

COPPER SQUARE AND DOWNTOWN PHOENIX ON THE MOVE



DOWNTOWN HISTORY



CENTRAL AVENUE,
LOOKING NORTH,
PHOENIX, ARIZONA—48

SHOW

VIC HANNY CO
HATS, SHIRTS & MORE
CLOTHES

McLinn's
FLOWERS

HOTEL ADAMS

O.P.O. 160

DOWNTOWN HISTORY

P-51

Roll Call of Nation's Chain Stores on Washington Street, Phoenix, Arizona



DOWNTOWN HISTORY

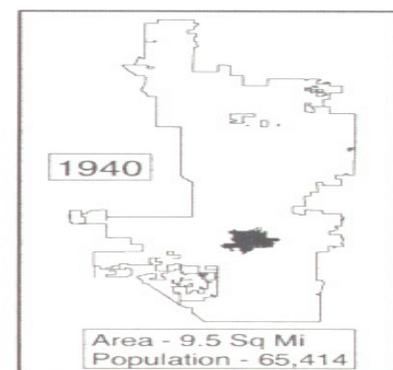
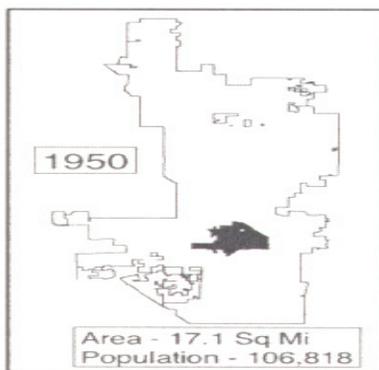
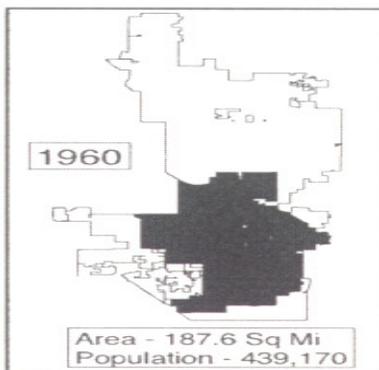
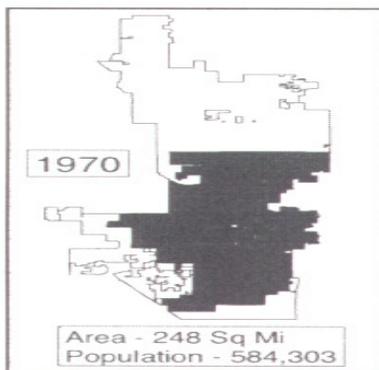
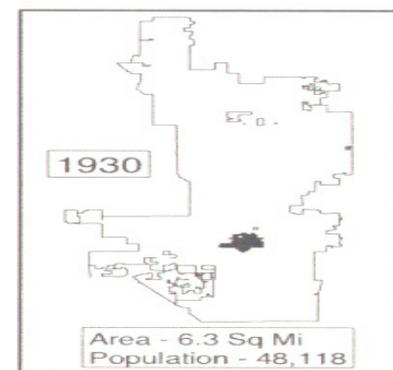
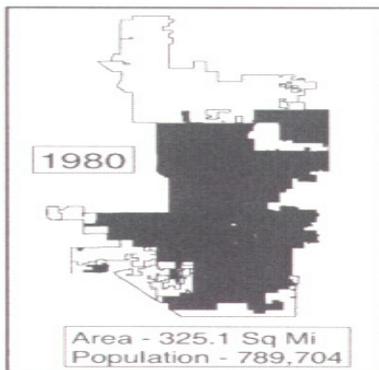
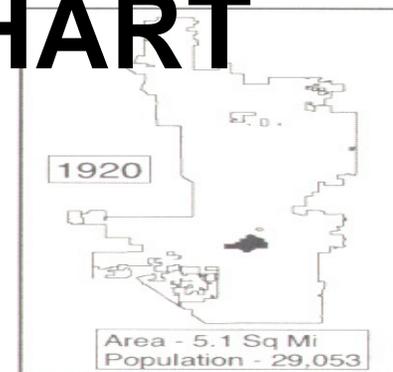
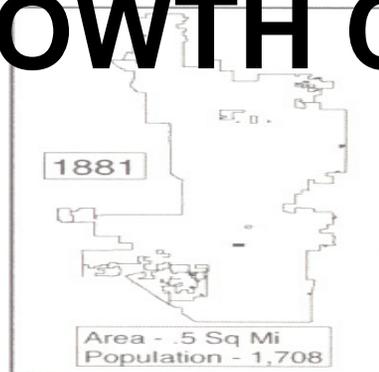
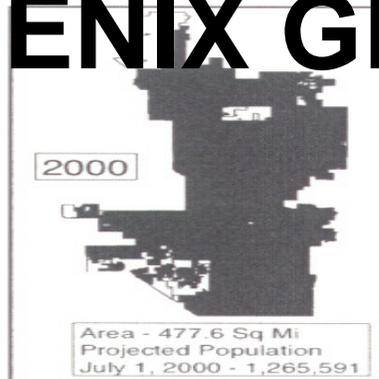
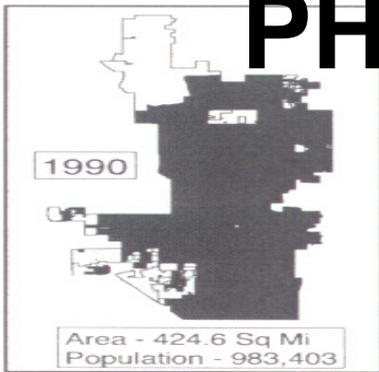
P-50

Washington Street, East from City Hall, Phoenix, Arizona



38-105

PHOENIX GROWTH CHART



Population figures are from the Census, and the area is from the City Clerk.

Planning Department
May, 2004

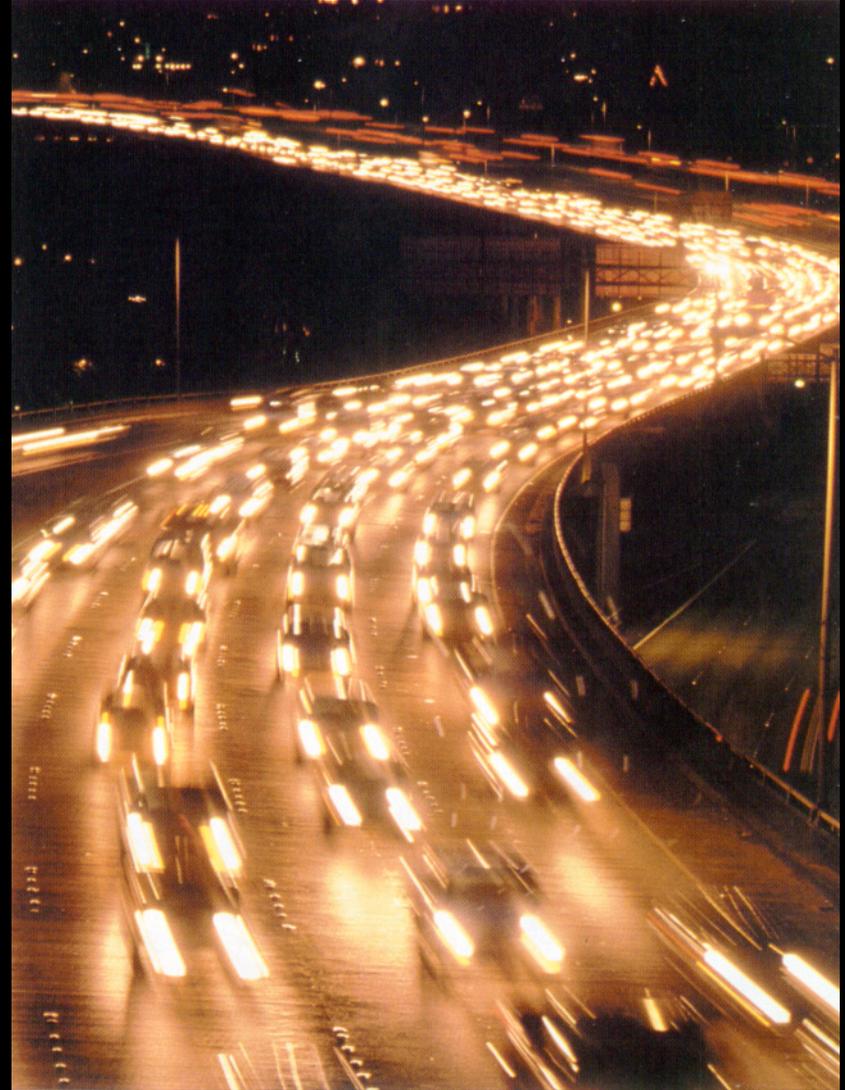
FORCES OF CHANGE

- Rapid Low Density Growth
- Southwest Lifestyle
- Service/Tourism City
- High-Rise Zoning Decisions



THE ROAD BACK..

