



FRONTIER CENTER

at the Denver Coliseum

Brian Beatty ~ Michael Golden ~ Jeff Haag ~
Joe Latson ~ Kristian Lichtenfels ~ Julie Markham ~
Brian Mulvany ~ Nikki Varveris

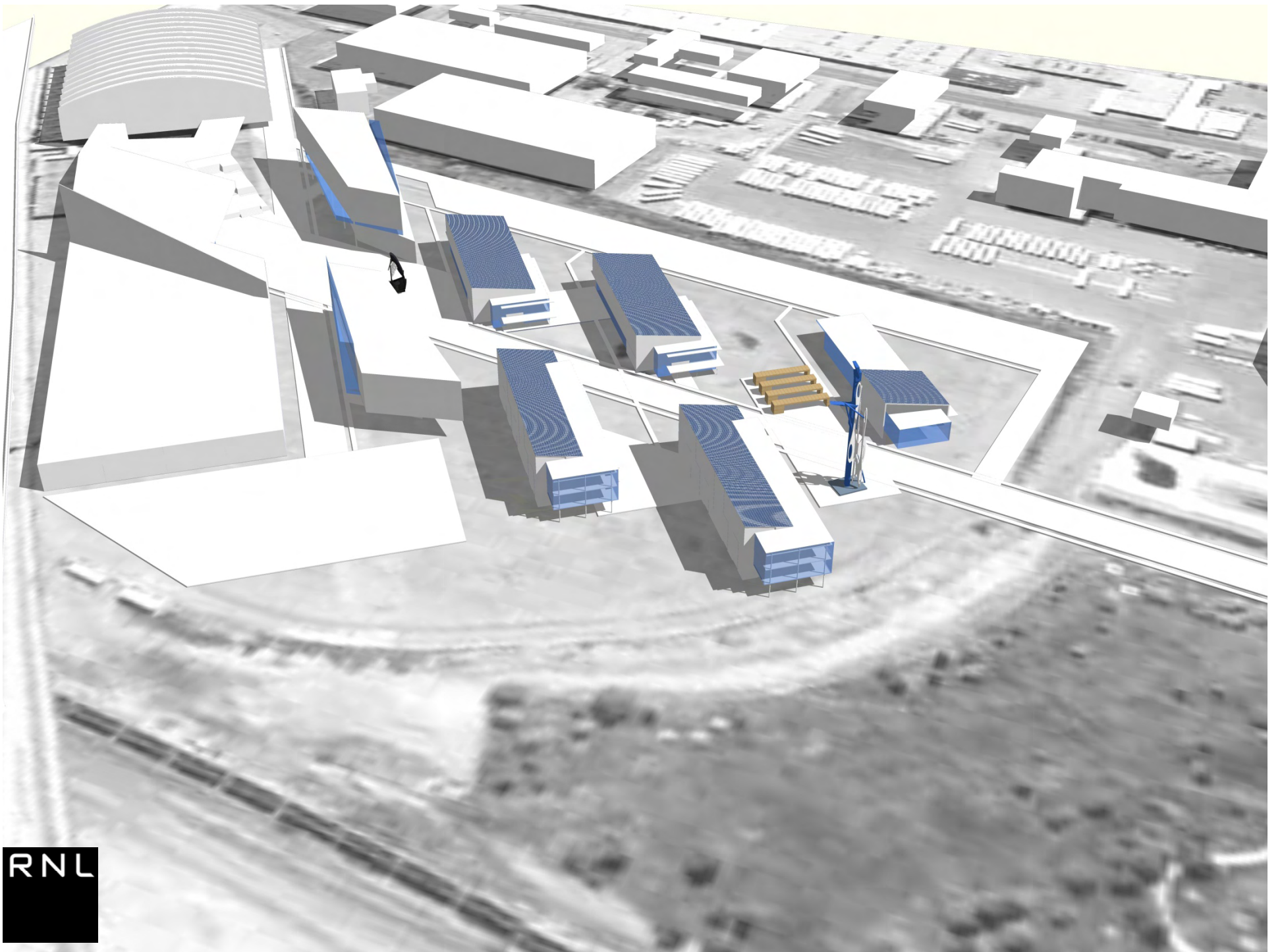
History ~ Tradition ~ Innovation



Catalyst Development Mission

“...achieve the best economic potential of the property.”

*2010 NAIOP Rocky Mountain Real Estate Challenge –
Executive Summary*



Given Parameters

- Continue to provide an entertainment use on the site
- I-70 will remain in current elevated location
- We had to honor all leases of the Coliseum
- The city will retain ownership of the land
- The city will remediate the on site environmental impacts
- Globeville Landing Park must remain current size and use (14.42 acres)
- Cannot expand the development beyond the borders of the 45.8 acre site



N



National
Western
Stock Show

I-70

Globeville
Park

Site

North Corridor Line

Brighton Blvd.

