

# **Requested Amendments Red Bird Mall Redevelopment Project**

**Economic Development  
Committee  
May 4, 2020**

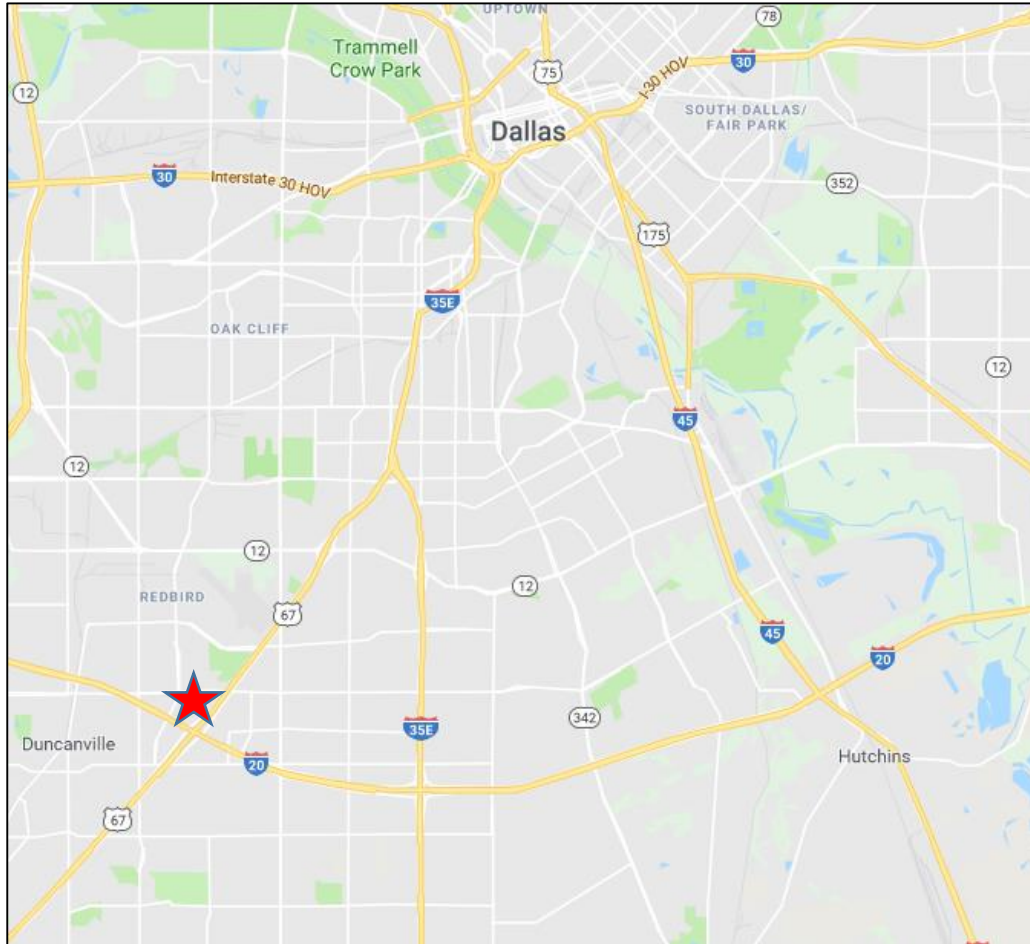
**Kevin Spath, AICP, HDFP, EDFP  
Assistant Director  
Office of Economic Development**



# Presentation Overview

- Background
  - Project History
  - Requested Amendments
  - Staff Recommendation
  - Next Steps
- 
- Appendix

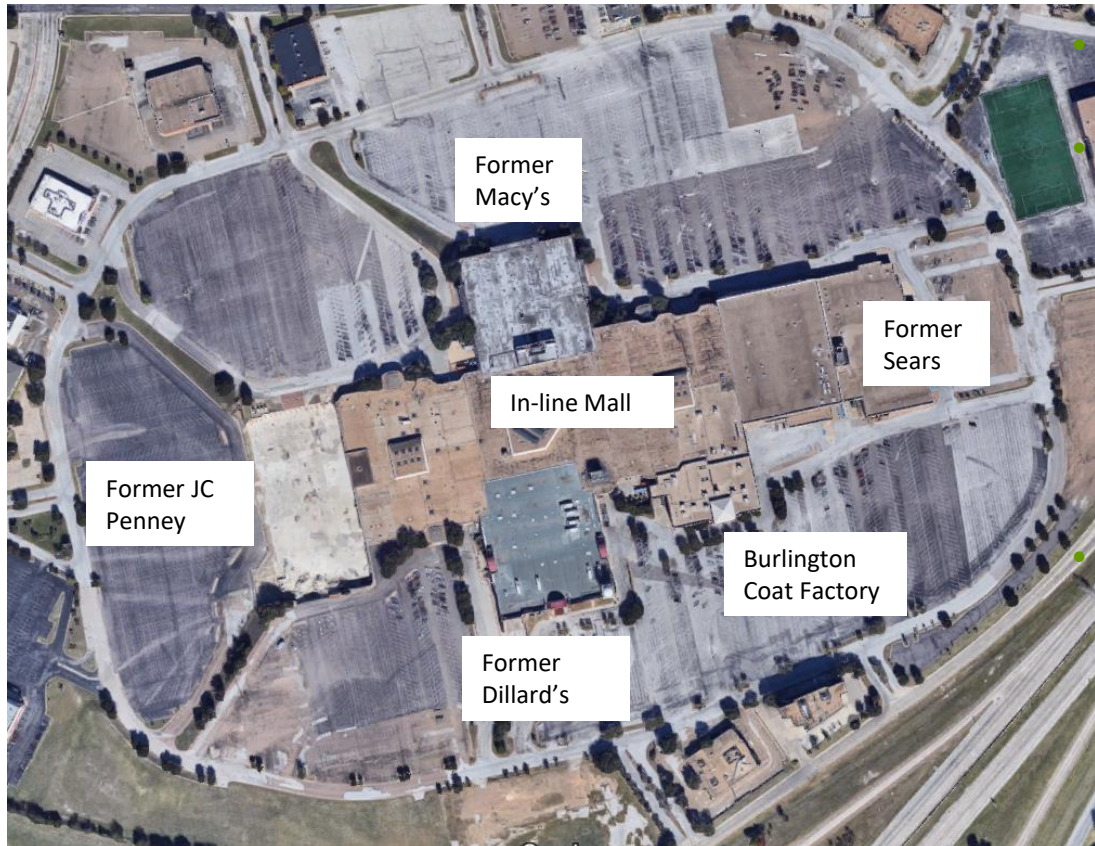
# Background



- Located at the northwest corner of US Highway 67 and Interstate 20
- Built in 1975 by DeBartolo Company as Redbird Mall
- Approximately 950,000 SF buildings on 90 acres
- Renamed Southwest Center Mall in 2001 in effort to rebrand facility

