



Market, Real Estate and Housing Strategies

Focus of the Presentation

- What is the Demand for Land to Meet Employment Goals?
- How Much Land is Available?
- Where is the Land Located?
- Will Redevelopment Work Financially?
- What is Housing's Role?

Achieving Higher Levels of Employment

Potential 2023 Employment Scenarios and Percent of Total Population Employed

Total New Employment Employment/Population %

Low: 207,000 65%

Moderate: 269,000 70%

High: 330,000 75%

Land Demand From New Growth

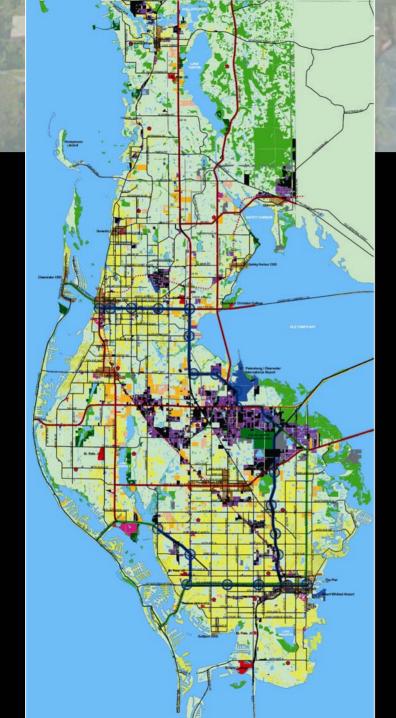
2023 Empl. Estimates Land Demand

Low: 207,000 2,200 - 3,700 Acres

Moderate: 269,000 2,900 – 4,800 Acres

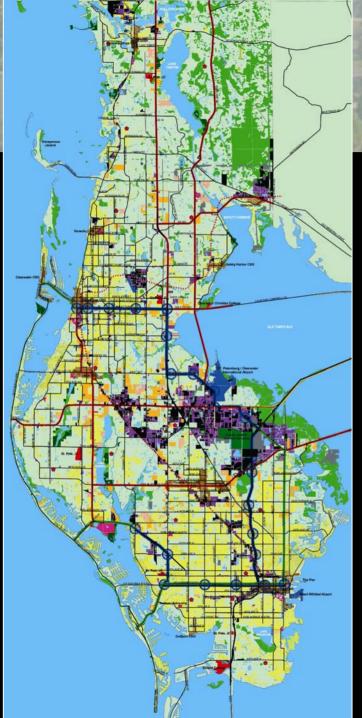
High: 330,000 3,600 – 5,900 Acres

Factors: Industrial/Mfg- 200 SF/Empl.; .20 FAR Office- 300 SF/Empl.; 1.0 FAR



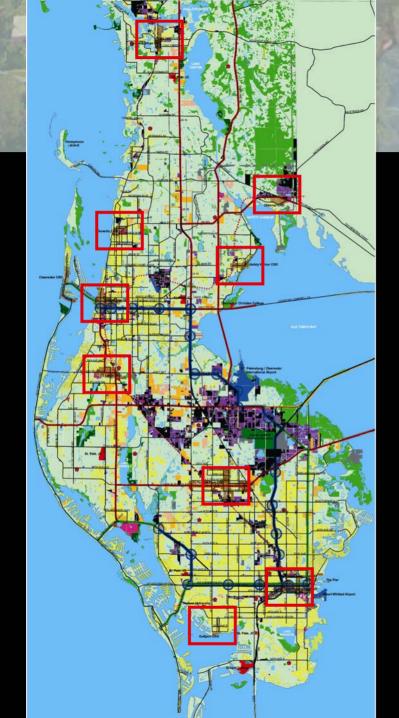
Land Supply

- CPR Land Base
 - Vacant and Inappropriate Land Use
 - Under Used Lands
 - "Scrapable" Lands
- Community Redevelopment/ Central Business Districts (CRD/CBD)
- Public Lands



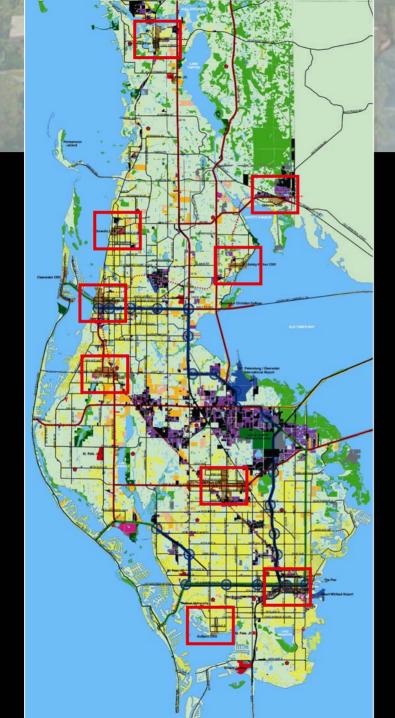
Land Supply CPR Base

			Bus. SF.		Residential
VACANT OR INAPPROP. USE LAND		<u>Acres</u>	<u>million</u>	Bus. Jobs	<u>Units</u>
Business (Ind./Off.)		1,440	16.3	54,400	-NA-
Mobile Homes (In H. Evac.)		3,310	7.5	25,000	31,800
RV/Nurseries/Other		664	-NA-	-NA-	8,000
	Total	5,414	23.8	79,400	39,800
UNDER USED LAND					
Business (Ind./Off.)		-NA-	30.3	101,000	-NA-
Residential		-NA-	-NA-	-NA-	52,000
CRD/CBD Areas		-NA-	25.2	84,200	5,200
	Total	-NA-	55.5	185,200	57,200
SCRAPABLE LAND					
Business (Ind./Off.)		691	7.8	26,000	-NA-
	GRAND TOTAL		87	290,600	97,000



Land Supply CRD/CBD

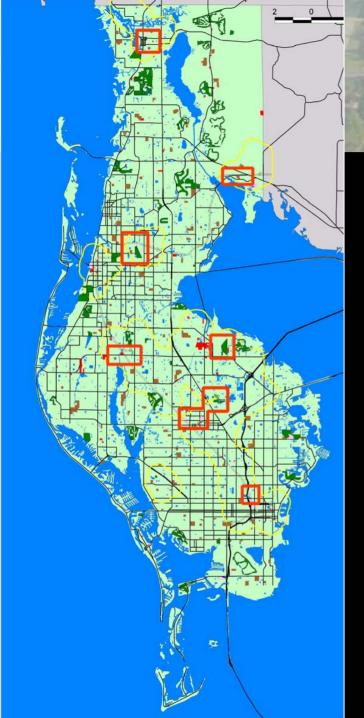
- 2,200 Acres within CRDs and CBDs
- Applied CPR Criteria to the CRD/CBDs
- 550 Acres Available for Redevelopment
- Does NOT Include Increasing FAR Within These Areas



Land Supply CRD/CBD

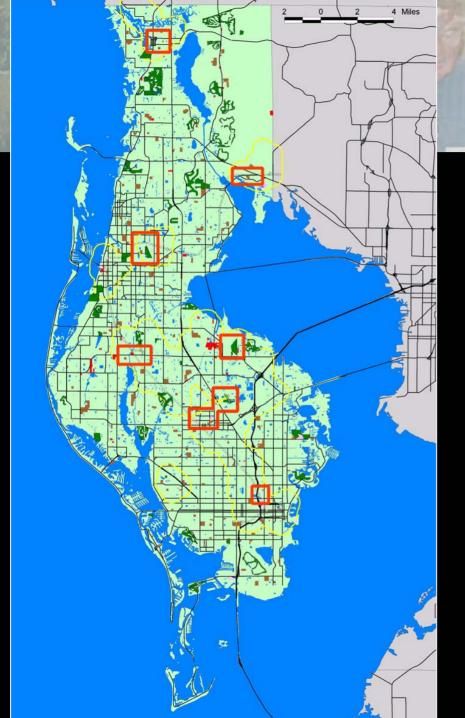
CPR Base: 6,105 Acres

CRD/CBD: 550 Acres



Land Supply Public Lands

- Potential Source of Redevelopment Lands
- Non-essential Public Lands
- Excludes Parks and Environmental Lands
- Limited to Lands Within or Within ½ Mile of Identified Employment Centers
- Potential of 345 Acres