East Corridor Line

I-25

38th &
Blake Stop

NWSS Stop



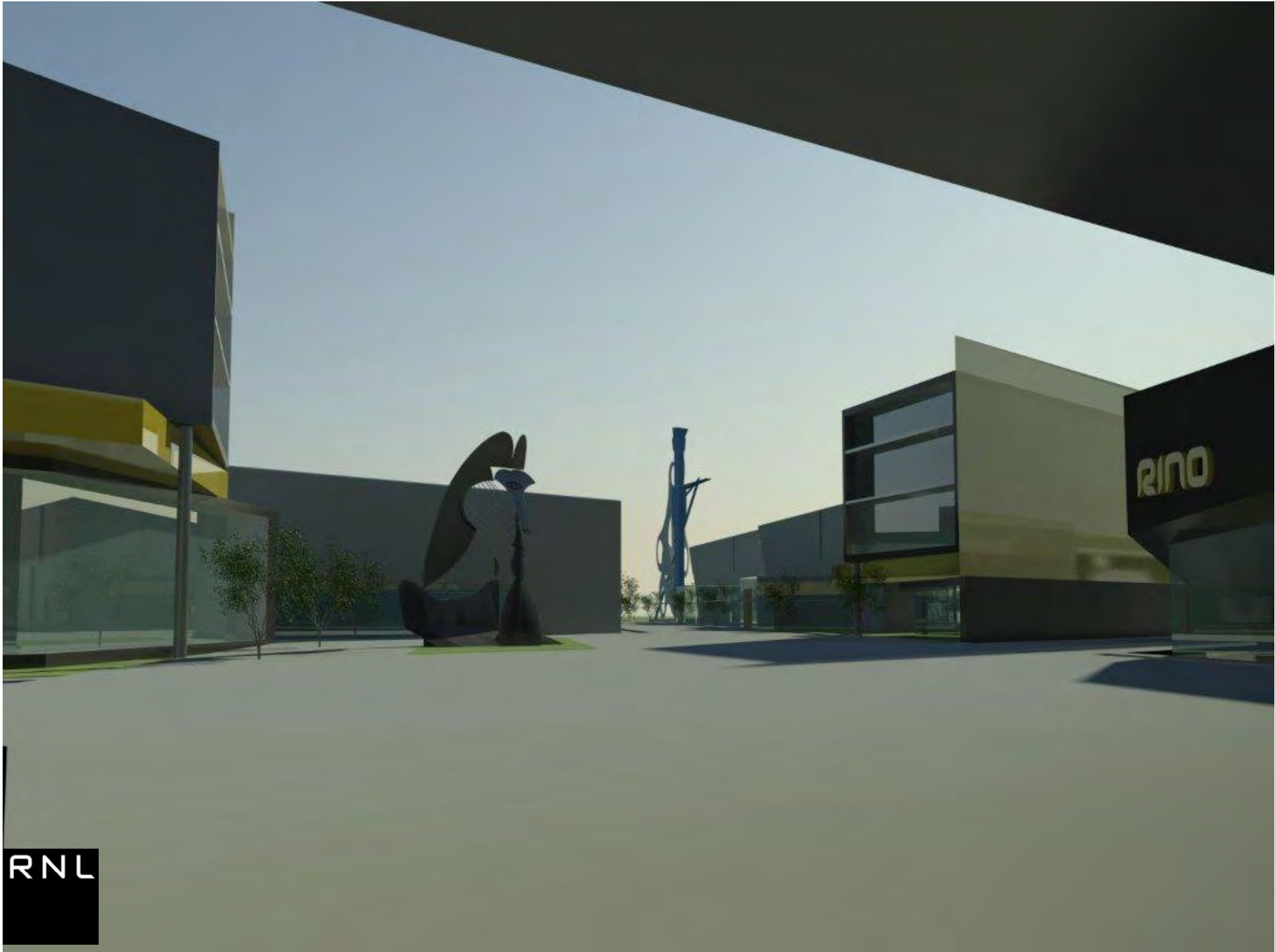


Catalyst Plan

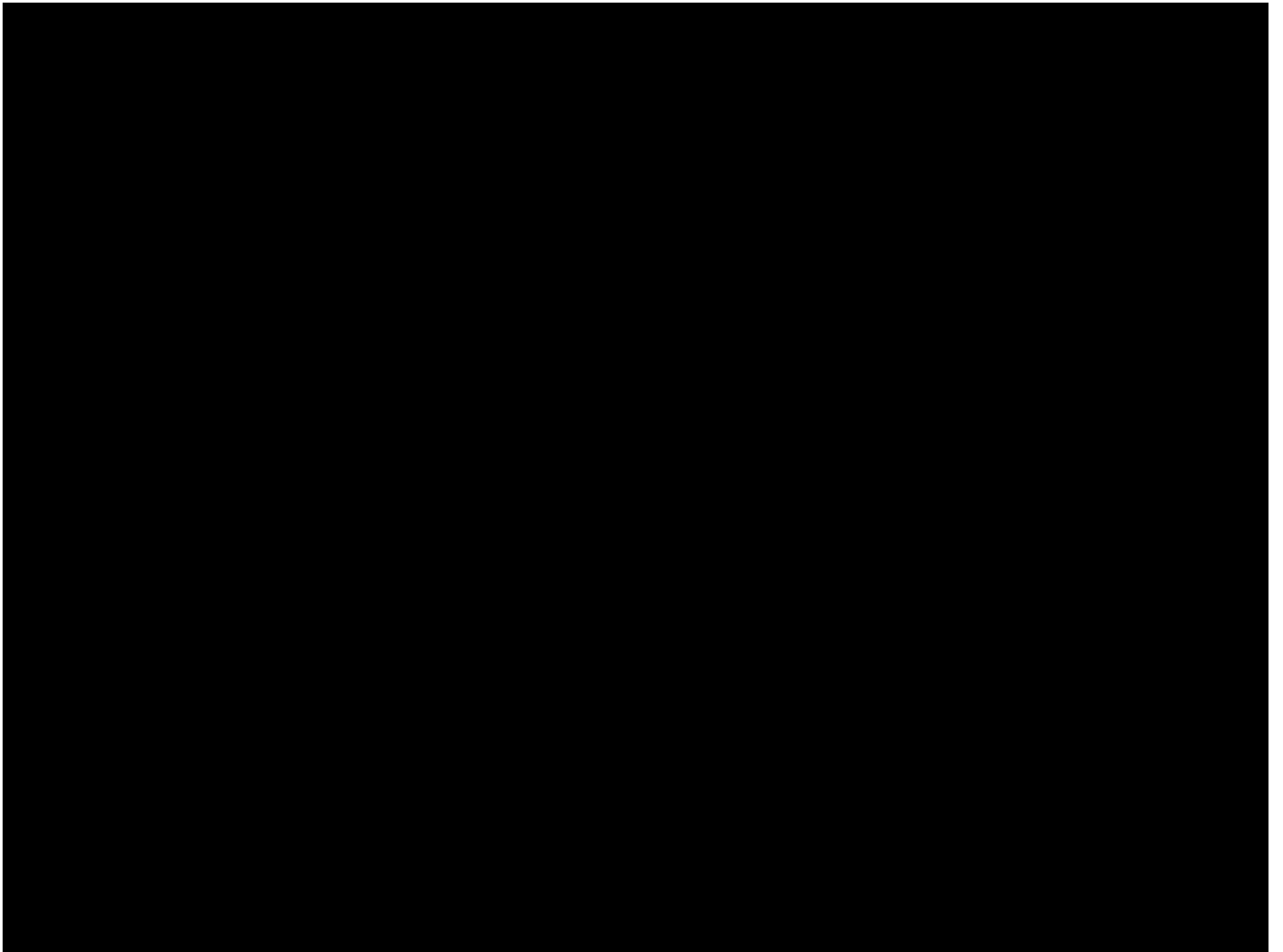
- Attracts millions in private funding
- Anchor that brings Brighton Blvd to life
- Generates over 3,260 new jobs
 - 934 Direct
 - 2,326 Indirect

Community Impact

- **Nationwide average new job growth**
 - 44% from emerging companies
- **The downside of those numbers:**
 - 60% fail in the first three years
- **Incubators have a 90% survival rate**
 - 84% continue to operate in the community where they originated



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VENTURE CAPITAL CONSORTIUM

Cargill



MONSANTO



JBS

ConAgra
Foods
Food you love

Pfizer

FUNDING

BUSINESS
SUPPORT

Agri-Tech Campus

TECHNOLOGY TRANSFER

TECHNOLOGY TRANSFER

AGRI-TECH BUSINESS GROWTH



FRONTIER CENTER
REAL ESTATE DEMAND



Colorado State University

- **Past 10 years companies from CSU's technology transfer office have:**
 - **Received \$250 million private funding**
 - **\$100 million federal/govt. grants/seed money**
 - **Produced 18 new start-ups**
 - **17 are still in business**
 - **15 operate in within Colorado**
 - **Created over 900 new jobs from emerging companies**

