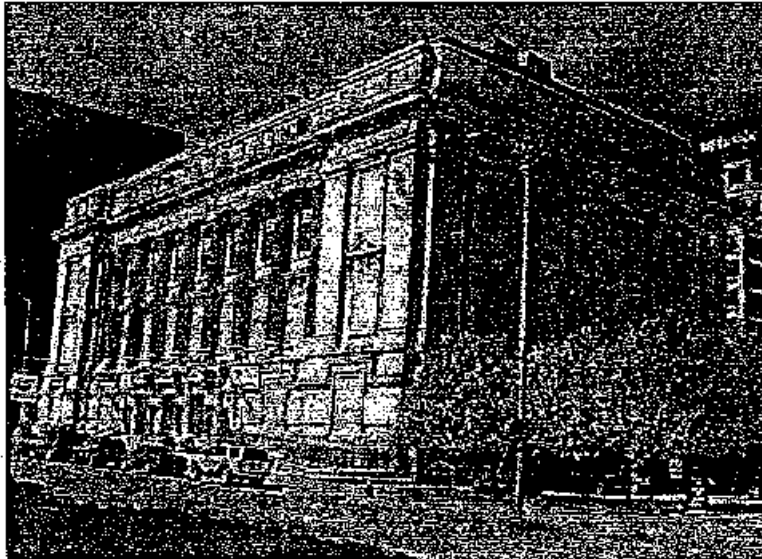




Mansur Real Estate Services, Inc.

**BROWNING
DAY MULLINS
DIERDORF
ARCHITECTS**

202 N. ALABAMA



Response to Request for Information

Prepared for

City of
Indianapolis
Gregory A. Ballard, Mayor



October 30, 2009

By

Mansur Real Estate Services, Inc.
Browning Day Mullins Dierdorf

The logo for Mansur Real Estate Services, Inc. features the word "MANSUR" in a bold, serif font, centered within a dark square.

Mansur Real Estate Services, Inc.

October 30, 2009

Mr. Paul F. Smith
City of Indianapolis – Real Estate Division
200 E. Washington Street, Suite 2301
Indianapolis, IN 46204

Dear Mr. Smith,

This letter is in response to the Request for Information ('RFI') issued by the City of Indianapolis – Real Estate Division regarding the property at 202 North Alabama Street and the State owned parking lot immediately to its north. Our team includes Mansur Real Estate Services and Browning Day Mullins Dierdorf Architects. Mansur has been involved in urban redevelopment since 1982 and has the largest body of work in historic renovation of any other developer in the State. Browning Day has extensive experience in historic presentation design work in retail, office, hospitality, education and public facilities.

As neighbors and owners of the property across Alabama Street (255 N. Alabama Street) Mansur is very much aware of the building's historic and architectural significance and would like very much to be part of a redevelopment solution that makes a positive contribution to our neighborhood. We have examined the objectives listed in the RFI and have incorporated them into our approach to this challenge.

The information which follows address those topics outlined in the RFI and provide information regarding the similar projects in which our team has been involved.

Sincerely,

A handwritten signature in black ink, appearing to read "Cornelius M. Alig", is written over a horizontal line.

Cornelius M. Alig

cc: Craig Mullins, Browning Day Mullins Dierdorf

RESPONSE TO REQUEST FOR INFORMATION

I. **Strategic Approach:** How could the City structure this partnership or program to meet its goals?

The involvement of the City of Indianapolis, the MDC and the Department of Metropolitan Development staff will be critical to the ability to deliver a suitable reuse for the subject property. This involvement could be in the form of, but not limited to, the following:

- *Assistance to structure the acquisition of property to a newly formed entity with the capacity to garner funding from multiple sources.*
- *Willingness to work with the State Historic Preservation and IHPC Director to seek approval for a certified historic renovation to secure Historic Tax Credits.*
- *Provide guidance to find a source to sponsor some portion of the predevelopment project costs if required*
- *Ability to interface with decision makers regarding potential municipal or public users for a portion of the property.*
- *Willingness to evaluate and formulate tax exempt finance models which may be required to complete the project.*

II. **Staff Experience:** Reference information from similar projects that were previously operated or formed by the Vendor/Partner. Names of organizations and individuals who will be included on the project team.

