



March 2, 2023

The Confluence at Troutdale

INTERVIEW FOR UNIQUE RIVERFRONT DEVELOPMENT OPPORTUNITY

CAPSTONE
P A R T N E R S



VISION SPECIFICS

1. Introduce your team and define roles. Identify who would act as the project manager. Can we anticipate this project manager will follow the project through to occupancy?

TEAM



Master Developer

Chris Nelson | Principal
Lauren Jones | VP of Development



Architecture, Place Making, Planning

Jason Roberts, AIA, LEED AP | Design Principal



Son of Man

Commercial + Production District
Advisor and Anchor Owner

Jasper Smith | Owner
Ella McCallion | Owner



Good Coffee

Specialty Retail, F&B and Hospitality Advisor

Sam Purvis | Owner

BARBARA NELSON
Gorge and National Scenic Area Advisor

VISION SPECIFICS

2. Briefly describe your vision for the site and specifically incorporate answers to the following questions.

- * Describe the specific types of public (or publicly accessible) spaces you are proposing and how they will be activated.

VISION



VISION



VISION

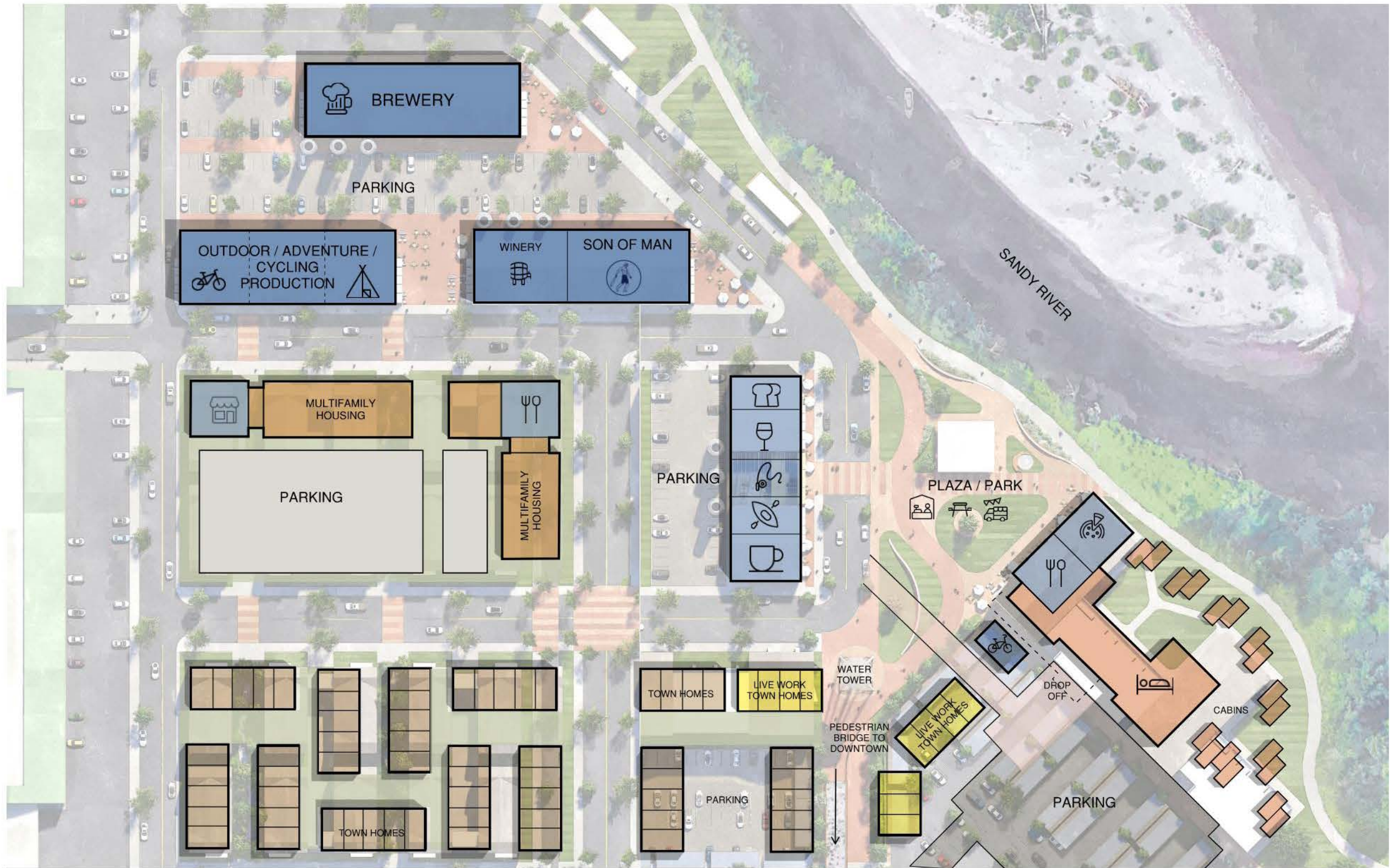


VISION SPECIFICS

2. Briefly describe your vision for the site and specifically incorporate answers to the following questions.

- * Where are the primary public-facing commercial areas and what is the nature of that commercial?

COMMERCIAL SPACES



VISION SPECIFICS

2. Briefly describe your vision for the site and specifically incorporate answers to the following questions.

- * Ground floor of the buildings fronting the river is an important design element. How do you propose making this edge inviting for visitors and users as well as residents? Describe your design approach to ground level and roof top uses and features that create that welcoming feel for users of the park and trails.

THE FIRST 30 FEET



The Addy, Portland, OR



Goat Blocks, Portland, OR



Eugene Market District, Eugene, OR



THE FIRST 30 FEET



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VISION SPECIFICS

2. Briefly describe your vision for the site and specifically incorporate answers to the following questions.

- * Describe your design approach to achieve high quality development. How does your proposal differentiate from conventional suburban garden style apartments, including the physical and site design amenities.