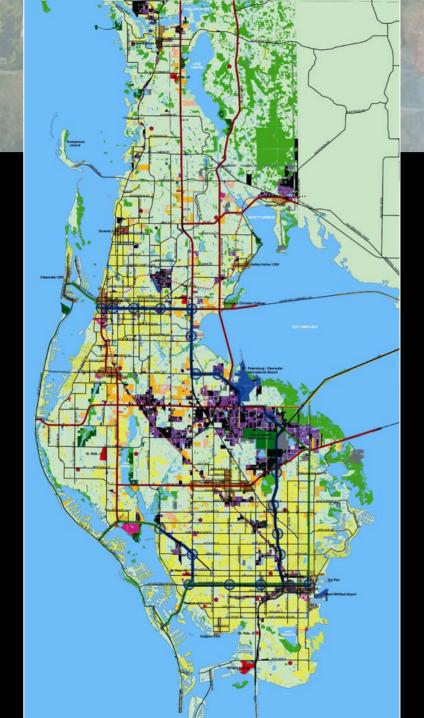


Land Supply Public Lands

CPR Base: 6,105 Acres

CRD/CBD: 550 Acres

Public Lands: 345 Acres



Land Supply Total Lands

CPR Base: 6,105 Acres

CRD/CBD: 550 Acres

Public Lands: 345 Acres

Total: 7,000 Acres

Land Demand and Land Supply

Land Demand

Land Supply

CRD/CBD: 550 Acres

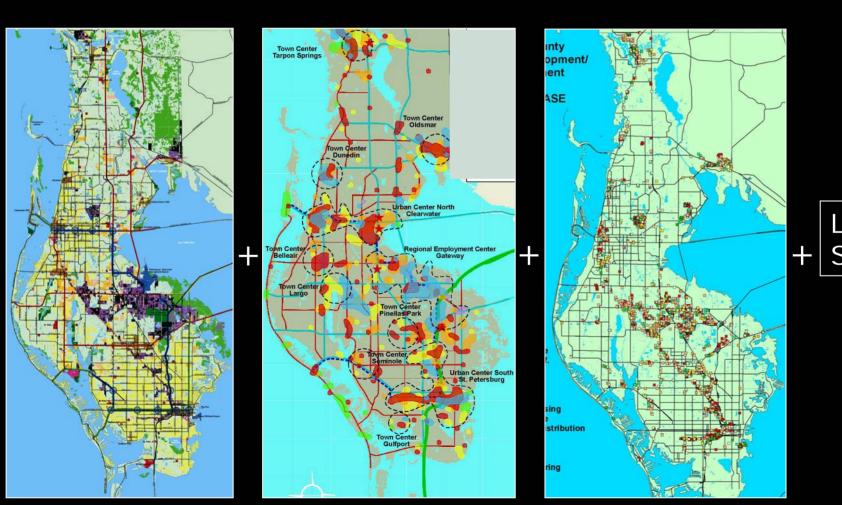
2,900 – 4,800 Acres Public Lands: 345 Acres

3,600 – 5,900 Acres Total: 7,000 Acres

Potential Employment Centers

- Provide Areas of Opportunity and Location Flexibility
- Illustrate Capacity to Meet New Land Demands
- Based on Existing Concentrations of Target Employers
- The Areas Are NOT Required Locations

Potential Employment Centers

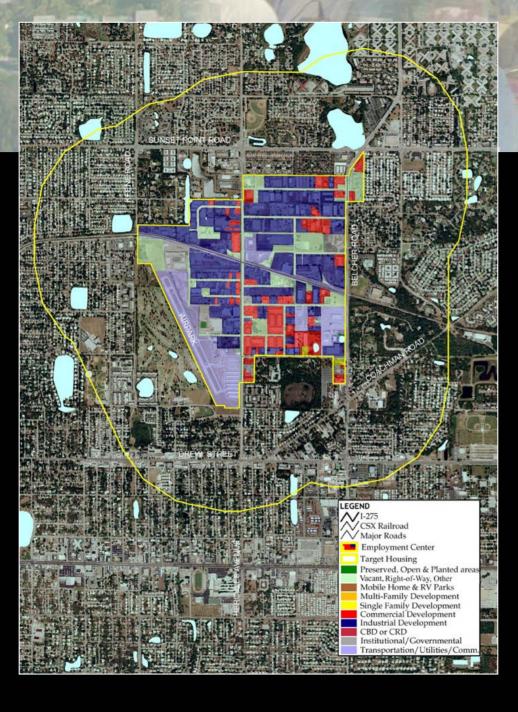


Land Supply

TARPON SPRINGS CRD U.S. 19 AT NEBRASKA AVE OLDSMAR AREA COUNTRYSIDE INDUSTRIAL AREA CLEARWATER CBD GULF TO BAY BLVD. CLEARWATER MALL AIRPORT CARILLON AREA GANDY/I-275 AREA PARK AREA ST. PETERSBURG INDUSTRIAL INDUSTRIAL AREA ST. PETERSBURG CBD LEGEND Identified Employment Center Potential Employment Center CSX Railroad Maior Roads Potential Wetland Areas Open, Upland & Vacant Areas Mobile Home & RV Parks Multi-Family Development Single Family Development Commercial Development Industrial Development CBD or CRD Institutional/Governmental Transportation/Utilities/Comm

Employment Centers

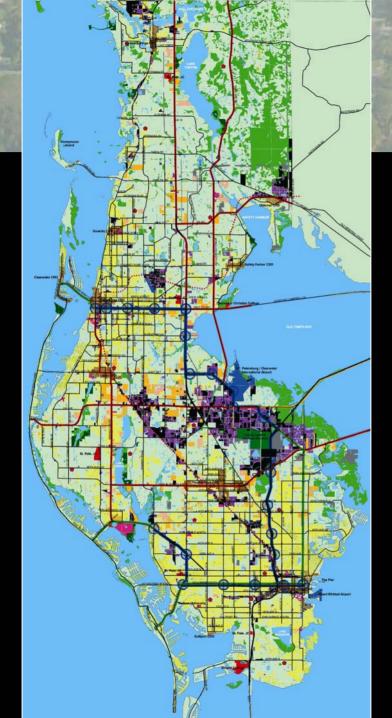
- Twelve Primary Centers
 - 14,150 Total Acres
 - Centers Range from 300 to 3,000 Acres
 - Contain 60% of the Available Land
- Five Potential Centers
 - 1,000 Total Acres
 - Centers Range from 90 Acres to 340 Acres



Employment Centers

Clearwater Industrial

	Area 9
Existing Land Use	Ex. LU
Vacant Commercial	
Vacant Industrial	9
Total Vacant	23
Agriculture	
Residential	16
Mobile Home	
Mobile Home Park	
RV/Campground	
Apartment	
Hotel/Motel	
Commercial	148
Transportation/Utilities	28
Industrial/Manufacturing	194
Institutional	26
Unknown	1
Right-of-Way/Drainage	
Scrapable Commercial	19
Scrapable Industrial	113
Total Scrapable	132
Total Ex. Land Use	436



Financing Redevelopment

- Land Demand Has Been Determined
- The Supply of Land Has Been Identified
- Supply and Demand Are Comparable
- Economic Realities of Financing Redevelopment Must Be Addressed

Financing Redevelopment

Economic Development or Redevelopment is a REAL ESTATE Transaction

Development Must Be Profitable If It Is To Be Undertaken!

Financing Redevelopment

Market and Real Estate Strategies Must Address the Economic Reality of Land Value

Objectives of the Analysis

- To Estimate Supportable Land Costs in Pinellas County for Variable Development Types
- To Illustrate How Redevelopment Conditions Influence Costs.
- To Illustrate How the Development Community Views Costs and Conditions.

