

Partnerships in Real Estate Development: How to Get the Deal Done

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Overview

- Setting the Stage
- Background
- Mission-Focused
- Case Studies
- Looking Forward
- Q&A



Front Street Capital

- Celebrating 40 years in business
- \$900 million in income-producing property
- 4 complementary divisions
 - Development
 - Acquisition
 - Investment
 - Management





Shaping the built environment to enrich communities

Value every relationship – *it's the foundation of our business*

Own your actions – *we empty the tank and do the right thing*

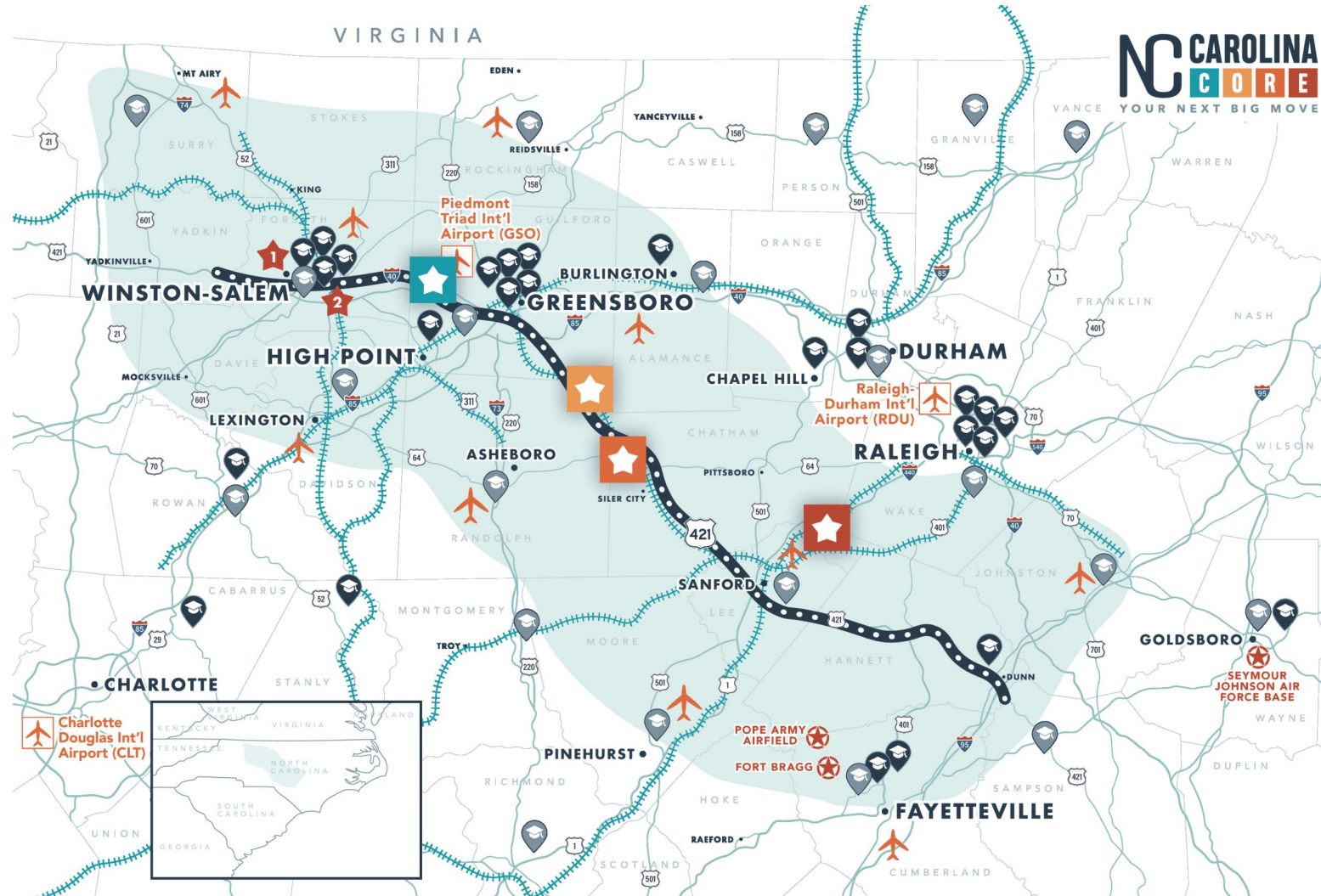
Win as a team – *we value the importance and contributions of all*

Break new ground – *we embrace and drive change*

Be open book – *we build trust through transparency*

Developing in the Triad:

Municipal partnerships



Case Study #1

FRONT STREET - LEXINGTON LLC



Case Study #1

FRONT STREET - LEXINGTON LLC



- CITY OF LEXINGTON DEAL
- INITIAL CONCEPTS
- NUCOR RELOCATION
- SIEMENS ANNOUNCEMENT
 - East Coast HQ
 - \$220M+ Investment
 - 500+ Jobs

NUCOR®

SIEMENS

New rolling stock manufacturing and first-of-its-kind North American locomotive and coach overhaul facility.



