



Select Architecture/Design/Construction Coverage

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Summary



146

Pieces of Coverage

Total number of online, offline and social clips in this book



194M

Online Readership

Combined total number of people that visit the websites featuring coverage



83.4M

Monthly Visits

Monthly Visits



176K

Followers

Followers



109K

Domain Authority

Domain Authority

Highlights

LOS ANGELES BUSINESS JOURNAL
 Monday, February 07, 2022
 THE COMMUNITY OF BUSINESS™

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New Nadel Principal Plans Growth
 By Hannah Madana Will
 Monday, February 7, 2022

ON THE MOVE PEOPLE

ON THE MOVE COMPANIES

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Reader Poll
 READER POLL: How are you planning on experiencing the Super Bowl on Feb. 13?
 I'm going to the game at SoFi Stadium.

Los Angeles Business Journal

Los Angeles Business Journal (17-000)

BUILDING DESIGN + CONSTRUCTION

Cunningham appoints Jacqueline Dompe as new Chief Executive Officer

Industry leader brings innovative experience engineering strategic direction, promoting purpose and culture.

AUGUST 19, 2022

Building Design + Construction

Building Design + Construction (22-02155)

connectcre
 National
 November 11, 2022

The Holistic Aspect of Regenerative Design: Q&A with Cunningham's Paul Hutton

Connect CRE National

Connect CRE National (22-000)

RE Journals MARKET EVENTS SECTOR REAL ESTATE AWARDS SUBSCRIBE

MINNESOTA | MULTIFAMILY

Cunningham opens Min-bimaadiziwin affordable-housing development in Minneapolis

APRIL 9, 2022

RE Journals

REJournals (22-0294)

connectcre
 National
 August 17, 2022

Cunningham's Jeffrey Schoeneck on Why Modular Construction is

Connect CRE National

Connect CRE National (22-01744)

Forbes

RETAIL

Here's Why Athletic Brands Are Betting Big On Experiential Retail

Brian Swilling Contributor @
 I write on the relationship between e-commerce and real estate.

Apr 20, 2022, 04:11pm EDT

Listen to article 4 minutes

Forbes

Forbes (17-01723)

Archinect
Firms

Michael Hansel - view text

NADEL
ARCHITECTURE + PLANNING

Nadel Architecture + Planning Announces Completion of 125-Room Hotel Situated Against the Santa Monica Mountains

By anthadavis · Apr 14, 22 6:48 PM EST

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Los Angeles, CA

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Archinect
Archinect (17-0976)

Star icon

Globe icon

Coverage

146 pieces



Connect CRE National

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

August 17, 2022

OFFLINE

Connect CRE National (22-01744)

connectcre.com/stories/cuningham-jeffr...

connectcre

National

August 17, 2022

Cunningham's Jeffrey Schoeneck on Why Modular Construction is Gaining Traction in Multifamily

Listen to this article

It's no big secret that there's a housing shortage in the U.S. and that demand is exceeding developers' ability to accommodate all of it. One way to accelerate the process is through modular construction. Here, Jeffrey Schoeneck, executive director—Live at Cunningham, walks us through the design and development process for multifamily projects using this method.

Q: Why are some multifamily developers choosing a modular construction process?

A: We are currently facing a housing shortage in America. In fact, the nation is facing a deficit of 5.5 million homes, a gap so large that it would take more than a decade to close.

Because there is such a substantial demand for housing—especially affordable housing—and a lack of supply, many multifamily developers are turning to the off-site modular construction process. The process, which consists of the assembly of parts in an off-site environment [typically under controlled plant conditions] followed by placement on site, can complete projects up to 50 percent faster than traditional methods.

According to a 2020 Dodge Report on Prefabrication and Modular Construction, 93 percent of companies report that they achieve improved productivity and quality and increased schedule certainty when using modular construction methods instead of traditional construction.

Monthly Visits

45.9K

Monthly Visits



Los Angeles Business Journal (17-000)

labusinessjournal.com/news/2022/feb/07...

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LOS ANGELES BUSINESS JOURNAL

Monday, February 07, 2022 THE COMMUNITY OF BUSINESS™

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New Nadel Principal Plans Growth

By Hannah Madans Welk

Monday, February 7, 2022



Nadel has developed several retail, mixed-use and other projects.

Sawtelle-based architecture firm Nadel Inc. has named Anthony Sanchez as a principal and shareholder in the firm, with plans to grow under his leadership. Sanchez got his start at Nadel as an intern in 2001 when he was still in architecture school. He left the company but rejoined in 2020 after serving as senior project designer for Unibail-Rodamco-Westfield, where he oversaw the exterior design of Westfield Century City. He previously held roles at Architects Orange, WET Design and KTG Group Inc.

He assumes his new position Feb. 7. "Anthony has helped to drive the elevation of Nadel significantly over the past two years," Greg Lyon, chairman of the board and principal at Nadel, said in a statement. "His extensive background in designing and executing large-scale experiential shopping destinations gives him the strong foundation needed to undertake today's various urban-infill retail and mixed-use projects, for which we are seeing an increasing demand. Through coming on board as a principal and shareholder, he will play an integral role in making the critical decisions that will help us grow and innovate."

Sanchez said he would use his new role to build up the company. "My role effectively stays the same in terms of my focus on design but part of my goals ... is to really build the studios and the capabilities and the quality of the product we deliver

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Reader Poll

READER POLL: How are you planning on experiencing the Super Bowl on Feb. 13?

- I'm going to the game at SoFi Stadium.
- I'm watching the game at a local restaurant, bar or other venue.
- I'm watching the game at a home or a friend's house.
- I'm not planning to watch the game.

cast vote

Monthly Visits

24K

Monthly Visits



Building Design + Construction (22-02155)

bdcnetwork.com/cunningham-appoints-jac...



Cunningham appoints Jacqueline Dompe as new Chief Executive Officer

Industry leader brings extensive experience implementing strategic direction, promoting purpose and culture.

AUGUST 19, 2022



Cunningham, a national design firm, is thrilled to announce the appointment of Jacqueline Dompe as the firm's Chief Executive Officer (CEO).

Dompe will collaborate with Cunningham's internal and external stakeholders to oversee the firm's strategic direction and value.

"We are thrilled to have Jacqui join the Cunningham team," says Board Chair Margaret Parsons, FAIA. "Her deep commitment to driving positive change and her proven track record aligning brand with successful business outcomes will be invaluable to our firm as we position ourselves in a rapidly changing industry."

Dompe has more than 20 years of experience delivering value for a variety of companies, including those in the Architecture/Engineering/Construction (AEC) industry. She has earned a reputation over her career for being future-focused and committed to progressive solutions.

"What attracted me to Cunningham was a clear and genuine shared belief throughout the firm that design must be regenerative, achieve ecological benefit, and promote social well-being," says Dompe. "I am eager to continue influencing a healthy culture while growing the awareness of the value of our work — and of course have lots of fun along the way."

Monthly Visits

169K

Monthly Visits



GlobeSt.

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January 18, 2022 🌐 ONLINE

GlobeSt (17-000)

globest.com/2022/01/18/retail-designers-i...

The screenshot shows the top navigation bar of the GlobeSt.com website with a search bar, social media icons, and a menu with categories like MARKETS, SECTORS, TECHNOLOGY, BEST PRACTICES, COVID-19, REAL ESTATE FORUM, EVENTS, and NOMINATIONS. The main content area features the article title, a sub-headline, a byline for Kelsi Maree Borland, and social sharing options. A 'Dig Deeper' section lists various tags such as Los Angeles, National, Retail, and COVID-19.

Monthly Visits

160K

Monthly Visits



Los Angeles Business Journal 2022 (22-01220)

labusinessjournal.com/custom-content/le...

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LOS ANGELES BUSINESS JOURNAL

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Monthly Visits

24K

Monthly Visits

CUSTOM CONTENT
JANUARY 17, 2022

WOMEN OF INFLUENCE: CONSTRUCTION, ARCHITECTURE & ENGINEERING



WELCOME TO THE FOURTH EDITION OF OUR ANNUAL SUPPLEMENT HONORING LA'S MOST INFLUENTIAL WOMEN IN the construction, architecture and engineering fields.

The women who make their way to become standouts in these historically male-dominated fields are truly pioneers. There's still a way to go for representation in the building game, but the needle is moving, and the industry offers great opportunities for advancement for women.

There are some particularly stellar construction professionals in the LA region who happen to be women and we've alphabetically listed some of the best of them here, along with information about their careers.

Congratulations to the extraordinary, trailblazing women who made this list and thank you for your contributions to the Los Angeles economy ... and skyline.

Methodology: The professionals featured in these pages did not pay to be included. Their profiles were drawn from nomination materials submitted to the Los Angeles Business Journal. Those selected for inclusion were reviewed by the editorial department and chosen based on a demonstration of impact made on the profession and on the Los Angeles community.

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CONSTRUCTION, ENGINEERING & ARCHITECTURE



MARCY SCHULTE
Principal, Executive Director - Design + Performance
Cunningham

During her 30-year career as a creative professional, Marcy Schulte has shaped and led a nationally recognized design practice. Schulte relocated to Los Angeles six years ago, where she has played a role in shaping beautiful, innovative, and already-iconic structures in the region. One of the most recent notable projects is Pender West Hollywood Hotel and Residences, a \$280 million mixed-use development on the Sunset Strip that was completed in May of last year, with Schulte leading the charge in the re-engineering, re-skinning, and re-conceptualizing of the project to successfully bring it to the finish line.

Other notable L.A.-area projects include Hyatt Place Pasadena; Millennium Santa Monica Multi Family Residential project; DTLA Select Service Hotel, a \$30 million hotel in South Park in development; Figueroa Hotel, in development and the un-built Habitat for Humanity of Greater Los Angeles Headquarters and ReStore design.



PAULA STAMP
Director, Business Development
PCL Construction

PCL Construction's Director of Business Development, Paula Stamp's career accomplishments span not only her specific field of marketing and client development but also research and initiatives that positively impact stakeholders, partners, and the community. Her unique background that melds academics with being a real-world practitioner yields quantitative results PCL's clients benefit from and create value for the firm.

Among Stamp's accomplishments have been her work leading business development training across the \$1 billion PCL California Buildings District; her efforts as primary PCL lead for Los Angeles World Airports pursuits, integral to securing the LAX West Gates at Tom Bradley International Terminal (\$1.4 Billion) and Consolidated Car Rental Facility (\$1.1 Billion) projects; and her contribution of expertise in higher education.



JAIMIE TURNER
Special Projects Division Manager
Turner Construction Company

Jaimie Turner joined Turner Construction Company 11 years ago as a project engineer in the Los Angeles Office. After only two years on site, she was quickly promoted to business development engineer where she helped to secure key sales and client relationships in the Southern California region. After returning to the field, Turner focused on interior renovations and infrastructure projects within Turner's Special Projects Division (Turner SPD).

Turner progressed quickly through positions of increasing responsibility building the trust of owners, architects, and her teammates. In 2018, she was promoted to senior project manager for Turner SPD where she successfully positioned Turner SPD for growth in the region. Upon the success of her work on construction projects in the region, she was promoted to division manager of Turner SPD in 2019. As division manager, she is now responsible for the overall performance of Turner SPD.



JAMILA VALERO
Design Integration Manager
DPR Construction

Jamila Valero is a design integration manager at one of Los Angeles County's leading self-performing general contractors, DPR Construction. She focuses on the integration of multiple disciplines and trades to achieve efficient and thorough project coordination primarily within the healthcare, higher education and life sciences markets.

Bringing more than 14 years of experience working on both new and renovation projects, Valero began her career as a registered architect and has collaborated on all phases of design and construction at the global design, architecture, engineering, and planning firm. With her passion in the technical execution of the built environment, Valero's transition to the general contracting world has been seamless. As design integration manager at DPR Construction, Valero focuses on bridging the gap between design and construction and excels at interfacing with project teams to develop and monitor expectations and execution for schedule, quality and cost during the design and documentation process.

LOS ANGELES BUSINESS JOURNAL

2021
GOLD WINNER:
MOST IMPROVED PUBLICATION

"Issues after the changes are design-driven and bolder."

SILVER WINNER:
BEST ANCILLARY PUBLICATION: WEALTHIEST ANGELENOS

"This is a solid package with excellent reporting and aggregation."

SILVER WINNER:
BEST BODY OF WORK, SINGLE WRITER: HOWARD FINE

"Howard Fine mines unpredictable territory to find stories that surprise and satisfy."

THE ALLIANCE
OF AREA BUSINESS PUBLISHERS



Congratulations Cassidy Aoaygi!

One of Los Angeles Business Journal's 2022 Women of Influence: Construction, Architecture & Engineering

Los Angeles is safer, cleaner, healthier, leafier, bloom-filled, more authentic and resilient for your influence.

Your FormLA Landscaping team and friends at USGBC-LA, Theodore Payne Foundation, Eat.Sleep.Work, and Killian Communications are grateful for your leadership and dedication to community! We appreciate and congratulate you and all 2022 Women of Influence: Construction, Architecture & Engineering honorees.





Connect CRE California

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October 24, 2022

🌐 ONLINE

Connect CRE California (22-02295)

[connectcre.com/stories/cunningham-appoints...](https://connectcre.com/stories/cunningham-appoints-sandi-najera)

Monthly Visits

45.9K

Monthly Visits

The screenshot shows a news article on the Connect CRE California website. At the top, there is a logo for 'connectcre' and the word 'California' underlined. Below that is the date 'October 24, 2022'. The main image is a portrait of Sandi Najera, a woman with grey hair and glasses, wearing a black top. Below the image is the headline 'Cunningham Appoints Sandi Najera as COO in San Francisco'. Underneath the headline is a 'Listen to this article' section with a play button icon and a progress bar. The article text begins with 'National design firm Cunningham has announced the appointment of Sandi Najera as the firm's Chief Operating Officer. Based in San Francisco, she will oversee the alignment of Cuningham's business plan, fiscal functions and overall strategic vision while streamlining business operations in a way that fosters growth for the company.' It continues with a quote from Najera: 'Najera brings 30 years of experience to Cuningham, including over 15 years of management experience within the Architecture/Engineering/Construction industry. I've always been driven by helping others succeed,' said Najera. 'I'm excited to bring this passion to Cuningham, both on an individual and organizational level.' A quote from CEO Jacqueline Dompé follows: 'We are excited to have Sandi joining the Cuningham team,' said CEO Jacqueline Dompé. 'Her insightful approach to operational leadership will be instrumental in executing the firm's short- and long-term performance goals.' The article concludes with: 'Najera has held leadership roles for a variety of companies, including JLL where she served as Senior VP for its West Region Business Operations.'



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November 30, 2022

🌐 ONLINE

GlobeSt. (17-000)

globest.com/sbm-gbst/2022/11/30/macys-...



Macy's Converts Store Space to Create 1M-SF of Mini-Distribution Centers

November 30, 2022

Click-and-Collect a Workable Strategy

Rick Redpath, managing director of Nadel Architects, tells GlobeSt.com, "Due in part to the rise of e-commerce that was further accelerated and intensified by COVID-19, many retailers are increasingly opting to repurpose space in this way.

For example, Redpath said he recently designed the interior of a Sprouts grocery store to facilitate "click and collect," whereby shoppers purchase groceries online and pick them up in store themselves or utilize a delivery service.

The designated room for this service is equipped with refrigerators for perishable food and heaters for prepared food, where shoppers and delivery services can collect orders quickly and easily.

"Although many shoppers are returning to stores for in-person shopping, they are still prioritizing, and have become used to the convenience offered by e-commerce," Redpath said.

"We anticipate that retailers will feel increased pressure to take the necessary steps to incorporate the design of these spaces into their stores to accommodate consumers and keep up with the competition.

"Many retailers are finding it is less expensive to ship items from their stores, because these are located closer to where people live. Having this distribution space can also enable smaller or more specialized retailers to compete with the bigger companies by offering increased shipping options and quicker delivery."

Monthly Visits

160K

Monthly Visits



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November 11, 2022

OFFLINE

Connect CRE National (22-000)

connectcre.com/stories/the-holistic-aspec...



National

November 11, 2022



The Holistic Aspect of Regenerative Design: Q&A with Cunningham's Paul Hutton

Listen to this article
00:00 / 01:16

The growing threat of climate change hazards is spurring industries to develop solutions that might reduce those hazards. One concept gaining traction among built-design experts is regenerative design. In this first part of a two-part series, Connect CRE asked Paul Hutton, Cunningham's Director of Regenerative Design to explain the basics of regenerative design and how it differs from sustainability.

Connect CRE: What exactly is regenerative design?

Paul Hutton: Regenerative design is the concept of creating buildings that actively "do good" rather than "do less harm." In essence, it is a philosophy of design that seeks to create positive social and environmental impacts, not just neutral or less-negative impacts.



Paul Hutton

It is Cunningham's belief that designers must accept where the world is today. This means acknowledging that past sustainability efforts haven't worked as well as intended. Our climate is in a worse place today than when the sustainability movement started in the 70s and 80s.

Monthly Visits

45.9K

Monthly Visits



Forbes

Forbes is a global media company, focusing on business, investing, technology, entrepreneurship, leadership, and lifestyle.

April 21, 2022

🌐 ONLINE

Forbes (17-01723)

forbes.com/sites/brinsnelling/2022/04/21/...

RETAIL

Here's Why Athletic Brands Are Betting Big On Experiential Retail

Brin Snelling Contributor Follow
I write on the relationship between e-commerce and real estate.

Apr 21, 2022, 06:17pm EDT

Listen to article 4 minutes

Champs Sports' new experiential retail concept, Homefield, in Pembroke Pines, Florida.
CHAMPS SPORTS

It's become evident that many people traded in their suits for sweatpants during the pandemic. They also bought kayaks and workout gear, given that time was no longer a valid argument to avoid exercising. As a result, athletic, sporting goods, and athleisure

Monthly Visits

11.8M

Monthly Visits



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The screenshot shows the top navigation bar of the GlobeSt.com website with a search bar, social media icons, and a menu with categories like 'MARKETS', 'SECTORS', 'TECHNOLOGY', 'BEST PRACTICES', 'COVID-19', 'REAL ESTATE FORUM', 'EVENTS', 'NOMINATIONS', 'THOUGHT LEADERS', and 'MORE'. Below the navigation is a sub-header 'Nominations' and the main title 'Retail Influencers'. The article text begins with 'Here are the men and women we picked to be this year's retail influencers.' and is attributed to 'Erika Morphy' dated 'May 06, 2022 at 07:00 AM'. There are social sharing icons for Facebook, LinkedIn, Twitter, and a copyright symbol. Below the text is a placeholder image of a cardboard box. At the bottom of the article are buttons for 'SHARE ON FACEBOOK' and 'SHARE ON TWITTER'.

May 06, 2022

ONLINE

GlobeSt Online (17-01328)

globest.com/2022/05/06/retail-tech-influ...

Monthly Visits

160K

Monthly Visits



ANTHONY SANCHEZ Anthony Sanchez has created many innovative and thought-provoking multi-use retail center designs that not only meet the needs of communities but also have directly resulted in increased foot traffic and longer length of stay. He prides himself on designing places that people want to go, complete with outdoor living rooms, central gathering spaces and other unique amenities. Throughout his 21-year career, Sanchez has been involved with the design and execution of more than 150 projects totaling more than 12 million square feet. He has spearheaded the design of many large-scale experiential shopping destinations, giving him the strong foundation needed to undertake today's various urban-infill retail and mixed-use projects. Before joining Nadel Architects, where he currently serves as design director, Sanchez served as senior project designer for L.A.-based Unibail-Rodamco-Westfield, where he led the exterior design for the \$1.2 billion Westfield Century City project, as well as other mixed-use and residential projects with a focus on densification. In January 2022, he took on an elevated role with the company as a principal and shareholder. In this role, Sanchez is integral in making the critical decisions that help the firm grow and innovate. Project highlights include repositioning Westfield Mission Valley with the architecture of an open-air shopping center, repositioning Westfield Oakridge with a park-like experience, and the creation of a retail and dining destination at Indio Marketplace + Food Hall.



Architect

The goal of Architect is to make architecture more connected and open-minded, and bring together designers from around the world to introduce new ideas from all...

April 15, 2022

🌐 ONLINE

Architect (17-0976)

architect.com/firms/release/106322/nade...

Monthly Visits

106K

Monthly Visits

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Firms

Michael Hannawi - rave tent

Nadel Architecture + Planning
Announces Completion of 125-Room Hotel Situated Against the Santa Monica Mountains

By antheadavis | Apr 14, '22 6:48 PM EST

Nadel Architects
Los Angeles, CA

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NadelArchitects
antheadavis

Nadel Architecture + Planning, one of Los Angeles' premier architecture and design firms, has announced the completion and opening of Cambria Hotel Calabasas, part of Choice Hotels International, a three-story, 125-room hotel located against the backdrop of the scenic Santa Monica Mountains in the Los Angeles County city of Calabasas, California. The project was developed by Weintraub Real Estate Group.

Cambria Hotel Calabasas serves a growing demand from business and leisure travelers for relative affordability and modern, stylish accommodations that are elevated through exceptional design, select amenities, and luxury touches, according to Patrick Winters, President and Principal of Nadel Architecture + Planning, which provided complete architectural services for the project.

"Our approach to this project was driven by the unique nature of the site combined with emerging consumer demands," says Winters. "Cambria Hotel Calabasas is designed to take advantage of the picturesque Santa Monica Mountains and embrace beachy, Californian design elements in the interior to help guests feel connected to the attractions and scenery of the surrounding community."

Winters notes that the hotel is uniquely U-shaped, with a courtyard and pool located in the middle of the property enclosed by mountains. Features including spacious, modern suites complete with spa-inspired bathrooms, a heated outdoor pool, fitness center and a chef

Globe St. Real Estate Forum

May 01, 2022

OFFLINE

GlobeSt Retail Influencer Issue (17- 01328)



GLOBEST. REAL ESTATE FORUM PRESENTS

RETAIL TECH

INFLUENCERS

Without a doubt, the retail sector has seen some dark days especially since the start of the pandemic, when predictions called for a recovery period that would take years. But, much like hotels which were supposedly on a similar grim path, the retail sector has rebounded nicely, even with Covid-19 still part of our lives. Shoppers have returned to the stores, e-commerce is taking less of a bite out of total retail sales and it is forecast that this year there will be more store openings than closures. In the following pages, we acknowledge the men and women who successfully navigated these changes and made a meaningful impact on the sector in the last year.

including development, construction, leasing, financing, disposition, acquisition and consulting. Armed with these combined skills, Richardson creates a sense of place that is critical to local and regional communities that both need and desire the right mix of retail in organic, well-defined development. The best example of his abilities is the successful sale of the Woodmore Towne Centre property to Urban Edge Properties. He successfully attracted Children's National Prince George's County to the property, bringing a much-needed medical facility to an underserved market. His leadership experience as co-founder of Petrie Richardson Ventures, and at Heritage Partners, has provided experience with oversight of operations and transactions. While he manages a strong team, he is also very involved in leasing and marketing, as well as monitoring sector and industry trends and the needs of the communities he serves. He is active in the retail industry, both regionally and nationally, and has participated in local to national conferences throughout his career.



RAFAEL J. ROMERO

Rafael Romero and his team were able to weather the pandemic thanks in part to Romero's extensive knowledge of existing markets and his ability to understand emerging markets and encourage growth by pairing the right retail concepts with various neighborhoods, towns, cities and villages in South Florida. Since the onset of the pandemic, Romero, as SVP of retail advisory at JLL in the Southeast, has

strategically shifted his primary areas of focus; stepping away from Miami's urban core and looking to help place the right retail concepts in the suburbs. Such concepts include those that cater to the everyday needs of the surrounding neighborhood, including grocery services, daycare facilities, big box retailers and chef-driven restaurants. A veteran of the U.S. Navy, Romero has been able to apply the leadership skills he learned as a command rescue swimmer and navigation specialist during three overseas combat deployments to how he manages his team and attacks the next project or initiative head on. Romero is responsible for business development and landlord and tenant representation throughout South Florida. During the past three years, Romero has been involved in several noteworthy deals, steadily growing JLL's retail portfolio in the South Florida region with team production exceeding \$60 million. Most recently, Romero has signed deals with tenants spanning nearly every industry, including gyms, restaurants, service providers and medical.



ANTHONY SANCHEZ

Anthony Sanchez has created many innovative and thought-provoking multi-use retail center designs that not only meet the needs of communities but also have directly resulted in increased foot traffic and longer length of stay. He prides himself on designing places that people want to go, complete with outdoor living rooms, central gathering spaces and other unique amenities. Throughout his 21-year career,

Sanchez has been involved with the design and execution of more than 150 projects totaling more than 12 million square feet. He has spearheaded the design of many large-scale experiential shopping destinations, giving him the strong foundation needed to undertake today's various urban-infill retail and mixed-use projects. Before joining Nadel Architects, where he currently serves as design director, Sanchez served as senior project designer for L.A.-based Unibail-Rodamco-Westfield, where he led the exterior design for the \$1.2 billion Westfield Century City project, as well as other mixed-use and residential projects with a focus on densification. In January 2022, he took on an elevated role with the company as a principal and shareholder. In this role, Sanchez is integral in making the critical decisions that help the firm grow and innovate. Project highlights include repositioning Westfield Mission Valley with the architecture of an open-air shopping center, repositioning Westfield Oakridge with a park-like experience, and the creation of a retail and dining destination at Indio Marketplace + Food Hall.



JANIS SCHIFF

Janis Schiff is an attorney in Holland & Knight's Washington, D.C., office and co-chair of the firm's national retail development and leasing team. During her 39-year industry background, Schiff has represented property owners, asset managers and investors in the development, redevelopment, sale, acquisition and leasing of retail, mixed-use and other property types. Schiff represents clients

in all facets of commercial real estate, including foreign investment in the U.S., public-private partnerships, government leasing, financial workouts and restructurings, acquisition and sales contracts for improved and unimproved properties, and borrower and lender representation. Schiff has provided legal counsel to participants in some of the D.C. area's most significant retail, industrial and mixed-use projects, including chain-wide amendments of DXL Casual Male's 160 leases to address COVID-19 financial and operational issues; ongoing representation of the owner of a regional shopping mall located in Centerville, GA; representing a joint venture between Auerbach Opportunity Fund and Elevation Real Estate in the acquisition from 30 tenants in common for Rio Norte Shopping Center in Rio Norte, TX; and representing Boston-based GID Real Estate Investments for leasing and litigation matters involving its portfolio of 60 mixed-use properties across the country. Schiff mentors young women in the D.C. area and within Holland & Knight, and she additionally coordinates the firm's Rising Stars program, which she co-founded in 2003. The program helps women attorneys increase their professional and leadership skills by providing them with key tools, resources and in-depth training. She was honored by the D.C. chapter of CREW with its corporate leadership award in 2017.

KELLY SILVERMAN

A well-known leader in the D.C. retail market, Kelly Silverman serves as SVP at CBRE and previously worked with Streetsense since 2005, prior to its merger with CBRE. Her book of business consists of a curated collection of clients, both landlords and



The Registry (17-02246)

theregistrysocal.com/renovations-comple...



Renovations Completed at 147-Unit Vercanta Apartments in Newport Beach

November 30, 2022



NEWPORT BEACH, Calif. – Nadel Architecture + Planning, one of Los Angeles' premier architecture and design firms, has recently completed interior and exterior renovations of Vercanta Newport Beach Apartments, a 147-unit, two-story, garden style multifamily community located in the upscale Orange County, California submarket of Newport Beach.

Vercanta Apartments, formerly known as Palm Mesa Apartments, has been revitalized through Nadel's elevated approach to design, creating attractive curb appeal and encouraging increased tenant demand according to Patrick Winters, President and Principal of Nadel Architecture + Planning.

The renovations of the exterior include new windows, doors, balcony railings, and refurbishing of private balconies, as well as new roofing, lighting, and paint finishes, enhancing the exterior to match competing luxury apartments in the affluent area of Newport Beach.

Monthly Visits

7.65K

Monthly Visits



Done Deals

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February 07, 2022

ONLINE

Done Deals (17-000)

alex-donedeals.blogspot.com/2022/02/n...

Monthly Visits

21.6K

Monthly Visits

The screenshot shows the Done Deals website interface. At the top, there's a navigation bar with 'Create Blog' and 'Sign In' links. Below that is a yellow banner with the site's name and a brief description. The main content area features a sidebar on the left with sections for 'Followers (5)', 'Search Box' (with a Google search input), and 'Blog Archive' (listing posts by year from 2008 to 2022). The main article is dated 'Monday, February 7, 2022' and has the title 'Nadel Architecture + Planning Names Anthony Sanchez as a principal and shareholder'. It includes a portrait of Anthony Sanchez and a text block stating: 'LOS ANGELES, CA, Feb. 7, 2022 - Nadel Architecture + Planning, Los Angeles' premier architecture and design firm, has continued its strategic expansion and commitment to creating a best-in-class leadership team with the appointment of Design Director Anthony Sanchez as a Principal and Shareholder in the firm, according to Greg Lyon, Chairman of the Board and Principal at Nadel.'



Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

April 13, 2022

ONLINE

Connect CRE (17-0976)

connectcre.com/stories/cambria-hotel-cal...

The screenshot shows the top navigation bar with the 'connectcre' logo, a menu icon, and links for 'Subscribe to News', 'Advertise', and 'Search'. Below the navigation is a 'California' section header with a sub-link for 'More Regions and Sectors'. The main content area features a featured article titled 'Cambria Hotel Calabasas Opens Amid Emerging Consumer Demand' by Paul Bubny, dated April 13, 2022. The article includes a large image of the hotel's exterior at night, a 'Listen to this article' audio player, and introductory text. On the left side of the article, there is a sign-up form for 'California CRE News In Your Inbox' with fields for first name, last name, and email, and a 'Submit' button.

Monthly Visits

45.9K

Monthly Visits



Done Deals

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June 06, 2022

🌐 ONLINE

Done Deals (22-087)

alex-donedeals.blogspot.com/2022/06/c...

Done Deals

Monday, June 6, 2022

Cunningham announces completion of new, 310,000-SF Emerald Queen Casino and Hotel in Tacoma, WA



Michele Espeland

TACOMA, WA - [Cunningham](#), a global architectural design firm, has announced the completion of the [Emerald Queen Casino and Hotel](#) in Tacoma, Washington, on behalf of the Puyallup Tribe of Indians.

The destination totals 310,000 square feet and includes approximately 100,000 square feet of slots and table games, a 2,000-seat event center, five food and beverage venues, two parking garages, and a 12-story, 155-room hotel.



Monthly Visits

481

Monthly Visits

Cunningham led the architecture, interior design, and landscape architecture efforts for the brand-new facility, which replaces a previous nearby location that consisted of a converted bingo hall and tents.

“This state-of-the-art, resort-style gaming destination is the culmination of a long-term vision of the Puyallup Tribe of Indians,” says **Brett K. Ewing**, AIA, Principal and Executive Director of Cunningham’s Play Studio.



Brett K. Ewing

“The tribe first acquired the Emerald Queen Casino as a paddle-boat casino nearly 25 years ago, eventually expanding to two locations, and now is solidifying its footprint with a ground-up development that brings a fresh, exciting experience with a venue that represents deep ties to the tribe’s culture and the local landscape.”

Ewing explains that the facility is also one of the first tribal casino developments to be built above ground spanning multiple parcels and city streets.

This is in line with the trend of tribes pursuing development opportunities in urban settings on unclaimed land trusts, driving higher return on investment.



“Integrating the hotel and casino, especially the expanse of the gaming floor, into Tacoma’s urban infrastructure required a one-of-a-kind, innovative design solution,” continues Ewing.

“Due to site constraints, the Emerald Queen Casino’s gaming floor and amenities are strategically placed four levels above the ground floor and structurally supported by two parking garages.

“This unique layout required that we obtain air rights from the city and NIGC approval for gaming over public streets.”

Michele Espeland, CID, Principal, Executive Director of Strategy at Cunningham, adds: “The goal of the Emerald Queen Casino and Hotel’s design was not only to craft a venue that is both beautiful and functional, but one that takes guests on a storytelling journey with at every turn.

“The key was ensuring the design team truly understood the rich history and culture of the Puyallup tribe and the story they intended to tell patrons.

“This was achieved through meetings with a tribal historians and very close collaboration with the council, keeping that story a common thread woven through all discussions at every step of the way.”



Shaun Peterson

The design was enhanced by custom pieces of artwork by talented tribal members led by **Shaun Peterson**.

“Guests are presented with both the glamour of a Las Vegas-style resort and the tribe’s rich history concurrently through a layout and design elements that are purposefully intended to surprise, delight, and allow for renewed experiences,” explains Espeland.

“From the open arms of welcoming wooden figures, carved by Peterson in the style of the regional tribes of the Pacific Northwest, that greet guests as they arrive, to the organization of the casino floor, to the fluid ribbon geometry and the carefully selected materials - every aspect of the design contributes to an exciting, immersive, and vibrant journey.”

Contact:

KATIE HAGA

Account Manager

The Smart Agency, Inc.

☎ 949 438 6262 Ext. 7 | ☎ 714 209 2334

✉ khaga@thesmartagency.com | 🌐 thesmartagency.com

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Mile High CRE

Mile High CRE is the only online CRE publication that is updated daily, providing timely new for the entire commercial development vertical.

May 05, 2022

ONLINE

Mile High CRE (17-01567)

milehighcre.com/experiential-sportsmans...

The screenshot shows the Mile High CRE website interface. At the top is the logo and a navigation menu with categories like Markets, Brokerage, Development, Architecture, Construction, CRE People, Events, Jobs Board, and Contact Us. Below the navigation is a breadcrumb trail: 'YOU ARE HERE: Home > Architecture > Experiential Sportsman's Club Opens in Lakewood'. The main article title is 'Experiential Sportsman's Club Opens in Lakewood' with sub-categories 'ARCHITECTURE', 'DESIGN', 'DEVELOPMENT', and 'RETAIL'. The article includes a large image of the club's interior, a social media sharing bar, and a newsletter sign-up form. On the right side, there are sections for 'Upcoming Events' (listing the 2022 SMPS Colorado Marketing Excellence Awards) and 'Recent Posts' (listing various industry news items).

Monthly Visits

67.3K

Monthly Visits



RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

May 10, 2022

🌐 ONLINE

RENTV (17-0976)

rentv.com/content/homepage/etcetc/new...

Monthly Visits

1.48K

Monthly Visits

The screenshot shows the RENTV website interface. At the top left is the RENTV logo. A navigation bar includes links for Home, About Us, Executive Subscriber Membership, RENTV Conferences, Newsletter, Contact Us, and Advertise. The date and time are displayed as May 16, 2022, 3:50 PM. A search bar is present with the text "Search RENTV" and "Enter Keyword" followed by a "Go!" button. Below the search bar is a "The REview" section. The main content area features a news article titled "State-of-the-Art Retail Gun Range Facility Completed in Colorado" dated 5/10/22. The article text describes the completion of a new state-of-the-art facility in Lakewood, Colorado, designed by Nadel Architecture. It mentions the facility's location at 1350 Colorado Mills Pkwy and its grand opening on Friday, April 29. The article includes a photograph of the interior of the facility, which is a modern, well-lit space with a bar, seating, and a shooting range. Below the main text, there are two more paragraphs of text, one of which is partially obscured by a yellow box. The right side of the page features a sidebar with a "subLease.com" logo and a "List Your Space" / "Find Space" section with a "Select a Region" dropdown menu. At the bottom of the page, there is a "Subscriber Login" section with fields for "Email" and "Password" and a "Go!" button. A "Forgot Password?" link is also present.



RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

November 14, 2022

🌐 ONLINE

RENTV (17-02158)

rentv.com/content/homepage/etcetc/new...

Monthly Visits

1.48K

Monthly Visits



Nadel Architecture + Planning Forms Partnership with Lisbon-based Saraiva + Associados

11/14/22

Los Angeles-based Nadel Architecture + Planning has formed a partnership with Lisbon-based Saraiva + Associados (S+A). S+A maintains the 9th largest residential practice in the world and is the largest architectural firm in Portugal.

The goal of the partnership is to create a collaborative design studio that delivers exceptional design and service to meet the growing multifamily residential needs of Los Angeles and the U.S.

According to Greg Lyon, Chairman, and Principal of Nadel Architecture + Planning, the Saraiva + Nadel collaboration will bring together a seasoned team with international perspectives, domestic knowledge, and a combined 75 years of excellence in design, service, and project delivery.

In a recent survey by Urban Land Institute, 50% of people said that walkability is a high priority in where they would choose to live. A Brookings Institution study concluded that convenient, amenity-rich communities are increasingly appealing, and that 63% of millennials would prefer to live where they do not need a car often, according to Patrick Winters, President and Principal of Nadel Architecture + Planning.

"Los Angeles is undergoing a tremendous period of evolution and we are increasingly seeing a desire for people to experience a localized sense of community while still getting to enjoy the benefits of larger urban life, a concept that is already prevalent abroad, and can be observed in many European cities," says Winters. "Because the need for housing is so great, designers must innovate to create projects with higher unit counts, while still delivering the sense of luxury, quality of life, and connection to community that people are looking for. This includes developing housing that incorporates community amenities, retail, and restaurant space to help redefine convenience and mix leisure with everyday life. In addition to our current multifamily studio, the Saraiva | Nadel studio will allow us to pursue multifamily and mixed-use projects of exceptional ambition, scale and complexity."

Miguel Saraiva, CEO & Founder of S+A, points out that the firm exists to enhance the built environment through versatility of architectural solutions that are drawn from a global approach to problem solving.

According to Curtis Scharfenaker, a Senior Partner and CEO of S+A US, who directs the growth and development of S+A in the United States, the Nadel & S+A partnership will deliver high-quality multi-family residential projects to clients that need an innovative global design perspective combined with the skills and commitment to provide the highest quality service during the complete design to building life cycle.



RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

December 01, 2022

🌐 ONLINE

RENTV (17-02246)

rentv.com/content/southerncalifornia/mai...

Monthly Visits

1.48K

Monthly Visits



Newport Beach Res Community Undergoes Extensive Interior and Exterior Renovations

12/01/22

Interior and exterior renovations have been completed at Vercanta Newport Beach Apartments, a 147-unit, two-story, garden style multifamily community located in Newport Beach. The property is located at 1561 Mesa Dr, just south of the confluence of the 55 and 73 freeways.

Nadel Architecture + Planning oversaw the design work for Vercanta, which was formerly known as Palm Mesa Apartments. The renovations of the exterior include new windows, doors, balcony railings, and refurbishing of private balconies, as well as new roofing, lighting, and paint finishes, enhancing the exterior to match competing luxury apartments in the affluent area of Newport Beach.

"Our design team aimed to achieve a feeling of upscale comfort and modern convenience when working on this project, emulating resort-style living that focuses on effortless ease and elegance," said Patrick Winters, President and Principal of Nadel Architecture + Planning. "Given the new-age tenant demand for sleek, high-end, and community-oriented amenities, our team implemented a 2.5k sq gym that provides a light-filled, airy place to work out, as well as a new pool, pool deck, barbecue area, and dog park. In addition, we incorporated a "proscenium" building that offers curb appeal and secure reception for leasing, mail, and package facilities, giving residents both easy access to important services and peace of mind."

Within the interior of each unit, floorplans were gutted to the studs and completely refinished with high-end appliances, cabinetry, and bathroom treatments, which are key amenities to attract the tenant pool of Newport Beach.

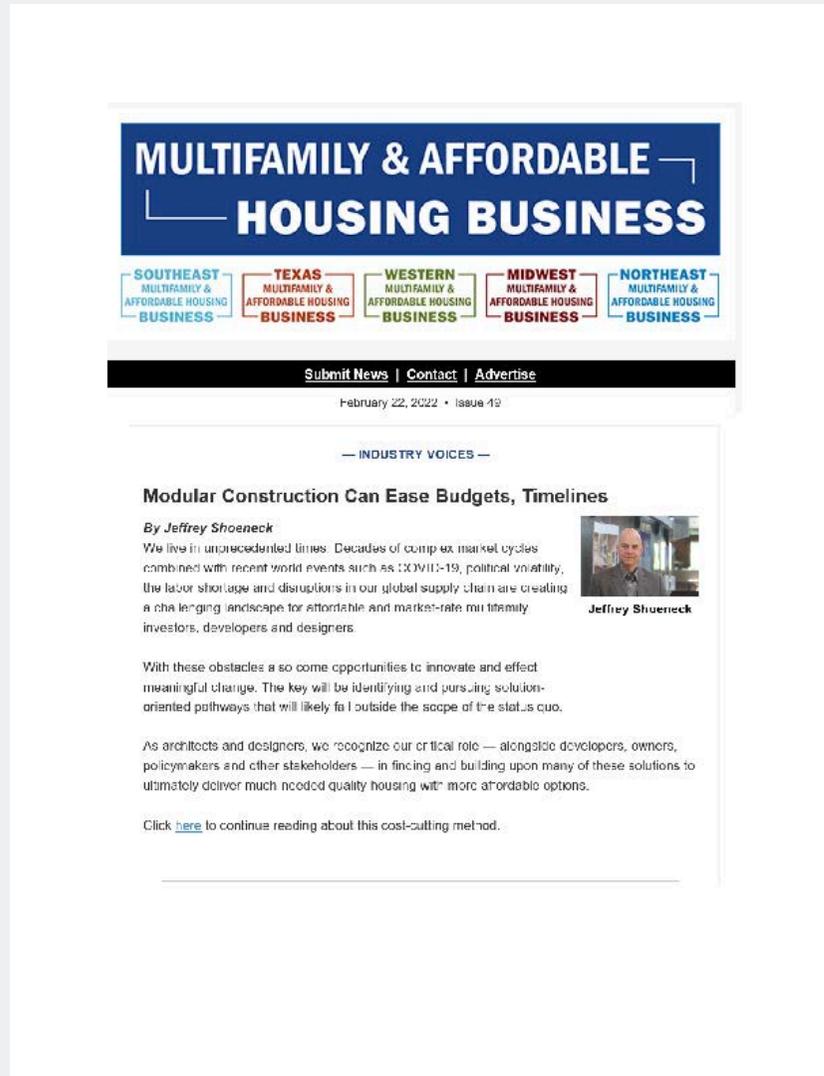
Winters notes that as result of the completed renovations, the rents realized at Vercanta rose from one of the worst performing to one of the best performing apartment complexes in the area, placing Vercanta on the map as a formidable competitor in the multifamily market of Newport Beach.

Multifamily & Affordable Housing Business

February 22, 2022

OFFLINE

Multifamily & Affordable Housing Business Newsletter...



Monthly Visits

12K

Monthly Visits



Done Deals

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April 07, 2022

ONLINE

Done Deals (22-0294)

alex-donedeals.blogspot.com/2022/04/c...

Monthly Visits

481

Monthly Visits

The screenshot shows a web browser displaying the Done Deals blog. The page has an orange header with the site name and a navigation bar with 'Create Blog' and 'Sign In'. Below the header is a yellow banner with the site's mission statement. The main content area features a post from Thursday, April 7, 2022, titled 'Cunningham announces completion of unique affordable housing and community center development in Minneapolis, MN'. The post includes a photo of Sam Olbekson, a man in a dark shirt, and a caption identifying him. The text of the post describes the announcement by Cunningham, a design firm, on behalf of the Red Lake Nation. The left sidebar contains sections for 'Followers (5)', a 'Search Box' with a Google search engine, and a 'Blog Archive' listing posts by year and month. The 'Labels' section at the bottom lists various tags such as 'Lanes Deals Broward and Palm Beach Counties FL 3-28-16' and 'Elevate' apartments Madison WI 6-25-20'.



REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

March 31, 2022

🌐 ONLINE

REBusiness Online (22-0294)

rebusinessonline.com/red-lake-nation-cu...

The screenshot shows the REBusiness Online website interface. At the top, there is a navigation bar with links for Home, Conferences, Magazines, Newsletters, and Media Solutions, along with a search bar. The main header features the REBusiness Online logo and a secondary navigation bar with regional and category filters. The primary article is titled "Red Lake Nation, Cuningham Complete 110-Unit Affordable Housing Development in Minneapolis". Below the title is a large image of the housing development. The article text describes the project as a 110-unit affordable housing development in Minneapolis, funded by the City of Minneapolis, Hennepin County, and the Shakopee Mdewakanton Sioux Community. The article also mentions that the development includes a Red Lake Nation embassy and a healthcare clinic. To the right of the main article, there is a sidebar with "Content Partners" (Bohler, Lee & Associates, NAI Global, Northmarq, Walker & Dunlop) and a "GET THE" button. Below the main article, there are several "RECENT FEATURES" listed with small images and titles, such as "Web-Based Appraisal Tool Supports Massive Increase in Demand for Multifamily Valuations" and "Multifamily Investment to Expand into Secondary, Tertiary Markets in 2022". At the bottom right, there is a vertical list of upcoming events, including "InterFace Industrial Corridor 2022" on April 13 and "InterFace Carolinas Multifamily 2022" on April 14.

Monthly Visits

93.7K

Monthly Visits



Connect CRE Chicago & Midwest

April 06, 2022

🌐 ONLINE

Connect CRE Chicago & Midwest (22-0294)

[connectcre.com/stories/minnesotas-red-l...](https://connectcre.com/stories/minnesotas-red-lake-nation-in-42m-affordable-housing-project)

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Chicago & Midwest
More Regions and Sectors +

Chicago & Midwest + Apartments | April 6, 2022

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By: Ted Jackson

Minnesota's Red Lake Nation in \$42M Affordable Housing Project

Listen to this article
0:00 / 0:48

Red Lake Nation in partnership with design firm Cunningham are building a \$42 million, 110-unit affordable housing development located in the American Cultural Corridor of Minneapolis. The project will provide housing for Red Lake Ojibwe Band members and other local Native American residents.

Sam Olbekson, founder of Full Circle Indigenous Planning and Design, says the project is the first major tribal real estate development in a major city. With project

Monthly Visits

49.9K

Monthly Visits



REJournals (22-0294)

rejournal.com/cunningham-opens-min-bi...

RE Journals MARKET EVENTS SECTOR REAL ESTATE AWARDS SUBSCRIBE Q

MINNESOTA | MULTIFAMILY

Cunningham opens Min-bimaadiziwin affordable-housing development in Minneapolis

APRIL 5, 2022 f t in ✉



CREDIT LINE: COREY GAFFER © GAFFER PHOTOGRAPHY

Cunningham, a design firm with expertise in architecture, interior design, urban design, landscape architecture, and master planning, has announced on behalf of its client, the Red Lake Nation, the opening of Mino-bimaadiziwin Affordable Housing.

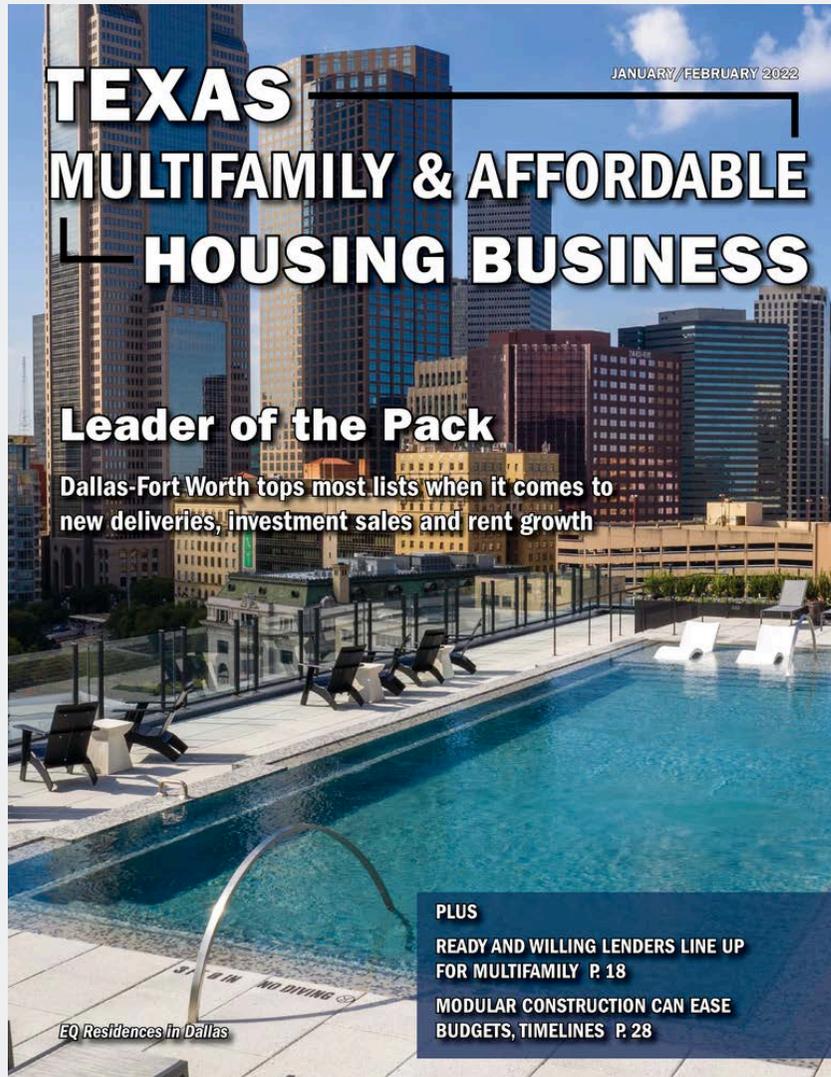
The first-of-its kind, 110-unit affordable housing community features a Red Lake Nation embassy and healthcare clinic and is located in the heart of Minneapolis' American American Cultural Corridor.

Mino-bimaadiziwin, which means "living the good life" in Ojibwe, provides housing to Red Lake Ojibwe Band members and other local Native American residents, as well as bringing much-needed services to the tribe's urban population. It is the first housing project developed by a tribal government in a major city.

Monthly Visits

41K

Monthly Visits



Texas Multifamily & Affordable Housing Business (22-1034)

editions.mydigitalpublication.com/publica...

Monthly Visits

75K

Monthly Visits

Modular Construction Can Ease Budgets, Timelines

With market-rate and affordable construction at the mercy of labor shortages and high materials costs, creating a building offsite offers more efficiencies than many realize.

Jeffrey Schoeneck

We live in unprecedented times. Decades of complex market cycles combined with recent world events such as COVID-19, political volatility, the labor shortage and disruptions in our global supply chain are creating a challenging landscape for affordable and market-rate multifamily investors, developers and designers.

With these obstacles also come opportunities to innovate and effect meaningful change. The key will be identifying and pursuing solution-oriented pathways that will likely fall outside the scope of the status quo.

As architects and designers, we recognize our critical role — alongside developers, owners, policymakers and other stakeholders — in finding and building upon many of these solutions to ultimately deliver much-needed quality housing with more affordable options.

This is especially relevant as traditional building methods have become increasingly cost-

prohibitive and incongruent with the future needs of the market. This is primarily due to a steady rise in labor costs, and, more recently, material costs — such as the astronomical price of lumber.

Recent data demonstrate that overall building material prices have increased 19 percent during the past two years, according to the Producer Price Index (PPI) report released by the Bureau of Labor Statistics.

One promising avenue is the method of modular construction in multifamily development. This process involves the assembly of parts in an off-site environment (typically under controlled plant conditions) followed by a delivery on-site.

Modular construction is growing steadily in demand and popularity. In 2020, the global market size for modular construction was \$72.1 billion and was projected to grow to \$114.8 billion by 2028.

Further, according to FMI's Prefab and Modular Construction Survey, 35 percent of contractors in the United States are implementing modular construction in the building process from as early as the design phase.

It is not unlike car manufacturing: A car can be constructed anywhere, as long as the total various parts are within reach. That said, a car assembled in a controlled factory environment with the parts sourced in-house consistently pulls ahead in quality.

The same logic can be applied to modular construction. If you have everything strategically planned and assembled in a built environment, it yields strong results. This is true from a design, construction, and, ultimately, resident point of view.

Traditionally, modular has been perceived as an adaptive strategy, even as recently as about three years ago. Today, it's a disruptive one. In our growing and ever-evolving experience with modular construction projects, we have already observed areas where the method has successfully resulted in greater quality control, more accurate and accelerated timelines and improved safety for workers.

Uncompromising on Quality

We believe modular shows promise in revolutionizing the way in which we deliver projects. In a perfect world, modular is efficient, cost-effective and clean.

Still, many traditional firms are resistant to the benefits that modular provides, as it does take time, adjustments and some trial and error, to optimize processes and deliver a product that is to the same functional and aesthetic standards that residents have come to expect.

If a person visited a well-executed modular building, he or she wouldn't be able to tell how it was constructed — and this includes luxury projects. But in order to evolve to this level,



JEFFREY SCHOENECK
Principal and Live Studio Executive Director, Cuningham



The 200 units at Pentagon Village near Minneapolis will be a mix of market-rate and affordable apartments. The project, which will be complete by the end of January 2023, employed modular construction, which resulted in about a one-year savings on the development timeline.

WHAT'S ON MY MIND

modular needs one essential thing: good design.

As architects, we have to be much more specific and in-depth when it comes to designing modular projects, conceptualizing all the details of what's going inside this

"box," so to speak. This involves collaboration with consultants to truly understand the process and connections: How is this going to be built? How will it be transported? How will the space ultimately accommodate resident lifestyles?

Putting Theory Into Action

We are currently working on a multifamily project utilizing modular construction. Pentagon Village located near Minneapolis will consist of 200 units that are a

combination of market-rate and affordable apartments. The project is slated for completion by the end of January 2023.

Using modular, the construction process for this community is expected to be about one year shorter than that of comparable properties utilizing traditional methods. That said, our design approach has differed from traditional projects. For instance, we have executed an "inside-out" approach that meant more interior decisions were made earlier on in the process.

We've found that even the most minute details of a space, from appliances down to toilet-paper holders, should be decided upon and ordered at the beginning of the design and construction process. This requires detailed planning, organization and vision.

Once constructed, the phase of diligent planning pays off, and in the end, modular still has the potential to result in less waste, less time and less energy. Of course, small creases must be smoothed out to perfect the craft of modular construction, but the opportunities at hand are abundant and prescient.

We anticipate the industry sentiment toward modular construction will be increasingly positive in the long term as it continues to coincide with where the market seems to be headed: fewer people in the trade workforce and widespread inflation.

This "modular moment" gives architects and designers a fascinating window to serve as the essential problem-solvers and counterparts of the modular evolution. Their role in modular design could lend itself to the success and sustainability of future construction needs on a macro level.

It is all about opening our eyes to the solutions that already exist and taking the lead in this underlying transformation of intersecting industries. ●

Jeffrey Schoeneck is a principal with Cunningham and also serves as executive director of the firm's Live Studio, which focuses on the design and architecture of residential communities. Cunningham provides architecture, interior design, urban design and landscape architecture services to multifamily and other clients. Founded in 1968, the firm has offices in Denver, Las Vegas, Los Angeles, Minneapolis, Phoenix and San Diego.

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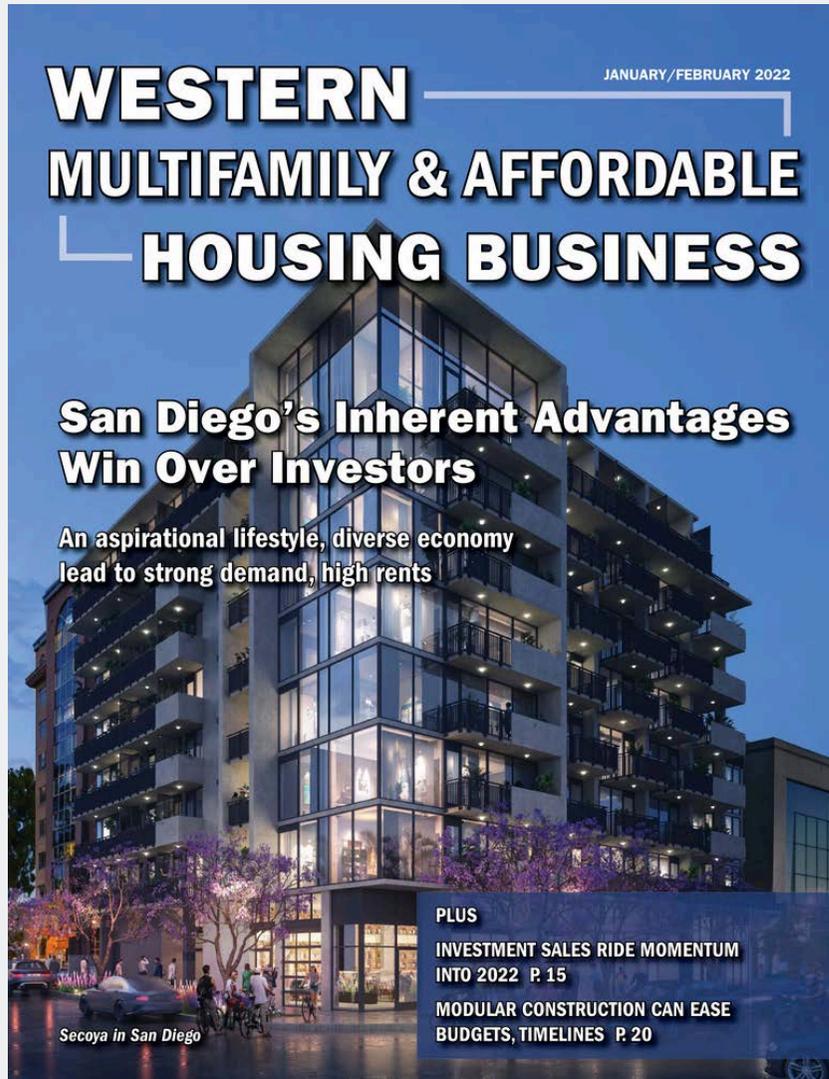
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Western Multifamily & Affordable Housing Business

February 10, 2022

PRINT



Western Multifamily & Affordable Housing Business (22-000)

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Monthly Visits

70K

Monthly Visits

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JEFFREY SCHOENECK
Principal and Live Studio Executive Director, Cunningham



The 200 units at Pentagon Village near Minneapolis will be a mix of market-rate and affordable apartments. The project, which is slated for completion in January 2023, employed modular construction, which shaved about a year off the development timeline.

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This "modular moment" gives architects and designers a fascinating window to serve as the essential problem solvers and counterparts of the modular evolution. Their role in modular design could lend itself to the success and sustainability of future construction needs on a macro level.

It is all about opening our eyes to the solutions that already exist and taking the lead in this underlying transformation of intersecting industries. ●

Jeffrey Schoeneck is a principal with Cuningham and also serves as executive director of the firm's Live Studio, which focuses on the design and architecture of residential communities. Cuningham provides architecture, interior design, urban design and landscape architecture services to multifamily and other clients. Founded in 1968, the firm has offices in Denver, Las Vegas, Los Angeles, Minneapolis, Phoenix and San Diego.

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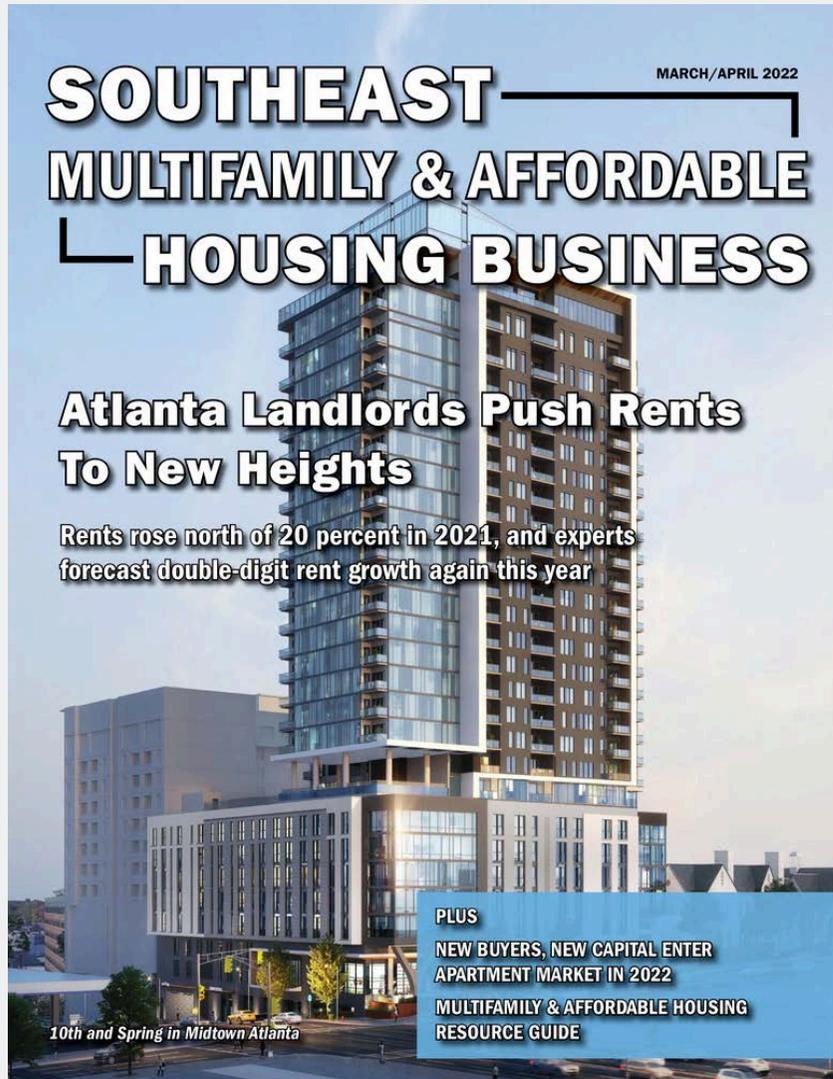
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Modular Construction Can Ease Budgets, Timelines

With market-rate and affordable construction at the mercy of labor shortages and high materials costs, creating a building offsite offers more efficiencies than many realize.

Jeffrey Schoeneck

We live in unprecedented times. Decades of complex market cycles combined with recent world events such as COVID-19, political volatility, the labor shortage and disruptions in our global supply chain are creating a challenging landscape for affordable and market-rate multifamily investors, developers and designers.

With these obstacles also come opportunities to innovate and affect meaningful change. The key will be identifying and pursuing solution-oriented pathways that will likely fall outside the scope of the status quo.

As architects and designers, we recognize our critical role — alongside developers, owners, policymakers and other stakeholders — in finding and building upon many of these solutions to ultimately deliver much-needed quality housing with more affordable options.

This is especially relevant as traditional building methods have become increasingly cost-

prohibitive and incongruent with the future needs of the market. This is primarily due to a steady rise in labor costs, and, more recently, material costs, such as the astronomical price of lumber.

Recent data demonstrate that overall building material prices have increased 19 percent during the past two years, according to the Producer Price Index (PPI) report released by the U.S. Bureau of Labor Statistics.

One promising avenue is the method of modular construction in multifamily development. This process involves the assembly of parts in an offsite environment — typically under controlled plant conditions — followed by delivery onsite.

Modular construction is growing steadily in demand and popularity. In 2020, the global market for modular construction was \$72.1 billion and was projected to grow to \$114.8 billion by 2028.

Further, according to FMI's Prefab and Modular Construction Survey, 35 percent of contractors in the United States are implementing modular construction in the building process from as early as the design phase.

It is not unlike car manufacturing: A car can be constructed anywhere, as long as the total various parts are within reach. That said, a car assembled in a controlled factory environment with the parts sourced in-house consistently pulls ahead in quality.

The same logic can be applied to modular construction. If you have everything strategically planned and assembled in a built environment, it yields strong results. This is true from a design, construction and, ultimately, resident point of view.

Traditionally, modular has been perceived as an adaptive strategy, even as recently as about three years ago. Today, it's a disruptive one. In our growing and ever-evolving experience with modular construction projects, we have already observed areas where the method has successfully resulted in greater quality control, more accurate and accelerated timelines and improved safety for workers.

Uncompromising on Quality

We believe modular shows promise in revolutionizing the way in which we deliver projects. In a perfect world, modular is efficient, cost-effective and clean.

Still, many traditional firms are resistant to the benefits that modular provides, as it does take time, adjustments and some trial and error to optimize processes and deliver a product that adheres to the same functional and aesthetic standards that residents have come to expect.

If a person visited a well-executed modular building, he or she wouldn't be able to tell how it was constructed — and this includes luxury projects. But in order to evolve to this level,



JEFFREY SCHOENECK
Principal and Live Studio Executive Director, Cunningham



The 200 units at Pentagon Village near Minneapolis will be a mix of market-rate and affordable apartments. The project, which is slated for completion in January 2023, employed modular construction, which shaved about a year off the development timeline.

WHAT'S ON MY MIND

modular needs one essential thing: good design.

As architects, we have to be much more specific and in-depth when it comes to designing modular projects, conceptualizing all the details of what's going inside this "box," so to speak. This involves collaboration with consultants to truly understand the process and connections: How is this going to be built? How will it be transported? How will the space ultimately accommodate resident lifestyles?

Turning Theory to Action

We are currently working on a multifamily project utilizing modular construction. Pentagon Village, located near Minneapolis, will consist of 200 units that are a combination of market-rate and affordable apartments. The project is slated for completion by the end of January 2023.

Using modular, the construction timeline for this community is expected to be about one year shorter than that of comparable properties utilizing traditional methods. That said, our design

approach has differed from traditional projects. For instance, we have executed an "inside-out" approach that meant more interior decisions were made earlier on in the process.

We've found that even the most minute details of a space, from appliances down to toilet paper holders, should be decided upon and ordered at the beginning of the design and construction process. This requires detailed planning, organization and vision.

Once constructed, the phase of diligent planning pays off, and in the end, modular still has the potential to result in less wasted material, time and energy. Of course, small creases must be smoothed out to perfect the craft of modular construction, but the opportunities at hand are abundant and prescient.

We anticipate the industry sentiment toward modular construction will be increasingly positive in the long term as it continues to coincide with where the market seems to be headed: fewer people in the trade workforce and widespread inflation.

This "modular moment" gives architects and designers a fascinating window to serve as the essential problem solvers and counterparts of the modular evolution. Their role in modular design could lend itself to the success and sustainability of future construction needs on a macro level.

It is all about opening our eyes to the solutions that already exist and taking the lead in this underlying transformation of intersecting industries. •

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RETAIL, RESTAURANT INDUSTRIES EMBRACE POST-PANDEMIC DESIGN SHIFTS

New store layouts emphasize convenience, flexibility and digital integration.

By Kirstin Hiller

As the nation emerges on the other side of the pandemic, the retail and restaurant industries are tasked with adapting their store designs and business models to match consumer behavioral shifts. Shoppers and diners alike want to make purchases easily with multiple options for ordering and pickup.

Booster Foods, one of the largest privately held Taco Bell franchisees in America, enlisted the services of Minneapolis-based design consultancy Vertical Works Inc. in 2020 to create a new restaurant design. The result was Defy, a two-story concept with four drive-thru lanes situated below

the restaurant kitchen. Today, construction is nearing completion on the 3,000-square-foot restaurant, which is located in the Minneapolis suburb of Brooklyn Park and is slated to open later this spring.

Josh Hanson, founder and CEO at Vertical Works and WORKSHOP, says his team set out to reimagine the drive-thru experience and create a concept that would solve many of the issues related to traditional drive-thrus.

"By elevating kitchens and operations and adding multiple drive-thru lanes underneath, the Defy concept is able to increase efficiency and profit-



Vertical Works Inc. created this new Taco Bell restaurant design named Defy. Four drive-thru lanes are situated below the restaurant kitchen.

see DESIGN page 20

THREE KEYS TO CONTESTING RETAIL PROPERTY TAX ASSESSMENTS

Shopping center owners need to be especially vigilant regarding unfair taxation in 2022.

By Sam Woolsey, Papp Hutchison

Property owners should have received a Notice of Appraised Value from their appraisal district by mid-April. This year, it is imperative that retail property owners submit an assessment protest prior to the deadline and help to establish fair taxable valuations in a post-pandemic marketplace.

Since March of 2020, COVID-19 has brought uncertainty and ongoing challenges to real estate owners.

People often discuss the commercial real estate "winners and losers" of COVID-19, and of the four commercial real estate food groups, retail certainly suffered one of the heaviest initial blows. But how has the property type recovered as the pandemic has evolved? This article explores where exactly retail falls, and then offers strategies to argue more effectively for reduced assessments.

To develop a full picture of the cur-

rent state of shopping centers, one must look back to 2019 and early 2020 before the pandemic. In 2019, approximately 5,800 retail stores closed nationwide and only 3,200 opened, for an overall deficit of 2,600 locations. In 2019, the size of the annual store deficit nearly doubled with 5,000 more closures than openings. E-commerce sales volume rose steadily from 2010 through 2019, which, coupled with accelerating physical store closures,

clearly indicate a slowdown in the need for traditional storefronts.

In 2021, county assessors were generally conservative in raising values, primarily due to pandemic-related issues such as tenants going out of business and owners being forced to defer and abate rent. Additionally, shopping center transaction volume dropped throughout 2020, which forced appraisal districts to rely on limited data to arrive at market rents

see TAX page 22



Retail, Industrial Brokers in Wichita Market Remain Busy page 16



Industrial Cap Rate Spread Narrows as Demand Continues to Surge page 19

Milwaukee Retailers Get Creative and Competitive page 18

RETAIL, RESTAURANT INDUSTRIES EMBRACE POST-PANDEMIC DESIGN SHIFTS

DESIGN from page 1

ability within the same footprint and at the same cost as a traditional drive-thru," he states.

Defy customers will be able to place orders online via the Taco Bell app or traditionally via a two-way video screen. Pick-up lanes will be designated for specific order types to eliminate long lines. A proprietary lift system will deliver food to customers from the kitchen, and there will be no indoor dining.