General Approach

- Created Prototypes for Office, Retail,
 Industrial and Residential Redevelopment
- Acquired Data Regarding Rents, Expenses and Development Costs
- Acquired Data Related to Industry Measures or Indicators
- Discussed Models with Local Industry Representatives

Models For Testing Redevelopment Costs

MODEL 1

Gross Rents Collected

Less: Expenses of operation

Equals: Net operating income

Divided By: Industry

Capitalization Rate

Equals: Total Value of

Development Opportunity

MODEL 2

Total: Value of Development

Less: Cost of Development

Equals: Supportable Land Value

Role of Economics in Choosing Among Alternatives

- Find the Least Cost Site Consistent with Objectives
- Avoid Incremental Costs
- Demonstrate that Added Rents Can Justify Higher Land Costs
- If not, Abandon, Relocate, OR Negotiate Incentives
- All Things Being Equal, Greenfield Sites are Preferred

Supportable Greenfield Values

		Supportable Land Values (High)	Supportable Land Values (Low)
Office •	Low intensity High Intensity	\$344,000/acre \$690,000/acre	\$193,000/acre \$545,000/acre
Retail • •	Low Intensity High Intensity	\$218,000/acre \$460,000/acre	\$164,000/acre \$272,000/acre
Industr • •	ial Low Intensity High Intensity	\$148,000/acre \$285,000/acre	\$88,000/acre \$174,000/acre
Apartm •	ents Low Intensity High Intensity	\$11,900/unit \$15,900/unit	\$8,500/unit \$11,700/unit
Suburb	an Condo	\$30,000/unit	\$22,500/unit
Suburb	an Hotel	\$17,900/unit	\$10,400/unit

Redevelopment Costs in Relation to Greenfield Costs

Redevelopment Projects Must Absorb Cost Premiums, Such as:

- Remediation
- Land Assembly (Cost/Time/Title/Logistics)
- Demolition
- Infrastructure Retrofit
- Added Design or Regulatory Scrutiny

List of Issues Can Be Complex

Affect of Redevelopment Costs on Greenfield Values

Assume basic greenfield value (Supportable Value)

Add: Cost for remediation 200,000

300,000

Add: Premiums to assembly multiple sites 50,000

Add: Time to carry through permitting 46,000

Add: Demolition of existing structures 60,000

Add: Retrofit of infrastructure 65,000

Less: Potential savings on impact fees (7,000)

Gross cost (imputed value for land) \$ 774,000

Rents Must at Least Double to Support Added Development Costs

Nature of Incentives/Assistance

To Facilitate Redevelopment, Incentives Can Take Many Forms:

- Land Assembly
- Land Contributions
- Cash Contributions
- Permit Processing/Streamlining
- Parking/Stormwater Provision
- Financing Vehicles

Redevelopment and The Effect on Tourist Properties

- Pressures on Land Values Are Causing the Loss of Beach Hotel/Motel Units
- The Pressures Are Mounting Along the Gulf Beaches
- Analysis Has Found That Condominium Units are 4-5x the Value of Hotel Units
 - It Takes 1,200-1,500 Hotel Units to Be Equal to 300 Condominium Units
- Land Use and Zoning Need to Address the Disparity Through Incentives

Findings

- Redevelopment Costs Can Rarely Be Justified in Land Value Without Public Intervention
- Gaps Between Greenfield and Redevelopment Land Values Must Be Closed
- Desirable, but Not Reasonable, To Expect a Developer Initiative to Close the Gap

Policy Implications

Public Side

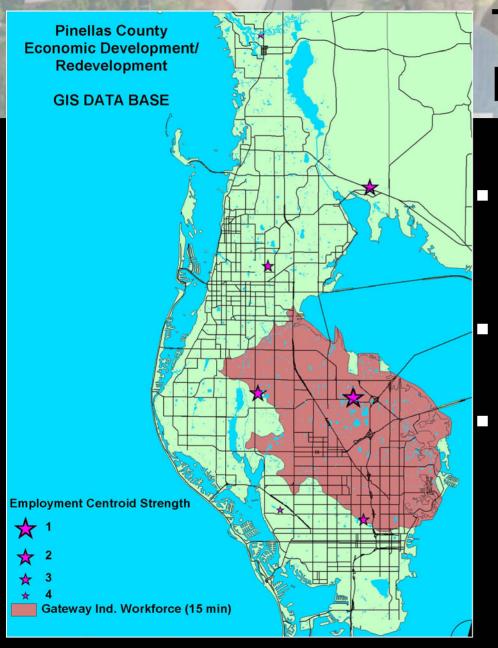
- Must Focus on Land Value as an Input into Redevelopment
- Almost Certainly Requires Intervention with Incentives
- Incentives or Assistance Can Take Many Forms

Private Side

- Future Opportunities Require New Models and More Creative Solutions
- Mixed Use Can Absorb Some Cost Impacts...Should Be More Actively Pursued

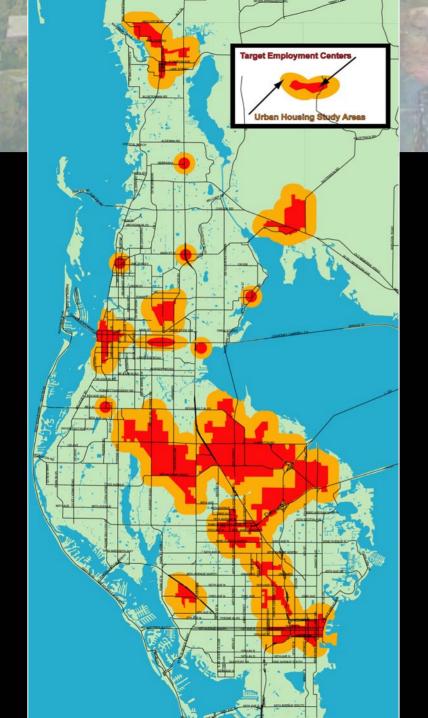
The Jobs/Housing Balance

- Independent County-Initiated Housing Study
- Recommends Urban Housing in Proximity to Employment Centers to:
 - Offer Employee Convenience
 - Reduce Commuting Time
 - Encourage Alternative Modes of Transportation
 - Transit
 - Walking
 - Biking



The Jobs/ Housing Balance

- Travel-time Savings is a Urban Housing Location Factor
- Average Commute Time is 30+ Minutes
- Gateway is a Good Example of the Issue



The Jobs/ Housing Balance

To Secure Adequate Housing, Consider:

- Higher Densities
- P/P Land Assembly Agreements
- Pooling TIF Funds for Redevelopment
- Urban Housing Special Districts

Dimensions of Growth to Design

We have Dealt So Far with "Dimensions" of Growth

- Employment Was Translated into "Demand" for Land
- The "Supply" of Land Was Determined
- General Locations Have Been Suggested

The Next Step is Dealing with "Design" of Growth

■ What Is the Future Form of the Pinellas Community?

Town Center Tarpon Springs Town Center Oldsmar Town Center Dunedin **Urban Center North** Clearwater Town Center Belleair Regional Employment Center Gateway Town Center Largo Town Center Town Center, Seminole Urban Center South St. Petersburg Gulfport

Dimensions of Growth To Design









Urban Design & Redevelopment Strategies

Focus of the Presentation

- What is the Existing Urban Form & How Did it Come About?
- What are the Redevelopment Premises?
- What are the Future Patterns of Develoment
- What are the Components of Future Urban Form?
- What is Housing's Role?



