



Lowertown Redevelopment Corporation: Corporate records

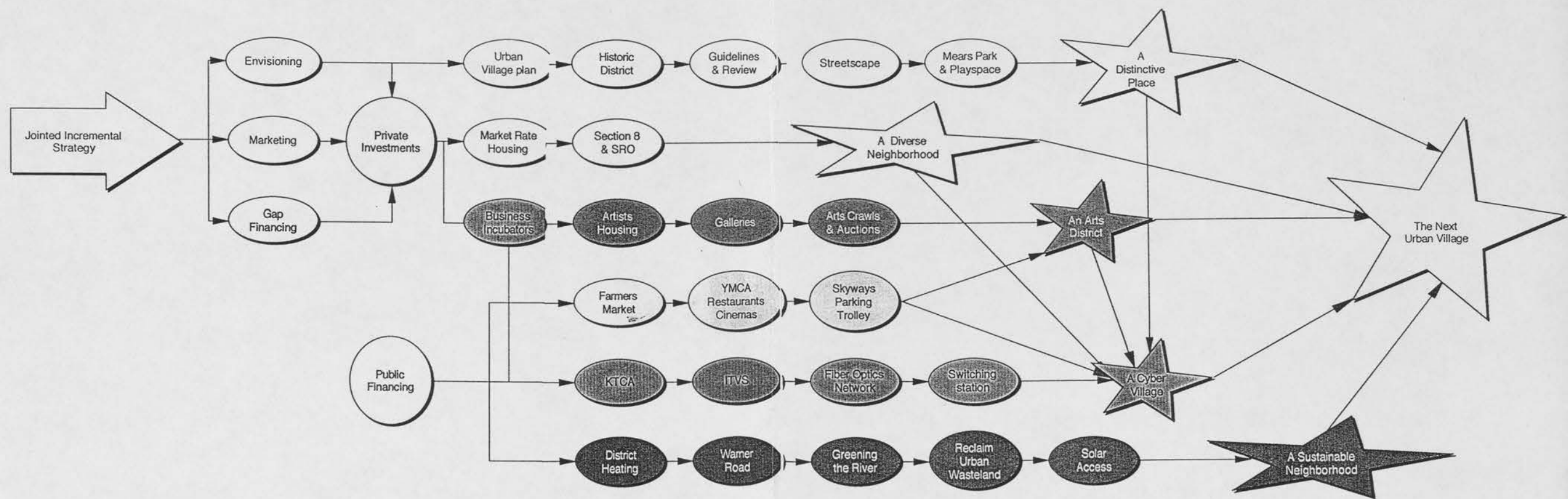
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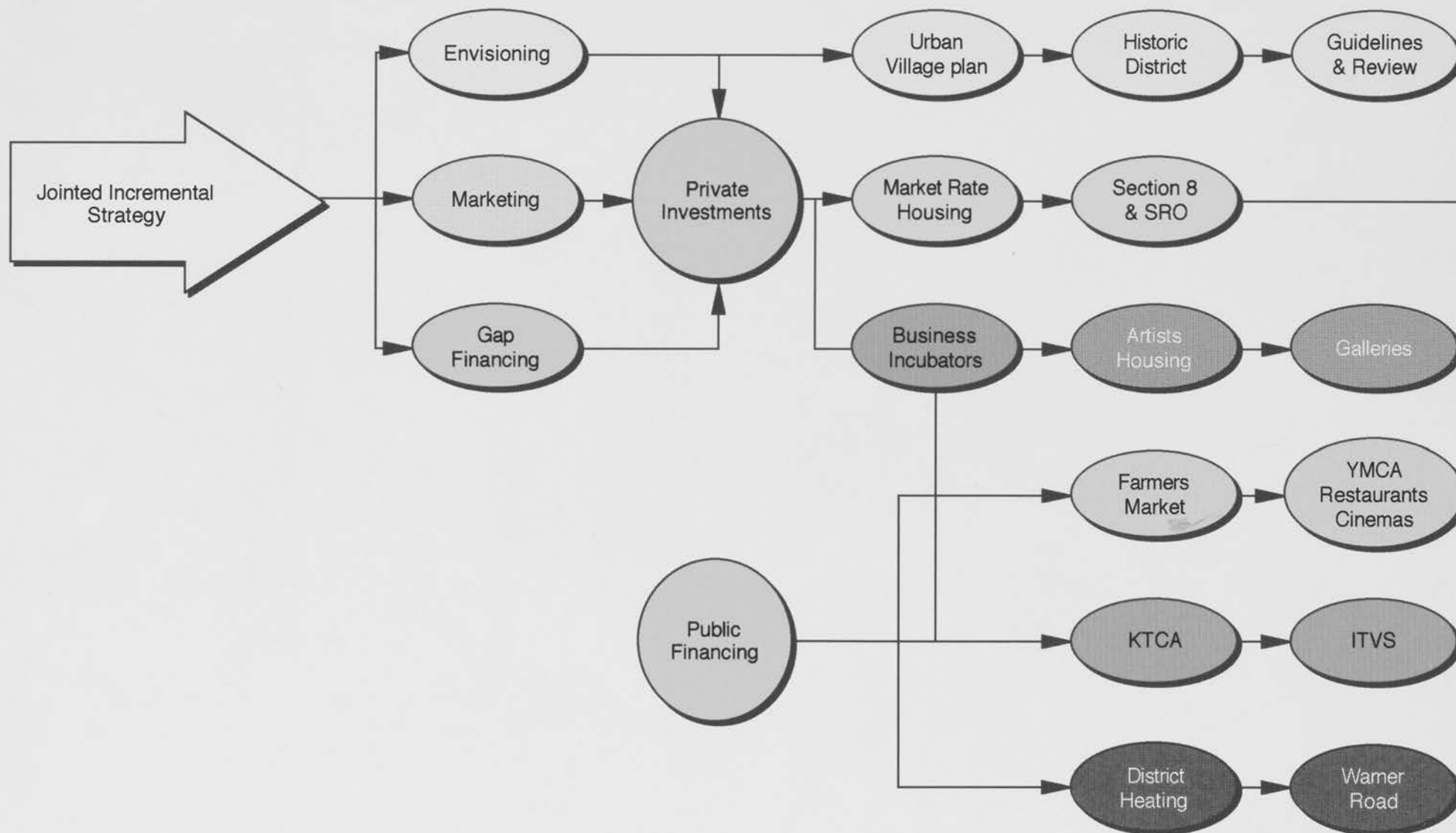
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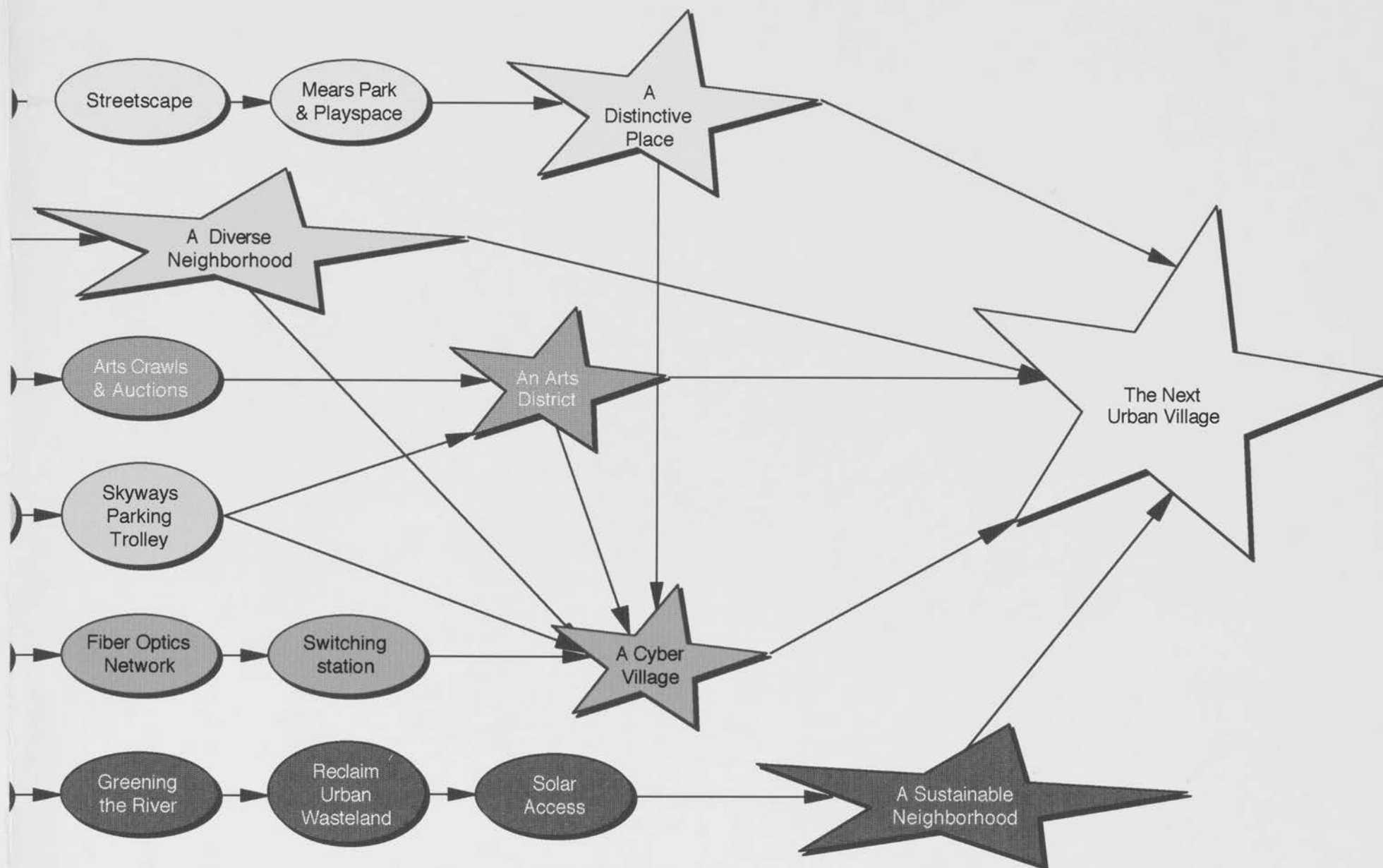


