



Webinar

ULI Charlotte - What's Happening Around the Region 2025

Date: July 22, 2025

00:00:03 --> 00:00:04: Good morning everyone.

00:00:04 --> 00:00:05: I'm Sean Thule.

00:00:05 --> 00:00:08: I'm the Chair of the ULI Charlotte Content Initiatives.

00:00:09 --> 00:00:11: Welcome to our summer webinar, What's Happening in our Region.

00:00:12 --> 00:00:14: Today we have 5 speakers who will each give a

00:00:14 --> 00:00:18: fast-paced 7 minute presentation covering their business district, market overviews,

00:00:18 --> 00:00:22: unique features, development stories and opportunities and challenges for their

00:00:22 --> 00:00:23: specific area.

00:00:24 --> 00:00:27: A big thank you to our 2025 ULI Annual sponsors.

00:00:27 --> 00:00:29: Your support powers our mission.

00:00:30 --> 00:00:33: The session is being recorded and will be sent to

00:00:33 --> 00:00:36: everyone that registered and at a later and later posted

00:00:36 --> 00:00:37: on the ULI Knowledge Finder.

00:00:37 --> 00:00:40: I'll be your moderator, keeping everyone on time this morning.

00:00:40 --> 00:00:43: The countdown clock will be visible during each presentation.

00:00:43 --> 00:00:47: For everyone's reference, please submit questions to the Q&A box.

00:00:47 --> 00:00:49: We'll address them after presentations.

00:00:49 --> 00:00:50: Don't be shy.

00:00:50 --> 00:00:51: We'd love to hear from everybody.

00:00:54 --> 00:00:56: Hope everyone enjoys the the program this morning.

00:00:56 --> 00:00:57: Let's get started.

00:00:57 --> 00:01:00: Kicking us off 1st is Christina Thigpen, the Senior Vice

00:01:00 --> 00:01:03: President of Marketing and Communications at N Water Office.

00:01:04 --> 00:01:04: And.

00:01:04 --> 00:01:07: Former deputy director of Economic development for the city of

00:01:07 --> 00:01:07: Charlotte.

00:01:08 --> 00:01:10: Christina, your 7 minutes starts now.

00:01:11 --> 00:01:12: So much, Sean.

00:01:12 --> 00:01:15: It's such a pleasure to be here with everybody this morning.

00:01:15 --> 00:01:15: morning.

00:01:15 --> 00:01:19: I'm excited to give an update on all things Ballantine.

00:01:19 --> 00:01:21: If we could go to the next slide, please.

00:01:22 --> 00:01:22: Next slide.

00:01:24 --> 00:01:28: So just to Orient everyone, this is the 535 acres that Northwood owns and manages.

00:01:28 --> 00:01:31: You'll see the bowl called out, which will feature later on in the presentation, our new retail, dining and entertainment district.

00:01:35 --> 00:01:39: district.

00:01:39 --> 00:01:39: district.

00:01:39 --> 00:01:40: Next slide, please.

00:01:42 --> 00:01:46: This shows the 535 acres within the 2000 acres that's actually known as the Ballentine as a master plan community.

00:01:46 --> 00:01:50: community.

00:01:50 --> 00:01:53: A lot of people think Ballentine is synonymous with Greater South Charlotte, but this is really the area that we focus on at Northwood.

00:01:53 --> 00:01:56: South Charlotte, but this is really the area that we focus on at Northwood.

00:01:56 --> 00:01:58: We work with our sister platforms in residential, retail and hospitality to create exceptional experiences for our customers, residents and visitors and of course offer unparalleled flexibility and leasing terms for companies wanting to expand or downsize.

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00:02:02 --> 00:02:07: customers, residents and visitors and of course offer unparalleled flexibility and leasing terms for companies wanting to expand or downsize.

00:02:07 --> 00:02:11: visitors and of course offer unparalleled flexibility and leasing terms for companies wanting to expand or downsize.

00:02:11 --> 00:02:14: for companies wanting to expand or downsize.

00:02:14 --> 00:02:15: Next slide, please.

00:02:17 --> 00:02:21: This is a snapshot of our different uses that comprise the 535 acres, obviously lots of office space, but you can also see that one of our key differentiators is the abundant green space that we have.

00:02:21 --> 00:02:25: the 535 acres, obviously lots of office space, but you can also see that one of our key differentiators is the abundant green space that we have.

00:02:25 --> 00:02:28: can also see that one of our key differentiators is the abundant green space that we have.

00:02:28 --> 00:02:31: the abundant green space that we have.

00:02:31 --> 00:02:32: Next slide, please.

00:02:34 --> 00:02:38: Connectivity is another key differentiator at Ballantyne.

00:02:38 --> 00:02:41: As part of Ballantyne Reimagine, we created 6 new roads and 21 intersection improvements in addition to a Greenway extension that just adds to our 20 plus existing miles of walking paths and bike lanes.

00:02:42 --> 00:02:46: and 21 intersection improvements in addition to a Greenway extension that just adds to our 20 plus existing miles of walking paths and bike lanes.

00:02:47 --> 00:02:50: that just adds to our 20 plus existing miles of walking paths and bike lanes.

00:02:50 --> 00:02:52: walking paths and bike lanes.

00:02:52 --> 00:02:56: And also we introduced the Ballantyne Bolt, our customer shuttle recently.

00:02:56 --> 00:02:57: recently.

00:02:57 --> 00:02:59: And I want to give a shout out to South Park community partners, who was really helpful in sharing their

00:02:59 --> 00:03:02: Park community partners, who was really helpful in sharing their

00:03:02 --> 00:03:05: experience with Freebie, the ride sharing program that we've also

00:03:05 --> 00:03:08: adopted and had a really good experience with.

00:03:08 --> 00:03:09: Next slide, please.

00:03:11 --> 00:03:13: Convenience is another key aspect.

00:03:13 --> 00:03:17: In terms of a differentiator, I wanted to call out

00:03:17 --> 00:03:20: in the left upper corner of Go Ballantyne app, which

00:03:20 --> 00:03:24: is an exclusive opportunity for our customers to get not

00:03:24 --> 00:03:28: only discounts at businesses, but maps, real time news updates.

00:03:28 --> 00:03:30: And I'm excited to share that we'll be rolling out

00:03:30 --> 00:03:32: a community version of this app.

00:03:32 --> 00:03:35: So anybody will be able to have access to this

00:03:35 --> 00:03:36: in the coming months.

00:03:36 --> 00:03:37: Next slide.

00:03:37 --> 00:03:40: And then we really do try to instill a sense

00:03:41 --> 00:03:43: of community at Valentine.

00:03:43 --> 00:03:46: We like to say we act as an extension of

00:03:46 --> 00:03:50: companies, HR teams and just create year round programming for

00:03:50 --> 00:03:51: all to enjoy.

00:03:52 --> 00:03:55: Next slide, I'd like to take a moment to give

00:03:55 --> 00:03:59: a quick update on Valentine Reimagine, which is really is

00:03:59 --> 00:04:03: our vision for taking a great public feed golf course

00:04:03 --> 00:04:06: on a corporate campus and evolving it into a true

00:04:06 --> 00:04:08: mixed-use destination.

00:04:08 --> 00:04:11: We had the best partners on this project, Sasaki Land

00:04:12 --> 00:04:15: Design, Cooper Carey, DRG and of course this was a

00:04:15 --> 00:04:17: true public private partnership.

00:04:18 --> 00:04:21: Thanks to Mecklenburg County and the City of Charlotte and

00:04:21 --> 00:04:24: their respective departments for all of this support and making

00:04:24 --> 00:04:25: this happen.

00:04:25 --> 00:04:29: Next slide that the stage, this just shows the different

00:04:29 --> 00:04:34: uses that we incorporated in the first phase of Ballantine

00:04:34 --> 00:04:34: Reimagine.

00:04:35 --> 00:04:38: So you can see the different icons representing those units.

00:04:38 --> 00:04:41: We the blue represents the trail to the Greenway and

00:04:41 --> 00:04:44: then the red was where we reserved light rail stops

00:04:44 --> 00:04:46: for potential development in the future.

00:04:46 --> 00:04:50: Next slide, I like to refer to this as the

00:04:50 --> 00:04:51: money rendering.

00:04:51 --> 00:04:54: This really does bring the vision to life of of

00:04:54 --> 00:04:57: the bowl and balance Henry imagine and if you've been
00:04:57 --> 00:05:00: here, you can see that it really is close to
00:05:00 --> 00:05:01: what this looks like.
00:05:01 --> 00:05:05: I will call out that the second residential property is
00:05:05 --> 00:05:08: currently a parking lot, but we do plan to develop
00:05:08 --> 00:05:11: that as a second residential tower in the coming years.
00:05:12 --> 00:05:12: Next slide.
00:05:16 --> 00:05:18: This is a more current use of the view of
00:05:18 --> 00:05:21: the bowl and you can see it's fully activated.
00:05:22 --> 00:05:23: The energy is palpable.
00:05:23 --> 00:05:26: This was taken at during an event at the amp
00:05:26 --> 00:05:29: and just the area has bring so many people to
00:05:29 --> 00:05:32: enjoy the space and this this reflects that.
00:05:32 --> 00:05:39: Next slide, here's a more detailed view of Bull St.
00:05:39 --> 00:05:42: As you can see, it's so much thought and attention
00:05:42 --> 00:05:43: to detail was put into this.
00:05:44 --> 00:05:47: We really leaned into the outdoor aspect of things.
00:05:47 --> 00:05:50: So all of our retails have dedicated patio space.
00:05:50 --> 00:05:54: So there's a great, nice intersection between the integration
of
00:05:54 --> 00:05:55: indoor and outdoor spaces.
00:05:55 --> 00:05:58: And of course, I need to give a shout out
00:05:58 --> 00:06:01: to our Northwood retail team for really providing the perfect
00:06:02 --> 00:06:04: curated line of attendance for people to enjoy.
00:06:05 --> 00:06:11: Next slide, this is Oro Valentine, our residential tower, 356
00:06:11 --> 00:06:17: units, 26 stories, the tallest tower in South Charlotte.
00:06:18 --> 00:06:21: Oro means gold in Italian and I like to say
00:06:21 --> 00:06:23: it sets the gold standard for luxury living.
00:06:24 --> 00:06:26: The tower units will be complete in October.
00:06:26 --> 00:06:29: I did wanted to share a little inside background that
00:06:29 --> 00:06:32: we we had some challenges with the permitting process just
00:06:32 --> 00:06:35: because we were taking a phase and approach as moving
00:06:35 --> 00:06:37: movements are happening weekly.
00:06:37 --> 00:06:40: So the units wrapped around the parking deck are moving
00:06:40 --> 00:06:43: in and then the tower units will continue to move
00:06:43 --> 00:06:44: in through October.
00:06:44 --> 00:06:48: And next slide and Ballantyne is our outdoor venue, 5000
00:06:48 --> 00:06:53: capacity, great lineup of concerts this year including The
Beach
00:06:53 --> 00:06:54: Boys and Wilco.
00:06:55 --> 00:06:58: And what's cool is when we're not having events, this
00:06:58 --> 00:07:00: area functions as a public park for all to enjoy.
00:07:00 --> 00:07:04: Next slide Stream Park is our beautiful 6 acre park

00:07:04 --> 00:07:07: that's a great compliment to the Bowl.