# Background

Mall comprised of the in-line mall building and five anchors



## **Occupied anchors:**

- Burlington Coat Factory

## **Vacant anchors:**

- Sears (vacated 2019)
- Former JC Penney (vacated 2001; demolished 2012)
- Former Dillard's (vacated 2006)
- Former Macy's (vacated 2017)

## **In-line portion of mall:**

- 341,251 building square feet
- Approximately 65% occupied in 2018



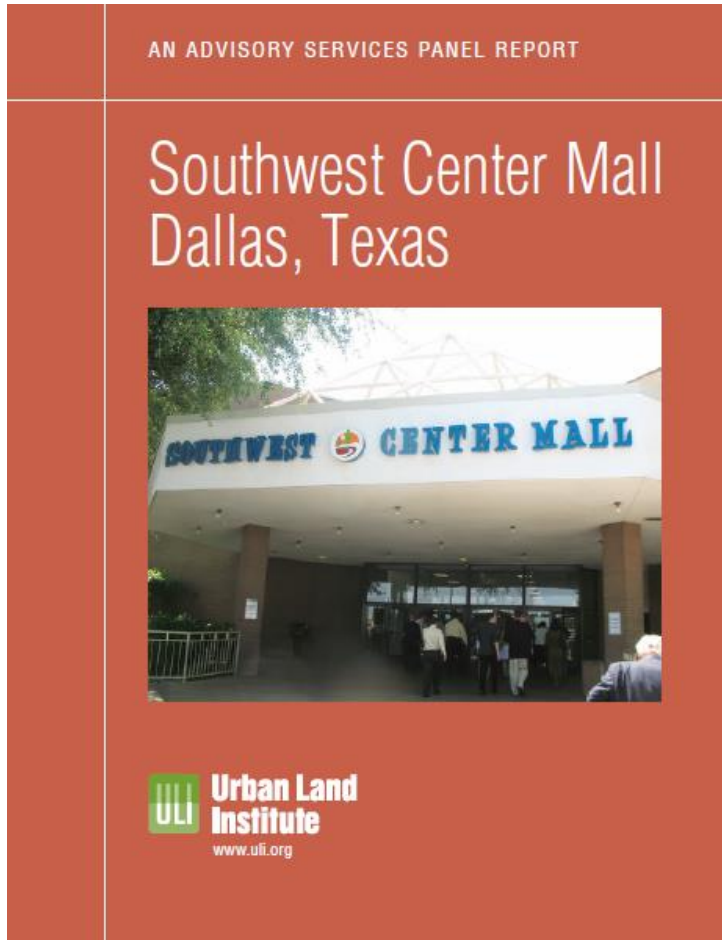
# Background

Existing conditions in the recent past:

- Vacant land and buildings
- Deteriorated site and structures
- Lack of green space
- Inadequate sidewalk & street layout



# Background



- In 2009 the Mayor's Southern Dallas Task Force (Southwest Oak Cliff Work Team) identified redevelopment of the mall as their top priority.
- An Advisory Services Panel from Urban Land Institute (ULI) spent five days in Dallas examining the mall, and issued a written report in October 2009 finding three main issues:
  - **WEAK MARKET:** The market is too weak to justify private investment without public investment.
  - **DIVIDED OWNERSHIP:** Fragmented site ownership makes redevelopment challenging.
  - **LACK OF VISION:** There is no clear vision or comprehensive redevelopment plan for the area.

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# Background

- The ULI Panel recommended that the City take the following actions:
  1. Play an active role in recruitment of investors/developers.
  2. Play an active role in land assembly to consolidate ownership and gain control of the site.
  3. Assure existing anchors of City's interest in site redevelopment.
  4. Establish a TIF district to support public investment in site redevelopment.
  5. Articulate a community-based vision and redevelopment plan.

# Background

In the years following the ULI study, the City took a number of actions, including:

- City negotiated an option to purchase former JCPenney building to avoid undesirable “flea market” use.
- Mayor Rawlings launched GrowSouth Initiative in 2012, representing a comprehensive strategy for economic development in southern Dallas, with the RedBird Mall area identified as a core investment area.
- City created Mall Area Redevelopment TIF District in 2014, which signaled a critical step in the process of attracting viable development partners, stimulating private investment, and leveraging other capital sources.
- City took an active role in recruitment of investors/developers.
- City took an active role in land assembly to consolidate ownership and gain control of the site.

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# Project History

- In late 2015, there was an opportunity to begin to consolidate the fragmented property ownership when a portion of the mall was put up for auction by the previous owner, and the City began negotiating a possible public/private partnership with Peter Brodsky as the prospective bidder.
- Peter Brodsky won the bid, risking significant personal capital to purchase a substantial portion of the mall.
- In January 2016, City Council authorized a Chapter 380 grant agreement in the amount of \$2.4 million to assist with property assembly/acquisition and to jumpstart redevelopment of the mall (in exchange for \$15 million private investment and secured by a performance deed of trust on collateral property--the former Dillard's and former JC Penney properties).