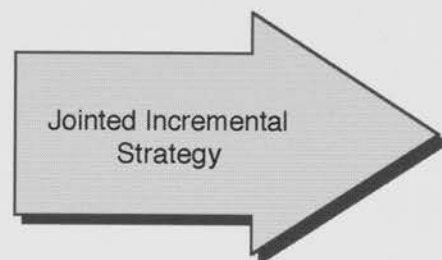












red spent for money



brown cream



yellow blue



orange grey



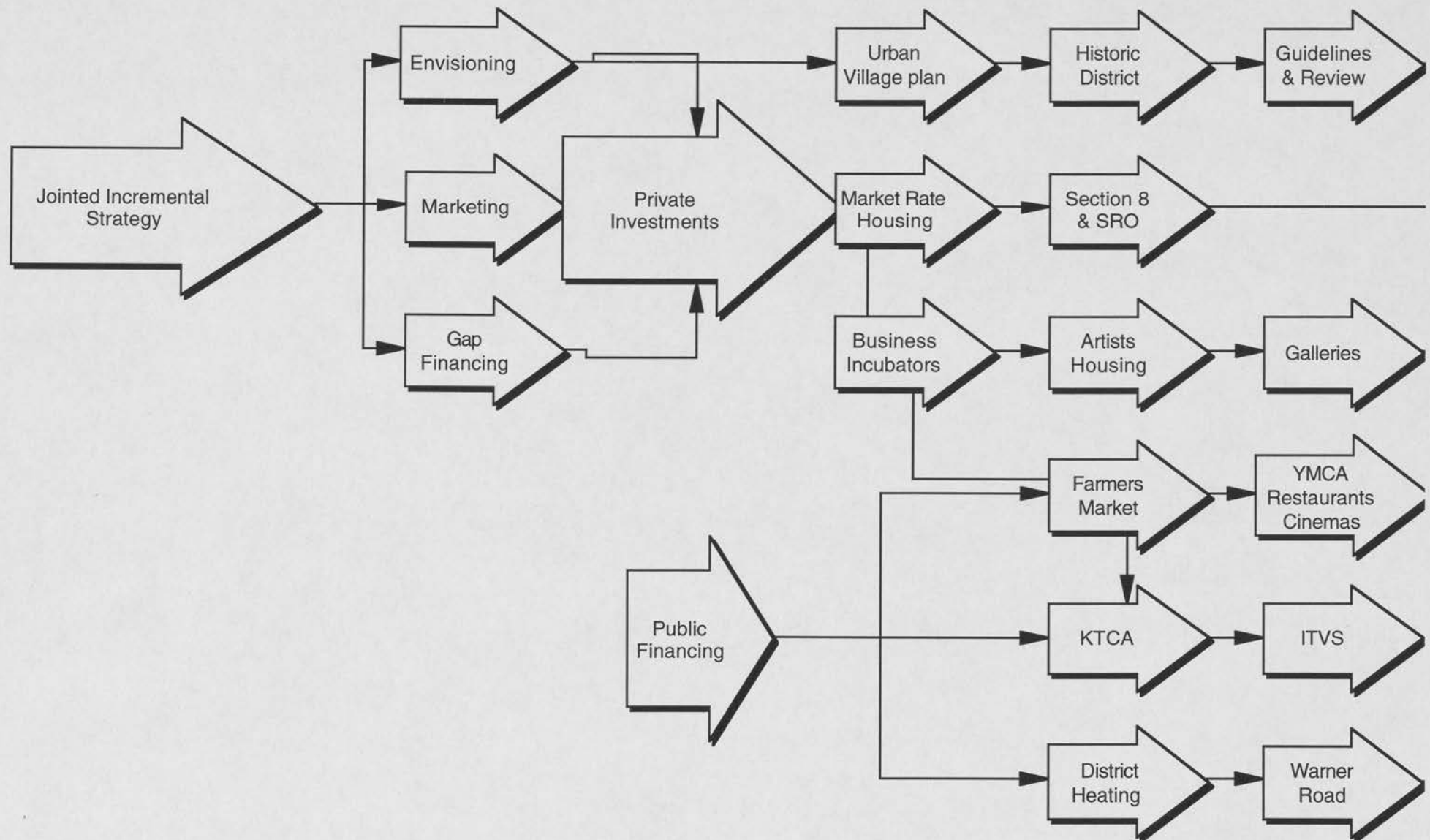
grey yellow