Mansur Real Estate Services, Inc. ("Mansur") has been active in the redevelopment of historic properties for 28 years. Many of our projects have been in downtown Indianapolis and several are within a block of the City Hall site. (See attached information on Mansur projects)

Browning Day Mullins Dierdorf has significant experience with historic renovations as can be demonstrated in their work downtown as well. Most notably are Union Station and the Circle Centre Mall. (See attached information on Browning Day Mullins Dierdorf projects)

Lee Alig from Mansur and Craig Mullins would lead the team, assigning specific project members as the parameters are identified.

III. **Ideas:** How would you recommend the City utilize, redevelop the subject asset to best satisfy the objective set forth above?

Our team believes the property is best suited for public office and/or education use. While the gross square footage is over 75,000 square feet, the actual useable area is only 45,574 square feet. The common space within the building is a major challenge for conventional office development and leasing. Reopening windows that were blocked in the 1960's would present an opportunity for a wider range of use. The project would be evaluated for sustainability and ultimately determine what level of LEED certification to pursue.

Our concept embraces the idea that the City Hall structure still needs to be a 'public place'. Office space that accommodates the needs of the City's Government Center by providing courts and related office space. Additionally, we believe educational uses that could allow for a shared multi purpose areas that would build on existing schools and advanced degree programs already in the area.

- IV. **Value Added Benefits:** The City asks Vendor/Partners to demonstrate creativity and innovation by outlining their visions of how the proposed plan provides value-added benefits to the City which are not otherwise specifically set forth in this RFI.

The idea of a Business and/or Education Center in the immediate downtown promotes and strengthens the neighborhood in many ways. The current facility can support as many as 300-400 people on a daily basis and more could be accommodated on the State owned site with additional development. The impact would be felt by many support businesses including the City Market and the Massachusetts Avenue District.

- V. **Financial Structure:** The City asks Vendor/Partners to provide their approach to internal and external financing of the redevelopment of the project (City dollars, tax credits, etc.).

The finance structure for the redevelopment will be a significant challenge due to current lending conditions in the market. Assuming we can meet the threshold requirements regarding ownership and use, one possible finance structure would be a tax exempt debt facility with a tax credit equity partner. It will be necessary to explore a number of concepts which will provide the greatest opportunity to leverage the credit of the proposed tenants for the space.

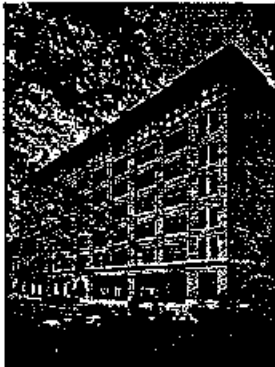
- VI. **State-Owned Parking Lot:** Please note that the adjacent parking lot owned by the State of Indiana may be available under a separate agreement with the State of Indiana. The State will independently consider any proposal that incorporates the use of that lot. TO the extent possible, please separately propose use and consideration elements with respect to the lot.

In conjunction with the redevelopment of the City Hall site, our Redevelopment Strategy would require an ownership or long term lease for the State owned lot. Initially we would propose a complete reconfiguration of the lot to allow permeable paving and landscaping with the understanding that the later phase of the project could involve a new structure with incorporated parking on this site.

MANSUR

Mansur Real Estate Services, Inc.

COMMERCIAL DEVELOPMENTS



*Century Building
Indianapolis, Indiana*

Built in 1901, the eight-story Century Building encompasses 150,000 square feet of office and retail space. In 1983, Mansur completed a renovation of the building. This project helped kick off the renaissance of the city's historic Wholesale District downtown. Now listed on the National Register of Historic Places, the Century Building combines historic architecture with a contemporary skylight atrium featuring a 40-foot waterwall. The total project cost was \$10 million.



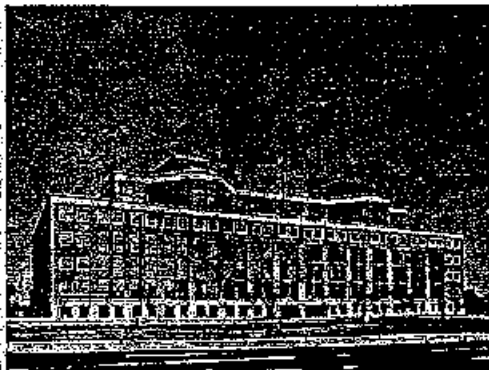
*Lockerbie Marketplace
Indianapolis, Indiana*