- Downtown
Redevelopment
Area
- Enhanced Municipal
Services District



DOWNTOWN REDEVELOPMENT AREA

- Established In 1979
- Approx. 1.5 Square Miles
- Policy Statement
- Access To Federal Funds
- Redevelopment Tools

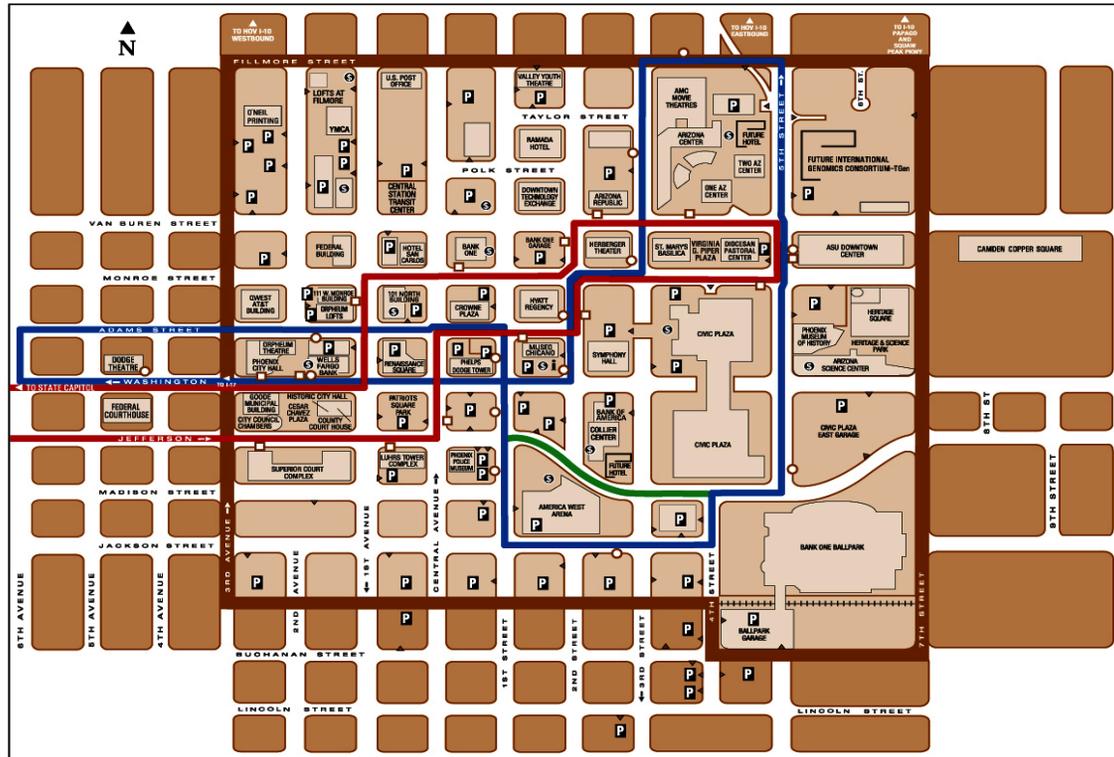


COPPER SQUARE

Enhanced Municipal Services District



COPPER SQUARE
DOWNTOWN PHOENIX



LEGEND

- PARKING ENTRANCE ► DASH STOP DAYTIME ◻ DASH STOP EVENING ○
- PARKING P VISITOR INFORMATION CENTER i ONEWAY STREET → ATM \$
- DASH ROUTE — DASH ROUTE EVENING — DASH ROUTE EVENT NIGHTS —

COPPER SQUARE BOUNDARIES ■

DOWNTOWN PHOENIX PARTNERSHIP

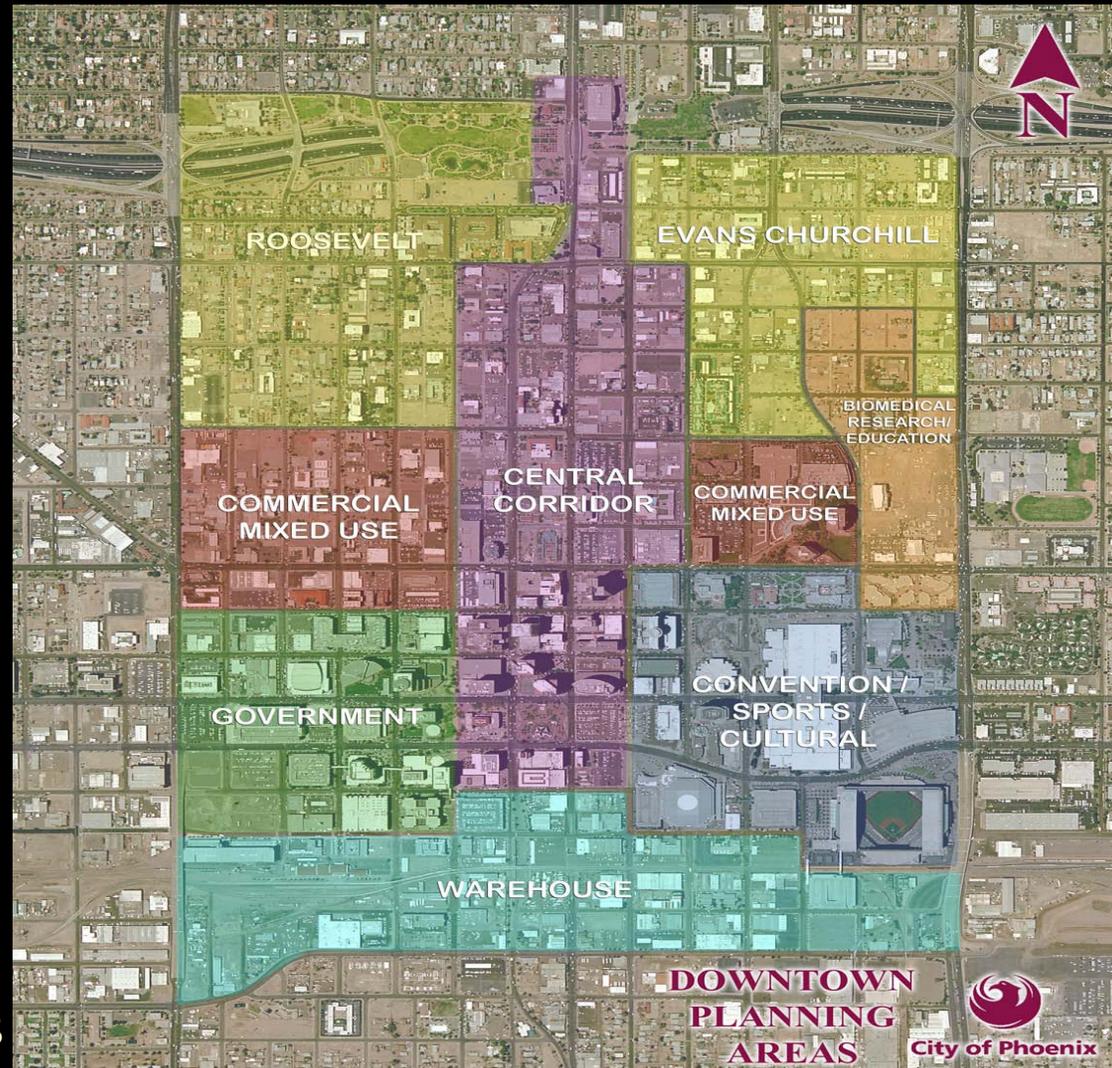
- Manage Business Improvement District
 - Marketing
 - Security/Hospitality
 - Transportation/Parking Coordination
 - Streetscape/Urban Design
 - Business/Econ Development
 - Public Policy
- Copper Square Retail Council
- Community Development Corp.