00:07:07 --> 00:07:11: This also helps fulfill our commitment to 100 acres of

00:07:11 --> 00:07:14: green space as part of our rezoning and really just

00:07:15 --> 00:07:17: shows the commitment to outdoor space.

00:07:17 --> 00:07:21: We know it's increasingly important post pandemic and we did

00:07:21 --> 00:07:24: about 80,000 plantings between Stream Park and the AMP.

00:07:24 --> 00:07:31: Next slide, we recently unveiled a parking program at the

00:07:31 --> 00:07:31: AMP.

00:07:31 --> 00:07:34: So just some challenges would change, but most of the

00:07:34 --> 00:07:37: parking offers at least two hours of free parking and

00:07:37 --> 00:07:39: we just want to be able to ensure that people

00:07:40 --> 00:07:42: who want to enjoy the bowl can get an easy

00:07:42 --> 00:07:42: spot.

00:07:43 --> 00:07:47: Next slide In terms of what's next, obviously more multi

00:07:47 --> 00:07:52: family, maybe some entertainment options to come and obviously seeing

00:07:52 --> 00:07:53: remains strong.

00:07:53 --> 00:07:57: Of course, Wegmans too is coming to the market next

00:07:57 --> 00:07:57: year.

00:07:57 --> 00:08:00: We're so excited it will open in Q3 2026.

00:08:00 --> 00:08:04: So everybody will enjoy that next slide for all things

00:08:04 --> 00:08:08: coming your way here where you can follow us go

00:08:08 --> 00:08:12: Ballantyne as the definitive resource and we encourage you to

00:08:12 --> 00:08:13: visit.

00:08:13 --> 00:08:14: Thank you so much.

00:08:15 --> 00:08:15: Well done.

00:08:15 --> 00:08:16: Well done.

00:08:16 --> 00:08:18: You're you're practicing.

00:08:18 --> 00:08:18: Pay it off, Christina.

00:08:18 --> 00:08:19: Thank you so much.

00:08:20 --> 00:08:21: Next is Lizzie Hill.

00:08:21 --> 00:08:25: Lizzie's the chief strategy officer at South Park Community Partners,

00:08:25 --> 00:08:28: where she fosters collaboration among local stakeholders.

00:08:28 --> 00:08:29: Lizzie, your turn.

00:08:32 --> 00:08:33: Good morning, everyone.

00:08:33 --> 00:08:35: Happy to be here with you all this morning.

00:08:36 --> 00:08:38: If you can go to the next slide, I'm excited

00:08:38 --> 00:08:41: to talk about South Park and our work at South

00:08:41 --> 00:08:42: Park Community Partners.

00:08:42 --> 00:08:45: Just to Orient everyone, South Park is obviously a very

00:08:45 --> 00:08:46: large area.

00:08:46 --> 00:08:49: When I'm talking about South Park this morning, we're talking

00:08:49 --> 00:08:52: about this blue BLOB here where South Park Mall, it's

00:08:52 --> 00:08:54: kind of in the center of the universe here, radiates

00:08:54 --> 00:08:57: out one square mile in the commercial core here in

00:08:57 --> 00:08:59: the South Park neighborhood.

00:08:59 --> 00:09:02: Next slide, just to Orient you to some of the

00:09:02 --> 00:09:05: demographics of our neighborhood.

00:09:05 --> 00:09:08: We obviously have a ton of customer facing businesses and

00:09:08 --> 00:09:09: providers.

00:09:10 --> 00:09:12: We're also a work and live hub as well.

00:09:12 --> 00:09:16: So we have over 30,000 employees and 9000 residents

00:09:16 --> 00:09:19: within

00:09:19 --> 00:09:20: our one square mile, almost 100,000 within three mile radius

00:09:20 --> 00:09:24: of our district.

00:09:24 --> 00:09:28: Next slide, when it comes to the daily fluctuations of

00:09:28 --> 00:09:31: our neighborhood, just wanted to share a visual

00:09:31 --> 00:09:35: representation of

00:09:35 --> 00:09:36: how much of A destination South Park is.

00:09:36 --> 00:09:38: On average, our population fluctuates about 400% each day.

00:09:38 --> 00:09:41: Next slide.

00:09:41 --> 00:09:44: Obviously, South Park is a massive retail hub.

00:09:44 --> 00:09:48: We are the largest one between Washington, DC and

00:09:48 --> 00:09:52: Atlanta.

00:09:52 --> 00:09:53: And thanks to our over 120 market exclusive brands, we

00:09:53 --> 00:09:57: have 11 unique shopping destinations just in our one square

00:09:57 --> 00:09:57: mile area.

00:09:57 --> 00:10:01: And thanks to that, our retail vacancy rate is sitting

00:10:01 --> 00:10:03: at .2%.

00:10:03 --> 00:10:03: So we're thrilled to be that destination for both Charlotte

00:10:03 --> 00:10:06: and the North Carolina area.

00:10:06 --> 00:10:07: Next slide.

00:10:07 --> 00:10:10: We're a relatively new organization.

00:10:10 --> 00:10:13: For anyone that's unfamiliar with us, we were formed back

00:10:13 --> 00:10:13: in 2022, so last year we launched our 10 year

00:10:13 --> 00:10:16: vision plan.

00:10:16 --> 00:10:20: What we heard is that South Park has these amazing

00:10:20 --> 00:10:22: destinations, but they are totally disconnected from each

00:10:22 --> 00:10:24: other right

00:10:24 --> 00:10:26: now, both literally and figuratively.

00:10:26 --> 00:10:27: People don't understand the whole story of what they can

00:10:27 --> 00:10:31: get into when they're here in South Park.

00:10:31 --> 00:10:31: Next slide, our vision plan focused on three unique pillars,

00:10:32 --> 00:10:38: places, connections from a walkability and bikeability standpoint and mobility

00:10:38 --> 00:10:39: innovation.

00:10:39 --> 00:10:40: Next slide.

00:10:41 --> 00:10:45: When it comes to places, one of our most ambitious

00:10:45 --> 00:10:49: projects was a \$21 million public private partnership to renovate.

00:10:49 --> 00:10:53: Symphony Park is our only public park in our district

00:10:53 --> 00:10:55: right now and we are 85% of the way to

00:10:55 --> 00:10:58: actually bringing that project to fruition.

00:10:58 --> 00:11:02: So thanks in big part to a collaborative partnership with

00:11:02 --> 00:11:05: the City of Charlotte and Simon Property Group who owns

00:11:05 --> 00:11:08: both the mall and the land that this public park

00:11:08 --> 00:11:11: is on, we are going to be totally re envisioning

00:11:11 --> 00:11:15: this space for both daily use and more dynamic programming.

00:11:15 --> 00:11:20: Next slide, just one piece to showcase this big shift

00:11:20 --> 00:11:24: is opening up the park to the general public.

00:11:24 --> 00:11:28: So making it accessible to walkers and bikers, opening up

00:11:28 --> 00:11:31: this front porch and what I like to call unmotifying

00:11:31 --> 00:11:33: the pond that we have there.

00:11:33 --> 00:11:36: So putting pedestrian bridges across the water and making sure

00:11:36 --> 00:11:38: that you can access this park in many ways, in

00:11:38 --> 00:11:40: a way, it signifies that it's open to all in

00:11:40 --> 00:11:41: our community.

00:11:41 --> 00:11:42: Next slide.

00:11:44 --> 00:11:47: When it comes to connections, walkability was one of our

00:11:47 --> 00:11:50: highest desires when we talked to the community Building our

00:11:50 --> 00:11:51: vision plan.

00:11:51 --> 00:11:52: Next slide.

00:11:54 --> 00:11:56: The Loop project is one of the biggest ways it's

00:11:56 --> 00:11:59: going to empower walkability in our neighborhood.

00:11:59 --> 00:12:02: It's a three mile urban trail that hits all the

00:12:02 --> 00:12:05: major retail in corporate destinations in South Park.

00:12:05 --> 00:12:08: And as of now, we're about 19 1/2% of the

00:12:08 --> 00:12:11: way either completed or in progress with this project.

00:12:11 --> 00:12:12: Next slide.

00:12:14 --> 00:12:17: And then last but not least, mobility innovation, thinking differently

00:12:17 --> 00:12:19: about how you're getting around in South Park when you're

00:12:19 --> 00:12:20: actually here.

00:12:20 --> 00:12:21: Next slide.

00:12:22 --> 00:12:24: Thanks, Christina for the shout out.

00:12:24 --> 00:12:26: We're excited that Freebie's also in Valentine now.

00:12:27 --> 00:12:30: We launched the South Park Skipper back in November last

00:12:30 --> 00:12:33: year and we've been thrilled with the community's reception of

00:12:33 --> 00:12:34: this service.

00:12:34 --> 00:12:38: So right now we're averaging around 4000 rides per month,

00:12:38 --> 00:12:41: 5000 passengers per month, and we're seeing a really great

00:12:41 --> 00:12:45: user experience, 8 minute average wait time and a 4.9

00:12:45 --> 00:12:46: average driver experience.

00:12:47 --> 00:12:49: The last really exciting thing is the fact that people

00:12:49 --> 00:12:52: are using the Skipper to truly get across our entire

00:12:52 --> 00:12:52: district.

00:12:52 --> 00:12:54: Again, it's a one square mile area.

00:12:54 --> 00:12:57: Our average trip distance is .89 miles.

00:12:57 --> 00:13:00: So those are trips that you'd either be taking your

00:13:00 --> 00:13:02: single occupancy vehicle for or just not taking it all

00:13:02 --> 00:13:03: without the Skipper.

00:13:04 --> 00:13:04: Next slide.

00:13:05 --> 00:13:07: And just to give you a sense of how folks

00:13:07 --> 00:13:10: are using the Skipper, what we didn't want to see

00:13:10 --> 00:13:12: was one giant red BLOB in the center of our

00:13:12 --> 00:13:13: district where the mall is.

00:13:14 --> 00:13:15: Thankfully, that's not what we're seeing at all.

00:13:15 --> 00:13:18: People are using it a lot of times for those

00:13:18 --> 00:13:21: necessity based trips, so going to their own apartment, going

00:13:21 --> 00:13:24: to work or going to somewhere like the grocery store.

00:13:24 --> 00:13:27: As a result, there's a really nice diversity of destinations

00:13:27 --> 00:13:29: for pickups and drop offs in our neighborhood.

00:13:30 --> 00:13:33: Next slide, switching gears, when we're looking at the market

00:13:33 --> 00:13:37: in South Park right now, obviously we're thinking about office.

00:13:37 --> 00:13:39: We have a ton of legacy office product.

00:13:40 --> 00:13:43: However, over the last five years we didn't see the

00:13:43 --> 00:13:46: big, you know, ups and downs in the market here,

00:13:46 --> 00:13:49: mostly because a lot of our office tenants are going

00:13:49 --> 00:13:52: to be those small to medium businesses looking at 2

00:13:52 --> 00:13:53: to 7000 square feet.

00:13:54 --> 00:13:57: And that's really one of our strategic advantages over in

00:13:57 --> 00:14:00: South Park is that we are encompassed by suburban and

00:14:00 --> 00:14:02: residential neighborhoods.

00:14:02 --> 00:14:04: And those folks really just want to prioritize living close

00:14:04 --> 00:14:07: to where that they're where they're working, but also where

00:14:07 --> 00:14:09: they're living outside of business hours.

00:14:09 --> 00:14:10: Next slide.