BASE CONDITIONS



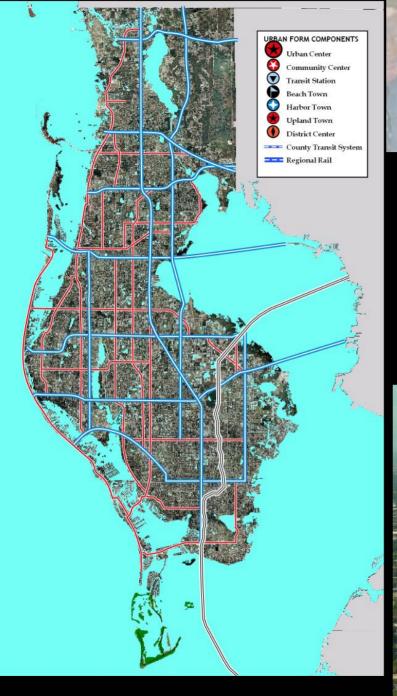
INTERSTATE HIGHWAY





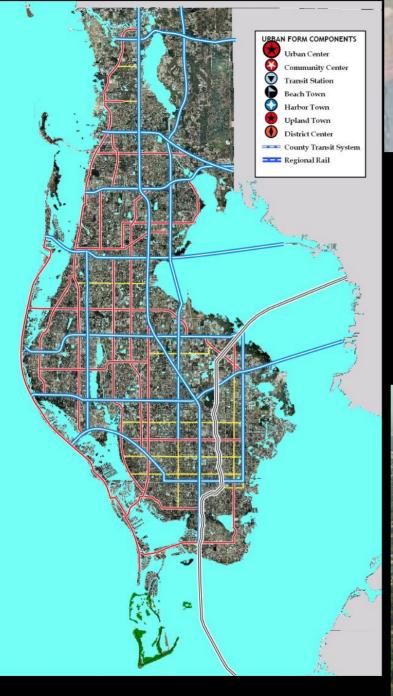
MAJOR ARTERIALS





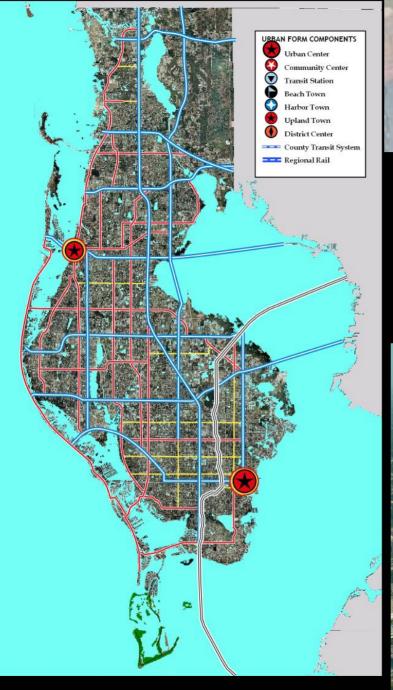
MINOR ARTERIALS





CONNECTORS





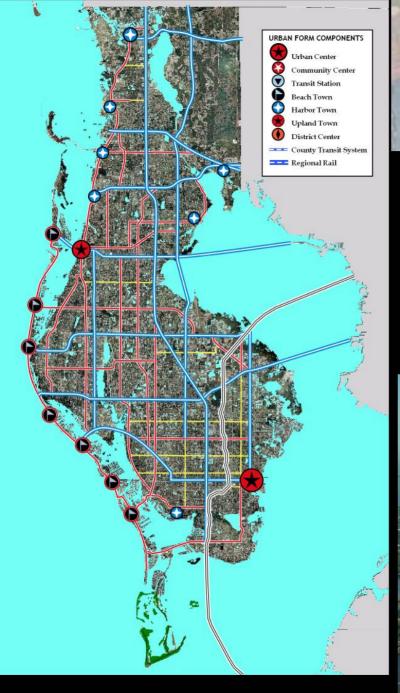
URBAN CENTERS





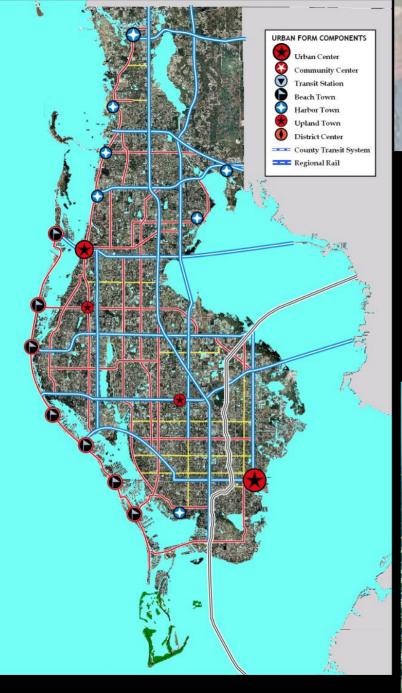
BEACH TOWNS





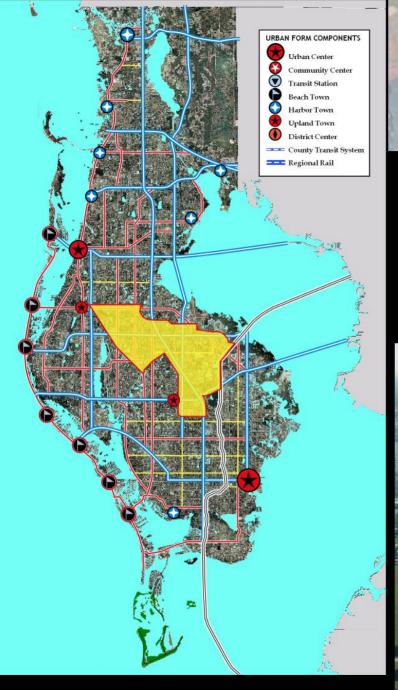
HARBOR TOWNS





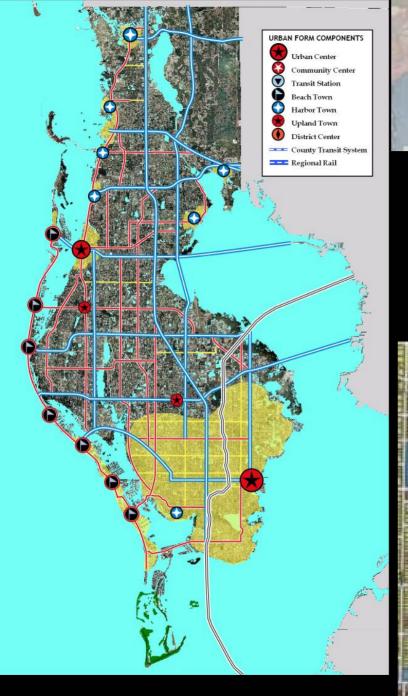
INLAND TOWNS





DISTRICT





PRE-WW II DEVELOPMENT





PATTERNS OF DEVELOPMENT

Pre-World War II

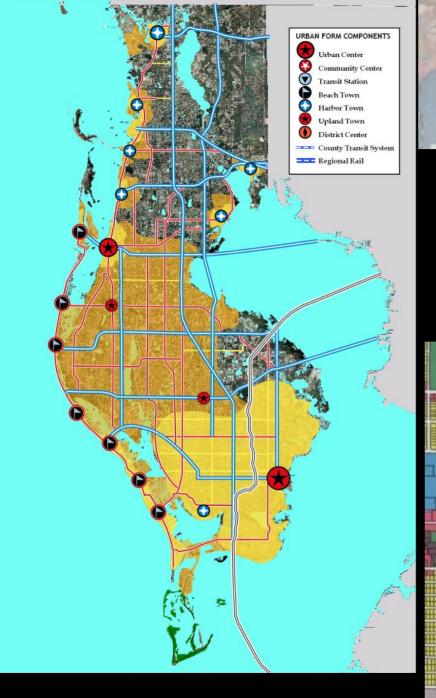


Diverse MIX of Uses

Generally Small-Scale with Neighborhood and Local Area Focus Significant MASS of Non-Residential Uses

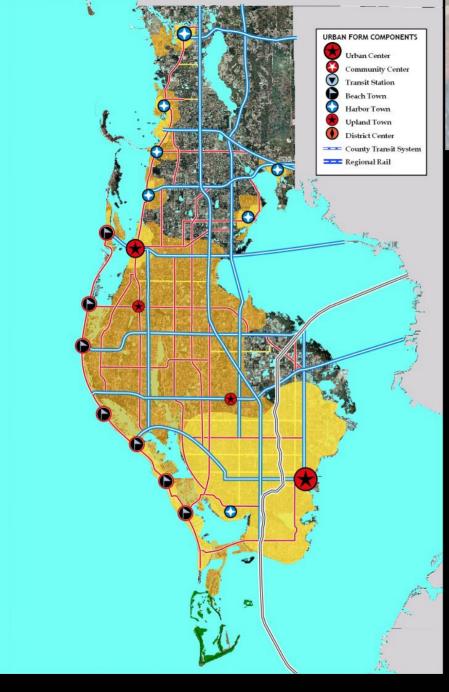
Generally Few Specific Employment Uses

Very Fine-Grained MESH of Uses

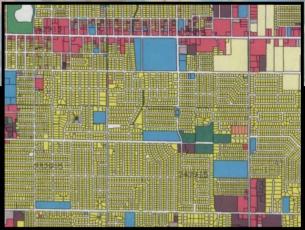


POST-WW II DEVELOPMENT





PATTERNS OF DEVELOPMENT



Post-World War II

Generally Diverse MIX of Uses

Neighborhood Focus Commercial as well as Some Regional Focus; Three Schools

Dominant MASS of Residential Uses

Predominantly Single-Family Residential

Few Specific Employment Uses

Somewhat Coarser MESH of Uses



CONTEMPORARY DEVELOPMENT





PATTERNS OF DEVELOPMENT

Recent



Generally Diverse MIX of Uses

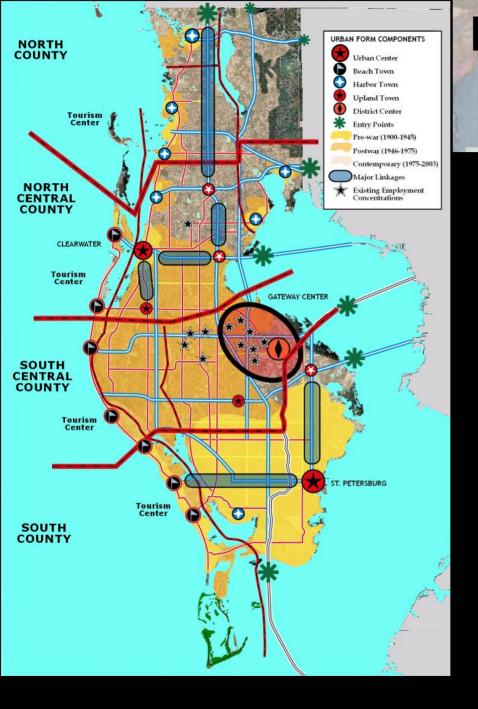
Neighborhood Focus Commercial as well as Some Regional Focus

Significant MASS of Residential Uses

Mix of Single-Family & Multi-Family

Few Specific Employment Uses

Very Little MESH of Uses



HOW DO WE ENVISION FUTURE URBAN FORM?



