John Given
Principal Investment & Development

CIM GROUP
INVESTING IN URBAN COMMUNITIES

INFILL URBAN DEVELOPMENT IS NECESSARILY OPPORTUNISTIC
MESSAGES THAT SPEAK TO CAPITAL

• THINK BEYOND T.O.D.
• THINK BEYOND PROJECTS & PRODUCT
  – EXPECT INVESTMENT AS A RECURRING AND NOT SINGULAR EVENT
  – RESULTS OCCUR IN AGGREGATE, CHANGE, MATURATION, INFLUX OF CULTURES
  – CONTINUOUS PROCESS OF PUBLIC INVESTMENT
    • PUBLIC REALM & INFRASTRUCTURE IS THE BINDER
    • SOLVE FOR PARKING
  – DESIGN IS ABOUT ACCOMODATING USE AND FLOURISHING OF CULTURE

• PUBLIC ROLE: RECEPTIVE & TRANSACTIVE
  – WHAT COMES IN WILL NEVER BE WHAT WAS EXPECTED, ENVISIONED OR PLANNED
Downtown Los Angeles, 2003:

CIM Sites in Yellow

Oppty: Adaptive Reuse, Support for Supermarket, Large Infill Gap

Barriers: EIRs where scope and density had long been in place. EIR repeated for minor modifications.
CIM SOUTH VILLAGE
DOWNTOWN LOS ANGELES

830 SO FLOWER
MARKET LOFTS

8TH AND HOPE TOWER
PARK TOWER

SOUTH VILLAGE CONTEXT

CIM INVESTING IN URBAN COMMUNITIES
CIM SOUTH VILLAGE
DOWNTOWN LOS ANGELES

9TH & FLOWER MASTER PLAN

- Acquired in 2000/ 7 acres + Gas Co. Bldg.
- Goals and Objectives:
  - Fill in “missing tooth” between South Park and the Financial District
  - Create vibrant mixed-use neighborhood anchored by a supermarket and street retail
  - Activate sidewalks with extensive storefront and outdoor seating
  - Provide mix of housing options
- First Approved – May 2003
  - 116,000 SF of retail, 1,021 residential units, 4.75 FAR, 6 to 34 story buildings
MARKET LOFTS
DOWNTOWN LOS ANGELES

MARKET LOFTS

Building Height
Retail Area
Residential Area
Total Floor Area
FAR
Residential Units
Parking Spaces
Open Space

7 Stories / 80'
54,910 SF
297,088 SF
351,998 SF
4.5 : 1
267
127
20,025 SF

CIM
INVESTING IN URBAN COMMUNITIES
THE PROPERTY REPORT

How a Grocer Bears Fruit for Downtown Los Angeles

First Supermarket in Years Sparks Wave of Residents Eager for City Experience

By Jonathan Yard

LOS ANGELES—On Saturday afternoon, some streets in the downtown business district were deserted—but one block bubbled with activity. Inside a new supermarket, couples with stroller-size garden tables ate lunch. Shoppers stocked up on expensive wine stored in a climate-controlled room and other customers picked up their dry cleaning.

Ralphs Fresh Fare, which opened in July, is the first supermarket in downtown Los Angeles in 37 years. Because Los Angeles

residential project.

About 400,000 people work in downtown Los Angeles, but only 20,000 live there. Downtown has been

front for the first supermarket in downtown Los Angeles in more than half a century.
IT’S STILL JUST A SUPERMARKET… BUT WHAT A DIFFERENCE!!
DOWNTOWN LAS VEGAS
INFILL WHEN & WHERE YOU LEAST EXPECT

TOO MUCH “OPPORTUNITY”
WHERE TO BEGIN

OSCAR GOODMAN

LADY LUCK

MOB MUSEUM

ZAPPOS
Tony Hsieh's new $350 million startup

January 23, 2012: 8:47 AM ET

The Zappos CEO is trading shoes for urban planning -- and spending big bucks to rebuild downtown Las Vegas.