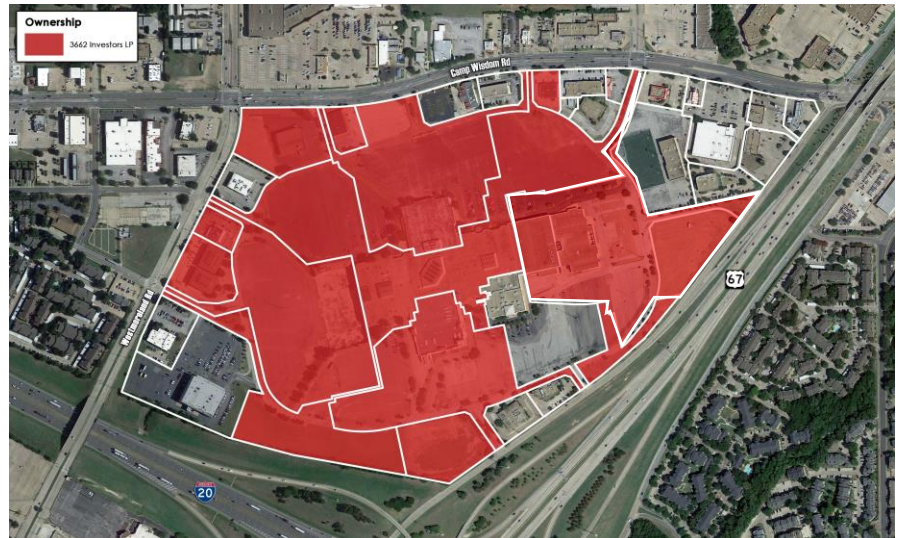
# Project History

Prior to 2015



Ownership fragmentation

Since 2015



Ownership consolidation

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# Project History

Between 2016-2018, the Developer:

- acquired and assembled more properties
- analyzed market feasibility
- explored preliminary redevelopment concepts and configurations
- conducted extensive community engagement
- assembled an experienced development team
- completed engineering studies and cost estimates
- negotiated with existing anchors and tenants and marketed the development to prospective new tenants (grocers, hotels, apartment developers, office users, retailers, restaurants)
- rebranded the mall as Red Bird



November 2017 groundbreaking for the development of a new Starbucks Community Cafe

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# Project History

- In late 2017, the Developer came forward with a proposed project (Reimagine RedBird) to update the mall into a more contemporary and relevant mixed-use development with high-quality options for shopping, dining, living, and entertainment for southern Dallas citizens.
- Plans included renovations and repurposing some of the existing mall structure into:
  - Class A office space
  - medical offices
  - retail
- Plans also included:
  - new construction of new retail, restaurant, and entertainment options
  - establishment of a new 1-acre green space
  - preparation of sites for sale to apartment and hotel developers

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# Project History



SCOPE SUMMARY PACKAGE  
NOVEMBER 2017

OMNIPLAN

REDBIRD RENOVATION

ENTRY NO. 3

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SCOPE SUMMARY PACKAGE  
NOVEMBER 2017

OMNIPLAN

REDBIRD RENOVATION

ENTRY NO. 2

16

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*Economic and Neighborhood Vitality*



# Project History

In June 2018, City Council authorized the following to support the Project:

- 1) conditional grant agreement for \$10 million (2006; 2012; 2017 GO bond funds)
- 2) 15-year interest-only loan agreement for \$12 million (Public/Private Partnership Fund)
- 3) development agreement for \$15.6 million in tax increment funding from the Mall Area Redevelopment TIF District
- 4) an assignment of all tax increment payable under the development agreement back to the City of Dallas
- 5) an amendment to the 2016 Chapter 380 grant agreement to extend all dates in the agreement by 18 months
- 6) a loan payment guarantee agreement from the parent company controlled by Brodsky family

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# Project History

- In February 2019, all of the agreements were executed
- In March 2019, the City and the community celebrated a groundbreaking event for Reimagine RedBird



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# Project History

In January 2020, City Council authorized:

- 1) a New Markets Tax Credit transaction between the Dallas Development Fund, Capital One, and Developer for improvements within the Red Bird Mall Redevelopment Project (to generate approximately \$2.8 million in outside equity)
- 2) a second amendment to the 2016 Chapter 380 Grant Agreement, a first amendment to the TIF/Chapter 380 Agreement, and amendments or execution of any other documents necessary to:
  - (A) release the property owned by OMRB LLC (being the Foot Locker) and the property owned by OMRB II LLC (being the Lawn) from the lien Deed of Trust and the indebtedness evidenced by the City's 15-year interest-only loan;
  - (B) specifically remove the condition of the disbursement of the second loan installment that all 2017 general obligation bond funds be fully disbursed and expended by Developer and allow the second loan installment to be disbursed on or before January 31, 2020;
  - (C) increase the Developer's required total minimum investment for the Project by \$1,000,000 from \$115,000,000 to \$116,000,000 as consideration for (A) and (B); and
  - (D) make such other modifications which may be necessary to effectuate the foregoing amendments.

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# Project History – Progress

## Capital Sources (as of March 23, 2020)

### Private Equity

- approximately \$25 million from Peter Brodsky family and other investors (including New Markets Tax Credit investors)

### Private Debt (mezzanine and senior)

- approximately \$40 million

### Public

- \$2.4 million City grant in 2016
- \$10 million City grant in 2018
- \$12 million City loan in 2018

## Capital Uses (as of March 23, 2020)

- approximately \$28.3 million in property acquisitions
- approximately \$25 million in soft costs and hard construction costs associated with the Infrastructure Work as well as tenant improvement allowances on construction projects associated with the leases described on slides 21-23

# Project History – Progress

## Development Milestones

- 1) Re-grading the overall site to remove multi-level mall elevations and promote walkability by December 31, 2021. **A significant portion of the western site has been re-graded to allow for a new multifamily development, a new hotel site and new parking fields. Expected completion: December 31, 2020.**
- 2) Upgrading and rerouting utilities to accommodate increased density and create commercial pad sites within the development, all to be completed by December 31, 2021. **Utilities serving the Foot Locker building have been upgraded. Utilities serving the Palladium site are currently under construction. Expected completion: December 31, 2020.**
- 3) Demolishing approximately 100,000 square feet of the existing mall structure on the western edge of the property and build in place of that structure one of the vehicular access roads referenced in (4) below, a new mall enclosure and entrance, as well as any public spaces contemplated between the road and the entrance by December 31, 2021. **To date, approximately 70,000 square feet has been demolished, with the remaining demolition expected to be completed by June 30th, 2020. Expected completion: December 31, 2020.**
- 4) Constructing two new private vehicular access roads by December 31, 2021. **Expected completion: December 31, 2020.**
- 5) Establishing a one-acre green space to be privately owned, privately maintained, and publicly accessible for programming and community gathering by December 31, 2021. **A green space has been established in front of the new Foot Locker building. Developer plans to commence construction on the one acre Lawn at RedBird by September 2020. Expected completion: January 31, 2021.**