00:14:12 --> 00:14:15: And then the other piece is our retail landscape in

00:14:15 --> 00:14:16: South Park.

00:14:16 --> 00:14:19: As I mentioned, we cannot build space fast enough.

00:14:19 --> 00:14:22: So when you're seeing churn in the South Park market

00:14:22 --> 00:14:25: from a retail standpoint, it's because national retailers are looking

00:14:25 --> 00:14:27: at North Carolina and they want to come to South

00:14:27 --> 00:14:29: Park to expand, especially those luxury retailers.

00:14:30 --> 00:14:33: So I would expect to continue to see new brands

00:14:33 --> 00:14:36: coming into South Park, especially ones that are kind of

00:14:36 --> 00:14:39: ready to make their mark in the North Carolina market

00:14:39 --> 00:14:40: in general.

00:14:40 --> 00:14:40: Next slide.

00:14:42 --> 00:14:44: When it comes to development, we have a billion dollars

00:14:44 --> 00:14:45: of new development in the pipeline.

00:14:45 --> 00:14:49: Some exciting projects in the docket are things like the

00:14:49 --> 00:14:54: Publix anchored mixed-use project that's on Sharon and Colony, the

00:14:54 --> 00:14:58: rezoning of Esplanade down Rexford Road, and many, many more.

00:14:58 --> 00:15:00: In general, the challenge has been the macroeconomics in the

00:15:01 --> 00:15:03: US right now and we continue to see those projects

00:15:03 --> 00:15:05: held up by those deals needing a pencil before they

00:15:05 --> 00:15:06: can get started.

00:15:06 --> 00:15:09: Next slide and last but not least, the other trend

00:15:09 --> 00:15:13: that we're seeing is when retail is coming and building

00:15:13 --> 00:15:17: in new space, they're leaning into that experiential aspect, similar

00:15:17 --> 00:15:19: to what Christina and their team is doing over at

00:15:19 --> 00:15:20: the bowl.

00:15:20 --> 00:15:24: Next slide, Here's ways you can get in touch with

00:15:24 --> 00:15:26: both me and our team.

00:15:26 --> 00:15:27: Happy to answer any questions or sit down for a

00:15:27 --> 00:15:29: meeting if anyone wants to talk about South Park.

00:15:30 --> 00:15:31: Thank you.

00:15:31 --> 00:15:32: Great stuff.

00:15:32 --> 00:15:32: Thanks Lizzie.

00:15:33 --> 00:15:34: It's a great update.

00:15:35 --> 00:15:40: Want to remind everyone that to populate the questions in

00:15:40 --> 00:15:41: the chat box.

00:15:42 --> 00:15:44: If you have things that pop up during the presentation,

00:15:45 --> 00:15:47: we'll, we'll get to questions at the end.

00:15:47 --> 00:15:49: But in the meantime, feel free as things are at

00:15:49 --> 00:15:51: the top of your mind to to put some questions

00:15:51 --> 00:15:53: or thoughts in the chat box.

00:15:55 --> 00:15:57: Next, we'd like to welcome Keith Stanley.

00:15:57 --> 00:16:00: He's the president, CEO of University City Partners with over

00:16:00 --> 00:16:01: 20 years of economic development.

00:16:02 --> 00:16:04: Keith, give us give us your update.

00:16:05 --> 00:16:06: Sean, thank you.

00:16:06 --> 00:16:08: Thank you everyone for joining this morning.

00:16:09 --> 00:16:11: We'll go through this real quickly here name is Keith

00:16:11 --> 00:16:11: Stanley.

00:16:11 --> 00:16:13: I've been at the helm of University Partners.

00:16:13 --> 00:16:17: I've gone on close to three years now, January 23rd.

00:16:17 --> 00:16:19: And today I want to talk about what makes University

00:16:19 --> 00:16:19: City unique.

00:16:20 --> 00:16:23: Also the momentum we're building and I'll finally some of

00:16:23 --> 00:16:25: the impact we're doing here in University City.

00:16:26 --> 00:16:32: Next slide, the next there we go.

00:16:33 --> 00:16:35: University City is really a unique slice of Charlotte and

00:16:35 --> 00:16:38: the trade area which covers about six or three square

00:16:38 --> 00:16:38: miles.

00:16:38 --> 00:16:42: About 185,000 residents make up University City, but we

00:16:42 --> 00:16:42: don't

00:16:42 --> 00:16:42: stop there.

00:16:42 --> 00:16:44: About 100,000 folks work here.

00:16:44 --> 00:16:48: University City, of course, we have the University with over

00:16:48 --> 00:16:51: 31,000 students and over 4700 businesses.

00:16:52 --> 00:16:54: And really what's what we see here in University City

00:16:54 --> 00:16:57: that we're excited about is the growth and the opportunity.

00:16:57 --> 00:17:00: We've added about 3000 residential units last year and we're

00:17:01 --> 00:17:04: growing much faster actually than Mecklenburg County and

00:17:05 --> 00:17:08: once we

00:17:05 --> 00:17:08: are the second largest business hub outside of Uptown.

00:17:08 --> 00:17:12: Next slide, what's the special sauce, The University City

00:17:12 --> 00:17:15: where

00:17:12 --> 00:17:15: a couple of things I mentioned already, University itself, UNC

00:17:15 --> 00:17:18: Charlotte and the University Research Park.

00:17:18 --> 00:17:22: We'll talk a little bit more about that later, but

00:17:22 --> 00:17:25: the lakefront and being able, the only place that you

00:17:25 --> 00:17:29: can actually have a dinner or lunch on water in

00:17:29 --> 00:17:32: the city of Charlotte proper, it's really cool.

00:17:32 --> 00:17:35: And our ability to really activate that lakefront and what

00:17:35 --> 00:17:38: that means for our community, pretty much acting as a

00:17:38 --> 00:17:39: downtown place for activation.

00:17:40 --> 00:17:42: And also our public and private partnerships as we get

00:17:42 --> 00:17:45: into work with UNC Charlotte, the city of Charlotte and

00:17:45 --> 00:17:48: many others to really bring activation to University City.

00:17:48 --> 00:17:48: Next slide.

00:17:50 --> 00:17:51: So what does that look like?

00:17:51 --> 00:17:52: Well, a couple of things.

00:17:52 --> 00:17:55: One, we look at some of the infrastructure that's taking

00:17:55 --> 00:17:58: place in University City, the JW Clay streetscape for those

00:17:58 --> 00:18:02: you're familiar with, the area, this beautiful lake or surrounds

00:18:02 --> 00:18:02: JW Clay.

00:18:03 --> 00:18:07: And we have a street restructuring project actually occurring

00:18:07 --> 00:18:07: right now.

00:18:07 --> 00:18:10: It's going to hopefully finish the next year or so

00:18:10 --> 00:18:14: adding more sidewalks, adding some great amenities to get

00:18:14 --> 00:18:17: people out walking and activating and connecting our our area

00:18:17 --> 00:18:20: around the lake and also the I-85 north bridge.

00:18:20 --> 00:18:24: That's going to be important connecting the university to

00:18:24 --> 00:18:27: University research Park, which an asset that we maintain a

00:18:27 --> 00:18:28: McCullough Dr.

00:18:28 --> 00:18:29: improvements and also microtransit.

00:18:29 --> 00:18:31: Microtransit is a big issue for us.

00:18:31 --> 00:18:34: We're still University of City is made-up, really has a

00:18:34 --> 00:18:38: suburban feel and we're trying to make those connection

00:18:38 --> 00:18:41: points with over 25 retail shopping centers and how do we

00:18:41 --> 00:18:45: connect those shopping centers and connect those

00:18:45 --> 00:18:47: activations, even places like PNC Pavilion just right outside the MSD.

00:18:47 --> 00:18:50: So we're looking at ways that we can make connect

00:18:50 --> 00:18:53: that infrastructure and I'm pretty excited about the PAVE Act

00:18:53 --> 00:18:55: and I'm looking forward to how that it can impact

00:18:55 --> 00:18:58: public transportation here, university, but also across the

00:18:58 --> 00:19:01: region.

00:18:58 --> 00:19:01: Next slide, some of those economic drivers, when you've

00:18:58 --> 00:19:01: heard

00:19:01 --> 00:19:05: about the Vanguard announcement that happened last year, adding 2700

00:19:05 --> 00:19:08: jobs, we're actually doing some things now to bring those

00:19:08 --> 00:19:11: folks in and connect them to many of the things

00:19:11 --> 00:19:13: that we have going on, including the the transit IT

00:19:13 --> 00:19:16: opportunities we have at University City.

00:19:17 --> 00:19:20: But we're still seeing those come through RE Mason Pinnacle

00:19:20 --> 00:19:21: Financial.

00:19:21 --> 00:19:25: We're engaging these or 1500 small businesses within the MSD

00:19:25 --> 00:19:26: proper.

00:19:26 --> 00:19:29: Our goal is to make sure we're connecting our anchor

00:19:29 --> 00:19:32: institutions along with our small businesses and we're seeing those

00:19:32 --> 00:19:34: opportunities, which is important for University City.

00:19:35 --> 00:19:35: Next slide.

00:19:38 --> 00:19:40: I mentioned earlier, activation is key for us.

00:19:40 --> 00:19:44: We have 6 signature events and then six host events

00:19:44 --> 00:19:46: around the lake, the 5K Wine fest.

00:19:46 --> 00:19:48: These are bringing people to the lake.

00:19:49 --> 00:19:52: We just finished up with Juneteenth and saw 81% increase.

00:19:53 --> 00:19:55: Our goal is to make sure that people are having

00:19:55 --> 00:19:57: fun in University City and enjoying themselves.

00:19:57 --> 00:20:00: So we're making those connection points with with the assets

00:20:00 --> 00:20:01: we have in University City.

00:20:02 --> 00:20:02: Next slide.

00:20:04 --> 00:20:08: You mentioned earlier about UNC Charlotte and the University Research

00:20:08 --> 00:20:08: Park.

00:20:08 --> 00:20:12: There is definitely an opportunity for us to continue to

00:20:12 --> 00:20:15: build the relationship with UNC Charlotte as they have received

00:20:15 --> 00:20:19: this R1 Carnegie designation, which is important because we see

00:20:19 --> 00:20:23: the intellectual property, how that's R1 research has impacted other

00:20:23 --> 00:20:26: communities across the country from the East Coast to the

00:20:26 --> 00:20:27: West Coast.

00:20:27 --> 00:20:30: And so our goal is to make sure that there's

00:20:30 --> 00:20:33: opportunity for students, researchers to land in University City.

00:20:33 --> 00:20:35: And we see that with the URP University Research Park

00:20:35 --> 00:20:38: and having as a place to land when when opportunities

00:20:38 --> 00:20:42: come with this intellectual property prototype manufacturing, wet labs, research

00:20:42 --> 00:20:45: and development, we see the opportunity to land in the

00:20:45 --> 00:20:46: University Research Park.

00:20:47 --> 00:20:50: And we're still also engaging our University resource park tenants

00:20:50 --> 00:20:52: and property owners and how we can create additional amenities

00:20:53 --> 00:20:55: within the park to make it engaging for those who

00:20:55 --> 00:20:56: are working in the park.

00:20:56 --> 00:20:57: Next slide.

00:21:00 --> 00:21:02: Also the challenges and opportunities want to hit a little

00:21:02 --> 00:21:02: bit of that.