Hanson says one of the goals of Defy was to develop a concept that delivers a highly personalized customer experience. He believes this is something today's consumer not only wants, but also expects. "The pandemic accelerated this expectation as retailers were forced to connect with consumers in new ways," he states.

The drive-thru effect

Chipotle Mexican Grill has been rolling out its "Chipotlane" drive-thru the past few years, and the chain recently debuted its first Chipotlane digital kitchen. The restaurant prototype opened in Cuyahoga Falls, Ohio, and features a smaller footprint than a traditional Chipotlane layout. The new format exclusively fulfills digital orders for pickup or delivery, and guests can collect their orders either through the drive-thru or walk-up window. While there is no indoor dining area, guests can enjoy their meals on an outdoor patio.

In its 2021 year-end earnings report, Chipotle stated that digital sales grew 24.7 percent year over year to \$3.4 billion and represented 45.6 percent of sales. Of the 215 restaurants that Chipotle opened nationwide over the course of the year, 174 (81 percent) in-

cluded a Chipotlane.

New restaurants featuring a Chipotlane opened with roughly 15 percent higher sales compared with non-Chipotlanes opened during the same period, according to Chipotle. The brand plans to expand its Chipotlane footprint in three different ways — new restaurant openings, relocations and conversions of existing buildings.

Jay Baptista, senior principal and global retailer leader with Stantec's Phoenix office, says that the drive-thru experience is improving and expanding in many restaurant formats. It's no longer just for the quick-service restaurant space as drive-thrus are now being added to fast-casual restaurants as well. Baptista also points out that the natural effect of more drive-thrus will be fewer seating areas.

John Bradshaw, senior architect with Camburus Theodore Ltd., worked directly with a fast-food group on a new design for a drive-thru-only concept. Rather than devote space to a dining area inside, the prototype features a smaller layout but with triple the number of drive-thru lanes. "The building is smaller; the asphalt is larger," says Bradshaw.

The transformation of drive-thrus is one of the most notable changes taking place in today's retail environment, but it certainly isn't the only one. As the retail and restaurant industries evolve in a post-pandemic marketplace, architecture and design will play an integral role in reimagining shopping and dining experiences.

"Retailers need to find a way to differentiate themselves in a landscape that continues to change rapidly," says Hanson. "Consumer needs are ever-evolving, and creating a space to



Chipotle Mexican Grill recently debuted its first Chipotlane digital kitchen in Cuyahoga Falls, Ohio. The restaurant prototype features a smaller footprint than a traditional Chipotlane layout and exclusively fulfills digital orders. There is no indoor dining area.

meet those needs is critical to providing a successful retail experience."

'Convenience is king'

For Hanson, the design factors that are most crucial for retail spaces include convenience, functionality, experientiality and profitability. It's important to address all four factors because customers will notice if one is lacking. Defy was designed to deliver on all four legs of the stool, according to Hanson.

"We know today's consumers expect shopping to be highly convenient, and perks like curbside pickup and same-day delivery have become run of the mill," says Hanson.

Since consumers are looking to fulfill their needs as quickly and eas-

ily as possible, convenience is top of the list. Intuitive layouts, clear wayfinding and signage, and SKU (stock keeping unit) reduction are key, says Michael Tsenary, designer with the retail studio of IA Interior Architects. SKU reduction or rationalization is the elimination of products that aren't performing well, therefore leading to a more balanced inventory.

"From a design preference, retailers are voicing adumance about intuitive wayfinding, clean and clear layouts and open-air design," says Gregory Houck, principal and director of new work at Cunningham. "Additionally, we are seeing perpetual demand for clearly marked sections dedicated to pickup and online orders, as well as areas at grocery stores dedicated to prepackaged food and online orders." Houck adds that the "buy online, pick up in-store" (BOPIS) model is a great way for retailers to integrate e-commerce into their physical spaces rather than try to compete against it.

"Convenience is king," echoes Michelle Decker, associate principal with CallisonRTKL. "Before the pandemic, retail brands were becoming more and more creative in experimenting with immersive retail, Instagram moments and experiences. But now, even more important is the convenience to the customer and how seamlessly a brand integrates omnichannel services into its customer experience."

Decker also says that clients are much more interested in improving the "behind-the-scenes" experience than they were prior to the pandemic. This adjustment by restaurants and retailers has led to more digital integration, service design and in-store services like pickup or curbside delivery. "Our approach has always brought these [features] to our projects, but



Architectural firm Stantec says the SoNo Collection in Norwalk, Connecticut, is designed to reimagine the shopping experience. The Stantec team focused on infusing a new mix of activities, technologies and places to attract millennials. A meandering footpath through the concourse incorporates playfulness while guiding visitors to a variety of destinations.

Heartland Real Estate Business

June 16, 2022

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What's on my Mind

How Biophilic Design Impacts Living Well

Giving residents a front-row seat to nature has a positive effect on them

By Amy Cheever

Throughout history and across cultures, architects have drawn inspiration from nature to emulate a sense of well-being, serenity and connection within their finished space — evoking similar feelings and sensory perceptions as the awe of the natural world.

This process is known as the immersive integration of biophilic design, a concept utilized by architects to respond to the innate need of humans to connect to nature through direct and indirect exposure.

Biophilia was woven into design long before it became a buzzword. Today, architecture firms are merging technology, humanity and biophilia to meet the needs of the 21st-century psycho-social condition.

One particular area that is seeing greater interest in biophilic design is seniors housing communities.

Since the onset of the pandemic, health and wellness concerns, especially among the senior population, amplified demand for building layouts and amenities that support efforts in improved overall health for aging populations.

Architects, designers and developers are increasingly realizing that biophilic design and strategic programming of outdoor spaces can enhance the aesthetic appeal of their communities and bolster overall experience and wellness of residents, while also aiding in strategic, cost-effective uses of resources.

Life-centered wellness

As the baby boomer generation — nearly 22 percent of the U.S. population — retires, the design practices behind senior living facilities must mirror evolving consumer demands. This is a generation passionate regarding trends to promote longevity and increase mind-body awareness.

Today's seniors especially want to remain cognitively savvy, physically active and socially engaged. Through premier design innovations, architects and developers are pivoting to create facilities that more closely align with these concepts.

Research has long shown that a strong connection to the outdoors is correlated with greater happiness, higher energy levels, peace of mind and an overall strength in physical and mental health.

In fact, according to a study conducted by Roger Ulrich in 1984, 23 surgical patients assigned to rooms with windows offering a view of trees and shrubs had shorter post-operative stays, required less pain medication and had a better attitude than 23 matched patients in similar rooms with a view of a brick wall. Additional studies over the last few decades have found that biophilic design can improve cognitive function, physical health and psychological well-being.

Today, we see this concept increasingly applied to senior communities. Often design starts with leveraging existing natural surroundings.

For example, we recently implemented a range of biophilic design elements at Wesley at Tehaleh Senior Living in Bonney Lake, Washington. Located within a 43-acre master-planned community, the property features a total of 228 units surrounded by the quintessential landscape of the Pacific Northwest. From every direction, residents are greeted with an experience, from the crisp air of the surrounding forest to the gorgeous views of Washington State's most revered landmark: Mount Rainier.

Designers can also implement biophilia by fusing the interior space with as much daylight as possible, beckoning the outdoors inside.

At Wesley at Tehaleh, in a hallway connecting two buildings, we added



Amy Cheever
Cuningham

Designers appeal to the sense of connection of the outdoor-indoor experience. Elements of the biophilic approach are: The sound of a flowing stream, the view of trees or the generous view of nature. These elements can be transformative.

The intimacy with nature decreases stress and increases an overall sense of well-being for the resident.

As an example, we worked with Wesley at Tehaleh to reflect not just communion with nature but also the amenities for reading, working, relaxing and socializing in a hearth room. Knowing there is a center, a place for life and vibrancy, is in itself a reassuring experience.

Wesley at Tehaleh also provides residents with private outdoor spaces within their units, providing a near-daily connection to nature. This design choice allows them to enjoy the moment they wake to the moment of sunset.

Further, progressive design trends of biophilic design, such as outdoor and interactive play with nature through amenities like a pickleball court, a butterfly garden to promote resident

Cost-effective regenerative benefit

In addition to biophilia's considerable benefits for health and wellness, another key element of this design approach is sustainability and natural regeneration meeting energy goals while promoting the health and aging.

Energy modeling and building performance simulation are key to biophilic design that can also aid in meeting sustainability goals.

The use of natural materials is a key performance standard, and that includes passive daylighting studies, envelope performance and sound landscaping can greatly reduce the need for artificial lighting.

We implement design with ecosystems in mind. An increase of strategic landscaping, foliage that echoes the native plants of the surrounding area, such as no-mow fescue greatly reduces the need for maintenance.

Another strategy we've begun to implement is "eco-signage" with maps that explain the benefits behind sustainable garden and yard design.

Giving people the tools to understand the benefits of biophilic design allows for greater understanding of the long-term impact for the environment.

Additionally, educating older generations on the benefits of biophilic design couples nicely with empowered intergenerational design. That once these older generations understand the benefits of texture trends and landscaping, they have a greater excitement for the facility.

Design has reached a pivotal moment. It is no longer just an aesthetic choice that encompasses more than just an aesthetic choice, but a shared, lived human experience — one that



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By: Mark Nieto

Cunningham Completes Tacoma's Emerald Queen Casino

Architectural design firm Cunningham has announced the completion of the Emerald Queen Casino and Hotel in Tacoma, WA on behalf of the Puyallup Tribe of Indians. Cunningham led the architecture efforts of the brand-new facility, which replaces a previous nearby location.

The Emerald Queen totals 310,000 square feet and includes 100,000 square feet of slots and table games, a 2,000-seat event center, five restaurants, 2 parking garages and a 12-story, 155-room hotel. According to Cunningham's Brett K. Ewing, the facility is one of the first tribal developments to be built above ground, spanning multiple parcels and city streets.

The Cunningham team worked with tribal historians to design a venue that

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better understand how to meet their needs through smart, innovative urban design. Notable local urban planning projects in Robinson's portfolio include Atlanta's Summerhill neighborhood, the wheat Street Master plan in downtown Atlanta's Sweet Auburn area and Legacy Park in Decatur, GA.

MARCY L. SCHULTE

During a career spanning 34 years, Marcy Schulte has delivered more than 50 built projects encompassing more than 4 million square feet with total construction budgets totaling \$600 million. She first honed her expertise on the East Coast and in the Midwest before relocating to Los Angeles seven years ago. Schulte played a key role in Cuningham's strategic leadership restructuring and expansion, which earned her a promotion to her current role as principal and executive director of design and performance. She has worked on a variety of projects from large-scale master plans to



hospitality destinations and multifamily communities. Some of her most notable recent projects throughout Los Angeles include Pendry West Hollywood Hotel & Residences, Hyatt Place Pasadena, Millennium Santa Monica Apartments, 5570 Melrose Multifamily, and the California State University – Brotman Hall Renovation. In addition to remaining actively involved in the creative and technical sides of projects, Schulte also drives innovation in the firm's next-generation practices. Schulte's leadership skills and exceptional ability to deeply understand her colleagues' strengths and goals is key in driving success on individual and team levels.

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VALERIE ACHEMEIER

Mentorship is extremely important to Los Angeles-based Valerie Achtemeier, vice chairman of capital markets at CBRE, which helps explain how her daughter became a successful commercial real estate professional as well. To help other women advance, Achtemeier is involved with many associations including the national executive committee for the ULI Women's Leadership Initiative, where she serves as a develop-

ment chair focused on the Circles mentorship program. Within her role, the 30-year industry veteran leads a team in placing debt and equity on commercial real estate throughout the US and she has developed expertise as one of the leading mortgage brokers for large industrial and logistics portfolios, data center projects, mixed-use and construction loans. Achtemeier is also recognized for her ground-lease expertise. All told, Achtemeier's career debt volume exceeds \$46 billion. Last year alone, her team's volume was up more than 250% and she also won CBRE's women's network advocacy award.

CORTNEY COLE



During the challenging financial market of the past 12 months, Cortney Cole managed to raise debt for four large construction loans for new commercial real estate developments, each ranging from \$80 million to \$127 million. In addition, she raised \$250 million in joint-venture equity across four projects at JLL capital markets. Cole has been primarily responsible for originating debt and equity for commercial real

estate transactions across all property types throughout the US. Cole initially launched her industry career in 1997 at JLL's Houston office, where she still resides today. Following numerous promotions over the years as a top producer, Cole assumed her



HEATHER MCCLURE

Last year, Dallas-based Heather McClure, who leads Walker & Dunlop's capital markets platform, helped to launch the firm's dedicated build-for-rent and single-family rental practice group to support the rapidly increasing demand for the product type. As senior director, McClure focuses on equity and is responsible for nationwide structured finance executions on multifamily, single-family build-for-rent, industrial, retail, office and hospitality properties. In all transactions, McClure—who has been in the industry for 25 years—works to identify investors with specific diversity, equity and inclusion objectives so that her team can assist emerging, minority-owned developers and owners in leveling up their capital structure. McClure and her partner have closed more than \$330 million in equity transactions during the past 14 months, representing close to \$1 billion in real estate. Upon being promoted from director to senior director two years ago, McClure shifted her focus from traditional brokering of mortgage debt to building complex capital stacks and structuring equity.

KATHLEEN MCSHARRY

To go from a receptionist to senior director is quite the feat, and that is what Kathleen McSharry has done over the course of 30 years at the Singer & Bassuk Organization, which was acquired by Avison Young last year.





Mile High CRE

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Mile High CRE (22-02155)

milehighcre.com/cunningham-achieves-net-zero-carbon-across-firm-internal-operations



Cunningham Achieves Net Zero Carbon Across Firm's Internal Operations

September 21, 2022



Cunningham, a national design firm, is proud to announce its internal operations are officially Net Zero Carbon.

After a four-year effort to better understand the firm's impact on the global environment, Cunningham — which has over 200 employees across six U.S. offices, including Denver — is now making a commitment to reduce and offset 100 percent of its Greenhouse Gas (GHG) emissions from all Scope 1 and 2 sources, plus a large portion of its Scope 3 emissions.

"Knowing your company's emissions profile is critical to being a steward of the environment," Cunningham Chief Executive Officer Jacqueline Donpe says. "However, the real work of restoring the earth comes from creating a climate action plan to reduce it. That is why we are so excited to announce Cunningham is officially Net Zero Carbon."

According to Cunningham Director of Regenerative Design Paul Hutton, the firm spent the past four years watching and tracking its Scope 1, 2, and 3 emissions.

Per EPA, Scope 1 includes emissions under a company's direct control, typically including vehicle fuel and fossil fuel consumed at a company's facilities. Scope 2 covers indirect emissions and includes primarily purchased electricity for offices and electric vehicles. Scope 3 is everything else that a company does.

For the purposes of their study, Cunningham included air travel, travel to meetings and jobsites, vehicle rental and ride share services, paper use, and electronic equipment in their Scope 3 emissions.

"Over the past four years, our GHG emissions have fallen from a high of 5.73 metric tons per employee per year to 2.21 metric tons per employee per year," Hutton says. "This constitutes a 61 percent reduction resulting from a combination of changes in company policy and work-from-home efficiencies. While we are proud to have reduced our emissions this much, we won't stop there."

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Monthly Visits



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Cunningham Appoints Nathan Harris as Chief Financial Officer



Nathan Harris

Photo: AP – Cunningham, a national design firm, is pleased to announce the appointment of **Nathan Harris** as the firm's Chief Financial Officer (CFO).

Harris will oversee the planning and direction of Cunningham's fiscal functions and performance as well as provide strategic leadership around the firm's financial affairs.

Monthly Visits

481

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The screenshot shows the RENTV website interface. At the top left is the RENTV logo. Below it is a navigation menu with links for Home, About Us, Executive Subscriber Membership, RENTV Conferences, Newsletter, Contact Us, and Advertise. The date and time are displayed as June 2, 2022, 3:53 PM. A search bar is present with the text "Search RENTV" and "Enter Keyword" followed by a "Go!" button. Below the search bar is a "The REview" section with a "News" sub-section. The main article is titled "Casino/Hotel Development Completed in Tacoma, WA" and is dated 6/02/22. The article text describes the completion of the Emerald Queen Casino and Hotel, a 310k sf resort property in Tacoma, WA. It mentions that the project was designed by global architecture firm Cunningham. An image shows the interior of the casino/hotel, featuring a long, modern lounge area with seating and a bar. The article continues with details about the facility, including 100k sf of slots and table games, a 2,000-seat event center, five food and beverage venues, two parking garages, and a 12-story, 155-room hotel. It also mentions that Cunningham led the architecture, interior design, and landscape architecture efforts for the brand-new facility, which replaces a previous nearby location that consisted of a converted bingo hall and tents. The article includes quotes from Brett K. Ewing, AIA, Principal and Executive Director of Cunningham's Play Studio, and Ewing explains that the facility is also one of the first tribal casino developments to be built above ground, spanning multiple parcels and city streets. It also mentions that the design intentionally emphasizes the juxtaposition of the kinetic energy of the casino and the reprieve of the hotel and restaurant off the gaming floor. The article concludes with a list of design elements tying back to the culture of the Puyallup, as well as the history of the regional landscape and the casino itself.

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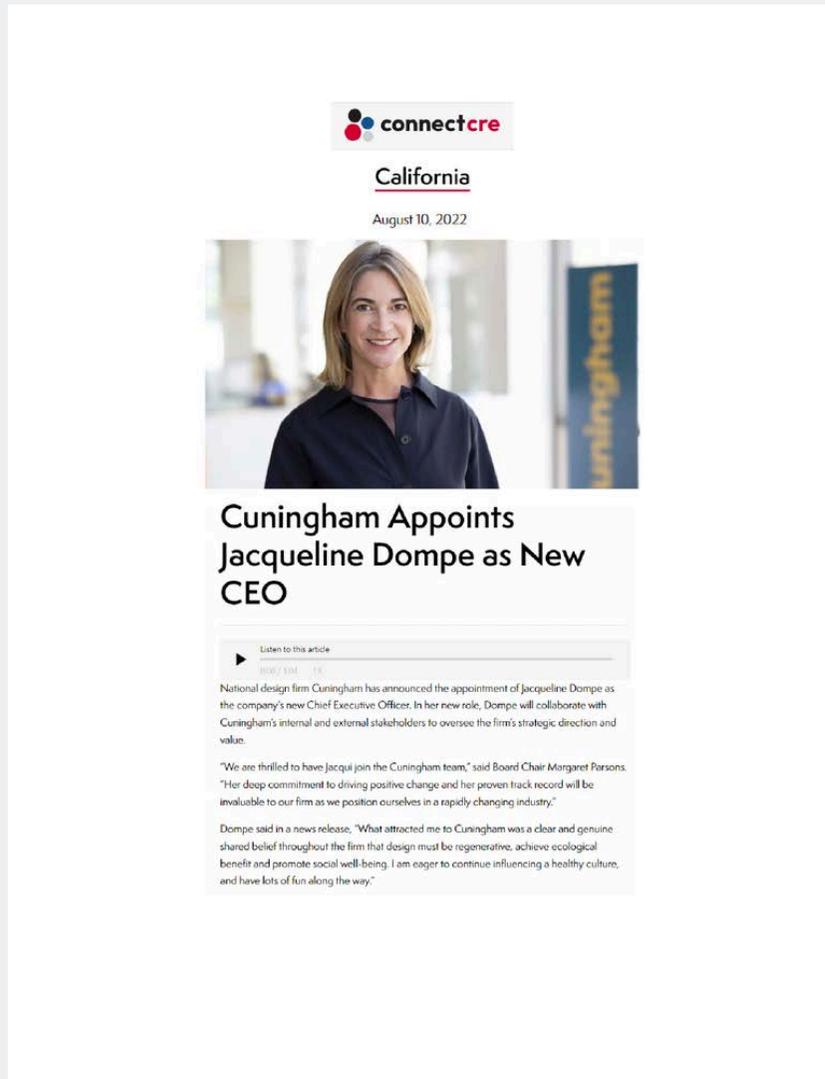
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Cunningham Appoints Sandi Najera as Chief Operating Officer

Cunningham, a national design firm, announced the appointment of Sandi Najera as the firm's chief operating officer. Najera will oversee the alignment of Cunningham's business plan, fiscal functions, and overall strategic vision, while streamlining business operations in a way that fosters growth and continues to build on Cunningham's position as an industry-leading design firm.

"We are excited to have Sandi join the Cunningham team," Chief Executive Officer Jacqueline Dompé says. "Her insightful approach to operational leadership will be instrumental in executing the firm's short- and long-term performance goals. Most importantly, Sandi's personal commitment to curiosity and excellence within her teams is a natural fit with Cunningham's culture and values."



Sandi Najera

Najera has more than 30 years of experience, including over 15 years of management experience within the Architecture/Engineering/Construction (AEC) industry. During this time, she has earned a reputation as a progressive leader who thrives on elevating those around her.

"I've always been driven by helping others succeed," Najera says. "I'm excited to bring this passion to Cunningham, both on an individual and organizational level—simplifying our business operations so our teams can focus on delivering value to our clients and stakeholders."

Cunningham Director of Architectural Design Juan Perez praises Najera's talents as a high-growth strategist and her track record of taking businesses to the next level by fostering team cohesion.

"We are honored to have Sandi leading the firm's operations," Perez says. "Her ability to blend an enthusiasm for good design with her strengths as a strategic thinker and team player makes her expertly positioned to take on the role of Cunningham's Chief Operating Officer."

Previously, Najera has held operational leadership roles for a variety of companies, including global fortune 200 companies AECOM, and JLL, where she served as the organization's senior vice president for its West Region Business Operations.



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Regenerative Design and its Applications: Q&A with Cunningham's Paul Hutton (Part 2)

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Connect CRE recently posed a series of questions on climate change hazards and regenerative design responses from the build design community to Paul Hutton, Cunningham's Director of Regenerative Design. In this second of a two-part Q&A series, Hutton delves more deeply into applications and implementations of regenerative design.

Connect CRE: is regenerative design more expensive than other environmental tools?

Paul Hutton: I think that depends on your point of view. If the goal of a regenerative design-based project is to "do good" and restore environments on a holistic basis, then one must consider not just the immediate expenses of the building materials and methods used to create the structure, but also the long term financial, environmental and social benefits that will accrue because of the building.

It's true that certain aspects of regenerative design may have higher upfront costs: net-zero energy and water require things traditional buildings don't need. Reducing embodied carbon may mean sourcing material from a more expensive vendor. But in the long run, when you factor in the recapture of lost natural space, the reduction of waste, and potential impact on reversing climate change, regenerative design costs should be seen as spectacularly cheaper than how we've built things in the past.



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News / August 11, 2022 / Real Estate Daily News Service



Industry Leader Brings Extensive Experience Implementing Strategic Direction, Promoting Purpose and Culture

PHOENIX, ARIZONA -- Cunningham, a national design firm, is thrilled to announce the appointment of Jacqueline Dompe as the firm's Chief Executive Officer (CEO).

Cunningham has six offices throughout the United States located in Denver, Las Vegas, Los Angeles, Minneapolis, Phoenix, and San Diego, but does not have a single headquarters location.

Dompe will collaborate with Cunningham's internal and external stakeholders to oversee the firm's strategic direction and value.

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Cunningham Appoints Jacqueline Dompe as New Chief Executive Officer

August 18, 2022



MINNEAPOLIS — Cunningham, a Minneapolis-based design firm that works in seniors housing, has appointed Jacqueline Dompe as CEO.

Dompe will collaborate with Cunningham's internal and external stakeholders to oversee the firm's strategic direction and value.

Dompe has more than 20 years of experience with a variety of companies, including those in the architecture/engineering/construction (AEC) industry.

Previously, Dompe has held strategic business executive roles for technology start-up companies, regional minority-owned businesses and global Fortune 200 companies, including AECOM and JLL. Her work has influenced a wide variety of project types, including healthcare facilities, sports and entertainment venues, commercial development, and public infrastructure.

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Cunningham Achieves Net Zero Carbon Across Firm's Internal Operations



CUNNINGHAM, DENVER, CO -- Cunningham, a national design firm, is proud to announce its internal operations are officially Net Zero Carbon.

After a four-year effort to better understand the firm's impact on the global environment, Cunningham — which has over 260 employees across six U.S. offices — is now making a commitment to reduce and offset 100 percent of its Greenhouse Gas (GHG) emissions from all Scope 1 and 2 sources, plus a large portion of its Scope 3 emissions.

"Knowing your company's emissions profile is critical to being a steward of the environment," Cunningham Chief Executive Officer **Jacqueline Dompe** says.

"However, the real work of restoring the earth comes from creating a climate action plan to reduce it. That is why we are so excited to announce Cunningham is officially Net Zero Carbon.

"As we continue to create enduring experiences for a healthy world, going above and beyond this commitment remains our top priority."

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Smart Design Pays Dividends

From sustainable building features to family-friendly dining venues to comfortable staff lounges, today's architects provide project blueprints that both inspire and pencil out.

By Jeff Shaw

Seniors housing as an industry is always changing, but the pace the past few years has been especially fast. From the temporary and permanent changes during the COVID-19 pandemic to the national labor shortage hitting this sector particularly hard — all against the backdrop of a massive wave of demand coming from the baby boomers in the near future — there are plenty of challenges to consider right now.

Architects and interior designers have to keep up with these challenges, ensuring that the physical plant of a seniors housing community matches how operators need to run the business, frontline employees do their jobs and residents want to live.

One method of pleasing all parties is to invite more of the greater community inside. While this can often deal more with site selection, such as making sure there is public transportation and retail nearby, some developers are including a retail element directly in the seniors housing community.

For example, Dora Kay, senior living sector leader for Moseley Architects, while speaking at France Media's InterFace Seniors Housing



Cunningham designed Wesley at Tehaleh Senior Living in Bonney Lake, Washington, to include the surrounding wooded area and views of Mount Rainier.

Southeast conference in Atlanta, cited one project where ground-floor retail was specifically requested.

The developer ended up renting that space to a local art group.

"It gave a sense of purpose to the commu-

nity," said Kay.

Alejandro Giraldo, a principal at Perkins Eastman, says his firm often designs amenities such as the fitness center, dining areas and salons to be accessible to residents, staff and the outside community.

"Groups are finding that not only serving their own residents, but opening to the world, is becoming important. Wellness programs and aerobic classes are in many cases being offered to the community and helping on the financial side."

In one case, a Lantz-Boggio client even requested "a swimming pool big enough for local competitions, a gym that could handle people of all ages and a fine-dining experience that would become a destination for families," according to Bill Foster, partner with Lantz-Boggio Architects & Interior Designers. The asset, named The Davis Community, is in Wilmington, North Carolina.

"Next to that community center with its multi-purpose space and dining experience is a courtyard park with an amphitheater for small concerts and events, such as weddings, that need the ability to shift indoors or outdoors in the unpredictable weather on the North Carolina coast."



Spiegle designed this cafe at Parker at Somerset in Somerset, New Jersey. This 120-bed post-acute rehabilitation and long-term care facility offers a full spectrum of services.

Design with staff in mind

The elephant in the room, though, is always labor. How can design help recruit and retain workers?

"Whether you're in the kitchen or an office, you want efficient spaces that are easy to work in," said Foster while speaking at InterFace Seniors Housing Southeast. "One of the unique things we share with a developer is we're not just starting a community of new residents. We're also starting a new staff."

"One of the ways we as architects can do that is by making a few little touches that say, 'We're not going to put that employee break room in the darkest, deepest dungeon of the building.' We can give it some windows, maybe a patio where they can put a barbecue grill out on — it doesn't take that much to be head and shoulders above your competition."

Residents and employees become more connected when the worker spaces are properly integrated into the design of the building, adds Giraldo.

"The days of the staff lounge being in the basement are gone," he says. "Some of those spaces are becoming prominent. It connects staff with residents. We've even seen clients looking for creative spaces where workers and residents can have meals, activities and interactions together."

While it's easy for owners to write off employee spaces, since they don't generate revenue directly, Todd Hudgins, senior vice president of senior living at Erdman, said that is a shortsighted approach.

"The metrics will show that

if the staff is fired up and happy, they become your building leaders," Hudgins said, speaking at InterFace Seniors Housing Southeast. "Your leases come faster. All the metrics come faster."

Several architects even noted that some developers are including workforce housing in their plans, ensuring that employees have an affordable place to live near the property. Those apartments can either be a wing of the seniors housing property itself or nearby.

"In affluent areas — especially where the workforce traditionally would have significant transportation costs — we have had significant discussion about incorporating an element of workforce housing into the community to help with the industry labor struggle," says Nicholas Weidner, principal of senior living at HPI Architecture.

Childcare centers onsite provide both a benefit for workers and an intergenerational aspect for the residents.

One straightforward way to tackle labor is to mix up the unit mix, leaning more heavily on low-acuity spaces.

"We see a lot of our clients moving toward building independent living communities or adding this segment to an existing community," says Greg Irwin, partner at Irwin Partners Architects. "The advantage is that it takes less labor to run the community."

Keep costs in line

The next big challenge developers face today is the extremely high cost of construction. This is an area where designers have a



Photo by LRS Architects Inc.

The Springs at Lake Oswego offers independent living, assisted living and memory care services in Lake Oswego, Oregon.

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Architecture firm Three designed Emerald Lake by Touchmark in McKinney, Texas. "McKinney is a growing suburb north of Dallas, where the residents are active, outdoor loving and artistic. The community sits on what was a family farm retreat above a 20-acre lake. It's all about Texas lakeside living," says Rocky Berg, principal at the firm.

more direct hand in the project, with the ability to keep those costs reasonable and help projects pencil out.

"Great design is critical for significantly reducing the impact of the current shortage of labor and materials," says Chuck Archer, principal at LRS Architects. "In today's market, it's vital to understand the construction process from every perspective and be prepared to adapt throughout the project to alleviate cost impacts and mitigate risk."

Strong partnerships between the developer

and the design team are key.

"At the beginning of the project, we work with our building and development partners to vet the large-ticket items within the budget and tailor our design," says Rocky Berg, principal at architecture firm Three.

"During design we employ phased construction strategies and design alternates to provide budget flexibility. When initiating construction, we promote early purchasing of long-lead or escalating-cost items, which require approvals out of sequence but help stabilize the financial

expectations," adds Berg.

"In the same way that owners cannot provide a service or benefit to their residents if it exceeds their construction or operational budget, a resident cannot afford to pay for these services and benefits if the cost has risen to exceed their budget," adds Ryan Griffiths, partner in charge of senior living communities for Beecher Walker Architects.

Lauri Moffet-Fehlberg, senior principal and senior architect at DAHLIN, notes that the partnerships should be established early and include the developers, architects, interior designers, general contractors and construction managers.

"We are working very closely with general contractors and construction managers in the very early phases of design — as they're closest to the current pricing of subcontractors — so that we can ensure we're producing high-quality design that is also financially feasible to build," says Moffet-Fehlberg.

"We are very cognizant of efficiencies in buildings — making sure the structures stack, making sure the plumbing stacks," she adds. "Designing efficient buildings enables us to focus the budget on design elements that are responsive to the lifestyles and needs of the residents rather than it all going to the guts of the building."

One big shift since before the COVID-19 pandemic is that architects previously worked on a "just-in-time inventory mindset," and scheduled the rest of the plan accordingly, according to Dean Maddalena, founder and president of

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design firm StudioSix.

"Because of the volatility of manufacturing labor, transportation and material availability, we have modified our procurement process to ensure timely delivery of orders," he says. "Our in-house procurement department researches the availability and lead times of product prior to ordering. Our designers and clients are

notified when a specified product won't meet the installation schedule so alternatives can be identified and ordered.

"This may mean staging items in a warehouse longer, but that's minimal compared to not having products on site for installation."

Flexibility is the name of the game, according to Drew Roskos, senior project designer at Ryan

A+E Inc.

"Architects and designers are bringing a creative mindset to the challenge," says Roskos. "For example, to manage increased construction costs we can think about how to multipurpose common spaces or come up with designs that lend themselves to prefabrication."

Humphreys & Partners Architects frequently looks at alternate types of materials to keep options open and affordable, says Yaohua Yu, the firm's director of seniors and student housing.

"Cost is the biggest issue we are facing," says Yu. "We are exploring different construction types to lower the cost — for example, incorporating wood in assisted living and memory care instead of steel, and reconfiguring units to be a little smaller while still providing an open, yet efficient floor plan."

Amy Cheever, principal and director of strategy at Cunningham, says that many more developers are looking to prefabricated and modular construction methods that haven't caught on widely in seniors housing yet. She cites a 2020 Dodge & Analytics report that noted that, of the companies that used prefabricated products or modular construction, 93 percent reported improved productivity, quality and schedule certainty.

"The process, which consists of the assembly of parts in an off-site environment (typically under controlled plant conditions) followed by placement on-site, can complete projects up to 50 percent faster than traditional methods," explains Cheever.

"The demographic [wave of seniors incoming] places substantial pressure on a system already

experiencing a shortage of seniors housing. With this in mind, many are turning to the off-site fabrication methods, as this will help to battle labor shortages and reduce construction time," adds Cheever.

Trends that are here to stay

Keeping up with current trends can be a tricky proposition. Making sure a community stays modern is the key to success and longevity, but hopping on a trend that turns out to be temporary can mean wasted money and space.

So, which of the current trends do architects believe are permanent, rather than at risk of being a flash in the pan?

"Hospitality is here to stay in senior living, along with wellness and healthcare," says Connie Wittich of Metropolitan Studio. "Regenerative medicine and preventative measures for health are just breaking the surface. People will be living longer, productive lives."

Multiple sources say that the current style of dining is permanent. There's no going back to a single venue, limited menu and restricted hours, says Rachelle DeGeorge of Studio 121. Residents expect flexibility and options.

And that's just the beginning of what the senior of the future will expect from his or her home.

"With technology at the forefront of residential and commercial design, smart-home devices and appliances within the apartment home is a trend continuing to grow," says DeGeorge. "Due to the pandemic, refrigerated storage for home-delivered groceries and medicines are needed by the delivery entrance or front door, and the larger quantity of mail-order shopping requires larger



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Developed by Ryan Companies US Inc., Clarendale Clayton is a 281-unit senior living community in Clayton, Mo. The 13-story tower offers views of the St. Louis Arch and includes residences for independent living, assisted living and memory care.

Active Adult, Affordable Housing Waves on the Way

Since architecture and interior plans occur in the early stages of a project's development, design firms can often be a bellwether of what the future of seniors housing will look like. Based on that business relationship, expect a boom in the near future for two types of senior living: active adult communities and affordable housing.

"The active adult sector is growing quickly," says Amy Cheever, principal and director of strategy at Cuningham. "Many clients, especially those with a full continuum of care, are experienced and ready to serve this growing sector with new vibrancy."

Alejandro Giraldo, principal with Perkins Eastman, says several of his firm's clients are coming with proposals to address the middle-class active adult projects.

"Those groups are trying to tackle the mid-market. There's a lot of that type of work on

the for-profit side."

Bill Foster, partner with Lantz-Boggio Architects & Interior Designers, agrees with the concept that the bulk of active adult developments target the middle market.

