



**Urban Land  
Institute**

Minnesota



“The data, but especially the perspectives of the panel, were very helpful and stimulated a great deal of discussion. Please let them know how worthwhile this was for us as a city. We would be more than happy to recommend this program to other mayors/managers.”

***Mayor Nancy Tyra-Lukens, City of Eden Prairie***

“Truly, thank you for inviting me to participate. This was an incredible experience. The people, the process, the brainstorming. Such fun and so well organized. Once again ULI is impressive!! A delightful time.”

***Patricia Gnetz, Senior Vice President, US Bank***

"With the assistance of the ULI MN TAP, the City has been able to move forward on a key redevelopment project that expands rental housing options for residents. The TAP provided immeasurable assistance and was vital in guiding the strategic directions for the property."

***Mayor Sandra Martin, City of Shoreview***

“As a developer, it is great to have an opportunity to interact with city officials in such an open way. The reality is that we are more often negotiating from opposite sides of the table. In this environment, we are getting to know each other and developing a deeper sense of what is possible. I believe that this is an important investment on both sides”

***John Breitingner, Vice President – Realty Advisory Services,  
United Properties; ULI MN Chair***

**For more information contact:**

**Aubrey Austin, ULI Minnesota**

**Aubrey.Austin@uli.org**

**612-338-1332**



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## Advisory Services



The Urban Land Institute has a long history of providing unbiased, market-based solutions and best practice advice on land use and building resilient and competitive communities.

At ULI Minnesota, we offer three advisory service options to policy leaders.

Each option engages ULI Minnesota real estate professionals who volunteer their time and talent to contribute their wisdom and expertise.

Advisory  
Services

# NAVIGATING YOUR COMPETITIVE FUTURE

BUILDING LOCAL CAPACITY

Navigating Your Competitive Future (“NCF”) is a two-hour interactive workshop with policy leaders and volunteer real estate professionals to focus on the current challenges of development and redevelopment. NCF is designed to foster a meaningful dialogue among the public and private sectors to strengthen a mutual understanding of today’s economic reality, market preferences and demographic shifts. Public officials will better understand the importance of effective partnerships and learn strategies to position your community to be competitive and resilient, and to attract the best quality development.

**Cost** No charge

Sponsored by:



Advisory  
Services

# DEVELOPMENT DIALOGUE

DIGGING DEEPER

Development Dialogues are a follow-up discussion for cities that previously participated in a “Navigating” workshop.

The workshop is a one to two-hour meeting among volunteer real estate professionals and policy leaders with the purpose of digging deeper into development issues and exploring the importance of collaborative approaches to community building, land use strategies and facilitation of development opportunities.

**Cost** \$1,000

Advisory  
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# TECHNICAL ASSISTANCE PANEL (TAP)

MOVING YOUR PROJECT FORWARD

TAPs provide an unbiased, interdisciplinary panel of volunteer real estate professionals who address a specific project, development or policy issue. Ranging from one half to two days, the workshop is preceded by analysis of background information provided by the sponsor, planning sessions, community interviews, and site tours. The panel’s findings and recommendations are documented in a written report.



## Two-Day Workshop

This workshop is ideal for complex and comprehensive projects that require significant time to fully understand the issues and to formulate strategic recommendations.



## Half-Day Workshop

This workshop is ideal for projects that require less background analysis to fully understand the issues and to formulate strategic recommendations.



## Cost

Two-Day TAP: \$15,000

Half-Day TAP: \$5,000