00:21:02 --> 00:21:05: I think one that I want to highlight is once

00:21:05 --> 00:21:09: again the connectivity and transit orientated growth we have trying

00:21:09 --> 00:21:11: to run straight through the district and how do we

00:21:11 --> 00:21:14: make sure that blue line extension is not a lot

00:21:14 --> 00:21:18: only bringing people going South, but they're actually coming up

00:21:18 --> 00:21:18: north here.

00:21:19 --> 00:21:21: And our goal is to make sure that we're developing,

00:21:21 --> 00:21:25: have development, encouraging development, a long try on that speaks

00:21:25 --> 00:21:26: to that type of growth.

00:21:27 --> 00:21:30: Once again, I mentioned the 3000 units developed.

00:21:30 --> 00:21:32: We're actually focusing on North trying to make sure that

00:21:32 --> 00:21:35: a lot of that development is and density is happening

00:21:35 --> 00:21:36: along North Tryon.

00:21:36 --> 00:21:41: Next slide, really excited about this program.

00:21:41 --> 00:21:43: We'll talk a little bit more about it in just

00:21:43 --> 00:21:43: a few seconds.

00:21:43 --> 00:21:46: But we worked with UNC Charlotte to pull together a

00:21:46 --> 00:21:49: trash study just to understand some of the issues.

00:21:49 --> 00:21:53: And, and we, we are just already launched this month

00:21:53 --> 00:21:57: a, a pilot ambassador program or working with a number

00:21:57 --> 00:22:00: of of partners here at University City.

00:22:00 --> 00:22:02: The goal is to see how, what type of impact

00:22:03 --> 00:22:05: we can, we can as AMSD bring for University City

00:22:05 --> 00:22:07: to deal with some of those issues.

00:22:07 --> 00:22:10: And it's not just trash, it's also just ambassador of

00:22:10 --> 00:22:13: people are getting to their right destination and supporting them.

00:22:13 --> 00:22:16: So we're pretty excited about this program, hoping to launch

00:22:16 --> 00:22:18: it a full program in the next year, next slide.

00:22:21 --> 00:22:24: And and this is the future, the ambassador program along

00:22:24 --> 00:22:28: with innovation and ecosystem and then the walkability and mixed-use

00:22:28 --> 00:22:29: developments.

00:22:29 --> 00:22:33: Next slide and if you want to follow is that

00:22:33 --> 00:22:39: UNIVCITYCLT and we got a robust website, robust YouTube channel

00:22:40 --> 00:22:43: and six social media platforms.

00:22:43 --> 00:22:43: Thank you.

00:22:46 --> 00:22:47: Thanks, Keith.

00:22:47 --> 00:22:49: Great, great presentation.

00:22:49 --> 00:22:52: And just a reminder to everyone to add some questions

00:22:52 --> 00:22:55: to the chat box if things pop to the top

00:22:55 --> 00:22:55: of your head.

00:22:57 --> 00:22:59: Two more presentations to go.

00:22:59 --> 00:23:01: Next in line is James Labarre.

00:23:01 --> 00:23:03: He's the senior vice president of economic development.

00:23:03 --> 00:23:05: It's Charlotte City Center Partners.

00:23:05 --> 00:23:08: He'll be focusing on South End for us for an

00:23:08 --> 00:23:08: update.

00:23:08 --> 00:23:13: So, James, feel free to give us an update.

00:23:14 --> 00:23:14: Yeah.

00:23:14 --> 00:23:14: Thanks, John.

00:23:15 --> 00:23:15: Morning, everybody.

00:23:16 --> 00:23:18: So again, my name is James Labarre, work for Charlotte

00:23:18 --> 00:23:19: Center City Partners.

00:23:19 --> 00:23:23: And as you can see here, Center City is transforming

00:23:23 --> 00:23:27: from a central business district to a central activity district,

00:23:27 --> 00:23:31: really positioning Center City for the next economic cycle, building

00:23:31 --> 00:23:34: upon all the momentum we've had with the talent, jobs

00:23:34 --> 00:23:38: and investment, and now bringing this equation of innovation, the

00:23:38 --> 00:23:43: most innovative talent, most innovative jobs and the most innovative

00:23:43 --> 00:23:45: investment, bringing these things together.

00:23:46 --> 00:23:48: The piece that I'll be focusing on today, next slide

00:23:48 --> 00:23:49: please is South End.

00:23:51 --> 00:23:54: As you can see from the map here, that's that

00:23:54 --> 00:23:57: golden part down below that South End has a few

00:23:57 --> 00:24:02: really distinguishing differentiators from all their submarkets and the country.

00:24:02 --> 00:24:05: One has the adjacency of Uptown and Michael will be
00:24:05 --> 00:24:08: talking about the the full economic weight there that happens
00:24:08 --> 00:24:09: within Uptown.
00:24:09 --> 00:24:12: Second piece, it's less than 5 miles from one of
00:24:12 --> 00:24:15: the the busiest airports in the world.
00:24:15 --> 00:24:17: And then the other piece is this connectivity.
00:24:18 --> 00:24:20: If you look the Blue Line runs through the spine
00:24:20 --> 00:24:22: of it and then the future Silver Line, besides the
00:24:22 --> 00:24:25: intersection that happens in Uptown where the Silver Line,
blue
00:24:25 --> 00:24:26: Line will come together.
00:24:26 --> 00:24:29: That junction along Summit will be one of the closest
00:24:30 --> 00:24:33: points between our north-south and then our East West
connectors
00:24:34 --> 00:24:37: along right rail, really providing a major stimulus in regards
00:24:37 --> 00:24:42: to all different types of things, transit oriented, innovation,
jobs
00:24:42 --> 00:24:43: and residential.
00:24:43 --> 00:24:47: Next slide please, a few stats going to give you
00:24:47 --> 00:24:51: an overview about South End on average or 57 to
00:24:51 --> 00:24:54: 60,000 visits per day into the sub market.
00:24:55 --> 00:24:59: This is a 4% increase over pre COVID conditions.
00:25:00 --> 00:25:05: Number of workers coming in everyday more than 20,000
office.
00:25:05 --> 00:25:08: This is one of the most startling facts.
00:25:08 --> 00:25:11: Over the last five years, only a couple submarkets in
00:25:11 --> 00:25:13: the entire country has more than doubled its office.
00:25:13 --> 00:25:14: South End is one of them.
00:25:15 --> 00:25:17: Right now it's six at 5.6 million square feet.
00:25:17 --> 00:25:20: On average it's \$44 a square foot.
00:25:20 --> 00:25:23: But we know that some of the rents being signed
00:25:23 --> 00:25:26: now are north of 50 and then the next products
00:25:26 --> 00:25:29: will be delivered could break the barrier.
00:25:29 --> 00:25:32: 70 bucks a square foot on the residential piece.
00:25:33 --> 00:25:36: We have almost 15,000 residents that live in the
neighborhood.
00:25:37 --> 00:25:38: The average age a little bit older than a lot
00:25:38 --> 00:25:39: of people think.
00:25:39 --> 00:25:43: At the same time this is the most popular neighborhood
00:25:43 --> 00:25:47: for post college professionals looking for their first or next
00:25:47 --> 00:25:47: jobs.
00:25:48 --> 00:25:51: In the apartment piece, there are more than now than
00:25:51 --> 00:25:55: 11,000 apartments, 1000 just delivered in the last year under

00:25:55 --> 00:25:59: construction is a little bit lower than that number as as

00:25:59 --> 00:26:02: I talked about 1000 products I've just delivered on the

00:26:02 --> 00:26:03: hotel piece.

00:26:03 --> 00:26:05: This is one of the most startling facts is that

00:26:05 --> 00:26:08: there's only 123 rooms and within South End, we think

00:26:08 --> 00:26:10: this is like one of the big pieces that could

00:26:11 --> 00:26:13: come in the next economic development cycle in order to

00:26:13 --> 00:26:16: make all our aspects of that product portfolio stronger.

00:26:16 --> 00:26:17: Next slide please.

00:26:21 --> 00:26:23: One of the pieces that we're working on at Center

00:26:23 --> 00:26:26: City Partners is to envision that Center City to be

00:26:26 --> 00:26:30: the most welcoming, equitable and economically vibrant culture, rich, beloved

00:26:30 --> 00:26:31: place.

00:26:31 --> 00:26:34: And South End really helps deliver that as one of

00:26:34 --> 00:26:38: the main aspects or differentiators of South End is that

00:26:38 --> 00:26:42: it is just an extension of that central activity district

00:26:42 --> 00:26:46: coming or emanating from Uptown delivering down the spine along

00:26:46 --> 00:26:47: that blue line.

00:26:47 --> 00:26:48: Next slide, please.

00:26:51 --> 00:26:54: As you can see here, the words on the page

00:26:54 --> 00:26:58: really describe South End as a people first filled with

00:26:58 --> 00:27:02: adaptive reuse projects, now filled in with more than 100

00:27:02 --> 00:27:07: local, local businesses coupled with regional and national retail tenants

00:27:07 --> 00:27:10: and then a series of housing products that come in.

00:27:10 --> 00:27:14: There's been a lot of study recently about submarkets designing

00:27:15 --> 00:27:17: itself for an optimal product portfolio, right?

00:27:18 --> 00:27:21: Finding that perfect blend between work, live and play in

00:27:21 --> 00:27:24: order to produce the most GDP for the region in

00:27:24 --> 00:27:28: order to produce the most tax revenues for that region

00:27:28 --> 00:27:31: in order to deploy in that place and other places.

00:27:31 --> 00:27:34: And South End really aligns with with that optimal product

00:27:34 --> 00:27:37: portfolio with one piece being a little bit under indexed,

00:27:37 --> 00:27:40: which I think will be surprising to all.

00:27:40 --> 00:27:44: And that's that play aspect, even though all these photos

00:27:44 --> 00:27:49: are leaning into that retail, food and dining, soft goods,

00:27:49 --> 00:27:53: peace, one aspect that South End we believe will deliver

00:27:53 --> 00:27:57: in the next economic development cycle is hospitality.

00:27:58 --> 00:28:01: And that will really amp up that play part of

00:28:01 --> 00:28:06: the portfolio, even being a better differentiator not only for

00:28:06 --> 00:28:09: Center City, but also the entire region.

00:28:09 --> 00:28:13: Next piece in talking about those differentiators, South End, one

00:28:13 --> 00:28:16: of the first ones to talk, if you look at

00:28:16 --> 00:28:19: the the furthest picture of there, that light rail is

00:28:19 --> 00:28:22: the couple is the alignment there of light rail and

00:28:22 --> 00:28:23: the rail trail.

00:28:23 --> 00:28:27: On any average day, you're looking at 1000 to 5000

00:28:27 --> 00:28:31: people using that rail trail, which gets to 9000 to

00:28:31 --> 00:28:33: 14,000 visits per week.

00:28:33 --> 00:28:36: That's not even including the number of passengers that are

00:28:36 --> 00:28:37: now taking light rail.

00:28:37 --> 00:28:41: The second the middle photo there is 110 E thanks

00:28:41 --> 00:28:44: to the good work of the of Keith and and

00:28:44 --> 00:28:48: University City that Vantage building got filled.

00:28:48 --> 00:28:52: This is the next largest building on the on the

00:28:52 --> 00:28:56: on the docket more than 370,000 square feet.