"With active adult, it is very much about extracting just the essential space needed to create that value-add of community and service while keeping the price point low enough to attract a resident who is moving in by choice rather than need," says Foster.

This is a natural and exciting development, says Dean Maddalena, founder and president of design firm StudioSix. Natural because it targets the current wave of baby boomers who are not yet ready for assisted living, and exciting because it will introduce many residents to the front end of the continuum of care.

"The emphasis on active adult is exciting to us because these are the senior living entry

points for the leading-edge boomers," says Maddalena. "While care, safety and comfort are still critical, designing communities for boomers requires much more to satisfy their life and lifestyle goals."

However, if the push for active adult development is due to demographic trends, then the wave of demand for affordable seniors housing will be an even bigger wave, according to Lauri Moffet-Fehlberg, senior principal and senior architect at DAHLIN.

"There is such a high need for affordable housing targeted to seniors," says Moffet-Fehlberg. "With certainty, next year everyone will be a year older, and housing in this country has not kept up with that reality and the pace of aging in our population. Seniors are usually on fixed incomes, so the demand for affordable housing for seniors is growing."

— Jeff Shaw

package rooms."

She also lists a number of features that are "designed for marketing but not especially utilized by residents," particularly in independent living, such as beauty salons, bar seating, arts and crafts rooms, libraries and internet cafes/business centers.

The preferred unit mix is always in a state of flux, notes Steven Leone, seniors housing and healthcare principal at Spiegle.

"The trend is toward less skilled care and more independent and age-appropriate housing," he says. "Additionally, the need and priority of resort-like amenity options

are most likely here to stay."

Weidner of HPI says the indoor/outdoor synergy and biophilia are trends that are built to last.

"Daylighting of the building is critical, and many older communities fail in providing adequate daylight levels to the shared spaces and the resident units," she says.

Other long-term trends cited by the architects include sustainability, telehealth and other technologies, lifelong learning opportunities, HVAC design, roof decks and private balconies.

Griffiths of Beecher Walker, though, says that the variety of options are what make it a dynamic time to be in the seniors housing sector.

"Honestly, I really have nothing but positive things to say about design trends in senior living," he says. "I love the variety of options that are coming to the market."

Of course, hot new trends are all well and good for ground-up development. Architects need to get especially creative when designing a renovation to retrofit an older building, according to Giraldo of Perkins Eastman.

"Greenfield development is a blank piece of paper, so it is a completely different challenge than going into a 40-year-old building with these concepts. We have to think about how we address these concepts in these spaces. The challenge is how to work within the limitations." ■

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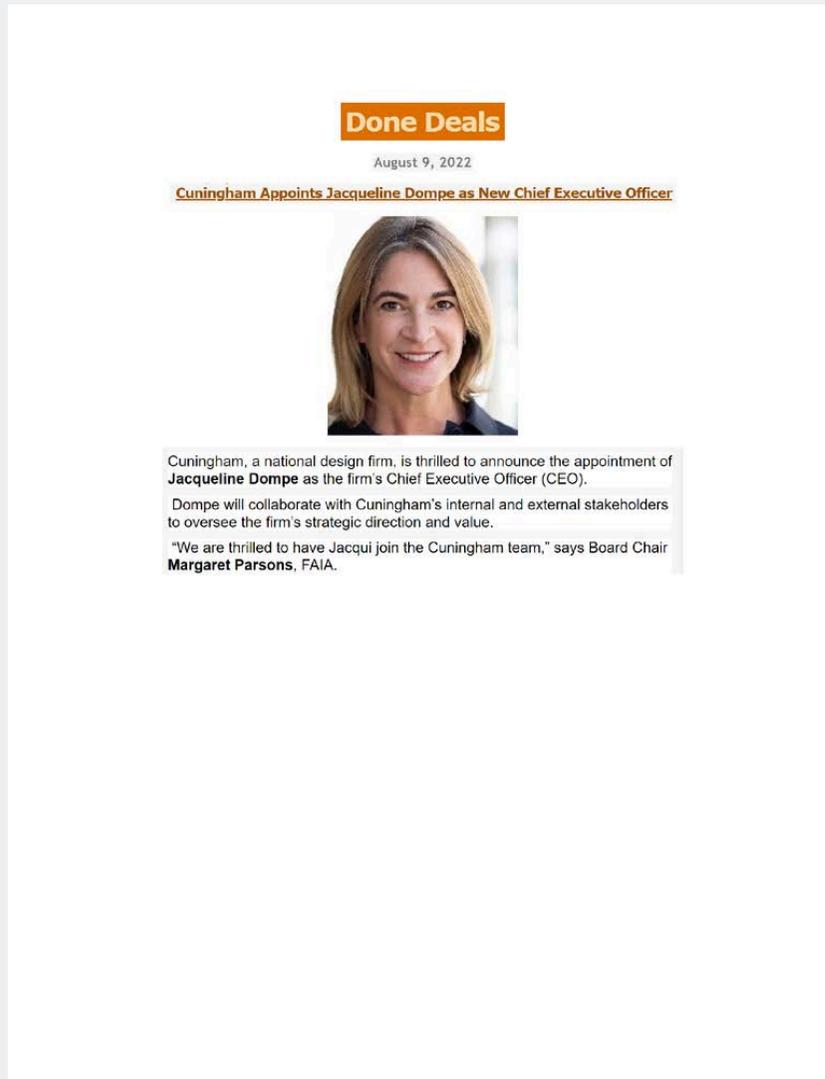


DAHLIN designed Arroyo Green, a mixed-use project for MidPen Housing in Redwood City, California that creates a strong synergy between 117 affordable seniors housing units and a childcare center for infants and preschoolers.



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Adam Dembowitz joins JLL's Valuation Advisory group

JLL's Valuation Advisory group announced today that it has hired Adam Dembowitz as a managing director in its Denver office. Dembowitz will focus on driving growth and expanding the group's West Coast platform in Colorado and California.

Dembowitz joins JLL with nearly 20 years of real estate experience spanning valuation advisory, recruiting, sales and leasing, construction administration, development and property management. His deep breadth of experience also reaches across all property types, vacant land, and special purpose projects and includes a wide variety of clients, including property owners, law firms, municipalities, developers, financial institutions, and more.

"Valuation advisory services have been in high demand and our group is continuing to grow as the market stabilizes," said Tony Laramon, America's head of valuation advisory. "The West Coast market is an important region for our team, and we're excited to have a professional with Adam's depth of understanding in the space and deep bench of client relationships to expand our offerings and services to our valued clients throughout the Western U.S."

Adam Dembowitz



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Cunningham Appoints Sandi Najera as Chief Operating Officer



Cunningham, a national design firm, is pleased to announce the appointment of **Sandi Najera** as the firm's Chief Operating Officer (COO).

Najera will oversee the alignment of Cunningham's business plan, fiscal functions, and overall strategic vision, while streamlining business operations in a way that fosters growth and continues to build on Cunningham's position as an industry leading design firm.

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News / September 9, 2022 / Real Estate Daily News Service



Phoenix, AZ – Cunningham, a national design firm, is pleased to announce the appointment of Nathan Harris as the firm's Chief Financial Officer (CFO).

Harris will oversee the planning and direction of Cunningham's fiscal functions and performance as well as provide strategic leadership around the firm's financial affairs.

"We are thrilled to have Nathan join the Cunningham team," says Cunningham CEO Jacqueline Dompe, who came on board this summer. "He has a proven track record of delivering results and providing value. His financial expertise and leadership qualities align with our values and he'll be an invaluable addition to the team."

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Cunningham Appoints New CEO

August 17, 2022

National design firm [Cunningham](#) has appointed Jacqueline Dompe as CEO.

Dompe has more than 20 years of industry experience.

In her new role, she will oversee the firm's strategic direction and planning.

Monthly Visits

43.2K

Monthly Visits



Real Estate Daily News

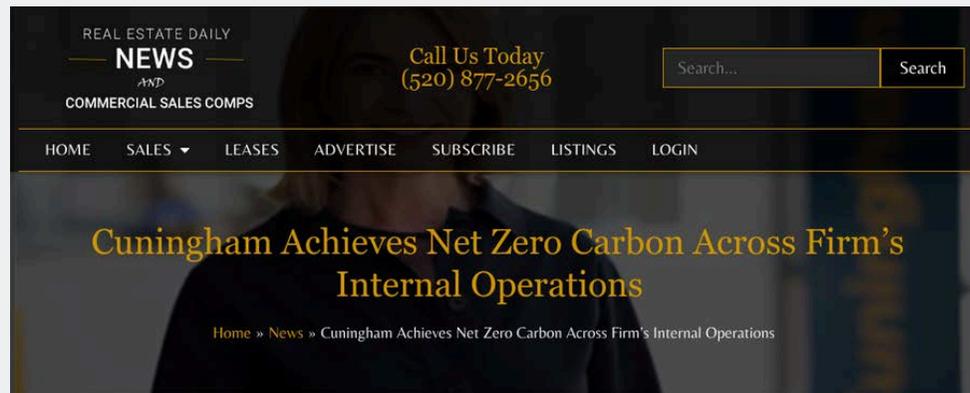
TUCSON, ARIZONA (Oct. 13, 2022) The Ajo / Evans Business Center at 1100 & 1200 E Ajo Way and 3819 & 3855 S Evans Blvd. in Tucson sold recently for \$5 million (\$140...

September 23, 2022

ONLINE

Real Estate Daily News (22-02155)

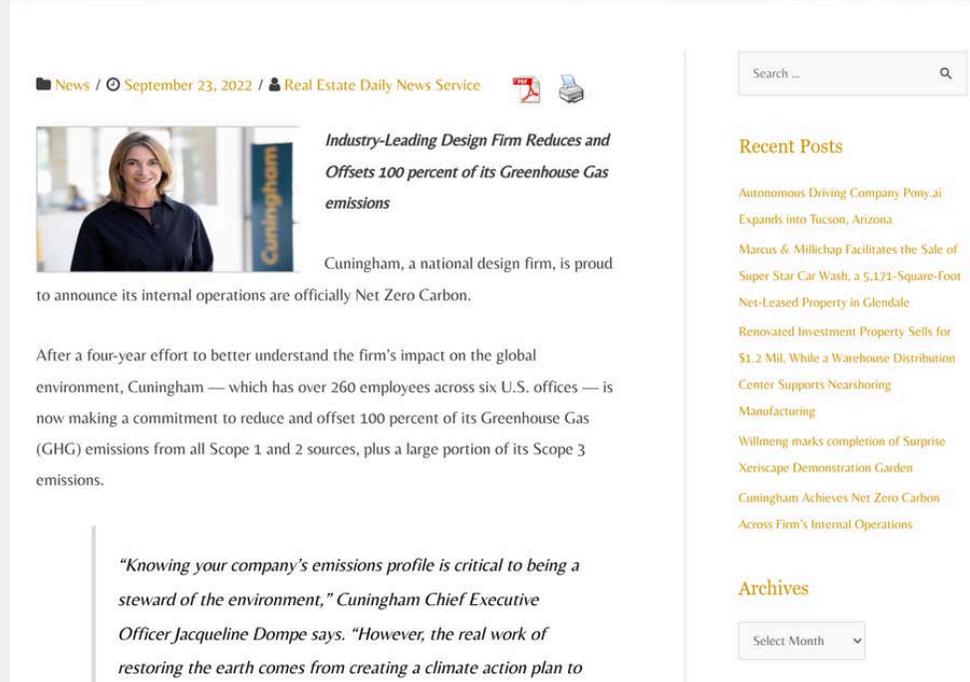
realestatedaily-news.com/cunningham-ach...



Monthly Visits

15.3K

Monthly Visits





Finance & Commerce

Daily news source focused on commercial real estate, construction, banking, finance, economic development in Minnesota.

September 16, 2022

🌐 ONLINE

Finance & Commerce (22-000)

finance-commerce.com/2022/09/qa-new...

FINANCE&COMMERCE



Q&A: New Cuningham CEO talks sustainability, culture

September 16, 2022

There's a rich culture at Cuningham, and that's what pushed Jacqueline Dompe out of "pseudo retirement" to take the helm.

Monthly Visits

40.4K

Monthly Visits

Medical Construction & Design Magazine

June 30, 2022

🌐 ONLINE

Medical Construction & Design Magazine (22-01463)

lsc-pagepro.mydigitalpublication.com/pu...





Modular Building Institute

The Modular Building Institute is the world's largest association of commercial modular construction professionals. Join us!

June 02, 2021

🌐 ONLINE

Modular Building Institute - Podcast (22-000)

modular.org/inside-modular-the-podcast-...

MODULAR BUILDING INSTITUTE

Inside Modular: The Podcast of Commercial Modular Construction

Inside Modular is the official podcast of the Modular Building Institute. Each episode delves into the world of commercial modular construction with news and trends, interviews with key industry players, modular construction case studies, and updates from MBI. Listen now by selecting an episode below or find Inside Modular on your favorite podcast-streaming platform.

- Episode 45: Designing One of the Nation's Largest Modular Multifamily Housing Structures w/ Cuningham
- Episode 44: Making Money Off of the Bay Area's Newest Modular Housing
- Episode 43: Reinforcing Steel: How One Manufacturer is Transitioning from Concrete to Full Volumetric
- Episode 42: Changing One of the Nation's Largest Modular Multifamily Housing Structures w/ Cuningham
- Episode 41: Changing the Game: Modular Buildings in COVID Economies
- Episode 40: Getting from Offsite to Onsite: Inside the Logistics of Modular Construction w/ Brian Lueders

Episode 45: Designing One of the Nation's Largest Modular Multifamily Housing Structures w/ Cuningham

Davei Salt, associate AIA and architect w/ Cuningham, joins the podcast to discuss the design of Parkgate Village Apartments, a 744,000-sq-ft rental community in Minnesota which is on track to become one of the largest volumetric modular multifamily developments in the country. Davei talks about how his designs evolved from the project's inception, how the building's modular construction influenced the facade, and his team's goals for the project in general. Davei also gives advice to designers entering the industry and looks ahead to the possible modular design trends of the next few years.

[Read transcript here](#)

Monthly Visits

5.94K

Monthly Visits

Buildings Buzz Newsletter (22- 02215)

buildings.com/sustainability-resilience/arti...

BUILDINGSBUZZ

December 15, 2022



Repair with Regenerative Design: A New Path to Combat the Climate Crisis

The built environment can take the lead in combating the climate crisis with 7 elements that extend and expand on existing sustainable practices.

[Read More](#)

Monthly Visits

109K

Monthly Visits



HCO News

Healthcare Construction & Operations

November 08, 2022

🌐 ONLINE

HCO News (22-02295)

hconews.com/2022/11/08/sandi-najera/



Sandi Najera

📅 November 8, 2022

Cunningham, a national design firm, has announced the appointment of Sandi Najera as the firm's Chief Operating Officer (COO).

Najera will oversee the alignment of Cunningham's business plan, fiscal functions, and overall strategic vision, while streamlining business operations in a way that fosters growth and continues to build on Cunningham's position as a leading design firm.

"We are excited to have Sandi join the Cunningham team," Chief Executive Officer Jacqueline Dompe remarked. "Her insightful approach to operational leadership will be instrumental in executing the firm's short- and long-term performance goals. Most importantly, Sandi's personal commitment to curiosity and excellence within her teams is a natural fit with Cunningham's culture and values."

Najera has more than 30 years of experience, including over 15 years of management experience within the Architecture/Engineering/Construction (AEC) industry. During this time, she has earned a reputation as a progressive leader who thrives on elevating those around her.

Monthly Visits

15.3K

Monthly Visits



Buildings

BUILDINGS is the longest-running publication in the industry, covering HVAC to life safety and the envelope to the interior. From the roof to the foundation, we connect...

December 13, 2022

🌐 ONLINE

Buildings (22-02215)

buildings.com/sustainability-resilience/arti...

BUILDINGS



Repair with Regenerative Design: A New Path to Combat the Climate Crisis

Dec. 13, 2022

The United Nations' 1987 Brundtland Report defined sustainable development as "[meeting] the needs of the present without compromising the ability of future generations to meet their own needs." More than three decades later, at least by this definition, we have failed to achieve sustainability in the built environment.

Today, annual [global carbon dioxide emissions](#) are more than 30% higher than they were 20 years ago. The [building industry is responsible for much of this](#), with 11% of carbon emissions coming from building materials and the construction process, and 28% from building operations.

Society is not meeting the needs of the present. We have already compromised the ability of future generations to meet their needs and the environment we sought to preserve is severely damaged. A new approach must be actively implemented to effectively alter the climate crisis' trajectory.

Monthly Visits

109K

Monthly Visits



Las Vegas Business Press

For all your business news and updates covering the gaming, health, real estate and construction industries and many more, visit Las Vegas Business Press.

December 19, 2022

🌐 ONLINE

Las Vegas Business Press (22-02342)

businesspress.vegas/columns/experts-co...



The whats, whys and hows of net zero



December 19, 2022

Not so long ago, the concept of designing to net zero, whether energy, water, waste or carbon emissions, seemed beyond reach.

Then came the obvious weather extremes, many of which could be attributable to climate change. Now, the race is on to do something about it. In response, net zero has evolved from an abstract concept to encompassing strategies used by government and businesses to help tackle the causes of increasing climate-change risks.

But what is net zero? It can be many things including net zero energy, net zero water, net zero waste, etc. But, in this context, and probably the most holistic and metric that encompasses everything is net zero carbon. It is a state in which greenhouse gasses emitted into the atmosphere are balanced by their removal from that same atmosphere.

Monthly Visits

9.9K

Monthly Visits



San Jose Today News

Read real-time breaking news as it develops with the SanJoseTodayNews.com News Feed. Stay up-to-date with San Jose local news as well as U.S. and world news stories

October 24, 2022

🌐 ONLINE

San Jose Today News (22-02295)

sanjosetodaynews.com/cunningham-appoints-sandi-najera-as-coo-in-san-francisco



Cunningham Appoints Sandi Najera as COO in San Francisco --
Connect CRE

Oct 24, 2022



National design firm Cuningham has announced the appointment of Sandi Najera as the firm's Chief Operating Officer. Based in San Francisco, she will oversee the alignment of Cuningham's business plan, fiscal functions and overall strategic vision while streamlining business operations in a way that fosters growth for the company.

Najera brings 30 years of experience to Cuningham, including over 15 years of management experience within the Architecture/Engineering/Construction industry. "I've always been driven by helping others succeed," said Najera. "I'm excited to bring this passion to Cuningham, both on an individual and organizational level."

Monthly Visits

6.09K

Monthly Visits



GGB News

Top news for the gaming and casino industry, for finance for casino companies, for careers in the gaming industry, and podcasts with industry leaders.

June 04, 2022

🌐 ONLINE

GGB News (22-087)

ggbnews.com/article/cunningham-complet...



Cunningham Completes Washington Tribal Casino

Sat, Jun 4, 2022

Cunningham last week announced that it had completed development of the Emerald Queen Casino (I) in Tacoma, Washington, owned by the Puyallup Tribe of Indians.



Monthly Visits

13.4K

Monthly Visits



National Apartment Association / UNITS Magazine

August 01, 2022

🌐 ONLINE

National Apartment Association (22-01939)

naahq.org/back-to-school

Monthly Visits

31.9K

Monthly Visits



Going Back to School



August 1, 2022

A new normal emerges in student living.

The pandemic has finally been pushed off the front pages as student housing owners, operators, developers and designers eye a nearly normal back-to-school season. Many were forced into reinventing the way they did business in 2020 with the effects lasting through last year. Beyond the acceleration of technological advances, many other aspects of the student housing industry have changed, making a return to the old way of doing things impossible—and probably for the better.

Moving In

"We are definitely seeing a return to normal in our daily operations, marketing tactics and leasing velocity, but I would call it our 'new' normal," says Lindsey Brown, VP of Leasing for Campus Advantage, based in Austin, Texas. "There are many things that we have decided to continue to practice that were instituted during the height of the pandemic, such as contactless or drive-through move-ins, heightened cleaning protocols and virtual resident events."

Adapting to pandemic conditions meant less interaction during the actual move-in and in live events designed to celebrate the process. "We used to be an industry that would have huge move-in themes, parties, different stations for check-in," says Brown. "It was expected that move-in day would have a line and move a little slow due to all the required steps. The feedback from our demographic, as well as employees, was that they prefer an expedited, feel-and-easy move-in with all the fun things happening after they have settled in."

Colorado Real Estate Journal (22-01591)

[typeproductionstorage1.blob.core.windo...](https://typeproductionstorage1.blob.core.windows.net/)

Monthly Visits

8.61K

Monthly Visits

ELEMENTS / Affordable Housing

Beyond Shelter: Affordable Housing that Helps Residents



Jeffrey Schoenbeck, AIA LEED AP Principal, Cunningham

As cities thrive and area median incomes climb, housing affordability is becoming increasingly challenging. Nationwide, the most alluring markets are the most likely to see millions of people struggling to afford a home, for-sale and rental dwellings included.

Denver is a prime example of a flourishing market experiencing housing unaffordability. Metro Denver holds the dubious honor of being the fifth least affordable housing market in the country.

As such, many design firms and professionals involved in affordable housing development are continuously exploring and employing creative, innovative and cost-effective ways to achieve quality affordable housing.

- **"We can do more together."** One key component to solving affordable housing is working in partnership with cities and organizations dedicated to this challenge – because when providing dignity-affirming shelter for those in need, all housing development entities must collaborate in tandem for the best possible outcome.

Our founder, John Cunningham, instilled the simple idea that "we can do more together," which has formed Cunningham's Live Studio model of incorporating client, entitlement specialists, neighborhood groups, consultants, and contractor participation. Using this model, we have been creating exceptional affordable housing in the Denver metro area for nearly 10 years.

In 2021, we completed our third partnership project



Ross Cooperthwaite Moline's apartment arrangement is designed to create small communities with nurturing strong ties between neighbors and offering residents a more welcoming and supportive environment.



Ross Cooperthwaite

Moline Apartments is arranged around a series of smaller, three-level, 12-unit clusters opening onto a common stair with warm wood stairs.

with Northeast Denver Housing Center to create Central Park Urban Living in Denver – the very first 100% affordable condominium complex in Colorado since the passing of the city and state condominium legislation.

Developed through Denver's Affordable Housing Program, the project serves households at 60% to 80% of the city's median income. With all 132 units contracted, Central Park Urban Living gives the opportunity of homeownership to many who would otherwise be unable to purchase a home. Additionally, we have three other projects with NDHC currently in the pipeline.

- **Design that meets human needs.** Meaningful affordable housing involves more than merely constructing units. To achieve the ultimate goal of elevating the lives of residents in these communities, the buildings themselves focus on the experience of the resident through design for the senses.

The term "affordable housing" tends to evoke images of lackluster, uniform blocks and rows of institutional-looking, gray, box-like homes. Experiential design considers the sensory ideas of hospitality from a "care" sense, and a new model emerges that inspires and renews residents' spirits.

Drawing back to basic human needs through sight, sound and touch allows occupants to form deeper



From the Hip Photography
Central Park Urban Living implements a pedestrian-friendly street façade with walk-up “front porch” balconies where people can approach on another.

connections with their home and its extended neighborhood context. Design unlocks the barrier of space for space's sake and forms a stronger inclusion and meaning that provides dignity and pride in a community. This is the affordable housing architects and developers must aspire to.

For example, our design for Central Park Urban Living implements a pedestrian-friendly street façade with walk-up “front porch” balconies where people can approach on another.



Ross Cooperthwaite
Experiential design considers the sensory ideas of hospitality from a “care” sense, and a new model emerges that inspires and renews residents’ spirit, which can be seen in the firm’s Moline Apartments design.

The building’s roofline along Central Park Boulevard forms eight different angles, creating interest as it shifts to follow the curve along the frontage as it responds to the urban environment. Metered exterior patterns – featuring various distinct materials break down the façade even further and create an interesting urban wall that – were inspired by historic building forms.

Similarly, we collaborated with Northeast Denver Housing Center in creating Moline Apartments, a vibrant, healthy living environment designed to address the isolation of affordable housing and fosters neighborhood connectivity.

Arranged around a series of smaller, three-level, 12-unit clusters opening onto a common stair with warm wood stairs, neighborhoods within the larger community are formed. This apartment arrangement is designed to create small communities with nurturing strong ties between neighbors and offering residents a more welcoming and supportive environment. Close proximity to parks, trails and a nature center further the reach and access of Moline’s residents to connect to their home.

These examples demonstrate what affordable housing can be when developers and designers prioritize the resident experience. As we continue working with developers like NDHC, the city of Denver and other organizations focused on creating and preserving affordability, we hold these outcomes top of mind and focus on the true transformation design professionals and developers can make in the lives of our local communities through the lens of experiential design.\

jschoeneck@cuningham.com



Facility Executive - Creating Intelligent Buildings

Designed for corporate facility executives and facilities management professionals in all commercial, industry and service sectors whose responsibilities include facility...

September 16, 2022

ONLINE

Facility Executive (22-02214)

[facilityexecutive.com/2022/09/4-supportive...](https://facilityexecutive.com/2022/09/4-supportive-design-strategies-to-improve-mental-health-in-the-workplace)

Monthly Visits

57.5K

Monthly Visits



4 Supportive Design Strategies To Improve Mental Health In The Workplace

In honor of Suicide Awareness Month, see supportive design tactics that go hand-in hand with improved mental health.

September 16, 2022



Photo: Adobe Stock - jamaifactory

By Scott Eales and Samia Massour

With more than 50 percent of Americans diagnosed with mental illness at some point in their lives, and the World Health Organization (WHO) reporting that rates of anxiety and depression have increased by 25 percent since the onset of the pandemic, mental health is beginning to receive the attention and care it warrants.

As a result, stakeholders within the built environment are beginning to look at the direct impacts of design and architecture on mental health beyond clinical settings, extending mind-conscious practices to the environments where we spend large amounts of our time, like the workplace.



Work Design Magazine

Work Design is a digital publishing group dedicated to exploring the issues, innovations and ideas that shape the places we work.

July 07, 2022

🌐 ONLINE

Work Design Magazine (22-01918)

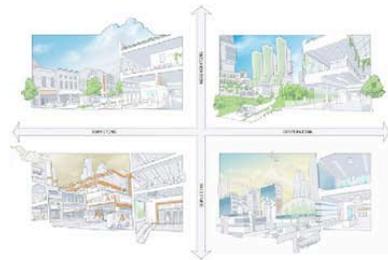
workdesign.com/2022/07/thinking-beyon...



WORKDESIGN
MAGAZINE

Thinking Beyond COVID: Designing Future-Ready Workplaces Today

Cumingham's Work Studio maps out four scenarios to help organizations reimagine how their workplaces might evolve as the future of office unfolds.



The COVID-19 pandemic has changed offices as we know them and has forced companies to adopt new ways of working. The last two-plus years raised many questions as organizations began to reimagine their operations and the role of office space in creating safe, productive, and pleasant work environments for employees.

While the global pandemic sparked a lot of uncertainty surrounding the office sector, many were focused on short-term predictions rather than long-term solutions. Striving to bypass the typical "post-COVID" design discussions, we set out to answer the question:

Monthly Visits

24.6K

Monthly Visits



Daily Commercial News

The premier information and solutions provider to Canada's construction industry
Evaluate, choose and prepare projects, forecast growth, and stay informed about the...

April 25, 2022

🌐 ONLINE

Daily Commercial News (17-0976)

canada.constructconnect.com/dcn/news/...

The screenshot shows the Daily Commercial News website interface. At the top, there is a navigation bar with the site logo and a dropdown menu. Below the navigation bar, there is a prominent orange banner for 'PRE-BID PROJECTS' with a link to view Canada's most comprehensive listing. The main content area features a news article titled 'Nadel Architecture announces Santa Monica hotel completion'. The article is dated April 25, 2022, and is attributed to DCN-JOC News Services. Below the title is a photograph of the Cambria Hotel Calabasas, a three-story, 125-room hotel with a fountain in the foreground and palm trees. The article text below the image reads: 'NADEL ARCHITECTURE + PLANNING—Nadel Architecture + Planning has announced completion of the Cambria Hotel Calabasas, a three-storey, 125-room hotel located in Calabasas, CA.' The article is partially cut off at the bottom of the screenshot.



Chain Store Age (17-000)

chainstoreage.com/rise-next-gen-retail-sh...

The screenshot shows the Chain Store Age website interface. At the top left is the CSA logo with the tagline 'THE BUSINESS OF RETAIL'. To the right is a search icon and a 'SUBSCRIBE' button. Below this is a navigation bar with categories: LATEST NEWS, TECHNOLOGY, OPERATIONS / SUPPLY CHAIN, STORE SPACES, REAL ESTATE, and MORE. The main content area features a placeholder for an advertisement, followed by a 'BLOG SERIES' section with a RSS icon and the text 'Expert Viewpoints →'. Below this is the article title 'The Rise of Next-Gen Retail: Shifts in Shopping Center Design' dated 01/10/2022, with social media sharing icons for Facebook, Twitter, LinkedIn, and Email. The author's name 'Greg Lyon' is displayed next to a small profile picture. The article text begins with 'As reported by the Wall Street Journal in November, retailers were on track to open more stores than they closed in 2021 for the first time since 2017, based on an analysis of more than 900 chains by IHL Group.' A photograph of a man and a woman walking in a modern retail store is shown. The text continues: 'Despite ongoing fears regarding e-commerce contributing to the demise of brick-and-mortar stores and last year's pandemic-induced struggles, it is clear that doomsday predictions have underestimated the consumer demand for visiting physical stores - and the creative ways in which space can be adapted to meet shifting habits and desires.' The final paragraph states: 'More retailers are reevaluating their physical store models and, simultaneously, consumers have a pent-up urge to get back out into the world and shop in person. This combination is breathing new life into, and expanding the parameters of, retail store and center design.' To the right of the article is a 'Blog Author' section featuring a circular profile picture of Greg Lyon, his name, and a bio: 'Greg Lyon is chairman and principal of Nadel Architects. Read More.' Below the bio is a 'Send a Message' button. Another advertisement placeholder is located at the bottom of the article area.



Colorado Real Estate Journal

Colorado's only commercial real estate publication with a 80+ page bi-monthly newspaper and six quarterly publications and a complete online edition.

May 04, 2022

ONLINE

Colorado Real Estate Journal (17-01567)

Monthly Visits

8.61K

Monthly Visits

Page 20 - May 4-17, 2022

www.crej.com

Retail

Zoup! Eatery will add restaurants across the Front Range

by Jenna Walters

FRONT RANGE – Zoup! Eatery, a fast-casual restaurant chain specializing in soups, salads and sandwiches, is expanding across Colorado.

The brand announced its plans to bring several new locations to the Front Range, including the Denver metro area, Fort Collins and Colorado Springs. No franchise agreements have been signed at this time, but Zoup! Eatery President Jason Valentine said there are five pending agreements in the works.



Jason Valentine

According to Valentine, the expansion was bolstered by the success of the brand's existing locations across the state in Colorado Springs, Grand Junction, Firestone and downtown Denver. Colorado's steady growth fundamentals also contributed to the expansion, Valentine noted. When looking for the new locations, Valentine said franchisees will pursue leaseable end-cap or in-fill spaces with patio seating. It's also possible that a new location could feature a drive-thru. The new Colorado locations will be smaller than the brand's existing models, Valentine said franchisees will look for spaces ranging from 1,200 to 1,800 square feet. The new locations will feature less dining capacity, a decision made as a result of COVID-19. Following the pandemic, Zoup! Eatery is seeing a 15% decline in in-person dining, with those customers choosing takeout or delivery instead, Valentine said. He noted that despite being more compact, the new locations will be able to serve the same number of customers.

"The need for large dining areas is giving way to speed, convenience and contactless interactions," added Zoup! Eatery's director of new restaurant development, Robert Kirma. "Smaller than a typical Zoup! Eatery, the new model delivers on guest expectations and increases unit profitability." In addition to the new Colorado locations, Zoup! Eatery

is planning to expand in Ohio and Michigan, other markets where it has seen positive growth outlooks.

Other News

■ LAKEWOOD – The Gallery Sportsman's Club & Range, a 20,000-square-foot entertainment venue featuring an indoor shooting facility and retail space, recently opened in Lakewood. The Gallery Sportsman's Club & Range is a remodel of the former shell building at 1350 Colorado Mills Parkway. It features two distinctive indoor shooting bays; The Barrel Room restaurant, which is Colorado's first and only restaurant and lounge within

a firing range complex; Trigger Press coffee shop; and a retail store selling outdoor gear. The venue also will host public events and offer training courses for first-time range-goers. **Nadel Architecture** handled the project development, working with the concept's co-founders, **Megan Hymanson, Mark Hymanson and David Grasso**. "We couldn't be more excited to open The Gallery Sportsman's Club and Range doors and welcome Coloradans to connect with an unrivaled community where safety and a state-of-the-art facility deliver elite experiences. We have deeply invested in the success of this project and the energy it will bring to the local community," said Megan Hymanson. "Whether you're a first-timer on the range or an experienced shooter, The Gallery has something for you."

■ LOVELAND – Local private investor **Michael Polphrey** acquired a historic property in downtown Loveland with plans to redevelop it into a live performance venue.

The buyer purchased the 25,500-sf building at 103 E. Fourth St. from the **Elks** organization, which had used the property as its regional headquarters since 1927. The property, built in 1906 and operated as a hotel before the Elks' occupancy, traded for \$3.8 million. **Julius Tabert** with **CBRE** represented the buyer in the deal.

According to CBRE, Polphrey saw the investment as an opportunity to heighten Loveland's live music scene and support the local art community by creating a place where local talent can practice and perform. He will convert the building into a live performance venue while preserving its early 20th-century design and architecture.

"This is a marquee property transformation that will build on the historical redevelopment happening across downtown Loveland," Tabert said in a prepared statement.

■ HIGHLANDS RANCH – **Kid City USA** sold the 6,110-sf, net-leased property at 8373 Burnley Court in Highlands Ranch. According to public records, **Igloo BV LLC** acquired the asset for \$2.05 million. **Cory Gross** of **Marxus & Millisip** exclusively brokered the off-market transaction. In conjunction with the sale, Kid City USA leased back the property under a 15-year, triple-net lease.

"This was a rare opportunity to purchase a highly desirable property from a well-established child care facility with zero land-lord responsibility. The property is extremely well located within Highlands Ranch."

Please see **Kid City**, Page 54

Located between Denver and Boulder, Westminster's new downtown will be a civic, cultural and economic hub. With capacity for well over 10 million square feet of development, Downtown Westminster will continue to grow and evolve — BE A PART OF IT!

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DowntownWestminster.us



InspireDesign

Home InspireDesign Magazine arms its readers with techniques, tools and ideas to create inspiring designs and effectively communicate to savvy empowered guests.



April 22, 2022

🌐 ONLINE

InspireDesign (17-0976)

myinspiredesign.com/a-striking-structure/

Monthly Visits

31.1K

Monthly Visits



The Registry SoCal Real Estate News (17-0976)

theregistrysoocal.com/125-room-cambria-h...