COPPER SQUARE
DOWNTOWN PHOENIX

DOWNTOWN STRATEGIC VISION AND BLUEPRINT

- 10 Year Horizon
- 10,000 Housing Units
- 10,000 Jobs
- 600,000 S.F. Retail/Entertainment
- Urban-Oriented Bioscience and Education Campuses
- Respect Built Environment
- Preserve/Enhance Arts
- Strong Pedestrian Linkages

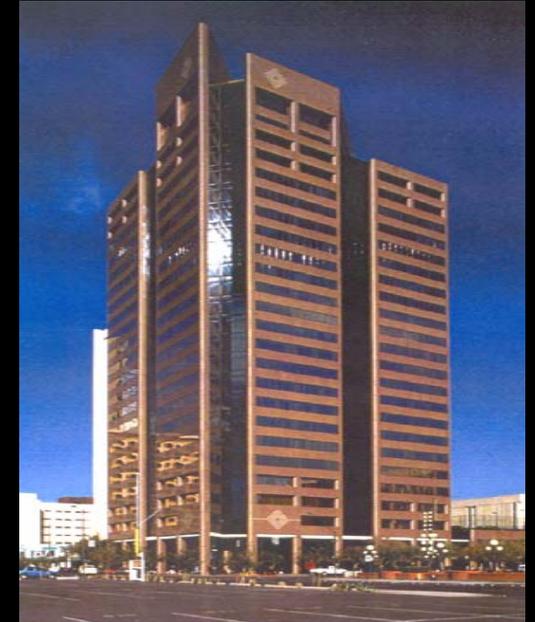


**How Successful
Have We Been?**

ARTS AND CULTURAL



OFFICE AND MIXED USE DEVELOPMENT



SPORTS AND ENTERTAINMENT



HOUSING



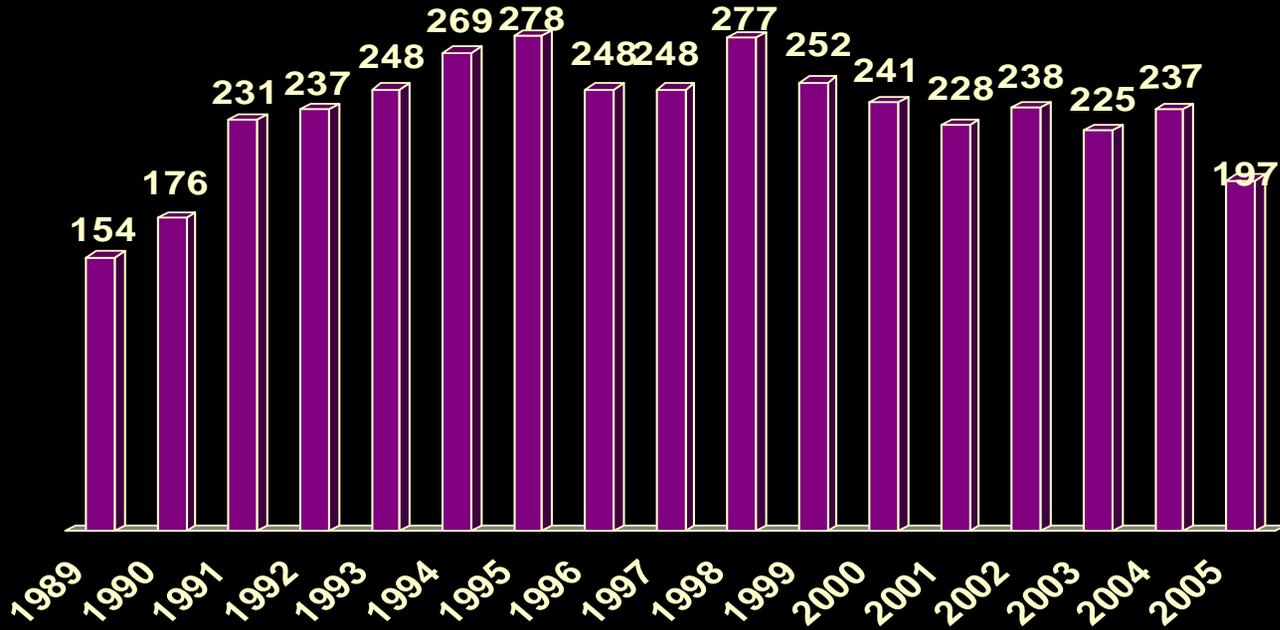
REDEVELOPMENT RESULTS

- \$3 Billion Invested Since Late 1980's.
- 4.3 Million S.F. New Public/Private Office.
- Added 70+ Retail/Restaurant Businesses Since 1989.
- Added 6 Million Annual Sports/Cultural/Entertainment Patrons Since 1992.
- 1,700 Residential Units Built/Under Construction Since 1996.

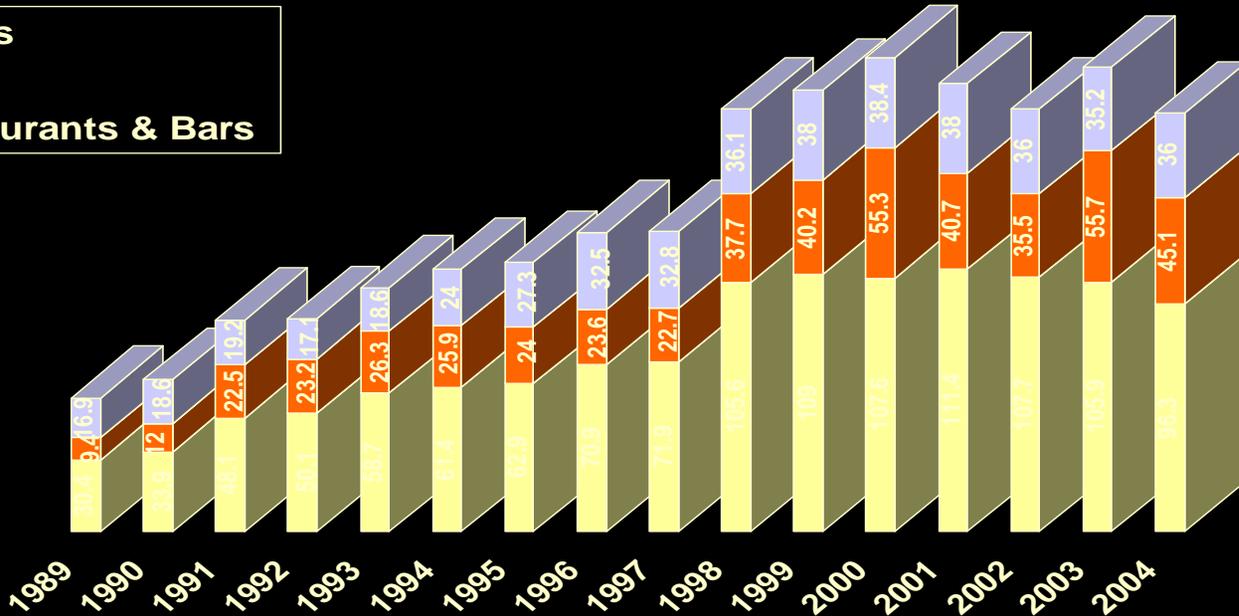


BUSINESS GROWTH 1989-2004

Business Licenses



Taxable Revenues



Recent Successes and New Opportunities!

