ULI Fall Meeting Panel –

Regency Centers.

Joint Development of Mixed-Use Projects









- Why joint development?
- What makes a good project?
- What makes a good development partner on each side?





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- 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?

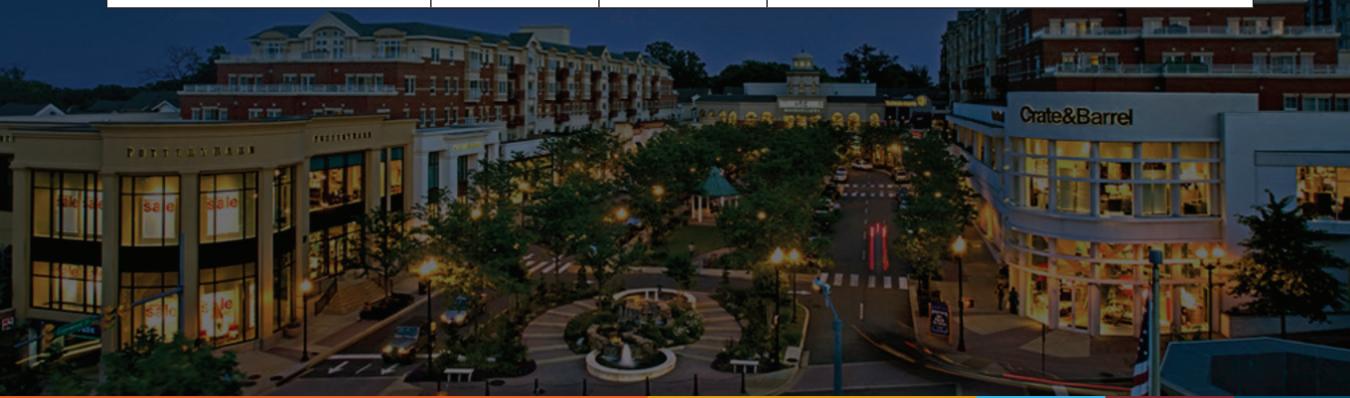


PROJECT PHASE	RESIDENTIAL DEVELOPER	RETAIL DEVELOPER	DECISIONS THINGS TO CONSIDER
Pursuit and Due Diligence	High	High	Who is executing the PSA with Seller? How will costs be shared? What if only one party wants to proceed?





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Pre-Development	High	Medium	Who will purchase the property? How will costs be shared? What if only one party wants to proceed?



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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?





RESIDENTIAL DEVELOPER	RETAIL DEVELOPER	DECISIONS THINGS TO CONSIDER
High	High	Who is executing the PSA with Seller? How will costs be shared? What if only one party wants to proceed?
High	Medium	Who will purchase the property? How will costs be shared? What if only one party wants to proceed?
High	Low	What is the delivery condition for retail? Who bears the risk of cost over-runs? What if one party fails to perform?
High	High	Define ownership parcels and common area Which costs are shared and how? Who is responsible for shared areas?
	High High	High High High Low



THANK YOU

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