200-ACRE

Manufacturing Site



2024

First production will begin



\$220M

investment



500+

new jobs created



Siemens Mobility's **North Carolina** Expansion



Building On Our Success

4,000+
employees in
the U.S.

40+ YEARS
of building trains
in the U.S.

2,000
suppliers in
the U.S.

40+
U.S. transit agency
customers

3,000+
rail vehicles made
in the U.S.

SIEMENS



FRONT
STREET
CAPITAL

Case Study #2

RALPH LAUREN



Preliminary
Site Plan
for

**PROJECT
FORESIGHT**

at I-74 & Hwy. 66
in High Point, NC

Case Study #2

RALPH LAUREN

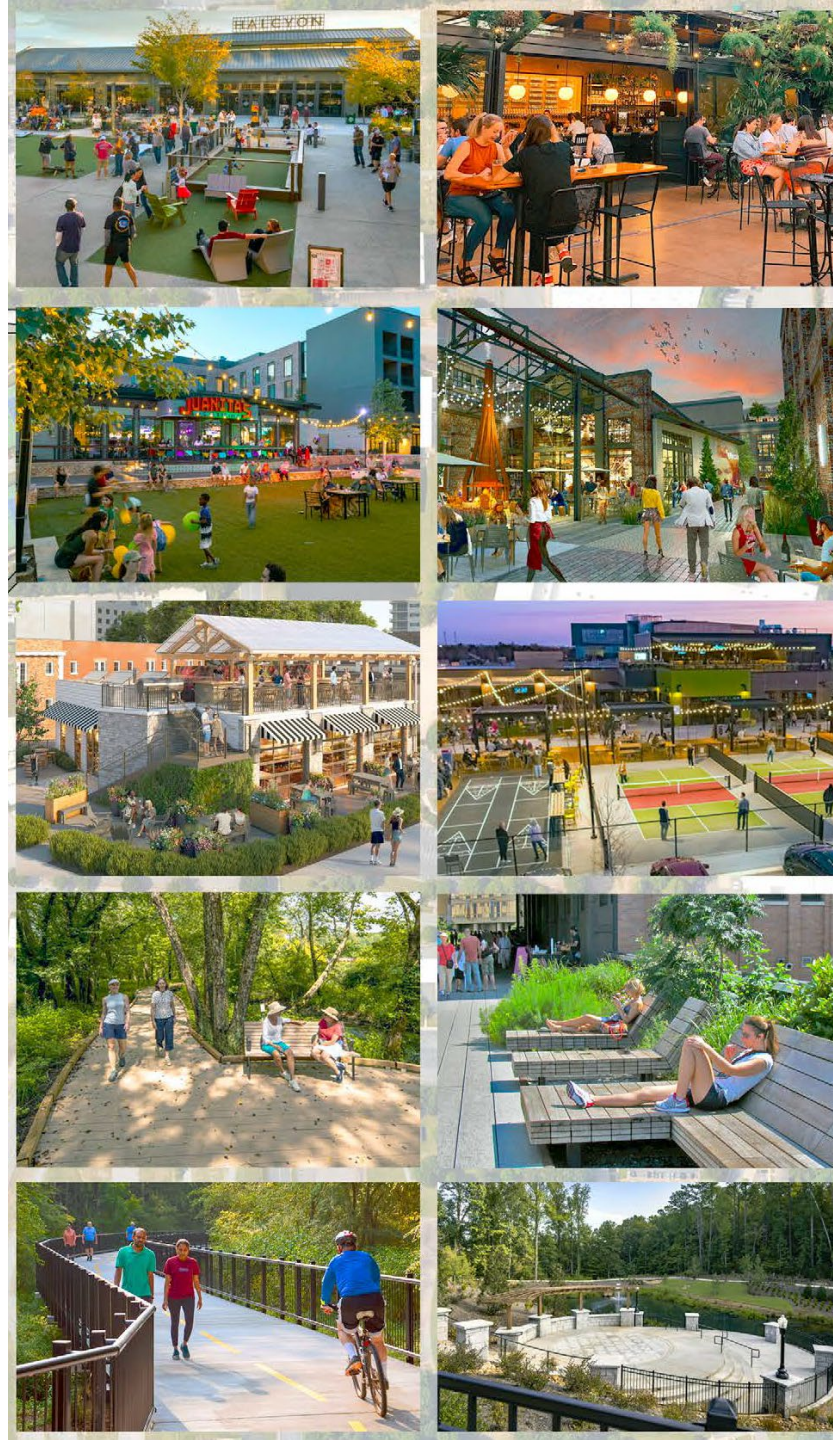
- 18-YEAR RELATIONSHIP
- 4 BUILDS
 - E-Commerce
 - Office & Distribution
 - Multiple Municipal Partners
- 1.84 MILLION SF
- 2,600+ EMPLOYEES

