



**Saint Paul**  
PORT AUTHORITY

# Our Mission

The Saint Paul Port Authority is a conduit to quality job opportunities, expands the tax base, and advances sustainable and equitable development, and supports river commerce.



# Development Team



# Special Projects

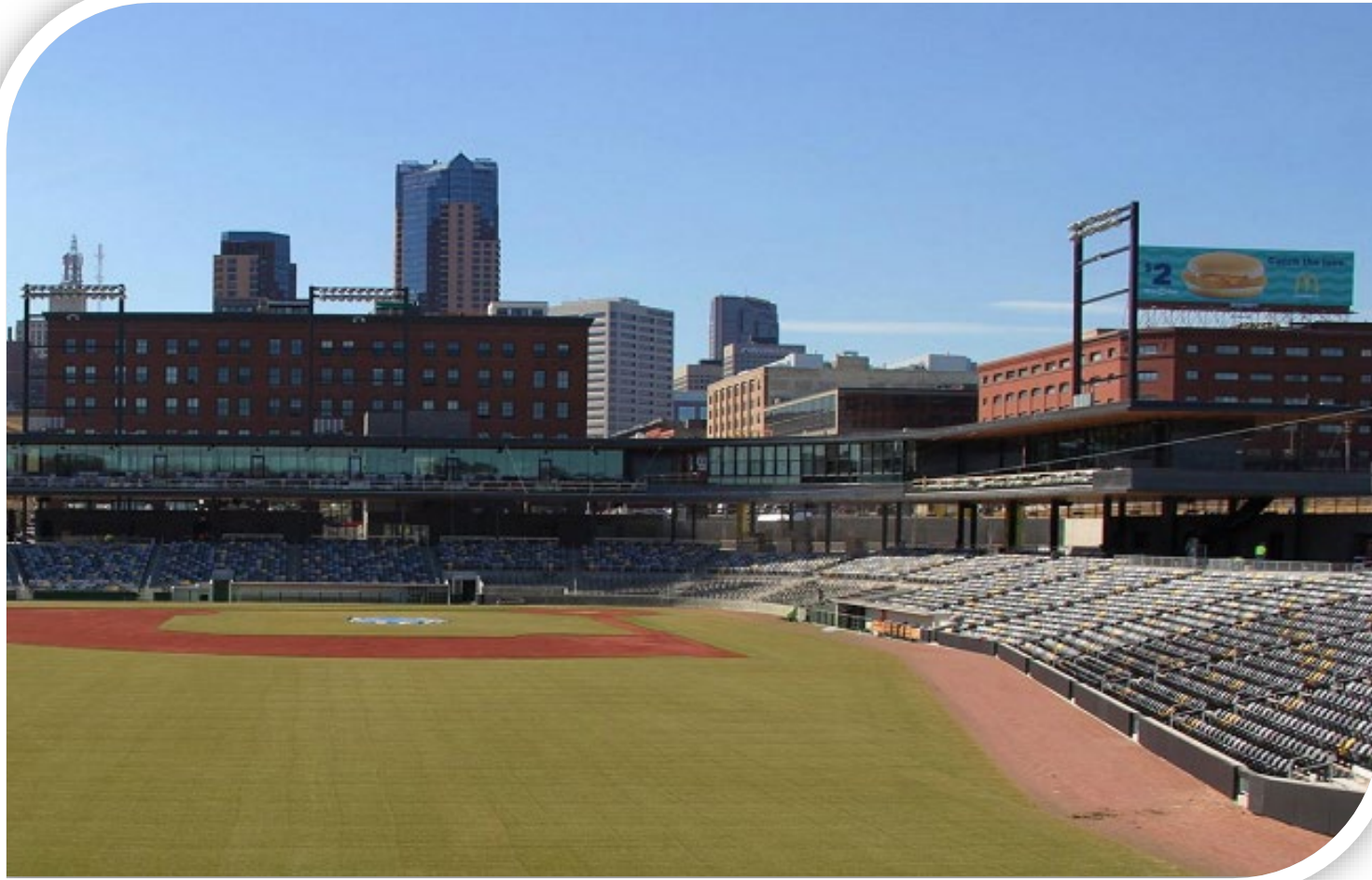




# Treasure Island Center



# **Richard H. Rowan Public Safety Training Center**



# CHS Field



# Allianz Field





# Hillcrest





**Saint Paul**  
PORT AUTHORITY



# Why River Shipping?



The Mississippi River connects Minnesota and all Upper Midwest farmers to the global market.



**Saint Paul**  
PORT AUTHORITY

# What's moving on the River?



## Top Imports

- Cement
- Salt (think winter)
- Sand
- Gravel
- Fertilizer
- Coal

## Top Exports:

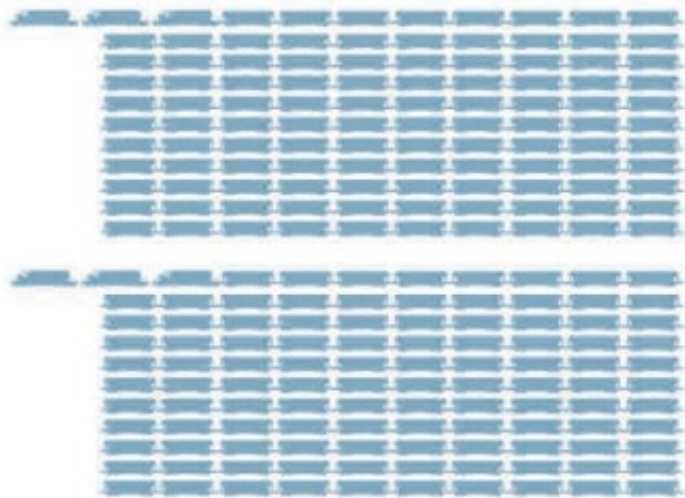
- Corn
- Soybeans
- Feed
- Wheat
- Fertilizer (Potash from Canada)