National Renewable Energy Laboratory

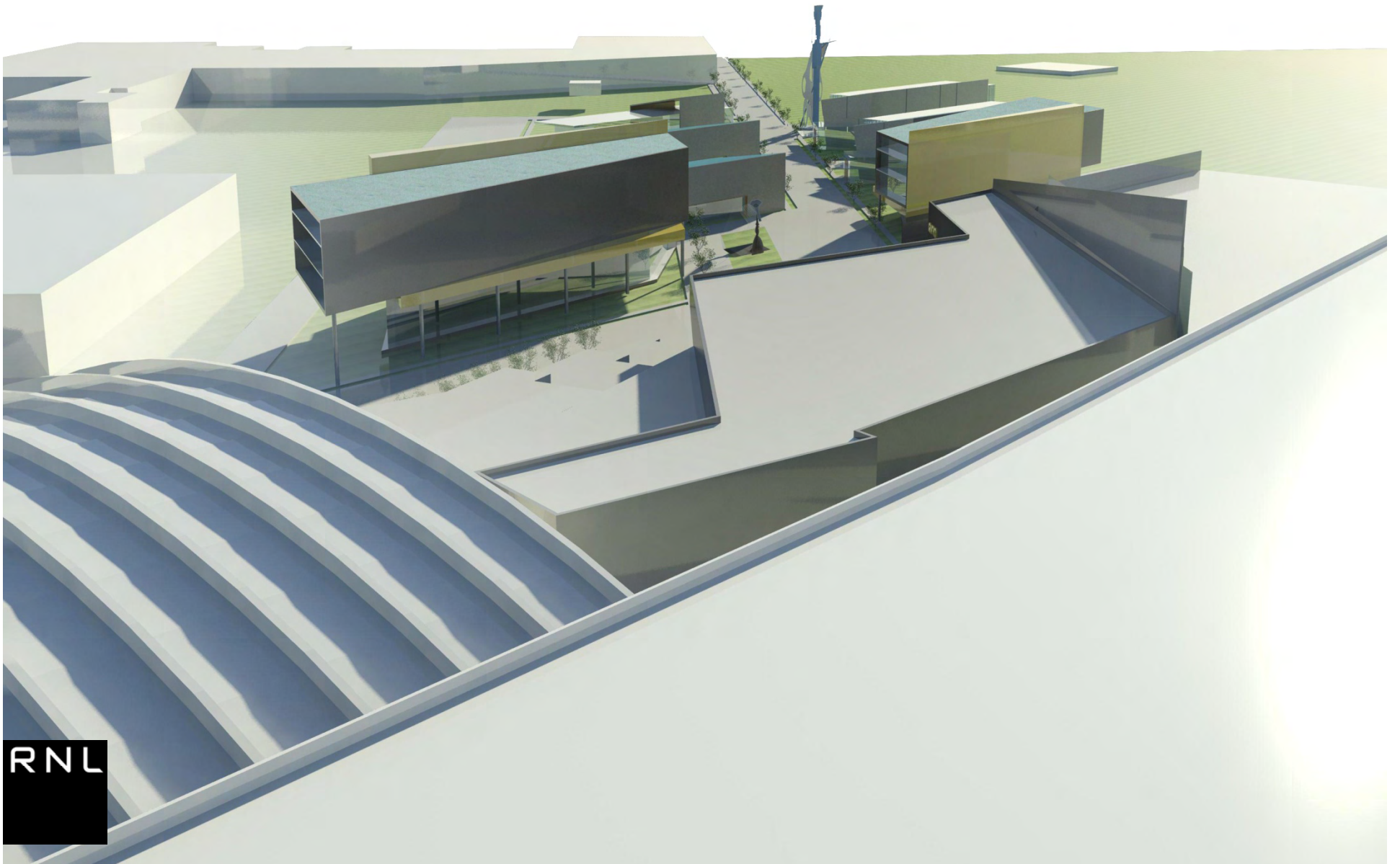
- **Bio-fuels**
- **Bio-mass**
- **Wind energy**
- **Raised \$2.5 billion in growth financing**



Successful Models

- **North Carolina**
- **Florida**
- **Saskatchewan**
- **Philadelphia**
- **Winnipeg**