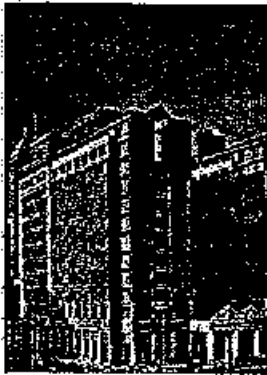
According to city leaders, Lockerbie Marketplace, comprising of over 180,000 square feet occupying an entire city block, has played a vital role in the city's campaign to attract people to live in downtown Indianapolis. The development of this mixed-use project involved total renovation of the former downtown Sears department store built in 1929, plus complete renovation combined with new construction of three additional structures. Upon completion in 1987, the downtown area gained a much needed grocery and convenience shopping complex, combined with more than 100,000 square feet of office space. The total project cost was \$20 million.



*Farm Bureau Insurance
Indianapolis, Indiana*

In 1992, Mansur completed the redevelopment of a former rubber factory building, originally constructed in 1920, into corporate headquarters. The existing five-floor structure was gutted. Two additional floors, all new mechanical and electrical systems, elevators, exterior skin, and landscaping were added. The new structure, located on nine and one-half downtown acres, encompasses more than 470,000 square feet. A two-level concrete parking structure and surface parking areas accommodate 800 vehicles. The total project cost was \$51 million.





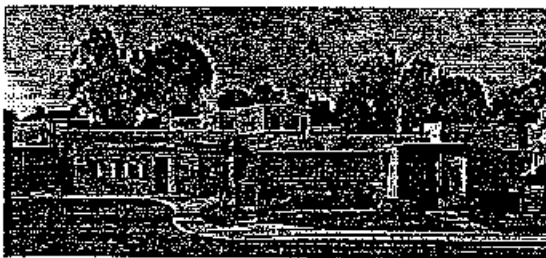
Omni Severin Hotel
Indianapolis, Indiana

Opened in January of 1990 with 423 rooms and 16,000 square feet of meeting space, the Omni Severin is the city's fourth largest hotel, and the largest privately financed hotel in downtown Indianapolis' history. Mansur combined extensive restoration and renovation with innovative expansion -- doubling the size of the hotel -- to make a hotel built in 1913, competitive in today's market. New construction includes a new entrance across from Union Station, a two-story atrium lobby with a 20-foot waterfall, twin room towers, and bi-level penthouse suites offering walkout balconies, and spiral staircases. The historic lobby includes restored high-arched windows, marble staircases and cast-iron railings. The original project cost was \$40 million. The hotel is presently undergoing a \$4.2 million renovation of the lobbies, hallways and business traveler rooms.



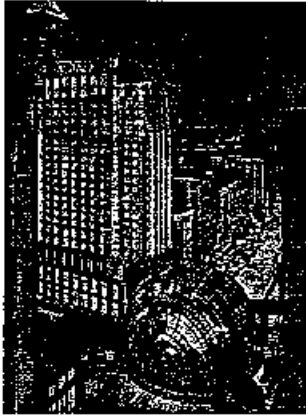
Lockerbie Commons
Indianapolis, Indiana

Lockerbie Commons is a mixed-use commercial project located on a quarter block at the southeast corner of Alabama Street and New York Street. The development consists of two historical structures, the Indianapolis Firehouse and the Municipal Garage totalling over 60,000 s.f. The buildings include various retail and office uses in addition to 93 indoor parking spaces. Total cost of the project is approximately \$3,700,000.



Raphael Health Center
Indianapolis, Indiana

Raphael Health Center included the renovation of an existing 3,400 square foot community health facility along with a 10,570 square foot addition. Raphael Health Center is a not-for-profit community health care organization established as an outgrowth of the adjacent Tabernacle Presbyterian Church in an effort to provide affordable medical services to a low-income and distressed neighborhood. Mansur served as the co-developer and construction manager of this initiative. The completed facility includes separate medical units for Obstetric Medicine, Adult Medicine, Pediatric Medicine, and Dental Care which will total 18 exam rooms and three dental operatories in addition to a waiting area to accommodate 60 visitors. One of the project's goals was to create a design which preserves the architectural character of the existing building while complementing the surrounding urban neighborhood, which was achieved through the use of ashler stone, brick, and limestone accents. The total project cost was approximately



*Conrad Hotel
Indianapolis, Indiana*

The Conrad is a 23 story development connected to the Circle Centre Mall through the Indianapolis Artsgarden. Included in this \$93,000,000 structure is the 243 room Conrad Hotel and 18 condominiums. Conrad is the luxury brand of the Hilton organization which expects to open the facility in Spring 2006. The condominiums will occupy the top six floors and will be served by amenities provided by the hotel. Parking is integrated into floors 306 and the lower level.