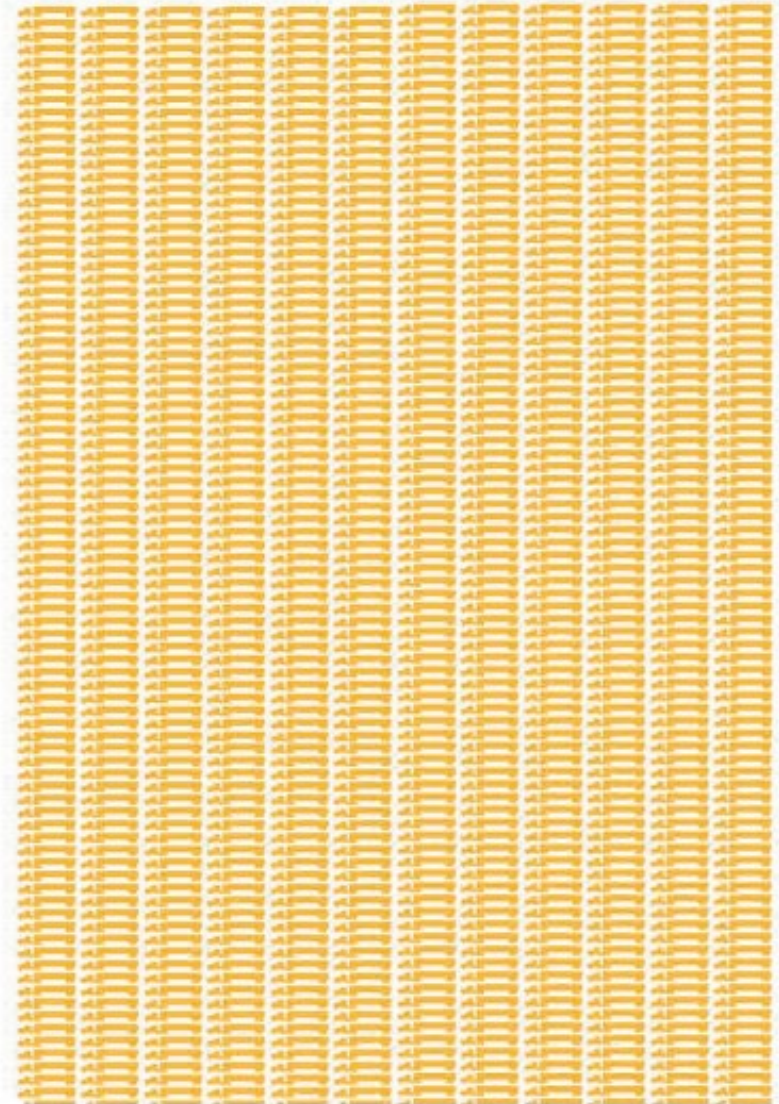
One 15-Barge Tow



216 Rail Cars + 6 Locomotives



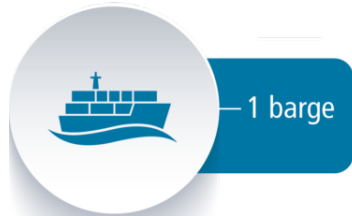
1,050 Large Semi Tractor-Trailers



Source: National Waterways Foundation

## River Shipping: The Efficient Choice

Units needed to carry 1,750 short tons of dry cargo

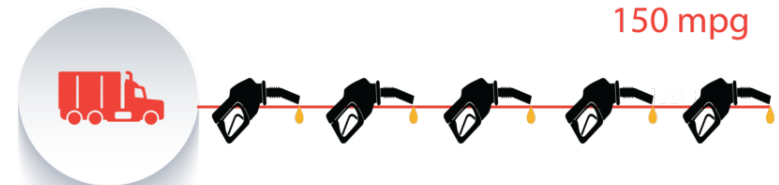
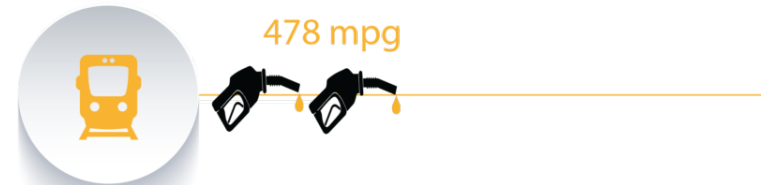
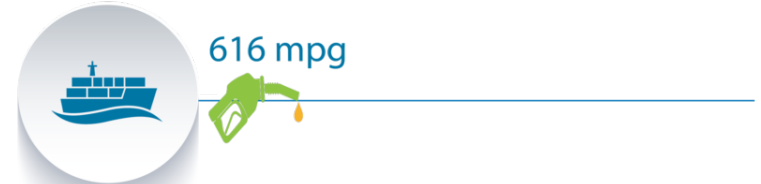


One loaded covered hopper barge carries 58,333 bushels of wheat, enough to make almost 2.5 million loaves of bread.