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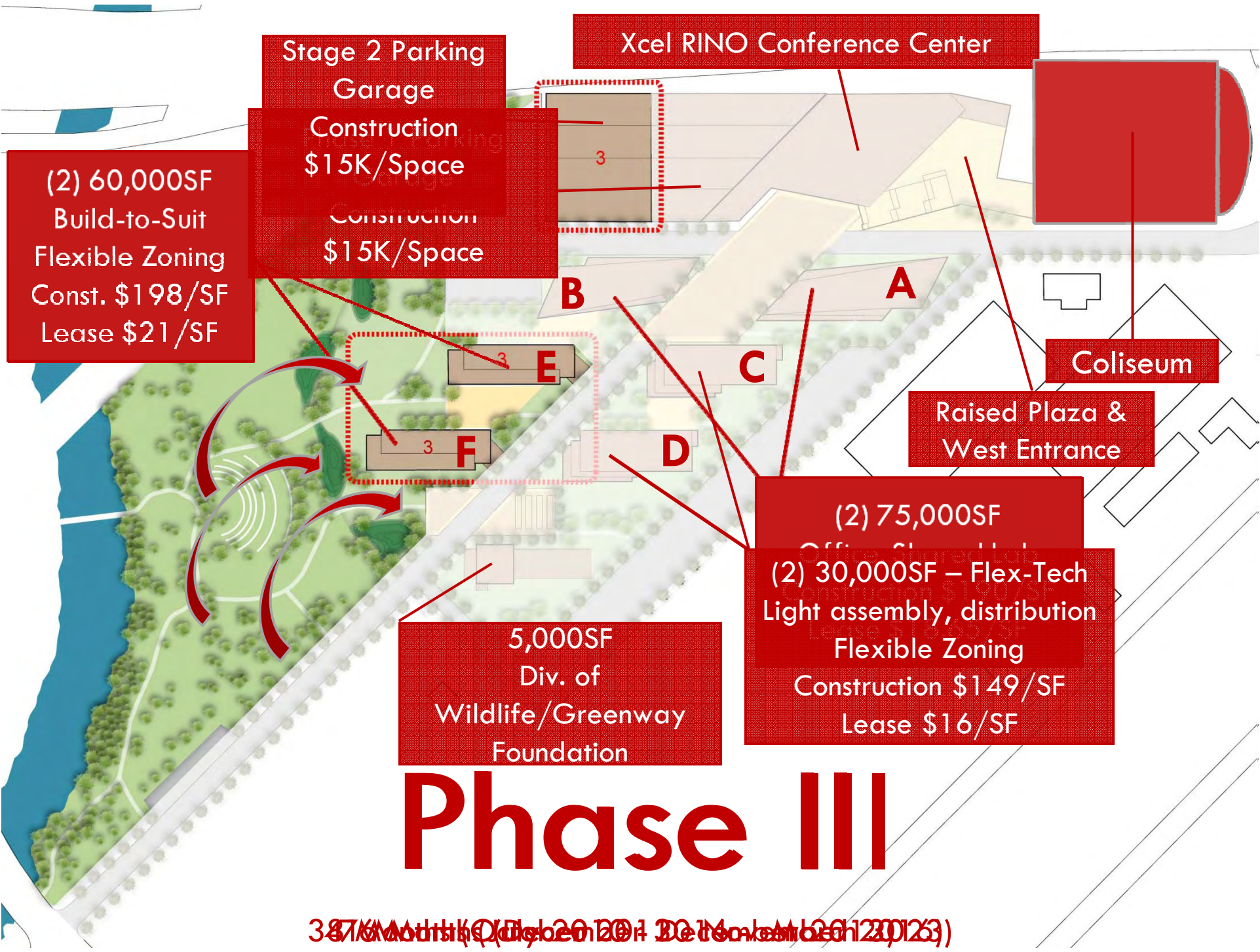
Frontier Center:

