VILLAGE DEVELOPMENT SITES REQUEST FOR INFORMATION
QUESTIONS AND ANSWERS

1. Is a copy of the pre-submittal presentation from April 26 available? Can we also receive a list of all attendees?

The attendance sheet is attached. A link to the presentation is here: https://sites.bsu.edu/ums-streaming/83/the-village-development/

2. Is providing new student housing your primary goal with the sites relating to this RFI?

No. While we recognize student housing represents a market opportunity given our removal of Scheidler Apartments, Anthony Apartments, and LaFollette, we do not have a specific goal relating to a target number of student housing beds. Our primary goal is to have a vibrant and healthy village. Doing so will require a mix of new commercial and business uses and, in our opinion, a range of housing options. In other words, new student housing is one piece to a much bigger puzzle.

3. Is Ball State preferential to a P3 structure or an independently owned development? Or no preference?

We would consider either option, as long as respondents understand we have constraints as a public university and it would be difficult for us to enter into five separate P3 projects with five different developers on five different sites. We think in all likelihood several of these sites will need to be completed as privately owned development projects.

4. Should future development set rates using the on-campus rates set by Ball State or via the rates set by the off-campus student market?

Any lease rates should be established by off-campus private market forces, and not by Ball State.

5. Does Ball State desire to use these future developments to serve as “on-campus” housing?

We believe the village needs its own identity and brand, and most of these sites will be considered off-campus. Sites 1 and 2 are unique in their location, and will likely need to be seen as a part of campus. However, we don’t expect any new residential units which will be added from these sites to be a part of our on-campus housing inventory that we manage and operate.
6. Does Ball State desire a dorm-style (community bath, kitchen), suite-style (shared bath amongst multiple suites, community kitchen), or apartment-style (self-sufficient unit) living for this area and these sites?

We do not desire any further traditional dormitory style units. We would consider suite-style living units and traditional apartment units if a developer believes there is a market for such units and provides a solid management plan for how these units would be operated.

7. Is the primary target for these future development undergrad students, young professionals/grad students staying in Muncie post-grad, or another demographic?

Future housing will likely serve a combination of all of these markets, including new staff and faculty. We are hoping developers will share with us their thoughts on which markets would be the likely target for future projects to ensure a healthy and diverse housing mix.

8. Similarly, how important is a background in student housing to the ultimate developer?

This will depend entirely on what housing type is being proposed. As referenced earlier, we do not desire for all five sites to be dedicated purely to student housing. That being said, teams who are looking at this market as the dominant use for one or more of the sites should demonstrate capacity and experience in terms of understanding those dynamics which are important to its ultimate success.

9. Is Ball State interested in a “development-for-fee” structure where the contractor and developer receive a fee to allow Ball State sole control over the finished product?

No, we are not seeking a fee-based developer for any project.

10. Would Ball State be willing to enter into a long term master lease type structure?

We would consider this option, again with the understanding that our resources and capacity will limit how many projects we could undertake like this.

11. How would Ball State fill the units?

We would work closely with the selected team to determine the outreach and leasing strategy.
12. Can you provide some color on the level of finishes and amenities that you would expect the building to provide?

This will be driven by the development team vs. the Ball State team.

13. What requirements if any would Ball State have regarding public space?

We do not have a requirement for this and are open to ideas and suggestions.

14. Has Ball State done any housing market study or are you planning to do so?

We have not had a third-party independent market study completed for the off-campus housing market. We track historical trends relative to our on-campus residence halls and apartment complexes, and have projections relating to enrollment data and housing replacement schedules. We also try to keep a pulse on larger off-campus apartment complexes relative to their occupancy rates and lease rates.

15. What is the timing for removal of LaFollette, Scheidler Apartments, and Anthony Apartments?

In the summer of 2020, about 600 additional beds will be removed from LaFollette. The final 430 beds will then be removed in the summer of 2021 to align with completion of the new north residential neighborhood residence halls. We have not targeted a specific date for removal of either Scheidler or Anthony Apartments as we purposely want to wait until a development team(s) was selected to work jointly on a replacement plan. We believe both of those apartment complexes will require a phased removal approach. We have made a strategic decision to not make further capital improvements to either complex, and over the past two years have demolished several buildings due to their condition. We anticipate that we will continue removing units when they become obsolete and require attention, however, will accelerate removal of these apartments when a replacement project(s) is completed in the village.

16. Is there a long-term village strategy that extends beyond these catalyst sites aimed at bringing additional investment into the neighborhood?

The RFI and the five targeted catalyst sites are the first priority, with the hope they will generate additional momentum and lead to other opportunities. In addition, Ball State is currently working on an employee housing incentive program, which we believe will lead to more faculty and staff living in the nearby neighborhoods – which should help improve market opportunities in the village.
17. Given the recent loss of several key restaurants, why have businesses struggled in the village?