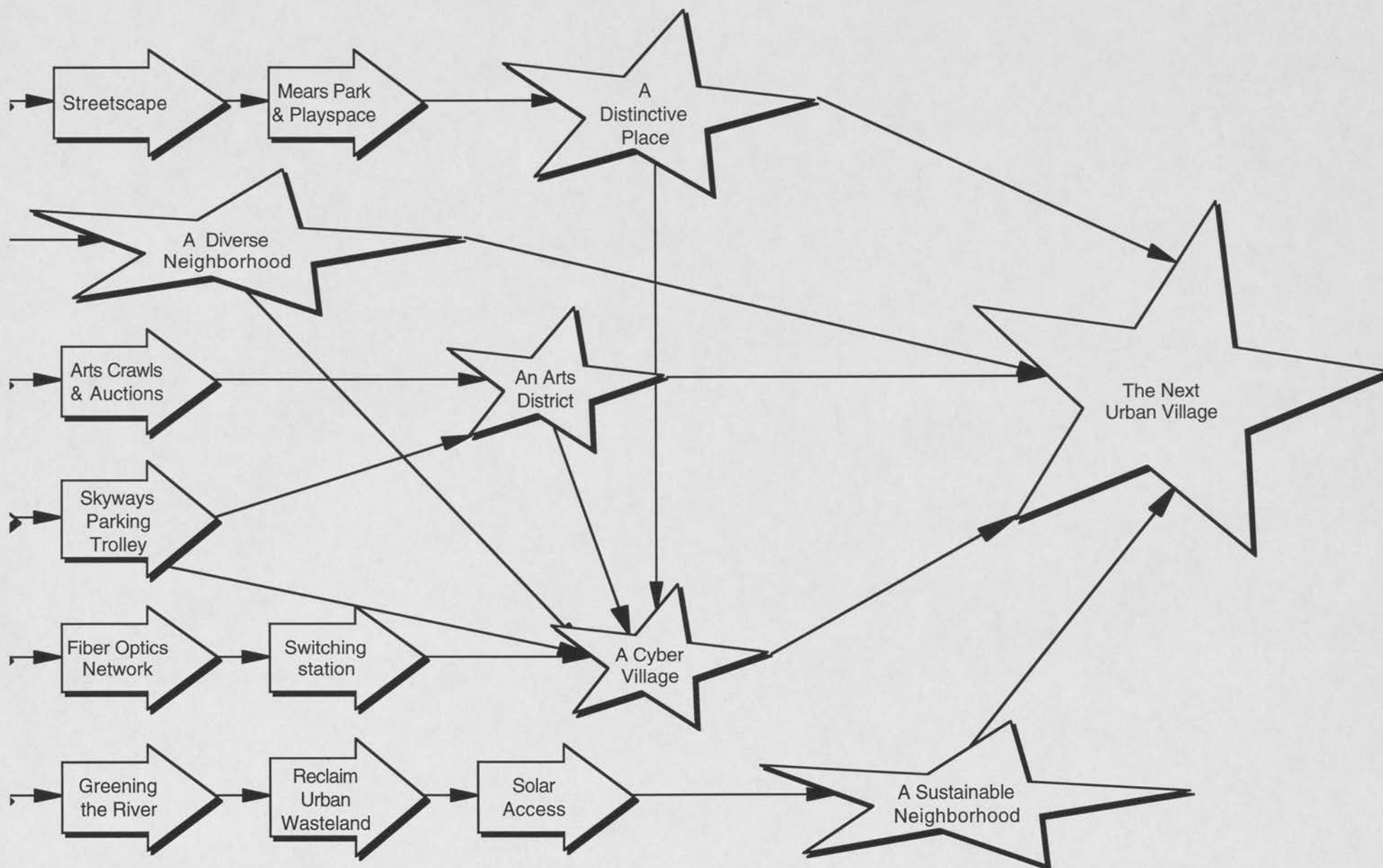


cream orange

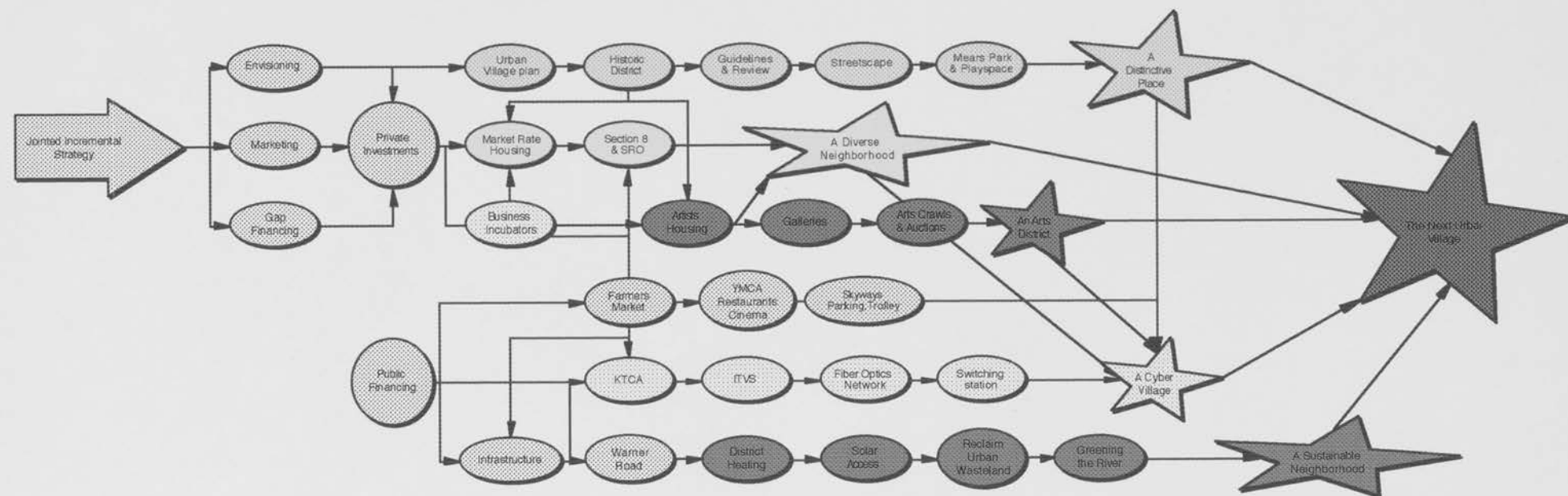


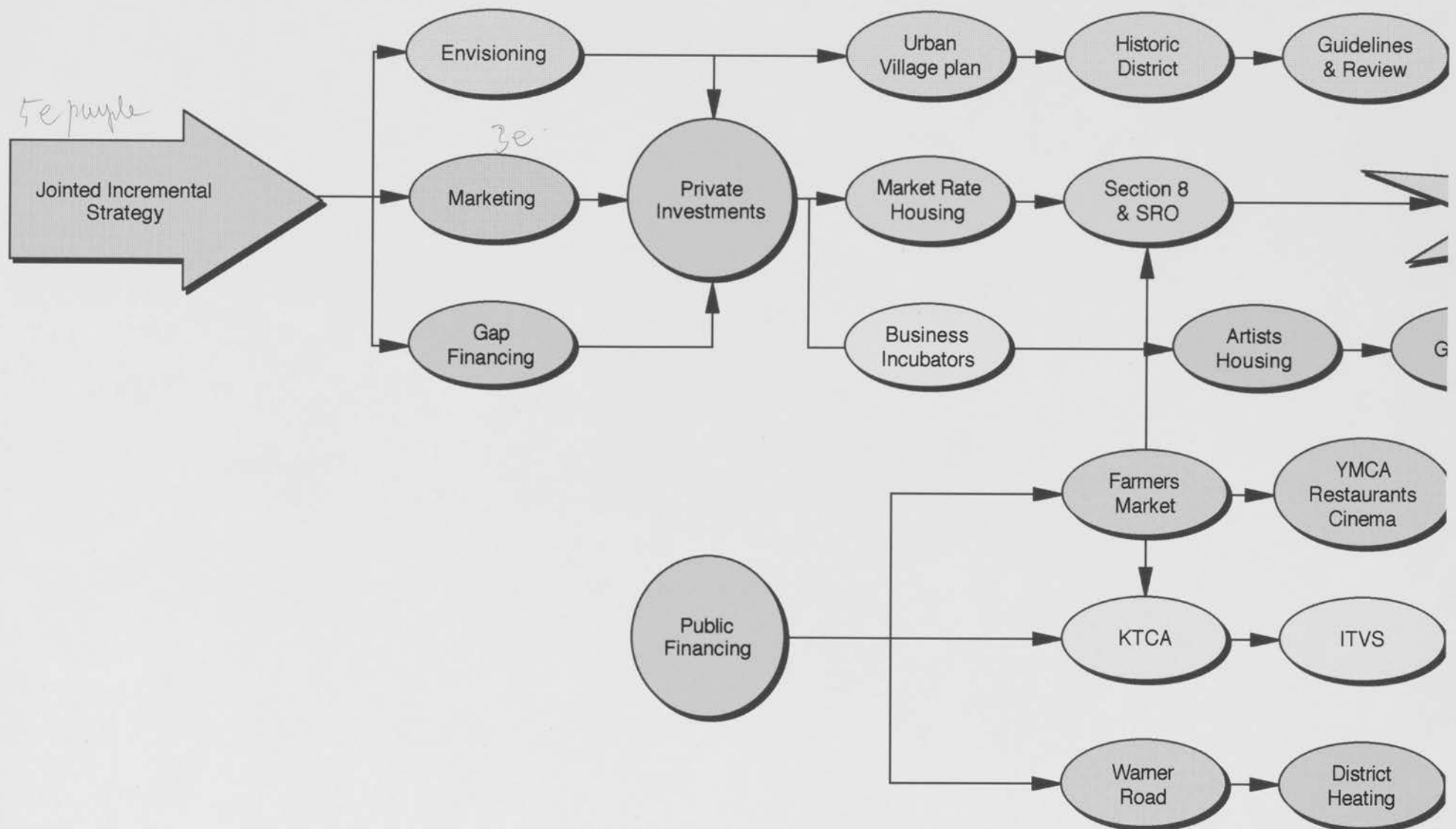
brown

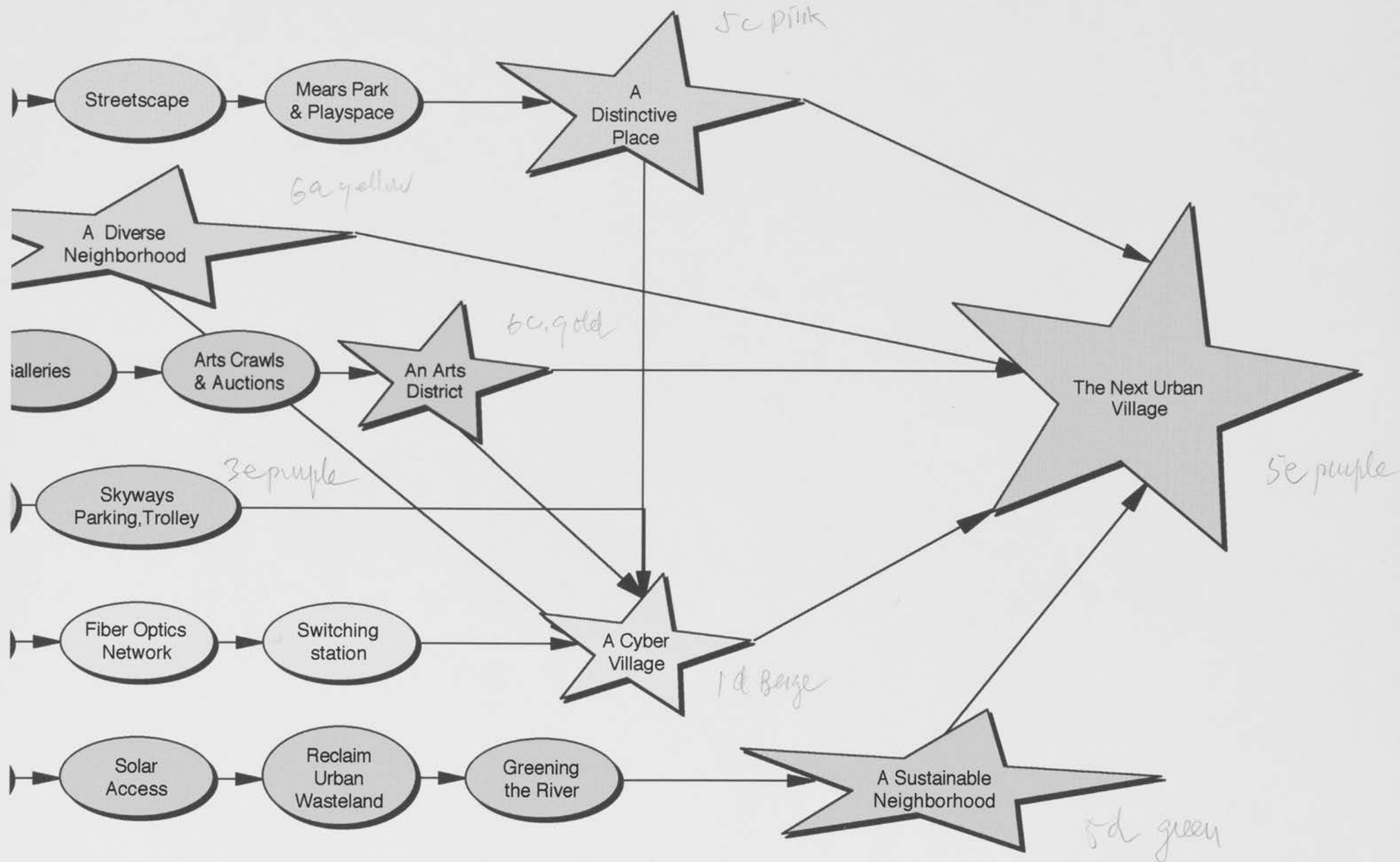