7/26/22, 11:33 AM

125-Room Cambria Hotel Opens in Calabasas - The Registry SoCal Real Estate News

125-Room Cambria Hotel Opens in Calabasas

April 13, 2022



CALABASAS, Calif., (April 12, 2022) – Nadel Architecture + Planning, one of Los Angeles' premier architecture and design firms, has announced the completion and opening of Cambria Hotel Calabasas, part of Choice Hotels International, a three-story, 125-room hotel located against the backdrop of the scenic Santa Monica Mountains in the Los Angeles County city of Calabasas, California. The project was developed by Weintraub Real Estate Group.

Cambria Hotel Calabasas serves a growing demand from business and leisure travelers for relative affordability and modern, stylish accommodations that are elevated through exceptional design, select amenities, and luxury touches, according to Patrick Winters, President and Principal of Nadel Architecture + Planning, which provided complete architectural services for the project.

"Our approach to this project was driven by the unique nature of the site combined with emerging consumer demands," says Winters. "Cambria Hotel Calabasas is designed to take advantage of the picturesque Santa Monica Mountains and embrace beachy, Californian design elements in the interior to help guests feel connected to the attractions and scenery of the surrounding community."

Winters notes that the hotel is uniquely U-shaped, with a courtyard and pool located in the middle of the property enclosed by mountains. Features including spacious, modern suites complete with spa-inspired bathrooms, a heated outdoor pool, fitness center and a chef-driven, full-service restaurant and bar, will attract both leisure and business travelers alike.



<https://theregistrysoocal.com/125-room-cambria-hotel-opens-in-calabasas/>

1/3

Monthly Visits

7.65K

Monthly Visits

easily seen by those passing by, and giving it the upscale look of being silhouetted against an expansive mountainside.”

The hotel is well positioned to attract travelers seeking a Malibu vacation, as the property is located a short, scenic drive from the city’s famous beaches and waterfront dining. The location also offers ample opportunities for outdoor recreation in the immediate vicinity, with several biking and hiking trails less than 2 miles away.

“Nadel’s deep expertise in the greater Los Angeles market informed the design and enabled us to deliver a visually appealing hotel that effectively utilizes the space, despite the challenges presented in developing a structure against mountains with tight space constraints,” explains Winters, who notes that much of the project was completed through the height of the COVID-19 pandemic, requiring additional discipline and flexibility. “Conceptualizing the design of unique and visually distinctive projects like the Cambria speaks to our ability to deliver creative solutions that are both practical and aesthetically appealing.”

Cambria Hotel Calabasas is located at 26400 Rondell Street in Calabasas, California.

About Nadel Architecture + Planning

Established in 1973, Nadel Architecture + Planning ranks among the top architectural firms in the United States, with a proven track record based on innovative design and execution of urban developments coupled with longstanding, trusted Client relationships. From initial concept design through construction administration, Nadel’s strategic design and planning services deliver the in-depth real estate knowledge today’s developers need coupled with local authenticity as well as creativity and forward-thinking momentum in order to create a highly memorable design aesthetic. Nadel’s leadership spans deep expertise in the areas of retail, mixed-use, multi-family housing, office, sports complexes, hospitality, the public sector, and interiors, offering smart, dynamic solutions for a wide range of projects.



<https://theregistrysocial.com/125-room-cambria-hotel-opens-in-calabasas/>

2/3

Western Real Estate Business (17-01226)

Monthly Visits

65.4K

Monthly Visits

www.REBusinessOnline.com

May 2022 - Volume 19, Issue 9



RETAIL REAL ESTATE IS ALL ABOUT CREATING THE 'PLACE TO BE'

Retail designers are capturing the community through data, social spaces and connection.

By Greg Lyon



The 35-acre Trails at Silverdale in Silverdale, Wash., caters to the Pacific Northwest lifestyle preferences. This includes shopping outdoors, sustainable elements and authentic architectural elements.

The appearance of retail is always evolving in terms of space and function. Today, however, it is becoming increasingly important to ensure a shopping center is the "place to be" in a community to achieve long-term success.

This strategy allows developers to consistently deliver retail projects that attract crowds, encourage increased length of stay and repeat visits, and set the bar for the next evolution of retail.

But how can retail designers work with developers to create this go-to destination within a community?

Use Demographics, Psychographics to Inform Design Plans

When you're creating authenticity, you want to analyze not just a region's demographics, but its psychographics as well. Every single community is different and there is no one-size-fits-all approach when it comes to creating a center that resonates.

For example, Trails at Silverdale, a 35-acre shopping and dining destination in Silverdale, Wash., speaks to the very distinct lifestyle of the region. Pacific Northwest shoppers

see **RETAIL DESIGN**, page 37

SAN DIEGO'S UNIQUE RETAIL ENVIRONMENT PROVES PANDEMIC-RESILIENT

Geography, climate, low vacancy, lack of developable land and high barriers to entry will help the San Diego retail market flourish in the future.

By John Hickman

San Diego may be California's second most populous county, but you wouldn't know it by strolling through one of its many business districts. The county has grown up since its early days as a small military outpost, yet today its hundreds of communities and neighborhoods still impart a small-town feel.

see **SAN DIEGO**, page 38



Costa Verde near UTC is looking to take advantage of the newly expanded trolley line. The Regency Centers asset is being redeveloped to include new retail and restaurants, along with office space.

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New Mexico's Multifamily Market Heats Up

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Keys To Disputing Property Tax Assessments

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Work Design Magazine

Work Design is a digital publishing group dedicated to exploring the issues, innovations and ideas that shape the places we work.

June 16, 2022

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WorkDesign Magazine (17-01834)

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Expert Insights, What's Next?

How Multifamily Design Can Inform The New Office

by Ancelmo Perez

Ancelmo Perez of Nadel Architects shares how architects can draw from the innovations of multifamily and infuse these new design practices into the office space.



Various sectors of real estate often draw from one another for inspiration.

HOW THE OFFICE WILL CHANGE



How the Offi... ⋮

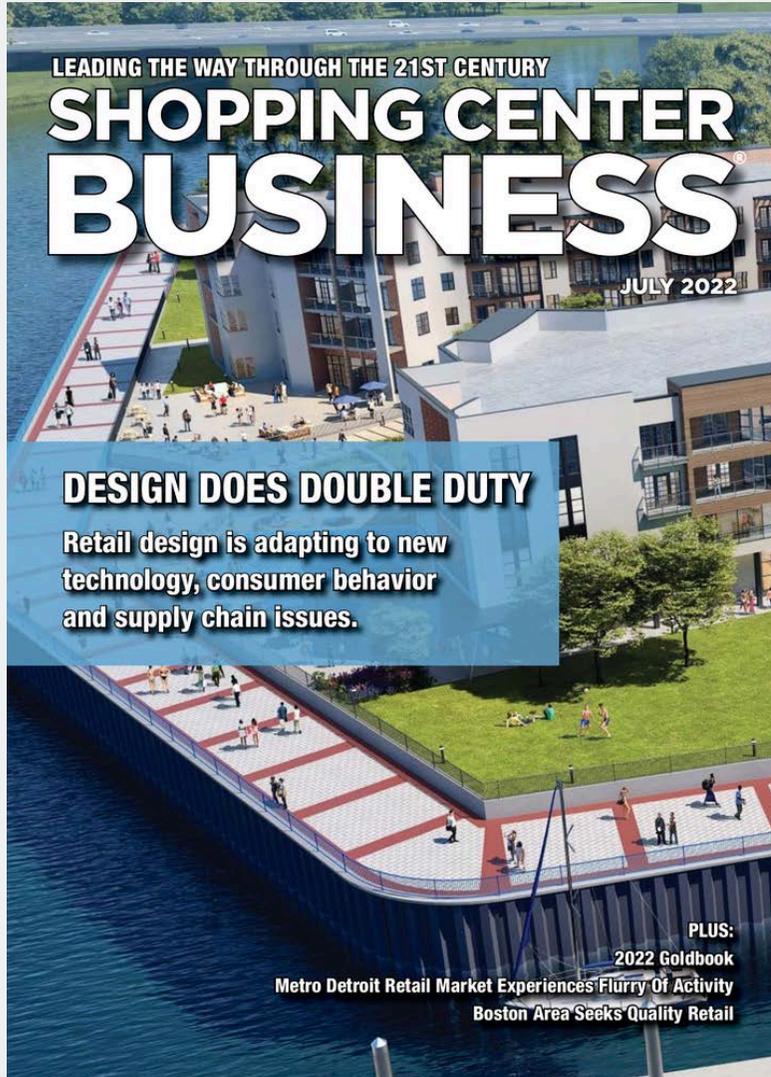
Insights from IFMA's: World Workplace 2021

Shopping Center Business

July 01, 2022

OFFLINE

Shopping Center Business (17-000)



Monthly Visits

11.4K

Monthly Visits

ARCHITECTURE

“It would be interesting to see general contractors work with each other in the same manner architects have grown accustomed,” he continues. “If they were able to stockpile, store materials or work together to the benefit of all projects, perhaps there would be fewer delays overall.”

Even if general contractors won't work together, designers are ready to team up as early — and often — as needed.



Noel Cupkovic,
Principal,
CUPKOVIC architecture

“The design and construction team should be put together early in the process to determine the costs of construction, as well as design and construction schedules,” says Noel Cupkovic, principal at CUPKOVIC architecture in Cleveland. “In determining the availability of materials, we often are working with the contractor to determine what needs to be ordered well in advance of construction.”



Courtesy of CUPKOVIC architecture

A 142,000-square-foot sports-plex facility is being constructed at Celebration Pointe in Gainesville, Florida. The facility will host a variety of sporting events, including basketball, gymnastics, and indoor track. CUPKOVIC worked on the design.

Cupkovic notes there's a science to building the most efficient and less expensive building as possible. That not only involves diligence and math, but often more collaborations.

“There are deals to do, and brick-and-mortar renovations are happening as key tenants are changing their prototypes, downsizing and reinventing themselves,” he continues. “Developers are keen to their needs and are working to make deals happen for their clients, the retail tenant. We are always reviewing costs at each phase of the project, schematic design, de-

sign development, bid permit drawing and final drawing for construction. Value engineering is fluid and somewhat constant in the process.”

Designers are also working directly with shopping center owners to mitigate supply chain difficulties. Dustin Watson, founding principal of inPLACE Design in Baltimore, Maryland, advises his clients to not just order early but order local when possible.



Dustin Watson,
Founding Principal,
inPLACE Design

“The use of local sources might mean a higher price point but affords more control over the schedule and the end product,” he says. “It's a win-win, as local products boost local commerce, while shop visits give designers more control, leading to more accurate timing on delivery.”

Watson also encourages flexibility in design, as well as pre-selected substitutions should a product or material become unavailable. Finally, he recommends designating one person to source and track materials.

While it might not be a normal environment for developing or redeveloping a shopping center space, Campione is a fan of staying true to the owner's protocols and vision instead of trying to fit a square peg in a round hole.



Courtesy of inPLACE Design

inPLACE-designed Banditos | Tacos and Tequila recently opened on Pentagon Row in Arlington, Virginia. The Mexican street food restaurant features bright colors, extensive fantastical graphics, and murals that capture the attention of those waiting for their table or takeout order.

ARCHITECTURE

“What I do not suggest is trying to guess what materials or construction types may or may not be an issue,” he says. “We have redesigned numerous projects ‘chasing’ the market because we’ve been told steel is in high demand only to find that masonry was going to delay the start of construction four months later. Construct your building in the manner you are accustomed and work into your leases any caveats that construction delays may cause.”



Kevin Mousty,
Executive Vice
President of the
Eastern region,
MCG Architecture

Kevin Mousty, executive vice president of the Eastern region at MCG Architecture in Cleveland, notes that while challenges persist, owners and designers still have the same jobs to do. In that respect, working on a retail project this year is simply business as usual...perhaps minus some extra funds.

“I don’t think any of today’s solutions differ from past goals of budget-oriented design,” he says. “Creating the most cost-effective design solutions based on the programmatic need of the client will not change. What may change is the ability to upgrade based on pro formas, which include inflationary conditions.”

DO TWICE AS MUCH WITH TECH

By now, most retail owners know they need to take tech seriously. Still, with prices rising and budgets tightening, it’s essential that every dollar spent bring in a few more. The pandemic may have accelerated trends surrounding in-app food orders and buy online/pick up in store (BOPIS), but many shopping center designers are all for them.

“Today, online ordering, QR codes for reservations and check-ins and in-app pickup check-ins are must-haves,” Watson says. “Inflation has also increased the demand for buy now, pay later services. Centers that offer order pickup must create a centralized,

one-stop order pickup for consumers who place an order at more than one store.”

These services not only produce the omnichannel environment many of today’s shoppers — especially the younger ones — are looking for, but they offer multiple reasons to visit a shopping center.

“Technology that helps merge online and offline are increasingly important in today’s ecommerce environment,” says Anthony Sanchez, design director and principal at Nadel in Los Angeles. “Retail designers continue to devise innovative ways to incorporate specialized space to accommodate ecommerce pick up and distribution. The goal is to provide the most seamless shopping experience from arrival to payment and returns.”

Some of this specialized space includes dedicated parking, which has become standard since the pandemic. Savvy shopping center owners take the BOPIS trend a step further by providing fitting rooms that accommodate easy pick up, allow the consumer to try the product on without leaving the center and, in some cases, facilitate immediate returns or size exchanges.

“Click and Collect [BOPIS] is the best of both worlds, blending online shopping with in-person pick up,” Sanchez continues. “This service not

only minimizes the amount of time spent in a traditional shopping experience, but satisfies the immediacy of a return that you don’t get from online.”

Even takeout windows can provide an enjoyable shopping center experience when the space is done right, Watson asserts. He points to Jamaican restaurant Konoko, which his team is designing at the Avenue at White Marsh in Baltimore, as an example of this.

“The takeout window allows you to quickly and safely pick up the cuisine,” he says. “But the life of the restaurant can be enjoyed regardless of whether you eat in or take out thanks to the space’s integrated music entertainment, murals and resort-style amenities. It’s all about the experience married with the product of service that creates a great place.”

Even the murals can take on more than one function. On the one hand, they add ambiance and give waiting diners something to look at. On the other...Instagram.



Anthony Sanchez,
Design Director
and Principal,
Nadel



Courtesy of inPLACE Design

inPLACE Design also designed Jamaican restaurant Konoko at White Marsh in Baltimore. The space integrates music entertainment, murals and resort-style amenities.

ARCHITECTURE

“Instagrammable moments have become a design tool in all our projects,” Watson continues. “One of the fastest and truly efficient ways to make an impact is visually. Custom graphics and murals that capture the branding of the shopping center, retailer or restaurant can elicit moods and inspire people to share them with their friends and followers.”

InPlace recently designed a Banditos Tacos and Tequila on Allegheny Avenue in Towson, Maryland, with an aesthetic that features bright colors and extensive fantastical graphics to convey a fun and exciting feel. Utilizing influencers can also be a win-win: new backdrops provide new content for the influencer, while influencers can spread the word — and vision — of a tenant or shopping center to the masses.

“Influencers rate highly among consumers,” Sanchez says. “People want to visit the places they see on social media, so making a shopping center more Instagrammable can help organically elevate its profile and attract more visitors while boosting an influencer’s exposure.”

This type of mutually beneficial relationship can be helped along by providing novel, short-term activations and themed concepts, exhibitions and branding opportunities, Sanchez



Courtesy of CREAF Architecture Planning & Design

Downtown Palm Beach Gardens in Palm Beach Gardens, Florida, is being redeveloped to include a hotel, residential tower, public art, children’s splash pad and a re-imagined pedestrian shopping experience.

notes. As more visitors come, they’re inclined to share the space with their social media followers, whether that’s two people or two million.

“These opportunities allow a landlord to monetize and build online brand awareness for their center,” Sanchez continues. “In this way, these creative and impactful design elements are functioning as an anchor to that demographic.”

Watson recommends weaving Instagrammable backdrops into the fabric of hardscapes and landscapes. This should include ample areas that accommodate large group shots. He’s also a fan of foliage walls, lit walls, murals, multi-level hardscapes and colorful, interactive sculptures. Retailers can also get creative, not just with their walls, but with their dressing rooms.

“Fashion influencers are craving Instagrammable spots in-store where they can try clothes or products on and have a great backdrop,” Watson says. “Dressing rooms with a viewing area that includes fashion amenities, props, pedestals, mirrors, art and bright colors make the perfect attraction for the social set. Remember, more time in the store equals more sales. More social media posts of products equals more sales.”

Regardless of the Instagrammable backdrop or influencer rolodex, Campione advises shopping center owners to keep the main goal of the activation in mind. This not only provides a little perspective, but prevents them from doling out too much cash for the sake of the ‘Gram.

“Influencers bring an awareness to stores, brands and even shopping



Courtesy of Nadel Architects

Designed by Nadel, Freedom Plaza highlights outdoor amenities with landscaping that ties directly to tenant functions and the center’s event programming.

ARCHITECTURE

centers themselves but the goal is to drive sales," he says. "At the end of the day, it's the tenant mix, overall aesthetic environment and upkeep of the center that ensures return visits. Any way that the message can get out or imagery portrayed is viable."

MANY SPACES HAVE MULTIPLE USES

The most obvious example of today's multi-functional environment is the mixed-use trend that's taken over retail. This includes projects like the Rise Hollywood in Hollywood, California. The Nadel-designed project includes 370 multifamily units, offices, retail and dining services.

"Projects like the Rise Hollywood provide a wide range of amenities that meet a variety of needs all in one concentrated space that truly mixes leisure with everyday life," Sanchez explains. "The incorporation of a retail center within a multifamily environment helps drive foot traffic, maximize convenience and enhance the efficiencies of daily routine."

A shopping center owner doesn't need to add a hotel tower or office campus to maximize the use of the physical environment, however. Cupkovic notes that flexible spaces with interesting hardscape and landscape designs, not to mention good lighting, can provide programming year-round.

Watson says abundant plant life can enliven a space, simultaneously forming natural barriers and traffic controls at the same time. Similarly, awnings and trellises are great sun and weather protectors, while creating a more intimate space that doesn't sacrifice ample air flow.

Even streets are pulling double shifts nowadays, as Downtown Palm Beach Gardens can illustrate. The lifestyle center in Palm Beach Gardens, Florida, is being redeveloped to include a hotel, residential tower, public art, children's splash pad and a re-imagined pedestrian shopping experience, thanks to the addition of a Dutch shared street technique called a "woonerf."

"The woonerf allowed us to rethink the leasing strategy and tenant mix through the integration of a shared pedestrian and vehicular street," Campione explains. "Now we'll have a great mix of dining and retail options that extend the typical shopping day well into the evening."

Whether it's designers wearing a few more hats, social media-worthy murals or streets straight from the Netherlands, today's retail professionals are doing what they have to in order to get the job done. Still, for all these strategies and Instagram-friendly walls, Mousty doesn't see a huge difference between today's design strategies and those of yesteryear.

"I have always been a fan keeping things simple," he says. "I believe there are three key elements to a successful shopping center design, and they have not changed in my 24 years of retail design — visibility, accessibility and flexibility. You must be able to see it, conveniently access it and to change it." **SCB**



Courtesy of Nadel Architects



The Rise Hollywood in Hollywood, California, is a Nadel-designed project that includes 370 multifamily units, offices, retail and dining services, meeting a variety of needs in one concentrated spot.



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April 06, 2022

🌐 ONLINE

Behar On The Block: Todd Stevens - CRE Architecture Podcas...

podcasts.apple.com/us/podcast/todd-ste...

The screenshot shows the Apple Podcasts interface for the podcast 'Behar On The Block' by Todd Stevens. The page includes a navigation bar at the top with links to Store, Mac, iPad, iPhone, Watch, AirPods, TV & Home, Only on Apple, Accessories, and Support. The main content area features a large image of the podcast cover, which shows Todd Stevens and Anthony Behar in front of a city skyline. The cover text reads 'Behar On The Block' and 'Los Angeles Business Stories'. Below the image, the episode title 'Todd Stevens - CRE Architecture' is displayed, along with the subtitle 'Behar On The Block' and the category 'Investing'. A 'Listen on Apple Podcasts' button is prominently featured. A short description of the episode follows, mentioning Todd Stevens' role at Cunningham and the topics discussed. Below the description are links for 'Episode Website' and 'More Episodes'. At the bottom of the page, there is a footer with information about finding an Apple Store, copyright notice, and various policy links.



Senior Housing News

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Senior Housing News (22-000)

seniorhousingnews.com/2022/01/14/mov...

Monthly Visits

85K

Monthly Visits

MOVERS & SHAKERS

Movers & Shakers: Trustwell Taps Frontier Alum; Lifespace Adds Board Members

By Nick Andrews | January 14, 2022

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Trustwell announces new regional director

New York City-based Trustwell Living announced the addition of Alexa Wheeler as Regional Director of Operations.

In this role, Wheeler will work with leadership at newly acquired communities.

Wheeler has been in senior housing for more than 20 years. Most recently, she was VP of operations with Frontier Management.

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Senior living designer promoted

The design firm Cunningham announced the promotion of Amy Cheevers to the position of principal and director of strategy at Live Studio.

Cheevers, who is based in Cunningham's Minneapolis office, is credited with spearheading the firm's senior living practice, according to an email from Cunningham.

She now leads a team that does design work for a nationwide senior living portfolio.

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HCD Magazine

Architecture & Interior Design Trends for Healthcare Facilities

January 12, 2022

🌐 ONLINE

HCD Magazine (22-000)

healthcaredesignmagazine.com/news/cu...

The screenshot shows the homepage of healthcare design magazine. At the top left is the 'healthcare design' logo. To the right are social media icons for Facebook, Twitter, LinkedIn, and Instagram, along with a search icon. A 'CHOOSE SITE' dropdown menu is visible in the top right corner. The main content is divided into three columns:

- NEWS:** The top article is 'Cunningham Announces Healthcare Sector Promotion', posted by Tracey Walker on January 12, 2022. The article mentions that Cunningham, an architecture firm, has promoted Heather Castro to associate principal. Below this is a 'LATEST NEWS' section with three items: 'Northern Regional Hospital Breaks Ground On MOB In North Carolina', 'UT Southwestern Medical Center Plans New Psychiatric Hospital', and '\$51.5M Replacement Hospital Planned For Wisconsin'.
- TRADE SHOWS:** Two events are listed: 'HCD HEALTHCARE DESIGN CONFERENCE + EXPO' (Oct. 8-11, 2022, San Antonio, Texas) and 'efa conference + expo' (Apr. 2-5, 2022, Wisconsin Center, Milwaukee, Wisc.).
- LATEST ISSUE:** A section for the latest issue of the magazine, featuring a 'Subscribe' button, a 'Read Online' button, and a link to 'Archives'.

At the bottom of the page is a large blue banner for 'AFFINIA HOTELS & SUITES'.

Monthly Visits

28K

Monthly Visits



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May 06, 2022

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Architect (22-0294)

architect.com/firms/project/14330666/cu...

Monthly Visits

106K

Monthly Visits



InspireDesign

Home InspireDesign Magazine arms its readers with techniques, tools and ideas to create inspiring designs and effectively communicate to savvy empowered guests.

June 28, 2022

🌐 ONLINE

InspireDesign (22-087)

myinspiredesign.com/casino-tells-a-story-...



28 JUN CASINO TELLS A STORY OF HERITAGE & HISTORY

INSPIREDESIGN

Cunningham, a global architectural design firm, has completed the Emerald Queen Casino and Hotel in Tacoma, WA, on behalf of the Puyallup Tribe of Indians. The destination totals 310,000 sq. ft. and includes approximately 100,000 sq. ft. of slots and table games, a 2,000-seat event center, five food and beverage venues, two parking garages and a 12-story, 155-room hotel.

Cunningham led the architecture, interior design and landscape architecture efforts for the brand-new facility, which replaces a previous nearby location that consisted of a converted bingo hall and tents.

Monthly Visits

31.1K

Monthly Visits

"This state-of-the-art, resort-style gaming destination is the culmination of a long-term vision of the Puyallup Tribe of Indians," said Brett K. Ewing, AIA, principal/executive director, Cunningham's Play Studio. "The tribe first acquired the Emerald Queen Casino as a paddle-boat casino nearly 25 years ago, eventually expanding to two locations, and now is solidifying its footprint with a ground-up development that brings a fresh, exciting experience with a venue that represents deep ties to the tribe's culture and the local landscape."



Ewing explained that the facility is also one of the first tribal casino developments to be built above ground spanning multiple parcels and city streets. This is in line with the trend of tribes pursuing development opportunities in urban settings on unclaimed land trusts, driving higher return on investment.

"Integrating the hotel and casino, especially the expanse of the gaming floor, into Tacoma's urban infrastructure required a one-of-a-kind, innovative design solution," continued Ewing. "Due to site constraints, the Emerald Queen Casino's gaming floor and amenities are strategically placed four levels above the ground floor and structurally supported by two parking garages. This unique layout required that we obtain air rights from the city and NIGC approval for gaming over public streets."

Not only does this layout reclaim the lost space above a restrictive city grid—it results in a building that is highly visible from the interstate and provides panoramic views of the culturally significant Mt. Rainier and Puget Sound. Large expanses of glass windows enhance these views, provide exceptional daylighting and emphasize an exterior and interior connection, noted Ewing.

The proximity and visibility of these landmarks guided the Cuningham team in bringing the Client's vision to life and looking at how the natural landscape could enhance the architecture and interior design.

Michele Espeland, CID, principal, executive director, strategy, Cuningham, added, "The goal of the Emerald Queen Casino and Hotel's design was not only to craft a venue that is both beautiful and functional, but one that takes guests on a storytelling journey with at every turn. The key was ensuring the design team truly understood the rich history and culture of the Puyallup tribe and the story they intended to tell patrons. This was achieved through meetings with tribal historians and very close collaboration with the council, keeping that story a common thread woven through all discussions at every step of the way."

Espeland explained that the interior design team identified key points of interest in the guest experience that lent themselves to artistic moments. The design was enhanced by custom pieces of artwork by talented tribal members led by Shaun Peterson.

"Guests are presented with both the glamour of a Las Vegas-style resort and the tribe's rich history concurrently through a layout and design elements that are purposefully intended to surprise, delight, and allow for renewed experiences," explained Espeland. "From the open arms of welcoming wooden figures, carved by Peterson in the style of the regional tribes of the Pacific Northwest, that greet guests as they arrive, to the organization of the casino floor, to the fluid ribbon geometry and the carefully selected materials—every aspect of the design contributes to an exciting, immersive and vibrant journey."

Espeland noted that the layout enables an organic path of travel inspiring calmness, exploration and engagement through elements both literal—like the bright, 40-ft. long salmon image—or subtle—like the custom steel room dividers meant to resemble the rippling current of the river.

The design also intentionally emphasizes the juxtaposition of the kinetic energy of the casino and the reprieve of the hotel and restaurant off the gaming floor. The upscale caliber of the hotel rooms are in alignment with the design quality of the casino resort overall.

Additional design elements tying back to the culture of the Puyallup, as well as the history of the regional landscape and the casino itself:

- The café lanterns feature traditional basket-weave patterns
- The dynamic atrium light fixture with the visual depiction of the traditional tale of three sisters descending to Earth on the stars

- The coffee bar's paddle wheel design, a nod to The Emerald Queen's origins as a paddle-boat casino
- Abstract references to the local forests in the high limit's enclosure and the hotel lobby dappled light tree canopies

Ewing added that practical aspects of the guest experience were also carefully considered in the architecture and design throughout the facility. For example, all parking is directly underneath the casino and elevators take patrons straight to the gaming floor, an important benefit in the rainy and snowy climate. The project is also well-positioned for flexibility and allows for potential expansions down the line.



Architect Magazine

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May 05, 2022

🌐 ONLINE

Architect Magazine (22-0294)

architectmagazine.com/project-gallery/cu...

The screenshot displays the Architect Magazine website interface. At the top, there is a navigation bar with the 'ARCHITECT' logo, a 'SIGN UP FOR OUR NEWSLETTER' link, and a menu with categories: PROJECTS, TECH & PRODUCTS, PRACTICE, CULTURE, AWARDS, EVENTS, CONTINUING ED, and AIA. A search icon is also present. The main content area features a project article titled 'CUNINGHAM ANNOUNCES COMPLETION OF UNIQUE AFFORDABLE HOUSING AND COMMUNITY CENTER DEVELOPMENT IN MINNEAPOLIS' by Cunningham. To the right of the article is a 'PROJECT GALLERY HELP' section with links for 'ARCHITECT Project Gallery FAQ' and 'User guide'. Below the article is a large image of the housing development, with a 'Contact us' button. A 'RELATED PROJECTS' section follows, featuring a placeholder image for 'Youtreex Foundation'. At the bottom, a 'PROJECT DETAILS' table lists the project name and location (Minneapolis, MN).

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June 02, 2022

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Architect (22-087)

architect.com/firms/release/14330666/cu...

The screenshot shows the Architect website interface. On the left is a dark sidebar with navigation links: Editorial & News, Employment, Community, People, Firms, Blogs, Forum, Work Updates, Academia, About, and Login / Join. The main content area features the Architect logo and 'Firms' category. A profile for 'Cunningham' is shown with a '+ Follow' button. The main article is titled 'Cunningham Announces Completion of New Emerald Queen Casino and Hotel in Tacoma, Washington' by TheSmartAgencyKH, dated Jun 2, 22 11:59 AM EST. It includes social media sharing icons and a 'Follow' button. The article text describes the completion of the Emerald Queen Casino and Hotel in Tacoma, Washington, on behalf of the Puyallup Tribe of Indians. It mentions the facility's size (310,000 square feet) and features like 100,000 square feet of gaming, a 2,000-seat event center, food and beverage venues, parking garages, and a 12-story hotel. A quote from Brett K. Ewing, AIA, is included, along with a paragraph explaining the facility's significance as a tribal casino development.

Monthly Visits

106K

Monthly Visits



Grocery Dive (22-000)

grocerydive.com/news/3-ways-grocers-ar...

Monthly Visits

137K

Monthly Visits

The screenshot shows the Grocery Dive website interface. At the top, there is a navigation bar with the site logo, menu items like 'Deep Dive', 'Opinion', 'Library', and 'Events', a search icon, and a 'Sign up' button. Below this is a secondary navigation bar with categories such as 'Center store', 'E-commerce', 'Alternative formats', 'Finances & Deals', 'Fresh food', 'Technology', 'Foodservice', and 'Corporate Ops'. The main content area features an article titled '3 ways grocers are elevating online order picking in their stores'. The article includes a sub-headline, a short introductory paragraph, a publication date of May 9, 2022, and the author's name, Catherine Douglas Moran, Reporter. A large image shows a woman in a green shirt using a mobile device in a grocery store aisle. Below the image is a paragraph of text and a caption 'Courtesy of Instacart'. To the right of the article is a 'Get the free newsletter' sign-up form with a text input field and a 'Sign up' button. Below the sign-up form is a 'MOST POPULAR' section with three article thumbnails and titles: '3 ways grocers are elevating online order picking in their stores', 'Foot traffic slows at grocery stores as inflation takes hold, report says', and 'Aisles Abroad: How a Chinese e-grocer is delivering fresh foods fast in the world's most competitive grocery market'.



Affordable Housing Finance (22-0294)

housingfinance.com/developments/minn...

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DEVELOPMENTS

AFFORDABLE HOUSING FINANCE
Minneapolis Development Provides Housing Opportunities to Native Americans
 Mino-bimaadiziwin embraces tribal culture.



Cery Gaffer © Gaffer Photography

Mino-bimaadiziwin features a range of floor plans, including studio, one-, two-, three-, and four-bedroom units.

A unique 110-unit affordable housing community that provides housing for Native Americans and features the Red Lake Nation embassy and a health care clinic is becoming an integral part of Minneapolis' American Indian Cultural Corridor.

Mino-bimaadiziwin, which means "living the good life" in Ojibwe, provides housing to Red Lake Ojibwe Band members and other local Native American residents, as well as brings much-needed services to the tribe's urban population. It is one of the first housing projects developed by a tribal government in a major city, according to Sam Olbekson, founder and CEO of Full Circle Indigenous Planning + Design and consultant to Cuningham, the design firm that worked on the project.

"The Red Lake Ojibwe Band identified a strong need for culturally specific supportive housing for its community members living off the tribe's northern Minnesota reservation," says Olbekson. "In addition to the affordable housing units, the development's Red Lake Nation embassy and health care clinic will create a convenient hub for residents to receive the services, resources, and care they need."

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Monthly Visits

21.4K

Monthly Visits



Los Angeles Times

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Los Angeles Times

Ryan Weller



Principal & Studio Director of Retail Brand Experience
Nadel Architects
Architect

With over 21 years of architectural experience, Ryan Weller's distinctive ability to structure teams tailored to suit client needs while implementing industry-leading design trends has led to the execution of hundreds of high-end retail projects throughout the U.S. and abroad.

He joined Nadel Architects in 2020 to expand the retail division by creating the Retail Brand Experience Studio, which is strategically positioned to cater to both emerging and established retailers while the firm's Retail Development Studio serves the needs of evolving retail destinations. Weller's studio is responsible for mall repositioning, the facilitation of established rollouts and the development of emerging brands - creating environments that unify retail and community space by implementing client-specific product awareness and identifying new trends in the retail and F&B marketplace.

🌐 ONLINE

Los Angeles Times (17-017)

latimes.com/b2b/cre2023/ryan-weller

Monthly Visits

43.7M

Monthly Visits



Los Angeles Business Journal (17-033)

labusinessjournal.com/latest-issue/real-es...

LOS ANGELES BUSINESS JOURNAL

Rise Wraps First Phase

July 31, 2023



The Rise Koreatown, a seven-story, 688,000-square-foot mixed-use multifamily project in Koreatown, has completed its first phase of construction. The project was developed by Brentwood-based **Cal-Coast Development Corp.** and **Rescore Property Corp.**, with architecture and design services from Sawtelle-based **Nadel Architects**.

The project has 363 apartment units, all of which have been completed. It also has a two-story fitness center, swimming pool and clubroom with a karaoke lounge, a virtual driving range, office space for those working from home, a dog lounge and more.

It is the project's second phase, which includes retail, however, that Nadel said would really set it apart. It is expected to be completed in early 2024.

Monthly Visits

202K

Monthly Visits



CoStar

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May 12, 2023

🌐 ONLINE

CoStar (17-017)

costar.com/article/23511773/jll-appoints-c...

Monthly Visits

374K

Monthly Visits

 **CoStar™**

May 12, 2023

LOS ANGELES

Nadel Names Weller Principal, Partner

Nadel Architecture + Planning, a Los Angeles-based architecture and design firm, has appointed Studio Director of Retail Brand Experience **Ryan Weller** as a principal and shareholder in the firm.

In his expanded role, Weller will continue to execute business development strategy and strengthen the firm's presence in the high-street retail sector as the company celebrates its milestone 50 years in business.



