Michael Maxwell

Managing Partner
MAXWELL+Partners
Urban Real Estate Development
Advisory Services
Tools and Visions for Sustainable Cities

I am passionate about cities and creating responsible, respected and effective local government. Cities are places we build to create opportunity to live, work, play, educate and grow.

Cities are where we most experience government. Local decisions to spend our tax dollars have the most immediate impact on our lives and opportunities.

The question is not how little we can we spend on our cities, but how what we spent creates the most sustainable long-term opportunities for the most number of people.

Tools – Understanding, Analysis, Vision, Synthesis
Tools for Sustainable Cities

Understanding – Urban economics, who benefits, who pays, how does everyone gain from investment

Analysis – How do the collision of Markets, Finance, Law, Zoning create Opportunities

Vision – What is the vision of the city that creates the most opportunities and possibilities that creates the most sustainable local economy

Synthesis – How do we put the parts together to be sustainable
Visions for Sustainable Cities

- Nova Southeastern University
- Student Team, Graduate Real Estate Development Program
- 2010 NAIOP Collegiate Challenge
- Problem – Updated to 2015 – How does Miami-Dade Solve it’s Court Problems & Create a sustainable Downtown Miami
History

Historic Miami Railroad Station
Existing Land Use

8.3 Acres
Government District
Miami Parking Authority
Net, $346,000
Problem Definition

- Monetize 100 year ownership
- Create long-term value & revenue
- Capitalize on mass transit hub
- Market resistance for private office, residential, or other large scale development
Consolidate County Services at Government Center TOD
Creates market for Flagler to develop
Former Medical Site as funding mechanism
Proverbial “Hole in the Donut”
Consolidate County Services at Government Center TOD
Creates market for Flagler to develop
Former Medical Site as funding mechanism
Proverbial “Hole in the Donut”
Site Plan

Develop Tracts A, B, & C
Sell Tracts D & E
Iconic Building, setting the theme for the largest urban infill TOD in Florida

Class-A Office – 153,200 SF

Street Level Retail – 8,800 SF

LEED Silver
Tract B Parking Garage

Parking Garage for State Attorney’s & Courts

LEED Bronze

Eight Levels

974 Spaces

19,000 SF Street Level

Retail
Tract C Court Building

Courthouse – 500,000 SF

13 Floors

LEED Silver
Jail - 610,000 SF
66,000 SF Ground lease to
Miami-Dade County
South Florida East Coast Corridor Station

3.15 acres

Sale $130/SF

Sale Proceeds in Year Two – $18 Million
Income Summary

- Jail
  - Ground Lease $13/SF, Gross
- County Courts
  - $32/SF, NNN
- Parking Garage
  - $3.5 Million, Gross
  - $26/SF, Gross - Retail
- State Attorney’s Office
  - $32/SF, NNN – Office
  - $26/SF, Gross - Retail
- SFECC Station
  - Sale Proceeds
  - $18 Million
Construction Cost Allocation

State Attorney’s Office - $42 Million
Parking Garage – $18.5 Million
County Courts – $142.2 Million

Total Project Costs = $203 Million
Investment Structure

Offices, Courts & Retail - 10-year, fixed rate, with 10-year option

Jail site - ground leased

Parking - leased & operated

Total Costs - $203 Million
Financing - $166 Million
Land Equity - $38 Million
Cash Equity - $18 Million
Investors Return

Cash Equity - $18 Million
Net 10 Year Cash Flow - $95 Million
Net 10 Year Profit - $127 Million

Cash on Cash Return - 700%
Return on Equity - 225%
Conclusion

An investment by Flagler of $18 million will result in the development of $203 million in public facilities for the County.

Project provides Flagler Development long-term, low risk income producing property.

Perfect infill development, optimizing the transit site by consolidating government services.

This is an excellent public/private partnership, providing Miami-Dade County with long term added value.

A winning solution for all parties involved.