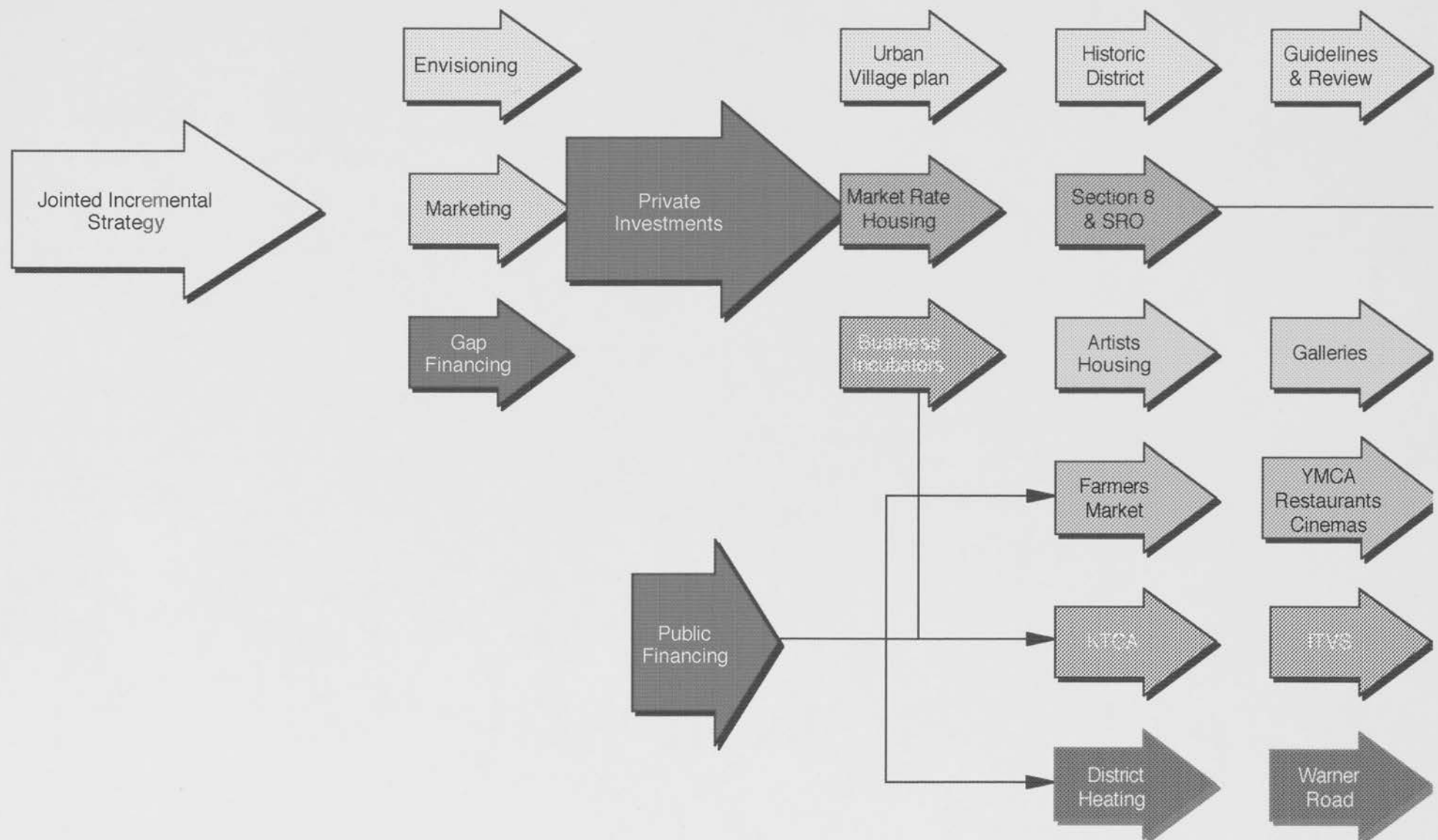


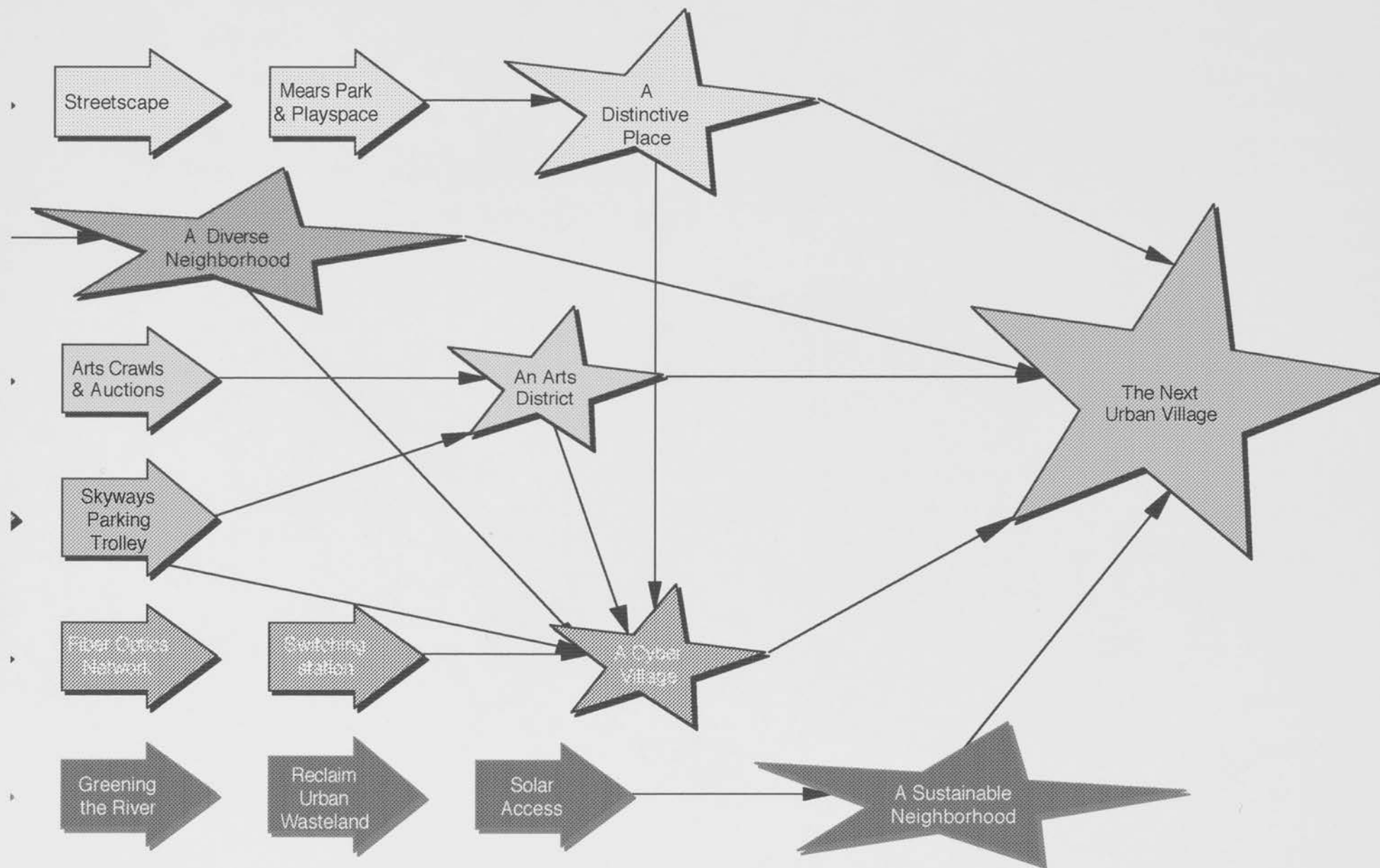
Jointed Incremental Strategy for Building the Next Urban Village