CAPSTONE — TOWN CENTER MULTI-FAMILY RESIDENTIAL DEVELOPMENTS



Cannery Square, Sherwood, OR



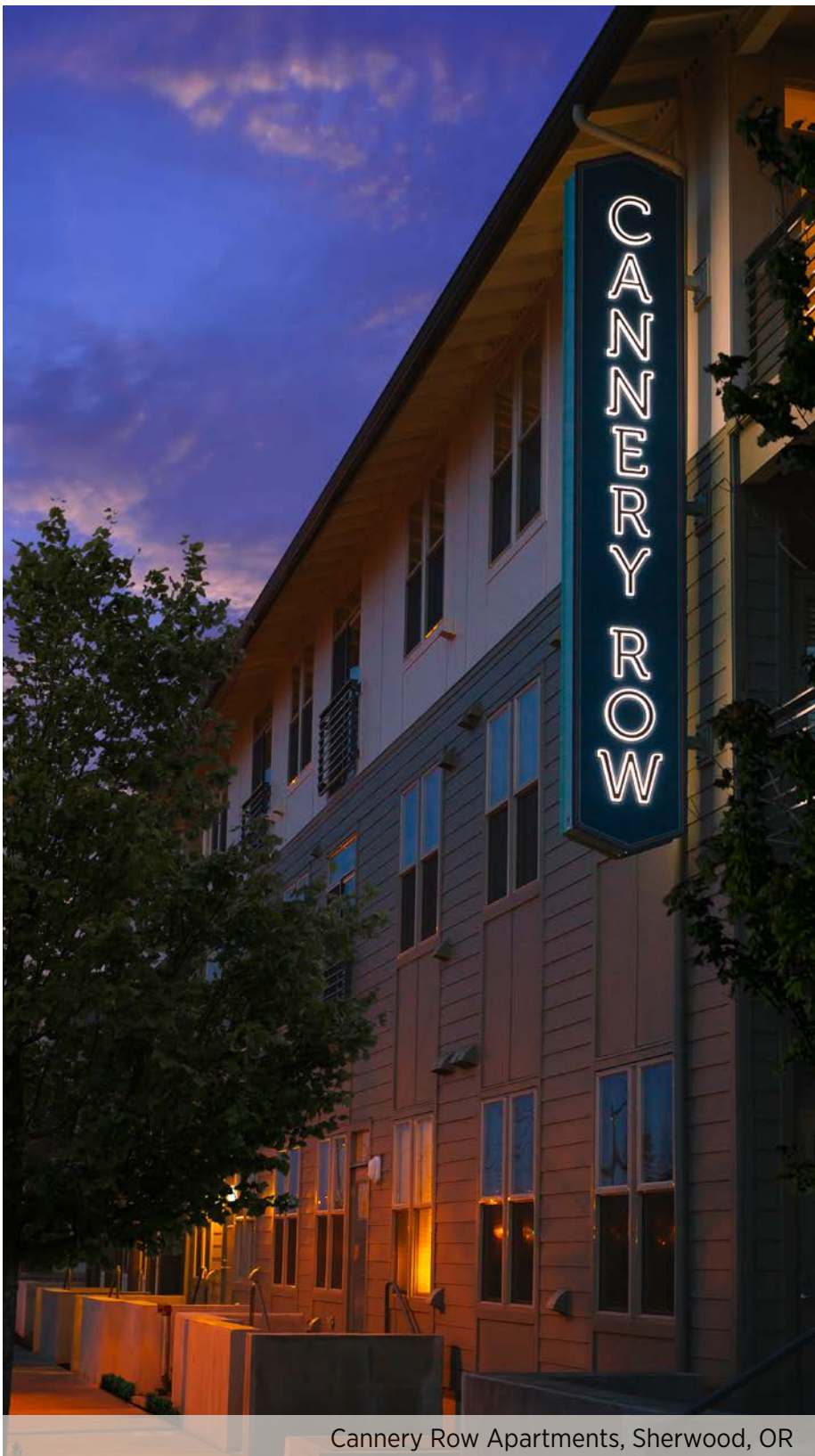
Atwell Off Main, Tigard, OR



Arts Plaza Apartments, Gresham, OR



Villebois Town Center Apartments, Wilsonville, OR



Cannery Row Apartments, Sherwood, OR

VISION SPECIFICS

2. Briefly describe your vision for the site and specifically incorporate answers to the following questions.

- * Explain the mix of uses on site. How did you arrive at the residential and commercial mix proposed? What market opportunities do you see?

