



UA Tech Park at The Bridges Pre-Submittal Conference

Question & Answer Session

1. What work has been done in terms of design?

Tech Parks Arizona has worked with NBBJ (Seattle) and Flad Architects (Seattle) on preliminary concepts and programming for the Innovation and Technology Complex (ITC) including the plaza and public spaces.

2. You mentioned that the planning review is done through the University, does that mean it does not go through the City?

If the land and improvements are owned or controlled by the University, then they are not subject to City or County development review. In these cases, planning review will be conducted subject to the Park's Design and Development Guidelines and reviewed by the Tech Park Arizona Design and Review Committee (DRC). Review of architectural plans, mechanical, electrical and structural elements of the ITC will be done by CRC and the State Fire Marshall and may be also subject to City Development Services review depending on how the financing and ownership of the buildings is structured.

3. Are there CC&R's that are drafted? If so, do they contemplate supporting uses like restaurants, housing and others?

The Park's CC&Rs will be imbedded in the Park's Design and Development Guidelines. The Planning Center (Tucson) has been commissioned to develop Design and Review Guidelines for



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the Park. These guidelines will be consistent with the pre-existing Design Guidelines for The Bridges PAD. We will seek input of the Master Developer on the Guidelines before they are formally adopted by the University. The Vision and Concept Plan for the Park anticipates convenience retail and support services in the Park.

4. Can you expand on the marketing component of this development? Do you envision being part of the marketing team?

Marketing the Park, including the Technology Precinct and the Innovation and Technology Complex will be a coordinated and joint effort on the part of Tech Parks Arizona and the master developer.

5. Expand on what you see going on in Tech Launch Arizona, the lead tenant in this development – what is really happening and what trends are there, in terms of being a feeder to the success of the overall project?

The University will lease a portion of ITC South. The University space will house the offices of Tech Launch Arizona and Tech Parks Arizona and serve as the hub of the University's technology transfer and commercialization programs. Tech Launch Arizona has seen steady and positive year over year growth in all of its metrics since it was created in 2013. In FY2017, it secured patents, entered into exclusive license agreements, and launched startups, and is on course to exceed these numbers in FY2018. The TLA space at the Park will provide office and lab space and a location for concentrated startup support services for UA-connected and other local startup companies, further enhancing the UA's and TLA's role in technology commercialization and economic development in southern Arizona.



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6. Who is going to constitute the design and review committee? How many and from where?

The Members of the Tech Park Design and Review Committee are:

- Mike Baruch, Committee Chair; Senior Program Manager, Tucson Electric Power
- Kay Olsen Brown, Development Officer, University of Arizona College of Architecture
- Peter Douerlin, Associate Vice President, UA Planning, Design and Construction
- Phil Swaim, Principal, Swaim Architects
- Bruce Wright, Associate Vice President, Tech Parks Arizona, University of Arizona
- Consultant to the committee: Maria Masque, Principal, The Planning Center
- Staff to the Committee: Patrick Murphy, Director of Planning, Facilities and Construction, Tech Parks Arizona

7. Why build a second park when you have the UA Tech Park at Rita Road, with 800 acres remaining open to development?

We see the two parks as complimentary to one other and not competitive. The Tech Park at Rita Road serves the needs of technology companies who want their facilities in a suburban environment. Typically, Rita Road tenants want larger spaces, indoor and outdoor testing, production and demonstration facilities, and a location in eastern Tucson. The Bridges will serve companies that want their facilities in an urban environment with proximity to the Main Campus of the University of Arizona, Downtown Tucson, the Arizona Health Sciences Center, the VA Regional Hospital and Banner UMC South Hospital.



8. Isn't the area that surrounds The Bridges a bad part of town?

The common perception is that the area around The Bridges is a “bad” part of town. It is true that the surrounding neighborhoods are economically challenged. However, the area has undergone a remarkable transformation in the past few years with the development of Tucson Marketplace as well as improvements to Silverlake Park and the Quincie Douglas Community Center to the north and the County government complex and Kino Sports Park to the east. The county is planning to develop a new regional sports complex at Kino Parkway just south of I-10. The County, City and University have also agreed to develop a master plan for the entire area including redevelopment and revitalization of the area to the west of The Bridges.

9. How does this development relate to what is happening on the UA's main campus?

Development of The Bridges is being coordinated with the planning and development efforts on Main Campus, including the President's strategic planning efforts and an anticipated update to the UA Campus Masterplan. The UA is currently considering locating a University research building at The Bridges.

10. What is happening around The Bridges in terms of development?

Development of the retail and residential components of the Bridges continues. The retail development, Tucson Marketplace, has been an overwhelming success and serves a large and previously underserved retail market, including central and southern portions of Tucson, along I-19 to the Mexican border and I-10 east to Cochise County. Tucson Marketplace is nearly fifty percent built out, and is expected to reach full development in the next twenty-four to thirty-six months.



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11. What is happening at the southeast corner of 36th and Kino?

The parcel at the corner of 36th Street and Kino Parkway is owned by Pima County and will be developed to benefit and enhance development of the Bridges. It will include a new Tucson Electric Power (TEP) electrical substation on the northwest corner of the parcel, which will serve future development of the Bridges as well as existing need in the area, and an urban County Park on the balance of the land.

12. Where are we in regards to the infrastructure of The Bridges?

Roads are in place. The water, reclaimed water, natural gas and sewer systems are in place. The backbone of the electrical and tele-communications infrastructure (conduit and utility vaults) is in place, but electrical conductor and tele-communications cable and fiber need to be installed. All utilities need to be delivered to the parcels. There needs to be some additional undergrounding of the storm water system on the parcels along ML King Jr. Way.

As built drawing have been proved.

13. Does your group currently share in leasing commissions?

Tech Parks Arizona actively and aggressively markets both the Tech Park at Rita Road and the Tech Park at The Bridges. We have a three-person business development team that markets domestically and internationally to technology companies in six key technology sectors. Our business development efforts are managed through Global Advantage, a business assistance and soft landing program. Information regarding Global Advantage is available on our web page. The Tech Parks team does not take commissions on leasing activities.

Tech Parks Arizona has entered into a broker listing agreement with PICOR Cushman Wakefield at the UA Tech Park at Rita Road. We have no listing agreement for The Bridges at this time.



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Through our internal team and PICOR Cushman Wakefield, we work with a number of different brokers for current and potential tenants, and pay standard commissions on land and building leases at both parks.

14. Do you charge a % fee for property management services?

We will assess a common area fee to cover the cost of building and maintaining the common areas in the Park including, streets, street lighting, landscaping and public areas. This will likely include costs for third party building and property management services.

15. Do you have a specific expectation for the ground lease amount or method of calculation?

The ground lease rates will be determined based on fair market value and annual rate of return to the Campus Research Corporation. The initial value of the land will be determined by an outside, third party, certified appraiser.

16. Who are the members of the RFP Review Committee?

The Committee members are:

- Kimberly Andrews Espy, UA Senior Vice President for Research
- Heather Gaines, UA Associate General Counsel
- William Morlok, Point A Consulting
- Patrick Murphy, Director of Planning Construction and Facilities, Tech Parks Arizona
- Bob Smith, Committee Chair, UA Vice President, Planning, Design and Operations,
- Steven Spalding, Principal, Point A Consulting
- Tom Warne, President, Triangle Ventures
- Bruce Wright, UA Associate Vice President, Tech Parks Arizona