400 Sibley Street, Suite 260
St. Paul, Minnesota 55101
<http://gofast.net>
612.291.1890

July 25, 1996

Why downtown St. Paul?

- U S West facilities
 - high-speed fiber for Internet access & telecommunications facilities
 - state-of-the-art digital telephone switches
 - long-term access to alternative providers
- proximity to other business centers
 - create Internet-related business incubator within a central site, and within the downtown core
 - access to Lowertown Business Center and other business sites
 - access to data intensive professionals (graphics artists, banking, etc.)
- environment
 - desirable look and feel of the Lowertown area
 - choices between Lowertown and Minneapolis Warehouse District
- desire to support high-technology within the downtown area
 - maintain viability of downtown area through information based businesses
 - provide unique services and culture that retain businesses

Mary -
From
Weigman's
Drawer

File

Copy mailed to
Merrill Busch

7/31/96

gofast.net Incorporated
400 Sibley Street, Suite 260
St. Paul, MN 55101
612.291.1890

gofast.net was founded in December of 1994 as the Twin Cities first ISDN Internet Service Provider. It was incorporated in August of 1995, and is privately owned by Jeff Altom, Dan Cummings, Ralph Jenson, and Mike O'Connor.

Our corporate mission is to provide high-speed remote network solutions for individuals and businesses within Minnesota. To that end, gofast.net provides complete consulting, design, implementation, and support services to our customers for Internet access, telecommuting, and remote office applications. We currently serve over 200 customers throughout the Minneapolis/St. Paul metro area.

Here are a few more details about who's behind gofast.net and what we're all about:

Jeff Altom

Jeff has had over 10 years of experience with the development and marketing of ISDN solutions, first with AT&T Bell Labs and more recently with U S WEST, where he was the lead product manager for ISDN Basic Rate Services. Known nationally as an expert in ISDN technology, Jeff has experience with a wide range of ISDN applications including video conferencing, remote LAN access, point of sale, and disaster recovery.

Dan Cummings

Dan has had over 10 years experience in large scale server-based systems. His experience addresses configuration management systems and very large scale centrally-managed campus systems, including the 17,000 node U of M network. Dan is Master Certified Netware Engineer and has been Netware certified since 1990. He's a member of the Network Professional Association.

Ralph Jenson

Ralph has been designing, implementing and testing custom HW & SW solutions for the last 19 years. His experience ranges from microprocessor-based real-time control systems to supporting Super Computer UNIX kernels. He has implemented networking solutions for companies as diverse as sole proprietorships to members of the Fortune 100. He has been on the Internet (ARPAnet) since 1982.

Mike O'Connor

Mike has over 20 years of experience in managing large scale technology and information systems projects as well as leadership roles in a variety of non-profit sector technology development projects. Mike's previous positions have included President and General Manager of several public radio stations, MIS Director for a local Fortune 100 company, Managing Associate at a Big-6 consulting firm, and Associate Vice President at the University of Minnesota.

DATA

• Analog Phone 28.8 kbps — COPPER

• ISDN Line 128 kbps + (300 kbps) — COPPER

• T1 1.5 Mbps — COPPER / FIBER

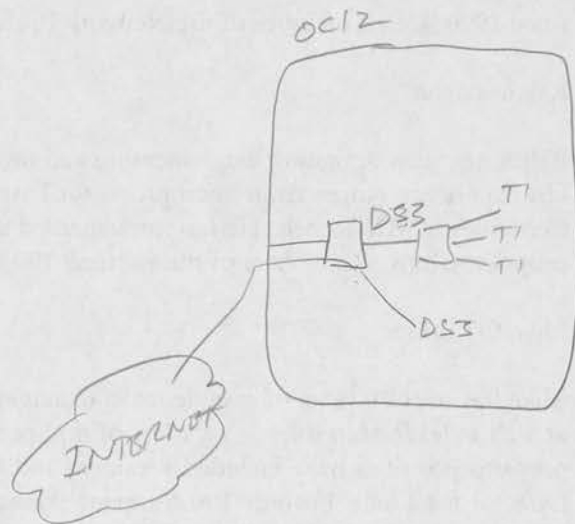
(Ethernet network — internal) 10 Mbps

• DS3 45 Mbps — FIBER
(20 T1's)

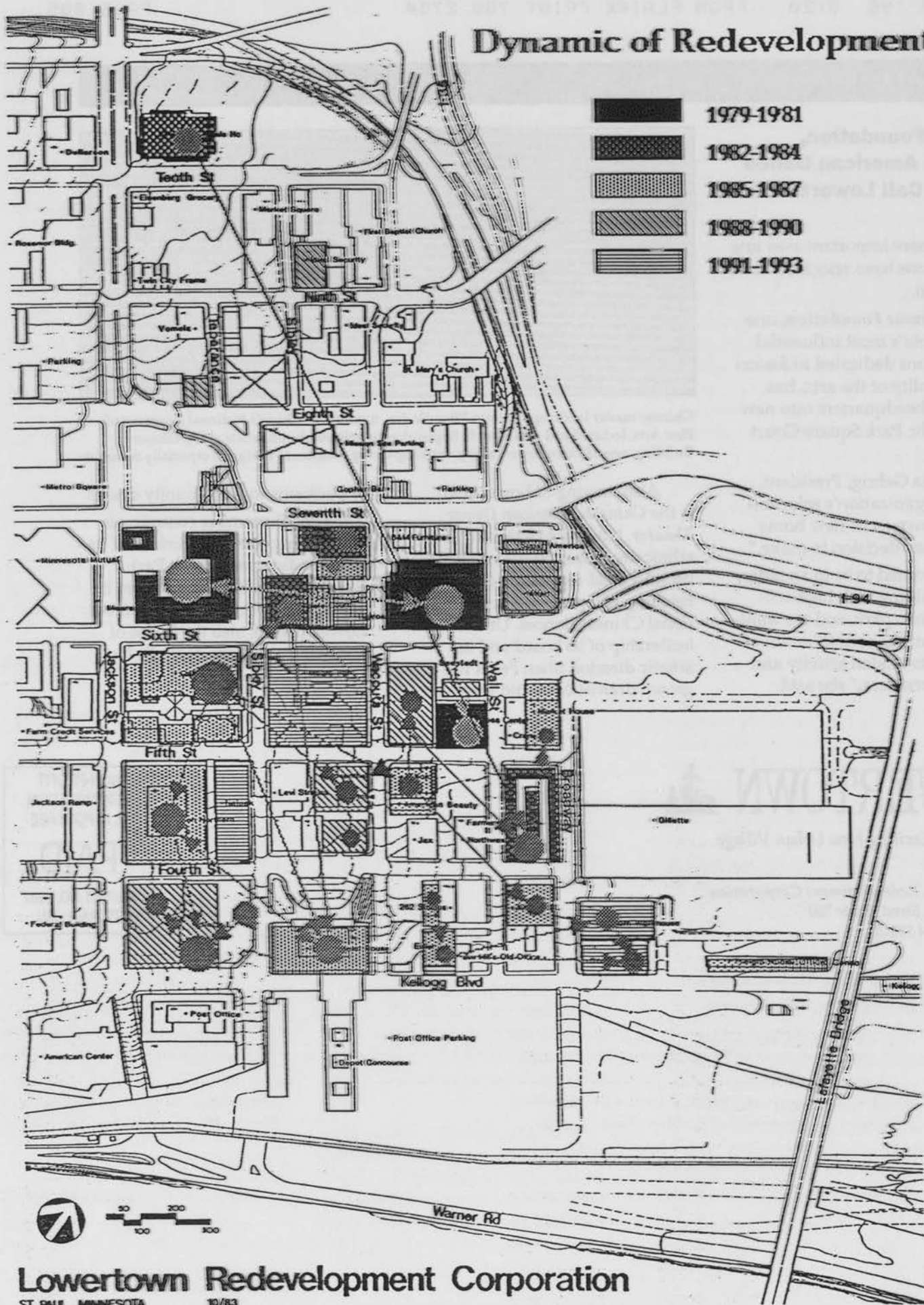
• OC3 → 155 Mbps →

• OC12 → 640 Mbps

1 GBPS



Dynamic of Redevelopment



Lowertown Redevelopment Corporation

ST. PAUL MINNESOTA

10/83

LOWERTOWN



B U L L E T I N

Fall 1996

Homestyles Joins Parade of Companies Moving to Lowertown

Homestyles, the country's largest publisher of house plans, is the latest in a series of Information Age companies who have decid-

"Lowertown's unique mix of art and culture will make our employees better business people. Working here is life enhancing as well as financially enhancing."