Where Heritage



Meets Innovation





Xcel RINO Conference Center

Stage 2 Parking Garage Construction \$15K/Space

(2) 60,000SF Build-to-Suit Flexible Zoning Const. \$198/SF Lease \$21/SF



Coliseum

Raised Plaza & West Entrance

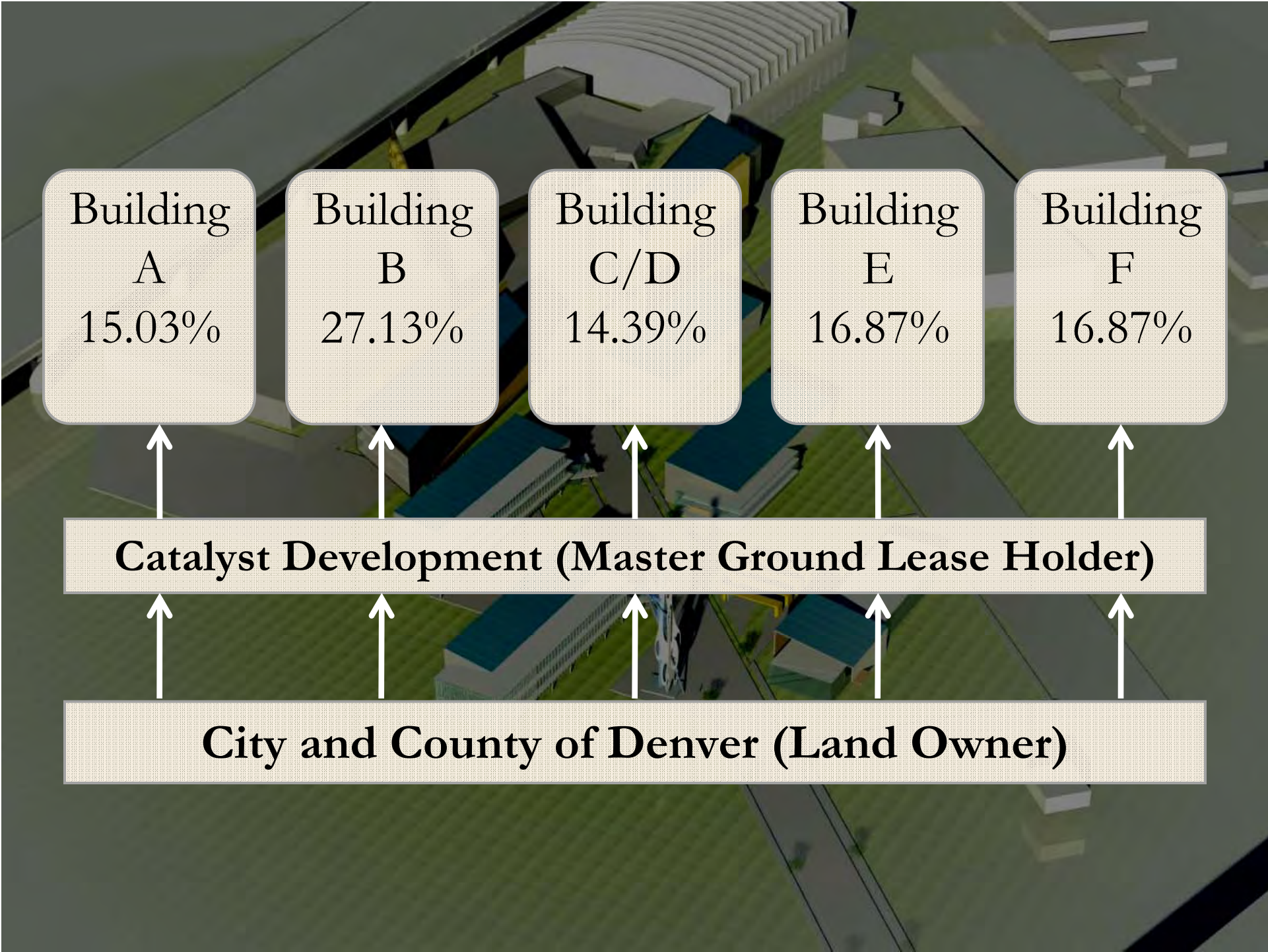
(2) 75,000SF Office Shared Use
 (2) 30,000SF – Flex-Tech Light assembly, distribution Flexible Zoning Construction \$149/SF Lease \$16/SF

5,000SF Div. of Wildlife/Greenway Foundation

Phase III

Funding Sources

Type of Funding	Amount (\$mil)	%	Public / Private	Where Funding is Applied
Conventional Mortgage	\$39.5	42%	Private	Vertical building development
Equity	\$18.8	20%	Private	Vertical building development
Certificates of Participation (Issued by CCD)	\$15.0	16%	Public	Coliseum, conference center, site prep
Urban Renewal Authority with Metro District (Issued by URA)	\$12.2	13%	Public	Parking structure
EDA Grant	\$8.5	9%	Public	Vertical development (Bldg B)
<i>TOTAL FUNDING:</i>	<i>\$94.0</i>			
Private Funds	\$58.3	62%		
Public Funds	\$35.7	38%		
<i>TOTAL FUNDING:</i>	<i>\$94.0</i>	<i>100%</i>		



Building
A
15.03%

Building
B
27.13%

Building
C/D
14.39%

Building
E
16.87%

Building
F
16.87%

Catalyst Development (Master Ground Lease Holder)

City and County of Denver (Land Owner)

Stakeholder Benefits

- **Economic:**
 - The creation of more than 3,000 new jobs and a new industry in Denver
 - Tax revenue - \$27.5M in property taxes
 - Revitalization of surrounding area
 - Land value increases

