and
- Shuttle/rideshare/taxi drop off/pick up area.

## North Site (Conceptual):

- Live/Work Artist Units - 8,450 sf
- Structured Parking Spots - 261
- Residential Units - 118

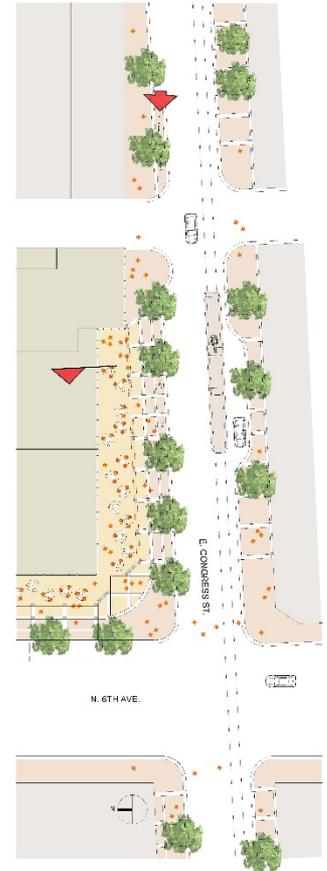
# Vignettes



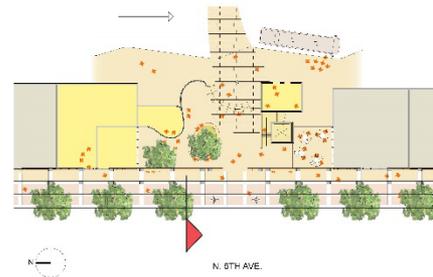
View towards Transit Center and Rotary from Corner of E. Toole Avenue and Pedestrian Lane



View West down E. Congress Street from Sidewalk along "One North Fifth Lots"



View down N. 6th Avenue from Transit Center Entrance



View West down E. Congress Street from Outdoor Dining Area

# City's Project Purpose and Goals

## Goal A

The project should incorporate:

- (1) a transit center with similar or improved services,
- (2) private development featuring a mix of uses, and
- (3) public open space, which are thoughtfully integrated and serve a diversity of people working, living, and visiting downtown.