ENVISIONING FUTURE URBAN FORM

The Goal: Enhanced URBANISM

THREE CRITICAL FACTORS

MIX

A Variety of Appropriate Uses

MASS

Sufficient Amounts

of Each Use

MESH

Physically & Functionally Integrated



There will be Growth in both JOBS and POPULATION:

- As Discussed, Job Growth could be Between 207,000 and 330,000 over Twenty Years
 This could Lead to the Redevelopment of as much as 7,000 Acres of Land Within the County
- 2. In Addition, the Population could Increase by as Many as 300,000 People over the Next Twenty Years This will lead to Significant Changes in the Density and Character of over 10,000 acres of Land Within the County
- 3. The Two Types of Growth Should Not be Addressed Separately

The Future will See THREE Types of Redevelopment:

1. One-for-One REPLACEMENT of Existing Uses

NO impact on Land Use Mix, Development Density or Intensity, or the Urban Character of the County

Significant Role for Individuals, Investors, Small Developers





The Future will See THREE Types of Redevelopment:

2. REPLACEMENT that fits within the Limits of the Existing Future Land Use Plans

MINOR impact on Land Use Mix, Development Density or Intensity, and the Urban Character of the County

Small Role for Individuals & Small-Scale Developers; Large Role for Investors, Medium- & Large-Scale Developers





The Future will See THREE Types of Redevelopment:

3. REDEVELOPMENT that INCREASES the Intensity, Density and/or Mix of Current Land Uses

SIGNIFICANT impact on Land Use Mix, Development Density or Intensity, and especially the Urban Character of the County

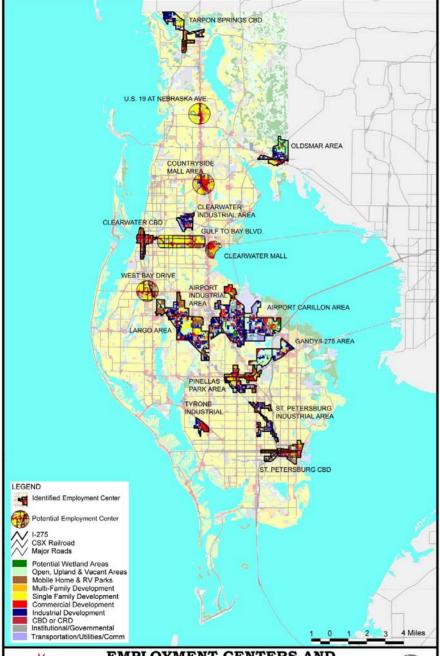
Significant Role for Individuals, Investors, Small-, Medium-, and Large-Scale Developers





Redevelopment that Increases the Intensity, Density and/or Mix of Current Land Uses will be Absorbed into THREE PRINCIPAL AREAS of the County

- 1. The Designated POTENTIAL EMPLOYMENT CENTERS
- 2. The Existing Designated CRDs, CBDs, and DOWNTOWNS
- 3. The NODES, CORRIDORS and DISTRICTS determined, in part, by the development of a rail-based MASS TRANSIT System and, in part, by a Structural Analysis of County's EXISTING ROADWAY System



Pinellas EMPLOYMENT CENTERS AND POTENTIAL EMPLOYMENT CENTERS



ECONOMIC DEVELOPMENT AND REDEVELOPMENT PLAN FOR THE PINELLAS COMMUNITY

EMPLOYMENT CENTERS

URBAN FORM COMPONENTS NORTH Urban Center Beach Town Harbor Town Upland Town District Center Tourism Center Entry Points Pre-war (1900-1945) Postwar (1946-1975) Contemporary (1975-2003) Major Linkages NORTH Existing Employment Concentrations CENTRAL COUNTY CLEARWATER Tourism Center **GATEWAY CENTER** SOUTH CENTRAL COUNTY Tourism Center ST. PETERSBURG Tourism Center 0 SOUTH COUNTY

EXISTING URBAN FORM MAP



FUTURE URBAN FORM

Pre-World War II



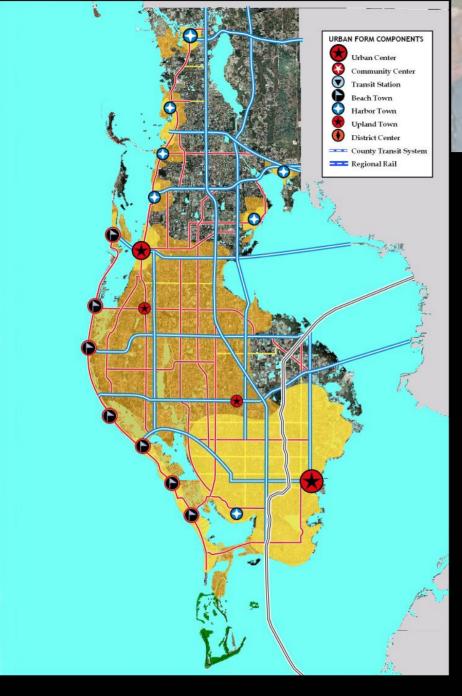
URBANIZE THESE AREAS OF THE COUNTY

Strengthen the Mix, Mass & Mesh

Enhance DENSITY and URBANITY to Create True Urban Centers

Develop Around TRANSIT





FUTURE URBAN FORM



Post-World War II

ADAPT POST-WAR PATTERNS TO MATCH PREWAR URBANISM

Address MIX and MESH
Upgrade DENSITY and MIX of Uses
DIVERSIFY Existing Conditions
Promote MULTI-MODAL Streets
Enhance CONNECTIVITY
Develop a HIERARCHY of Centers





FUTURE URBAN FORM

Recent



HOLD THE LINE ON DEVELOPMENT EXPANSION

Address MASS and MESH

Absorb New Development in ACTIVITY CENTERS

Maintain LOWER DENSITY

Protect and Enhance ENVIRONMENTAL Character



COMPONENTS OF FUTURE URBAN FORM

Redevelopment within the Three Principal Areas will occur in Distinct FUNCTIONAL and PHYSICAL Forms

These FORMS are based on the Goals of Creating an Appropriate MIX, MASS and MESH of Future Uses

The Components of the Future Urban Form include:

NEIGHBORHOOD CENTERS

COMMUNITY CENTERS

URBAN CENTERS

DISTRICTS

NODES

CORRIDORS

NEIGHBORHOOD CENTERS

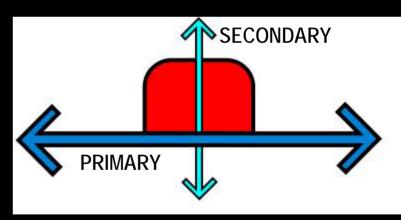
Include a MIX of RETAIL, RESIDENTIAL, EMPLOYMENT and CIVIC Uses

Utilize SURFACE PARKING, including ON-STREET PARKING, but may include Mass Transit Facilities