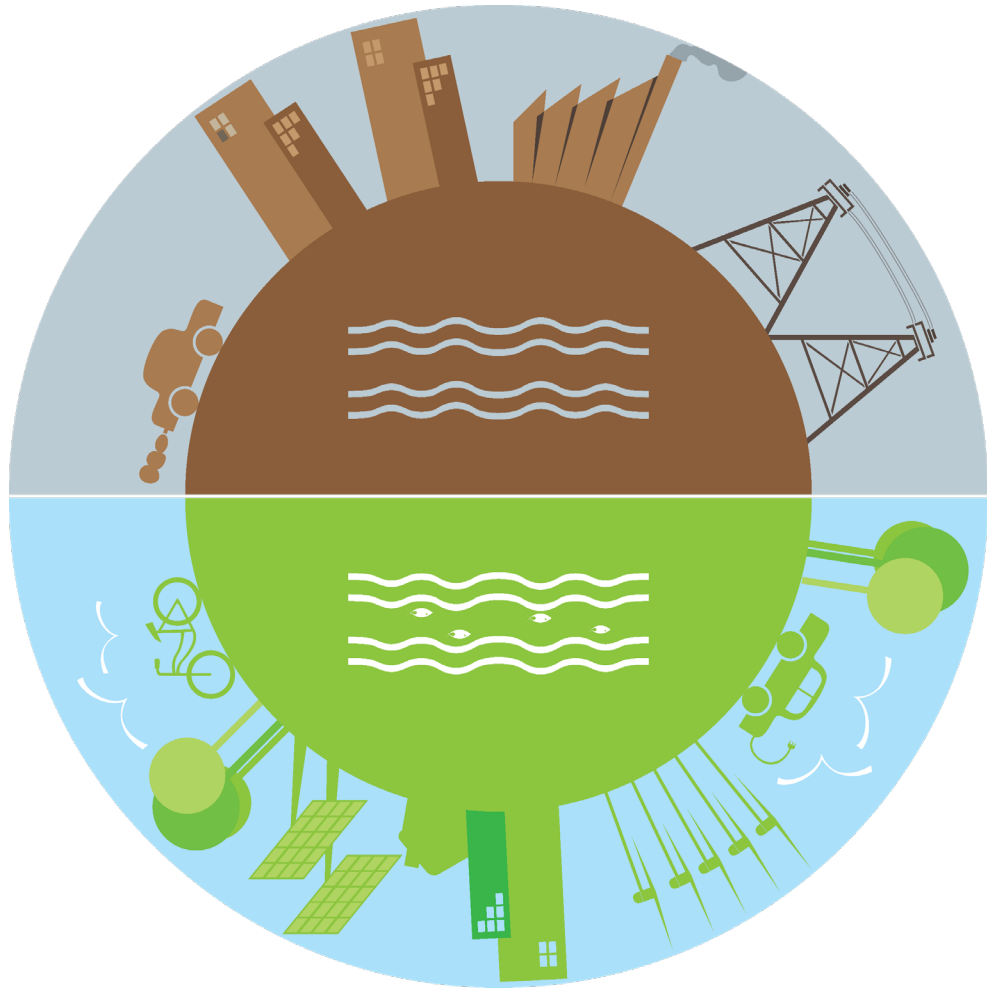
## River Shipping: The Green Option

MPG Achieved Transporting 1 Ton of Cargo



Source: National Waterways Foundation

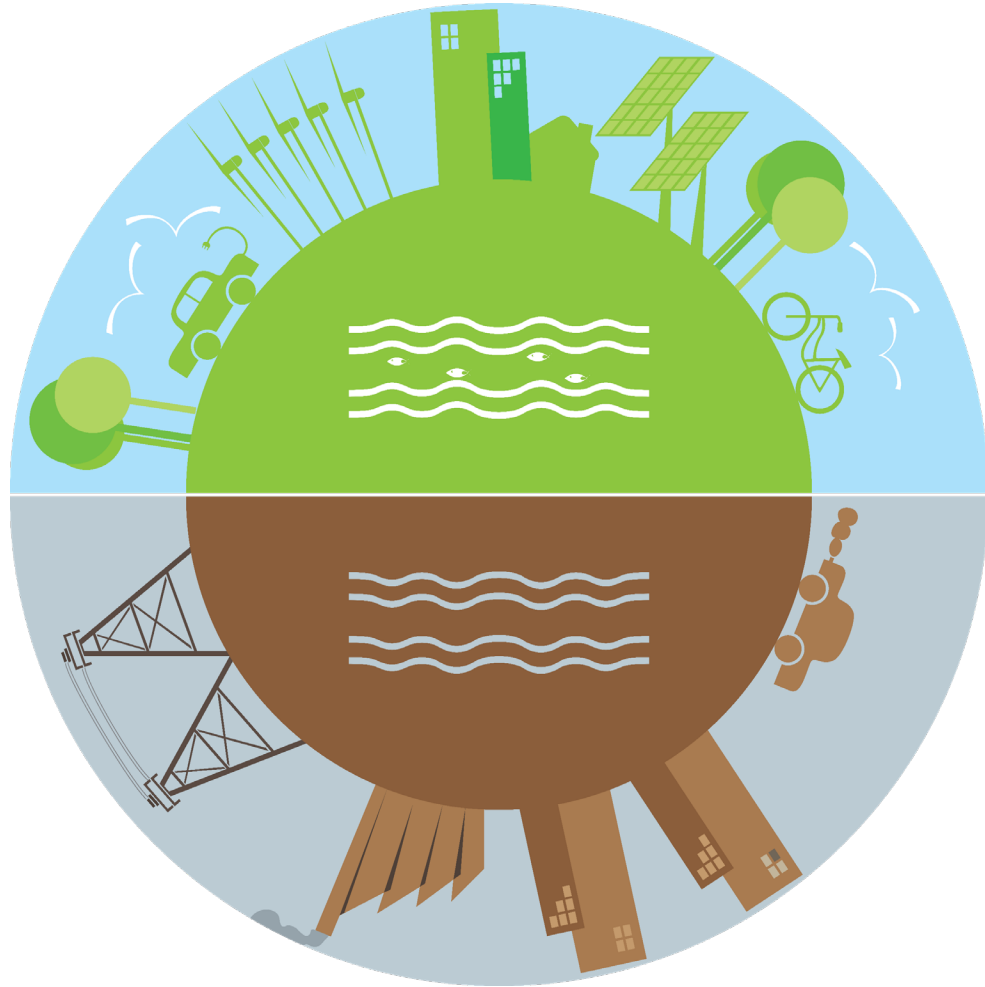
# Land Sales



## **Brownfields:** **Purchaser of Distressed Properties**

The Saint Paul Port Authority is one of the most successful organizations in the state in terms of utilizing federal, state, and local grants for environmental clean-up.

Our clean-up efforts ultimately lead to private investment, quality job opportunities, and an increased tax base.



# Remediation

Many urban redevelopment projects include costs for:

- Hazardous Material Abatement
- Soil
- Soil Gas/Vapor
- Groundwater Contamination

