Background Information

- **September 2016:** Stony Brook issues RFQ #16/17-031MC for “Comprehensive Property Development Services”
  - “Design, build, finance, operate, and maintain" housing buildings (student, faculty, senior), associated quality-of-life facilities (dining, student services, retail, recreational, and other support spaces), and associated parking in a multi-phased development plan on land owned by the University and ground leased to the Developer.”
  - “The University is seeking to deliver a dynamic Campus Village located on the University’s Stony Brook site which includes new housing communities along with dining, recreation, parking, academic, and student support spaces.”
- **January 2017:** RFQ responses received
- **June 2017:** Shortlist created
- **September 2017 – January 2018:** Series of interviews with shortlisted teams
- **February 2018:** Gilbane-Provident team selected
- **March 2018 – August 2018:** Predevelopment planning and feasibility analysis
- **August 9, 2018:** Presentation to SBU senior management
- **August 13, 2018:** SBU decision to move forward
- **November 15, 2018:** SUNY Trustees approval of resolution authorizing issuance of ground lease for Campus Village

A public-private partnership (P3) is a flexible, scalable platform through which the public sector partner can leverage private sector expertise and resources, and outsource key risks, in delivering needed facilities. 

A P3 is “another tool in the tool box” that encourages creativity, helping define problem statements and craft corresponding business solutions.
Primary Team Members:

- Local presence, national platform
- Experience with DGS, SUCF, DASNY, SUNY & SBU
- SINCE 1873
- Longevity & stability
- Extensive on and off-campus portfolio of work
- P3s include mixed-use, student housing, life sciences, office, healthcare, academic, hospitality, parking
- 501(c)(3) brings additional flexibility (reinvestment & long-term value)
- Broad/deep portfolio of higher education projects

Summary Presentation | December 12, 2018
Goals and Objectives

From Stony Brook University...

- Support the University’s growing population
- Incorporate private sector innovation and efficiencies
- Deliver a dynamic Campus Village in a compact, pedestrian-friendly environment
- Support an inspiring and dynamic living/learning environment
- Leverage existing infrastructure
- Expand and utilize available open space
- Provide best overall value for the lifecycle of the facilities
- Create built-in flexibility and adaptability to accommodate future needs
Themes Informing the Vision for the Campus Village

• Sustainability
• Energy efficiency/independence
• Technology
• Innovation
• Discovery
• Advancement
• Diversity
• Community
Setting the Stage

- **Student Enrollment (AY 2017-18)**
  - 25,989 total students
  - 17,364 undergraduate
  - 8,625 graduate

- **Student Housing (AY 2017-18)**
  - 30 traditional residence halls
  - 23 apartment-style residence halls
  - 10,204 students live on-campus
    - 8,989 undergrad (including 83% of freshmen)
    - 1,215 graduate

- **Estimated Housing Needs**
  - 1,000 to 1,500 additional beds for students (undergrad & grad/professional) and faculty

- **Note**
  - For AY 2018-19, ~500 students in triples
Aerial View of the Project Site
Potential to shift track & field eastward, gaining space for additional future expansion, if needed.
1. Think broadly about what this public-private partnership can do.
2. Freshman housing is oversubscribed for AY 2018-19 (500 in triples).
3. Students (especially graduate/professional) are very price sensitive.
4. Consider height of buildings at Circle Road & facing Village of Stony Brook.
5. Consider aesthetics at campus edge (contemporary/traditional).
6. Provide retail that complements that in community.
7. Be mindful of limitations on sanitary sewer capacity.
8. Consider including faculty/alumni center?
9. Consider relocating commissary from H Quad?
10. Need for housing is real, given enrollment growth (actual/projected).
11. Preserve access to athletic facilities.
Factors that influenced evolution of program:
- Price sensitivity of graduate/professional students
- Current oversubscription of undergraduate housing
- Rethink student dining
- Opportunity to incorporate ancillary SBU uses

Program summary – Phase 1:
- Residential (3 buildings – 145, 170 & 195 units)
- Resident-oriented retail (~20,000 SF)
- Commissary (relocated from H Quad)
- Faculty/alumni center

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<th>C</th>
<th>D</th>
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<td>Graduate &amp; Professional Students (2017 B&amp;D Study) (~5% increase)</td>
<td>Graduate &amp; Professional Students (Reallocated)</td>
<td>SCGP Visiting Academic Fellows</td>
<td>Undergraduate Students</td>
<td>Total Units Students &amp; Academic Fellows (C + D + E)</td>
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Demand Summary / Unit Mix*

* Subject to confirmation via independent housing demand study currently underway
Building A – Ground floor program:
• Lobby/amenity (graduate/professional)
• Lobby/amenity (SCGP Academic Fellows; units directly above)
• Retail (resident-oriented)
• Faculty/alumni center
• Commissary (relocated from H Quad)