**Jeff Heegard
Homestyles**

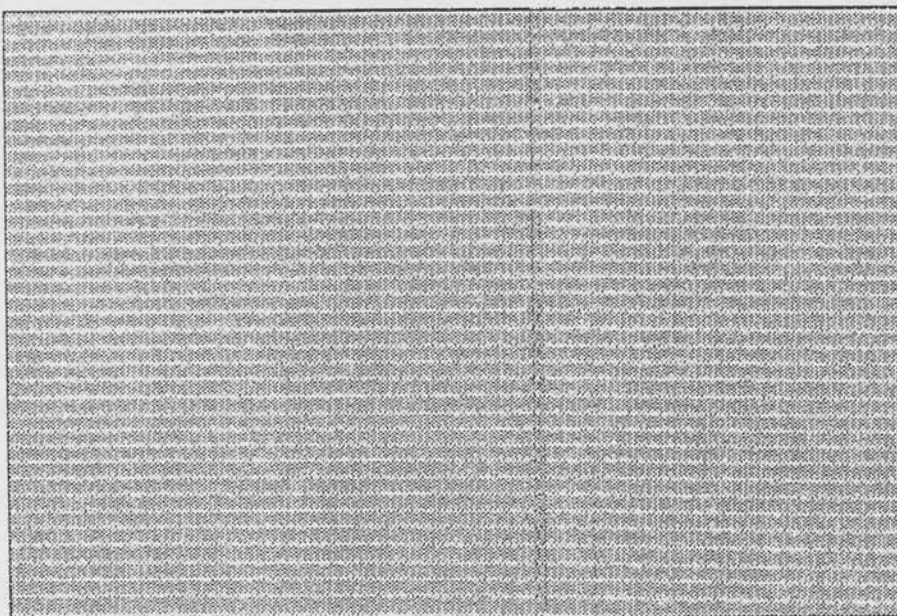
ed to move their operations to Lowertown.

The 70-employee firm recently purchased the former Senco Building at 213 East Fourth Street, opposite the Union

Depot, in a transaction spearheaded by Lowertown Redevelopment Corporation and financed by a unique public-private partnership of the City of St. Paul, Ramsey County, nonprofits, and private lenders.

The 50-year old firm has begun a \$1.2 million renovation of the 35,000 square foot building, which it plans to occupy by mid-December.

Mayor Norm Coleman called Homestyles a "perfect fit" for Lowertown's emerging cyber village. "It's a young, vibrant company — just the kind of company we're looking for," he said.



The new Children's Playspace opened in early November, filling a special need for Lowertown's many resident families (See story inside).

Lowertown's Growing "Cyber Village" Attracts Information Age Entrepreneurs

Long considered one of the nation's most successful urban villages, Lowertown St. Paul is rapidly evolving into one of its first "cyber villages" as well, as it becomes home to companies working in the Internet, new media and telecommunications industries.

Lowertown's success in attracting such firms is the result of the restored neighborhood's unusual combination of advantages, according to Weiming Lu, Executive Director of Lowertown Redevelopment Corporation.

"We have unique workspaces in renovated historic buildings, one of the most extensive fiber-optic telecommunications infrastructures in the region, a satellite uplink, and a concentration of

creative artists, designers and engineers who understand the new media and are finding ways to be a part of them," said Lu.

"The fact that a modern telecommunications infrastructure is already in place here in Lowertown allows us to envision how all buildings will soon be connected to the information superhighway and to satellite, allowing us to be more globally competitive and creating new types of jobs — jobs which will have a bright future."

"As our economy becomes more global and more knowledge based, we need to create environments which are conducive to creativity, which enable small and

(continued on page 2)

New Developments in St. Paul's Exciting New Urban Village

2 Lowertown Bulletin

Children's Outdoor Play Space Opens to Accolades from Lowertown Kids

The new Children's Outdoor Play Space opened with a rush of kids and celebrities in early November. After an hour of "test driving" the playsculptures, one of them gave it the ultimate kids' compliment, declaring it to be "super!"

The play space was created to serve the recreational needs of the more than one thousand young children who now live or attend day care centers in downtown St. Paul.

Located next to the Minnesota Public Television (KTCA) Building at the corner of Fourth and Sibley, the 8,000 sq. ft. playground, funded by a \$390,000 Capital Improvement Budget, is the result of almost three years of effort and planning led by Carol Byrne and involving many individuals and organizations, including Capitol River Council, St. Paul Parks Department, and Lowertown Redevelopment Corporation.

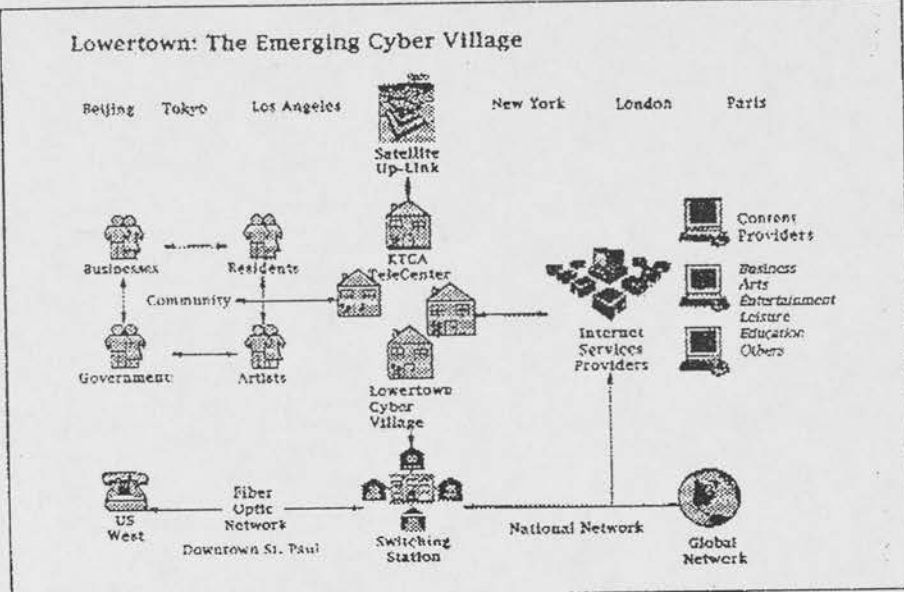
The design is a successful collaboration of St. Paul artist Caprice Glaser and landscape architect Don Garje of the Park Department. With a colorful wall mural on the KTCA Building as a backdrop and playsculptures of a boat, train, bridge, and castle, the play-space is a microcosm of St. Paul.

Cyber Village

(continued from page 1)

moderate size firms to cluster around to support each other. Only then, can we see more growth and prosperity. Lowertown's cyber village is dedicated to growing new businesses."

Among the many exciting new firms who are helping to make Lowertown a hotbed of



entrepreneurial activity are these:

First-TV, an Internet company which has taken over the top floor of the Railroader Printing House building at 235 East Sixth Street. First-TV founder, Scott Bourne, in an interview with the St. Paul Pioneer Press, said "There's a cool, funky thing going on here in Lowertown that meshes well with an Internet company."

point2point communications, also in the Railroader building, a spin-off of Minnesota Public Television specializing in private, global television programming for corporations. One of their clients is the 3M Company.

GeneSys, an integrator of advanced computer hardware into communications solutions for corporations, including Deluxe Corporation, USA Today and West Publishing. GeneSys is located in Lowertown Business Center, 245 East Sixth Street.

go.fast.net, an Internet access provider which constructs high-speed ISDN (integrated services digital networks) hookups for a variety of business clients. Founded by Mike O'Connor, president, the firm operated out of his basement for several years before its move to Lowertown.