# Workforce Agreements



- Jobs Per Sq. Ft.
- Hourly Wage Minimums
- Local Hiring
- Currently Reworking

# Results

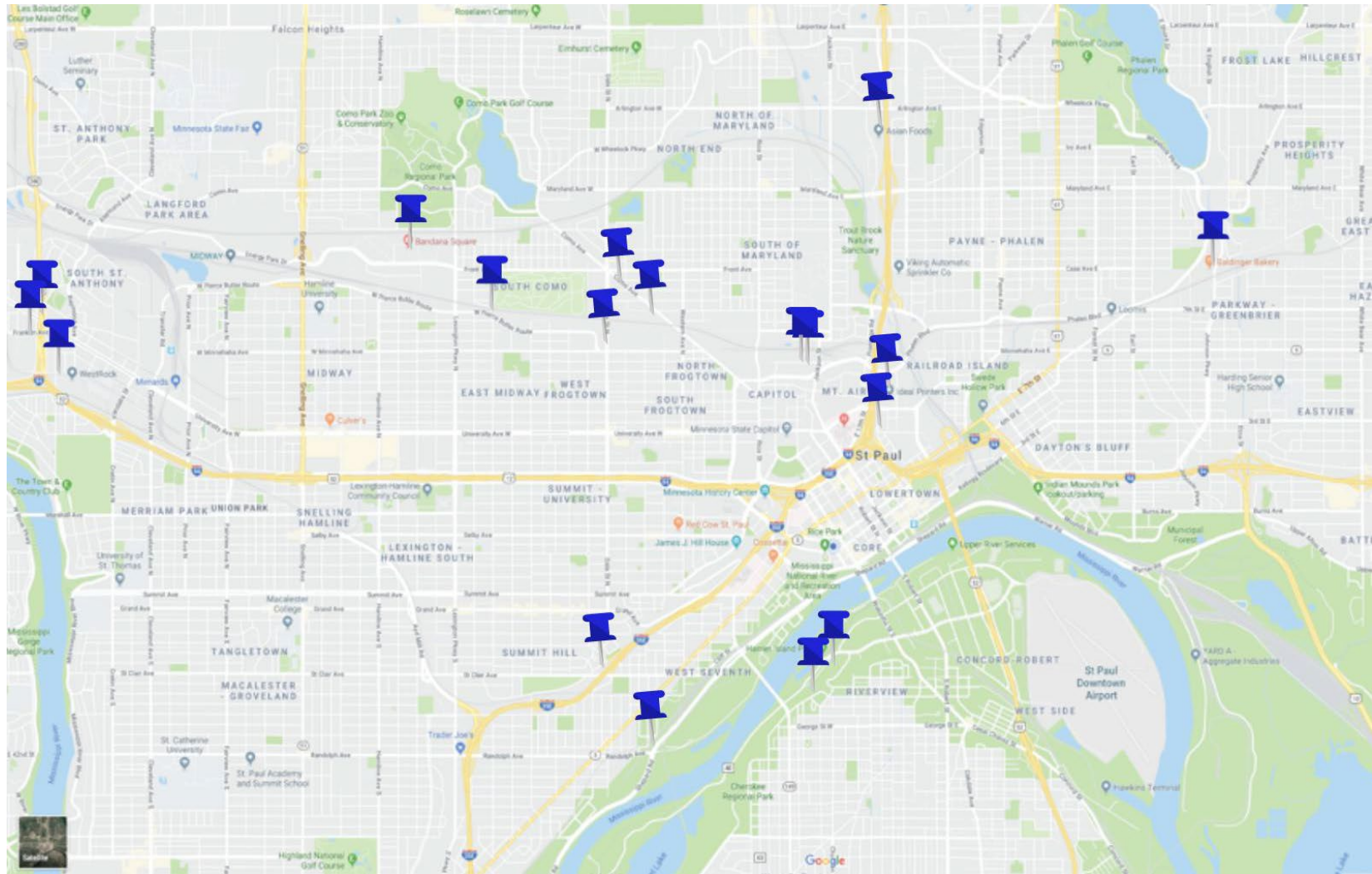


**17**  
**Industrial Centers**

**500+**  
**Companies**

**25,000+**  
**Jobs**

**\$12MM**  
**Annual Tax Revenue**





# Williams Hill



Pre-development



Post-development

# Great Northern



Pre-development



Post-development



# Energy Park



**5,477**  
Jobs

**\$6.7**  
million  
In Tax  
Revenues

# Crosby Lake



**433**  
Jobs

**\$750K**  
In Tax  
Revenues



# Beacon Bluff



**950**  
Jobs

**\$1.4 M**  
In Tax Revenues



**Port Consulting**



## Sharing Our Expertise

Port Consulting fits underneath the Capital City Properties umbrella and is positioned to become a revenue-generating entity that will support Saint Paul Port Authority projects. Port Consulting services are available statewide, with a number of key projects in Saint Paul.

### Saint Paul Projects

- Allianz Field / Snelling-University
- League of MN Cities
- Minnesota Chemical/Exeter
- Public Safety Training Facility

### Greater MN Projects

- Bemidji Rail Corridor
- Red Wing
- North St Paul





# Advancing Sustainable Development

We require companies developing on our sites to go through our **Green Design Review** process. The goal is to minimize the carbon footprint for each project we are involved with.





# Why?

- According to the U.S. Green Building Council, buildings account for an average of 41% of the world's energy use
- The industrial sector accounts for 30% while transportation accounts for 29%
- In the United States, buildings are responsible for 73% of the country's electricity consumption

*Source: U.S. Energy Information Administration*



# Our Goal For Net Zero

We have invested in the design of a [Net Zero Light Industrial Building](#), similar to those found in our business centers, where the energy generated is equal to or greater than the energy used. We continue to actively seek a partner to make this building a reality in Saint Paul or the region.





**Energy Based Loans  
Generate \$1 Million in  
Revenues Each Year.**

TrillionBTU Loans  
Dating Back to 2014  
**Are Saving**  
**Minnesota**  
**500 BILLION**  
**BTUs/Year**



**PACE Loans**  
Dating Back to 2014  
**Are Saving**  
**Minnesota**  
**183 BILLION**  
**BTUs/Year**



**It's also the CO<sub>2</sub> equivalent  
of burning 112 million  
pounds of coal.**



**That's enough energy to  
power 5,590 average  
Minnesota homes**





# Economic Development Peers

- Municipal Partners (Federal, State, Local)
- Grant Funders
- Philanthropy Community
- District Councils / Neighborhood Groups
- Cultural Groups
- Developers & Brokers
- Bankers/Lenders
- Businesses
- Workforce Solution Providers
- Higher Ed... and many more



# Real Estate & Developer Networks

- USGBC
- Industrial Asset Management Council
- MNCAR
- NAIOP
- CoreNet
- BOMA
- ULI
- ICSC
- MNSCA

# Partnerships in Action

- East Side Employment Xchange
- Ramsey County Workforce Solutions
- BRE&A with ED Partners and the East Team



# Why Hillcrest Golf Course?



- We can accelerate redevelopment
- We are experts at remediating brownfields
- Our team is uniquely skilled at managing both public and private relationships/expectations



# Equitable & Sustainable Development



# LEED For Communities Categories



- Integrative Process
- Natural Systems and Ecology
- Transportation and Land Use
- Water Efficiency
- Energy and Greenhouse Gas Emissions
- Materials and Resources
- Quality of Life
- Innovation

Y ? N

Cities Communities

			POSSIBLE: 5	POSSIBLE: 5			
	2	2	1	<b>INTEGRATIVE PROCESS</b>			
Y			Prereq	Integrative Planning and Design Process	REQUIRED	REQUIRED	
	2	2	1	Credit	Green Building Policy and Incentives	5	5

			POSSIBLE: 13	POSSIBLE: 13		
	11	2	0	<b>NATURAL SYSTEMS AND ECOLOGY</b>		
Y			Prereq	Ecosystem Assessment	REQUIRED	REQUIRED
Y			Prereq	Construction Activity Pollution Prevention	REQUIRED	REQUIRED
Y			Prereq	Green Spaces	REQUIRED	REQUIRED
	5		Credit	Natural Resources Conservation and Restoration	5	5
		2	Credit	Light Pollution Reduction	2	2
	6		Credit	Resilience Planning	6	6

			POSSIBLE: 18	POSSIBLE: 18		
	8	10	0	<b>TRANSPORTATION AND LAND USE</b>		
		6	Credit	Compact, Mixed Use and Transit Oriented Development	6	6
		4	Credit	Walkability and Bikeability	4	4
	2		Credit	Access to Quality Transit	2	2
	2		Credit	Alternative Fuel Vehicles	2	2
	2		Credit	Smart Mobility and Transportation Policy	2	2
	2		Credit	High Priority Sites	2	2