00:28:56 --> 00:28:58: It is now signing leases it and with its lease

00:28:58 --> 00:29:01: activity and the amount of demand that's looking at South

00:29:01 --> 00:29:04: end we have we believe that this will be effectively

00:29:04 --> 00:29:06: filled by the end of the year.

00:29:06 --> 00:29:07: Next slide please.

00:29:11 --> 00:29:14: Again one of the pieces here that's really important to

00:29:14 --> 00:29:18: understand is the connectivity between South End and Uptown, just

00:29:18 --> 00:29:21: the extension of that central activity district, one piece to

00:29:21 --> 00:29:23: call out all of the blue there that that was

00:29:23 --> 00:29:25: built in since 2010 to now.

00:29:26 --> 00:29:29: So again that next economic development cycle is teed up.

00:29:29 --> 00:29:30: Next slide please.

00:29:33 --> 00:29:35: Other key components here about the pipeline.

00:29:35 --> 00:29:39: We can see a number of the apartment, the Linea

00:29:39 --> 00:29:43: down here in the last economic development cycle or last

00:29:43 --> 00:29:44: month here.

00:29:44 --> 00:29:47: We've had more than 1000 apartments deliver it.

00:29:47 --> 00:29:50: We have more than 3000 in the pipeline and the

00:29:50 --> 00:29:54: number of jobs that have been recently announced, whether it

00:29:54 --> 00:29:57: be TTX of 150, asset mark with 252 or Coinbase

00:29:57 --> 00:29:57: being 130.

00:29:57 --> 00:29:59: Last next slide please.

00:30:01 --> 00:30:04: Two big challenges to talk about 1 is that right

00:30:04 --> 00:30:08: now South End has 41% of all market wide demand

00:30:08 --> 00:30:12: for office, but only 4% of total inventory.

00:30:12 --> 00:30:14: We have a series of office products that need to

00:30:14 --> 00:30:17: get out of ground in the next economic development cycle.

00:30:18 --> 00:30:21: Next slide please in connectivity, as all their districts have

00:30:22 --> 00:30:25: talked about, the PED bridge will be finished construction by

00:30:25 --> 00:30:26: 2028.

00:30:27 --> 00:30:28: And last slide, thank you.

00:30:29 --> 00:30:31: Look forward to the questions about South End.

00:30:32 --> 00:30:32: Great.

00:30:32 --> 00:30:32: Thanks.

00:30:33 --> 00:30:34: Thanks for the insight there, James.

00:30:35 --> 00:30:39: Wrapping up our presentations will be Michael Smith,
President and

00:30:39 --> 00:30:41: CEO of Charlotte Center City Partners since 2005.

00:30:42 --> 00:30:43: Michael, the floor is yours.

00:30:44 --> 00:30:44: Awesome.

00:30:44 --> 00:30:45: Thanks Sean.

00:30:46 --> 00:30:48: We'll move through these quickly.

00:30:48 --> 00:30:50: The let me let me begin by sharing just a

00:30:50 --> 00:30:52: quick update on the heart of your region.

00:30:53 --> 00:30:59: These are exciting times with recapitalizations and
repositioning of vintage

00:30:59 --> 00:31:00: office.

00:31:00 --> 00:31:04: There's bold new ownership in our sports teams that have

00:31:04 --> 00:31:06: been well capitalized reinvestments.

00:31:07 --> 00:31:11: There's a big focus on safety and Uptown vibrancy, along

00:31:11 --> 00:31:15: with some great news about our urban innovation district, the

00:31:15 --> 00:31:16: North Tryon Tech Hub.

00:31:17 --> 00:31:19: So jump to the next slide.

00:31:19 --> 00:31:22: So this is the district, as James shared earlier, you're

00:31:22 --> 00:31:24: going to see a little bit of overlap.

00:31:25 --> 00:31:27: This district has incredible strength.

00:31:28 --> 00:31:32: This is our central business district which has grown from

00:31:32 --> 00:31:35: just being Uptown to is now Uptown and South end

00:31:35 --> 00:31:39: which gives us more product to be able to compete

00:31:39 --> 00:31:40: with other markets.

00:31:40 --> 00:31:41: Next slide please.

00:31:43 --> 00:31:48: Our average daily visits have grown by 3% since 2019

00:31:49 --> 00:31:50: to 118,000 a day.

00:31:51 --> 00:31:56: This is the the biggest center of GDP for the

00:31:56 --> 00:32:03: two state region, great number of residents approaching
2020, 3400

00:32:03 --> 00:32:06: hotel rooms we're at 6900.

00:32:06 --> 00:32:09: We continue to have room for growth there.

00:32:10 --> 00:32:14: We've got a couple that are one's under construction, we've got another in on docket.

00:32:14 --> 00:32:15: So we're excited about that growth.

00:32:15 --> 00:32:18: Next slide please.

00:32:18 --> 00:32:19: Our Center City, as mentioned earlier, is really making a move from a central business activity to that and more.

00:32:20 --> 00:32:23: It's a long held aspiration of ours.

00:32:23 --> 00:32:27: For your Center City, you're Uptown to become a more complete place and it's truly becoming a central activity district.

00:32:27 --> 00:32:29: Let me build on that a little more.

00:32:29 --> 00:32:33: Next slide, please.

00:32:33 --> 00:32:37: Some of the differentiators for this are things like this is the heart of arts and culture and sports and dining for your region.

00:32:37 --> 00:32:38: Just in Uptown, there are 12 unique cultural institutions.

00:32:38 --> 00:32:39: Next slide, please.

00:32:40 --> 00:32:44: 330 days and nights of sports activities last year alone, and that's growing.

00:32:44 --> 00:32:48: And part of that is the commitment of our owners to each more than double the way they use their facilities.

00:32:48 --> 00:32:49: Next slide, please.

00:32:50 --> 00:32:53: James shared this a second ago.

00:32:53 --> 00:32:55: To me, this is a snapshot of a city's Hall of Fame development story.

00:32:55 --> 00:33:00: The blue is what's happened since 2010.

00:33:01 --> 00:33:02: The purple is near term construction, the red and orange are what's coming.

00:33:02 --> 00:33:05: This gives you a good snapshot of a growing CBD with a couple of innovation districts.

00:33:05 --> 00:33:08: We're excited about what's next.

00:33:08 --> 00:33:09: Next slide.

00:33:10 --> 00:33:11: So there's been great recapitalization that's occurring and there's more to come.

00:33:13 --> 00:33:15: And the power of that is when a building's recapitalize and even though it sells for a discount, it puts that new owner on the clock with new capital for repositioning and all of these buildings.

00:33:15 --> 00:33:19:

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00:33:59 --> 00:34:01:

00:34:01 --> 00:34:05: And we've got probably 3,000,000, three and a half million
00:34:05 --> 00:34:08: square feet that needs to be repositioned.
00:34:08 --> 00:34:13: And we're excited every time there's a recap because again,
00:34:13 --> 00:34:17: it begins the clock towards that property becoming a unique
00:34:17 --> 00:34:19: differentiator for our market.
00:34:19 --> 00:34:24: You see a good variety of those represented here.
00:34:24 --> 00:34:25: Next slide, please.
00:34:27 --> 00:34:29: We're particularly excited about the North Tryon Tech hub.
00:34:31 --> 00:34:35: This is an aspiration to create a globally relevant urban
00:34:35 --> 00:34:37: innovation district.
00:34:38 --> 00:34:41: We've got incredible partners with UNC Charlotte.
00:34:42 --> 00:34:48: We're creating the intersection of entrepreneurialism,
academics, and corporate innovation.
00:34:48 --> 00:34:51: We've got the CTOS of all of our major employers
00:34:51 --> 00:34:53: serving on this advisory committee.
00:34:54 --> 00:34:55: We're getting great advice.
00:34:56 --> 00:35:00: UNC Charlotte is a great partner of ours.
00:35:00 --> 00:35:04: As with Keith, they put another thousand students last year
00:35:04 --> 00:35:09: on this campus, particularly graduate students in computer
science and
00:35:09 --> 00:35:13: informatics, and the Chancellor is committed to bringing
another wave
00:35:13 --> 00:35:15: of additional students this fall.
00:35:16 --> 00:35:20: In the near ground on the right, there is the
00:35:21 --> 00:35:26: collab, which opened in January and is virtually full and
00:35:26 --> 00:35:27: hosting.
00:35:27 --> 00:35:32: It has become our centers, our community's Center for
entrepreneurship
00:35:32 --> 00:35:36: and we're excited about what's next on corporate innovation.
00:35:36 --> 00:35:40: We've got some really interesting projects that are under
00:35:40 --> 00:35:40: way.
00:35:41 --> 00:35:42: Next slide please.
00:35:44 --> 00:35:45: This is a big move for us.
00:35:46 --> 00:35:49: Uptown vibrancy there has been doing this work for two
00:35:49 --> 00:35:54: decades and we have never enjoyed the alignment and
investment
00:35:54 --> 00:35:56: that we're enjoying right now.
00:35:56 --> 00:35:58: This was a priority of the CELC.
00:35:58 --> 00:36:03: We partnered with them to launch what began as a
00:36:03 --> 00:36:09: an effort around public safety, but quickly moved into one
00:36:09 --> 00:36:14: that focused on owning the narrative for this place and
00:36:14 --> 00:36:16: flip to the next slide.
00:36:17 --> 00:36:21: These are the five strategic areas that we're focused on

00:36:21 --> 00:36:26: and we're excited about what we've been able to do.

00:36:26 --> 00:36:28: We've raised a couple \$1,000,000 privately.

00:36:28 --> 00:36:32: We increased the MSD for the primary and secondary districts

00:36:32 --> 00:36:36: and then we got some great Co investment with partners.

00:36:36 --> 00:36:41: We are growing the safety Ambassador program by 65%.

00:36:41 --> 00:36:44: That will have a big impact with new investors like

00:36:44 --> 00:36:45: the CRVA.

00:36:46 --> 00:36:49: We launched a new initiative called Own Your Block.

00:36:50 --> 00:36:55: This is a clever initiative that uses incrementalism where everybody

00:36:55 --> 00:37:00: takes private security curb to curb and makes better investments

00:37:00 --> 00:37:02: in beauty and cleanliness.

00:37:02 --> 00:37:04: And then monthly programming.

00:37:04 --> 00:37:08: We are offering programming weekly through our productions and a

00:37:08 --> 00:37:11: partnership with Mecklenburg County and all the Uptown parks.

00:37:12 --> 00:37:15: And in May, we launched a new marketing campaign.

00:37:16 --> 00:37:17: Next slide, please.

00:37:17 --> 00:37:19: We're excited about where we are and we look forward

00:37:19 --> 00:37:20: to your questions.

00:37:22 --> 00:37:23: Thank you, Michael.

00:37:23 --> 00:37:26: That's a great update and we'll we'll open it up

00:37:26 --> 00:37:27: now for some Q&A.

00:37:27 --> 00:37:30: So if folks have any questions, feel free to add

00:37:30 --> 00:37:32: them in the question and answer box at the bottom.

00:37:33 --> 00:37:34: In the meantime, a couple things.

00:37:35 --> 00:37:38: We do have a couple questions rolling in, but our

00:37:38 --> 00:37:42: first questions for Keith and it has to do with

00:37:42 --> 00:37:43: University City.

00:37:43 --> 00:37:46: And you know, you spoke to the identity, the individual

00:37:46 --> 00:37:50: community identity that University City has and also its desire

00:37:50 --> 00:37:55: to connect to other districts with public transportation, connecting to

00:37:55 --> 00:37:58: the airport, connecting to city center as kind of the

00:37:58 --> 00:38:01: two main business hubs for Charlotte.