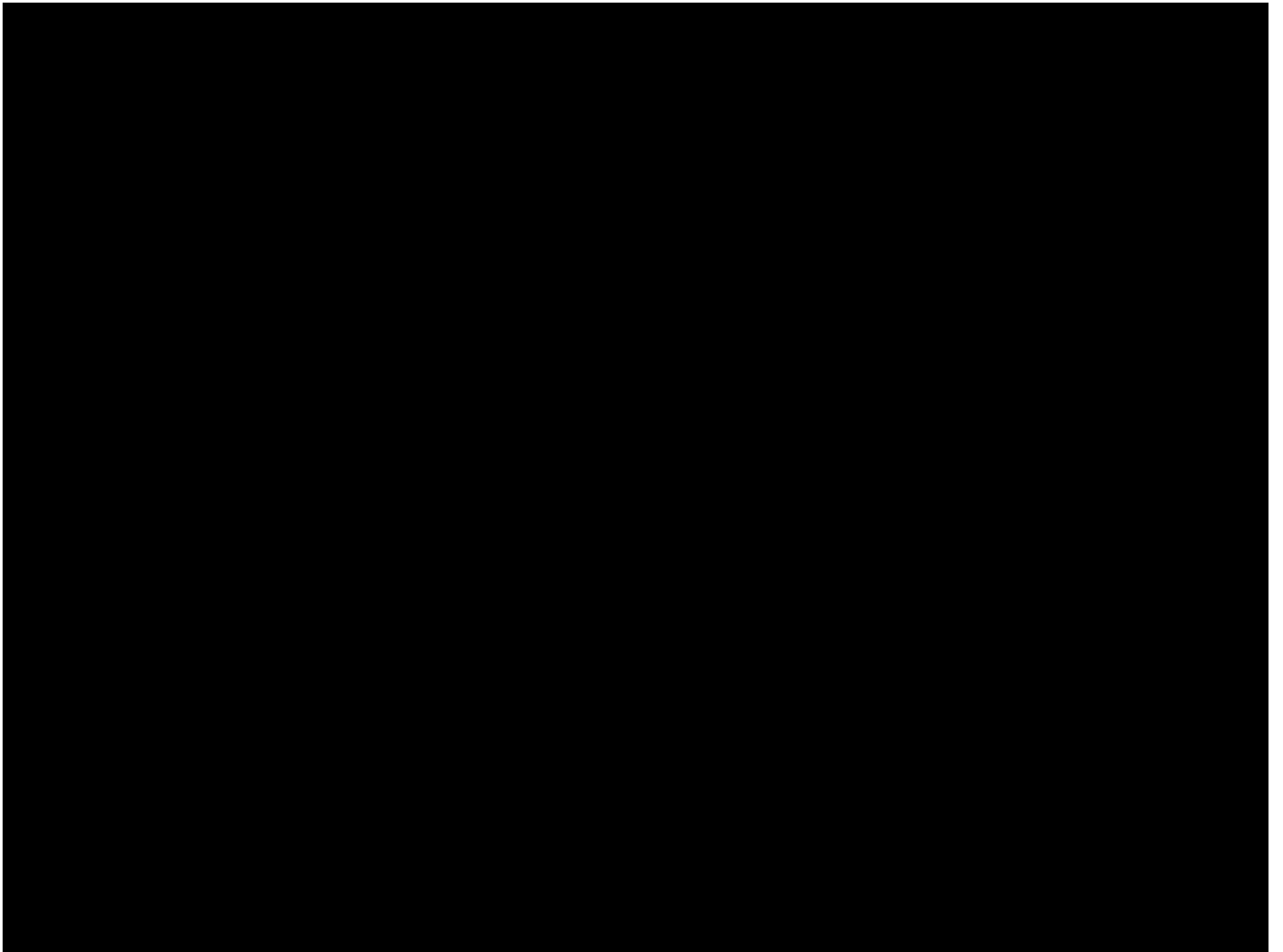
Stakeholder Benefits

- **Environmental:**

- Environmental clean-up of the site
- Clean up of public areas – enhanced pedestrian and park space
- Achieve LEED Gold Certification with buildings

- **Social:**

- Increase land value to neighboring sites
- Create a new use for the Coliseum and National Western sites