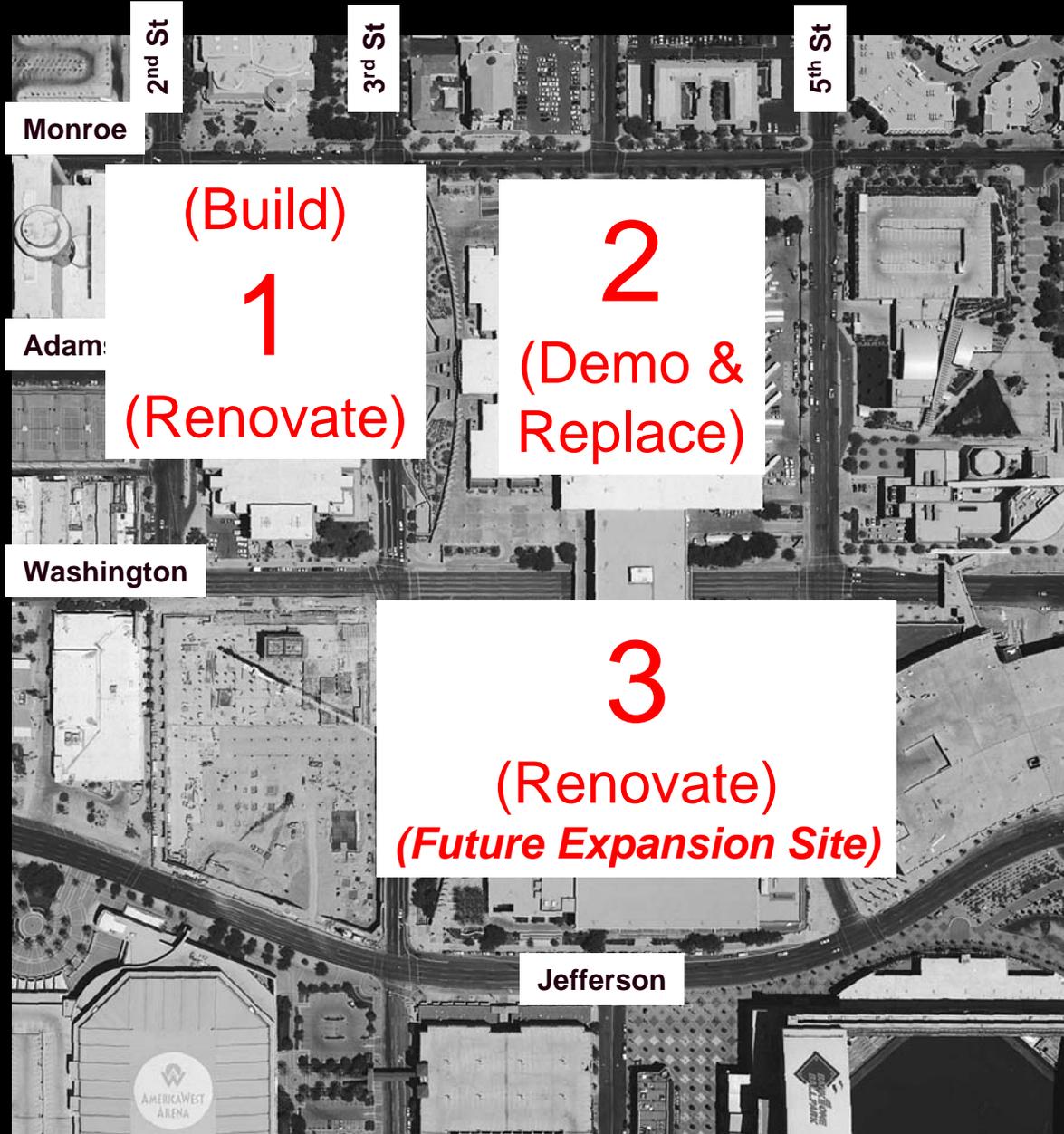
\$2 Billion+ to be Invested
Between 2006 and 2008

PHOENIX CONVENTION CENTER EXPANSION



- \$600 Million Project
- Triple Current Facility (302k S.F. to 880k S.F.)
- West Building Opens July 2006
- North Building Opens January 2009

DEVELOPMENT CONCEPT



2nd St

3rd St

5th St

Monroe

Adam

Washington

Jefferson

(Build)

1

(Renovate)

2

(Demo & Replace)

3

(Renovate)

(Future Expansion Site)



BUILDING PROGRAM (Square Feet)

	<u>Existing</u>	<u>Expanded</u>
Exhibit Halls	221,000	657,000
<u>Meeting/Ballroom</u>	<u>81,000</u>	<u>223,000</u>
Total Rentable	302,000	880,000

MARKET POSITION

	<u>Existing</u>	<u>Expansion</u>
Ranking (size)	67th	Top 20
Event Universe	50%	84%
Delegate Universe	2.4 Million	5.9 Million

SHERATON DOWNTOWN PHOENIX

- 1,000 Rooms
- 31 Stories
- \$350 Million – Publicly Financed Project
- Opening 2008



*Northwest Corner
3rd Street & Van Buren*

W HOTEL AND CONDOMINIUMS

- Class A Boutique Hotel
- Approx. 225 Rooms
- Approx. 131 Condos
- Associated Restaurant,
Retail and
Entertainment



*South West corner of
3rd Street & Jackson*

PROFESSIONAL BUILDING

- Renovation of Historic Professional Building
- Boutique Hotel
- Condo Building
- Approx. 10,000 S.F. Commercial Space



Central Avenue & Monroe

PHOENIX BIOMEDICAL CAMPUS AT COPPER SQUARE



*Fillmore to Van Buren,
5th to 7th Streets*



- IGC/TGen Headquarters
- Arizona Biomedical Collaborative building (\$29.4 Million)
- Medical School
- Private Sector

UNIVERSITY OF ARIZONA

College of Medicine

- Collaboration of Board of Regents, U of A and ASU
- U of A Colleges of Medicine and Pharmacy
- ASU College of Nursing
- Public Health Faculty from Both Schools
- Clinical Facilities
- Opens July 2006



*Fillmore to Van Buren,
5th to 7th Streets*

ASU DOWNTOWN CAMPUS DISTRICT



Van Buren St.

1st Ave.

Civic Space

Post Office

Central Park East-
School of Journalism

University College/
Public Programs

Central Ave.

Ramada Inn-
Interim Student Housing

Taylor St.

1st St.

College of Nursing

2nd St.

3rd St.

- Development of a 15,000 Student Campus
- Fall 2006 - 2,750 Students; 250 Beds
- Fall 2008 - 7,850 Students; 750 Beds
- Integrate into Urban Fabric

ASU DOWNTOWN PHOENIX PROGRAMS

- College of Nursing
- Public College
 - School of Public Affairs
 - School of Community Development/Service
 - School of Social Work
 - Morrison Institute for Public Policy
- KAET, Channel 8
- Cronkite School of Journalism and Mass Comm.
- School of Global Health
- The University College
 - School of Interdisciplinary Studies
 - Community College Alliance
 - Extended Education Programs
 - Other Programs in Education, Business and Communications



ONE UNIVERSITY IN MANY PLACES

TRANSITIONAL DESIGN TO
TWENTY-FIRST CENTURY EXCELLENCE

*The President's Response to the University Provost's Recommendations
Regarding the University Design Team Report*

APRIL 2004

A NEW AMERICAN UNIVERSITY
WHITE PAPER FROM THE
OFFICE OF THE PRESIDENT
ARIZONA STATE UNIVERSITY

ASU FIRST PHASE BUILDINGS



Central Avenue & Polk

CENTRAL PARK EAST



- \$200 Million
- 320,000 S.F. Class A Office
- 205,000 S.F. ASU
- 35,000 SF Ground Floor Retail
- 30-Floor Residential Tower
- Parking (Above & Below Grade)
1,230 Spaces
- Developer: Mesirow Stein
- Completion Late 2008

Central Avenue & Van Buren

MARICOPA COMMUNITY COLLEGE DISTRICT CAMPUS

- Collaboration with ASU and Biomedical Activities
- New and Relocated Programs



PHOENIX BIOSCIENCE HIGH SCHOOL

- Phoenix Union High School District
- 400 Student High School
- Opens Fall 2006



5th Street & Pierce

US AIRWAYS CENTER

\$75 million renovation



Pavilion



Paseo



Jefferson St. Retail

HANNY'S BUILDING

- Restaurant Conversion
- Owner of AZ 88
- Projected opening – Feb. 2007



1st Street & Adams

CHILDREN'S MUSEUM OF PHOENIX

- Voter Approved in 2001 Bond Program
- \$22.8 Million Program
- Former Monroe School
- 50,000 S.F. (est.)
- 300,000 Visitors Anticipated Annually
- Opening Late 2007

Monroe & 7th Street



VISUAL ARTS CONCENTRATIONS

- Roosevelt Row
- Grand Avenue
- Jackson Street/Warehouse District



DOWNTOWN PHOENIX PUBLIC MARKET

- All Local Produce, Prepared Foods and Crafts
- Opened February 2005 and Grossed \$320,000 in the First Year
- 40 to 50 Vendors Every Saturday
- Will Grow into Permanent Indoor/Outdoor Market Approx. 2009



Central Avenue & McKinley

STADIUM LOFTS

- 31 Loft Units
Ranging in Size
From 1240 to 1800
S.F.
- Prices \$285,000+
- \$215–230 S.F.
- Completed & Sold
Out Late 2004



Buchanan & 2nd Street

ROOSEVELT COMMONS

- Redevelopment Project by Butler Housing
- 48 Affordable Rental Units
- Includes Restored Historic Structures as well as New Construction
- Completed December 2004



*5th -6th Avenues, Between
McKinley & Roosevelt*

ORPHEUM LOFTS

- 90 Luxury Lofts & Condos– Sold Out
- Adaptive Reuse Of Historic Art Deco High Rise Built In 1931
- Floor Plans Ranging From 700 to 2,100 S.F.
- Pricing From the Mid \$200,000's
- \$250–350 S.F.
- Completed 2005



Adams & 1st Avenue

ARTISAN VILLAGE

- 105 Rowhouses / Townhouse Units
- Live/Work Spaces
- Pricing From \$150's to \$250s
- \$140–170 S.F.
- Project Sold Out
- Completed 2006

*Portland to Roosevelt,
3rd to 7th Streets*



ARTISAN HAUS

- Groundbreaking in late 2006
- Contracts in Sept
- 80 Live/Work Spaces
- 6 Stories
- Pricing From \$400 +
- 1200 – 1600+ SF
- Delivering: early 2008

Central and Willetta



PORTLAND PLACE

- 13 Two Story Brownstones
- 188 Mid-Rise Tower Condominiums
- Total Project Value \$33.2 Million
- Phase I Construction to Begin Early Fall 2005
- Pricing From \$290,000–\$1,200,000
- \$400 S.F.