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# Project History – Progress

## Development Milestones

- 6) Enhancing landscape, hardscape, and outdoor lighting by December 31, 2021. **Landscape, hardscape and outdoor lighting has been enhanced on the Foot Locker site. Expected completion: December 31, 2020.**
- 7) Renovating and modernizing existing mechanical, electrical and structural systems including lighting, HVAC, flooring, and ceilings to create an office environment on the second floor of the in-line portion of the Mall, and in the former Macy's building and the former Dillard's building...by December 31, 2023. **As part of renovating the suite for Chime Solutions, the existing mechanical, electrical and structure systems (lighting, HVAC, flooring and ceilings) were modernized. Additional renovations will occur with leasing. Expected completion: December 31, 2023.**
- 8) Redesigning and remodeling existing entryways by December 31, 2023. **In connection with the opening of the Workforce Solutions office, the entry of the South Wing (former Dillard's) was renovated. Developer is currently working with Omniplan on the redesigning and remodeling of other existing entryways. Expected completion: December 31, 2023.**
- 9) Adding windows and skylights to the second-floor mall space to create office space by December 31, 2023. **As part of the Chime Solutions finish out, skylights were added to the second floor mall space. The South Wing (former Dillard's) is currently under renovation to add windows. As other buildings are renovated, windows and skylights will be added as appropriate. Expected completion: December 31, 2023.**

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# Project History – Progress

## Development Milestones

- 10) Constructing a minimum of 100,000 gross square feet of new retail, restaurant, and entertainment buildings by the December 31, 2024. **To date, approximately 23,000 square feet of new construction has been completed. Additional buildings will be constructed as leases require.**
- 11) Preparing and conveying properties within the Project site to a hotel user reasonably approved by the Director for the construction of a minimum 125-room hotel and conference center, and to a residential developer reasonably approved by the Director for the construction of a minimum 250-unit multi-family development by December 31, 2023. **Developer prepared and conveyed a site to a residential developer in October 2019. Developer is in the process of preparing a site for a hotel user. Developer had expected the hotel site to be conveyed by June 30, 2020. However, Developer learned very recently that the anticipated hotel user was experiencing financing issues due to the COVID-19 crisis and will be delayed. Expected completion: December 31, 2023.**
- 12) Constructing the infrastructure improvements (e.g. new roads, utilities, and streetscape) necessary to support the required minimum of new vertical improvements. **Expected completion: December 31, 2020**

# Project History – Progress

## Retail (as of March 23, 2020)

- Starbucks
  - Lease: 10 years; signed in May 2017
  - Premises: 2,500 sf
  - Construction: New construction of free standing building at 3650 W. Camp Wisdom Road
  - Opening: December 2018
- Foot Locker Concepts
  - Lease: 10 years; signed in March 2019
  - Premises: 20,493 sf
  - Construction: New construction of free standing building at 3450 W. Camp Wisdom Road
  - Opening: Expected April 2020
- Frost Bank
  - Lease: 10 years; signed in June 2019
  - Premises: 3,000 sf
  - Construction: Renovation of end cap of a 12,000 sf free standing building 3704 W. Camp Wisdom Road
  - Opening: Expected Summer 2020
- Miscellaneous
  - New leases/lease renewals inside main mall with small, locally owned retail businesses



# Project History – Progress

## Office (as of March 23, 2020)

- **Dallas Entrepreneur Center**
  - Lease: 5 years; signed in 2018
  - Premises: 7,130 sf
  - Construction: Renovation of second floor of 3662 W. Camp Wisdom Road (main mall)
  - Opening: September 2018
- **Jarvis Christian College**
  - Lease: 3 years; signed 2018
  - Premises: 6,018 sf
  - Construction: Renovation of second floor of 3662 W. Camp Wisdom Road (main mall)
  - Opening: July 2019
- **Workforce Solutions**
  - Lease: 10 years; signed May 2019
  - Premises: 30,000 sf
  - Construction: Renovation of first floor of 3560 W. Camp Wisdom Road (former Dillard's)
  - Opening: February 2020
- **Chime Solutions**
  - Lease: 7 years; signed June 2019
  - Premises: 52,856 sf
  - Construction: Renovation of second floor of 3662 W. Camp Wisdom Road (main mall)
  - Opening: October 2019
- **Miscellaneous**
  - New leases/renovations in the two free standing buildings at 7220 and 7222 S. Westmoreland Road (tenants are generally small businesses, local non-profits, or medical practices)



# Project History – Progress

## Medical (as of March 23, 2020)

- Parkland Hospital Clinic
  - Lease: 15 years; signed September 2019
  - Premises: 43,000 sf
  - Construction: Renovation of first floor of 3560 W. Camp Wisdom Road (former Dillard's)
  - Opening: Expected April 2021
- UT Southwestern Medical Center
  - Lease: 15 years; signed December 2019
  - Premises: 150,000 sf
  - Construction: Renovation of 3450 W. Camp Wisdom Road (former Sears)
  - Opening: Expected December 2021

OPINION > EDITORIALS

## **UT Southwestern, Parkland investments continue the redevelopment of RedBird mall**

From health care to retail, each new investment validates the market potential of this underserved neighborhood.