RALPH LAUREN



Case Study #3

BAITY STREET REDEVELOPMENT



Case Study #3

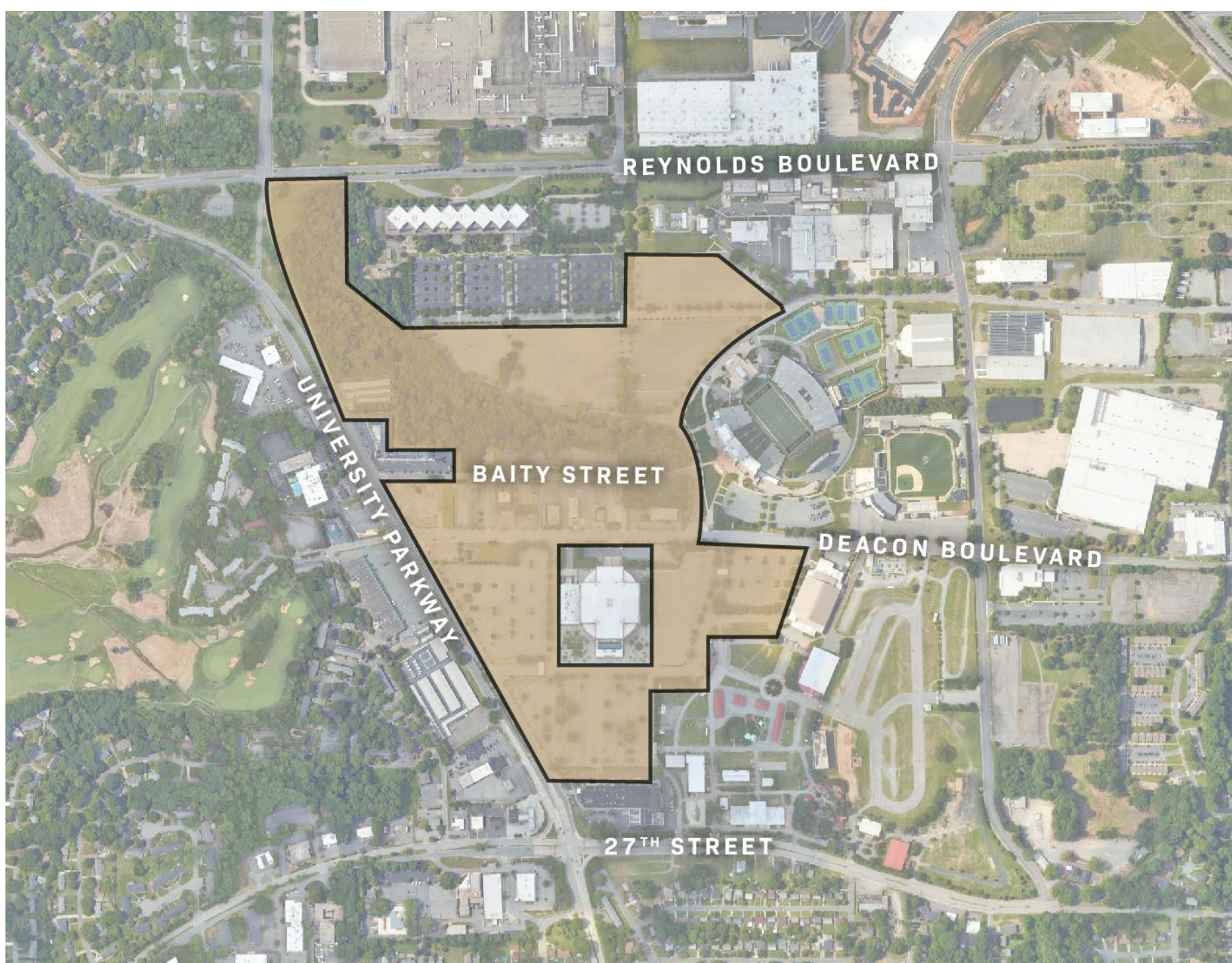
BAITY STREET REDEVELOPMENT



WAKE FOREST
UNIVERSITY

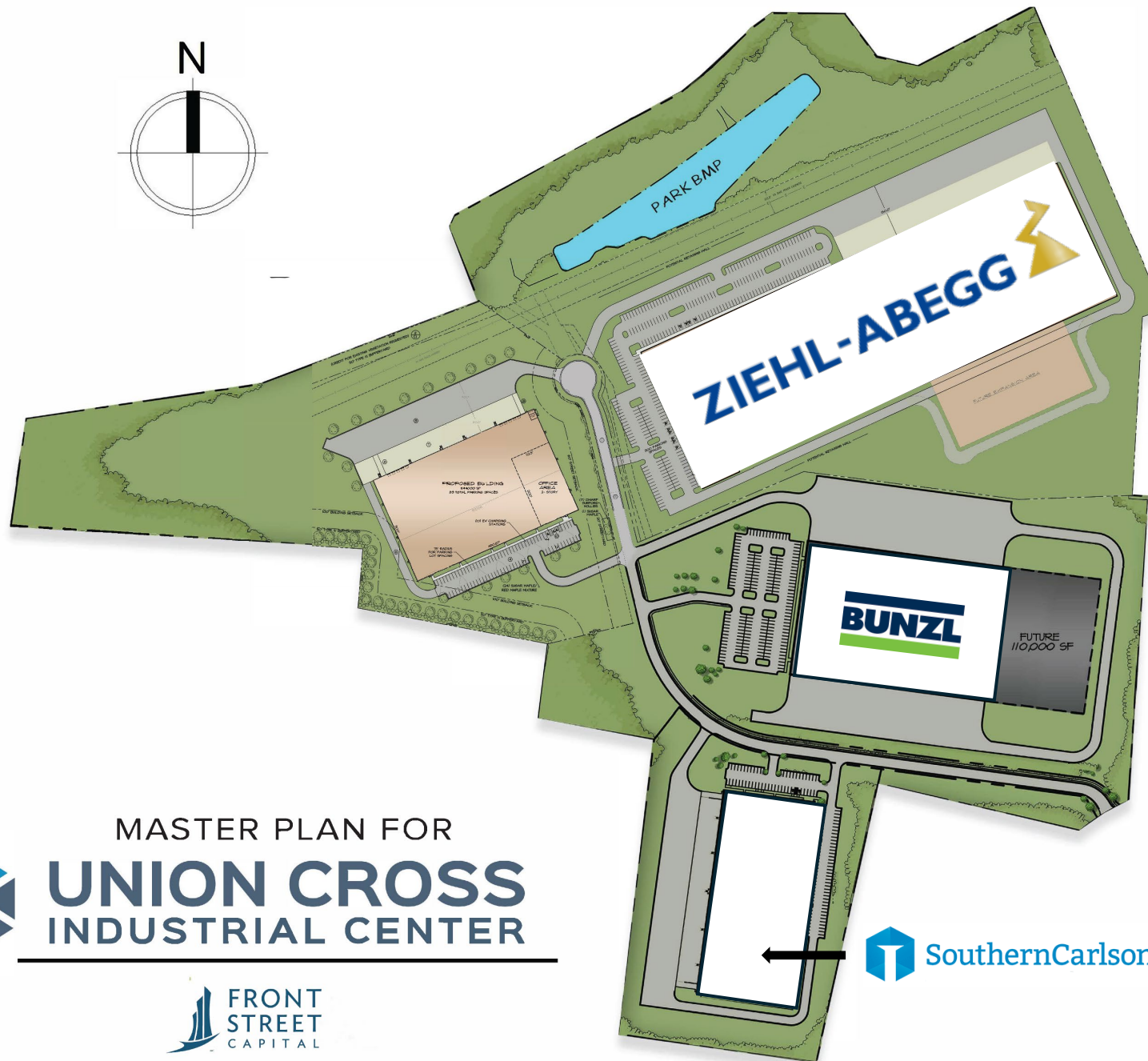
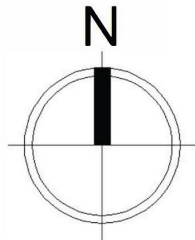
- SCOPE
- PARTNERING WITH CARTER
- COMPETITIVE RFP
- COMMUNITY INVOLVEMENT
 - 150+ Listening Sessions
- PLACEMAKING
- \$35M STATE INFRASTRUCTURE GRANT
- PROJECTED ECONOMIC IMPACT





Looking Ahead

Union Cross Industrial Center



MASTER PLAN FOR
UNION CROSS
INDUSTRIAL CENTER



Questions?

Thank you!

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