00:38:01 --> 00:38:04: Can you talk a little bit about what your vision

00:38:04 --> 00:38:07: is for transportation and how that transforms that?

00:38:07 --> 00:38:09: We all know about the Blue Line extension and the

00:38:10 --> 00:38:12: role of the public transportation has, but what's what's next?

00:38:13 --> 00:38:15: What's on the top of your mind in terms of

00:38:15 --> 00:38:18: the the future of the vision of University City?

00:38:20 --> 00:38:22: Well, thanks for the question, Sean.

00:38:22 --> 00:38:24: And just want to say, I think for us, it

00:38:24 --> 00:38:27: really boils down to what our partners already doing.

00:38:27 --> 00:38:31: As mentioned, you heard about the Michael transit opportunities, South

00:38:31 --> 00:38:33: Park mentioned and even Valentine.

00:38:33 --> 00:38:36: And so for us, we're looking at the micro transit

00:38:36 --> 00:38:40: opportunity working closely with the City of Charlotte County and

00:38:40 --> 00:38:42: others on what that would look like.

00:38:43 --> 00:38:46: I think the driver for us is really University Research

00:38:46 --> 00:38:49: Park that holds about 30,000 employees within that park and

00:38:49 --> 00:38:52: connecting those employees to the Blue Line extension right now

00:38:52 --> 00:38:53: is a challenge.

00:38:53 --> 00:38:56: Hopefully, we do believe that A85I-85 North Bridge would do

00:38:57 --> 00:38:57: that.

00:38:58 --> 00:39:00: But also just figuring out how do we use this

00:39:00 --> 00:39:02: leaning on this Michael Transit to make sure that all

00:39:02 --> 00:39:05: our retail nodes and University of Research Park is connected.

00:39:05 --> 00:39:07: And that's really the next direction we're going in.

00:39:08 --> 00:39:11: And also just want to say it sounds redundant, but

00:39:11 --> 00:39:14: sidewalks, you know, we we want to increase the amount

00:39:14 --> 00:39:18: of sidewalks and increase those connect connective points of within

00:39:18 --> 00:39:19: University City.

00:39:21 --> 00:39:22: Great.

00:39:22 --> 00:39:22: Perfect.

00:39:24 --> 00:39:27: My next question is for Christina and Ballantyne.

00:39:27 --> 00:39:31: Valentine's had the luxury of kind of creating its own

00:39:31 --> 00:39:33: transportation thumbprint for Charlotte.

00:39:33 --> 00:39:36: I know that a lot of effort was put forward

00:39:36 --> 00:39:41: when when Ballantyne, the Ballantyne reimaged, you know, idea came

00:39:41 --> 00:39:46: about of a huge investment in in transportation and mobility

00:39:46 --> 00:39:48: and infrastructure in that area.

00:39:49 --> 00:39:52: Talk a little bit about how you guys have been

00:39:52 --> 00:39:57: able to leverage that transportation thumbprint to activate and really

00:39:57 --> 00:39:59: be a hub for South Charlotte?

00:40:00 --> 00:40:01: Yeah, thank you.

00:40:01 --> 00:40:05: You know, we, we put in \$111 million of infrastructure,

00:40:05 --> 00:40:10: obviously with the public private partnership helping out with that.

00:40:10 --> 00:40:15: And it's really helped ease transportation not only from the

00:40:15 --> 00:40:19: West side to the east side of the park, but

00:40:19 --> 00:40:23: it just provided easier ways to get around and new

00:40:23 --> 00:40:24: ways.

00:40:24 --> 00:40:25: You know, with Lower Ave.

00:40:25 --> 00:40:26: and Upper Ave.

00:40:27 --> 00:40:31: connecting from Valentine Commons in North Community House and Johnston

00:40:31 --> 00:40:35: Road to North Community House, respectively, People are finding different

00:40:35 --> 00:40:38: ways to to stay off some of the main roads

00:40:38 --> 00:40:41: and alleviate congestion with more people getting around.

00:40:41 --> 00:40:44: And we continue to just invest in other ways.

00:40:44 --> 00:40:47: Obviously it's increased walkability now with the bowl, so encouraging

00:40:47 --> 00:40:48: that.

00:40:48 --> 00:40:52: And then of course with our new Ballantyne Bolts encouraging

00:40:52 --> 00:40:55: customers to to take that and just help with that.

00:40:55 --> 00:40:57: And we really, and then of course, as I mentioned,

00:40:58 --> 00:41:01: the intersection improvements have helped surrounding the bowl.

00:41:01 --> 00:41:04: And then also just want to give a shout out

00:41:04 --> 00:41:05: to South Charlotte partners.

00:41:05 --> 00:41:09: While it's not an MSD, it's a volunteer LED organization

00:41:09 --> 00:41:13: that you know will be working closely for other transportation

00:41:13 --> 00:41:13: initiatives.

00:41:13 --> 00:41:18: They have a popular regional transportation summit that we do

00:41:18 --> 00:41:23: semi annually and look forward to more advocacy in that

00:41:23 --> 00:41:24: area for the area.

00:41:25 --> 00:41:26: Great.

00:41:27 --> 00:41:31: Next, Lizzie, I have a question about South Park and

00:41:31 --> 00:41:35: just kind of expanding on the the metrics that you

00:41:35 --> 00:41:36: guys are able to gather.

00:41:37 --> 00:41:40: You know the metrics fuel a lot of your investment

00:41:40 --> 00:41:42: and the areas that you guys prioritize.

00:41:43 --> 00:41:46: So talk a little bit about the gathering of metrics

00:41:46 --> 00:41:49: to serve mobility and walkability.

00:41:49 --> 00:41:51: And I think that heat map was really helpful.

00:41:51 --> 00:41:54: It was actually surprising to see that you couldn't even

00:41:54 --> 00:41:56: really tell where the mall was in that heat map,
00:41:56 --> 00:41:57: which is great.
00:41:57 --> 00:41:59: So talk about the gathering of metrics and how you
00:42:00 --> 00:42:00: guys use that.
00:42:00 --> 00:42:04: Yeah, we watch the data very closely, especially when it
00:42:04 --> 00:42:05: comes to the skipper.
00:42:05 --> 00:42:08: You know, the skipper is just one of the elements
00:42:08 --> 00:42:11: that we're thinking about when it comes to mobility, but
00:42:11 --> 00:42:14: we're starting to see that people want choices.
00:42:14 --> 00:42:16: They don't want to actually have to take their single
00:42:16 --> 00:42:19: occupancy vehicle out on the road if they don't have
00:42:19 --> 00:42:19: to.
00:42:19 --> 00:42:22: And so when we look at who the users are
00:42:22 --> 00:42:26: right now, primarily being residents and workers, that starts
us
00:42:26 --> 00:42:29: to teach us a lot about how people want to
00:42:29 --> 00:42:31: start behaving in our neighborhood.
00:42:31 --> 00:42:35: And so we're looking at those destinations, but then we
00:42:35 --> 00:42:38: also use live surveys in the actual app to understand
00:42:38 --> 00:42:41: what they're actually using that trip for.
00:42:41 --> 00:42:43: So if they're going in and out of our hotels,
00:42:43 --> 00:42:45: is it personal or is it business?
00:42:45 --> 00:42:48: If they're leaving their apartment, is it for a grocery
00:42:48 --> 00:42:50: trip, medical trip, going to work, all of those pieces.
00:42:51 --> 00:42:54: So all of those opportunities start to then inform us
00:42:54 --> 00:42:57: to your point about further investments that we make,
especially
00:42:57 --> 00:42:59: around walkability and bikeability.
00:42:59 --> 00:43:02: Can we start to create more options that aren't bringing
00:43:02 --> 00:43:04: your single occupancy vehicle out of the garage and moving
00:43:04 --> 00:43:05: around differently?
00:43:06 --> 00:43:06: Perfect.
00:43:08 --> 00:43:11: James, I have a question for you about South End
00:43:11 --> 00:43:15: and the the perceived limits of South End versus the
00:43:15 --> 00:43:15: actual limits.
00:43:15 --> 00:43:18: It was in the maps that you and both you
00:43:18 --> 00:43:23: and Michael showed showed that long linear extent down the
00:43:23 --> 00:43:25: blue line, which makes obvious sense.
00:43:26 --> 00:43:29: Talk a little bit about the, the, the desire for
00:43:29 --> 00:43:31: people to be a part of South End for the
00:43:31 --> 00:43:34: brand and the value and how that works and what
00:43:34 --> 00:43:38: conversation do you guys have and talking through the how
00:43:38 --> 00:43:40: the boundaries work of South End.

00:43:42 --> 00:43:43: Yeah, thanks for the question.

00:43:43 --> 00:43:46: So I think the the demands of South End and

00:43:46 --> 00:43:50: why people want to be there is really strong, especially

00:43:50 --> 00:43:55: for that that young professional cohort really trying to get

00:43:55 --> 00:43:59: close to that high paying office job that's either being

00:43:59 --> 00:44:02: created in South End or right adjacent in Uptown.

00:44:03 --> 00:44:08: And the mobility connections that are offered there.

00:44:08 --> 00:44:12: One being the blue line, the other one being the

00:44:12 --> 00:44:16: rail trail, the bus system as well and the entire

00:44:16 --> 00:44:17: PED network.

00:44:18 --> 00:44:21: It gives people the option of how to move in

00:44:21 --> 00:44:25: between homework and that third place, whether it be 1

00:44:25 --> 00:44:29: of the 10 breweries or one of the multiple local

00:44:29 --> 00:44:33: coffee shops that are in that area at the same

00:44:33 --> 00:44:33: time.

00:44:33 --> 00:44:36: All that being said of that connectivity, it is a

00:44:36 --> 00:44:41: very densely populated place flanked by two very established

00:44:41 --> 00:44:42: neighborhoods

00:44:42 --> 00:44:46: of Dilworth and Wilmore.

00:44:46 --> 00:44:50: And so that has provided that concentration of of density

00:44:50 --> 00:44:51: of all those three different types of uses at the

00:44:51 --> 00:44:54: same time.

00:44:54 --> 00:44:55: It will have, it will have constraints about people moving

00:44:55 --> 00:45:00: in and out.

00:45:00 --> 00:45:04: We are confident that the mobility options will help alleviate

00:45:04 --> 00:45:07: that There might be a the price to pay for

00:45:07 --> 00:45:12: that change of not always taking the car to work

00:45:12 --> 00:45:16: and trying to figure out other different ways or have

00:45:16 --> 00:45:21: or really living leaning into park your car once and

00:45:21 --> 00:45:25: then move throughout either South End, Uptown, Dilworth,

00:45:25 --> 00:45:26: Wilmore or

00:45:26 --> 00:45:28: even into Plaza of Midwether Noda for that that user

00:45:28 --> 00:45:29: experience.

00:45:29 --> 00:45:31: Perfect.

00:45:31 --> 00:45:35: Michael, there are a couple questions for you.

00:45:35 --> 00:45:39: The 1st is from the audiences are, are there additional

00:45:39 --> 00:45:39: education opportunities outside of UNC Charlotte to drive

00:45:39 --> 00:45:43: young people

00:45:43 --> 00:45:44: into the market?