			POSSIBLE: 12	POSSIBLE: 12		
	7	0	5	<b>WATER EFFICIENCY</b>		
Y			Prereq	Integrated Water Management	REQUIRED	REQUIRED
Y			Prereq	Water Access and Quality	REQUIRED	REQUIRED
	5		Credit	Stormwater Management	5	5
		5	Credit	Wastewater Management	5	5
	2		Credit	Smart Water Systems	2	2

			POSSIBLE: 31	POSSIBLE: 31			
	26	2	3	<b>ENERGY AND GREENHOUSE GAS EMISSIONS</b>			
Y			Prereq	Power Access, Reliability and Resiliency	REQUIRED	REQUIRED	
	16		3	Prereq	Energy and Greenhouse Gas Emissions Management	15	19
	2	2	Credit	Energy Efficiency	4	4	
	6		Credit	Renewable Energy	6	6	
		N/A	Credit	Low Carbon Economy	4	-	
	2		Credit	Grid Harmonization	2	2	

Y ? N

Cities Communities

			POSSIBLE: 11	POSSIBLE: 11			
	3	4	4	<b>MATERIALS AND RESOURCES</b>			
Y			Prereq	Construction and Demolition Waste Management	REQUIRED	REQUIRED	
Y			Prereq	Solid Waste Management	REQUIRED	REQUIRED	
		2	Credit	Organic Waste Treatment	2	2	
	3		2	Credit	Recycling Infrastructure	5	5
		2	Credit	Responsible Sourcing for Infrastructure	2	2	
		2	Credit	Smart Waste Management Systems	2	2	

			POSSIBLE: 10	POSSIBLE: 10		
	6	4	0	<b>QUALITY OF LIFE</b>		
Y			Prereq	Demographic Assessment	REQUIRED	REQUIRED
Y			Prereq	Social Infrastructure	REQUIRED	REQUIRED
Y			Prereq	Economic Growth	REQUIRED	REQUIRED
	2		Credit	Affordable Housing	2	2
	2	4	Credit	Public Health	6	6
	2		Credit	Emergency Management and Response	2	2

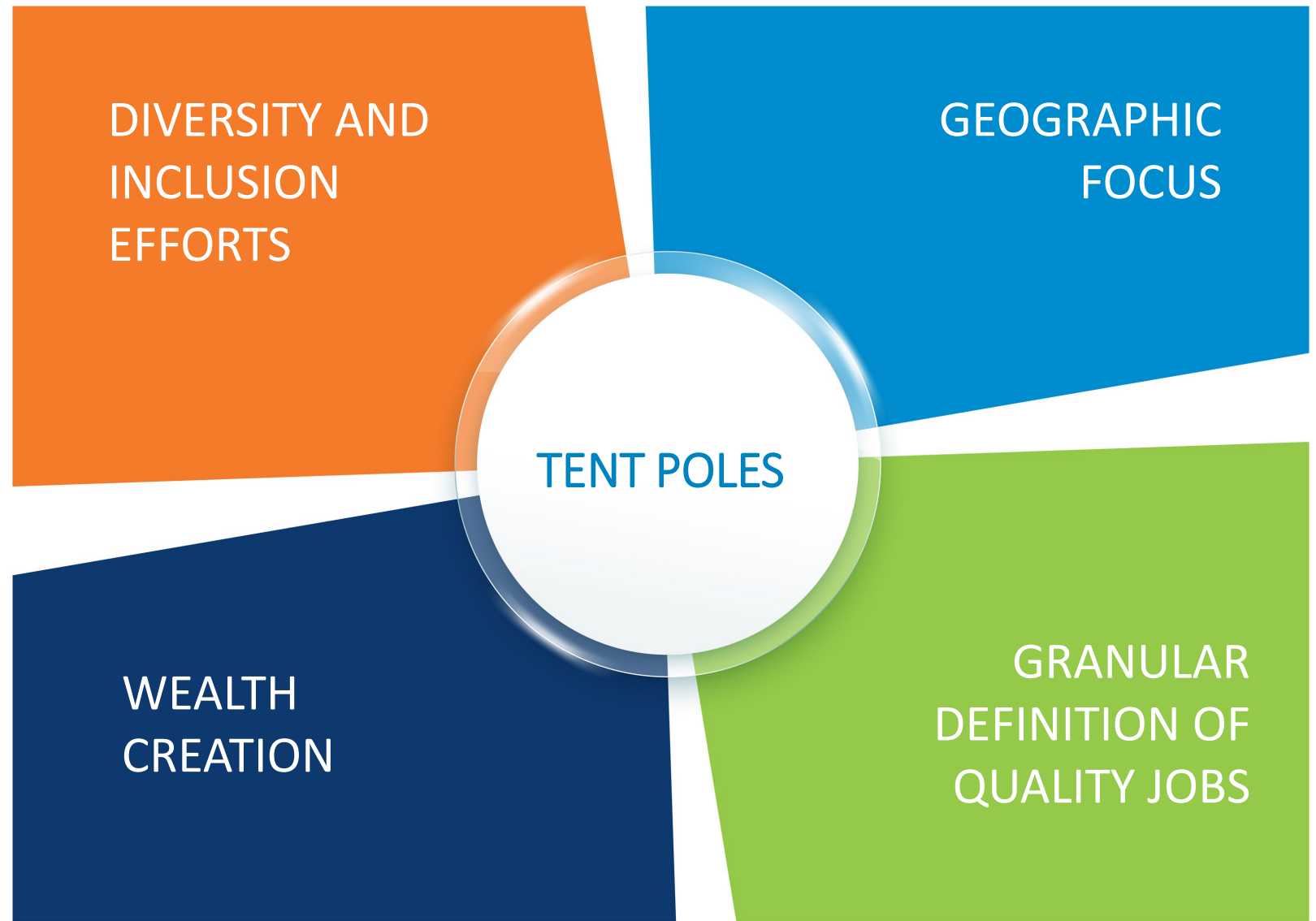
			POSSIBLE: 6	POSSIBLE: 6		
	5	1	0	<b>INNOVATION</b>		
	5	1	Credit	Innovation	6	6

			POSSIBLE: 4	POSSIBLE: 4		
	4	0	0	<b>REGIONAL PRIORITY</b>		
	4		Credit	Regional Priority	4	4

<b>72</b>	<b>25</b>	<b>13</b>	<b>TOTAL</b>	<b>110</b>	<b>110</b>
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40-49  
CERTIFIED50-59  
SILVER60-79  
GOLD80+ Points  
PLATINUM

**NEW**  
**Workforce  
Agreement  
Model**





# Project Ecosystem

Each development project is an ecosystem of entities and individuals providing materials or services to complete the project. A project will typically produce approximately 5.5 direct jobs per \$1 million of construction cost.

While construction jobs are most visible, the full measure of the economic impact of a project also includes the behind the scenes work of the consultants, engineers, and subcontractors associated with bringing the project to life.