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# Project History – Progress

## Residential (as of March 23, 2020)

- Palladium Red Bird Apartments
  - Developer made horizontal improvements necessary to get the 6.1 acre site shovel-ready for the vertical developer (Palladium Redbird LP)
  - Developer executed Purchase and Sale Agreement (PSA) with Palladium Redbird LP
  - At closing, Palladium Redbird LP assigned the PSA to the Dallas Housing Finance Corp (DHFC)
  - DHFC purchased the land for \$1.25 million and ground leased it back to Palladium Redbird LP to build/operate the apartments
  - New construction of 300 units of Class A apartments
  - 70% (210 units) affordable (at/below 60% area median income) and 30% (90 units) market rate
  - Opening: Expected October 2021



# Requested Amendments

- As progress has continued on the Project, City staff has been working with the Developer over the past several months (i.e. prior to COVID-19) on several amendments needed to address unforeseen issues and to accommodate the Developer's recent acquisition of the former Sears property (approximately 202,000 square foot building on approximately 16.7 acres), which was not included in the original site and budget for the Project in June 2018.
- In February 2020, the Developer submitted a formal request for these amendments, including an additional \$4 million in grant funds to support the Developer's completion of the Infrastructure Work for the Project.
- The next 7 slides contain a summary of the Developer's request and staff's recommendations.

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# Requested Amendments

**Increase the amount of the 2018 Chapter 380 conditional grant by \$4 million in bond funds (from \$10 million to \$14,000,000) to support the Developer's completion of the Infrastructure Work for the Project**

- In early 2018, the Developer originally projected that the Infrastructure Work would cost approximately \$28 million.
- With a continued construction boom, price increases, and the scope and magnitude of the infrastructure/utility upgrades also growing due to the City's development and design requirements, the Infrastructure Work budget escalated to \$40 million in 2019.
- Since that time, the Developer has been able to reduce or defer approximately \$5.6 million of costs, leaving the current total at approximately \$34.4 million (\$12.4 million more than the \$22 million currently being provided by the City for the Infrastructure Work).
- The Developer is bridging a portion of the \$12.4 million gap by securing \$8.3 million of private capital through New Market Tax Credit transactions and excess debt capacity from other parts of the Project, but a gap of approximately \$4 million still remains.
- **Staff recommends increasing the amount of the 2018 Chapter 380 conditional grant by \$3,000,000 in bond funds (from \$10,000,000 to \$13,000,000) to support the Developer's completion of the Infrastructure Work for the Project.**

# Requested Amendments

**The additional \$3,000,000 in grant funds would come from the following sources:**

- \$1,380,786 in remaining 2012 GO bond funds (Proposition 3—Economic Development/Housing)
- \$1,119,214 in 2017 GO bond funds (Council District 8 discretionary allocation in Proposition I—Economic Development/Housing)
- \$500,000 in 2017 GO bond funds (Council District 3 discretionary allocation in Proposition I—Economic Development/Housing)

# Requested Amendments

**Remove the requirement that the Developer (through the Loan Guarantor) make any Distributable Cash Payments to the City pari passu with distributions of cash flow to the Project's equity investors**

- The 2018 TIF/Chapter 380 Agreement contains a provision wherein the Parties agreed that if there is cash flow available for distribution to the Project's equity investors after payment of all current and accrued interest due on the City's \$12 million loan, and if the Developer (through the Loan Guarantor) elects to make such a distribution, such cash flow must be divided between the City and the equity investors in a ratio equal to the ratio of the total amount of equity invested in the Project versus the total principal balance of the City's loan.
- In other words, the Developer (through the Loan Guarantor) is currently required to make a payment of distributable cash to the City (to be applied to the loan balance) equal to the City's pro-rata share of distributable cash pari passu with cash distributions to the equity investors.
- This requirement has had a chilling effect on the Developer's ability to attract equity investors to the Project without the realistic possibility of liquidity opportunities. In the future, and as more equity will be needed, the Distributable Cash Payment requirement will continue to significantly hamper the Developer's ability to raise additional equity needed to keep the Project moving forward.
- **Staff recommends removing this requirement in Section 5.B(3) of the Agreement.**

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# Requested Amendments

**Delegate authority to the City Manager to negotiate and execute any other documents, including but not limited to Subordination, Non-Disturbance, and Attornment (“SNDA”) agreements necessary to accommodate the Project in accordance with City Council approved terms, approved as to form by the City Attorney**

- SNDAs are considered ordinary course of business in commercial lease transactions. Under the existing 2018 TIF/Chapter 380 Agreement, the City is a subordinate lender to the Project, and the City’s loan is secured by a performance Amended and Restated Deed of Trust.
- The 2018 TIF/Chapter 380 Agreement gives the City Manager the authority to execute partial lien releases and lien subordination agreements as well as consent to title encumbrances, but it does not give the City Manager the explicit authority to execute an SNDA agreement with a tenant in the Project.
- An SNDA agreement would cover an event wherein if the City were to foreclose on/purchase the Project, it would respect a tenant’s lease so long as the tenant is not in default. In the near-term, SNDA agreements are needed for several key new tenants, including Foot Locker, Chime Solutions, Parkland Hospital clinic, and The University of Texas Southwestern Medical Center.
- Over the longer-term, prospective future tenants will also require SNDA agreements with the City.
- **Staff recommends delegating this authority to the City Manager.**