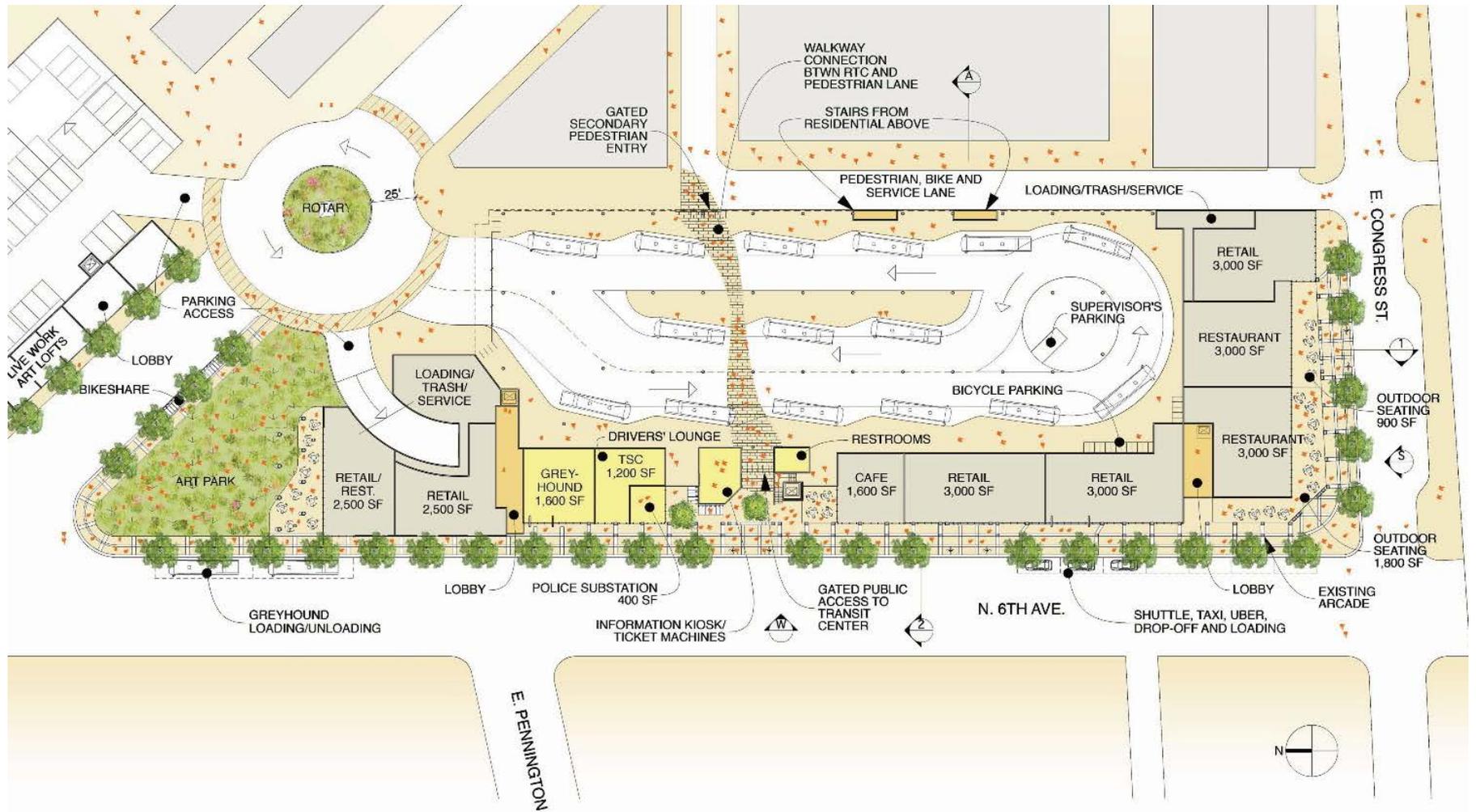


# Inter-Modal Center

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JIM GLOCK

# Site Plan



# Transit Center Programming

- Ronstadt Transit Center stays on the same site
- Project built over and around transit center
- New Intermodal Transit Center
- 15 Indoor Sun Tran Bays
- 2-3 Greyhound Bays
- Bikeshare
- Shuttle/Taxis/Rideshare

# Transit Improvements

- Move all stops indoors
- Consolidated entrance and exit for buses.
- Improve conditions for Bus Drivers
- Locate Transit Service Center on site
- Enhance the riders experience and provide amenities

# Rider Amenities

- Increased security and safety
- Indoor waiting area
- Free Wifi
- Public restrooms
- Ticket sales/customer service
- Small retail space/vending machines
- Change machines
- Customer service representatives
- Lost and found storage
- Transit guides
- Benches
- Improved ADA access
- Bike lockers

# City's Project Purpose and Goals

## Goal B

The project should:

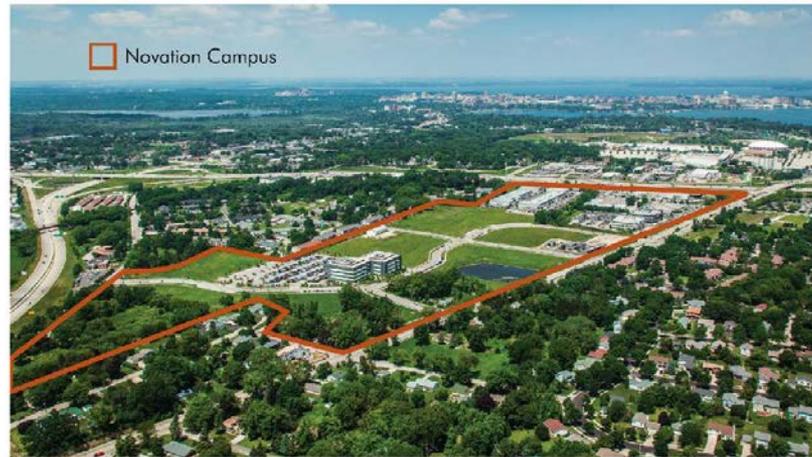
- (1) consider not only access and egress, but also contributes to improving surrounding multi-modal transportation circulation, 
- (2) establish the Ronstadt Transit Center as an adaptable hub that can serve multiple modes of transportation over time, 
- (3) enhance the physical infrastructure and facilities, and 
- (4) provide pedestrian and bicycle connectivity to surrounding uses. 