Additionally during construction, the project supports employment of material manufacturers, logistics and supply chain professionals, as well as public officials in the permitting and inspections.

Finally, as a project moves from construction to operations, the work of vendors and employees responsible for managing, leasing, and activating the project, the services required to maintain the project, and the ongoing property tax revenue generated all contribute to the local economy through various direct and indirect ways.

The **highlighted** boxes indicate the only project constituents currently under contract to fulfill the work required to bring ONE PROJECT from planning to operations. ***The development team is committed to prioritizing and procuring this work with local BIPOC and North Minneapolis entities and employees in order to maximize the local economic impact, help sustain and build capacity for local businesses, while providing jobs and other employment opportunities for nearby residents.***

Development Team
Developer/Investors
Development Manager
Preconstruction Manager
Development Advisor
Landlord Broker
Tenant Representative Broker
<b>Master Plan Architect</b>
Building Architect
Interior Architect
Structural Engineer
Mechanical Engineer
Electrical Engineer
Fire/Plumbing
Elevator Consultant
Acoustical Engineer
Civil Engineer
<b>Landscape Design</b>
Public Realm Design & Program
<b>Sustainability Consultant</b>
Environmental Engineer
Geotech Engineer
Traffic Engineer
Parking Consultant
Market Research/Analyst
Signage Consultant
Security Consultant
Historic Consultant
Survey
Title Commitment
Legal/Lawyers
Financing/Lenders
Appraiser
Brand, Marketing & Graphics
Communications Manager
Insurance Agent
Tax Consultant
Labor/Workforce Consultants

General Conditions
General Contractor
Testing & Inspections
Survey
Insurance

Site Work
Fencing
Excavation & Grading
Asphalt Paving
Concrete Work
Site Signage
Site Specialties
Site Utilities
Storm Drainage Systems
Fire Protection
Landscaping & Irrigation
Electrical
Progress Photography

Building Construction
Final Cleaning
Concrete Reinforcing
Cast-in-Place Concrete
Concrete Pumping
Masonry
Struct/Misc. Steel Suppliers
Rough & Finish Carpentry
Woodwork Supplier
Waterproofing
Roofing & Sheet Metal
Caulking
Doors & Hardware
Glass & Glazing
Interior Partitions
Stone & Tile
Ceilings & Acoustic
Flooring
Painting
Window Treatments
Special Construction
Elevators
Fire Protection
Plumbing
HVAC Systems
Electrical
Integrated Systems
Systems Commissioning

Property Management
Asset Manager
Leasing/Marketing Manager
Property Manager
Janitorial
Window Cleaning
Trash Removal
Utility Service
Building Systems Maintenance
Building Labor
Landscaping Maintenance
Snow Removal
Security/Property Protection
Fire & Safety
Pest Control
Building Repairs & Maintenance
Property Insurance
Public Realm Programming
Arts/Activation

# Vendor and Supplier Diversity

Just.

A voluntary disclosure tool that helps organizations report on social justice indicators.

Just 2.0

# Just.

Organization Name: ABC Corporation  
Organization Type: Service Provider  
Headquarters: Seattle, Washington  
Office Locations: 30  
Number of Employees: 10,750

## Social Justice Indicators:

### Diversity & Inclusion

- Gender Diversity
- Ethnic Diversity
- Inclusion
- Engagement

### Employee Benefits

- Health Care
- Retirement Provision
- Family/Medical Leave
- Training/Education

### Equity

- Full-Time Employment
- Pay-Scale Equity
- Freedom of Association
- Living Wage
- Gender Pay Equity

### Stewardship

- Local Communities
- Volunteering
- Animal Welfare
- Charitable Giving
- Positive Products