Catalyst Development Mission

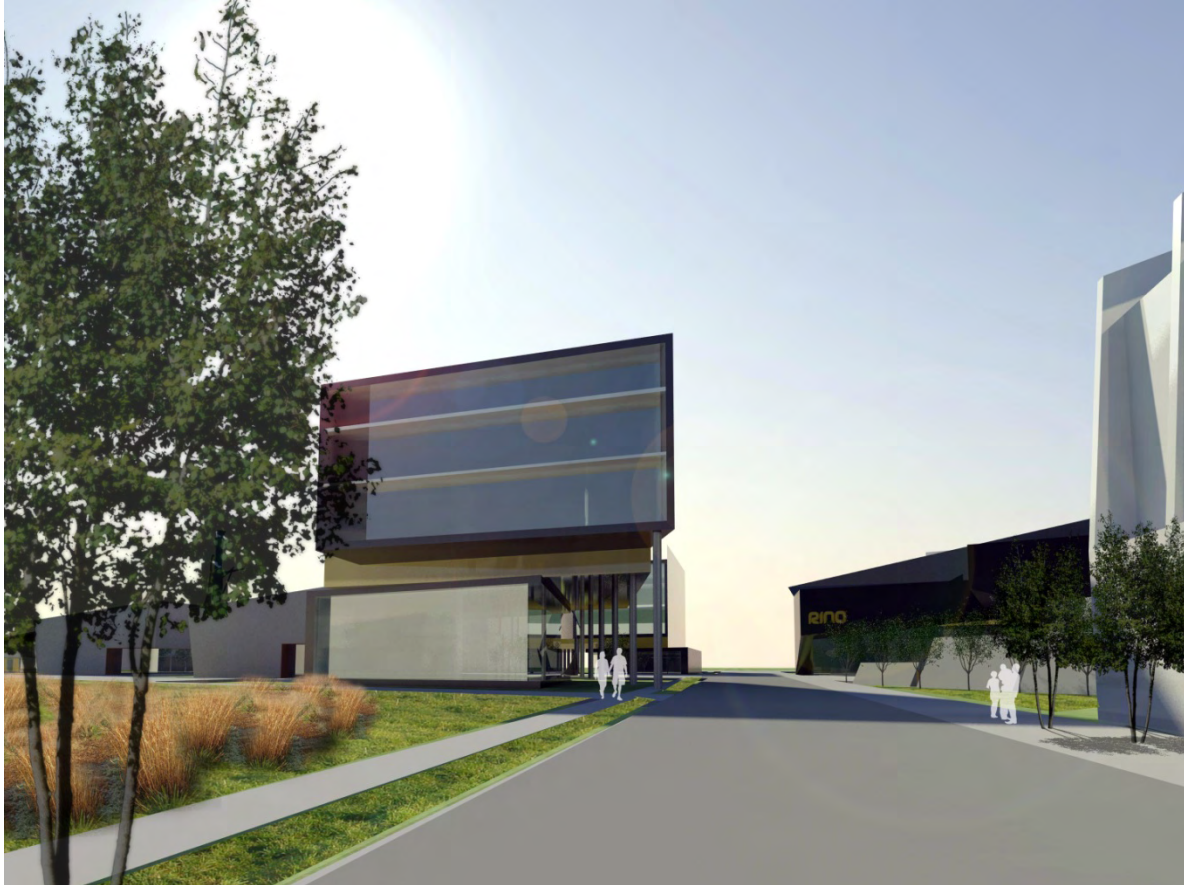
“...achieve the best economic potential of the property.”

*2010 NAIOP Rocky Mountain Real Estate Challenge –
Executive Summary*

Frontier Center Proposal

- Creates a lively urban space
- Reinvigorates usability of the Coliseum site
- Maximizes the value of the property
- Activates Globeville Landing Park
- Extends the urban fabric of downtown Denver
- Creates an environment that fosters successful business development

2010 NAIOP Rocky Mountain Real Estate Challenge – Goal & Objectives



Catalyst Development

History ~ Tradition ~ Innovation

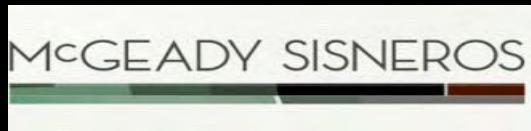
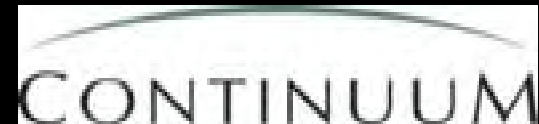
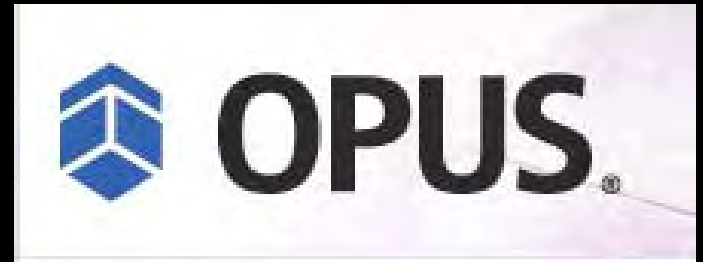


Frontier Center

BRIAN BEATTY ° MICHAEL GOLDEN ° JEFF HAAG °
JOE LATSON ° KRISTIAN LICHTENFELS °
JULIE MARKHAM ° BRIAN MULVANY ° NIKKI

THANK YOU

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THANK YOU

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CresaPartners
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 **UNITED PROPERTIES**

Trammell Crow Company

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 **KAPLAN KIRSCH ROCKWELL**

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Real Estate Consultants

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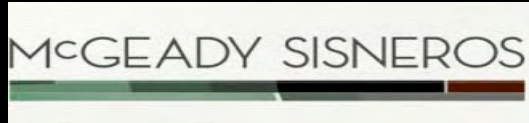
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