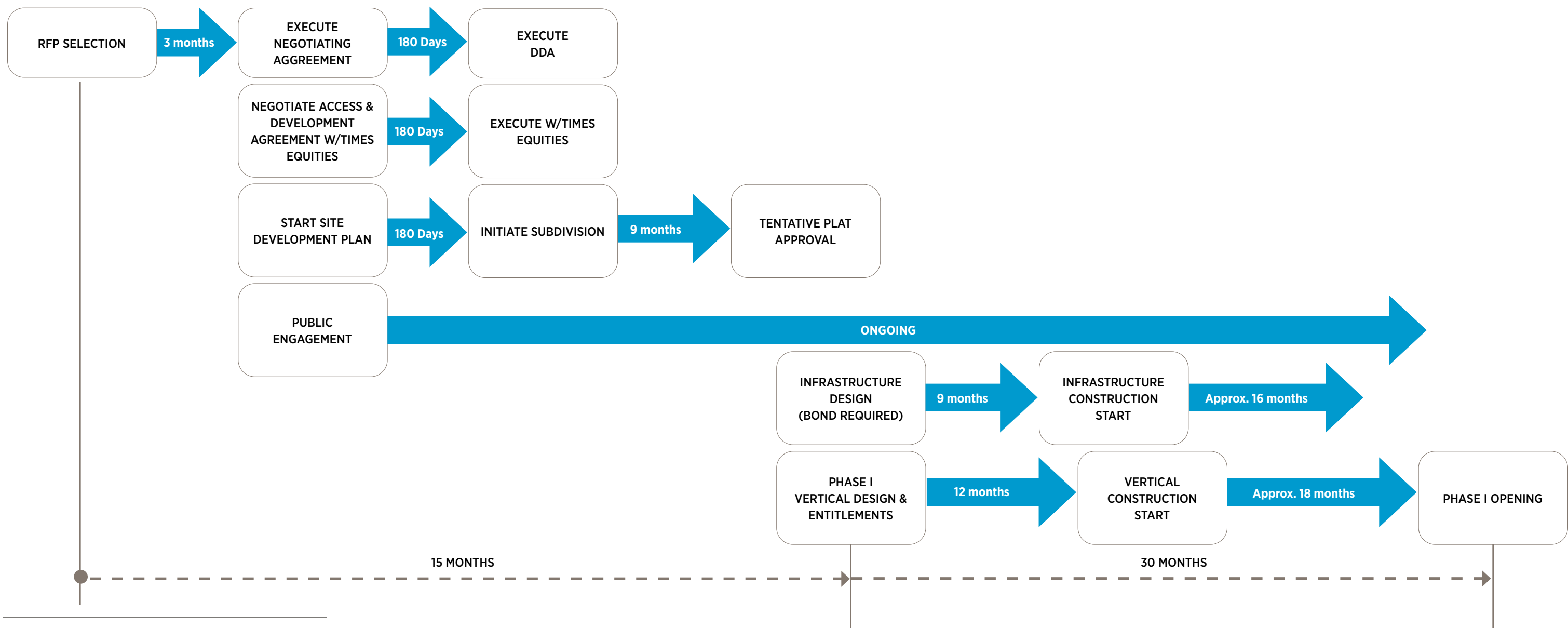
RESIDENTIAL COMMERCIAL MIX



VISION SPECIFICS

2. Briefly describe your vision for the site and specifically incorporate answers to the following questions.

* Please share and describe a development timeline.



VISION SPECIFICS

2. Briefly describe your vision for the site and specifically incorporate answers to the following questions.

- * Describe the scope and scale of your first anticipated phase?
- * What area of the site, how much development, and what uses would likely come first?
- * What public improvements will be required to support or accompany the first phase of development?
- * Do you anticipate the first phase having a positive land value?

PHASING



PHASING DIAGRAM

Public Streets PHASE 1 PHASE 2

CONVERSATION QUESTIONS

- What are two or three challenges that you see in developing the site and implementing your vision? How do you propose overcoming those challenges, and what role do you see the City playing?
 - * Can you elaborate on how you envision infrastructure costs being covered?

