PLANNING AND DEVELOPMENT APPROACH

Parties jointly recognize and promote that this effort builds upon the University’s new and evolving model for University Development.

Planning/Development Partner commits to delivering on HU’s vision represented in the Campus Master Plan as well as any emerging HU vision, objectives, and strategy for the subject area and corridor.

Planning/Development Partner to present options and opportunities for consideration by HU. HU has final approval over the final development plan for the subject area.

A cohesive approach to optimize value – HU branding and programmatic integration to be prominent throughout the subject area and corridor.

Dedicated Pre Development team consisting of Planning/Development Partner and HU representatives to collaborate on the development plan prior to HU approval.

ECONOMIC VALUE TO HOWARD

HU must obtain fair market value (FMV) for the ground lease supporting all development.

HU must receive additional value/benefits in exchange for any sole-sourced/non-competitive transaction (e.g., premium pricing, ancillary profit opportunities, etc.).

HU must safeguard the integrity of any sole source transaction by protecting against windfall profits through gross revenue participation and participation in liquidity events.

HU provides NO direct or indirect economic subsidy towards the construction and operation of any commercial developments components.

LINK TO HOWARD MISSION AND VALUES

Planning/Development Partner must demonstrate diversity on the development team.

Planning/Development Partner must demonstrate a commitment to coordinated community engagement in conjunction with HU.

Planning/Development Partner must demonstrate a commitment to Inclusionary Zoning and other HU oriented housing programs that promote affordability.

Planning/Development Partner to collaborate with HU on potential acquisition and development opportunities that are strategic and economically feasible.

Development proposals must have a linkage to and create sustainable value to HU’s academic mission (e.g., enhances opportunities and quality of life for HU students, faculty, staff, and brand).

TIMING AND RISK SHARING

HU prefers to receive FMV upfront and require Planning/Development Partner to assume all market and development risk.

HU wants to simplify the requirements for managing, monitoring, and administering its economic interest over the life of the ground lease, therefore complex deal structures, ownership structures, and participation are discouraged.