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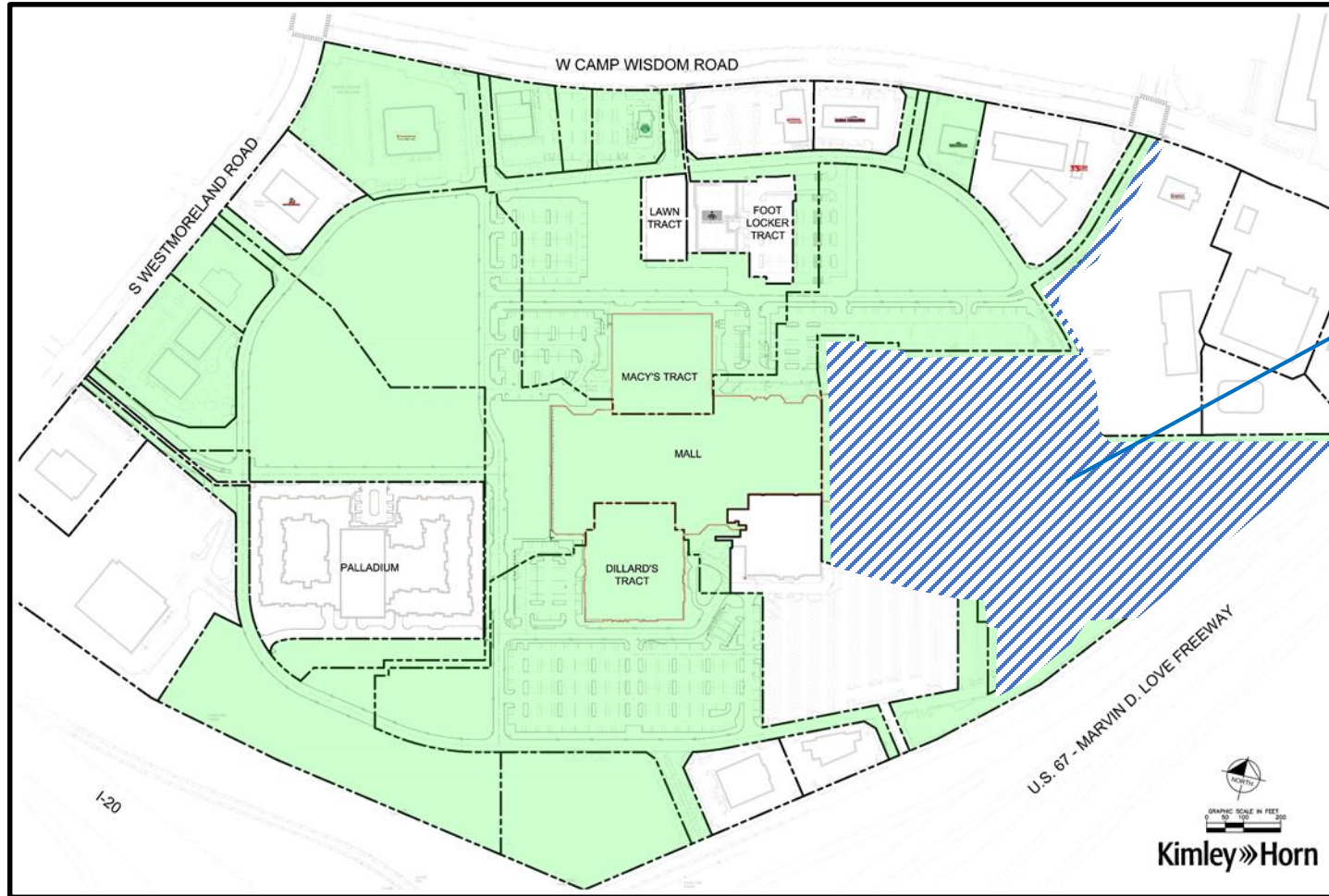
# Requested Amendments

As consideration for the above items, the Developer has agreed to provide the City with the following:

- **Increase the Developer's minimum Investment Requirement for the Project by \$14,000,000** (from \$101,000,000 to \$115,000,000 in the 2018 TIF/Chapter 380 Agreement and cumulatively with the 2016 Chapter 380 Agreement, from \$116,000,000 to \$130,000,000)
- **Increase the City's collateral property included in the Amended and Restated Deed of Trust** securing the Developer's performance of obligations pursuant to the 2016 Chapter 380 Agreement and the 2018 TIF/Chapter 380 Agreement by adding the Sears Property and, at the request of the Developer, adding any other future properties that may be acquired by the Developer ("Future Property") within the Westmoreland-IH 20 Sub-District of the Mall Area Redevelopment TIF District. The Sears Property is depicted in the next slide.
- **Add the building portion of the Sears Property to the definition of Main Mall Properties in the 2018 TIF/Chapter 380 Agreement, subject to the rights in favor of the current tenant, The University of Texas Southwestern Medical Center.** The former Macy's building, the former Dillard's building, and the in-line Mall buildings (but excluding the surface parking lots) are already defined as Main Mall Properties. Buildings defined as Main Mall Properties cannot be sold by the Developer while the City's loan is outstanding. Therefore, adding the building portion of the Sears Property to the definition of Main Mall Properties also improves the security of the City's loan. However, it must be caveated that the new tenant of the Sears building, The University of Texas Southwestern Medical Center, has a right-of-first-refusal provision in their lease which gives The University of Texas Southwestern Medical Center the right but not the obligation to purchase the Sears building ten years after their lease commencement (i.e. December 2031). In the event that The University of Texas Southwestern Medical Center exercises the right to purchase the building at that time, the City would need to release the building from the lien.

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# Requested Amendments



Sears Property  
to be added as  
collateral

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# Requested Amendments

In conjunction with adding the Sears Property and any Future Property to the Amended and Restated Deed of Trust, the Developer is requesting to amend the Developer's Investment Requirement to:

- Allow development costs incurred by the Developer on the Sears Property to be counted towards the Developer's Investment Requirement.
- Allow development costs incurred by the Developer on any Future Property to be counted towards the Developer's Investment Requirement only if such Future Property is added as collateral to the Amended and Restated Deed of Trust.
- Increase by \$6,500,000 (from \$10,000,000 to \$16,500,000) the limitation on the amount of acquisition costs of additional property that can be counted towards the Developer's Investment Requirement.

# Next Steps

- On May 8, 2020, the Mall Area Redevelopment TIF District Board of Directors will review and consider this matter.
- An agenda item has been placed on the City Council voting agenda on May 13, 2020



# Amended Project Budget

comparison of 2018 Project Budget vs. 2020 Project Budget

Category	Estimated 2018		Now	
	Cost	% of Total Budget	Cost	% of Total Budget
Land Acquisition	\$21,770,664	13.9%	\$28,270,664	16.0%
Site Development/Infrastructure	\$23,235,998	14.8%	\$29,349,291	16.6%
New Construction of Buildings	\$20,591,824	13.1%	\$20,666,320	11.7%
Rehabilitation/Adaptive Reuse of Buildings	\$47,441,803	30.2%	\$53,925,000	30.5%
Tenant Improvement Allowances	\$14,514,800	9.2%	\$14,514,800	8.2%
Soft Costs	\$16,302,786	10.4%	\$17,232,110	9.8%
Hard and Soft Cost Contingency	\$10,481,286	6.7%	\$9,450,957	5.4%
Developer Fee	\$2,834,735	1.8%	\$3,228,282	1.8%
<b>Total</b>	<b>\$157,173,896</b>	<b>100.0%</b>	<b>\$176,637,424</b>	<b>100.0%</b>