Building B – Ground floor program:
• Lobby/amenity (undergraduate)
• Retail (resident-oriented)
• Residential

Building C – Ground floor program:
• Lobby/amenity (graduate/professional)
• Retail (resident-oriented)
• Residential

Notes:
• Each building is six to seven stories total
• Upper floors of each building are residential
• Project to meet LEED “Silver” standard
• Prevailing wages to apply to on-site labor
• SBU to provide services such as RAs, security, etc.
• Future phase(s) to extend along both sides of promenade, in turn converting surface parking to structured
Conceptual Floor Plan – Building A, Ground Floor

BUILDING A - GROUND FLOOR

- FACULTY/ALUMNI/STUDENT MEETING SPACE: 9,089 sf
- COMMISSARY: 6,232 sf
- GRADUATE PROFESSIONAL RESIDENCES LOBBY: 5,331 sf
- RETAIL: 7,166 sf
- VISITING ACADEMIC FELLOW LOBBY: 1,879 sf
Conceptual Floor Plan – Building B, Ground Floor

BUILDING B - GROUND FLOOR

- RETAIL 4,610 sf
- UNDERGRADUATE STUDENT RESIDENCES LOBBY 7,870 sf
- RETAIL 4,610 sf
Conceptual Floor Plan – Building C, Ground Floor

BUILDING C - GROUND FLOOR

GRADUATE PROFESSIONAL RESIDENCES LOBBY 6,037 sf

RETAIL 4,193 sf
Conceptual Unit Plans – Grad Students & SCGP Visiting Academic Fellows

- Studio Apartment
- One-Bedroom, One-Bathroom Apartment
- Two-Bedroom, Two-Bathroom Apartment

Note: Washer/dryer only in SCGP Visiting Academic Fellow Units
Two-Bedroom, One-Bathroom Apartment

One-Bedroom, One-Bathroom Apartment (Double-Occupancy)

Two-Bedroom, Two-Bathroom Apartment (Double-Occupancy)

Two-Bedroom, One-Bathroom Apartment (Double-Occupancy)
Three-Bedroom, Two-Bathroom Suite (Double-Occupancy)
Objectives:

1. Expeditious implementation
   ✓ Comply with NYS Education Law

2. Transactional precedent
   ✓ SUNY campuses at Buffalo State, Canton, Cobleskill & Purchase

3. Access tax-exempt bond market
   ✓ Lower cost of capital

4. Alignment with SBU goals & mission
   ✓ 501(c)(3) offers reinvestment & long-term value for SBU
Preliminary Transaction Structure

**Note:** 100% bond financing for project through Provident SPE, independent of Stony Brook University
Preliminary Plan of Finance

- Project Revenues
  - Operating Expenses
    - Sr. Lien Debt Service
      - Sr. Lien DSRF
      - Repair & Replacement
        - Sub. Lien Debt Service
          - Sub Lien DSRF
          - Ground Lease Pymt.
Path Forward

**PLANNING**
- Partnering Session
  - Vision: Articulated & Shared
  - Kick-Off & Periodic
- Master Plan
  - Sector Plans & Phasing Plan
- Master Schedule
- Due Diligence
  - Market/Feasibility Studies
  - Legal Underwriting
- Transaction Structure
  - Ground Lease
  - Concession Agreement
- Financial Structure/Model
  - Achieve Economic Balance
- Viable P3 Program
  - Appropriate Allocation of Risk

**DESIGN**
- Engage Stakeholders
  - Internal & External
- Charrette
  - Opportunities & Concerns
  - Kick-Off & Periodic
- Programming
- Due Diligence
  - Physical/Environmental
- Design (SD through CD)
  - “Early Release” Packages
- FF&E Planning
- Communications Plan
  - Internal & External
  - Continues Throughout
- Update Financial Model
  - Maintain Balance

**DEVELOPMENT**
- Project Agreements
  - Transactional
  - Financial
- Capital Stack
  - Tax-Exempt Debt
  - Other
- Entitlements & Approvals
  - SBU & Local
- Financial Close
  - Phase-to-Phase
- Assess/Optimize
  - Marketing/Leasing
  - Can P3 Do Even More?

**CONSTRUCTION**
- Project Controls
  - Scope
  - Cost
  - Schedule
  - Quality
- MWBE Outreach
  - Participation Goals
- Management
  - “Early Release” Pkgs.
  - Safety Program
  - QA/QC Program
  - BIM Coordination
  - Monthly Reporting
  - FF&E Procurement
- Transition Planning
  - Re-engage Stakeholders

**O & M**
- “Finish Strong”
  - Project Closeout
- Building Activation
  - Commissioning
  - Training
- Relocation Management
- Lessons Learned
  - Phase-to-Phase
- Operations & Maintenance
  - Technology
  - Sustainability
  - Performance Standards
  - Ongoing Communications
Thank You!

QUESTIONS & ANSWERS