*Central Avenue &
Portland*

SUMMIT AT COPPER SQUARE

- 22 Story Mixed Use Project
- 157 Luxury Condo & Loft Units & 7,000 S.F. Retail Space
- Prices Begin \$441,000+
- \$400–500 S.F.



3rd Street & Jackson

44 MONROE



- 201 Luxury Condominiums Including Penthouses
- Ground Level Commercial Condo Space
- Construction began 12/05
- Prices from \$500,000's to \$3.8 Million
- \$450 S.F.



Monroe & 1st Avenue

ALTA PHOENIX APARTMENTS

- Mixed Use Project
- 328 Market Rate Rentals
- Ground Level Retail and Live/Work Units
- Breaks Ground in Spring 2006
- Developed by Wood Partners



3rd -5th Street & Fillmore

COSMOPOLITAN TOWERS

- 17-Story Loft Building
- 120 Units from \$300/S.F.
- 21,000 SF Footprint
- Ground Floor Retail Space
- $\frac{3}{4}$ of Units are Reserved
- Breaks Ground in Summer 2006



3RD Street & Pierce

RO 3

- \$45 Million
- Mixed-Use
- 18 Artist Rentals
- 40 Afford/Attain Townhomes
- 43 Market Townhomes
- 97 Market Condos
- Commercial Space
- New Construction & Adaptive Re-Use



3rd Street & Roosevelt

215 EAST MCKINLEY

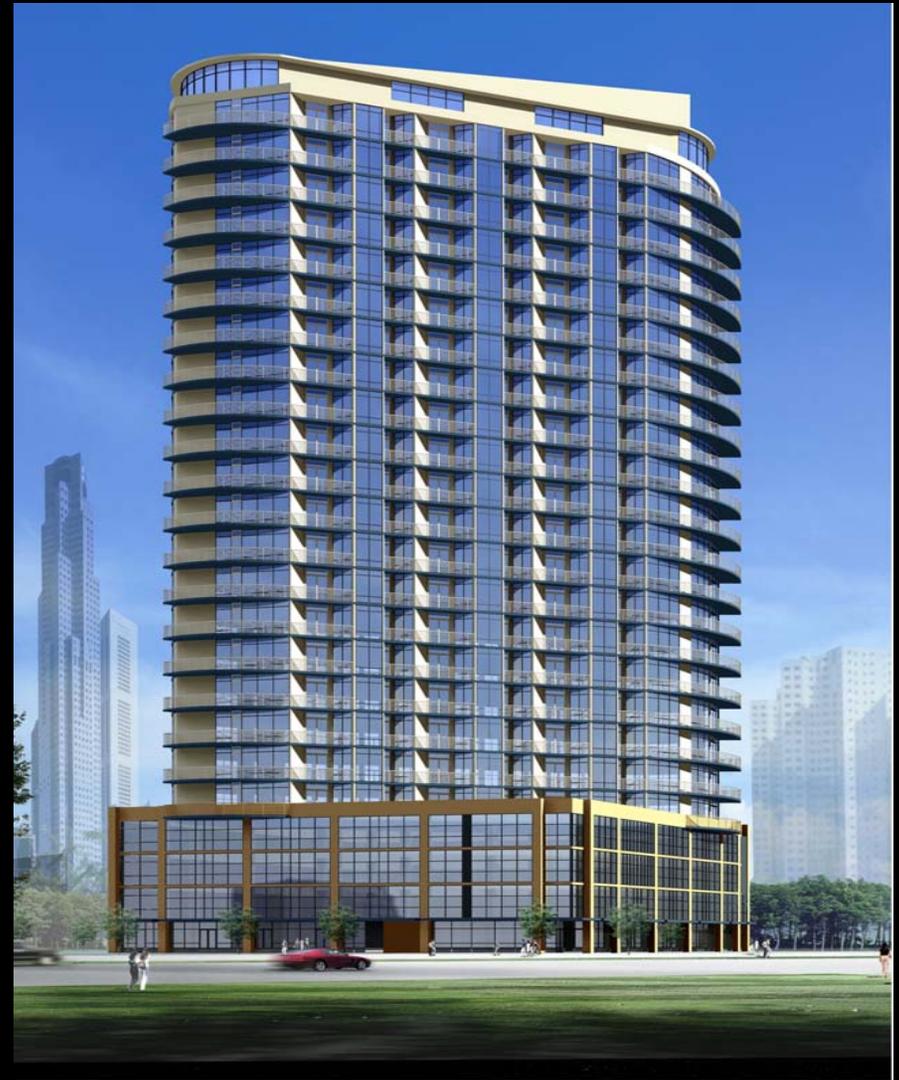
- 12 Ownership Units
- 4 Studios – 567 S.F.
- 8 One Bedroom w/Loft – 1500 S.F.
- Approximately 4800 S.F. Office Space
- Breaks Ground in March 2006
- Sales Price \$250 – \$300 S.F.



3rd Street & McKinley

M TOWER

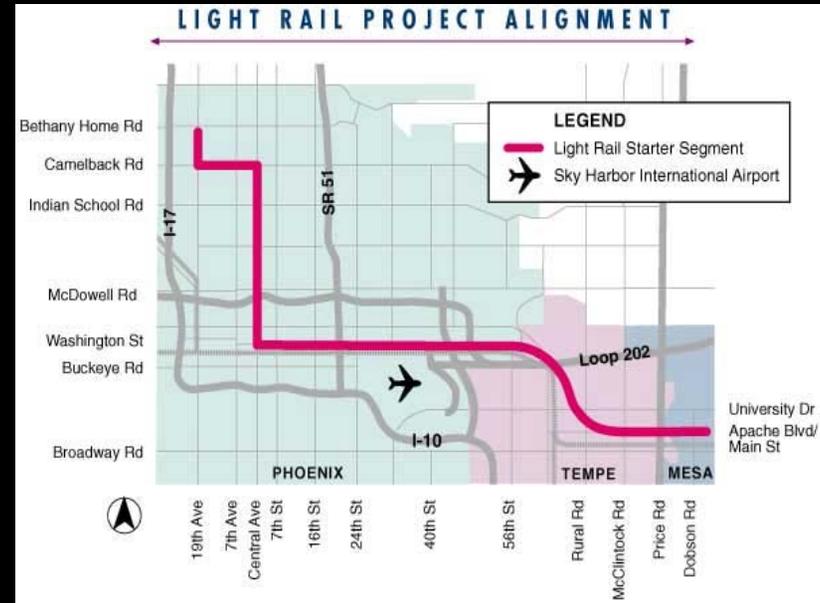
- 129 Units Starting \$300 S.F.
- Units S.F. Range 840 S.F. – 2,400 S.F.
- Approx. 12,000 S.F. Office and Retail Space
- 5 Floors of Parking Space
- Breaks Ground By Early 2007



3rd Street & Garfield

LIGHT RAIL

- Construction Began Summer 2005
- Disruptive Activity Complete Early 2007 in Copper Square
- Operational December 2008