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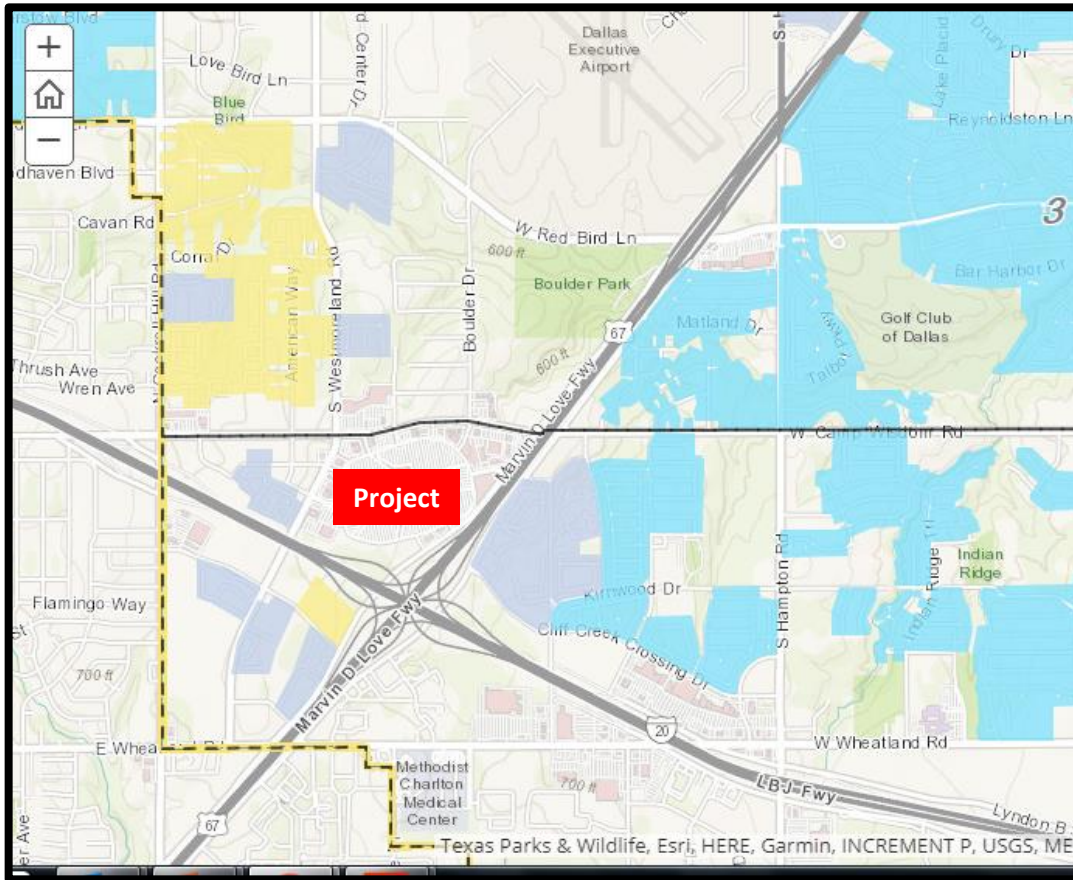


# Summary Comparison

Red Bird Summary Comparison		
	Existing	Proposed
Minimum Required Investment	\$116,000,000	\$130,000,000
Estimated Total Project Cost	\$157,173,896	\$176,637,424
City funds (Public/Private Partnerships Funds awarded as conditional grant--2016)	\$2,400,000	\$2,400,000
City funds (General Obligation Bond Funds awarded as conditional grant--2018)	\$10,000,000	\$10,000,000
City funds (Public/Private Partnership Funds awarded as loan--2018)	\$12,000,000	\$12,000,000
City funds (requested additional General Obligation Bond Funds awarded as conditional grant--2020)		\$3,000,000
% City funds to Total Project Cost	15.5%	15.5%

# Market Value Analysis











Project is located adjacent to MVA Categories E, F, and G



The Market Value Analysis (MVA) is a tool to assist residents and policy-makers to more precisely target intervention strategies in/near weak markets and support sustainable growth in/near stronger markets.

Market types E, F, and G reflect middle to lower-middle residential real estate markets within Dallas.