Ryan Weller

Weller joined Nadel and established its retail brand experience studio in 2020. Before that, he worked as director of retail for Menemsha Architecture, where he led a team that served retail and commercial clients. Earlier in his career he worked for various architectural firms, managing and designing retail spaces as well as restaurants, healthcare facilities, financial institutions and office interiors.



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May 03, 2023

🌐 ONLINE

GlobeSt. (17-000)

globest.com/2023/05/01/influencers-in-re...

Monthly Visits

160K

Monthly Visits



Influencers in Retail

May 3, 2023



RYAN WELLER With more than 21 years of experience, Ryan Weller has worked with several prominent retailers and has acquired first-hand knowledge of key components that drive foot traffic, ROI and retail strategies. Weller joined Nadel Architects in 2020 to expand its retail division by creating the Retail Brand Experience studio, which caters to both emerging and established retailers. As studio director for Retail Brand Experience, Weller oversees a studio responsible for mall repositioning, the facilitation of established rollouts and the development of emerging brands. His team provides all facets of brand development and architectural production including branding/rebranding, space planning, concept design and contract documentation. Weller has been able to successfully establish and develop his studio throughout the pandemic, at a time when many retailers were putting a pause on new development. This is largely due to his ability to foster relationships, stay ahead of the curve on design trends, as well as incorporate cost-effective solutions, aligning both a client's financial and creative needs. Prior to Nadel, Weller served as director of retail for Menemsha Architecture where he led a team serving high-end retail and commercial clients. Earlier, he worked for various architectural firms designing and producing retail spaces as well as quick-serve restaurants, healthcare facilities, financial institutions and office interiors. Weller recently completed The Gallery Sportsman's Club and Range, a 20,000-square-foot facility that serves as the Denver area's first experiential shooting range using the latest advancements in range technology. The space features 15 dedicated firing lanes, a restaurant and lounge, a coffee and breakfast bar, ample retail space and private training rooms. Weller and his team provided full branding, design and architectural services from concept to store open.



Home | NAIOP | Commercial Real Estate Development Association

🌐 ONLINE

NAIOP (17-000)

naiop.org/research-and-publications/mag...

Monthly Visits

39.8K

Monthly Visits

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

Fall 2023 Issue

New & Noteworthy Projects



Nadel Architecture recently completed **The Gallery Sportsman's Club & Range**, a high-tech shooting range, gear shop, coffee bar, restaurant and lounge in **Lakewood, Colorado**. The 20,000-square-foot facility serves as Denver's first experiential shooting range and utilizes the latest advancements in range technology. The space provides visitors with 15 shooting lanes, a virtual shooting range, a full-service lounge featuring a full bar and kitchen, a walk-up coffee bar, and more than 3,000 square feet of retail.



Building Design + Construction

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December 12, 2023

🌐 ONLINE

Building Design + Construction (17-000)

bdcnetwork.com/top-40-military-facility-ar...

**BUILDING DESIGN
+
CONSTRUCTION**

DECEMBER 12, 2023

Top 40 Military Facility Architecture Firms for 2023



Michael Baker International, HDR, Whitman, Requardt & Associates, and Stantec top BD+C's ranking of the nation's largest military facility architecture and architecture/engineering (AE) firms for 2023, as reported in Building Design+Construction's **2023 Giants 400 Report**.

| | |
|-------------------------------|-----------|
| Nadel Architecture + Planning | \$172,295 |
|-------------------------------|-----------|

Monthly Visits

210K

Monthly Visits



Hospitality Investor

Our primary audience are investors of hotel real estate assets and we focus on capturing their insights as well as the data, trendlines and insights that support their...

November 28, 2023

🌐 ONLINE

Hospitality Investor (17-000)

hospitalityinvestor.com/esg/green-regulat...

Monthly Visits

4.59K

Monthly Visits



Nov 27, 2023

Climate-related events are impacting tourist travel decisions and hotels' bottom lines



Los Angeles-based Anthony Sanchez, design director and principal at Nadel Architecture + Planning, notes that with the push for ESG, and Climate Change being top-of-mind for virtually everyone, sustainability is one of hotel developers' key concerns. "Many stakeholders are shifting their hotels' back-up power from diesel to battery, as a more sustainable approach, and water collection and re-use are becoming commonplace conservation measures for hoteliers," he says. "While some of these changes are driven by regional code requirements, a growing number of developers and architects are motivated by genuine concern and care for the future of our planet."

Sanchez stresses that responsible hospitality design is intrinsically connected to the hotel's environment, with each hotel designed to seamlessly integrate into its surroundings. For example, hospitality developments in desert climates benefit from site location and advance planning to avoid flood zones, and topography is considered to enable water collection and retention — a sustainable approach to mitigating flash flooding and meet the on-site water needs of large hotel developments.



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November 15, 2023

🌐 ONLINE

Building Design + Construction

bdcnetwork.com/blog/should-retail-devel...

Monthly Visits

210K

Monthly Visits

**BUILDING DESIGN
+ CONSTRUCTION**

NOVEMBER
15, 2023

Should retail developers avoid high crime areas?

**NADEL ARCHITECTURE +
PLANNING |**



Last month the National Retail Federation released this year's edition of their annual **National Retail Security Survey**. According to the survey, shrink accounted for a staggering \$12.1 billion in losses in 2022, up from nearly \$94 billion the previous year. In a press release disseminated by the NRF, Vice President for Asset Protection and Retail Operations David Johnston was quoted saying, "Retailers are seeing unprecedented levels of theft coupled with rampant crime in their stores, and the situation is only becoming more dire."

Organized retail crime is perhaps one of retailers' most significant concerns. The NRF survey showed that while retail theft was being committed, more than two-thirds of respondents reported witnessing levels of extreme violence and aggression. The culmination of these factors has led retailers to reevaluate their store locations.

An increasing number of retailers have decided that opening or maintaining locations in high crime areas is not worth the risk. In one notable case, Westfield, having operated the San Francisco Centre since 2002, returned the mall to its lender citing "challenging operating conditions in Downtown San Francisco."



GlobeSt.

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October 30, 2023

🌐 ONLINE

GlobeSt (17-066)

globest.com/2023/10/30/why-single-tena...



October 30, 2023

Why Single-Tenant Transaction Volume Is Thriving

Greg Lyon, the Chairman & Principal of Nadel Architecture + Planning, tells GlobeSt.com that there continues to be pent-up demand to go out and socialize following the pandemic years.

"While costs of ground-up construction remain high, we expect this trend to continue fueling single-tenant retail activity, particularly in the dining sector," Lyon said.

Monthly Visits

112K

Monthly Visits



Nadel Architects

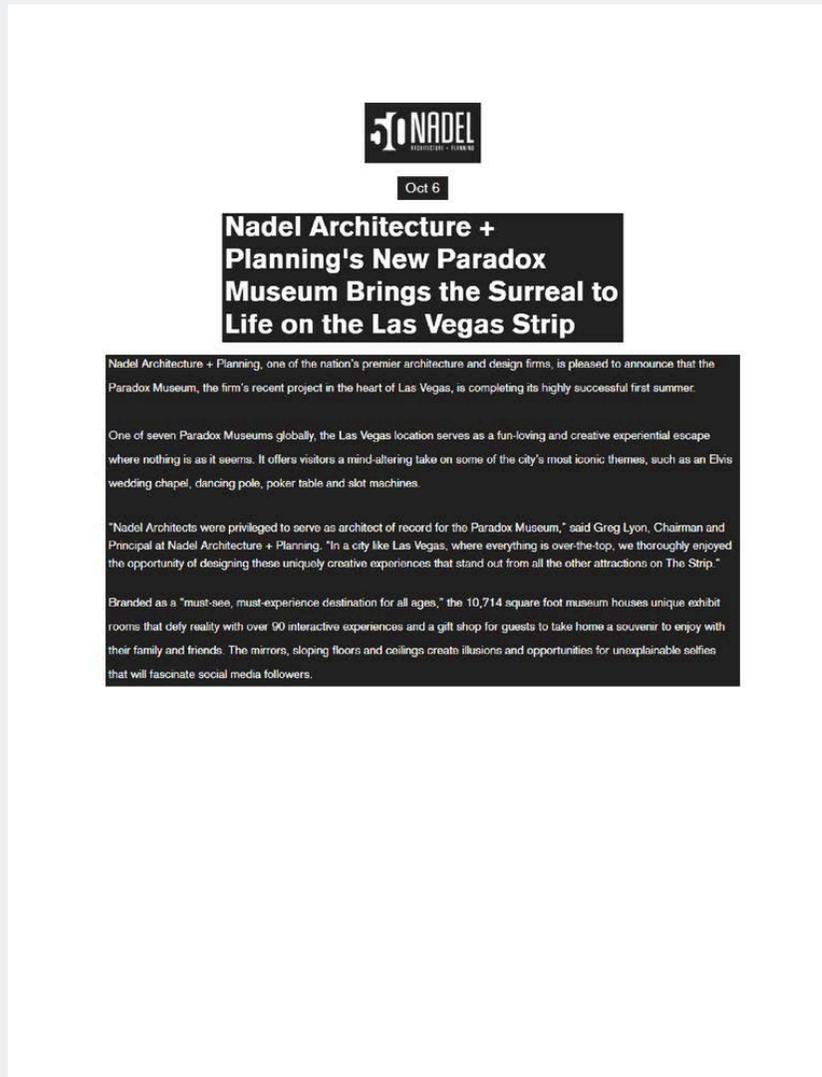
Welcome to Nadel Architects. Our reputation for excellence in architecture is built on creativity, service, integrity all while incorporating cost effective solutions.

October 06, 2023

🌐 ONLINE

Nadel Architecture + Planning (17-074)

nadelarc.com/post/nadel-architecture-pla...



Monthly Visits

420

Monthly Visits



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September 21, 2023

🌐 ONLINE

Building Design + Construction (17-000)

bdcnetwork.com/blog/benefits-strategic-...

**BUILDING DESIGN
+ CONSTRUCTION**

SEPTEMBER 21,
2023

The benefits of strategic multifamily housing repositioning



For owners of existing assets that may only have a pool and a sparsely equipped fitness center or no amenities at all, repositioning could be the key to staying relevant. For instance, at our most recently completed renovation project, Veranda in Newport Beach, Calif., we added a 1400 SF "showroom" building to increase curb appeal and serve as a leasing office with mail and package facilities, a new 2,600-sq-ft airy and light-filled fitness center with state-of-the-art equipment, complimentary updated the landscape and hardscape as well as added a brand-new pool, pool deck, barbecue area and dog park. Photo courtesy: Nade

Monthly Visits

210K

Monthly Visits



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August 22, 2023

🌐 ONLINE

Building Design + Construction (17-059)

bdcnetwork.com/blog/mall-future

BUILDING DESIGN + CONSTRUCTION

The mall of the future

August 22, 2023



It's no secret that malls across the country are in trouble. A storm of new technologies, societal shifts in consumer wants and expectations, and moments of disruption have threatened the retail destinations that have come to be emblematic of suburban American culture. In all the turbulence, one thing has become clear: malls that do not evolve will disappear. At their scale, malls can absorb the failures of new ideas as they come and go. The mall's potential to pioneer new ideas and innovation has set the category apart and defined its success.

There have been three critical aspects of mall design that, through evolution, have proven to be instrumental in the staying power of a retail destination: parking, planning, and customer experience. Viewing these three through the lenses of past and present, we can predict what a thriving mall of the future may look like.

Parking concepts for the mall of the future

Nowhere has the concept of "suburban sprawl" been exemplified better than at the malls of the past. These dinosaurs sat amid a sea of parking fields with thousands of spaces. In more urban areas, floor upon floor of helical parking structures sat adjacent to retail destinations. For much of the mall's history, up until very recently, its viability has been beholden to whether or not it can be adequately parked.

Monthly Visits

210K

Monthly Visits



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August 22, 2023

🌐 ONLINE

Building Design + Construction (17-000)

bdcnetwork.com/top-115-architecture-eng...

Monthly Visits

210K

Monthly Visits

**BUILDING DESIGN
+CONSTRUCTION**

AUGUST 22, 2023

Top 115 Architecture Engineering Firms for 2023



Stantec, HDR, Page, HOK, and Arcadis North America top the rankings of the nation's largest architecture engineering (AE) firms for nonresidential building and multifamily housing work, as reported in Building Design+Construction's **2023 Giants 400 Report**. Thanks to our **Architecture Giants sponsor: Oldcastle BuildingEnvelope**

| | |
|-------------------------------|--------------|
| Nadel Architecture + Planning | \$12,865,369 |
|-------------------------------|--------------|



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August 08, 2023

🌐 ONLINE

Connect CRE: California (17-058)

connectcre.com/stories/downtown-office-...



California

August 8, 2023



Downtown Office-to-Multifamily Conversions are Not the Answer

While the largely popular hybrid/remote office paradigm might be great for employers interested in attracting and retaining qualified workers, it's less ideal for office building owners and landlords trying to retain quality tenants. With work-from-home and hybrid employees continuing to avoid commuting to their previous downtown office destinations, higher vacancies continue to plague office buildings, especially urban core, Class A "trophy" structures, as downtown office vacancy figures range from 30% to 50%.

Monthly Visits

121K

Monthly Visits



Urbanize LA

From the Westside to Hollywood to the DTLA to the Valley, Urbanize LA is there providing quality commercial real estate development coverage.

July 14, 2023

🌐 ONLINE

Urbanized LA (17-000)

la.urbanize.city/post/cim-development-30...

URBANIZE

JULY 14, 2023,

CIM development at 3022 S Western Avenue gets the go-ahead



The approved density bonus incentives will allow CIM to construct a larger building with more residential units than would otherwise be allowed by zoning rules applied to the project site. In exchange, 14 of the new studio, one-, and two-bedroom apartments are required to be set aside for rent as affordable housing at the **very low-income level** for a period of 55 years.

Nadel Architects is designing 3022 S. Western Avenue, while **TGP is serving** as the project's landscape architect. Renderings depict the finished product as a contemporary low-rise building clad in stucco and metal panels. In addition to housing, plans call for on-site amenities such as a pool deck and a recreation room.



Building Design + Construction

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July 11, 2023

🌐 ONLINE

Building Design + Construction (17-058)

bdcnetwork.com/blog/converting-downto...

**BUILDING DESIGN
+ CONSTRUCTION**

Converting downtown office into multifamily residential: Let's stop and think about this

July 11, 2023



The evolution from fulltime in-office to hybrid or completely remote employment is now widely accepted as the new normal for the American professional. As this paradigm shift sinks in, office towers in downtowns across the country sit at around 50% vacancy.

This begs the billion-dollar real estate question: What do we do with all the excess office space? One solution that has captured the imagination and ingenuity of owners, brokers, and architects alike is converting all these vacant office towers into residential.

On the surface, the idea seems like an attractive plug-and-play solution for all involved. It addresses the vacancy issue of downtown office buildings while also helping to tackle the complex housing-shortage issue that many of America's metropolises have grappled with for decades. It's also well known that adaptive reuse can breathe new life into a once dying development and is usually far cheaper than razing what's already there and building new. However, it appears that this solution may be too good to be true.

Monthly Visits

210K

Monthly Visits

Retail & Restaurant Facility Business (17-058)

editions.mydigitalpublication.com/publica...

shopping center design

BY ANTHONY SANCHEZ

Design Director and Principal,
Nadel Architecture + Planning



Retail Is **BACK**

Riding the rising wave of retail demand through strategic repositioning.

Good news for retail and restaurant stakeholders: demand for in-person shopping, services, dining, entertainment and activities is on the rise.

Research shows that annual U.S. retail growth more than tripled year-over-year between 2010 and 2021, nearly 90% of retail sales are still occurring in person and more than half of U.S. consumers dined out more often in 2022 over the previous year. What's more, among open-air lifestyle centers, March 2023 visits increased 15.3% month over month. And, in Q4 2022, shopping center vacancy reached its lowest level since 2007 with store openings in 2022 outpacing closures by nearly 2,500 — marking the largest net expansion in a decade.

With fundamentals brightening and consumers demonstrating a healthy appetite for visiting restaurants and shopping centers once more, owners and facility managers of retail centers are searching for ways to capitalize on these trends. One way that is rapidly gaining ground is strategic repositioning of older, outdated properties into exciting new retail and restaurant venues that capture consumers' attention — and dollars.

As a leading architecture and design firm with more than 50 years of experience in optimizing commercial properties, we have witnessed many changes in retail real estate and spearheaded nu-



Rendering of the newly revitalized TAWA Gateway — formerly called Focus Plaza — in San Gabriel, California.

merous successful shopping center redevelopments. Here's why we believe strategic repositioning will remain robust and how it can help retail owners and operators benefit from the sector's resurgence.

ELEVATING THE CUSTOMER EXPERIENCE AND DRIVING NOI

While the convenience of online shopping/food delivery and the years-long pandemic kept many people from frequenting restaurants and retail stores, customers are now interested in returning to these places to have enjoyable and memorable experiences. Updated shopping centers can meet this demand by providing experiences that consumers can't get from behind a screen, increasing

foot traffic and sales in the process.

Refurbishing a retail center can elevate the customer experience in many ways. Retail centers and restaurants are being redesigned to deliver spaces for activities that captivate audiences — such as live music, cooking or craft demonstrations, classes, dancing or simply places for people to gather, socialize and take a break in between shopping, dining and browsing.

Incorporating central gathering spaces or even "outdoor living rooms" that bring visitors together and encourage them to lengthen their stay is a strategy we have used often in our repositioning efforts. An example of this is Universal Shopping Pla-

za, also known as Focus Plaza, a 220,000-square-foot shopping center in San Gabriel, California. We are currently revitalizing this property into TAWA Gateway, an environment that magnetizes people with outstanding shopping, dining and experiences. The renewed center will feature umbrella-shaded spaces with soft seating, beautiful landscaping and lighting to encourage nighttime use.

Refreshing the architecture and improving the landscaping around and throughout the property, as we are also doing at TAWA Gateway, can increase a center's aesthetic appeal and draw in visitors. These simple changes can have a tremendous impact on a property's market relevancy and

on its bottom line.

BRINGING IN NEW TENANTS AND BUILDING BRAND AWARENESS

Retailers are eager to be located at renewed centers that look fresh and interesting, attracting both locals and guests from many miles around. Revitalizing an obsolete or underperforming shopping and dining venue can help bring in tenants while helping new and existing retailers build brand awareness.

Owners and operators that focus their repositioning efforts on tenants' needs can bolster business for everyone on their rent roll. This is especially relevant for local and/or smaller retailers, who may be struggling to gain market share, particularly at a time when economic uncertainty is prevalent. For example, Chop-house Row, a mixed-use urban development in Seattle, focuses on supporting small businesses and

attracting innovative local tenants by offering compact commercial spaces that range from 285 to roughly 1,300 square feet. The development then leases these smaller space options at a higher price per square foot than its larger spaces — a strategy that generates income for the center while enabling it to improve its common areas and amenities.

Repositioning plans that incorporate tenants' needs can benefit entrepreneurs while helping stakeholders increase their centers' stability and performance.

ENHANCING THE SURROUNDING COMMUNITY

Shopping centers that add value to the neighborhoods in which they are located present a win-win situation. They are not only likely to be successful, but also welcomed by area residents and municipalities. Locals with a YIMBY attitude about a nearby retail development are more in-

clined to frequent that venue and recommend it to their friends, families and neighbors.

Repositioning an older, perhaps obsolete, retail center can infuse the surrounding community with new life and potential. Replacing worn-out structures with a host of innovative and exciting shopping, dining and entertainment concepts can have an increasingly positive impact on everyone involved.

For one, rejuvenated centers instantly connote that an area is desirable, safe and worthy of visiting. That in itself attracts investors, businesses and residents, which furthers the health of the community in countless ways, from job creation to tax revenue and beyond. The result is a sustainable region that begets future growth, opportunity and investment — a plus for all.

CONCLUSION

As the outlook for the retail and

restaurant sector continues to improve, stakeholders are seeking new ways to increase their share of the pie. Repositioning outmoded shopping centers is an excellent strategy for accomplishing this goal in the current market. By elevating the customer experience and driving NOI, bringing in new tenants and building brand awareness, and enhancing the greater community, a thoughtful approach to repositioning can help owners and facility managers optimize their properties and revitalize regions for the long term. ■

Anthony Sanchez is design director and principal, Nadel Architecture + Planning, a leading architecture and design firm with more than 50 years of experience in optimizing commercial properties.

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July 03, 2023

🌐 ONLINE

Urbanize LA (17-02035)

la.urbanize.city/post/rise-koreatown-debu...

URBANIZE LOS ANGELES

The Rise Koreatown debuts at 3525 W 8th Street



July 3, 2023

The residential component of a large mixed-use apartment complex is now complete at [3525 W. 8th Street in Koreatown](#), [Nadel Architecture + Planning](#) announced late last month.

The Rise Koreatown, built by a joint venture between [Cal-Coast Development](#) and [Rescore](#), is a seven-story, approximately 688,000-square-foot building which features 363 apartments above 52,619 square feet of ground-floor commercial space. Other project elements include open space amenities such as a fitness center, a club room, and a swimming pool.

Monthly Visits

57K

Monthly Visits



Multi-Housing News

Find the latest multifamily housing news, market reports, interviews, rankings and analyses.

July 03, 2023

🌐 ONLINE

Multi-Housing News (17-02035)

multihousingnews.com/developers-compl...

Monthly Visits

61.4K

Monthly Visits



Developers Complete 1st Phase of Mixed-Use Community in LA's Koreatown

July 3, 2023

Cal-Coast Development Corp. and **Rescore Property Corp.** have completed the first, 363-unit phase of The Rise Koreatown, a mixed-use development in Los Angeles' Koreatown neighborhood. Construction on the project began in 2019.

The developers tapped **Nadel Architecture + Planning** to provide complete architectural services for The Rise Koreatown. The project also received a \$153 million [construction loan](#) that was provided by Barings in November 2018.

The first phase of The Rise Koreatown was the property's multifamily portion which includes studio and one-bedroom units ranging from 457 to 1,119 square feet. The units, 36 of which will be set aside as affordable housing, were built with full-size washer-and-dryer sets, with select units featuring stainless steel appliances, floor-to-ceiling windows and patios or balconies. Community amenities include a two-story gym, sauna, dog park, clubhouse, karaoke lounge, virtual golf simulator, game room, card room, study rooms and outdoor terraces.

The developers also added sustainability elements to The Rise Koreatown, including 6,000 square feet of solar panels, 97 electric vehicle charging stations and bicycle storage for 461 bikes. Located at 750 S. Oxford Ave., the community is near many restaurants, cafes, retailers and other shops in Koreatown, as well as 4 miles away from both downtown Los Angeles.



The Rise Koreatown. Image courtesy of Nadel Architecture + Planning



The Registry (17-02035)

theregistrysocal.com/phase-one-of-seven...

THE REGISTRY
SOUTHERN CALIFORNIA REAL ESTATE

Phase One of Seven-Story Residential Development Completed in Los Angeles' Koreatown Neighborhood

June 29, 2023



Los Angeles' Koreatown neighborhood has witnessed the successful completion of the first phase of construction for The Rise Koreatown, an impressive seven-story mixed-use development. Spearheaded by Cal Coast Development Corp. and Rescore Property Corp., the development spans 688,000 square feet, with a mix of residential and retail spaces. The development is located at 3525 W. 8th St.

The initial phase of construction has seen the completion of over 300 apartment units, along with a host of amenities, according to a report from the Los Angeles Business Journal. The residential portion of The Rise boasts a two-story fitness center, a swimming pool, a clubroom with a karaoke lounge. The project also features a golf driving range, game room, study rooms, card room and roof terraces equipped with barbecues and outdoor TVs.

Monthly Visits

7.65K

Monthly Visits



Done Deals

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June 29, 2023

🌐 ONLINE

Done Deals (17-02035)

alex-donedeals.blogspot.com/2023/06/n...

Done Deals

Thursday, June 29, 2023

Nadel Architecture + Planning completes Phase One of multifamily portion of mixed-used project in Los Angeles' Koreatown neighborhood



LOS ANGELES, CA - **Nadel Architecture + Planning**, one of Los Angeles' premier architecture and design firms, announces the phase one completion of **The Rise Koreatown**, a 688,000 square-foot, seven-story mixed-use residential and retail project located at 3225 W 8th St in the heart of the Koreatown neighborhood of central Los Angeles, California.

Phase one completion concludes construction of the multifamily residential portion of The Rise Koreatown development, including over 300 apartment units and amenities such as a fitness center, swimming pool, and clubroom.

Monthly Visits

481

Monthly Visits



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June 29, 2023

🌐 ONLINE

Connect CRE California (17-02035)

connectcre.com/stories/phase-one-of-kor...



California

June 29, 2023



Phase One of Koreatown Mixed-Use Reaches Completion

Cal-Coast Development Corp. and Rescore Property Corporation have completed phase one of The Rise Koreatown, a 688,000 square-foot, seven-story mixed-use residential and retail project located in the Koreatown neighborhood of central Los Angeles. Phase one completion concludes construction of the multifamily portion of The Rise Koreatown development, including more than 300 apartments.

The fully executed project will bring 363 apartment units and 52,619 square feet of retail shops and market space to Koreatown during a time when demand for convenience and community is climbing, according to Ancelmo Perez, multifamily studio director at Nadel Architecture + Planning, which provided complete architectural services for the project.

Monthly Visits

45.9K

Monthly Visits



Shopping Center Business (17-02035)

shoppingcenterbusiness.com/cal-coast-r...

SHOPPING CENTER BUSINESS



Cal-Coast, Rescore Underway on 688,000-Square-Foot Mixed-Use Development in Los Angeles

June 29, 2023

Los Angeles — Cal-Coast Development Corp. and Rescore Property Corp. are underway on the development of The Rise Koreatown, a 688,000-square-foot mixed-use project located in the Koreatown neighborhood of Los Angeles. Upon completion, the property will feature 363 apartment units and 52,619 square feet of retail space. Nadel Architecture + Planning is the architect for the project, the first phase of which was recently completed.

Monthly Visits

11.4K

Monthly Visits



RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

June 29, 2023

🌐 ONLINE

RENTV (17-02035)

rentv.com/content/homepage/mainnews/...

Monthly Visits

1.48K

Monthly Visits



Phase One Work completed at 688k sf Mixed-User in L.A.'s Koreatown Neighborhood

6/29/23

Phase One work has been completed at The Rise Koreatown, a 688k sf, seven-story mixed-use residential and retail project located at 3525 W 8th St, in the heart of L.A.'s Koreatown neighborhood. Phase one completion concludes construction of the multifamily residential portion of The Rise Koreatown development, including over 300 apartment units and amenities such as a fitness center, swimming pool, and clubroom.



Developed by Cal-Coast Development Corp and Rescore Property Corporation, the fully executed project will bring 363 apartment units and 52.6k sf of retail shops and market space to Koreatown during a time when demand for convenience and community is climbing, according to Ancelmo Perez, Multifamily Studio Director at Nadel Architecture + Planning, which provided complete architectural services for the project.



L.A. Business First (17-02035)

bizjournals.com/losangeles/news/2023/0...

L.A. BUSINESS FIRST

7-story mixed-use project in Koreatown wraps construction on 300 units

June 28, 2023



Phase two, which will entail the construction of ground-floor retail space, is slated for completion in early 2024.

Monthly Visits

2.59M

Monthly Visits



Yield PRO

PRO is multihousing news and strategy for owners and operators seeking to increase their asset value through streamlined processes and best practices.

June 28, 2023

🌐 ONLINE

Yield PRO (17-02035)

yieldpro.com/2023/06/nadel-architecture...

Monthly Visits

40K

Monthly Visits



Nadel Architecture + Planning announces completion of multifamily portion of mixed-use project in the heart of L.A.'S Koreatown

June 28, 2023



Nadel Architecture + Planning, one of Los Angeles' premier architecture and design firms, announces the phase one completion of The Rise Koreatown, a 688,000 square-foot, seven-story mixed-use residential and retail project located in the heart of the Koreatown neighborhood of central Los Angeles, California. Phase one completion concludes construction of the multifamily residential portion of The Rise Koreatown development, including over 300 apartment units and amenities such as a fitness center, swimming pool, and clubroom.

Developed by Cal-Coast Development Corp. and Rescore Property Corporation, the fully executed project will bring 363 apartment units and 52,619 square feet of retail shops and market space to Koreatown during a time when demand for convenience and community is climbing, according to Anselmo Perez, Multifamily Studio Director at Nadel Architecture + Planning, which provided complete architectural services for the project.



Shopping Center Business Newsletter (17-02035)

shoppingcenterbusiness.com/cal-coast-r...



July 6, 2023

Cal-Coast, Rescore Underway on 688,000-Square-Foot Mixed-Use Development in Los Angeles



Upon completion, the Los Angeles development will feature 52,619 square feet of retail space.

LOS ANGELES — Cal-Coast Development Corp. and Rescore Property Corp. are underway on the development of The Rise Koreatown, a 688,000-square-foot mixed-use project located in the Koreatown neighborhood of Los Angeles. Upon completion, the property will feature 363 apartment units and 52,619 square feet of retail space. Nadel Architecture + Planning is the architect for the project, the first phase of which was recently completed.

Monthly Visits

11.4K

Monthly Visits

Western Real Estate Business (17-000)

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OFFICE LEASING REMAINS ROBUST IN CALIFORNIA'S MIXED-USE PROJECTS

Though the sector is still trying to recover from the effects of COVID, employers are keen to give their workers what they want to get them back in the office. And what they want is convenience.

By Nellie Day



The Campus at Horton, the 5-million-square-foot reimagined mixed-use creation of Horton Plaza mall in Downtown San Diego, will include outdoor and indoor spaces, in addition to retail and dining components.

The pandemic has done a lot to the office sector, not the least of which is convince employees they don't need to sit in a cubicle eight hours a day, five days a week. Turns out, unsurprisingly, many people appreciate the freedom and flexibility that comes with working from home.

The average U.S. office vacancy rate was 18.6 percent in the first quarter of 2023, according to CoStar and Walkerfield. This was 59 percentage points higher than fourth quarter 2019. Three California regions are also listed on the "Bottom 10 Performers of 2022" list (according to a vacancy rate) put out by the National Association of Realtors. These include San Rafael (19.3 percent vacancy), San Francisco (18.4 percent) and Los Angeles (14.4 percent).

Yet, leases are still getting signed, particularly at urban mixed-use projects throughout the state. Sean Slater, senior principal in RDC's San Diego office, thinks this type of environment is a no-brainer for companies looking to bring employees back to the office. **see MIXED-USE, page 30**

THE BENEFITS OF STRATEGIC RETAIL CENTER REPOSITIONING

Repositioning a center can capture consumer demand, benefitting owners, tenants and the community at large.

By Anthony Sanchez

There's been several years of doomsday predictions about the death of in-person retail as the kinds of using e-commerce popularity and technological advancements. Yet, consumer demand for in-person shopping, services, dining, entertainment and activities remains strong. Promising statistics point to this demand continuing. Annual U.S. retail growth more than tripled year over year between 2018 and 2021, with nearly 80 percent of retail sales still happening in person. Additionally, more than half of U.S. consumers dined out more often in 2022 than the previous year. According to Placer's 2022 Mall Index, foot traffic data shows that March 2023 visits increased 15.3 percent month over month across open-air lifestyle centers. **see RETAIL REPOSITIONING, page 38**



The 220,000-square-foot Universal Shopping Plaza in San Gabriel, Calif., is being turned into DMK Gateway. The center will feature key activations and address landscaped exterior areas with outdoor seating, umbrellas for sun shading and lighting for nighttime use.

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The Future of Downtown LA's Food and Beverage Industry: What's Next? **page 37**

Las Vegas Market Highlight **page 24**

Despite The Market Shift, Retail Remains Attractive **page 34**

Phoenix Retail is Flying High **page 35**

employees. But that trend has been changing, and leaning toward more openness."

He adds that the Campus at Horton, the 1-million-square-foot reimagined mixed-use creation of Horton Plaza mall, and the RaDD district will include biotech and lab space in addition to retail and dining components. Both spaces are being developed in Downtown San Diego, and both will be open to the public.

In fact, even seemingly private offices are trying to create an energized space for their employees by letting the masses in. This includes Twitter, which repurposed an apparel and furniture mart on San Francisco's Market Street. The space includes a food hall and other amenities available to everyone.

The "open" concept is one Slater encourages for office tenants.

"Open the doors," he advises. "Eliminate barriers and move the control points for the sensitive departments as far from the public realm as possible. Various levels of security can be maintained through technological methods like access cards for eleva-

tors, limited access to certain floors of any particular building and constant monitoring of their facilities."

Moran also has a few tips for mixed-use developers hoping to attract California's hottest office tenants.

"Provide ample parking or public transit options in proximity and adjacent to multiple housing options - affordable, market-rate and luxury for the executives," he adds. "Focus on creating a campus environment with food and beverage options, particularly those that are health and wellness focused. Internally, landlords should provide flexibility for a variety of amenities, such as gathering spaces, wellness rooms, technology-rich spaces, food and beverage options and open floor plates."

These tips not only help secure office tenants, Slater notes, but retain them as well.

"By creating convenience and openness, office tenants can realize real-time savings for their staff, thus improving leasing prospects and retention of tenants," he says. ■



The Ciber Steps features 80,000 square feet of creative office space and 42,000 square feet of retail and restaurant space. Amazon Studios rents out the office space, while tenants like Sephora, Nordstrom and P&G Coffee occupy the retail portion.

THE BENEFITS OF STRATEGIC RETAIL CENTER REPOSITIONING

RETAIL REPOSITIONING, from page 1

In-Person Demand Continues

Shopping center vacancy reached its lowest level since 2007 in the fourth quarter of 2022. Store openings that same year outpaced closures by nearly 2,500 — the largest net expansion in a decade. The increased demand from consumers to shop in person combined with a rise in brands opting for brick-and-mortar storefronts, indicates now is a great time for owners to invest in repositioning. It's also a great time to optimize existing retail centers, transforming them into more experiential retail destinations that meet the evolving needs of both tenants and consumers. This is especially important as the price of consumer goods was 6 percent higher in February 2023 than it was the year prior. We're seeing the general public tighten their shopping budget and instead gravitate toward outings that present the opportunity for entertainment and socializing.

These reimagined lively and vibrant spaces may be achieved by adding features like entertainment and dining offerings, a more diverse tenant mix, activations and outdoor spaces equipped with modern, community-focused amenities.

The right repositioning strategies can convert outdated shopping centers into places where tenants want to do business and shoppers want to visit, offering benefits to retail stake-

holders across the board.

Refurbishing an existing shopping center offers a variety of benefits for retail center owners, including the ability to attract a more diverse tenant mix while strengthening the relationships and elevating the presence of the existing tenants. More foot traffic and sales improve ROI and cash flow, while increasing property value.

For owners, creating spaces for customers to gather and interact helps establish a destination tenants will want to be part of. This ensures relevancy in the market, while increasing profitability and foot traffic. Simple design considerations, such as adding new amenities, refreshing the architecture and improving the landscaping, are easy to incorporate into design and planning. At the same time, they create a huge difference for consumers who are looking to achieve a well-rounded shopping experience, and for retailers when selecting where to build their brand presence.

