



GUIDING PRINCIPLES FOR NEGOTIATION WITH POTENTIAL PLANNING/DEVELOPMENT PARTNERS

PLANNING AND DEVELOPMENT APPROACH

Parties jointly recognize and promote that this effort builds upon the University's new and evolving model for University Development

Planning/Development Partner commits to delivering on HU's vision represented in the Campus Master Plan as well as any emerging HU vision, objectives, and strategy for the subject area and corridor

Planning/Development Partner to present options and opportunities for consideration by HU. HU has final approval over the final development plan for the subject area

A cohesive approach to optimize value -- HU branding and programmatic integration to be prominent throughout the subject area and corridor

Dedicated Pre Development team consisting of Planning/Development Partner and HU representatives to collaborate on the development plan prior to HU approval

TIMING AND RISK SHARING

HU prefers to receive FMV upfront and require Planning/Development Partner to assume all market and development risk

NORTH - SOUTH CROSS-SECTION

HU wants to simplify the requirements for managing, monitoring, and administering its economic interest over the life of the ground lease, therefore complex deal structures, ownership structures, and participation are discouraged

ECONOMIC VALUE TO HOWARD

HU must obtain fair market value (FMV) for the ground lease supporting all development

HU must receive additional value/benefits in exchange for any sole-sourced/non-competitive transaction (e.g., premium pricing, ancillary profit opportunities, etc.)

HU must safeguard the integrity of any sole source transaction by protecting against windfall profits through gross revenue participation and participation in liquidity events

HU provides NO direct or indirect economic subsidy towards the construction and operation of any commercial developments components

LINK TO HOWARD MISSION AND VALUES

Planning/Development Partner must demonstrate diversity on the development team

Planning/Development Partner must demonstrate a commitment to coordinated community engagement in conjunction with HU

Planning/Development Partner must demonstrate a commitment to Inclusionary Zoning and other HU oriented housing programs that promote affordability

Planning/Development Partner to collaborate with HU on potential acquisition and development opportunities that are strategic and economically feasible

Development proposals must have a linkage to and create sustainable value to HU's academic mission (e.g., enhances opportunities and quality of life for HU students, faculty, staff, and brand)