By Leigh Gallagher, assistant managing editor

FORTUNE -- Tony Hsieh is well known for building Zappos into a billion-plus company, and perhaps even better known for building an unusually strong culture that encourages employees to have fun, embrace quirks and "create fun with a little weirdness." He's become a workplace evangelist of sorts: his 2010 book Delivering Happiness, which details the Zappos philosophy, has sold more than 300,000 copies; in addition to selling shoes (and now clothes and more), Zappos also has a consulting arm that trains companies like Google and Eli Lilly on building happy workplaces. Now, Tony Hsieh is focusing much of his energy on an even bigger undertaking: rebuilding downtown Las Vegas.
But the move, and the new Zappos building is just one small piece of Hsieh's plan.

Hsieh and a few partners -- the vast majority of the investment is Hsieh's -- plan to spend $350 million to develop and build a small city in the roughly 1.5-square mile downtown area around the Fremont East and Arts District areas (for CES-trekkers and other Vegas aficionados, it's a few miles north of the Strip). Hsieh's goal: To turn the overlooked area into a neighborhood not just for his workers' coffee breaks, but a new live/work/play destination for Las Vegas' emerging creative class.

This is the plan (modest it's not): $100 million will go to the purchase of land (not including the new Zappos headquarters) and building acquisition. An additional $100 million will go to residential development including the building of high-rise apartments. Fifty million dollars will go to tech startups Hsieh plans to recruit to the area with seed investments of $100,000 or so apiece. Another $50 million will go toward drawing local small businesses like bakeries, yoga studios, restaurants, coffee shops and other requisite creative-class amenities. And because Hsieh wants people to move here and that requires having decent education for their children, another $50 million will go toward education and the building of -- what else? -- a school system.

Dream much? It's Steve Wynn meets Walt Disney meets Jane Jacobs meets -- Tony Hsieh, really. "This isn't so different from what we built at Zappos," he says in his soft-spoken, low-key manner. "We're just scaling it."
WEST HOLLYWOOD
OUT OF THE BOX
PLAN BY TRIAL & ERROR

• THE LOT
  • 115’ X 300’
  • HIGH GROUND WATER
  • LOTS OF NEIGHBORS
  • CITY OWNED

• CITY’S OBJECTIVE
  • PROTOTYPE FOR NEW PLAN GUIDELINES
  • REPLACE AND INCREASE PUBLIC PARKING
  • RETAIL
  • AFFORDABLE RENTAL
  • MARKET RATE
Hancock Lofts

City: West Hollywood, CA
Program: 38 units, 31 condominiums, 7 affordable studios, 11,600 sq. ft. of retail space, 156 public parking spaces and 81 residential parking spaces
Client: CIM Group (with City of West Hollywood for public parking)
Completion: 2009
Awards: 2011 AIA National Housing Award
2010 Residential Architect Merit Award
2010 AJA/CC Merit Award for Architecture
2010 Woodworks Award
2009 International Design Award
2005 Westside Prize Honor Award

A developer/architect team was selected by the City of West Hollywood to develop a city-owned site, address a shortage of parking, and flush out a program for housing and retail space through a community process. The design’s non-conventional approach leverages the irregular, sloping lot to reinforce street life as well as create an unexpected rooftop open space. Public parking is located underground while residential parking loops up and over street level housing to place an active use along the side street. Architectural expression is rooted in sustainable strategies. All units are cross ventilated and sliding wood screens are used to shade boulevard flats and moderate the level of engagement with the busy street below.
remember “Plastics” now try

• AUTOMATED PARKING: the game changer in urban real estate
  – 2(+) x efficiency
  – Unbundled: great for district parking solution
  – Reduced VOC, Carbon Monoxide....
  – Safe & clean
  – Increase yield within same footprint
  – Parking fits the site, not the site fits the parking

THANK YOU

AND, FIND YOUR WAY TO GET IT DONE!!!