MIXED INCOME HOUSING

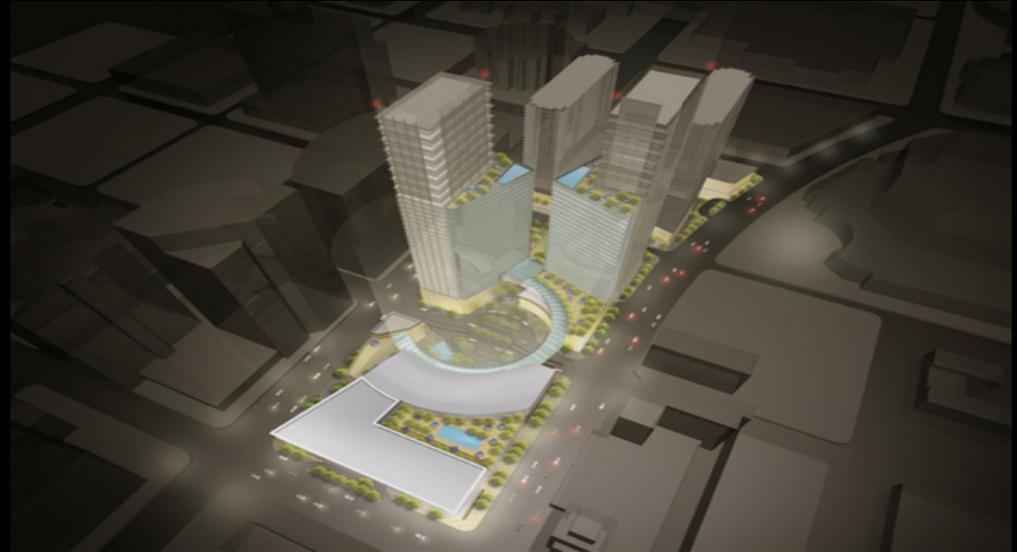


- 1.5 Acres City Owned Property
- Mixed Income Housing Development
- Approximately 140 Units
- Developer—McCormack, Baron, Salazar

5th Avenue & Fillmore

CITYSCAPE

- 3 City Blocks (Including Patriots Square)
- 1,200 condo units
- Approx. 245,000 S.F. of Retail/Commercial Development
- 150-Room Boutique Hotel
- Approx. 800,000 S.F. of New Office Space



Central Avenue & Washington

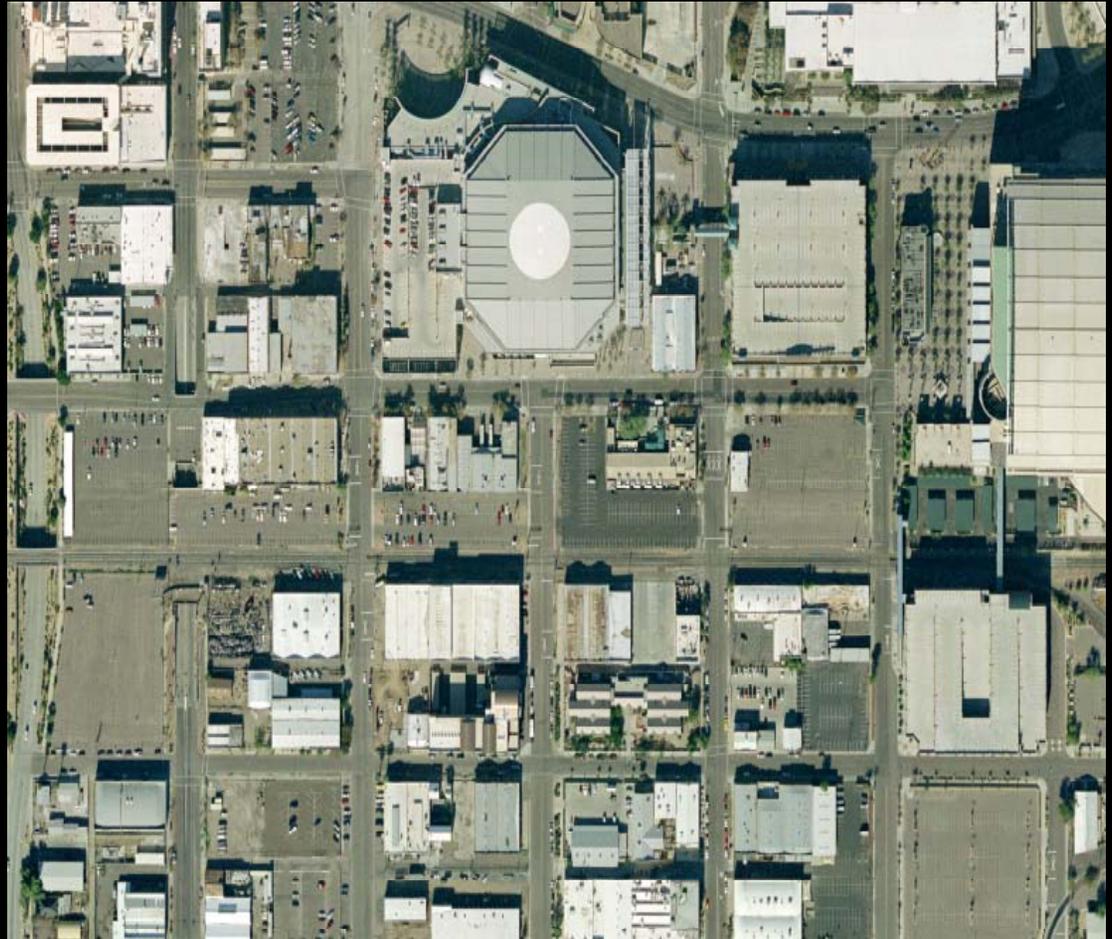
CITY-OWNED DEVELOPMENT SITE

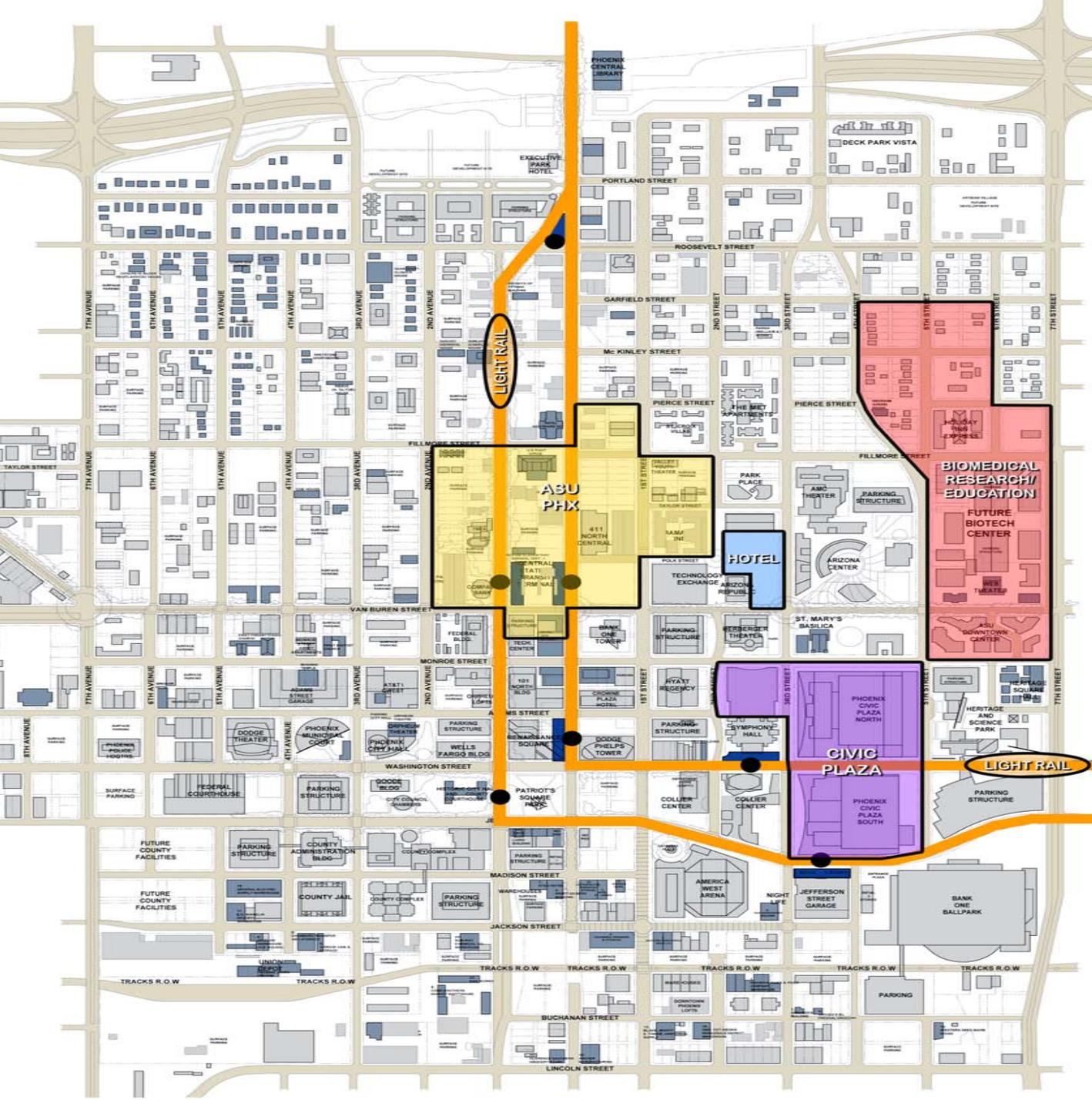
- Approx. 26,000 S.F. Surface Parking Lot
- RFP Seeking Mixed-Use TOD
- RFP Issued June 2006