This is difficult to say, and it likely is from a combination of many factors ranging from too much reliance on the student market (making summer sales a challenge), a perceived lack of convenient parking, and poor business management decisions.

18. Is the City of Muncie supportive of this project, and how does revitalizing the village fit into the city’s overall priorities and objectives?

Yes, the City is fully supportive of the University’s efforts to revitalize the village. The City has previously adopted a tax increment financing (TIF) district in the village as well as a new overlay zoning ordinance. The City also used TIF funds to construct and operate a new 311-car parking structure in the village. Currently, the Mayor of Muncie is a member of the Next Muncie task force – a group of city leaders looking at the central city of Muncie and determining how best to leverage the city’s best assets to improve quality of life in the city.

19. What is the process after the responses are submitted to this RFI?

The Ball State team intends to move into a full request for proposal (RFP) process after reviewing and vetting the responses. We have not finalized a schedule yet for doing this, as we want to see what responses will be generated through the RFI. But we will be looking for development teams to assemble a more complete proposal in the next phase, and will outline a more detailed process shortly after the RFI responses are reviewed.

20. Will only development teams who respond to the Request for Information be invited to submit full proposals?

Our intention is to only extend an invitation to those firms who respond to the RFI. We reserve the right to adjust our approach pending review of these submittals.
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<thead>
<tr>
<th>Name</th>
<th>Company</th>
<th>E-mail</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Drew Morgan</td>
<td>Schmidt Associates</td>
<td><a href="mailto:dmorgan@schmidt-arch.com">dmorgan@schmidt-arch.com</a></td>
<td>317-607-2944</td>
</tr>
<tr>
<td>Adam Brunson</td>
<td>Fairmount Properties</td>
<td><a href="mailto:gbrusson@fairmountproperties.com">gbrusson@fairmountproperties.com</a></td>
<td>440-413-7888</td>
</tr>
<tr>
<td>Ryan Kelly</td>
<td>TWG</td>
<td><a href="mailto:rkelly@twgdev.com">rkelly@twgdev.com</a></td>
<td>765-748-1818</td>
</tr>
<tr>
<td>Derek Wilson</td>
<td>Middletown</td>
<td><a href="mailto:derek.wilson@middletown.com">derek.wilson@middletown.com</a></td>
<td>765-612-9250</td>
</tr>
<tr>
<td>Brian Schubert</td>
<td>DLG</td>
<td>brinksdlg.com</td>
<td>317-341-7143</td>
</tr>
<tr>
<td>Brandes Brec</td>
<td>Loftus Robinson</td>
<td><a href="mailto:brandes.deal@loftusrobinson.com">brandes.deal@loftusrobinson.com</a></td>
<td>317-686-1095</td>
</tr>
<tr>
<td>David Wesner</td>
<td>The Amex Group</td>
<td><a href="mailto:david@theamexp.com">david@theamexp.com</a></td>
<td>317-603-4091</td>
</tr>
<tr>
<td>Lynn Busby</td>
<td>Wilhelm</td>
<td><a href="mailto:lynnbusby@familipal.com">lynnbusby@familipal.com</a></td>
<td>317-944-1628</td>
</tr>
<tr>
<td>Julie Collier</td>
<td>Flaherty &amp; Collins</td>
<td>jcollier@f&amp;c.com</td>
<td>317-819-2711</td>
</tr>
<tr>
<td>John Lowick</td>
<td>Cardinal Square, LLC</td>
<td><a href="mailto:jlowick@cardinalsquare.com">jlowick@cardinalsquare.com</a></td>
<td>219-689-2046</td>
</tr>
<tr>
<td>Adam Lee</td>
<td>The Ridge Group</td>
<td><a href="mailto:adaml@ridgecorporation.com">adaml@ridgecorporation.com</a></td>
<td>317-414-9713</td>
</tr>
<tr>
<td>Tyler Ridge</td>
<td>The Ridge Group</td>
<td><a href="mailto:tw@ridgecorporation.com">tw@ridgecorporation.com</a></td>
<td>317-499-5701</td>
</tr>
<tr>
<td>Federico Boscoin</td>
<td>Gershon Partners</td>
<td><a href="mailto:fbooscoin@gershonpartners.com">fbooscoin@gershonpartners.com</a></td>
<td>317-599-4773</td>
</tr>
<tr>
<td>Tom Jasien</td>
<td>Scannell Properties</td>
<td><a href="mailto:tomjac@scannellproperties.com">tomjac@scannellproperties.com</a></td>
<td>317-490-6714</td>
</tr>
<tr>
<td>Tim Hansen</td>
<td>WS Property Group</td>
<td><a href="mailto:timh@wspropertygroup.com">timh@wspropertygroup.com</a></td>
<td>812-327-7440</td>
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