CHALLENGES

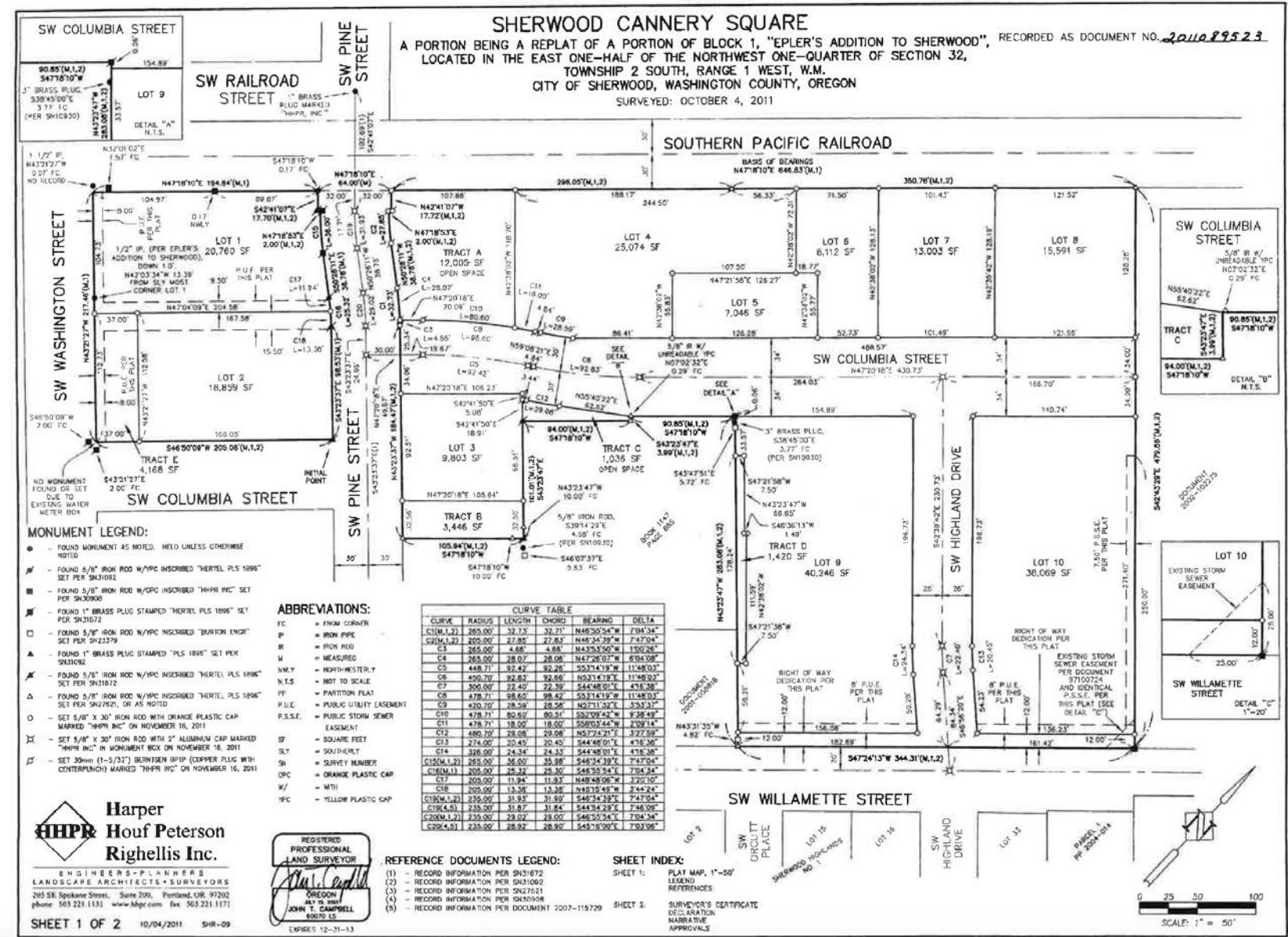


CONVERSATION QUESTIONS

- How has the current state of the market influenced your development program, and do you see any changes in the next 1-3 years that would make you adjust your thinking or approach?
 - * How does the current interest rate environment impact the ownership housing market?
 - * Has your thinking on the amount and type of retail/hospitality that could be successful here changed?

CONVERSATION QUESTIONS

■ Will you be building the ownership housing, or will you be creating parcels to sell to homebuilders?