### Employee Health

- Physical Health
- Well-Being

### Purchasing & Supply Chain

- Equitable Purchasing
- Supply Chain

THE SOCIAL JUSTICE LABEL 2.0

ABC-001

EXP. 12/30/2020

INTERNATIONAL LIVING FUTURE INSTITUTE™

**We support a  
CARBON-FREE  
COMMUNITY to  
the extent that it:**



Reduces social and economic disparities in Saint Paul



Improves the marketability for private investment



Does not price the site out of the market



Brings joy to the community

# Case Studies



**BedZED**



**EVA-Lanxmeer**

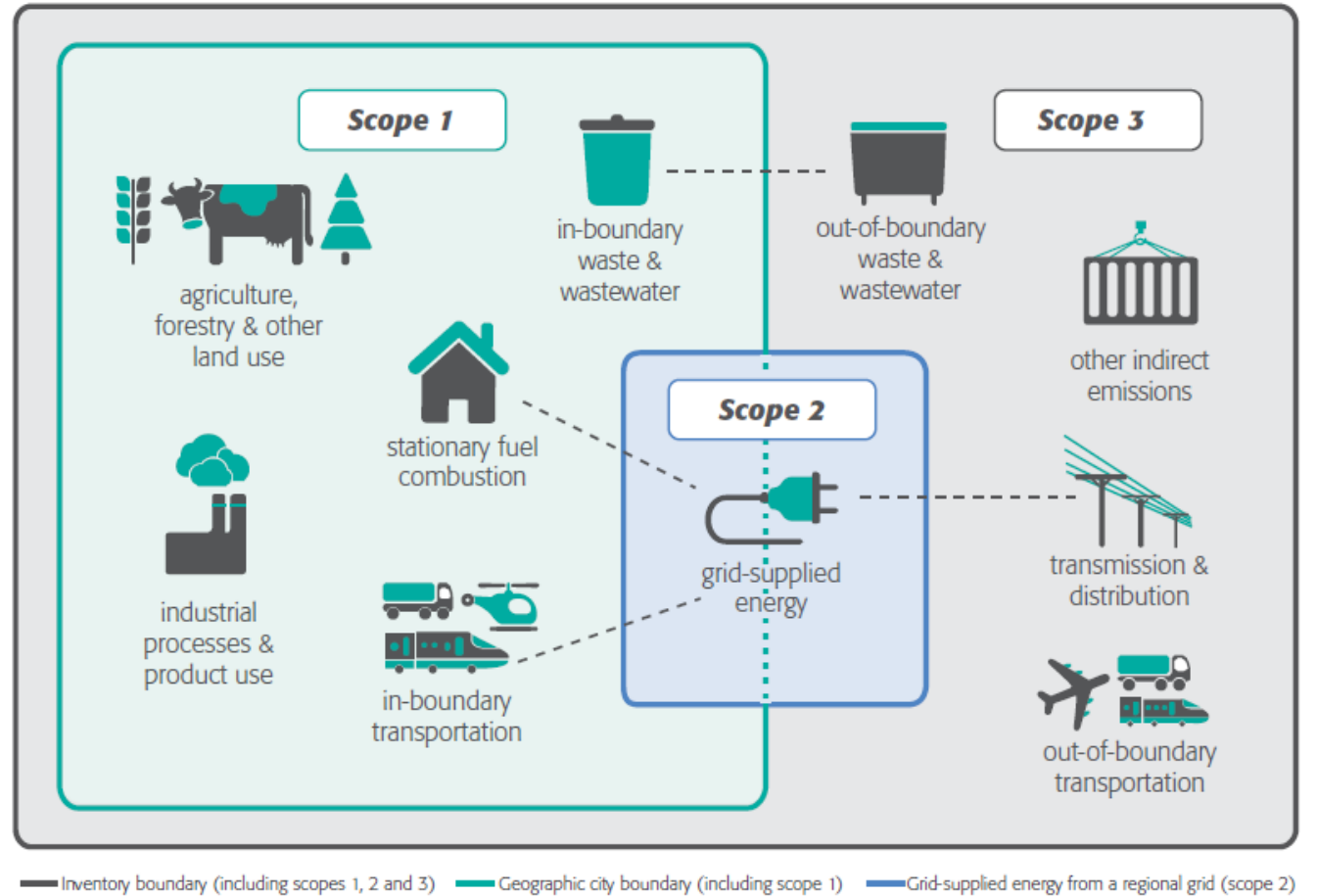


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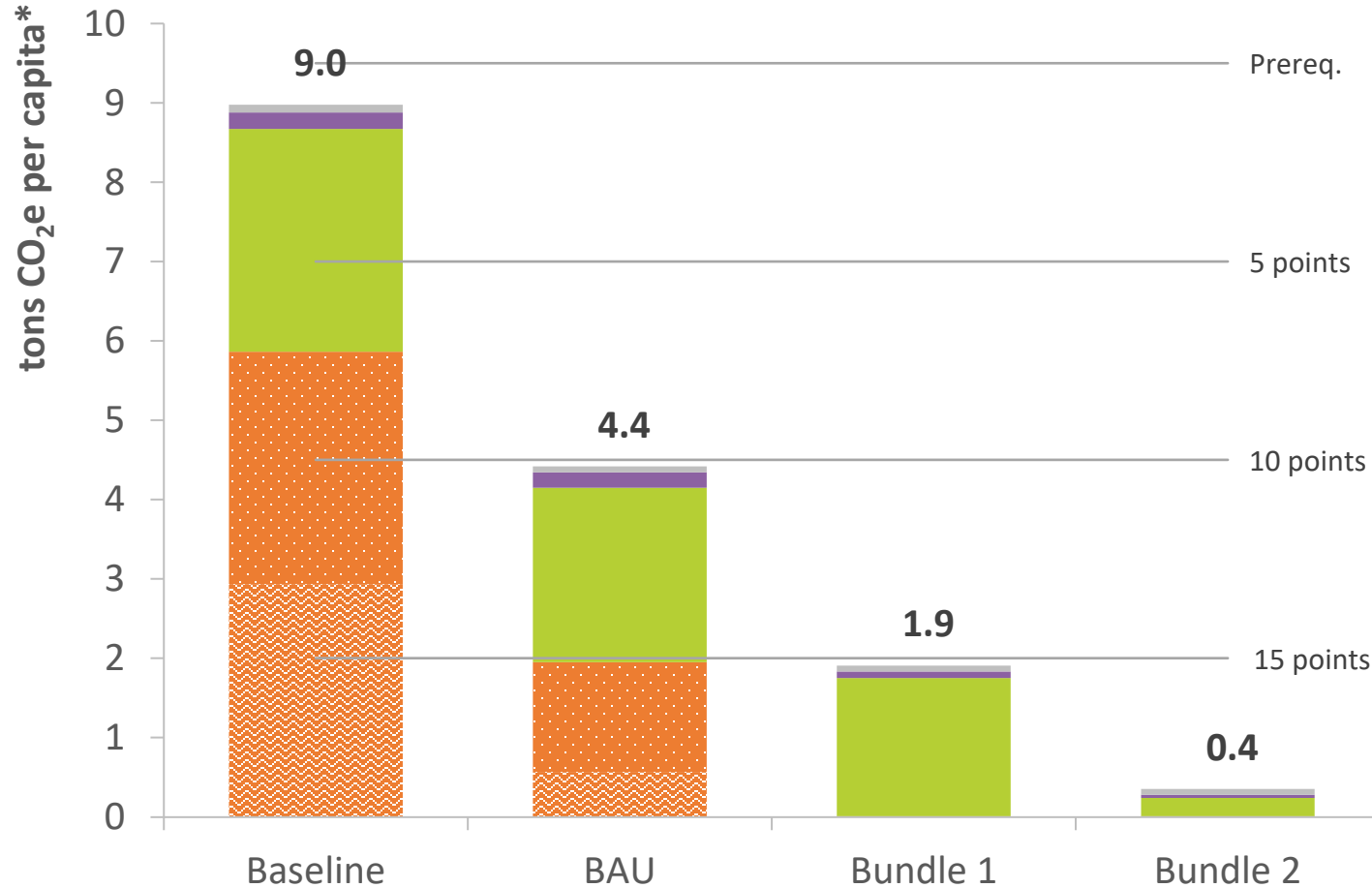


# SCOPE

1. Buildings
2. Street lighting and public area lighting
3. Transportation
4. Water and wastewater
5. Waste management
6. Other