Adding Amenities

Ensuring market relevancy in the customer experience can be achieved through amenities ranging from EV charging stations in parking lots to menus with QR codes to the most up-to-date payment options at check-out. For example, a study conducted by Bluebird during the 2022 holiday season found that at least 60 percent of consumers planned to utilize a buy

new, pay later option for purchasing holiday gifts. Catering to these evolving shopping habits through thoughtful design and strategic repositionings will help to attract consumers of all generations.

Some repositioned centers have taken an additional measure to attract visitors by introducing a hotel to their properties. Not only does this further establish a community aesthetic that encourages people to enjoy spaces at their leisure, but it also boosts the foot traffic to businesses surrounding the hospitality establishment. Soriana Row, a repositioned mixed-use community in San Jose, Calif., added Hotel Valencia, a 219-room boutique hotel, to the property and subsequently welcomed 75,000 new visitors to the site annually.

Another way to enhance the shopping experience is to offer unique and memorable customer touchpoints, such as special events and engaging digital content. In turn, the retail center can differentiate itself from competitors and become a more desirable shopping destination.

We are incorporating this strategy as part of our efforts to reposition the 220,000-square-foot Universal Shopping Plaza (Focus Plaza) in San Gabriel, Calif., into TAWA Gateway. The center's developer and operator, Sunny Skies Terrace, wanted to draw connections to its shopping centers through culture, innovation and ac-

cessibility. The company had a vision for an elegantly designed environment with elevated shopping, exceptional dining and experiences worth discovering.

To bring that vision to life — and give the center a physical facelift — we are adding key activations and all-new landscaped exterior areas with colorful, comfortable seating, umbrellas for sun shading and lighting for nighttime use. By strategically infusing shaded gathering places with engaging outdoor amenities, furniture and attractive landscaping, we are encouraging customers to linger longer at the space, leading to increased time at the center and increased spending at nearby retailers.

From an operational perspective, repositioning also offers owners the opportunity to replace materials that have met their lifecycle and to make necessary upgrades to ensure they are meeting current building codes and maximizing the value of their property.

Anthony Sanchez, Design Director and Principal of **AS2** Architecture + Planning in Los Angeles.



Sanchez

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Multi-Housing News

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May 09, 2023

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Monthly Visits

61.4K

Monthly Visits



Solving the Ground-Floor Retail Dilemma

May 9, 2023

Residential Mixed-Use Is Here to Stay

Residential mixed-used projects aren't going away. When executed properly, ground-floor retail can provide a positive add-on. Additionally, more municipalities are requiring some kind of non-residential ground-floor space in apartment complexes. Because of this trend, more attention should be paid to that ground-floor component. Mixed-use residential retail space shouldn't be an afterthought. It should be an integral part of the multifamily planning process from the very beginning. If possible, it's a good idea to bring on board an architect that understands retail design and space usage, as well as multifamily design. Partnering with these designers up-front can lead to that ideal tenant, one that perfectly complements the apartment building.

Ryan Weller is Retail Brand Experience Studio director and principal. Anthony Sanchez is Design director and principal at Nadel Architecture and Planning.

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Monday, April 24, 2023
Nadel Architecture + Planning Names Ryan Weller New Principal



LOS ANGELES, CA, April 24, 2023 – [Nadel Architecture + Planning](#), Los Angeles' premier architecture and design firm, has further exemplified its deep commitment to curating a world-class leadership team comprising industry stand-outs by appointing Studio Director of Retail Brand Experience **Ryan Weller** as a Principal and shareholder in the firm, according to **Greg Lyon**, Chairman of the Board and Principal at Nadel.

"Ryan's exceptional track-record of market expansion in executing high-end retail projects has taken Nadel to new heights," says Lyon.

April 24, 2023

🌐 ONLINE

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Monthly Visits

481

Monthly Visits



Directory of Major Malls

Your Source for shopping center, mall, and retail information.

March 17, 2023

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Directory of Major Malls (17-02035)

shoppingcenters.com/article/the-next-cha...



The Next Chapter of Retail: Mixed-Use

POSTED ON MARCH 17, 2023



Activation + Exposure

The diversity of programming within a given site will attract a larger cross-section of users. However, the most successful mixed-use projects are those that curate relationships and build synergies between the uses. An example of this can be seen with [Rise Koreatown](#) in Los Angeles designed by Nadel Architects. This project includes 364 units above a grocery, dining, and various other retailers at ground level. The retail functions as an amenity to the residential tenants and as the anchor to draw traffic to the property. In any mixed-use environment, the daily users (residential or office) of above ground-level retail are not likely to sustain the businesses below but provide continuous activation and cross-traffic.

Monthly Visits

1.77K

Monthly Visits

X Team Retail Advisors

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June 02, 2022

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Monthly Visits

14.8M

Monthly Visits

SHARE

Jehan Hamedj, founder and CEO of visual analytics company Vizit, said that AI has been very useful for online shopping. But there's a disconnect between e-commerce and the in-store experience. "Right now, AI application is restricted to elements driving online customer loyalty and reducing cart abandonment," he said. "These are worthwhile endeavors, but only scratch the capabilities of modern AI."

On the other hand, Singh suggested some connections are starting to occur between online and brick-and-mortar activity. AI influences online marketing, she said, in the form of targeted ads on social media and even influencer brand recommendations on Instagram. "This transfers to in-store purchases," she explained. "AI utilizes consumer browsing data to shape shopping decisions, both online and offline."

DRIVING CONSUMER BEHAVIOR

Unlike cynical depictions, AI doesn't convert consumers into programmable automatons. It merely provides consumer shopping data to retailers that then make decisions on strategies to help drive consumer purchases and engagement. It all operates on a predictive model, and such data is only effective if it's repetitive. "That data attempts to figure out your shopping patterns and where you're most likely to shop," Cornelius elaborated.

Essentially, noted Chernofsky, "AI empowers digital assets to engage with us in a more personal way." This can take many forms. For example, there is in-store computer vision for digital signage. With help from artificial intelligence applications, this type of point-of-sale digital signage helps detect people's faces, their behavior and their demographics.

"This type of signage collects data beyond what can be captured through a traditional

POS system," said Ryan Weller, Principal and Studio Director at Nadel Architecture and Planning. "It captures what types of customers are shopping, when and what they're shopping for. This provides deeper insights into shoppers that retailers can use to tailor experiences specific to their customers."

The proper use of AI can also help retailers determine the right geographic location to best serve an audience. "Data coming out of AI can tell the retailer where a customer is based, where they live, and how many customers are likely to be in a certain trade area," Cornelius said.

He explained that this is especially helpful for e-commerce companies thinking about brick-and-mortar set-ups. "You already understand who your best customers are, where to ship the product, and where the highest concentration of customers might be," Cornelius said.

And once that location is determined, AI is helpful when it comes to the store design itself. For instance, customer purchase data can impact shelving decisions "that increase the likelihood of additional product purchases," Singh said. "Earlier, these processes were done manually, and thus only had an influence at a low scale."

One example she used was Target's placement of \$5 items near its store entrance, a decision based on consumer behavior information. "Even if customers don't need those items, they're encouraged to explore them, and often end up buying a few, due to the low-price appeal," Singh explained. "Enhancing the visibility of products significantly impacts their purchase numbers, and layout decisions are analyzed using AI to understand customer purchase behavior."





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August 10, 2023

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Texas Real Estate Business (78-040)

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Monthly Visits

12.1K

Monthly Visits



NORTH TEXAS EMERGES AS ENTERTAINMENT MAGNET

From rampant growth across all segments of the population to simple cultural preferences, operators have ample incentive to target this region.

By Taylor Williams

North Texas is attracting new and existing entertainment concepts at a frenetic pace as operators of these facilities seek to position themselves squarely in pathways of major growth and capitalize on any remaining post-up demand from the pandemic.

According to a 2022 report from the North Central Texas Council of Governments, the region's population surpassed 8 million last year. In addition, more than 20 cities in North Texas — the area that includes and surrounds the Dallas-Fort Worth (DFW) metropolises — saw their populations swell by 10 percent or more on a year-over-year basis between mid-2021 and mid-2022. This growth inevitably encompasses key de-

ographics that entertainment operators covet, including families with children and young working professionals.

High-paying jobs continue to flow into DFW in the form of corporate relocations and consolidations. Developer KDC recently began construction on Wells Fargo's 850,000-square-foot regional campus in Irving. New pieces of the PGA of America's headquarters campus in Frisco are coming on line every quarter and sparking feverish development in surrounding neighborhoods. Global engineering consultant AECOM and construction machinery manufacturer Caterpillar are also in the process of relocating their headquarters from Los Angeles to Dallas, among others.



The Grandtowers Observation Wheel adds a new dimension to the development's robust lineup of entertainment offerings. With seating for up to eight persons per gondola, entire families can enjoy a ride. A date for two in the VIP glass floor gondola is also an option.

SEE ENTERTAINMENT page 35

HOW TO CURATE UNIQUE RETAIL EXPERIENCES IN POST-PANDEMIC MIXED-USE ENVIRONMENTS

As often seems to be the case, the tastes and preferences of consumers who drive these design and development trends are in a state of flux.

By Bary Hand, principal at Gensler

In a recent tour of a name-brand corporate campus, the host carefully explained to our team that his company's policy regarding working from home (WFH) and returning to the office (RTO) remained loose as they completed a "year of learning."

This "learning" presumably involved listening to staff, observing who budges in when and where, experimenting with what works and what doesn't and resolving the best way to get their arms around the most effective policies.

This explanation has surely been given repeatedly in recent years. It appears most companies prefer to bring their people back to the office, but they also want to adopt policies that will work best for employees and customers, as well as the future of their organizations.

While there are outliers that have instituted clear return-to-office directives, most firms are adopting change management strategies organized around attracting staff back to the office. They are doing this by leaning on experiences and



Pictured is a rendering of a streetscape of Ficks West, a 1,000-acre mixed-use development in Frisco. The project has been designed with the post-pandemic shopping and dining experience in mind and will feature a high level of walkability and numerous open spaces.

SEE CURATION page 38

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Why Sports Anchored Entertainment Districts Are Complete Game-Changers
pages 28-29

A New Subcategory of Industrial Begins Attracting Investors' Attention
pages 32-33



ON RETAIL REAL ESTATE'S BROADER COMEBACK

Identifying and emphasizing the most important differentiators can help centers maximize value during this critical period of resurgence.

By Barry Caylor of Outside the Lines Inc.

From the rise of online shopping to the pandemic to inflation, retail real estate has weathered a series of challenges in recent years. Yet, despite being knocked down multiple times, the owners and operators of brick-and-mortar retail keep discovering new ways to adapt to shifting demands and needs, especially as consumers spend more on services and experiences than physical goods.

One way in which retail owners can continue to keep their centers relevant is by leaning into what attributes make them different. By continually supplying the market with fresh concepts and new ways of presenting them, landlords can keep consumers coming back again and again, generating foot traffic and sales for tenants and driving ROI for investors.

In addition, shopping centers can distinguish themselves by providing consumers with something they can't get anywhere else. As a design-build construction company that specializes in delivering one-of-a-kind water features, rockwork and themed environments, our company has seen retail centers transformed by incorporating unique offerings that consistently draw people in from miles around.



Barry Caylor
Vice President of
Business Development,
Outside the Lines Inc.

Here are a few ways brick-and-mortar retail owners can stay ahead of the game as the sector continues to evolve:

Offer Compelling Experiences

Experiential retail is what separates in-person from online shopping and affords brick-and-mortar centers a distinct advantage in the marketplace. There is simply no comparison between clicking a few boxes on a screen and visiting a beautifully designed retail center with artfully displayed merchandise that can be tried on and touched.

Adding gourmet food-and-beverage options and a wealth of enjoyable activities to pass the time in between browsing and buying further enhances the overall experience. The first is purely functional, while the second is a feast for the senses.

Amenities that entertain and amaze visitors can be an important part of a retail development's experiential offerings. For example, at EpicCentral, a



Pictured is the water feature display at EpicCentral, a 172-acre entertainment district in Grand Prairie. The attraction complements the development's indoor water park.

172-acre entertainment destination in the Dallas-Fort Worth metro of Grand Prairie that houses a multitude of retail and entertainment attractions, we recently completed a fountain showcasing a dazzling water show.

By choreographing the show to music and projecting images on a water screen, we created a larger-than-life music video experience. The water feature reflects the magnitude of this Texas destination and matches the development's central theme of making memorable experiences through iconic attractions.

This is a textbook example of how retail stakeholders can harness the power of compelling experiences to attract visitors and retain them for hours at a time, thereby increasing sales for tenants.

Leverage Superior Service

Online chatbots have nothing on the in-person service that brick-and-mortar retail can provide.

Need to see those curtains in another color? Certainly — and no waiting for a new shipment. Is that coat as warm as it looks? Try it on.

At many stores, sales representatives will fetch a different size for customers as needed so they don't have to leave the dressing room to hunt for it.

From valet parking to foot massages and coffee, there's no limit to the services a center can offer its visitors. Retail stakeholders who allow their creative, innovative sides to express themselves can generate numerous ways of pampering and delighting customers while also offering them that personal touch they won't find online.

These distinctions in service can entice consumers out from behind their screens and into today's shopping centers, where wonderful surprises await them. They can feel more catered to than by merely clicking the "checkout" button.

Provide Gathering Spaces

It's no secret that one of the things people missed most during the pandemic is getting together to socialize with friends and family.

Now that the public health crisis has subsided, many are making up for lost time by seeking out places to gather and enjoy time with those they care about.

Retail owners and operators can provide these central gathering spaces and draw people into their centers. Incorporating these areas can also elevate centers from others their competition in the market and offer residents and visitors another reason to frequent their time and again.

For example, in the second phase of Renaissance at Colony Park, an upscale destination retail center in Ridgeland, Mississippi, our team delivered a dancing show fountain equipped with cutting-edge audio, lighting and effects.

Complementing brand-name and upscale boutiques, cafes and play areas, the water feature serves as the perfect centerpiece for the development's lifestyle "Main Street" concept and the ideal spot for visitors to spend an afternoon or evening with friends and family.

Conclusion

As retail owners and operators develop strategies for reinventing shopping centers in the face of current challenges, highlighting their unique attributes and offerings to the market will help lead them to success.

By providing compelling experiences, first-class services and central gathering spaces, brick-and-mortar retail can give consumers what they are craving and boost ROI over the long term.

Barry Caylor is the vice president of business development for Outside the Lines Inc., a design-build firm that specializes in creating rockwork, water features and themed environments for retail entertainment, hospitality, gaming and golf properties around the globe.

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(404) 832-8262

ADVERTISING OPPORTUNITIES:

Craig McIntosh
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(404) 832-8262

iREOC Connect

A SUPPLEMENT TO INSTITUTIONAL REAL ESTATE AMERICAS DECEMBER 2023

The use of creative placemaking

Using creative placemaking can boost real estate values and returns for cities and REOCs alike

by J. Wickham Zimmerman

The sea change taking place in cities across America is greatly impacting commercial properties and public spaces.

We all know the pandemic ushered in hybrid and work-from-home policies that changed the face of cities. No longer tied to urban commutes in expensive markets, many people migrated away from big cities to more affordable areas of the country, according to a Brookings commentary titled *New census data shows a huge spike in movement out of big metro areas during the pandemic*. This left city stakeholders challenged to make up for lost revenue in transportation, retail sales and taxes.

While navigating this new diasporic environment, city officials — along with developers

and their investors — sought ways to attract businesses, residents and visitors back to the urban core. Ironically, according to an article by *Insider*, titled “Welcome to generic town, USA,” in striving to stand out from the pack, some implemented a “hip,” modern vibe that has left many of them looking alike.

Meanwhile, others have been applying creative placemaking strategies to commercial properties and public spaces that are connected to the character of the communities in which they are located. The latter approach is transforming cities into vibrant, unique and sustainable destinations for locals and guests.

As an experienced design-build firm with deep expertise in creating customized water

22 | DECEMBER 2023 | iREOC Connect

features, rockwork and themed environments, our company, Outside the Lines, Inc., has worked with numerous stakeholders and developers to help them create unique commercial properties and public spaces that draw people in from miles around. We have observed how the right placemaking strategies can add value to these destinations while boosting revenues and returns for cities and real estate operators.

Offering a unique experience

The most successful destinations offer people an experience unlike any other. This drives them to visit the location and generates a buzz that draws additional visitors.

An example of this is the dynamic Illuvia show fountain (pictured below) our team designed and constructed at EpicCentral, a 172-acre retail and attraction park in Grand Prairie, Texas. Combining air-fired jets and robotic nozzles that shoot water 60 feet high with colorful lighting, engaging music and large-scale projection moving images, Illuvia delivers an unforgettable experience for Grand Prairie residents and visitors.

While the fountain has been labeled “Vegas-style,” there is truly no other water feature in the world that has all the elements of Illuvia, which makes Grand Prairie the only place where people can experience its magic. The project’s singular quality is attract-

ing people from miles around to EpicCentral and the city of Grand Prairie.

In fact, according to an article by The Dallas Morning News, the experiential displays provided by the show fountain have attracted more than 30,000 guests per week to the park to behold Illuvia’s displays.

Projects such as Illuvia can inject new life into cities by providing unparalleled, immersive experiences — an excellent placemaking strategy that incentivizes people to visit. This adds value to the commercial properties and public spaces where they are located and generates revenue for surrounding businesses and communities.

Creating public gathering spaces

Over the past three years, the demand for public gathering spaces has increased dramatically. According to an article by Strong Towns, titled “Infrastructure that does more: Investing in public spaces for a resilient America,” investment in these spaces has been shown to improve physical and mental health, foster social connections, reduce crime, and improve safety.

Cities, with their walkability and wealth of dining, shopping and entertainment options, are the ideal location for public gathering spaces. Experts have been making the connection between investment in public spaces and economic recovery, noting that this type of investment can revitalize cities by supporting nearby small businesses, fostering innova-

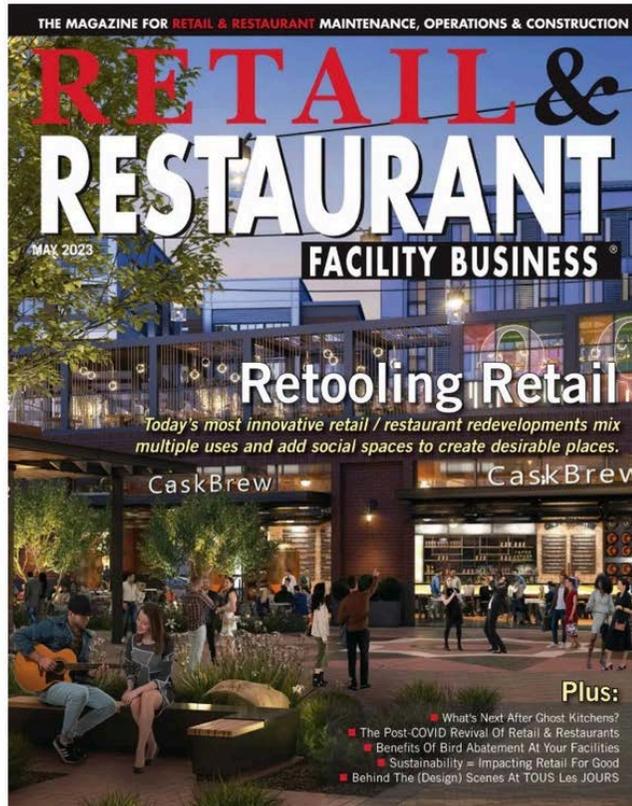
Retail & Restaurant Facility Business

May 19, 2023

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Retail & Restaurant Facility Business (78-000)

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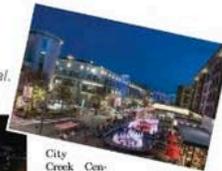
INTERVIEW WITH TOM REAL

Vice President of Engineering & Preconstruction,
Outside the Lines, Inc.



The Retail COMEBACK

How restaurants and retail stores can capitalize on the post-pandemic revival.



City Creek Center in Salt Lake City — can yield tremendous payoff for retail investors for many years after the initial installation.

R&R: What kinds of amenities will shoppers and diners be seeking going forward?

Real: The ability to gather safely was one of the chief criteria for public spaces during the pandemic. As a result, the popularity of outdoor dining areas grew significantly and have remained an important part of restaurant design — particularly in markets with mild weather year-round. Our company has also seen restaurants in retail centers request to be located near the fountains we design and build to enhance the outdoor atmosphere for their diners.

In addition, amenities that provide a space for people to gather or rest during shopping trips or offer some form of entertainment are highly appealing to visitors. An example of this is the magnificent architectural fountains we designed and built at 2nd & PCH, a lifestyle center in Long Beach, California, developed by CenterCal Properties. The fountain's centerpiece is a



www.RetailRestaurants7B.com

Although brick-and-mortar stores and restaurants were among the real estate sectors that suffered the most during the pandemic, these sectors also came roaring back as the crisis subsided. Owners of retail and restaurant properties are now looking for enticing amenities and engaging experiences that will pique investor and customer interest. We spoke with Tom Real, vice president of engineering and preconstruction at OTL, a leader in water features, rockwork and themed environments, about the types of assets and amenities that will attract retail and restaurant investors and patrons in the coming years, as well as how owners can meet their sustainability and cost-control goals.

R&R: As talk of a recession continues, what types of stores and restaurants will retail investors be eyeing?

Tom Real: Recession or not, retail investors are focused on shopping centers with consistently strong sales figures and steady, active foot traffic. As digital shopping continues to gain ground, stores that offer customers superior service and unique experience that cannot be achieved through online shopping

will increasingly drive foot traffic and “hang time,” boosting sales. Restaurants are a key element in these centers as they invite people to extend their length of stay, which can lead to additional purchases. In fact, enjoying a meal at a restaurant is one of the activities we all missed the most during the pandemic, so now is the time to capitalize on customers’ appetite for dining out. With inflation causing food and operating costs to rise, the importance of providing a compelling menu,

top-level service and a desirable environment cannot be overemphasized.

We have seen the incredible ability of water features to enhance the appeal and elevate the value of retail centers for patrons, tenants, restaurateurs and investors. Water features — whether they are beautifully designed architectural fountains, show fountains with breathtaking programmed displays or naturalistic amenities such as the centerpiece our firm delivered at

unique spherical sculpture created by artist Ivan McLean, and its exterior features a bespoke glass mosaic tile. Shoppers often take selfies in front of this water feature to share on social media.

Amenities like this enable the properties in which they are located to become destinations for people near and far.

R&R: How do these amenities match with the growing push for sustainability initiatives?

Real: Sustainability has become a growing focus for retail and restaurant owners as customers and investors have shown a preference for sustainability-minded businesses. Interestingly, even though water features obviously use water to function, these amenities can help retail stakeholders reach their sustainability goals in several ways.

Water conservation is one of the main benefits of fountains because they can operate with recycled water and can incorporate sustainable



sources for replenishment such as in rainwater harvesting, HVAC condensate, greywater (recycled from retail property systems such as sinks and other non-sewage usage) and municipal recycled water. Nearly every water feature our company builds is engineered to recirculate water and promote water conservation in a meaningful way.

Another aspect to fountains that facilitates sustainability in retail and restaurant settings is that these amenities can be controlled remotely through modern-day technology, allowing the system to be

shut down immediately without a property manager on site. The controls, which can be tied into building-management systems, can also detect leaks and alert owners and facility managers, preventing water waste and potential property damage.

R&R: How can retail and restaurant owners control costs as they focus on drawing in shoppers and diners?

Real: Retail and restaurant stakeholders can absolutely manage

costs while delivering an attractive setting for their customers.

By installing amenities like fountains, owners can offer beautiful and entertaining central gathering spaces that last for years with proper regular maintenance, minimizing downtime and positively impacting the bottom line.

In addition to helping save money, water features encourage visitors to relax and de-stress from their daily lives, giving them another reason to return to their favorite retail center or restaurant time and again. ■

Tom Real is the vice president of engineering and preconstruction for Outside the Lines, Inc., a design-build themed construction company that specializes in creating one-of-a-kind rockwork, water features and themed environments for retail entertainment, hospitality, gaming and golf properties around the globe. More information is available at www.ottl-inc.com.

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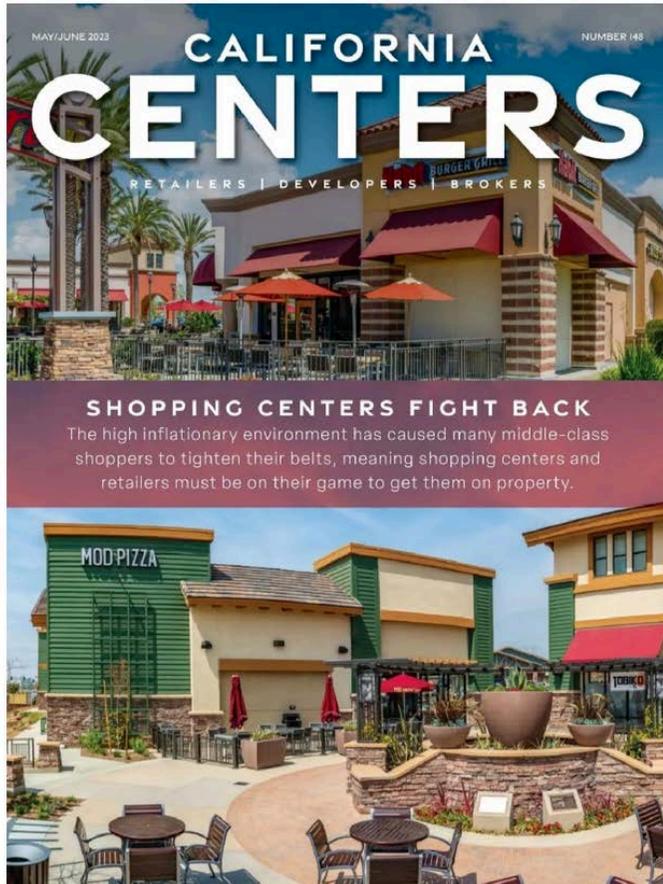
California Centers

May 09, 2023

🌐 ONLINE

California Centers (78-040)

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Monthly Visits

500

Monthly Visits



Eastvale Gateway in Eastvale is operated by Lewis Retail Centers.

footwear, and others that require touch and feel or a specific fit — are less threatened by online competitors.



Tom Real,
OTL

Tom Real, vice president of pre-construction at OTL, a design-build specialty construction company in Anaheim, believes appealing to the five senses is the key to physical retail differentiating itself from online competition.

"At stores today, consumers are interested in interacting with products using all their senses: sampling food, trying on clothing, test driving a car and asking a knowledgeable sales representative specific questions about an item," he says.

This not only results in a confident purchase, but a pleasant experience. Sandy Sigal, president and CEO of NewMark Merrill in Woodland Hills, notes that online shopping can lose some of its appeal when consumers skip that tactile experience in favor of the easy click.



Sandy Sigal,
NewMark Merrill

"Price is important, but once you load up various costs associated with online delivery and the risk of not getting what you want, that value proposition isn't necessarily there," he says. "If you feel like you're being treated fairly at a retailer, buying in person scratches two important itches: the one of being socially connected, and the instant gratification from a purchase you know you want."

Plus, who said brick-and-mortar doesn't offer convenience?

"Shopping centers can differentiate themselves from online retailers by offering convenient services, such as curbside pickup, in-store pickup and same-day delivery," says Wayne Williams, director of retail marketing at Lewis Retail Centers in Upland. "By emphasizing the speed and ease of shopping in person, customers may be more likely to choose the convenience of in-person shopping over the wait time and shipping fees associated with online shopping."

Just like online, however, shopping center owners and retailers have to ensure they're providing a convenient, positive experience or the customer will go elsewhere. For Baird, this starts with trained, knowledgeable and helpful staff. Empowered employees not only provide helpful services to customers, such as directing them to certain stores or merchandise or fulfilling pick-up orders, but they also offer an opportunity to build rapport and establish a long-term relationship with the center or brand.

Of course, there's also the obvious strategy to combat online shopping.

"If all else fails, provide price matching for online competitors," Baird adds.

ATTRACTING THE VALUE-CONSCIOUS

There are plenty of ways to make goods and services look enticing in this high inflationary environment. Baird is a fan of free samples, buy-one-get-one (BOGO) deals, discounts from cash back, percentage off or volume pricing, and loyalty or targeted consumer discounts.



Buildings

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June 30, 2023

🌐 ONLINE

Building (78-073)

buildings.com/architecture/article/33007...

BUILDINGS



Building Amenities: A Critical Piece of the Sustainability Puzzle

June 30, 2023

However, what many have neglected is the sustainability focus on one very important building aspect: amenities. The truth is the right amenities can make a tremendous difference in a property's ability to achieve energy savings. In addition to boosting the value and aesthetic appeal of buildings, features that are designed and constructed with sustainability in mind are ideally positioned to help stakeholders reach these goals now and well into the future.

As a design/build firm that focuses on creating water features, rockwork and themed environments for the built environment, OTL has seen the positive impact these amenities have on accomplishing sustainability initiatives. Here are some of the ways that water features can accelerate the achievement of environmentally friendly objectives.

Domain Authority

109K

Domain Authority



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July 17, 2023

🌐 ONLINE

GlobeSt (78-026)

globest.com/2023/07/17/urban-retail-avail...



July 17, 2023

Urban Retail Availability Increases as Suburbs Flourish

Dining and Shopping All Times of Day

Carina Donoso, vice president of retail experience & incubation at WS Development, tells GlobeSt.com that, post-Covid, its spheres are tighter; people are staying closer to home, which has translated to more people dining and shopping during all parts of the day. This is ramping categories like fast casual, coffee, services, and uses that provide communal spaces for professional and casual meet-ups."

Shlomo Chopp, managing partner of Terra Strategies, tells GlobeSt.com that before investors start making multi-year investment decisions based on trends, they should consider that the resurgence of the suburban shopping center may not in itself be a secular trend, but rather a reflection of where people live.

"The consistent theme always will be localization and meeting the consumer wherever they may be," Chopp said.

"The future of shopping centers combines e-commerce fulfillment and stores so that the savings of distance is combined with providing the consumer with what they want when they want and how they want it."

Wickham Zimmerman, CEO of OTL, tells GlobeSt.com, "One big reason that suburban shopping is hip again is that design-and-build firms like Outside the Lines (OTL) are making it possible for retail centers to bring genuine Vegas-scale attractions to shoppers, providing experiences they won't see elsewhere."

On June 23, OTL launched one of its largest projects to date - the spectacular Illuvia fountain at the EpicCentral development in Grand Prairie, Texas. Illuvia features water jets up to 60 feet high and coordinated light shows that include eye-popping projection effects

Monthly Visits

257K

Monthly Visits



Water Shapes

March 06, 2023

🌐 ONLINE

Water Shapes (78-073)

watershapes.com/revitalizing-a-lone-star-l...



March 6, 2023

Revitalizing a Lone Star Legacy



As office property owners and operators seek fresh ways to entice workers back to the workplace post-pandemic, a team of architects and designers have completed renovating an extraordinary mustang fountain at the

Towers at Williams Square, an office plaza in Irving, TX. The result is spectacular and transformational for tenants, local residents, and visitors.

Monthly Visits

6.12K

Monthly Visits



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May 11, 2023

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Connect CRE National (78-000)

connectcre.com/stories/the-great-outdoor...



National

May 11, 2023



The Great Outdoors: Fresh Territory for Retail Centers

COVID introduced some extraordinary challenges to the retail sector. It also presented some exciting new opportunities. One unexpected benefit stemming from the pandemic is the advent of activated outdoor spaces.

Restaurants arranged seating areas in their parking lot or on the sidewalk around their establishment where diners could enjoy a meal out without concern. Retailers brought merchandise outside where customers could browse and pay for their purchases. The great outdoors became an extension of the store and retail center—an innovative solution to an otherwise confounding and problematic situation.

The interesting thing about these trends is that most of them have remained even though the pandemic has ended. Outdoor solutions **appear to be here indefinitely** because consumers have come to like and depend on them in their daily lives.

Monthly Visits

45.9K

Monthly Visits

California Centers October/November 2023 Page 8

editions.mydigitalpublication.com/publica...



COMMUNITY DRIVES COMMERCE

"In a post-pandemic world, we have learned that people are increasingly drawn to environments that reflect their communities in an authentic way, layering culture, history and activities for a better experience," explains Mitra Esfandiari, partner at RDC architects in Long Beach.

J. Wickham Zimmerman, CEO of Anaheim-based design and themed construction company OTL, believes the pandemic



Agora likes to ensure its prospective tenants have strong local connections to the community through their products, services or the company's background. The firm also prefers that its tenants promote local talent, while bringing something unique and exciting to the shopping center.



FacilitiesNet

The site about facility and maintenance management providing cost saving insights, product research, education, salary information, job postings, discussions and editorial...



Incorporating Amenities that Facilitate Health & Wellness Goals

While the crisis has abated, providing an environment where tenants, employees and visitors can safely gather with minimal risk of viral transmission — and elevate multiple aspects of their health and wellness — continues to be top of mind for commercial real estate stakeholders looking to attract tenants, customers, visitors, and employees.

Nevertheless, some have neglected to consider one building aspect that is critical to these goals: amenities.

As a design/build company that specializes in water features, rockwork, and themed environments for commercial properties of all types, OTL has extensive expertise in delivering amenities that promote the wellbeing of everyone on site. Here are a few of the ways we have seen these amenities contribute to overall health and wellness while adding beauty and experiential value to their environment.

🌐 ONLINE

Facilities Net (78-000)

facilitiesnet.com/commercialofficefacilitie...

Monthly Visits

105K

Monthly Visits



Water Shapes

January 12, 2023

🌐 ONLINE

Water Shapes (78-000)

watershapes.com/cold-weather-fountain-...

WATER SHAPES

Cold Weather Fountain Care

January 12, 2023



The importance of protecting valuable investments in fountains cannot be overemphasized. Time and again, these amenities have proven to enhance the value of commercial properties, while offering a host of additional benefits to landlords, investors, and tenants including driving sales, promoting sustainability and reducing costs.

As property owners recognize the importance of properly maintaining their water features, our firm, Outside the Lines, Anaheim, CA (OTL), is increasingly providing maintenance services for the projects we design and/or build (and for many that we don't). Winter, with its potentially damaging weather, is one of our busiest seasons for completing this vital work.

While it might be tempting to let fountain maintenance lapse this time of year – particularly in the face of current economic challenges including a potential recession – here are a few compelling reasons why regular maintenance by water feature professionals is essential, especially when we head into cooler months.

Monthly Visits

6.12K

Monthly Visits



REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

May 16, 2023

🌐 ONLINE

REBusiness Online (78-000)

rebusinessonline.com/how-retail-owners-...



How Retail Owners Can Identify, Establish True Differentiators in Their Centers

May 16, 2023

By Barry Caylor, vice president of business development, Outside the Lines Inc.

From the rise of online shopping to the pandemic to inflation, retail real estate has weathered a series of challenges in recent years.