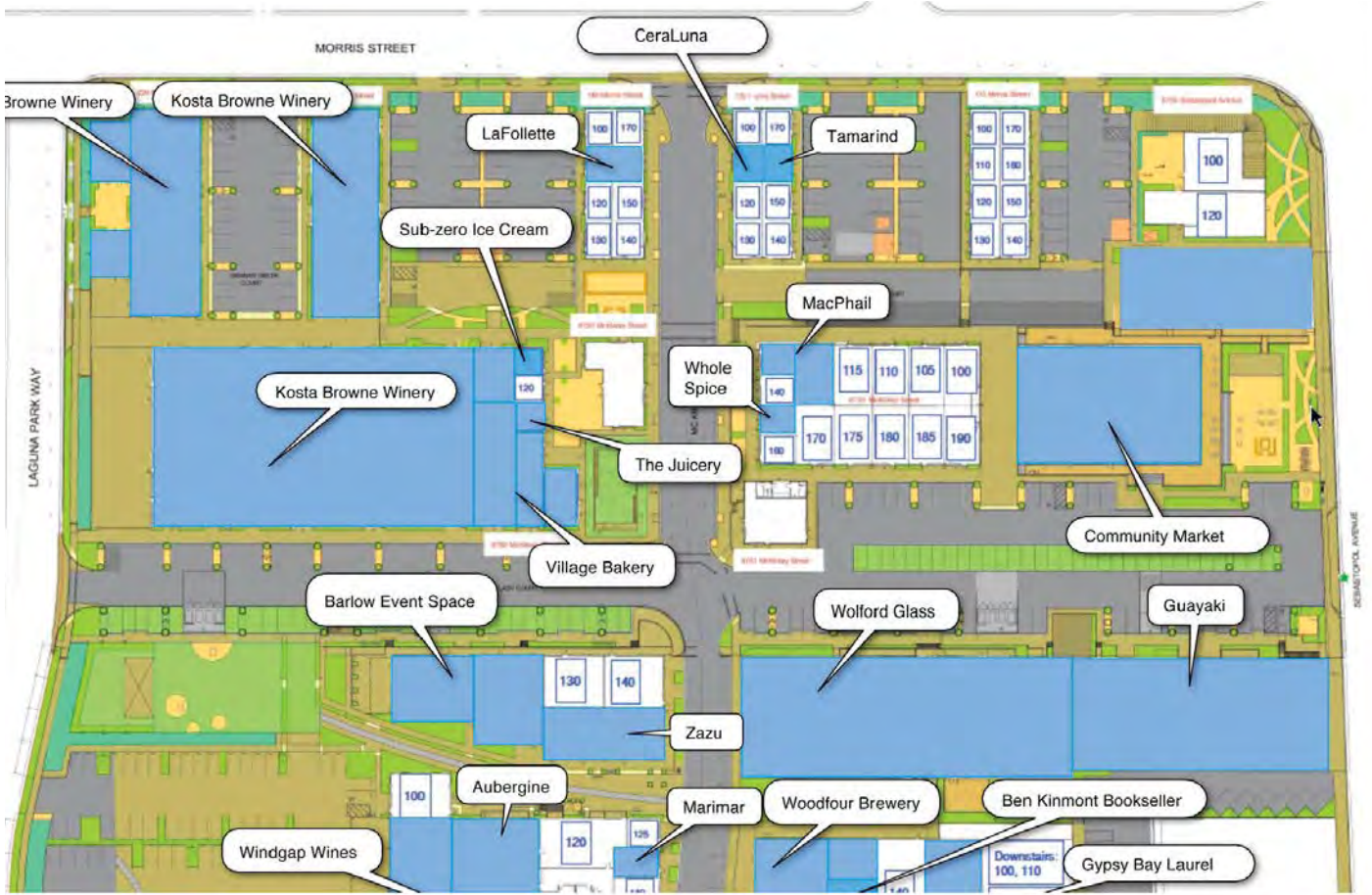
CONVERSATION QUESTIONS

- Besides uses like breweries, what other light industrial or maker/creative space uses could you imagine on the Confluence site?

USES & TENANTS OF LIGHT INDUSTRIAL



HOOD RIVER WATERFRONT



THE BARLOW MARKET DISTRICT
Sebastopol, California

LIGHT INDUSTRIAL OR MAKER/CREATIVE SPACES



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CONVERSATION QUESTIONS

- Can you describe the hotel component in a bit more detail? Who is the primary market, and which market segment do you think is appropriate for this site? At what point in the development process do you see the hotel being built?

HOSPITALITY



CONVERSATION QUESTIONS

- Would you be willing to consider a long-term ground lease as opposed to property sale? If not, why? If so, how would it change things for you, if at all?

CONVERSATION QUESTIONS

- What's your public engagement strategy and why is your team best suited to engage the community?



TEAM SPECIFIC QUESTIONS

- What happens if you are unable to negotiate direct access?
 - * If you are unable to negotiate this vehicular access, how would it change your design and mix of uses?

- How would you approach working with Time Equities?
 - * How have you worked with an adjacent owner previously to achieve an important goal? What was the outcome?

TIME EQUITIES APPROACH – SIMILAR EXPERIENCE FROM OTHER PROJECTS



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TEAM SPECIFIC QUESTIONS

- Can you describe in a bit more detail the types of uses and tenants you see occupying the light industrial buildings in your proposal, as well as the design approach to these structures?
- Your site plan states that the boutique hotel has the option to be multi-family instead. Explain how this decision will be reached and at what point in the development process.