00:45:44 --> 00:45:47: And I, I take that question, I interpret it as

00:45:47 --> 00:45:48: Charlotte as a whole.

00:45:48 --> 00:45:49: And I'm directing that to Michael because you're kind of

00:45:48 --> 00:45:52: the director orchestrator of kind of the Charlotte perception starting

00:45:52 --> 00:45:52: with Uptown.

00:45:52 --> 00:45:55: So I guess you can speak a little bit to

00:45:55 --> 00:45:58: Pearl District and the the medical aspect that's, you know,

00:45:58 --> 00:46:01: that's obviously very new, but what other educational opportunities are

00:46:01 --> 00:46:04: driving young people into the Charlotte market?

00:46:05 --> 00:46:05: Yeah.

00:46:05 --> 00:46:06: Thank you.

00:46:06 --> 00:46:07: Great question.

00:46:07 --> 00:46:08: It.

00:46:08 --> 00:46:09: Great.

00:46:09 --> 00:46:13: Urban places are built in layers and it's residential, it's

00:46:13 --> 00:46:18: employment, it's entertainment, but then a campus environment.

00:46:18 --> 00:46:21: It helps make up some of the greatest urban places

00:46:21 --> 00:46:22: in the world.

00:46:23 --> 00:46:26: And that's been a priority of ours for a couple

00:46:26 --> 00:46:26: decades.

00:46:27 --> 00:46:32: And we've continued to grow the contributors to that from

00:46:32 --> 00:46:38: JCSU to Johnson and Wales, University of South Carolina's Business

00:46:38 --> 00:46:43: School here, UNC Chapel Hill open, there's Wake Forest and

00:46:43 --> 00:46:44: the Pearl.

00:46:44 --> 00:46:49: CPCC is an incredible contributor with their main campus right

00:46:49 --> 00:46:50: in our Center City.

00:46:50 --> 00:46:52: I know I'm going to miss 1 James, anybody want

00:46:52 --> 00:46:53: to add?

00:46:53 --> 00:46:53: So don't get.

00:46:54 --> 00:46:56: I think that's a good, that's a good list.

00:46:56 --> 00:46:57: I think that there's a follow up that comes to

00:46:58 --> 00:46:58: that as well.

00:46:58 --> 00:47:01: As you know, Charlotte doesn't really have a problem of

00:47:01 --> 00:47:03: driving young people into the market.

00:47:03 --> 00:47:06: So what what does the panel think is driving it

00:47:06 --> 00:47:10: if it's not necessarily, you know, education, education supported, but

00:47:10 --> 00:47:13: what do you think it is that's driving young people

00:47:13 --> 00:47:15: to the market because that that's not a problem for

00:47:15 --> 00:47:16: Charlotte.

00:47:18 --> 00:47:23: Well, the beauty of education is its retention and it's

00:47:23 --> 00:47:25: a great cue for it.

00:47:25 --> 00:47:28: I mean, Keith, this is right out of your playbook,

00:47:28 --> 00:47:32: but what are we north of 60% graduates of UNC

00:47:32 --> 00:47:36: Charlotte stay in our market and it's, it is a,

00:47:36 --> 00:47:40: it is a quality and workhorse producer of talent like

00:47:40 --> 00:47:42: none other in our market.

00:47:43 --> 00:47:45: And it's, it's it's foundation.

00:47:46 --> 00:47:50: We've when I was coming up, most people coming out

00:47:50 --> 00:47:54: of College in the four state area were deciding between

00:47:54 --> 00:47:56: DC, New York and Atlanta.

00:47:57 --> 00:47:58: And that's no longer the case.

00:47:58 --> 00:48:02: Charlotte punches above its weight in this regard, and it's

00:48:03 --> 00:48:06: part of that flywheel of job growth that drives the

00:48:06 --> 00:48:07: entire region does.

00:48:13 --> 00:48:15: Anyone else have anything to add on on that?

00:48:20 --> 00:48:22: Lizzie, we have a question coming in for South Park.

00:48:23 --> 00:48:26: South Park and the the close in residential areas surrounding

00:48:26 --> 00:48:29: Uptown have a robust tree canopy, which is a tremendous

00:48:29 --> 00:48:31: asset for Charlotte.

00:48:31 --> 00:48:32: We all agree with that.

00:48:32 --> 00:48:35: Is there any possibility of creating any green space in

00:48:35 --> 00:48:35: South End?

00:48:35 --> 00:48:37: It doesn't appear to have a single tree.

00:48:38 --> 00:48:39: I would challenge that.

00:48:40 --> 00:48:42: And none of the renderings of the rail trail bridge

00:48:42 --> 00:48:43: include green space.

00:48:43 --> 00:48:45: How can we soften the paved industrial vibe of South

00:48:45 --> 00:48:45: End?

00:48:46 --> 00:48:48: So that one goes across a couple districts.

00:48:48 --> 00:48:50: But Lizzie, I'll, I'll let you get started.

00:48:50 --> 00:48:53: And I'm, I'm sure kind of talk about Symphony Park

00:48:53 --> 00:48:56: and the, the, the, the loop and the, the role

00:48:57 --> 00:48:59: of shade as it relates to the loop.

00:49:00 --> 00:49:01: Yeah, yeah.

00:49:01 --> 00:49:04: Sounds like the second-half of the question was mostly for

00:49:04 --> 00:49:06: James, but I'll be the first to say we celebrate

00:49:06 --> 00:49:07: the tree canopy.

00:49:07 --> 00:49:10: It's one of the greatest assets, especially for South Park.

00:49:10 --> 00:49:12: We hear a lot of people wanting to spend time

00:49:12 --> 00:49:14: there because it is in the midst of such a

00:49:14 --> 00:49:15: dense tree canopy.

00:49:16 --> 00:49:19: When we looked at public space in particular and shout

00:49:19 --> 00:49:22: out to Land Design and Sean for leading the way

00:49:22 --> 00:49:24: for our vision plan, a lot of what the assessment

00:49:24 --> 00:49:27: was, was looking at some of our heritage trees around

00:49:27 --> 00:49:28: the district.

00:49:28 --> 00:49:31: How do we celebrate and create more public spaces?

00:49:31 --> 00:49:33: And a lot of what we're trying to do from

00:49:33 --> 00:49:36: a public space innovation standpoint is start to partner with

00:49:36 --> 00:49:39: our private property owners and saying, hey, we, you have

00:49:39 --> 00:49:43: underutilized green space with these beautiful trees and tree canopy.

00:49:43 --> 00:49:45: How can we take advantage of that together and create

00:49:45 --> 00:49:47: a beautiful public space, space for a neighborhood?

00:49:47 --> 00:49:50: Because right now, really our only public space is Symphony

00:49:50 --> 00:49:52: Park, which is 7 acres.

00:49:52 --> 00:49:55: And then our shopping centers essentially act as our public

00:49:55 --> 00:49:56: spaces right now.

00:49:56 --> 00:49:58: So how do we start to add to that inventory

00:49:58 --> 00:50:00: in our neighborhood, taking advantage of the green space in

00:50:00 --> 00:50:01: particular?

00:50:03 --> 00:50:03: Yep.

00:50:03 --> 00:50:07: And I'll add to that with the loop that, you

00:50:07 --> 00:50:11: know, I was a, a part of a team that

00:50:11 --> 00:50:16: walked the entire planned loop, the 3.2 mile loop planned

00:50:16 --> 00:50:21: alignment and we investigated and we kind of took inventory

00:50:21 --> 00:50:24: of how usable usable it was.

00:50:24 --> 00:50:28: And the the shaded tree lined areas were obviously very

00:50:28 --> 00:50:28: popular.

00:50:29 --> 00:50:31: There were some areas that didn't have much.

00:50:31 --> 00:50:36: And so it really informs the need of activation and

00:50:36 --> 00:50:38: shade and edges.

00:50:38 --> 00:50:40: And so that that's all being studied and that's a

00:50:40 --> 00:50:41: part of the conversation.

00:50:42 --> 00:50:44: James, I'll let you chime in on the, the green

00:50:44 --> 00:50:45: space and South end.

00:50:46 --> 00:50:50: The second part of the question appears to kind of

00:50:50 --> 00:50:56: be pointed in your direction about softening that, that perception

00:50:56 --> 00:51:00: or the, the the, you know, hard ideas of South

00:51:00 --> 00:51:00: End.

00:51:02 --> 00:51:02: Yeah, thanks, Sean.

00:51:03 --> 00:51:08: Yeah, I think when you really compare the two residential

00:51:08 --> 00:51:13: neighborhoods to the the sides, Wilmore and Dilworth, there's a

00:51:13 --> 00:51:16: noticeable lack of tree canopy.

00:51:17 --> 00:51:18: I think that's due to a couple things.

00:51:18 --> 00:51:22: One is there's been a ton of new construction that

00:51:22 --> 00:51:26: has happened within that South end corridor, a long light

00:51:26 --> 00:51:26: rail.

00:51:26 --> 00:51:29: And as that new construction as come in and they're

00:51:30 --> 00:51:33: planting those new trees and those trees are just like

00:51:33 --> 00:51:36: young and doesn't create the canopy yet to be desired.

00:51:37 --> 00:51:40: And then I think that that one rendering about the

00:51:40 --> 00:51:43: PED bridge that that is definitely not one of the

00:51:43 --> 00:51:47: most artistic renderings as the bridge will come to fruition

00:51:47 --> 00:51:48: by 2028.

00:51:48 --> 00:51:52: And we're hopeful that that tree canopy coming out of

00:51:52 --> 00:51:53: Tryon, Tryon St.

00:51:53 --> 00:51:55: going across the bridge will continue.

00:51:55 --> 00:51:58: I know Vantage has got a series of trees that

00:51:58 --> 00:52:01: are planted around there and further trees going down the

00:52:01 --> 00:52:01: line.

00:52:01 --> 00:52:04: And then we do have one green space in South

00:52:04 --> 00:52:08: End Wilmore Centennial Park that provides that respite that

00:52:08 --> 00:52:10: the canopy often provides.

00:52:12 --> 00:52:14: Teresa, I think you wanted to add something to this

00:52:14 --> 00:52:15: question as well.

00:52:21 --> 00:52:21: Did I?

00:52:22 --> 00:52:24: No, I I got a little note that said you

00:52:24 --> 00:52:25: wanted to answer it live.

00:52:26 --> 00:52:27: Oh, sorry, no.

00:52:27 --> 00:52:27: Huh.

00:52:28 --> 00:52:30: There's another question, follow up question.

00:52:30 --> 00:52:31: Sorry.

00:52:31 --> 00:52:33: There's a question to the group that says it's a

00:52:33 --> 00:52:36: follow up question to the last green space question.

00:52:36 --> 00:52:40: Without our natural feature in Charlotte, such as a river,

00:52:40 --> 00:52:43: as many cities have, how is Charlotte Center City

00:52:43 --> 00:52:47: compensating

00:52:47 --> 00:52:51: with any potential large scale green space projects, Not your

00:52:51 --> 00:52:55: small pocket parks, but rather major investments such as the

00:52:55 --> 00:52:56: 277 lid park, the conversion of certain underutilized streets to

00:52:56 --> 00:52:56: greenways, etcetera.

00:52:57 --> 00:52:59: And I, I'll just kind of add to that, that,

00:52:59 --> 00:53:02: you know, we talked about transportation systems that bridge

these

00:53:02 --> 00:53:03: different districts.