*Herron High School
Indianapolis, Indiana*



In 2005, the Herron School of Art vacated its 3 1/2 acre campus at 16th and Pennsylvania Streets for a new building on the IUPUI campus. The City of Indianapolis acquired the property from IUPUI and selected Mansur Real Estate Services, Inc. in Fall 2005 to redevelop the site. The redevelopment plan included reuse of three historic buildings, with two of the buildings to be used for educational purposes and one building reused for new condominiums. Additional residential development including new live/work townhomes and new single family homes would also be constructed on the site. However, the centerpiece of the redevelopment was the adaptive reuse of the three-story, 35,000 square foot Herron Museum Building, built in 1906, for a public charter high school – Herron High School. Herron High School emerged through a neighborhood-led process in 2004-2005. Leaders desired a new downtown high school, carefully crafted to serve a growing creative class community and the existing underserved. The project utilized several unique financing mechanisms, including the use of federal historic tax credits, predevelopment grants, and loan guarantees.

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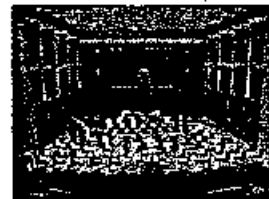
PRESERVATION/ADAPTIVE REUSE

OFFICE/CIVIC

- 626 North Illinois Street, BDMD Architects Headquarters
- Business First Building
- Emelie Building
- Faris Building, Phase I
- Stewart Center
- Station Place
- Hamilton County Courthouse/Square
- Indiana State Library and Historical Building (1)
- Hilbert Circle Theatre (2)



1



2

HOUSING

- Meridian Lofts
- Athletic Club Condos
- The Athena Center
- Lebanon Senior Housing
- Lockerbie Court Apartments
- Martens Apartments
- Turnverein Apartments (3)



3

HOTEL

- Homewood Suites
- Canterbury Hotel
- 1 Holiday Inn at Crown Plaza (Historic Union Station) (4)
- The Kendall Inn, Fort Benjamin Harrison (5)
- The Hampton Inn - Historic Chesapeake Building



4

ACADEMIC

- Ball Gymnasium, Ball State University
- Fine Arts Building, Ball State University
- Sidney and Lois Eskenazi Hall - Herron School of Art & Design, IUPUI
- Lilly Library, Wabash College



5

FACADE PRESERVATION/CIRCLE CENTRE MALL (6)

- Darmody Building Facade
- Vajen Block Building Facade
- Griffith Building Facade
- Rink Building Facade
- House of Crane Facade
- Rost Jewellers Building Facade
- P.W. Jackson Facade
- Rothschild Building Facade