O'Connor is establishing wire-

less data links between several of Lowertown's office buildings, and has also established a business incubator for startup Internet firms in his Park Square Court Building space.

O'Connor sees a "creative community of Net entrepreneurs" developing in Lowertown. "By congregating downtown, we can create some of the shared opportunities that exist in New York's 'Silicon Alley.'"

HomeStyles, the largest publisher of home plans in the U.S., has purchased the Senco Building across from the Union Depot, and will move 70 employees to Lowertown by the end of the year. The company is exploring a variety of Information Age media, including CD-ROM and Internet publishing. (See separate story).

Insty Prints, also located in the Railroader building, has installed one of the most advanced digital imaging systems in the Twin Cities. Working with its neighbor, GeneSys, the firm has developed a revolutionary 'drag 'n' drop' file transfer system for use by its clients.

Enhanced Network Development Corporation, a computer company specializing in network development, moved its offices to new quarters in the

Freight House on Kellogg Boulevard.

Berkana Productions, Inc., the first 'resident' in go.fast.net's incubator, is a developer of Internet Web sites and programming.

These emerging companies who have already relocated to take advantage of Lowertown's unique ambiance are only part of the story. Other firms like them are already exploring this embryonic "cyber village," drawn by the community they see developing here.

"They want the character of Lowertown and its buildings," said John Manillo, co-owner of the Gilbert Building, who says he has had discussions with a dozen software developers who want to move to Lowertown. "I wish I had four or five more Gilbert Buildings. I could fill them up."

His sentiments are echoed by Jeff Heegard, one of the owners of HomeStyles. Heegard said his company considered Lowertown "both exciting and affordable."

"The Lowertown environment has a nice, quiet urban feel to it," he added. "It's an environment that is not only inviting, but extremely productive."

Arts Event Dominates Neighborhood Scene

The *Fall Art Crawl*, organized and sponsored by the Saint Paul Art Collective, once again opened studios and galleries in Lowertown to the public, with the work — and workspaces — of more than 200 artists on view. An estimated 3,500 people turned out for the event.

The Crawl's popularity is due in large part to the opening up of their studios to the public by Lowertown's community of working artists.

Studies Show Potential for Future Development of Housing and Marina in Lowertown

As part of its effort to constantly re-envision the future of Lowertown, Lowertown Redevelopment Corporation continues to work toward the development of a cohesive neighborhood, able to satisfy the working and living requirements of many different kinds of people.

A newly completed study of Lowertown's housing has concluded that the rental market is healthy, with occupancy standing at 95 percent.

LRC's recent efforts have been focused on planning for additional housing choices, as well as envisioning an exciting future for the neighborhood's riverfront.

Conducted by The McComb Group, Ltd., the study found a number of factors unique to the neighborhood which are influencing the attractiveness of the market:

- Lowertown apartments offer more amenities than similar units located in other parts of central St. Paul, including in-unit laundries, microwaves, self-cleaning ovens, and miniblinds.
- Lowertown has a shortage of larger 2-bedroom and den and 3-bedroom units, resulting in premium rents for those which are available.
- Renters who live in Lowertown have many more parking options — such as enclosed or heated parking spaces — than those in other parts of downtown St. Paul.
- Sales and resales of condominium units increased significantly during 1995. Average sale prices for two-bedroom units ranged from \$71 to \$104 a square foot.

The study recommends that the next phase of housing development in Lowertown consist of townhouse and mid-rise buildings, in contrast with the high-rise developments of the past, and reports that there appears to be good market demand for both for-rent and for-sale housing products.

The study points out that renovated housing has been "well received in Lowertown," and that there are still several existing buildings remaining which are suitable for residential renovation.

Lowertown Redevelopment Corporation is interested in working with equity developers and builders who want to capitalize on Lowertown's growing demand for housing.

The potential for creation of a riverfront marina, which could be part of a future housing development, has also been examined. The Maxfield Research Group, retained to conduct a market feasibility study, concluded that there was sufficient existing demand for 140 boat slips. Another research group, Baird Associates, recently completed a preliminary exploration of alternative marina designs. Additional review of the concept is planned with the U.S. Corps of Engineers and other groups interested in riverfront development.



FUTURE HOUSING in Lowertown may combine spectacular riverfront views with direct access to a 140-slip marina.

4 Fall 1996

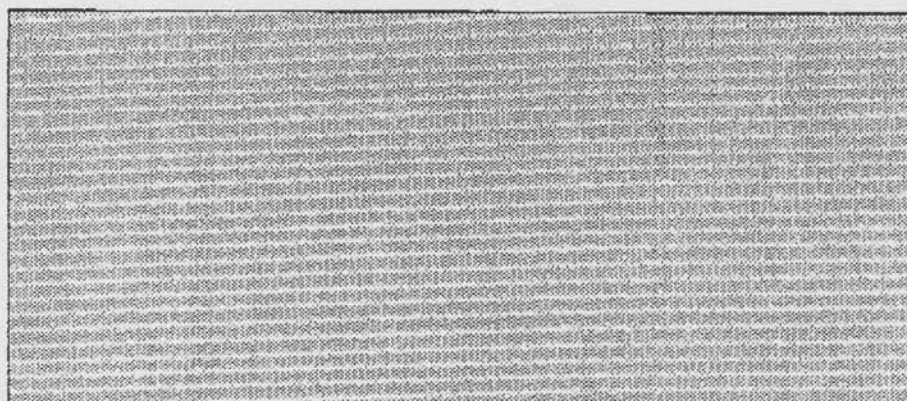
Jerome Foundation, Chinese American Dance Theater Call Lowertown 'Home'

Two more important area arts organizations have relocated to Lowertown.

The Jerome Foundation, one of Minnesota's most influential organizations dedicated to fostering the vitality of the arts, has moved its headquarters into new offices in the Park Square Court building.

Cynthia Gehrig, President, said her organization's selection of Lowertown as its new home "was an easy decision to make."

"We wanted to be in an older, historic building with high ceilings, close to a park, and we wanted to be near the concentration of arts and arts-related activity and organizations here," she said.



Chinese master landscape painter *Zhuo He-Jun*, member of China's National Academy of Fine Arts, lectured and exhibited in September to neighborhood artists at the Tilsner Building, one of Lowertown's many working/living complexes designed especially for artists.

Also moving to Lowertown is the *Chinese American Dance Theater*. Now five years old, the ethnic dance troupe has established a solid reputation for its teaching and performance of traditional Chinese dances. Under the leadership of its board and its artistic director, Shen Fei, it has grown dramatically and frequent-

ly performs for community events.

The 90-member company is completing the construction of its new studio space in the Park Square Court Building, where it will begin operating in December. Lowertown is also the home of another dance company, *Ballet Minnesota*.

LOWERTOWN

St. Paul's Exciting New Urban Village

Lowertown Redevelopment Corporation
175 East 5th Street, Suite 750
St. Paul, MN 55101

NON-PROFIT
ORGANIZATION
U. S. POSTAGE

PAID

PERMIT NO. 2662
ST. PAUL, MN.

December 4, 1996

FAX'd this date
202/554-2163

Board of Directors

*Robert E. Hess
Mayor Norm Coleman
Michael J. Barrett
Leann Chin
Philip H. Nason
Roger H. Nielsen
James W. Reagan
Emily E. Seesel*

Mr. Neil Peirce
610 G St. SW
Washington, DC 20024

*Weiming Lu
President*

Dear Neil:

I was pleased to learn that you will be coming to the Twin Cities to speak at the Landmark Series on December 9th. I was wondering if you would like to re-visit us here in Lowertown during your time in St. Paul.

Our "urban village" has changed in many ways since you were last here. We now have one of the nation's largest concentrations of artists living and working in our neighborhood. Lowertown's burgeoning arts community continues to grow stronger, with many state arts agencies and private arts-related foundations having their offices here to be at the center of activity.

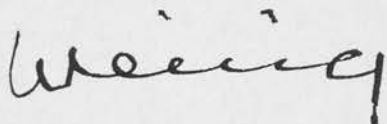
A new phenomenon is also occurring, as our "urban village" becomes a "cyber village" as well, with many young and promising high tech and Internet-related firms moving in all the time.

Our beautiful Mears Park is now undergoing additional enhancements, and recently a delightful Children's Playspace for Lowertown's resident children and the day care centers located here, was dedicated.

All of these exciting developments are helping build an ever stronger and more mature urban environment, and we look at the next idea for the future of a "Millenium City".

I hope you can find the time in your schedule to see for yourself. Please let me know if this is a possibility, and if so, when would be convenient for you. It will be good to see you again.