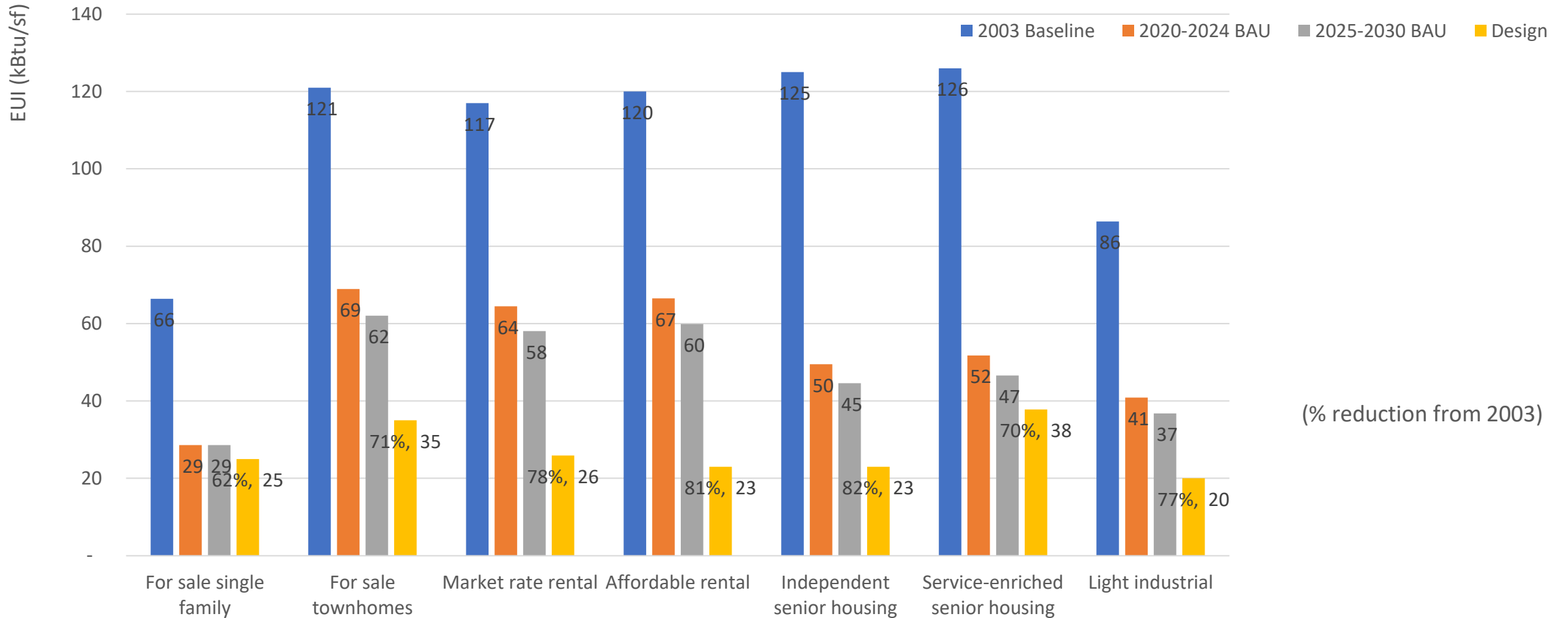
# Hillcrest GHG Emissions Scenarios



- Wastewater
- Solid Waste
- Transportation
- Natural Gas
- Electricity

\*LEED's definition of per capita includes both resident and working population

# Hillcrest Building Energy Use Intensity



# Energy Efficiency Strategies



- Passive systems (solar, cooling, ventilation)
- High-performance building envelopes
- High-performance HVAC (heat pumps)
- Efficient fixtures
- Advanced building controls
- Operator training and occupant education
- Real-time monitoring

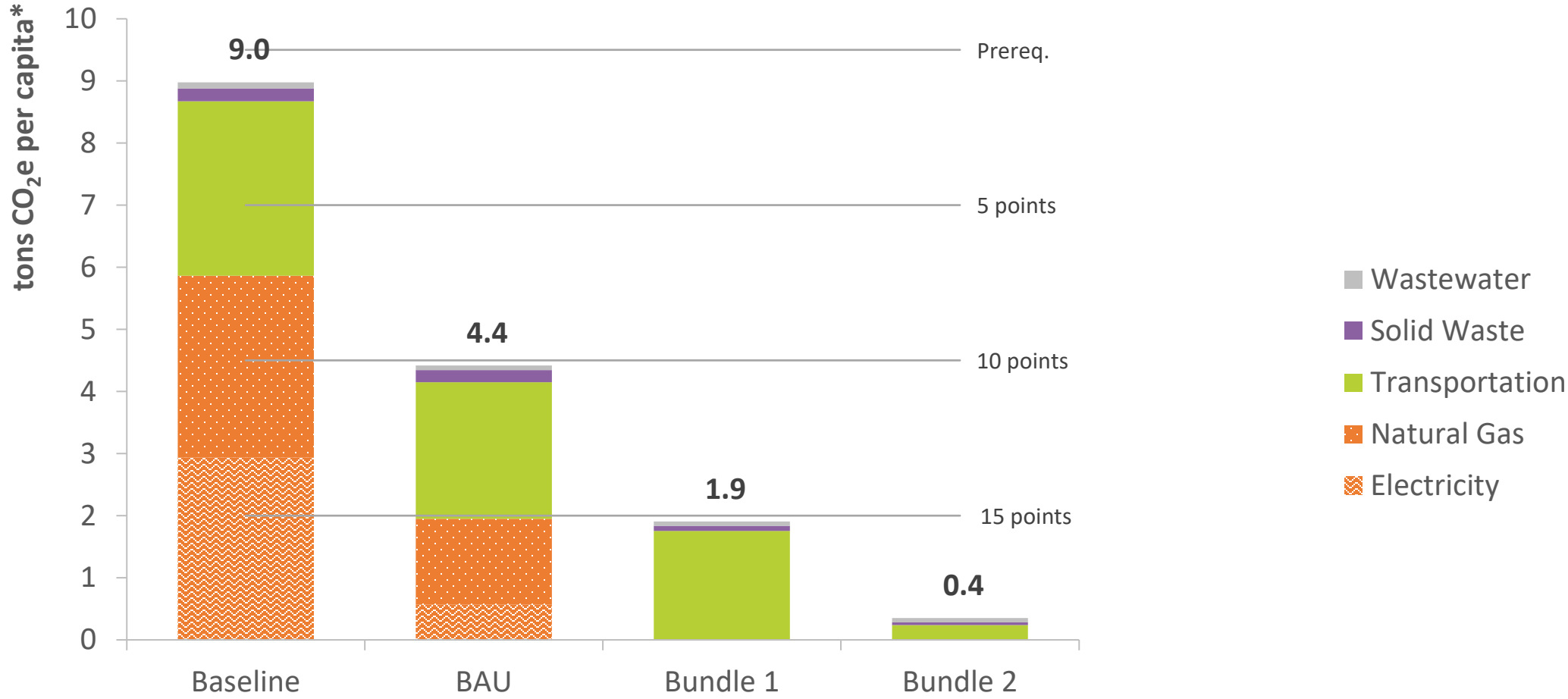


# Travel Strategies



- Walkability, bikeability
- Multi-modal support
- EV support
- Shared vehicles
- Improved transit access
- Access to services
- Shuttles to job centers
- Telecommuting
- Job that comes with the house,  
house that comes with the job

# Hillcrest GHG Emissions Strategies





# VIEW FROM NORTHEAST / ACROSS MCKNIGHT



## PRE-DESIGN LIGHT INDUSTRIAL BUILDING

190781 | Hillcrest Redevelopment | September 30, 2021





# VIEW FROM SOUTHEAST / CORNER OF MCKNIGHT AND ARLINGTON



## PRE-DESIGN LIGHT INDUSTRIAL BUILDING

190781 | Hillcrest Redevelopment | September 30, 2021