00:53:03 --> 00:53:05: And so a green space network that that ties all

00:53:05 --> 00:53:09: of these districts together obviously would be a, a great

00:53:09 --> 00:53:10: feature for the city.

00:53:10 --> 00:53:14: And it's, it's needed, obviously greenways start to do that.

00:53:14 --> 00:53:17: But Michael, do you want to speak to kind of

00:53:17 --> 00:53:21: your perception of the the broader role that a a

00:53:21 --> 00:53:25: major green space initiative could be and what value that

00:53:25 --> 00:53:26: could hold for the city?

00:53:27 --> 00:53:31: Yeah, I love this line of questioning because our commitment

00:53:31 --> 00:53:35: to growing tree canopy in green spaces just cannot yield.

00:53:36 --> 00:53:37: You just owe it.

00:53:37 --> 00:53:40: It's that biggest investment you're making to the next

00:53:40 --> 00:53:44: generation.

00:53:40 --> 00:53:44: I think the moves that we've made on greenways is,

00:53:44 --> 00:53:48: is a power move by our community and one that

00:53:48 --> 00:53:52: is going to be a real differentiator for us.

00:53:52 --> 00:53:54: And those can be true greenways and they can be

00:53:54 --> 00:53:56: urban greenways like the rail trail.

00:53:57 --> 00:54:00: There's an aspiration for us to have a rail trail

00:54:00 --> 00:54:01: that connects.

00:54:01 --> 00:54:03: I think we're going to refer to it as the

00:54:04 --> 00:54:06: 704 that'll follow the the Silver Line.

00:54:06 --> 00:54:09: These are big ways to connect neighborhoods.

00:54:09 --> 00:54:14: But I also agree that a walkable 50-70 hundred acre

00:54:14 --> 00:54:19: park within the falls on the Center City is something

00:54:19 --> 00:54:25: that we need for big public gatherings and just preservation

00:54:25 --> 00:54:26: of green space.

00:54:27 --> 00:54:30: That was one of the recommendations within the 2040 Vision

00:54:30 --> 00:54:33: plan, and I hope it's something we're able to fulfill

00:54:33 --> 00:54:35: as part of this next generation.

00:54:35 --> 00:54:37: But it it takes big planning, it's a big move.

00:54:41 --> 00:54:42: Absolutely agree.

00:54:42 --> 00:54:49: Does any other other panelists have any additional thoughts

00:54:49 --> 00:54:51: on

00:54:49 --> 00:54:51: that, Keith?

00:54:52 --> 00:54:55: I just want to share University of City partners and

00:54:55 --> 00:54:58: university has leaned in on the 31 miles of Greenway

00:54:59 --> 00:55:02: in University City and we see that value add and

00:55:02 --> 00:55:03: also our tree canopy.

00:55:03 --> 00:55:06: And we're committed to keeping that tree canopy where we

00:55:06 --> 00:55:08: can, even with the growth we're seeing.

00:55:08 --> 00:55:10: And even though we don't have a park in the
00:55:10 --> 00:55:13: MSD proper, we're looking at how we can work closely
00:55:13 --> 00:55:16: with the county and others to have provide those green
00:55:16 --> 00:55:16: spaces.
00:55:16 --> 00:55:19: So I do think there's opportunities to continue to keep
00:55:19 --> 00:55:23: outdoor engagement with our community in many different
ways with
00:55:23 --> 00:55:26: the greenways and the and the parka parks and even
00:55:26 --> 00:55:30: the UNC Charlotte's campus with some beautiful amenities
they have
00:55:30 --> 00:55:30: on there.
00:55:35 --> 00:55:35: Thank you.
00:55:40 --> 00:55:43: Does anyone else have any any questions to to add
00:55:43 --> 00:55:46: in and even questions from the other panelists if anyone
00:55:46 --> 00:55:47: has anything?
00:55:55 --> 00:55:56: OK.
00:55:56 --> 00:55:57: I'm going to chime in.
00:55:57 --> 00:56:01: Sorry, maybe it's a closing question.
00:56:02 --> 00:56:06: How is maybe just quick little inputs from each of
00:56:06 --> 00:56:11: the panelists on the transportation planning and the
upcoming ballot
00:56:11 --> 00:56:16: initiative regarding sales tax and how infrastructure may be
impacted
00:56:16 --> 00:56:17: with that ballot?
00:56:20 --> 00:56:22: You want to start with Hey, Michael.
00:56:22 --> 00:56:24: You start, you were the end of the presentations.
00:56:24 --> 00:56:25: Maybe we can start there and you can tag.
00:56:26 --> 00:56:26: Through.
00:56:26 --> 00:56:28: Thank you, Teresa.
00:56:29 --> 00:56:33: Well, for our community, this is something we've been, it's
00:56:33 --> 00:56:34: a proven model for us.
00:56:34 --> 00:56:37: We were one of the first kind of second tier
00:56:37 --> 00:56:40: cities to make this kind of bold investment in transit.
00:56:40 --> 00:56:45: We've shown the power of land use and transportation
planning
00:56:45 --> 00:56:50: and the differentiator it's been for attracting capital and talent
00:56:50 --> 00:56:54: to our community and having an additional 26 billion to
00:56:54 --> 00:56:57: invest in mobility across the next 30 years.
00:56:58 --> 00:57:01: This is a real differentiator for our community and we've
00:57:01 --> 00:57:03: got to get out and get behind it and make
00:57:03 --> 00:57:06: sure that gets on the ballot this fall and gets
00:57:06 --> 00:57:06: passed.
00:57:12 --> 00:57:16: All I go it's a generational investment.

00:57:16 --> 00:57:19: It'll keep us with our peers and may possibly gain
00:57:19 --> 00:57:21: new ones, new aspirational peers.
00:57:22 --> 00:57:25: And it's the it's the antidote for the number one
00:57:25 --> 00:57:29: piece that's like anti development or anti growth and that's
00:57:29 --> 00:57:29: congestion.
00:57:29 --> 00:57:31: And this will alleviate that.
00:57:34 --> 00:57:35: Ditto on my end.
00:57:35 --> 00:57:37: I mean, this is essential for us to get it
00:57:37 --> 00:57:38: right this time.
00:57:38 --> 00:57:39: And the key to responsible growth?
00:57:44 --> 00:57:46: It's incredibly important.
00:57:46 --> 00:57:48: Obviously, South Park is not going to be served by
00:57:48 --> 00:57:49: rail anytime soon.
00:57:49 --> 00:57:52: And so as we look at a comprehensive look at
00:57:52 --> 00:57:55: transportation innovation in South Park, in South Park and
00:57:55 --> 00:57:59: Charlotte
00:57:55 --> 00:57:59: in general, this vote is incredibly important for our
00:57:59 --> 00:58:03: neighborhood
00:57:59 --> 00:58:03: and avoiding that congestion that folks are already
00:58:03 --> 00:58:04: complaining about
00:58:03 --> 00:58:04: across our city.
00:58:07 --> 00:58:09: And then I would just say we are definitely excited
00:58:09 --> 00:58:12: about the payback and what it could potentially mean for
00:58:12 --> 00:58:13: University City.
00:58:13 --> 00:58:14: University City partners.
00:58:14 --> 00:58:17: I have a great write up inside our latest newsletter
00:58:17 --> 00:58:20: if you're interested to read about it.
00:58:20 --> 00:58:22: But we once again, I mentioned earlier about sidewalks and
00:58:22 --> 00:58:25: the part of those funds could help us with sidewalks,
00:58:25 --> 00:58:28: micro transit, bus stops, even supporting some of the
00:58:28 --> 00:58:31: affordable
00:58:28 --> 00:58:31: housing initiatives, which is key, I think for the growth
00:58:31 --> 00:58:33: of University City and of course the Charlotte region.
00:58:35 --> 00:58:38: And Keith, that another question just popped up that kind
00:58:38 --> 00:58:40: of tags on to affordable housing and that kind of
00:58:40 --> 00:58:42: hot topic for the city or are there plans to
00:58:42 --> 00:58:45: incorporate affordable housing for the younger market?
00:58:45 --> 00:58:48: You can you, you can probably talk a little bit.
00:58:48 --> 00:58:51: I think we can all talk pretty broadly about that,
00:58:51 --> 00:58:52: but curious what you're.
00:58:53 --> 00:58:56: You know, it's, well, we'll say this Sean, into the
00:58:56 --> 00:58:58: person to pose a question.
00:58:58 --> 00:59:00: We know it's an issue and we're continually working with

00:59:00 --> 00:59:03: our developers, continually working with the city of Charlotte to

00:59:03 --> 00:59:05: understand what influence and what role we can play to

00:59:05 --> 00:59:07: advocate for affordable housing.

00:59:07 --> 00:59:10: Let's look at some of the the the rental numbers

00:59:10 --> 00:59:11: and what that looks like.

00:59:11 --> 00:59:14: We know that it could get prohibited for those who

00:59:14 --> 00:59:17: are just graduated from college that got their first, you

00:59:17 --> 00:59:17: know, job.

00:59:17 --> 00:59:19: And so that looks like we want to figure out

00:59:19 --> 00:59:20: how we can support it.

00:59:20 --> 00:59:23: But ultimately as AMSD, there's only so much we can

00:59:23 --> 00:59:23: do.

00:59:23 --> 00:59:25: And so the goal is really working with the development

00:59:25 --> 00:59:28: community and working with our city partners to figure out

00:59:28 --> 00:59:29: how we support a more affordable housing.

00:59:30 --> 00:59:32: I will say, I think from the numbers we see,

00:59:32 --> 00:59:36: a university city is still pretty accessible for many other

00:59:36 --> 00:59:39: folks who are looking for a place in the Salt

00:59:39 --> 00:59:41: region, but we want to keep it that way.

00:59:41 --> 00:59:43: So figuring out how to do that, that's that's the

00:59:43 --> 00:59:43: key.

00:59:44 --> 00:59:45: Yeah.

00:59:45 --> 00:59:48: And it's certainly a complex issue and it it's very

00:59:48 --> 00:59:52: directly related to transportation and access to transportation.

00:59:52 --> 00:59:55: So having affordable and attainable housing close to all of

00:59:55 --> 00:59:59: the transportation systems and, and improvements and all the investments

00:59:59 --> 01:00:02: that the city is making is, is obviously very important.

01:00:02 --> 01:00:04: So I think that goes hand in hand with some

01:00:04 --> 01:00:08: of the transportation priorities that we've been talking about today.

01:00:09 --> 01:00:11: If there are no other questions from the group, I

01:00:11 --> 01:00:14: wanted to thank all the presenters today for their insights.

01:00:15 --> 01:00:16: This is a great conversation.

01:00:16 --> 01:00:17: I really enjoyed it.

01:00:17 --> 01:00:19: Sure that the audience did as well.

01:00:19 --> 01:00:23: And a reminder for everyone that the the webinar from

01:00:23 --> 01:00:27: today is recorded and will be available soon at knowledge.uli.org.

01:00:29 --> 01:00:34: Please visit thecharlotte.uli.org events page for upcoming virtual and in

01:00:34 --> 01:00:37: person events from your local ULI chapter.

01:00:37 --> 01:00:39: We appreciate your participation today and look forward to seeing
01:00:39 --> 01:00:40: you all soon.
01:00:42 --> 01:00:43: Thanks everyone.
01:00:43 --> 01:00:43: Thank.
01:00:44 --> 01:00:44: You.

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