Sincerely,

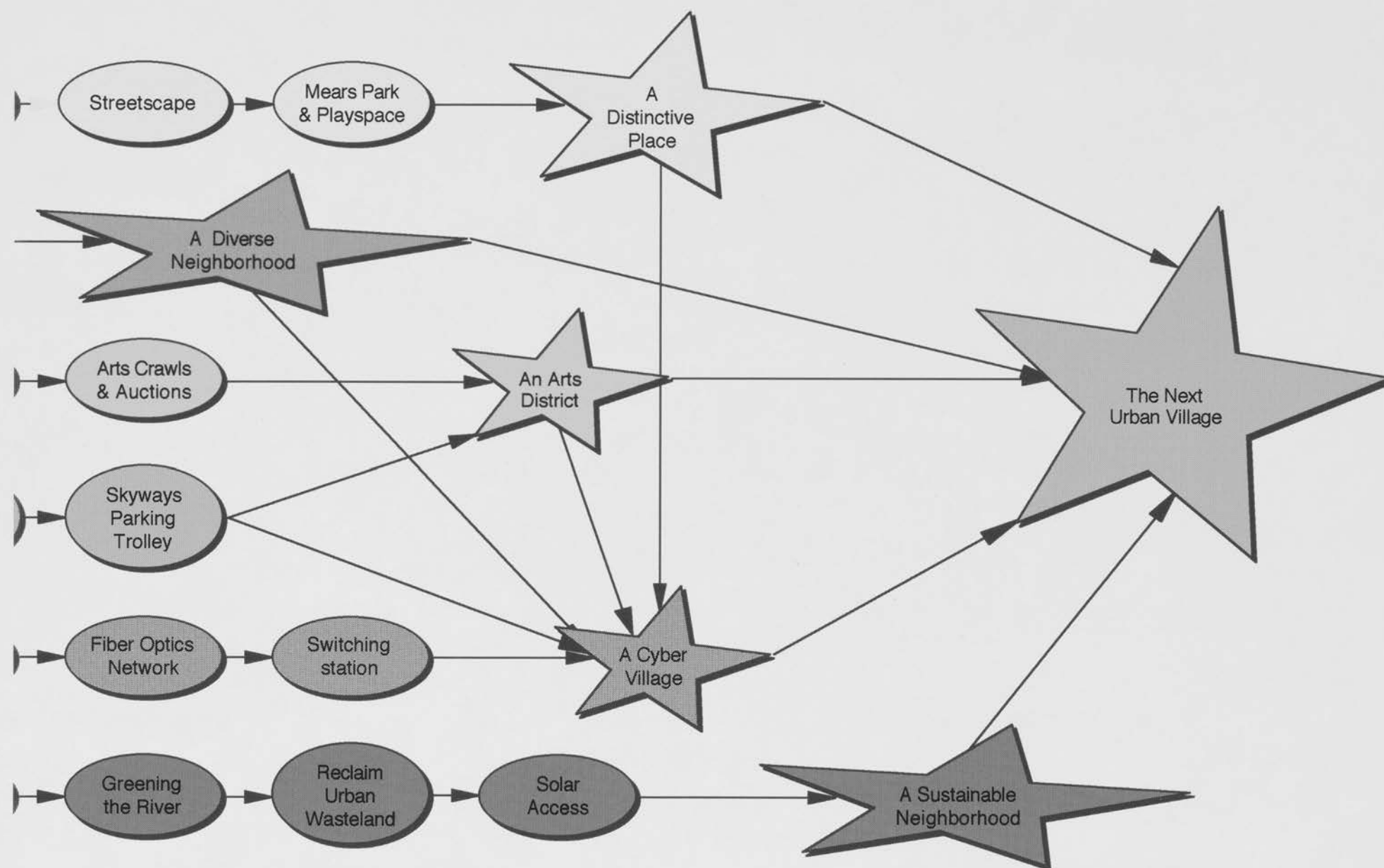


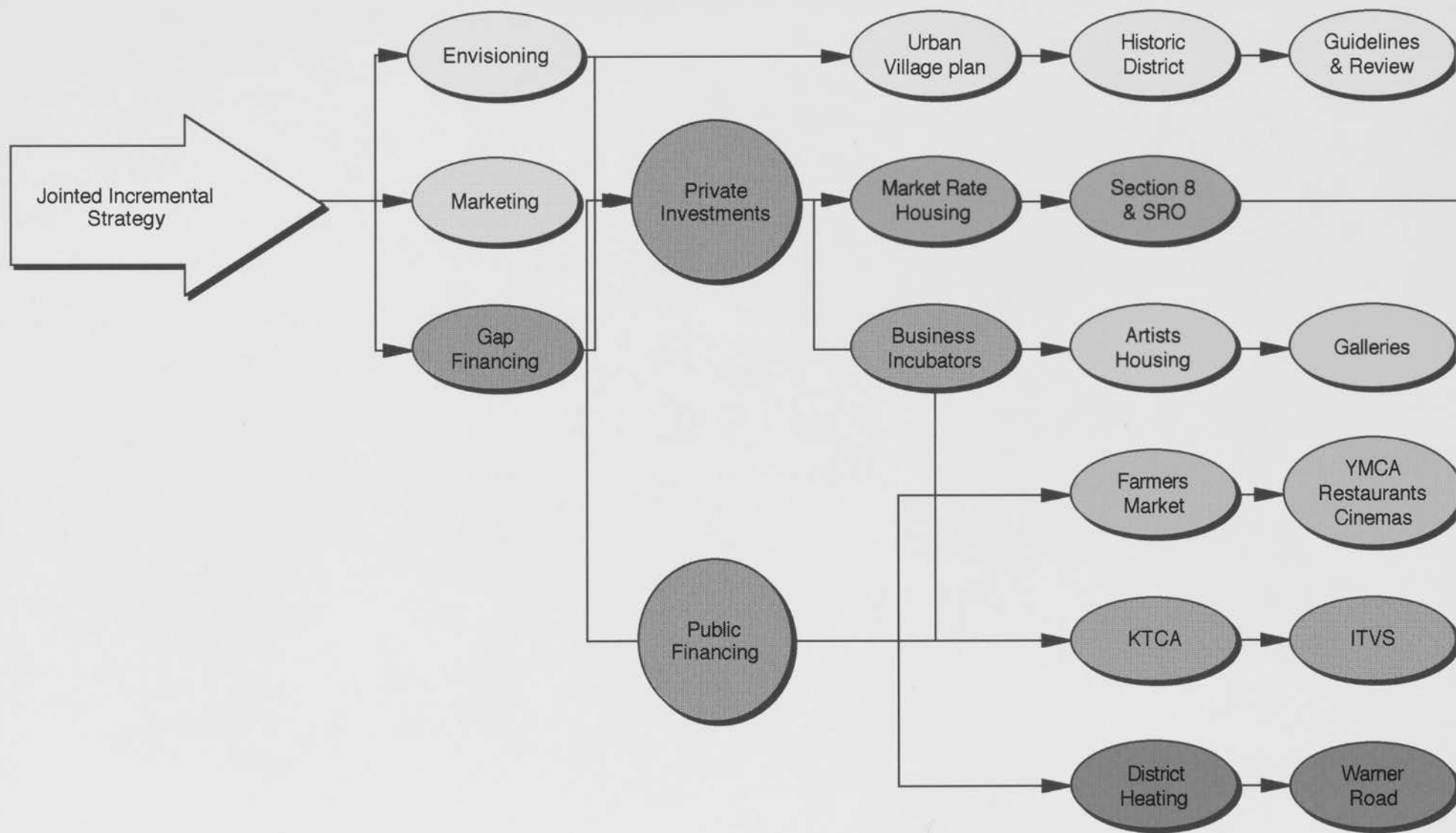
Weiming Lu
President

WL/mb

LOWERTOWN REDEVELOPMENT CORPORATION

*175 East 5th Street
Galtier Plaza / Suite 750
Saint Paul, MN 55101
612 227 9131
Fax 612 223 5708*







Historic District	Historic District	Historic District	Historic District	Historic District	Historic District
		red	green	basic blue	yellow
Section 8 & SRO	Section 8 & SRO	Section 8 & SRO	Section 8 & SRO	Section 8 & SRO	Section 8 & SRO
blue	shocking pink	olive green	d. green	dark grey 5!	light grey 3
Artists Housing	Artists Housing	Artists Housing	Artists Housing	Artists Housing	Artists Housing
light light grey 2	light orange	brown	darker orange	beige	gold
Farmers Market	Farmers Market	Farmers Market	Farmers Market	Farmers Market	Farmers Market
cream	blue green	light blue green	blue	lighter blue green	purple
KTCA	KTCA	KTCA	KTCA	KTCA	KTCA
dr. lavender	light purple	lavender	shocking pink	pink	shocking pink
District Heating	District Heating	District Heating	District Heating	District Heating	District Heating
dark pink	mod. grey 4	lightest grey 1	grey blue	lightest blue or grey (0.5)	dusty pink