



CLARK RANCH

PARK CITY, UTAH



Alexander
Company

Meet the Team Here Today

Alexander
Company



JOE ALEXANDER

PRESIDENT



CHRIS DAY

DEVELOPMENT
PROJECT MANAGER



COLIN CASSADY

DEVELOPMENT
PROJECT MANAGER



JARRETT MOE

PRINCIPAL / OWNER



For over 40 years

The Alexander Company has earned national recognition specializing in historic preservation, urban infill development, and affordable housing solutions.

280+ BUILDINGS developed

2,000+ UNITS under mgmt

8,000+ UNITS developed

1.8M RETAIL SPACE brokered

SCOPE OF SERVICES

- Development
- Design + Construction
- Property Management + Compliance
- Commercial Brokerage

WORK FEATURED IN



Who We Are

A large, stylized icon of the number "40+" in a dark blue font, representing the company's long history.

SECOND GENERATION

Family owned for over 40 years



LONG-TERM OWNERSHIP

We don't build to sell, we build to own



IN-HOUSE DESIGN/ CONSTR. OVERSIGHT

Ensures the quality of everything we build



IN-HOUSE MANAGEMENT

We have an active, on-site management team



PREVENTATIVE MAINTENANCE

We don't defer maintenance

Project Team



PARK CITY MUNICIPAL CORPORATION

Partner



THE ALEXANDER COMPANY

Developer + Property Manager



STEREOTOMIC ARCHITECTURE

Architect



TALISMAN CIVIL CONSULTANTS

Civil Engineer



NEW STAR GENERAL CONTRACTORS

General Contractor



PARR BROWN GEE & LOVELESS

Legal Counsel

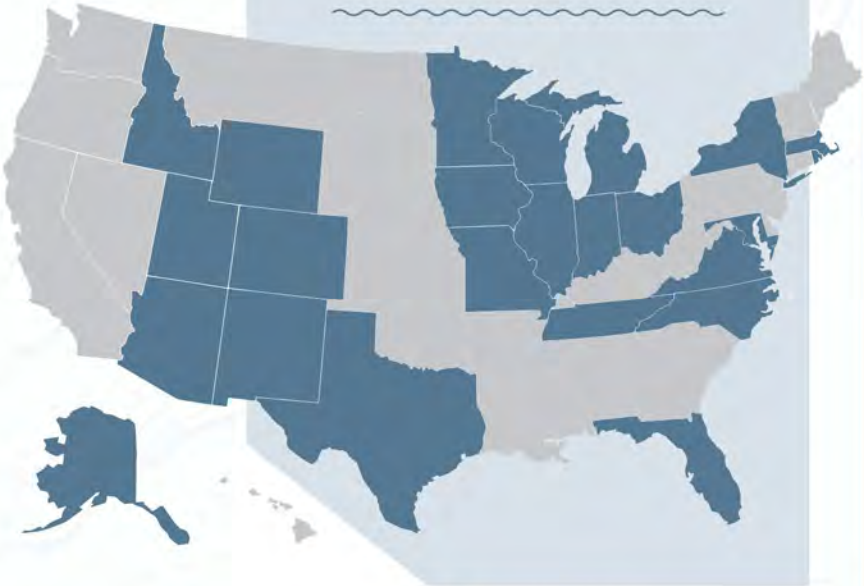


Team Experience

AT A GLANCE

LOCAL + REGIONAL PERSPECTIVE

24 STATES where work has been completed, across the team



WHERE WE'VE BEEN

BROAD CAPABILITIES

- ✓ Public-Private Partnership
- ✓ Multi-Family Development
- ✓ Master Planning
- ✓ Creative Financing
- ✓ Mixed-Income Housing
- ✓ Community Engagement
- ✓ Sustainability
- ✓ Mountainous Terrain
- ✓ Transportation Planning
- ✓ Sensitive Lands Experience
- ✓ Wildlife x Urban Interface

HOUSING + FINANCE

6,000+ units of affordable/mixed-income housing created by the team

51 LIHTC applications made

ONE OF THE FIRST in the nation to use a hybrid structure of a 4% and 9% LIHTC award

SUSTAINABILITY

“Most Outstanding Green /Sustainable Project”

Awarded for The MARQ by Utah Construction + Design

Experience across the team targeting Net Zero Energy from on-site sources



Our Shared Goals

- Prioritize a housing mix of 80% rental and 20% ownership
- Target affordability and attainability
- Prioritize essential/frontline workers and municipal employees
- Provide ample and meaningful community engagement opportunities
- Prioritize multi-modal transportation options, connections to transit



Need for Housing

- **Workforce attraction and retention:** 12% of Park City workforce lives within the city, 62.5% commute from outside of Summit County
- **Lack of long-term resident housing:** 44% of Park City's housing units are short-term rentals
- **Unhealthy rental market:** Park City has a 3.1% vacancy rate, a healthy market is closer to 6%
- **Cost-burdened households:** 40% of renters and 22% of homeowners pay at least 30% of their income in housing, and 1 in 5 renters pay more than 50%
- **Limited ownership opportunities:** Less than 10% of homes sold from 2022 to 2023 were affordable to households earning 80% - 120% of the Summit County area median income

Sources: CoStar; 2023 Park City Affordable Housing Analysis by the Kem C. Gardner Policy Institute at the University of Utah; Park City's Housing Needs Assessment 2021



Clark Ranch Vision



RENTAL HOUSING

Up to 170 units of housing
serving the Park City
workforce

Catered to those who earn
up to 70% of the Summit
County area median income



OWNERSHIP HOUSING

Up to 40 units of for-sale
housing in a townhome-style
design

Potential for inclusion
in PCMC's Attainable/
Affordable Housing Program,
similar to Park City Heights