Yet, despite being knocked down multiple times, the owners and operators of brick-and-mortar retail keep discovering new ways to adapt to shifting demands and needs, especially as consumers spend more on services and experiences than physical goods.

One way in which retail owners can continue to keep their centers relevant is by leaning into what attributes make them different. By continually supplying the market with fresh concepts and new ways of presenting them, landlords can keep consumers coming back again and again, generating foot traffic and sales for tenants and driving ROI for investors.

Monthly Visits

65.4K

Monthly Visits



Water Shapes

July 31, 2023

🌐 ONLINE

Water Shapes (78-073)

watershapes.com/dazzling-assets/

WATER SHAPES Dazzling Assets



By J. Wickham Zimmerman and Dan Burgner

It's no secret that watershapes can add tremendous appeal to commercial spaces. A thoughtfully designed and constructed fountain, with its unique offerings for the senses, is almost unparalleled in the ability to attract people to different types of venues. The attraction to water within the human psyche is hard-wired and timeless.

What commercial property investors may not realize is that these installations can also add measurable value to assets and even augment net operating income (NOI) for property owners and operators. This means their initial investment into a well executed feature can pay for itself over time and provide additional long term revenue, making the installation extremely worthwhile in any economic climate.

In fact, the economics of incorporating a fountain into a commercial space can significantly impact a property's bottom line and future financial potential. Because our companies are experts in delivering one-of-a-kind experiences for tenants and visitors at commercial spaces, we have seen firsthand how water features can deliver profitability for stakeholders.

In designing and constructing water features for a breadth of property categories, Outside the Lines (OTL) has extensive expertise in delivering fountains, rockwork, and themed environments that truly move the needle for investors.

Equally, BExperiential specializes in providing and implementing a large array of practical solutions to the current and future challenges that retail and mixed-use properties face, including generating steady cash flow. Water features play prominently in these solutions.

Here are some of the ways we have seen water features help commercial properties thrive through added value, leading to increased revenue and profitability.



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January 12, 2023

🌐 ONLINE

Connect CRE National (78-000)

connectcre.com/stories/the-retail-comeba...



National

January 12, 2023



The Retail Comeback: What Matters to Real Estate Investors and Shoppers

While the brick-and-mortar retail industry was one of the hardest hit during the pandemic, it's now experiencing a resurgence. Investors are seeing opportunity in this asset class as it rebounds, with customers returning to physical stores post pandemic. Still, with talk of a recession buzzing, retail center owners are seeking to fuel investor interest and implement amenities that appeal to shoppers.

Connect CRE recently spoke with Barry Caylor of OTL about what lies ahead for the sector in terms of investor appetite, amenities, sustainability, and cost control.

Monthly Visits

45.9K

Monthly Visits



Retail & Restaurant Facility Business

A resource for executives involved in the maintenance, construction and operations of retail stores, restaurants and shopping centers.

July 05, 2023

🌐 ONLINE

Retail & Restaurant Facility Business (78-026)

retailrestaurantfb.com/the-retail-comeback/

**RETAIL &
RESTAURANT**
FACILITY BUSINESS

The Retail Comeback

July 5, 2023



Although brick-and-mortar stores and restaurants were among the real estate sectors that suffered the most during the pandemic, these sectors also came roaring back as the crisis subsided. Owners of retail and restaurant properties are now looking for enticing amenities and engaging experiences that will pique investor and customer interest. We spoke with Tom Real, vice president of engineering and preconstruction at OTL, a leader in water features, rockwork and themed environments, about the types of assets and amenities that will attract retail and restaurant investors and patrons in the coming years, as well as how owners can meet their sustainability and cost-control goals.

R&R: As talk of a recession continues, what types of stores and restaurants will retail investors be eyeing?

Tom Real: Recession or not, retail investors are focused on shopping centers with consistently strong sales figures and steady, active foot traffic. As digital shopping continues to gain ground, stores that offer customers superior service and unique experience that cannot be achieved through online shopping will increasingly drive foot traffic and "hang time," boosting sales. Restaurants are a key element in these centers as they invite people to extend their length of stay, which can lead to additional purchases. In fact, enjoying a meal at a restaurant is one of the activities we all missed the most during the pandemic, so now is the time to capitalize on customers' appetite for dining out. With inflation causing food and operating costs to rise, the importance of providing a compelling menu, top-level service and a desirable environment cannot be overemphasized.

Monthly Visits

8.04K

Monthly Visits



WaterShapes Newsletter (78-073)

DESIGN | ENGINEERING | CONSTRUCTION

WATER SHAPES

Exploring the Art and Science of Water

December 28, 2023

watershapes.com

Places & History 2023



Revitalizing a Lone Star Legacy

As office property owners and operators seek fresh ways to entice workers back to the workplace post-pandemic, a team of architects and designers have completed renovating an extraordinary mustang fountain at the Towers at Williams Square in Irving, TX.

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Northeast Real Estate Business

May 18, 2023

OTHER

North Real Estate Business Newsletter (78-000)

rebusinessonline.com/how-retail-owners-...



Feature Article
How Retail Owners Can Identify, Establish True Differentiators in Their Centers

By **Barry Caylor, Outside the Lines Inc.**

From the rise of online shopping to the pandemic to inflation, retail real estate has weathered a series of challenges in recent years.

Yet, despite being knocked down multiple times, the owners and operators of brick-and-mortar retail keep discovering new ways to adapt to shifting demands and needs, especially as consumers spend more on services and experiences than physical goods.

One way in which retail owners can continue to keep their centers relevant is by leaning into what attributes make them different. By continually supplying the market with fresh concepts and new ways of presenting them, landlords can keep consumers coming back again and again, generating foot traffic and sales for tenants and driving ROI for investors.

[Read more here.](#)

Monthly Visits

20K

Monthly Visits



Water Shapes

August 03, 2023

🌐 ONLINE

Water Shapes Newsletter (78-073)

DESIGN | ENGINEERING | CONSTRUCTION

WATER SHAPES

Exploring the Art and Science of Water

August 3, 2023
watershapes.com

Featuring



Dazzling Assets

When commercial property owners are looking for a competitive edge that will attract visitors and customers, many turn to fountains. The sustained value of water displays has proven an effective investment across a spectrum of public-facing settings. Here's a look at some successful examples.

CONTINUE READING

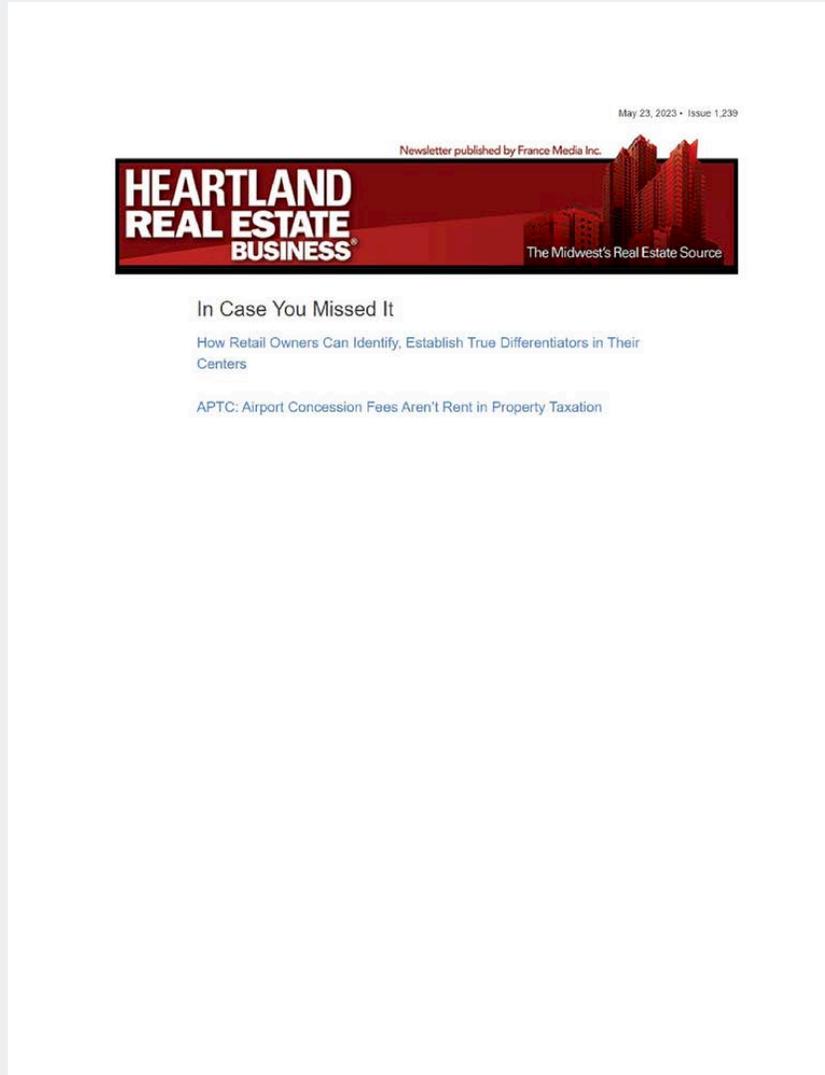
Heartland Real Estate Business

May 23, 2023

OTHER

Heartland Real Estate Business Newsletter (78-000)

rebusinessonline.com/how-retail-owners-...



Monthly Visits

14.3K

Monthly Visits



Commercial Property Executive

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February 02, 2024

🌐 ONLINE

Commercial Property Executive (78-058)

commercialsearch.com/news/driving-retai...

Commercial Property Executive

February 2, 2024

Driving Retail Property Success With AI

News about Artificial Intelligence has become inescapable over the last year thanks to ChatGPT and a wave of similar applications. Now, commercial real estate owners and investors are finding unique ways to integrate AI into their assets to drive property success.

One area where AI has strong potential is retail. In addition to helping retailers improve their wholesale business operations, AI is now being infused into retail properties to enhance the consumer experience. With individuals continuing to seek fresh and intriguing experiences post-pandemic, AI is becoming a natural fit for the retail sector.



Jason Baldwin, Image courtesy of Outside the Lines Inc.

As a seasoned design-and-build specialty construction company and an industry leader in creating one-of-a-kind water features, rockwork and themed environments, **Outside the Lines Inc.** has seen firsthand the powerful impacts of utilizing the right technology in retail amenities. We have seen in our own projects how these technologies drive increased traffic, community engagement and bottom-line profitability for retail property owners now and in the future.

Encouraging interactivity

AI allows customers and visitors to interact with their surroundings in new and exciting ways. These technologies are tremendous crowd-pleasers as they encourage interactivity, curiosity and play for people of all ages, ultimately leading to increased foot traffic, engagement and time and money spent at retail centers.

We witnessed this phenomenon at the Illuvia fountain show that we recently designed and built as part of a multi-phased expansion at EpicCentral, a 172-acre mixed-use site in Grand Prairie, Texas. The park attracted more than 30,000 guests each week in July of last year. Flocks of people were drawn to the fountain which features large-scale projection and specialty lighting effects, music, air-fired jets and robotic nozzles that propel water to heights of more than 60 feet.

Illuvia is about to become even more enticing. We are installing AI technology into the show fountain that will provide interactivity for park visitors unlike anything they have ever seen before. In fact, even as our artisans and technicians were working on the project, children visiting the park became curious and wanted to play with it before it was deployed. We have often observed children's inquisitive nature leading them to test interactive water features by stepping on a rock or pressing a button or a lever in an effort to cause water to shoot up out of a fountain's nozzle. In this case, those playful efforts to activate the fountain will actually work, thanks to AI.

Interactivity in retail settings is compelling. When AI is combined with a retail amenity it gives individuals and families an additional reason to visit a venue and spend more time there. This leads to augmented sales for retailers in and around the venue.

Monthly Visits

117K

Monthly Visits

Building Design and Construction

🌐 ONLINE

Building Design and Construction (78-082)

mydigitalpublication.com/publication/?m=...

BUILDING DESIGN + CONSTRUCTION

| JAN/FEB 2024 |

What kind of tool can AI become?

IT BEGAN WITH USING AI TO MITIGATE RISK

A common introduction to AI for AEC firms has been to use it to help detect and, wherever possible, prevent jobsite injuries. In 2018, for example, Suffolk conducted a test case using Newmetrix's AI engine, nicknamed Vinnie, to automatically analyze a decade of images from construction management systems like Procure and Autodesk BIM 360, as well as sitemanager data from OxBLue cameras. The case study also evaluated every safety incident on Suffolk's jobsites over 10 years to develop a predictive model.

Josh Kanner, Senior Director of Product and Strategy—Construction Intelligence Cloud for Oracle, which acquired Newmetrix in October 2022, says that Vinnie's predictions were assessed for their accuracy of early-warning alerts and by the number of incidents the alerts caught. The test predicted 20% of incidents with 80% accuracy. Kanner says that if 25% of incidents were detected, a hypothetical company with at least 50 projects would prevent between 40 and 100 incidents and save between \$1.4 million and \$3.6 million per year in risk abatement.

Shawmut Design and Construction has been working with Newmetrix (formerly known as Smartvid.io) since 2016, first by collecting imagery for safety compliance issues (wearing protective gear, working from heights, evidence of standing water, etc.). In 2019, Shawmut developed an AI-enabled predictive tool. As images were uploaded, they would be analyzed against other jobsites, and that analysis has formed the basis of weekly reports that identify 12 hot spots, about which Shawmut reaches out to its project teams. The risks identified could range from weather events to the number of people on a jobsite. Shawmut and its project teams then come up with responses. "I see this tool as being mostly observational; it's completely passive and most employees don't even know it's happening," says Shaun Carvehlo, Shawmut's Chief Safety Officer.

More recent uses of AI can be found at the AO-designed Mountain View Village in Riverton, Utah, which has a water feature that's controlled by a patented AI system supplied by Outside the Lines (OTL), whose CEO, Wick Zimmerman, says this was his company's first foray into AI. The touchless system uses machine learning principles to detect users' presence, position, and motion, and responds with displays of water, lights, and other effects. Zimmerman anticipates that future iterations of this system will be able to recognize movements of larger crowds—say, flash mobs—and create spontaneous, coordinated lighting and music effects.

Last November, two of Gilbane's project teams began piloting a large-language model that helps those teams retrieve construction documents "within seconds," says Benedict. The AE firm LEO A DALY is using Microsoft's Copilot Chat product (which is now embedded in Microsoft Teams) for summarizing meeting minutes and organizing those notes into bullet points. Using software from a startup, LEO A DALY is also leveraging AI for proposal writing, says Stephen Held, the firm's Vice President and Chief Information Officer.

Monthly Visits

251K

Monthly Visits



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March 05, 2024

🌐 ONLINE

GlobeSt (78-061)

globest.com/2024/03/05/cres-best-boss...

Monthly Visits

112K

Monthly Visits

GLOBEST.COM

March 05, 2024

CRE's Best Bosses of 2024

J. WICKHAM ZIMMERMAN



A civil engineer with a passion for business and law, J. Wickham Zimmerman co-founded Outside the Lines in 2007 and has led the firm's growth to its current position with projects in 16 states and several international markets. The firm creates rockwork and water features that are geologically realistic and fit into the local landscape. As CEO, Zimmerman guides OTL's vision and strategic direction while also overseeing the firm's business development, financial and operational systems. Under his leadership, OTL has been named one of the country's fastest-growing companies by Inc. four times in the past ten years, an accomplishment Zimmerman credits to his team. "Wick has an unusual capacity to run a closely coordinated, detail-oriented organization while maintaining the personal warmth that driven and creative people need in order to function at their best," says VP of administration Sarah Shores. "Part of our company culture at OTL is a powerful sense of pride and accomplishment that comes from being involved in the creation of unique and beautiful water features that serve as vital community touchpoints all over the country – and we owe it all to Wick's vision, technical expertise and management skills." Zimmerman fosters a company culture of respect and collaboration. "There's a sense at every level of the company that we're all in this together and that everyone's contribution matters, even if you're brand new to the team," says VP of engineering and pre-construction Tom Real. "In my experience, a lot of CEOs say that they have an open door policy, but the ones who actually follow through on that are pretty rare. Wick really means it – he's great about listening to people and incorporating their feedback, whether that's from the executive team or from our front-line employees."

**MCD July/August
2022 Page 38 (78-
000)**

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Dynamics

38 Medical Construction & Design | JULY/AUGUST 2022 | MCDMAG.COM

Medical Construction & Design Magazine © 2022



With potential new COVID-19 virus variants continuing to be a worldwide concern, finding ways to infuse serenity in healthcare settings, while promoting physical well-being has become increasingly challenging for those designing large hospital projects.

The ability to accomplish this task has grown in importance as concerns about physical and mental health in the built environment persist and the importance of creating tranquil spaces for patients, families and staff is more important than ever.

Enter water features. These amenities are both beautiful and functional — and they work well in today's hospital design projects, particularly when adapting to changing patient needs and expectations in the new normal.

The following are a few ways water features can elevate hospital design, promote well-being for everyone in the building and provide added value for healthcare stakeholders.

Benefit #1: Water features help patients relax and de-stress

Water features provide calming sounds, sights and sensations that soothe patients' worries, encouraging healing. In addition to delighting the senses, these amenities capitalize on humans' deep connection to water and its ability to quickly calm them and improve their mood.

Being close to water produces a reaction in people known as a "blue mind," a state where the brain releases mood-enhancing serotonin, which reduces blood lactate levels and lowers stress. In addition, water features are part of biophilic design, a growing trend of bringing the outdoors in.

This indicates water features can help patients heal faster — an outcome that aligns perfectly with every hospital's objectives.

Benefit #2: Indoor water features can work to create healthier buildings

The trend toward healthier buildings that began before the pandemic has only strengthened with the onset of COVID-19. Architects' and interior designers' focus on materials that don't produce off-gassing and maximize natural lighting has progressed to include building features that help eliminate the transmission of viral particles.

To that end, indoor water features are a perfect fit for hospitals, as they can improve building air quality. Negative ions, which cleanse the air and make it healthier to breathe, are released from these amenities when the water in them evaporates. In addition to reducing air pollution, this phenomenon also helps prevent viral spread — a chief concern at hospitals and all medical facilities.

WELLNESS GARDEN: HELIPHOTO.NET

Water features can also help keep patients, staff and visitors healthier by utilizing splash minimization techniques. For example, when my company Outside the Lines worked in partnership with AHBE Landscape Architects, Joma Design Studio, Frank Webb Architects, Ball-Nogues Studio and Hensel Phelps to build water features for a wellness garden at Cedars-Sinai Medical Center in Los Angeles, California, ensuring that no water was sprayed into the air from the fountains was paramount. The project team introduced a small bubbler nozzle into each round basin, creating a gentle ripple effect without water spray, which delivered a healthier environment.

Benefit #3: Water features can help promote sustainability

As climate change concerns ramp up and green initiatives become a rising focal point for businesses, healthcare organizations are striving for greater sustainability. Architects can help clients reach environmental goals by including water features with sustainability elements in hospital design.

To begin, many modern water features utilize sustainable design features that foster energy and water conservation. Rather than draining natural resources, water features can enhance a project's sustainability by harvesting HVAC condensate or rainwater, which also helps clean stormwater runoff.

Water features can also be designed and constructed to positively affect a hospital environment's microclimate. For instance, in hot, arid climates, courtyard water features help moderate outdoor temperatures through the effects of evaporative cooling. Fountains can take advantage of this effect indoors or, with a higher level of engineering, actually remove humidity from the air — either of which can help offset air conditioning use.

Amenities can also be tied into a building's cooling system or geothermal system to help moderate temperatures in an aesthetically pleasing manner. This produces solutions good for the environment and helps lower the long-term operating costs for these properties.

The result of including water features in hospital design is more ecologically sound buildings that conserve resources, decrease waste and lower costs, while having a positive impact on patients' health and wellness.

At a time when mental and physical health are at the forefront, amenities that support well-being are in demand. By encouraging patients to relax and de-stress, working to create healthier buildings and promoting sustainability, incorporating water features into hospital design enables architects to help stakeholders achieve many objectives well into the future.

Barry Caylor is vice president of business development for Outside the Lines, Inc.



Bisnow

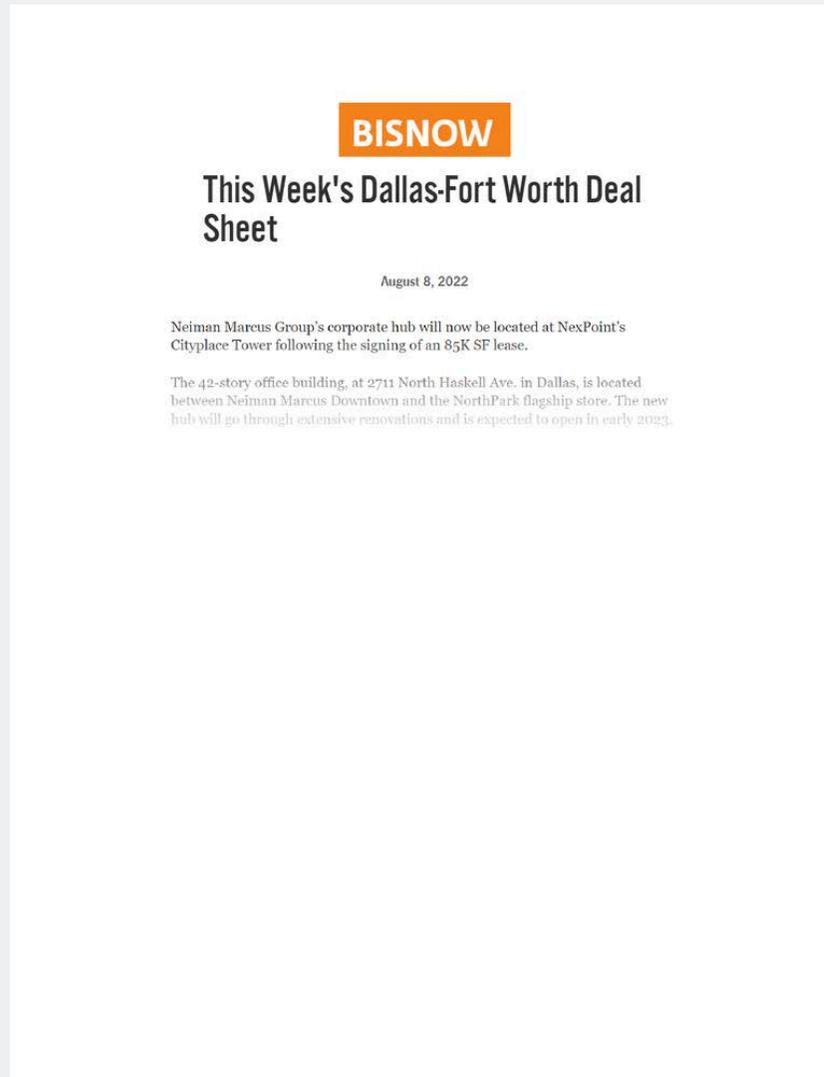
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Monthly Visits

250K

Monthly Visits



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August 19, 2022

ONLINE

The Orange County Register (78-000)

ocregister.com/2022/08/19/real-estate-ne...

THE ORANGE COUNTY REGISTER

Real estate news: Newport Beach firms launch 1,000-home community in Menifee

Construction of Legado is expected to be completed by the summer of 2026.



August 19, 2022

Menifee officials and two Newport Beach firms recently dug the first shovels into what will become Legado, a master-planned community with 1,000 new homes.

IHP Capital Partners and Newport Pacific Land traveled to the Inland Empire to break ground on the 330-acre community, which will also include the usual amenities such as a pool and rec center and a 13-acre public park with a community center and sports fields.



Monthly Visits

740K

Monthly Visits



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August 17, 2022

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Monthly Visits

1.77K

Monthly Visits



Retail Design Update: Attract Shoppers by Incorporating Water Features

AUGUST 17, 2022



In the wake of the pandemic's acute phase, brick-and-mortar retail is experiencing a resurgence.

As people return to the in-person experiences they have been missing for the last two years, many retail stakeholders are considering how to attract customers to their centers. And while an omnichannel strategy makes sense for today's retailers, bringing customers into the store is key; the 50% of adult shoppers who buy online and pickup in store (BOPIS) are likely to buy more products while picking up their order.

Part of the answer to drawing in shoppers lies in the design of these destinations. When retail design speaks to what shoppers are craving, both aesthetically and functionally, people are drawn to these centers and want to spend more time there—and ultimately more money.

Western Real Estate Business (78-02305)

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PROMOTING LONG-TERM SUSTAINABILITY IN WESTERN REAL ESTATE THROUGH WATER FEATURES

By Tom Real

Operating commercial real estate in a water-wise manner out West grows increasingly critical as drought conditions persist. In the post-pandemic era, property owners in this region are also tasked with seeking sustainable ways to repopulate buildings and attract tenants and customers, while keeping operating costs in check.

This may be a tall order, but water features can help. These types of amenities can add tremendous value to commercial properties, fostering long-term sustainability while lowering overall operating expenses.

Water Features can Conserve Water and Encourage Conservation

Commercial property owners out West can serve as environmental stewards by reducing water use and preventing the waste of this natural resource. While it may seem counterintuitive, water in commercial fountains is lost almost exclusively through evaporation and splash, both of which can be minimized through proper design.

Now, these amenities clearly need water to function, but the water is recirculated. This conservation practice was put to use at Waterfront Park in Downtown San Diego. Roughly 80,000 gallons of water for this public amenity is safely stored in an underground reservoir that is constantly filtered and recirculated. The result is a safe and sustainable city asset.

In fact, rather than using precious potable water, today's water features can function on alternative water sources like recycled water, reclaimed stormwater and HVAC condensate. Efforts like these also aid in conservation efforts.



Waterfront Park in Downtown San Diego utilizes about 80,000 gallons of water for its water features. The water is stored in an underground reservoir that's continually filtered and recirculated.

Despite common misperceptions, water features that are properly designed, engineered, constructed and maintained neither waste water nor utilize excess water to operate. The beautiful displays and backdrops created by these fountains can also encourage people who experience them to conserve water in their daily lives.

Water Features can Reduce the Load on Building Utilities in Warmer Climates

Air conditioning can drain building owners' electricity budgets, in addition to straining natural resources. Many Western markets reach high temperatures throughout the year, and it's no secret air conditioning costs can skyrocket in these markets.

This leaves building owners to search for ways to mitigate these expenses.

Atrium fountains and other interior water features can be integrated into part of a property's environmental system to reduce relative humidity within the interior space. This, in turn,

health, and detect leaks and other problematic conditions before they become costly and damaging.

Many of the water features we design and build can be managed off-site, thanks to systems that immediately alert operators if a parameter is out of specification or if a leak is detected. There are controls that shut off the fountain automatically should an emergency arise. This was crucial during the pandemic when a high number of building owners and operators were not physically at their properties. This feature kept these assets protected from damage and needless costs.

Programmable logic controllers, variable frequency drive pumps and LED lights also reduce energy use for the entire property. At the same time, they allow for greater control of the water feature and provide beautiful displays for tenants, guests and employees.

As the need for sustainability becomes ingrained into the commercial real estate industry, owners will continue to seek ways to reduce their property's impact on the environment — and ways to save costs. Water features can promote water conservation, decrease an HVAC load in warmer climates and minimize waste while preventing damage. In essence, they can help owners reach their sustainability goals while saving money on an ongoing basis.

Advanced Water Feature Technology can Circumvent Resources Waste and Reduce Costs

Today's technology allows stakeholders to control water features remotely, determine equipment



Real



The fountains at Waterfront Park have become a great amenity to the children and visitors of Downtown San Diego, who enjoy cooling off under its spray.



At night, the fountains provide a nice ambiance, emphasizing the park's natural features in an otherwise urban area.

Tom Real, Vice President of Engineering and Preconstruction, OTL in Anaheim, Calif.

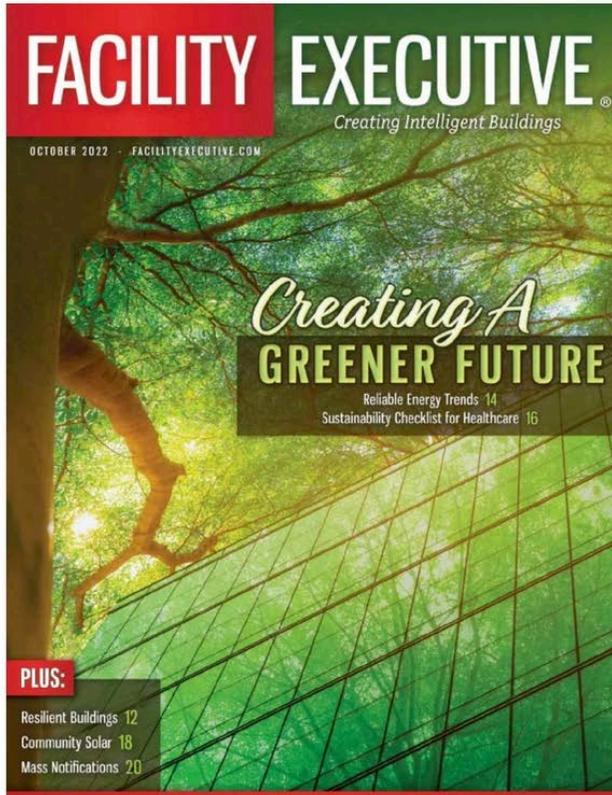
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251K

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Facility Executive (78-02218)

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Monthly Visits

251K

Monthly Visits

Green Operations And Water Features

These features can facilitate water conservation and sustainable operations.

By Tom Real

Today's commercial property owners and operators are heavily focused on sustainability initiatives, and for good reason. As tenants and investors grow increasingly concerned about rising energy cost and environmental impact, they are expecting stakeholders, in the buildings where they lease space and place capital, to become stewards of the environment.

In turn, these stakeholders are developing ESG mission statements that reflect their commitment to sustainability. As they seek ways to reduce, reuse, and recycle resources in their building operations, many facility executives are discovering how water features can assist in these efforts.

Here are a few ways that water features can help stakeholders achieve their unique sustainability goals.

1. Water features can work with building systems to reduce energy use and costs.

Integrating outdoor fountains into a building's environmental system enables the water system to serve as a heatsink or a cooling tower for the HVAC system. A chilled body of water creates a passive heat exchange that dramatically reduces the need for cooling electricity use, benefiting the property's environment and lowering energy costs. Similarly, a cascading water feature can act with a cooling tower effect, providing cooling to supplement traditional air conditioning.

Also, interior fountains and other water features can be designed to reduce humidity inside a building, therefore reducing the load on the HVAC system. This is what is referred to as a direct system, and can either work by utilizing chilled water or liquid desiccants.

In fact, by controlling humidity in this manner, facility managers can set air conditioning to run at a higher temperature while keeping everyone inside the building



PHOTO: SHUTTERSTOCK



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October 21, 2022

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105K

Monthly Visits



How to Boost Commercial Office Value Using Water Features

October 21, 2022

Commercial building owners and operators have been struggling to maintain or add value to their properties since the start of the COVID-19 pandemic.

With many companies adopting work-from-home and eventually hybrid office scenarios — some indefinitely — the role of commercial office space has shifted, leaving the sector challenged to redefine itself in the new normal. Consequently, office stakeholders have been striving to provide what companies and their teams can't get from remote work. In the process, they are seeking amenities that draw people back to the workplace and help reestablish office properties as essential to business life.

As a design-build construction company specializing in creating one-of-a-kind water features for nearly two decades, our firm has delivered exceptional fountains that distinguish office properties from their competitors. Following are some of the ways we have observed water features adding significant value to these assets while helping firms incentivize their employees to return to the office in the post-COVID era.



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November 11, 2022



Welcome Back: How Water Features are Helping Office Stakeholders Repopulate the Workplace

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As businesses are returning to the office post-pandemic, office real estate owners are using creative methods to welcome tenants and employees back to the workplace. The implementation of water features at these locations is enabling stakeholders to realize the unique ways these amenities are enhancing their properties. Outside the Lines (OTL), a design-build construction company that specializes in creating water features, has spearheaded the design and construction of fountains that distinguish office properties. We spoke with Sarah Shores, office manager of OTL, about how water features add value to office assets and can help office owners and tenants repopulate the workplace in the post-pandemic era.

Monthly Visits

45.9K

Monthly Visits



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Malls Can Still 'Change' In Time for the Holidays

October 11, 2022

September created an opportunity for malls to take a significant step forward, with signs that some of the economic headwinds were dissipating, according to a report this week from Placer.ai.

However, there is still ground to make up, the data analyst firm said, as visits to malls of various types showcase "resiliency."

During September, visits were down 0.9% at indoor malls compared to 2021, and they were down 1.8% at OALCs and down 4.5% at outlet malls.

For indoor and outlet malls, those figures are improvements compared to July and August.

"But gaps remain," according to the report. "While the numbers aren't bad compared to last year, comparing them to 2019 leaves a lot to be desired."

Placer.ai reported that during September, visits were down 10.1% at indoor malls, 10.2% at OALCs, and down 11.3% at outlet malls, compared to 2019.

A Week in Sept Indicates Optimism

But traffic is improving, lately. A look at the weekly data shows visits ticking up as of the week of Sept. 19.

Compared to the previous week, visits then were up 2.6% at indoor malls, 1.7% at OALCs, and 2.5% at outlet malls — a good sign as the holiday season approaches.

Monthly Visits

160K

Monthly Visits



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October 14, 2022

🌐 ONLINE

The Orange County Register (78-000)

ocregister.com/2022/10/14/real-estate-ne...

THE ORANGE COUNTY REGISTER

Real estate news: 48-unit apartment complex in Costa Mesa sells for \$18.5 million



October 14, 2022

A 53-year-old apartment complex in Costa Mesa has sold to a private investor for \$18.5 million, according to CBRE.

The seller was unidentified. The buyer was identified as an all-cash 1031-exchange buyer, who also lives in Orange County. CBRE represented both.

CBRE's Dan Blackwell said this was the first time the four-building, 48-unit Avocado Street Apartments had been on the market in 40 years.

"We generated five qualified offers for this desirable low-density, garden-style multifamily asset that also offered investors a value-add opportunity," Blackwell said. "Our team was able to source a qualified buyer who opened escrow non-contingent and closed at a sale price representing \$385,416 per unit or \$512 per square foot. The selling cap rate was 2.77%."

Monthly Visits

740K

Monthly Visits



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alex-donedeals.blogspot.com/2022/10/co...

Done Deals

Friday, October 14, 2022

Construction of world's tallest interactive water fountain completed at Klyde Warren Park in Dallas, TX



DALLAS, TX (OCTOBER 10, 2022) – [Outside the Lines](#) (OTL), a design-build construction company that specializes in creating one-of-a-kind water features, fountains, rockwork and themed environments, in conjunction with the [City of Dallas](#) and [Woodall Rodgers Park Foundation](#), has announced the completion of the Nancy Best Fountain, an interactive water fountain at [Klyde Warren Park](#), located at 2012 Woodall Rodgers Freeway in Dallas, TX.

Monthly Visits

481

Monthly Visits