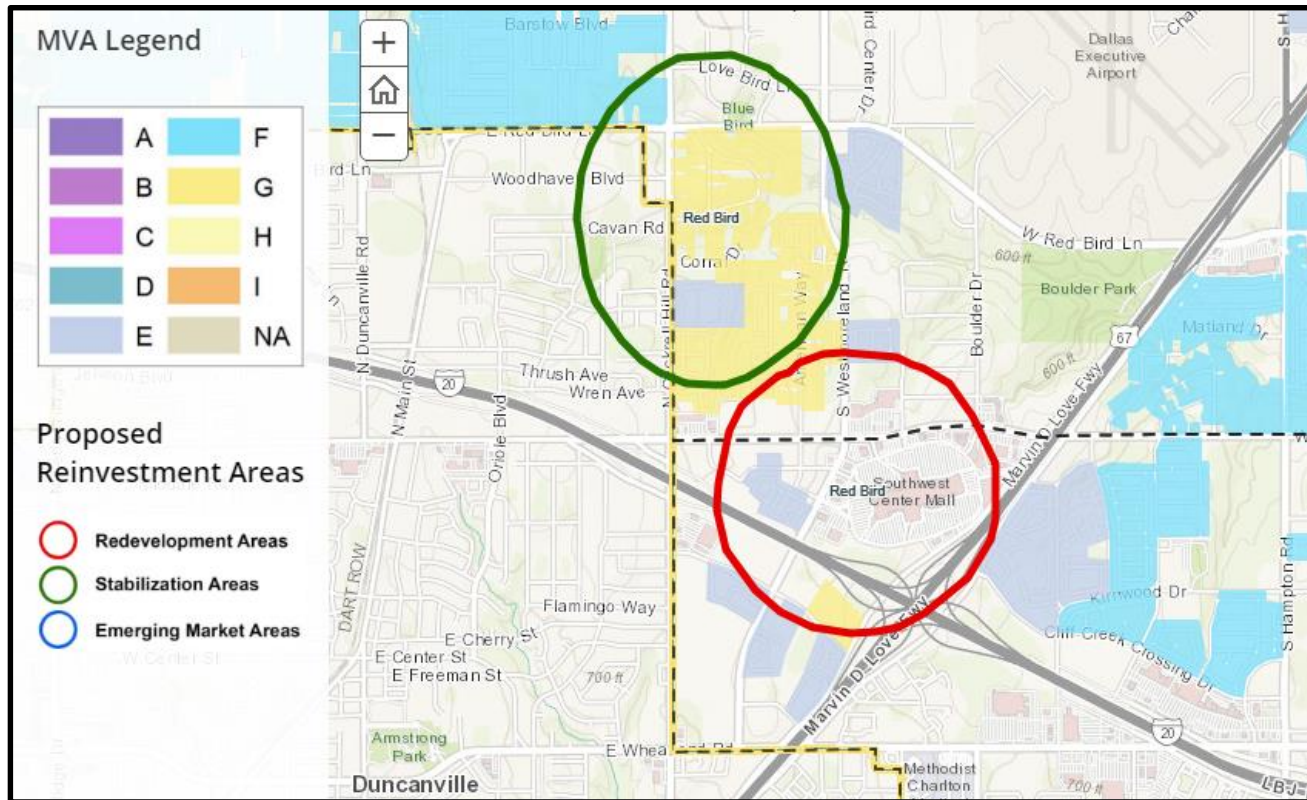
MVA Market Types/Categories

	A		F
	B		G
	C		H
	D		I
	E		NA

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# Comprehensive Housing Policy

Project is located in a Redevelopment Area as designated in the Comprehensive Housing Policy adopted by City Council on May 9, 2018



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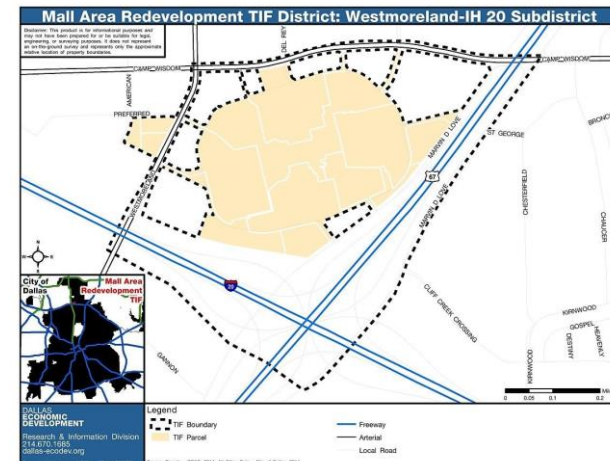
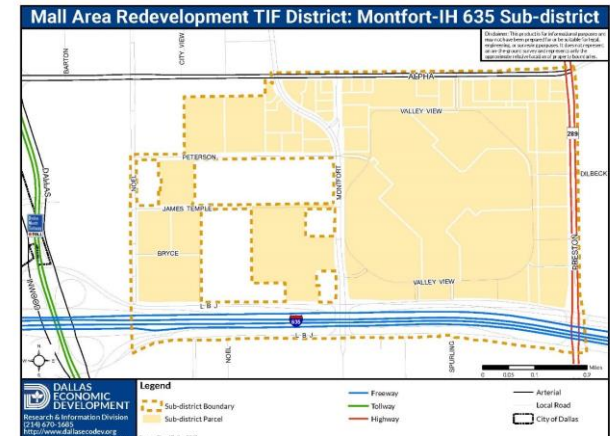
# Development Team (updated as of March 2020)

- **Majority Owner and Developer**
  - Peter S. Brodsky
- **Co-Developer**
  - Russell Glen (Terrence Maiden)
- **Mall Management Team**
  - Lisa Powell Long, General Manager
  - Jon Cochran, VP Finance
  - Markeysha Wilson, Senior Accountant
- **Architects**
  - OmniPlan (Master Plan; Foot Locker; South Wing)
  - Perkins + Will (UTSW Medical Center)
  - KAI (Frost Bank)
- **Civil Engineering**
  - Kimley-Horn and Associates
- **Community Relations**
  - JBJ Management (Willis Johnson; Noa Dowl)
- **M/WBE Diversity Program Manager:**
  - ACARI Management (Jollyn Mwisongo; Petrina Bonnick-Higgins)
- **Marketing, Events and PR: Alpha Business Images**
  - Alpha Business Images (Sophia Johnson; Marchella Simon)
- **Owner's Rep**
  - Cat Alexander
- **Legal**
  - Munsch Hardt Kopf & Harr (Phill Geheb)
- **General Contractors**
  - VCC/Con-Real joint venture (Infrastructure Work; Foot Locker)
  - Whiting-Turner/Source Building Group (UTSW Medical Center)
  - Source Building Group (South Wing)
  - Novel Builders (Frost Bank)



# Mall Area Redevelopment TIF District

- Created in 2014 to stimulate private investment and sustain the orderly redevelopment of the Valley View Center Mall area and the Red Bird Mall area, two commercial core assets of the City of Dallas.
- TIF District comprises 2 non-contiguous sub-districts:
  - Montfort-IH 635 Sub-District
  - Westmoreland-IH 20 Sub-District
- City participation: 0% in 2015; 90% from 2016 through 2042; 75% in 2043; and 55% in 2044.
- County participation: 55% from 2020 through 2039.
- The TIF District expires on December 31, 2044 or when budget has been collected.



# Mall Area Redevelopment TIF District

## Increment Sharing Between Sub-Districts

- When the Mall Area Redevelopment TIF District was created by City Council in 2014, it was set up to facilitate tax increment revenue sharing from the Montfort-IH 635 Sub-District in order to help jump start redevelopment activity in the Westmoreland-IH 20 Sub-District.
- Per the District's Plan, ten percent (10%) of the annual tax increment generated by the Montfort-IH 635 Sub-District (less payment of annual administrative expenses) will be transferred to the Westmoreland-IH 20 Sub-District to help facilitate the revitalization and redevelopment of the Red Bird Mall area.

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