WAREHOUSE ENTERTAINMENT DISTRICT

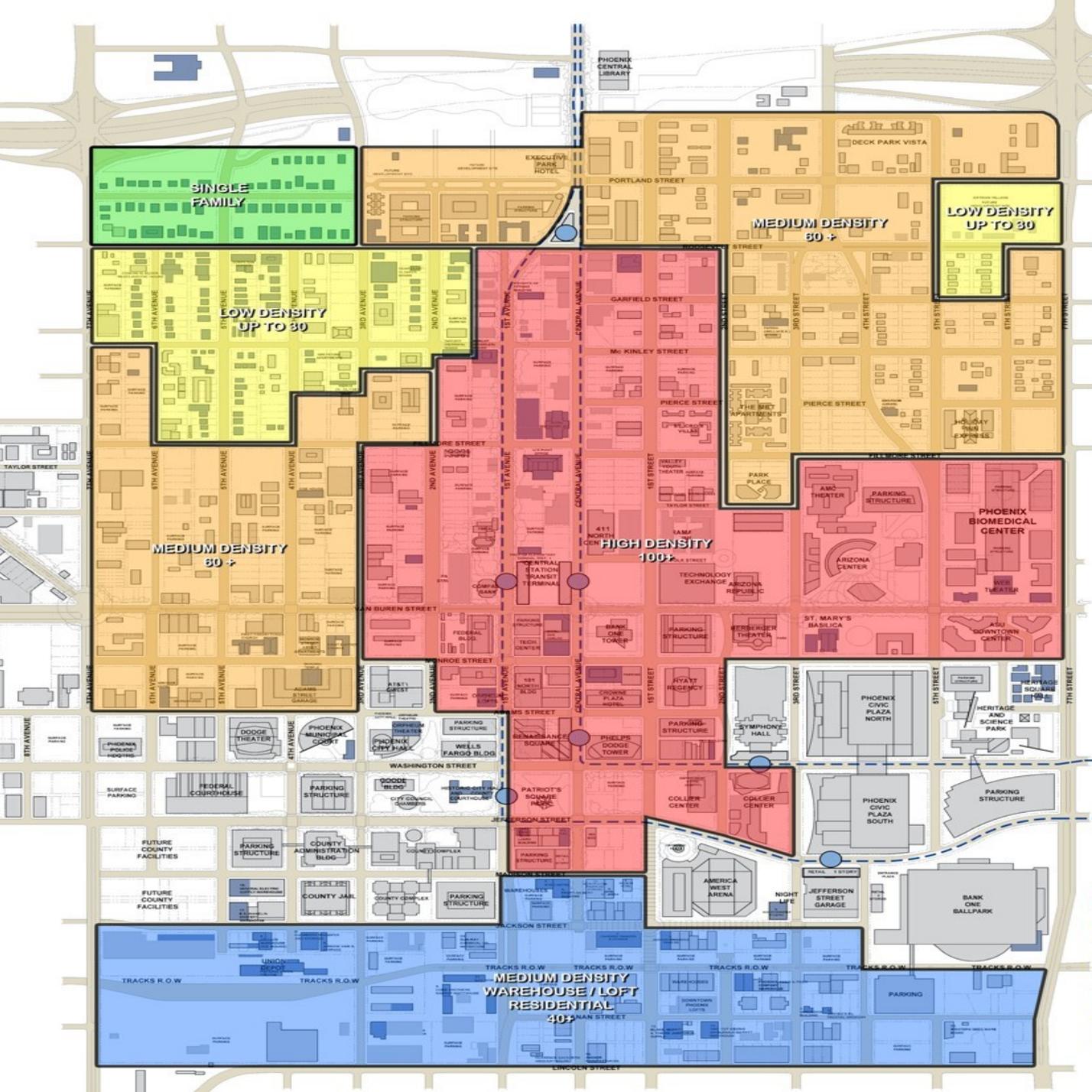
- Multi-Block Mixed Use District
- Night Time Entertainment
- Office Space
- Residential





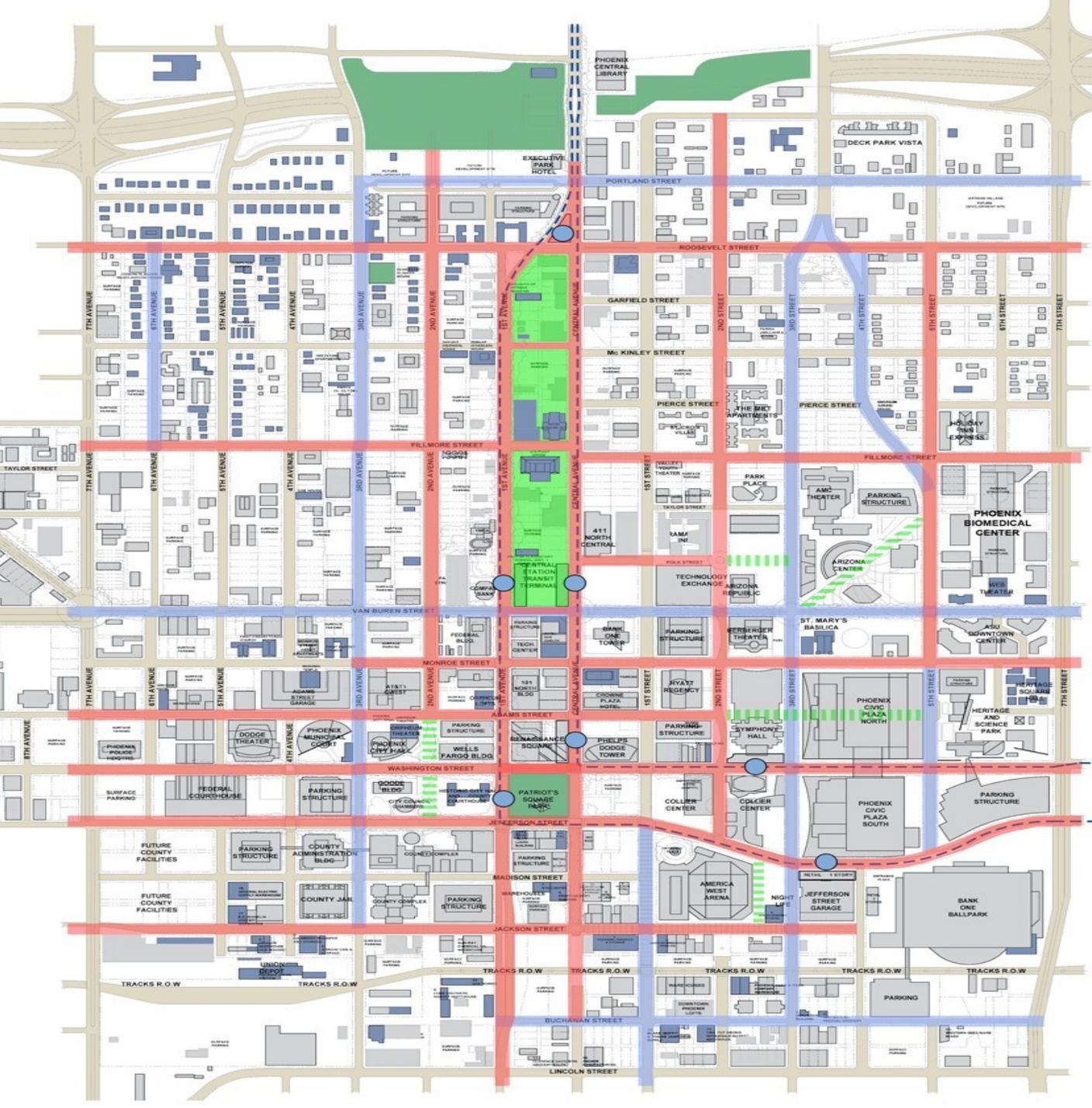
City of Phoenix LARGE SCALE INVESTMENTS

-  - LIGHT RAIL
-  - ASU PHX
-  - BIOMEDICAL RESEARCH/
EDUCATION
-  - CIVIC PLAZA
-  - HOTEL



City of Phoenix
HOUSING DENSITY
PLAN
DECEMBER 2004

- HIGH DENSITY (100 +)
- MEDIUM DENSITY (60 +)
- LOW DENSITY (UP TO 30)
- SINGLE FAMILY
- MEDIUM DENSITY WAREHOUSE / LOFT RESIDENTIAL (40 +)