QUESTIONS FOR THE CITY

1. Is there a process to continue the community engagement?
2. What is the timing of the waterfront project?
3. Next steps for selecting a developer and timeline?
4. Will there be relocation incentives?

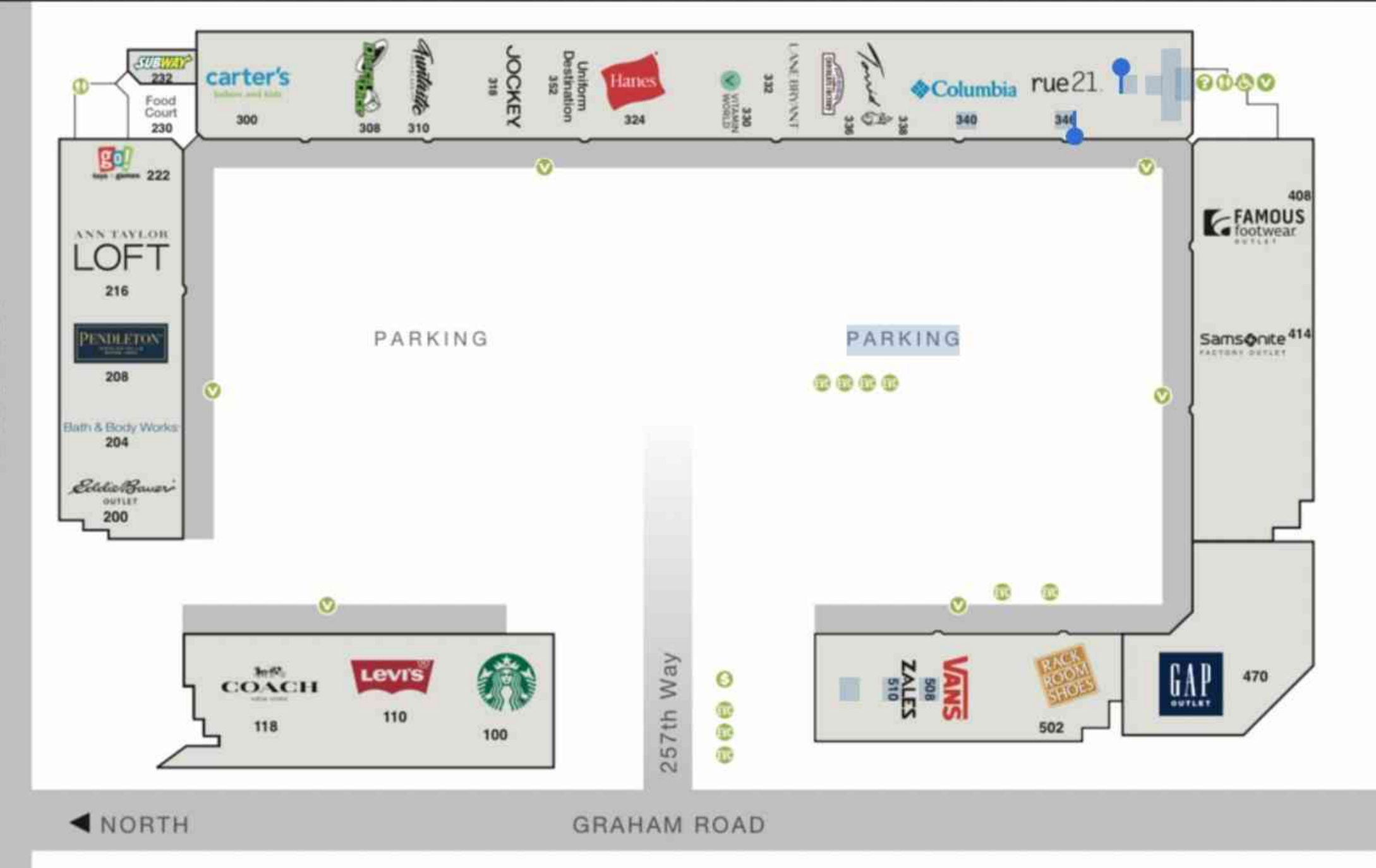
THANK YOU!