# Funding

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MATT MEIER

# Sample Funding #1



## **Novation Campus Master Development Madison, WI | \$120 Million Project Cost**

Conventional Debt - \$34,190,000

Mezzanine Debt - \$1,900,000

New Markets Tax Credits - \$11,940,000

CDBG - \$350,000

Section 108 - \$500,000

TIF - \$6,645,000

Low-Income Housing Tax Credit Equity - \$3,340,000

HOME loan - \$250,000

Equity - \$6,890,000

# Sample Funding #2



## **Capitol West Master Development Madison, WI | \$110 Million Project Cost**

Conventional Debt - \$83,250,000  
Conventional Equity - \$19,600,000  
New Markets Tax Credit - \$2,900,000  
TIF - \$4,250,000

# Sample Funding #3



## **Crescent Lofts Master Development Davenport, IA | \$32 Million Project Cost**

Historic Tax Credit Equity - \$11,810,000

Conventional Debt - \$6,940,000

Low-Income Housing Tax Credit Equity - \$5,720,000

CDBG – Disaster Recovery - \$3,730,000

CDBG - \$1,500,000

Enterprise Zone Tax Credits - \$1,120,000

HOME - \$820,000

Brownfield Tax Credits - \$290,000

Sales Tax Rebate - \$250,000

Energy Efficiency Rebate - \$20,000

# Common Project Attributes

- Priority project for the community
- Projects not economically viable as purely private projects
- Through public/private partnerships, public funds and economic development tools were used to leverage private dollars

# Similar to Ronstadt

- Challenging project
- City must have the will to make it happen
- Jointly pursue State and Federal resources
- City Leaders must be patient and flexible as the program is refined

# Uses of Capital

<b>Private Component</b> -Residential -Commercial	<b>\$36,980,000</b>
<b>Public Component</b> -Parking/Podium -Inter-Modal Center -Public Infrastructure	<b>\$12,150,000</b>
<b>Total</b>	<b>\$49,130,000</b>

# Private Funding

- Conventional debt and equity must be supported by revenue
- Utilize other economic tools such as:
  - New Market Tax Credit
  - Tax Exempt Bonds
  - HUD 221 (d)(4)
  - Affordable Housing Tax Credit
- Alexander Company staff has extensive experience with these and other programs

# Public Funding

- Use similar development agreements as Plaza Centro and AC Hotel
- Rio Nuevo District – Parking Structure
- City of Tucson – 108 Funds for transit and infrastructure
- Repaid through parking revenues, land payment and sales tax

# City's Project Purpose and Goals

## Goal C

The project should:

- (1) be delivered in a timely manner, and
- (2) provide a sufficient infusion of private investment to economically benefit public transit, the City's tax base, and downtown revitalization efforts.



# Communication

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# Communications

- Guiding Principles
- Meetings
- Organic and Responsive

# Principles

- Respect Community
- Direct Stakeholders to what they can affect
- Inclusive and Open
- Productive and Efficient

# Meetings

## Opportunities for Stakeholder Involvement:

- Monthly City/District Meetings
- Quarterly Stakeholder Meetings
- Ad Hoc Neighborhood Meetings

# Organic and Responsive Communications

- Relation Based
- Approachable
- Open Door

# City's Project Purpose and Goals

## Goal D

The project team should:

- (1) Commit to regular, collaborative meetings,
- (2) Communicate with the City and other agencies, and
- (3) Engage with community stakeholders.



# Project Summary

## **Design:**

Incorporates and preserves existing historic trellises, design to reflect original Pioneer Hotel.

## **Transit:**

Ronstadt station stays on same site, project built over it. 15 Indoor Sun Tran Bays, 2-3 Greyhound Bays, bikeshare, rideshare and shuttle.

## **Private Development:**

378 Residential Units, 626 structured parking spots, 21,600 square feet retail, 3,200 square feet commercial space, first floor live work space.

# Q/A

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