City of Phoenix
**PUBLIC SPACE/
PEDESTRIAN PLAN**
DECEMBER 2004

-  - PARKS
-  - PUBLIC SPACE
(Including Significant Buildings)
-  - PRIMARY PEDESTRIAN
CONNECTORS
-  - SECONDARY PEDESTRIAN
CONNECTORS
-  - PEDESTRIAN CONNECTIONS

WHY COPPER SQUARE?

ACCESS

- Hub of Regional Freeway System
- Hub of Mass Transit (Light Rail 2008)
- 5–10 Min. Access to Sky Harbor International Airport



WHY COPPER SQUARE?

ECONOMIC/PHYSICAL INFRASTRUCTURE

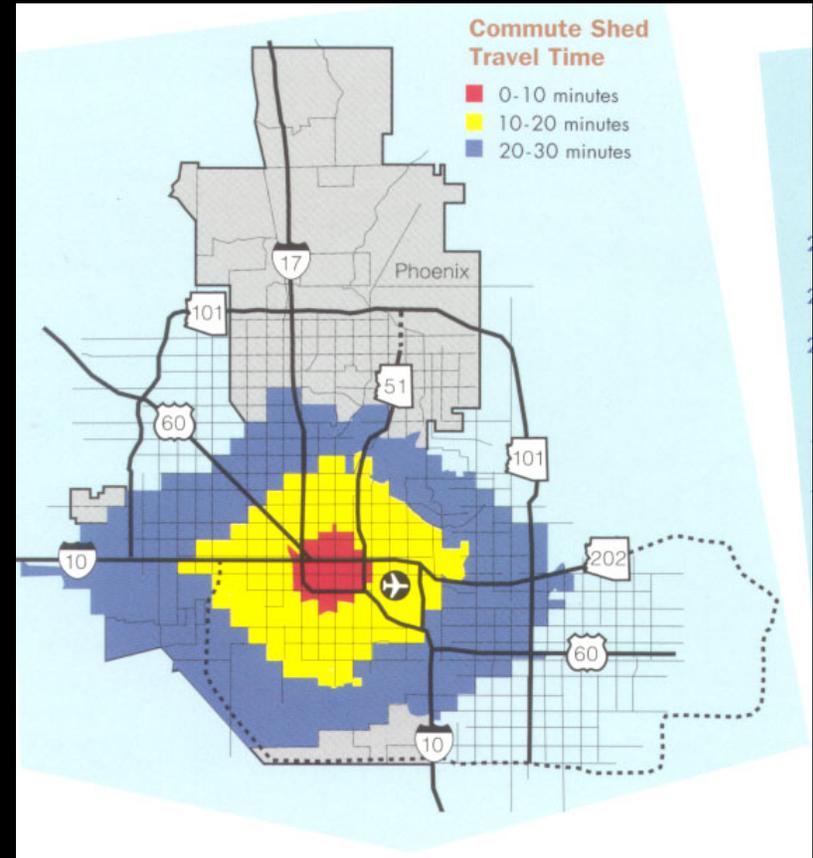
- Financial, Legal, Bioscience and Government Center
- Valley's Highest Concentration of Fiber
- District Cooling
- 9,300 Businesses w/190,000 Employees Within 3 Mile Radius



WHY COPPER SQUARE?

LABOR MARKET

- 865,102 Workers Live Within 30 Minute Commute (2000 Census)
- 2.7% Annualized Growth Projected Thru 2008 Within 10 Mile Radius
- Central to all Areas of Valley

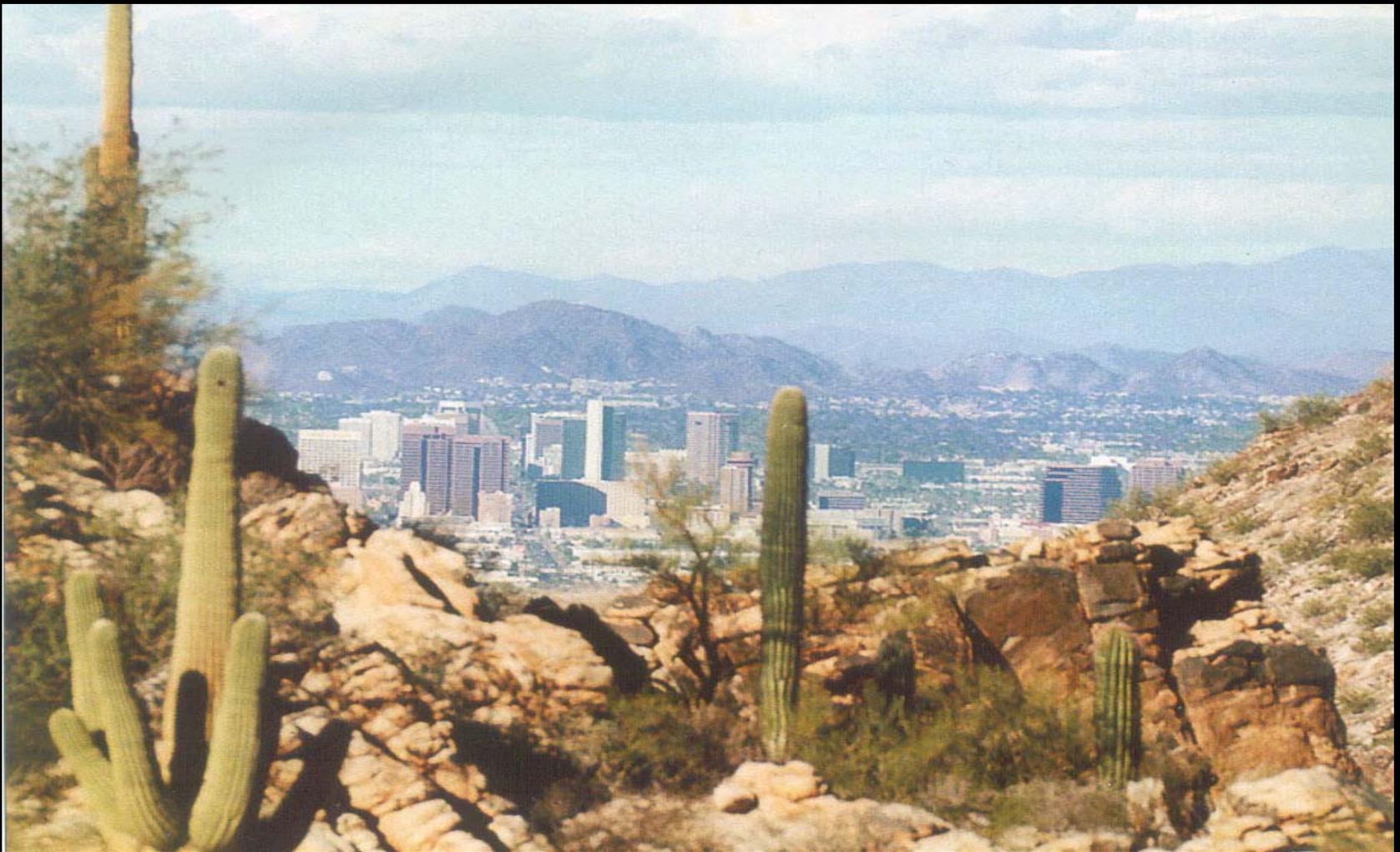


WHY COPPER SQUARE?

OPPORTUNITY

- Competitive Rents
- Development Opportunities
- Variety of Office Options





Thank You For This Opportunity

www.coppersquare.com