Designed to be PEDESTRIAN-ORIENTED

1/2 Mile Radius Catchment Area

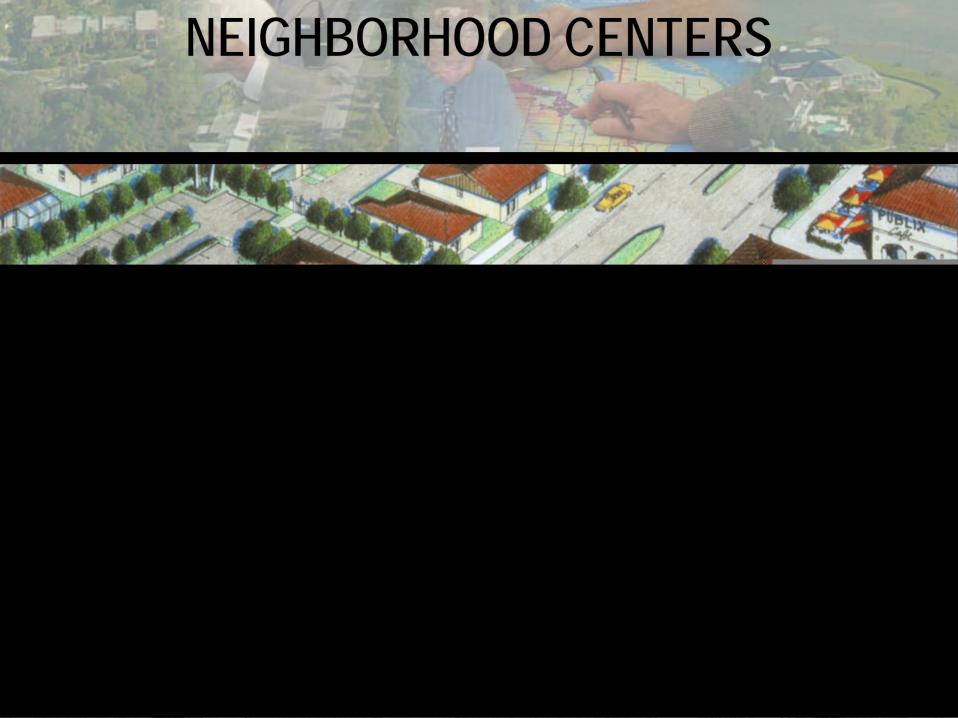
Range from 5 – 20 Acres in Size



NEIGHBORHOOD CENTERS



NEIGHBORHOOD CENTERS



COMMUNITY CENTERS

Include a MIX of RETAIL, RESIDENTIAL, EMPLOYMENT and CIVIC Uses

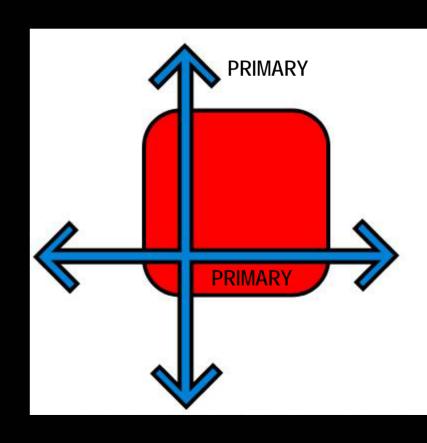
May include STRUCTURED PARKING, SURFACE PARKING, or a COMBINATION

May include MASS TRANSIT, with implications for Size and Intensity

PEDESTRIAN-ORIENTED

3 Mile Radius Catchment Area

Range from 20 - 200 Acres in Size





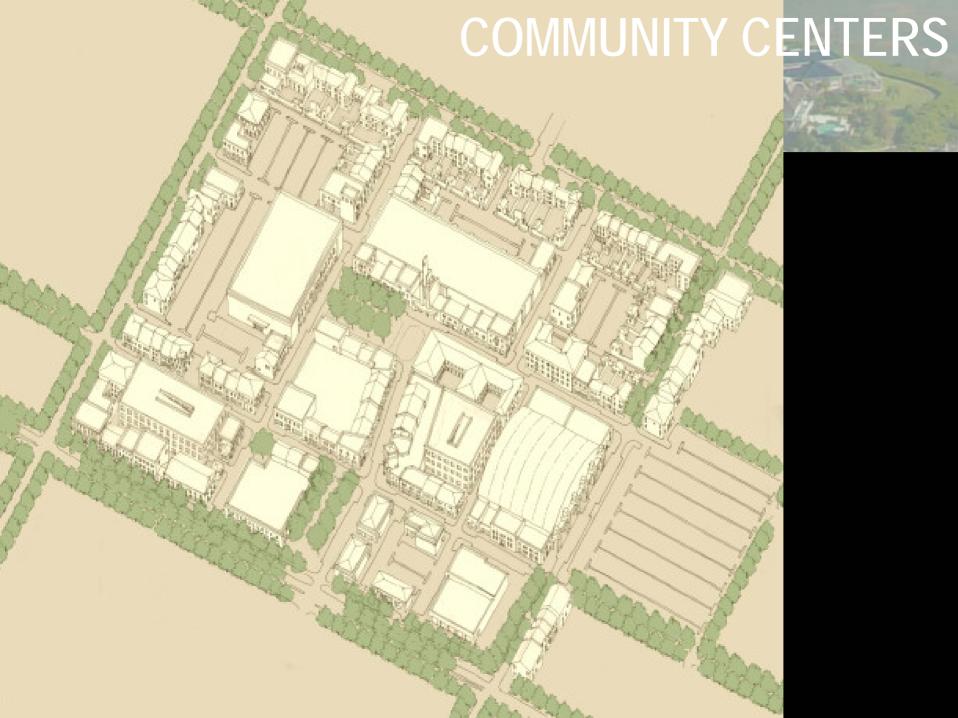






Mizner Park, Boca Raton FL





URBAN CENTERS

Intensely Developed; Full MIX of RETAIL, RESIDENTIAL, EMPLOYMENT and CIVIC Uses

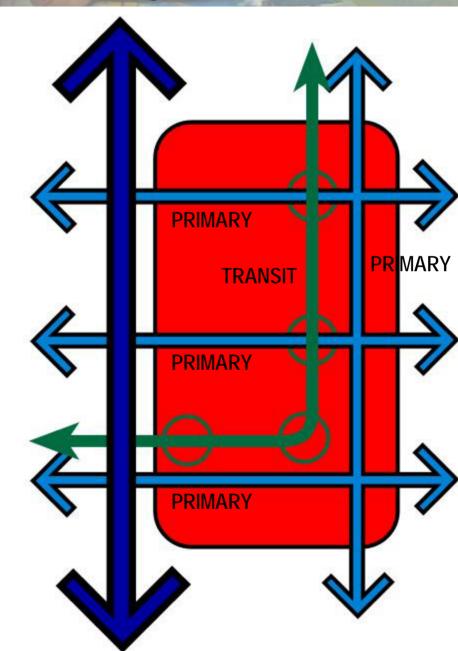
Rely Heavily on STRUCTURED PARKING and ON-STREET PARKING

Always includes at Least One Form of MASS TRANSIT; ideally, this is Rail-Based

PEDESTRIAN-ORIENTED

Regional Catchment Area

Range from 200 – 1,000 Acres in Size





URBAN CENTERS



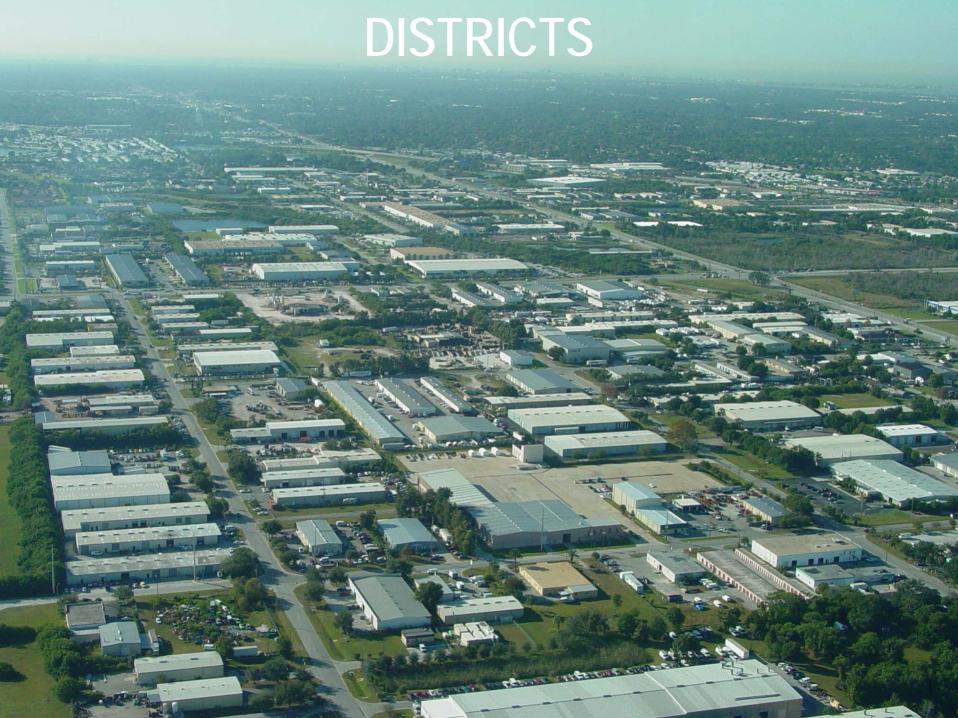
- DISTRICTS

Areas of REGIONAL IMPORTANCE, Generally Dominated by a SINGLE PRIMARY USE, and Developed to Support That Use

