ULI Fall Meeting Panel – Joint Development of Mixed-Use Projects
Why joint development?
Why joint development?

What makes a good project?
- Why joint development?
- What makes a good project?
- What makes a good development partner on each side?
- Why joint development?
- What makes a good project?
- What makes a good development partner on each side?
- What are ways that the financial partnership can be structured?
- Why joint development?
- What makes a good project?
- What makes a good development partner on each side?
- What are ways that the financial partnership can be structured?
- What are the options for the development process and for long-term operations?
## Level of Effort by Project Phase

<table>
<thead>
<tr>
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<th>RETAIL DEVELOPER</th>
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| Pursuit and Due Diligence | High                  | High             | Who is executing the PSA with Seller?  
How will costs be shared?  
What if only one party wants to proceed? |
| Pre-Development        | High                  | Medium           | Who will purchase the property?  
How will costs be shared?  
What if only one party wants to proceed? |
| Construction           | High                  | Low              | What is the delivery condition for retail?  
Who bears the risk of cost over-runs?  
What if one party fails to perform? |
| Operation              | High                  | High             | Define ownership parcels and common areas  
Which costs are shared and how?  
Who is responsible for shared areas? |
THANK YOU