



Public/Private Development Advisors

Organizational Management Services

BBP LLC's services are often used by communities to involve local public and private leadership in downtown revitalization. On several occasions, staff at BBP LLC has directed nonprofit development entities that address the challenges of public/private cooperation in joint ventures to support real estate development. The creation of a separate corporate entity helps ensure access to and coordination of both public and private resources, while shielding both sectors from liabilities and risks that may be incurred during project development.

These corporations are often employed to manage projects where long-term solutions defy short-term remedies. Staff at BBP LLC have not only performed technical services for such development entities, but also have acted as the support staff and administration to many such nonprofit organizations across the country. Many communities have deemed it advantageous to retain BBP LLC staff for a specific time period to formulate a realistic work program, to garner sufficient public and private resources to maintain the operation of the entity, start the process of packaging specific projects, and to act as the community leader's "surrogate developer" in harnessing public and private dollars for important investment decisions.

Once our efforts result in established work programs and once initial desired results are achieved, our staff often leaves its role as corporate manager and assumes an expanded role as corporate technical advisor on real estate development projects initiated during the firm's tenure.

Our reputation for melding community leadership into a focused consensus about redevelopment issues is one of the primary attributes which attracts nonprofit entities involved in services, including staffing, project management and participation and strategic planning. We provide a full spectrum of services including comprehensive planning, market research, financial analyses, development programming, developer solicitation, preparation of action plans and strategies and representation of the client in all aspects of complex financial arrangements. *See BBP LLC's "Development Packaging Services" for more details.*

Specific examples of communities in which we have administered and/or acted as technical advisor to nonprofit development entity include the following projects, which have been managed and/or completed by senior BBP LLC staff, including assignments by Basile and Prost, when they were principals and senior technical staff at other consulting firms:

Albuquerque, NM: In a supplemental staff capacity to Albuquerque Center, Inc (ACI), devised a downtown plan for a public/private leadership group involving new office development spurred by expansion of banking institutions.

Auburn, AL: Assessed the feasibility, estimated the economic and fiscal impacts, and recommended implementation strategies for both organization and management as well as financing approaches. Based on the analyses, the University secured funding from their City and State Legislators for much of the infrastructure for the Park. This project has been recognized by the Association of University Research Parks (AURP) as a Best Practice Park.

Atlantic City, NJ: Adoption of a plan involving reinvestment of casino tax revenues to provide for approximately 3,000 new dwelling units and associated commercial, recreation and cultural/entertainment facilities; project received an Outstanding Planning Concept Award from the New Jersey American Planning Association (APA).





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Beaumont, TX: Provided a redevelopment plan and project packaging activities were completed for the Center City Redevelopment Corporation in the central core area of the City of Beaumont.

Bethlehem, PA: Evaluated high technology industry trends in the region; identified Lehigh University's specialized expertise and facilities, and surveyed technology-related companies.

Bloomington, MN: For a local redevelopment authority, packaged the 100 acre former Metropolitan Stadium site adjacent to Interstate 494 and the Minneapolis/St. Paul International Airport into a \$1.5B regional mall and amusement park complex known as the Mall of America.

Cleveland, OH: Initially managed the North Coast Development Corporation; helped obtain \$8M for waterfront improvements, guided formulation of the \$80M Rock-N-Roll Hall of Fame and the \$247M NFL stadium and other significant improvements.

Dayton, OH: Assessed the technology resources in the region, which are anchored by the Wright-Patterson AF Research Center, one of the strongest aviation research centers in the country; identified and analyzed the most comparable research and technology parks associated with major federal research labs; determined the market potential for the technology park; and recommended a phasing plan for the park and an organizational and marketing strategy.

Denver, CO: Acted for over three years as staff for Downtown Denver, Inc., a downtown, nonprofit entity, and guided redevelopment activities downtown, including revitalization of the 16th Street Mall area.

Fairfax County, VA: For a nonprofit organization, prepared an action program for a local development corporation along a six mile stretch of U.S. Route 1, a transportation corridor which suffered deterioration since much traffic shifted to Interstate 95, a parallel high-speed transitway.

Fredericksburg, VA: Acted as staff and provided technical services to the City's Economic Development Department at the formulation of "Jumpstart! Fredericksburg 2010 - Economic Development Strategies," and guided a developer solicitation/selection process resulting in a contract to build a mid-rise hotel on City-owned riverfront property.

Geneva, NY: Evaluated agricultural-related industry trends in the region and identified Cornell University's specialized expertise and facilities.

Hampton, VA: Performed economic, market and financial analyses for numerous development projects in the Tidewater region. Prepared economic and fiscal impact evaluations that determined the impacts of the projects to local jurisdictions in the region, as well as, developer solicitation strategies used to attract private sector interest.





Jacksonville, FL: For Central Jacksonville, Inc., over seven years, BBP LLC staff prepared several redevelopment plans; guided development of two large mixed-use projects downtown anchored by regional headquarters of utility and insurance companies, and negotiated arrangements for the Jacksonville Landing Festival Marketplace project on the riverfront.



Long Branch, NJ: As redevelopment advisor for the past thirteen years for the City of Long Branch, BBP LLC staff guided the developer solicitation, proposal evaluation and agreement negotiation phase of this urban redevelopment process involving 142 acres of oceanfront properties held in private ownership which has been partitioned into five development sectors for planning purposes.

Louisville, KY: Staffed a not-for-profit local development entity for five years; charged with revitalization of the historic Brown Hotel, a former theater/entertainment area and other properties in an urban renewal area; resulted in restoration of the hotel, the provision of three performing arts complexes in the Theatre Square area and over 600 new market-rate housing units downtown.



Niagara County, NY: Developed a realistic plan that was implemented to achieve five high priority goals which included: managing growth and development; strengthening the local economy; improving delivery of county services; coordinating and prioritizing capital improvement projects; and enhancing quality of life for county residents.

Norfolk, VA: For a private/non-private development entity, led redevelopment efforts along the waterfront which stimulated private investors to undertake a World Trade Center office project, a waterside Sheraton hotel and a festival marketplace project.

Richmond, VA: For a public/private non-private development entity over four years, provided staff management and technical assistance resulting in construction of a new 400 room Marriott hotel, a major office project known as Project One and a specialty retail facility of approximately 120,000 SF in downtown Richmond.



St. Cloud, FL: Acted as Executive Director and staff to a Community Redevelopment Agency (CRA) for nearly two years and prepared a Redevelopment Plan in accordance with Chapter 163, Florida Statutes; also administered a loan/grant reinvestment program and guided preparation of downtown design guidelines.

Wilmington, DE: Provided strategy assistance to a downtown non-profit development organization to retain major insurance companies in the downtown area who threatened to relocate to suburban locations.