Generally include a VARIETY of TRANSPORTATION OPTIONS; May be INTERMODAL Centers

Regional Catchment Area

Range from 200 – 1,000 Acres in Size

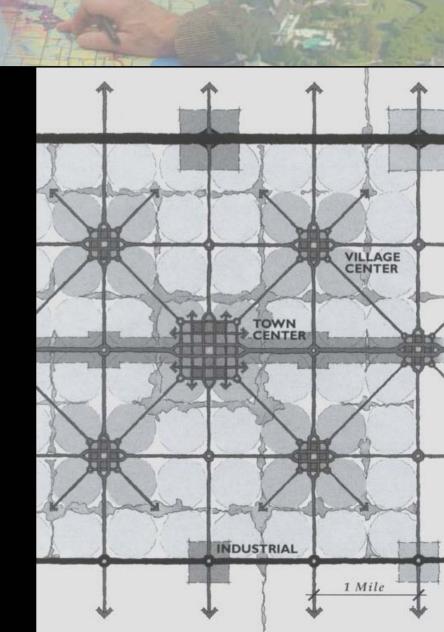


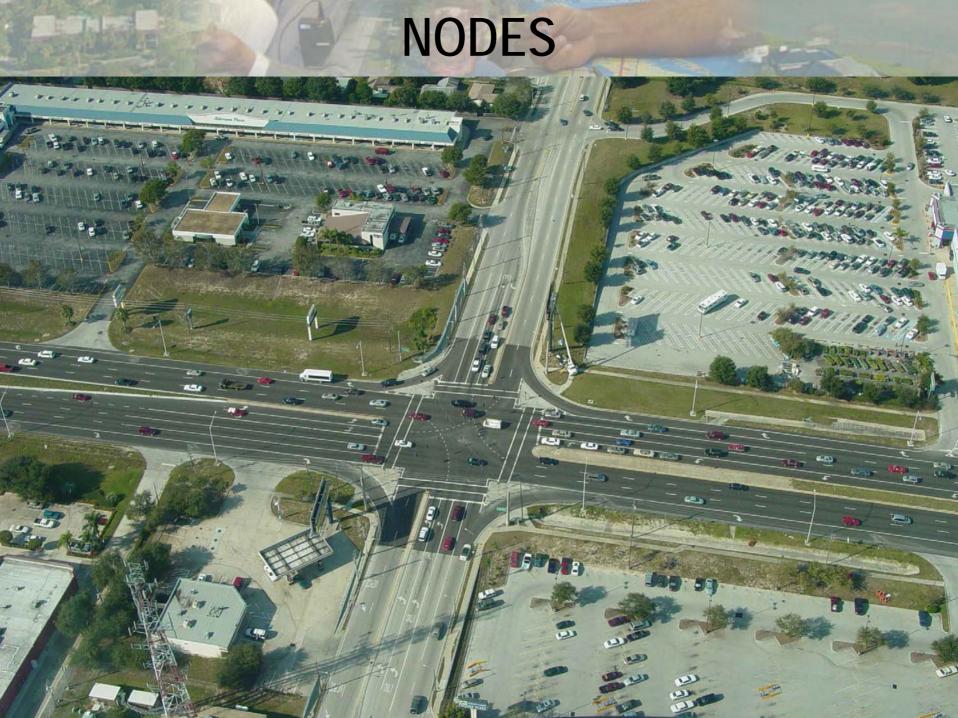
Elements, Generally of Regional Significance, Located along One or More Corridors

NODES

Nodes have Distinctly
DIFFERENT PHYSICAL or
FUNCTIONAL Characteristics
Than Their Surroundings

Nodes can Represent a TERMINUS, a POINT OF TRANSITION, or an INTERSECTION



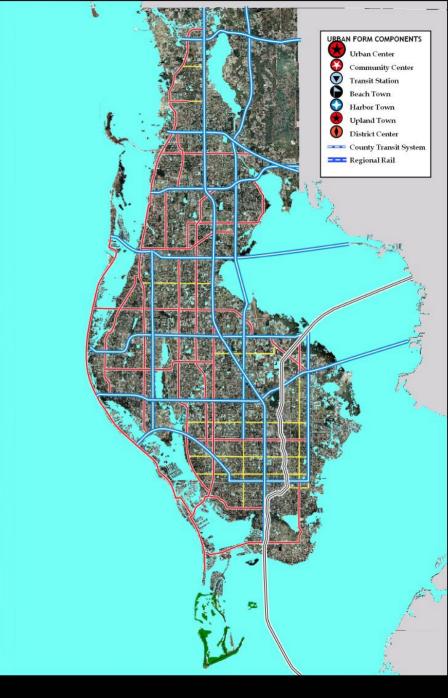




LINEAR ELEMENTS with Implications for REGIONAL Structure and Function

CORRIDORS Connect Dispersed CENTERS and NODES

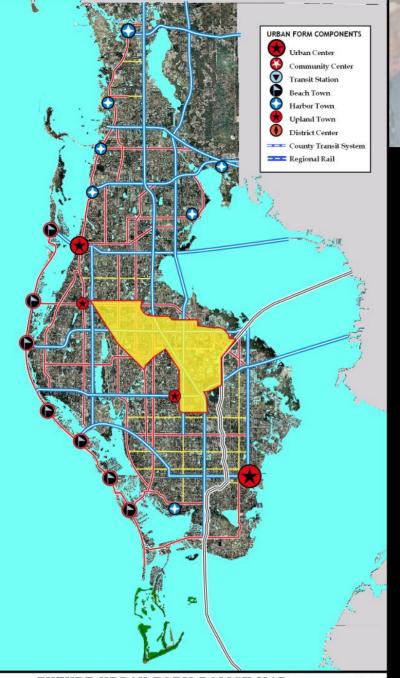
The Predominant Corridor is the ARTERIAL ROADWAY, which tends to also include a High Level of Commercial, Retail, Employment and Residential Development







