

6) SEA has, NOW, a director and employees with known Site Selector relationships. Fred Shepherd and Bridget Condon are well known, well respected. This is a dynamic duo with the ability to make real impact in the area of economic development for this region. They have the skill set to make the most of the interrelationship that exists between the residential and business communities.

7) Finally, I will offer this: Business Development takes a long time. To build those relationships, to bring a project from concept to fruition is a lengthy process, much longer than the 6 years of SEA's existence. There are many examples that provide that development takes time, here are just two, chosen because they show that it takes an entire team of public private partners to bring success:

a. The Rose, Minneapolis, Planning start: 2001, Project completion, 2015 http://uli.org/wp-content/uploads/ULI-Documents/TheRose_CaseStudy.pdf

b. Riverton Park, Denver, Planning start: 1997, Project completion: 2014 <https://casestudies.uli.org/riverfront-park/>

Respectfully,

Michelle Franks