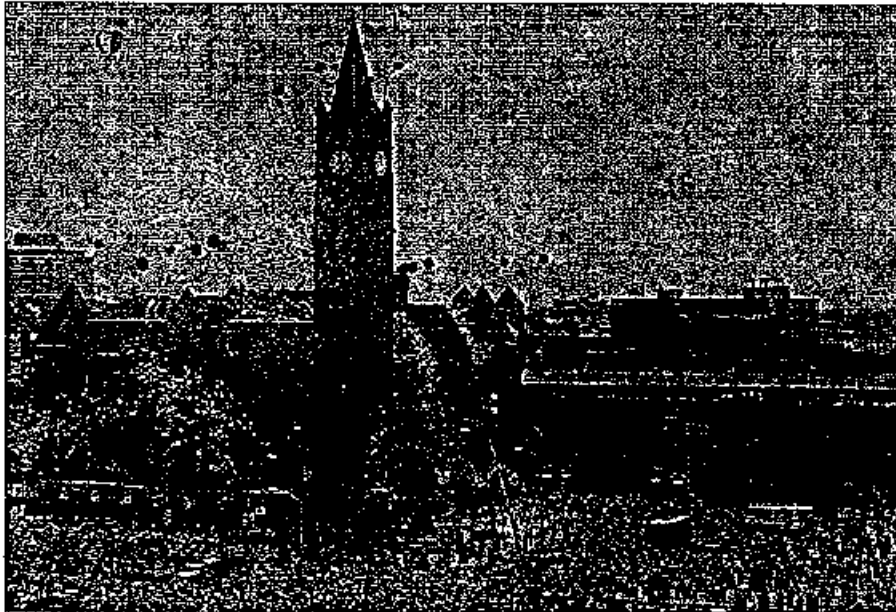


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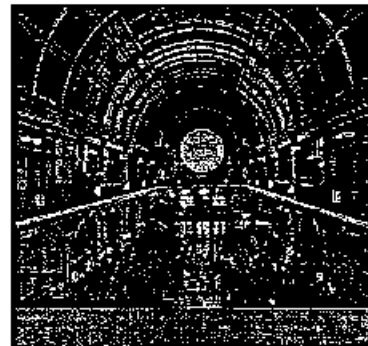
UNION STATION

RESTORATION/ADAPTIVE REUSE

Indianapo'is, Indiana



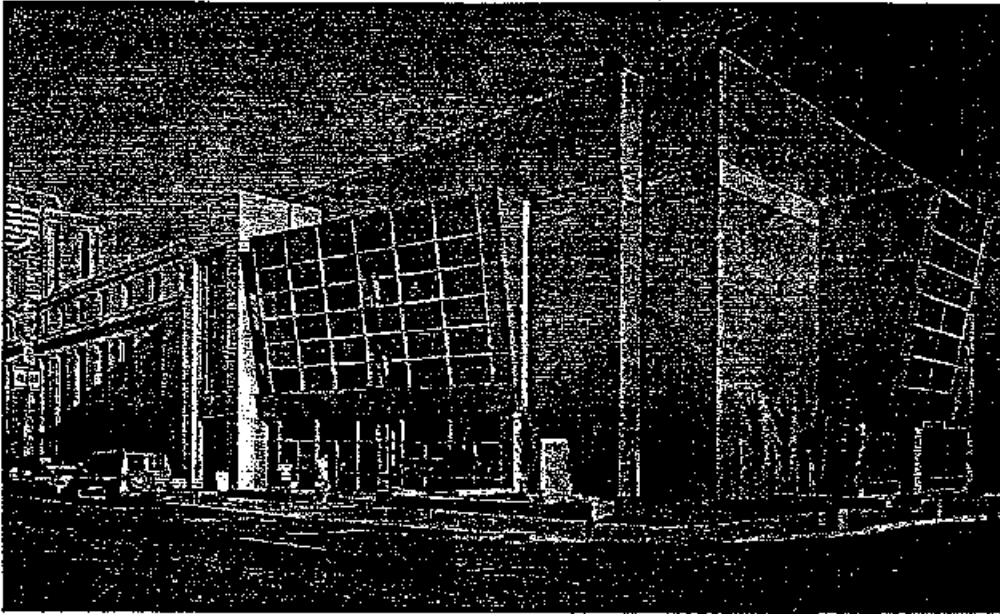
This project successfully integrated the historic environment of Union Station with modern functions. This large development comprised an 1880s passenger station and its adjoining train shed, which together total 750,000 square feet. The passenger station, one of the finest examples of Romanesque architecture in the country, was restored to its original appearance with the use of resplendent color, and it was a brilliant setting for restaurants. The long train sheds were restored to integrate 60 unique shops, 30 food vendors, several exciting nightclubs and a 275-room hotel. The hotel design allows visitors to sleep in rail cars that have been carefully transformed into suites. This adaptive reuse was designed according to the Department of Interior-National Park Service's Guidelines for Historic Preservation.



INDIANA STATE LIBRARY AND HISTORICAL BUILDING

RENOVATION AND ADDITION

Indianapolis, Indiana



The historic Indiana State Library, built in 1933, sits on the campus of the Indiana State Capitol and Government Center Complex. Although the library was expanded in 1977, the new construction was not fully integrated with the original building. In 1999, Browning Day Mullins Dierdorf Architects was commissioned to design a complete renovation of the facility. The library's exterior was unified by redesigning the 1933 building's entry plaza and designing a new facade for the 1977 building. On the inside, a grand public hall was added to connect the two structures. Interior spaces have been reorganized, positioning highly utilized departments on the lowest levels. State-of-the-art library technologies are incorporated seamlessly with grand historic rooms to meet the needs of a 21st-century library. This adaptive reuse was designed according to the Department of Interior-National Park Service's Guidelines for Historic Preservation.