NODES & CORRIDORS Freeway VILLAGE Transit Boulevard TOWN Local

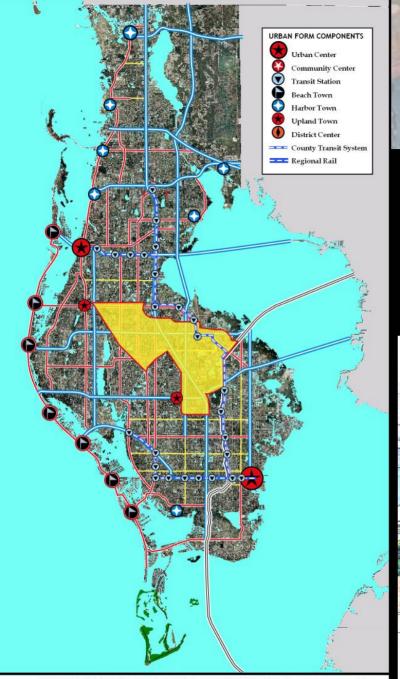


FUTURE URBAN FORM POLICY MAP

EXISTING URBAN FORM





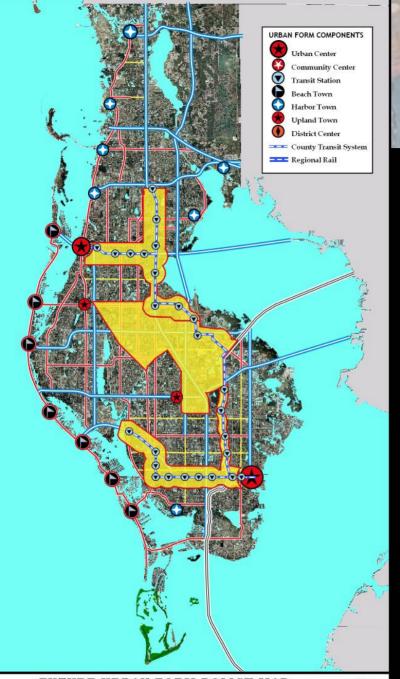


MASS TRANSIT SYSTEM







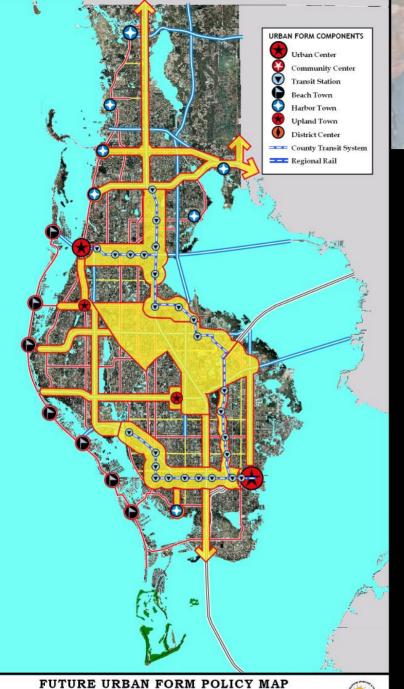


TRANSIT RELATED DEVELOPMENT AREAS









CORRIDOR-RELATED DEVELOPMENT AREAS









DISTRICT URBAN CENTERS







COMMUNITY CENTERS







HIGH-SPEED RAIL







EXTENSIONS TO MASS TRANSIT SYSTEM







ALTERNATIVE MASS TRANSIT PROPOSAL







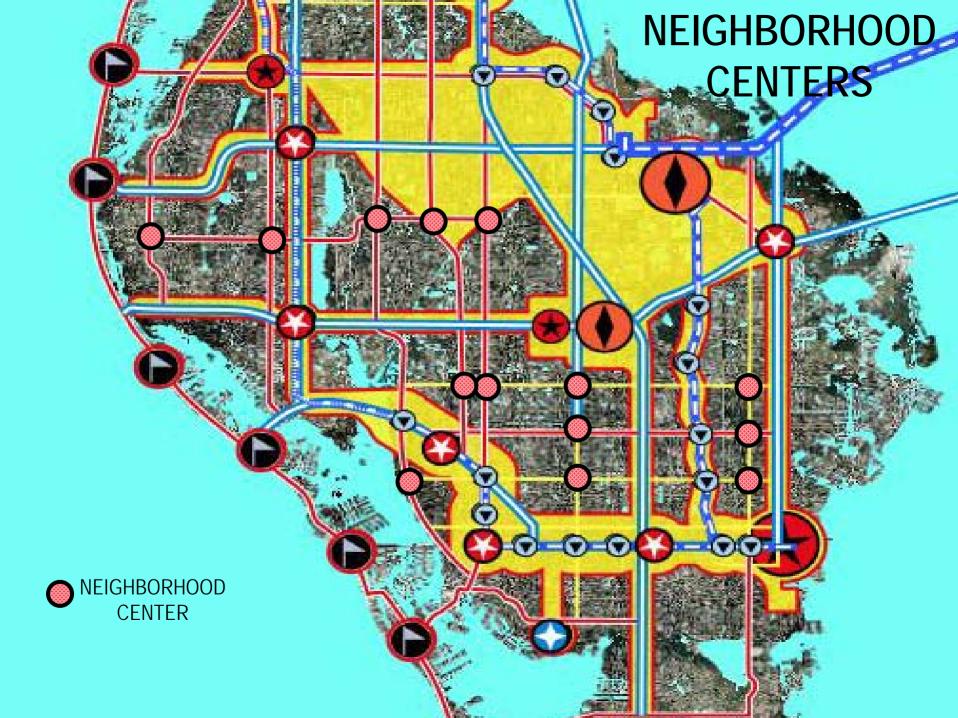
Fourth Street Corridor



ADDITIONAL DEVELOPMENT POTENTIALS









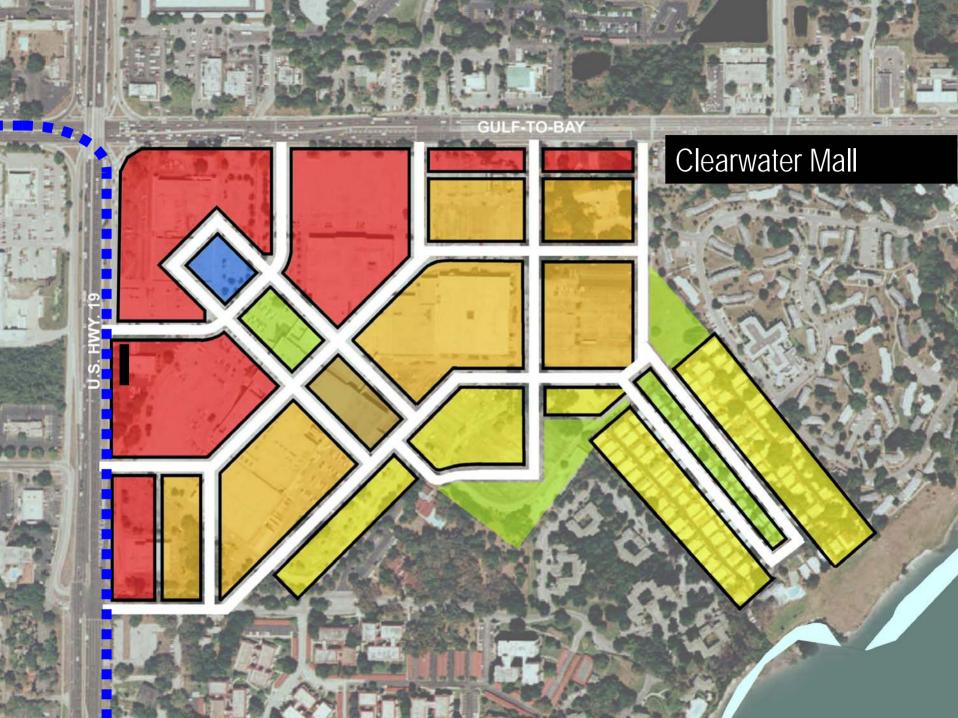
EXAMPLES OF REDEVELOPMENT









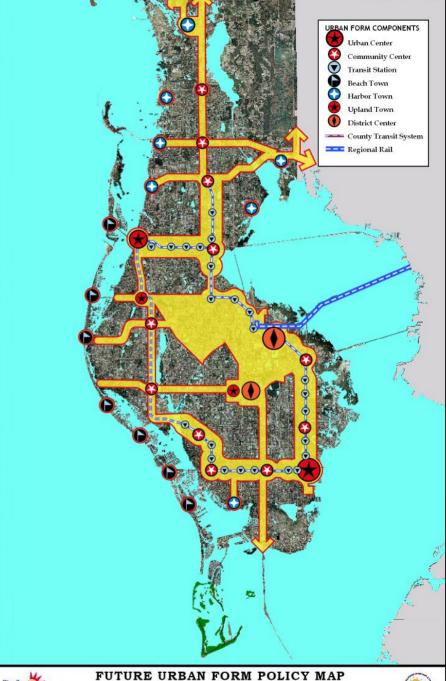


Gulf-to-Bay Corridor Gulf to Bay Blvd.

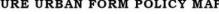


FUTURE URBAN FORM POLICY IMPLICATIONS

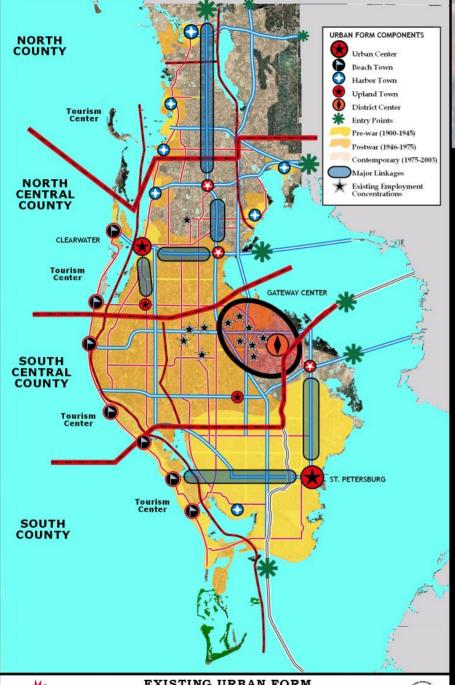
Future Growth will Require: New Rules for Communities Higher Densities & Intensities New Urban Development Types Flexible Land Use & Zoning **Incentive Based Development Area-Wide Approval Processes Intergovernmental Coordination**

























Urban Design & Redevelopment Strategies