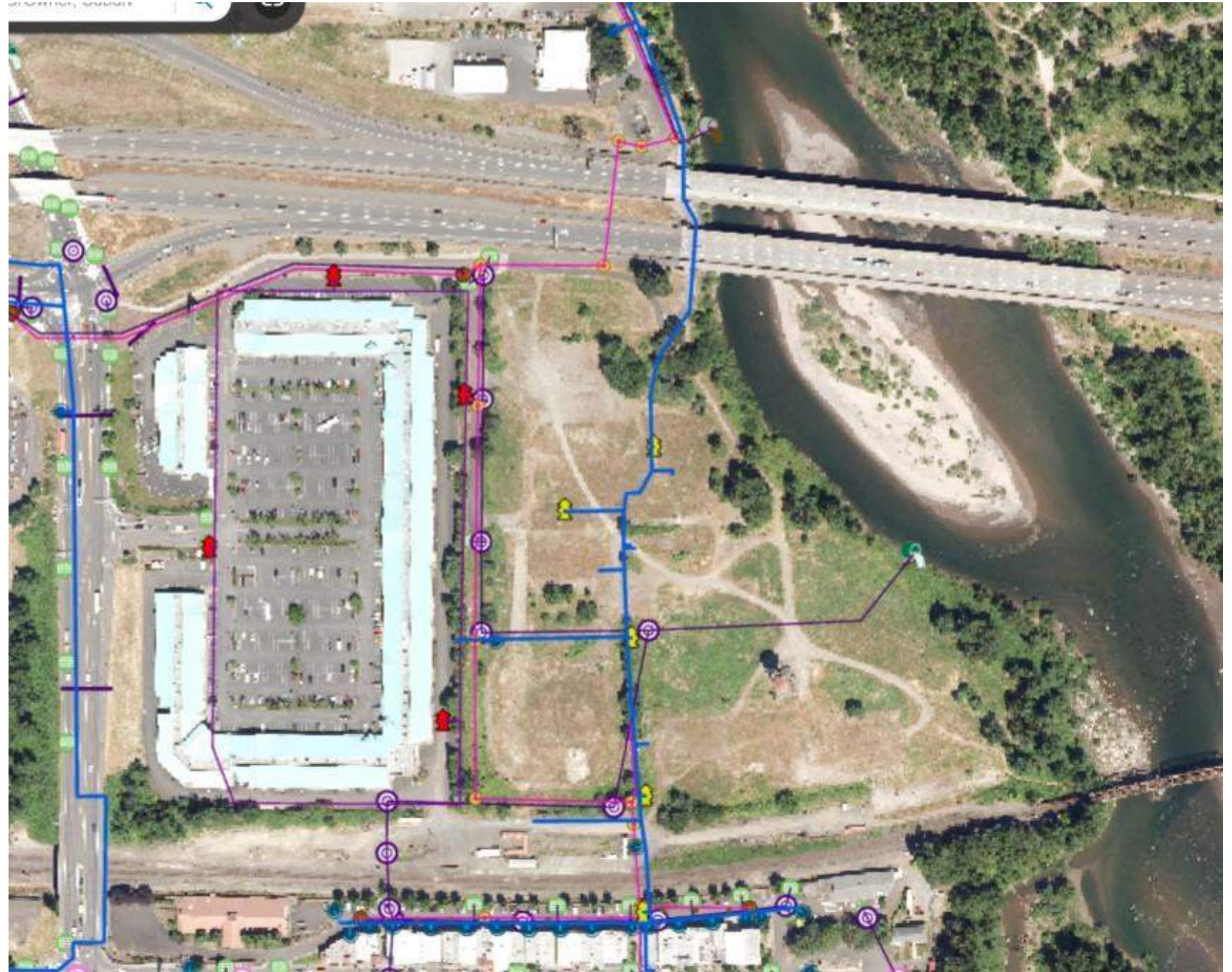
Capstone Partners Team!

Ankrom Moisan | Son of Man | Good Coffee | Barbara Nelson



DIRECTORY OF STORES





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