



Agenda
Minnetonka City Council
Study Session
Monday, July 19, 2021
6:30 p.m.
Minnetonka Community Center – Dining Room

1. Reports from City Manager & Council Members
2. Urban Land Institute Presentation on Navigating Your Competitive Future
3. Adjournment

***There may be a quorum of Planning Commission and Economic Development Advisory Commission members present**

The purpose of a study session is to allow the city council to discuss matters informally and in greater detail than permitted at formal council meetings. While all meetings of the council are open to the public, study session discussions are generally limited to the council, staff and consultants.



**Study Session Agenda Item #
Meeting of July 19, 2021**

Title: Urban Land Institute – Navigating your Competitive Future
Report From: Julie Wischnack, AICP, Community Development Director
Submitted through: Geralyn Barone, City Manager
Choose an item.

Action Requested: Presentation and Dialogue

Summary Statement

The Urban Land Institute (ULI) of Minnesota is a nonprofit research and education organization that focuses on land use and real estate matters. ULI provides various workshop opportunities and will be conducting their Navigating Your Competitive Future workshop with the City Council, Planning Commission, and Economic Advisory Commission members.

Strategic Profile Relatability

- | | |
|--|--|
| <input type="checkbox"/> Financial Strength & Operational Excellence | <input type="checkbox"/> Safe & Healthy Community |
| <input type="checkbox"/> Sustainability & Natural Resources | <input checked="" type="checkbox"/> Livable & Well-Planned Development |
| <input type="checkbox"/> Infrastructure & Asset Management | <input type="checkbox"/> Community Inclusiveness |
| <input type="checkbox"/> N/A | |

Statement: The strategic priority that relates to this session is - livable and well-planned development.

Background

The City of Minnetonka participated in a similar session approximately ten years ago. At that time, the economy was very challenging, and cities were focused on recovery efforts. Because the city is again experiencing change, including development and real estate, it is timely to conduct a workshop specifically focused on these issues. The workshop is intended to be engaging and interactive.

Workshop Agenda

- Overview of Market Forces/Trends & City Specific Community Change Data — Cathy Bennett, ULI MN - 20 minutes
- Developer Panel – a facilitated discussion with key real estate panelists will focus on the current market trends in housing, mixed-use large and small redevelopment projects, the importance of partnerships between cities and the development community, financing

metrics to support affordability, and strategies to position cities to be economically competitive — 45 minutes

- Panelists include: (bios attached)
 - Cecile Bedor, CommonBond Communities
 - Bob Cunningham, Inland Development Partners
 - Alex Frank, Magnolia Homes
 - Carl Runck, Ryan Companies
- Q & A — Cathy Bennett will facilitate questions from the Council, Planning Commission, and other workshop participants in response to the panel discussion— 45 minutes
- Wrap-Up/Next Steps — Staff— 5 minutes



CITY OF MINNETONKA JULY 19, 2021 PANELIST BIOS

CECILE BEDOR

EXEC VP OF DEVELOPMENT

[COMMONBOND COMMUNITIES](#)



Cecile Bedor joined the CommonBond team as Executive Vice President of Real Estate in April 2018. She brings an unwavering commitment to CommonBond's [mission](#), and executive leadership skills and practical experience to lead all real estate activities for CommonBond. She is responsible for all aspects of the purchase and development of real estate; property asset management to ensure financial sustainability and reporting to project funders and investors.

Cecile previously served as the Executive Vice President of GREATER MSP, where she began in 2014. Prior to that, she served for eight years as the City of Saint Paul's Director of Planning and Economic Development (PED). During that time, she was also the Executive Director of the City's Housing & Redevelopment Authority. Prior to joining the City, she was the Director of Partnerships and Development for the Minneapolis Public Library, overseeing the system's marketing and communications; community library capital projects; and community partnerships. She previously held positions with the National Equity Fund, the Metropolitan Council, and Aeon.

Through Board and volunteer service, she's supported various organizations, including the Itasca Project, the American Red Cross – MN, Wilderness Inquiry, Hope Community, Lambda Alpha, Saint Paul College, and others. She has two adult children and lives in south Minneapolis.

BOB CUNNINGHAM

PARTNER

[INLAND DEVELOPMENT PARTNERS](#)



Bob Cunningham is responsible for business development for Inland Development Partners and brings 40 years of property development and redevelopment expertise to the company. He joins the team having been responsible for a number of groundbreaking public/private partnerships. Bob has worked on complex retail, multi-family and entertainment development projects in the Twin Cities and Seattle areas. Before joining IDP, Bob was Principal at Melrose Company and TOLD Development Company where he was involved with all levels of development and operations.

Bob has expertise in industrial, retail and multi-family development, including the award winning Excelsior & Grand project. He also has experience in entertainment facilities with retail, residential and commercial elements, acquisition and development agreements, financing, development and leasing of office and industrial properties and sustainable and green building practices.



Navigating Your Competitive Future

PRESENTED BY **ULI MINNESOTA**

J. ALEX FRANK

OWNER

MAGNOLIA HOMES



J. Alex Frank currently serves as the managing director (owner) for two companies Magnolia Homes, LLC, a real estate development company focused on increasing workforce/affordable housing solutions, and Magnolia Residential Properties, LLC, a real estate holding company operating in multiple states. He has been a real estate investor for over 23 years.

Also, Alex has over 17 years of Supply Chain experience with multiple Fortune 500 companies and has retired from the United States Marine Corps Reserves. He has a BS in Engineering from Tulane University and a MS in Technology Management from the University of Maryland. Alex currently serves as the 2019 REDI Program co-chairman and is a volunteer with the ULI UrbanPlan high school program.

CARL RUNCK

DIRECTOR OF REAL ESTATE DEVELOPMENT

RYAN COMPANIES



Carl brings an extensive track record of high-profile development experience to his role as Director of Real Estate Development at Ryan. In this position, he is responsible for sourcing and managing the development of transformative multifamily and mixed-use projects in the North Region. He leads multi-disciplinary teams through all aspects of the development process including site selection and acquisition, partnership structuring, due diligence, government approvals, design and construction coordination, lease/sale negotiations and project financing. Utilizing creative problem-solving skills, deep market insights, and a collaborative approach to each deal, Carl builds successful relationships that deliver lasting results for users, investors and the community.

Carl is a Board Member and Task Force Chair of the Development Committee Minneapolis Downtown Council 2025 Plan, Board Member of NAIOP Minnesota Chapter and Fairview Ebenezer Senior Housing and Former Board Member of Minneapolis Warehouse District Business Association and City of Plymouth HRA.