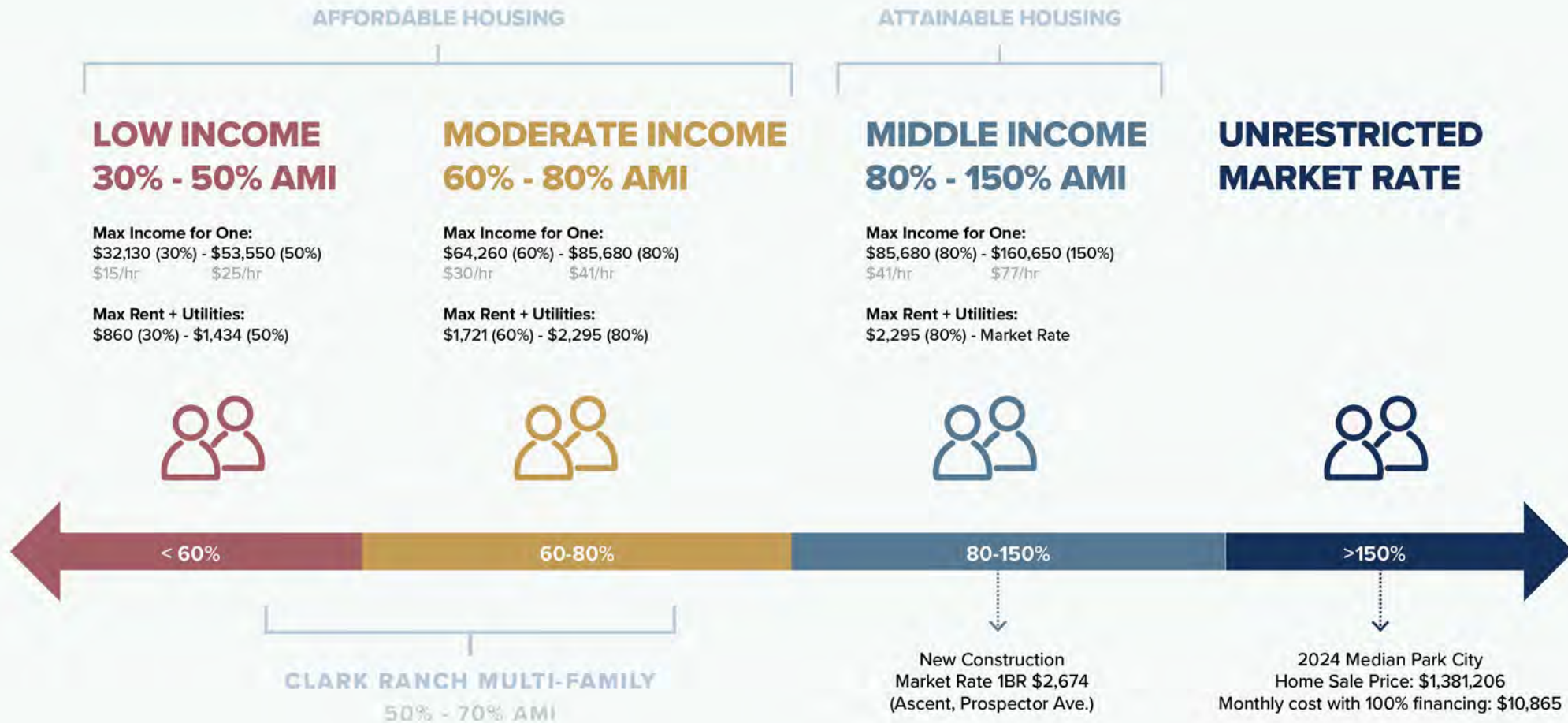


SHARED AMENITIES

Potentially includes:

Mountain bike/hiking trails
Paved pedestrian paths
Observation area
Grilling area
Community gardens
Off-leash dog area

Who will this housing serve?



Who will this housing serve?

AFFORDABLE HOUSING

LOW INCOME

30% - 50% AMI

BARISTA

Income: \$52,000
Approximate AMI: 50%
Monthly Rent (including utilities): \$1,434

HILL'S
kitchen

CONCIERGE

Income: \$41,600
Approximate AMI: 40%
Monthly Rent (including utilities): \$1,147

W
WALDORF ASTORIA
HOTELS & RESORTS

MODERATE INCOME

60% - 80% AMI

AFTER SCHOOL ASSISTANT

Income: \$83,200
Approximate AMI: 80%
Monthly Rent (including utilities): \$2,295

CCSC
COMMUNITY CARE SERVICES

FLEET MAINTENANCE TECH

Income: \$70,720
Approximate AMI: 70%
Monthly Rent (including utilities): \$2,008

DEER VALLEY

AUTO SERVICE ADVISOR

Income: \$85,000
Approximate AMI: 80%
Monthly Rent (including utilities): \$2,295

MERCER
MOTOR OIL

ATTAINABLE HOUSING

MIDDLE INCOME

80% - 150% AMI

ASST. DIR. OF ENGINEERING

Income: \$110,000
Approximate AMI: 100%
Monthly Rent (including utilities): N/A

Montage

NOTE:

Summit County 100%
AMI for a household
of one is \$107,000

Community Engagement

PROJECT WEBSITE IS LIVE

Will see regular updates as planning and development progresses

Offers a variety of means to contact the development team

Can subscribe to updates - building an e-mail contact list

NEIGHBORHOOD MEETING YESTERDAY

Park City Heights neighborhood

Introduced ourselves, shared conceptual plans, solicited feedback, answered questions



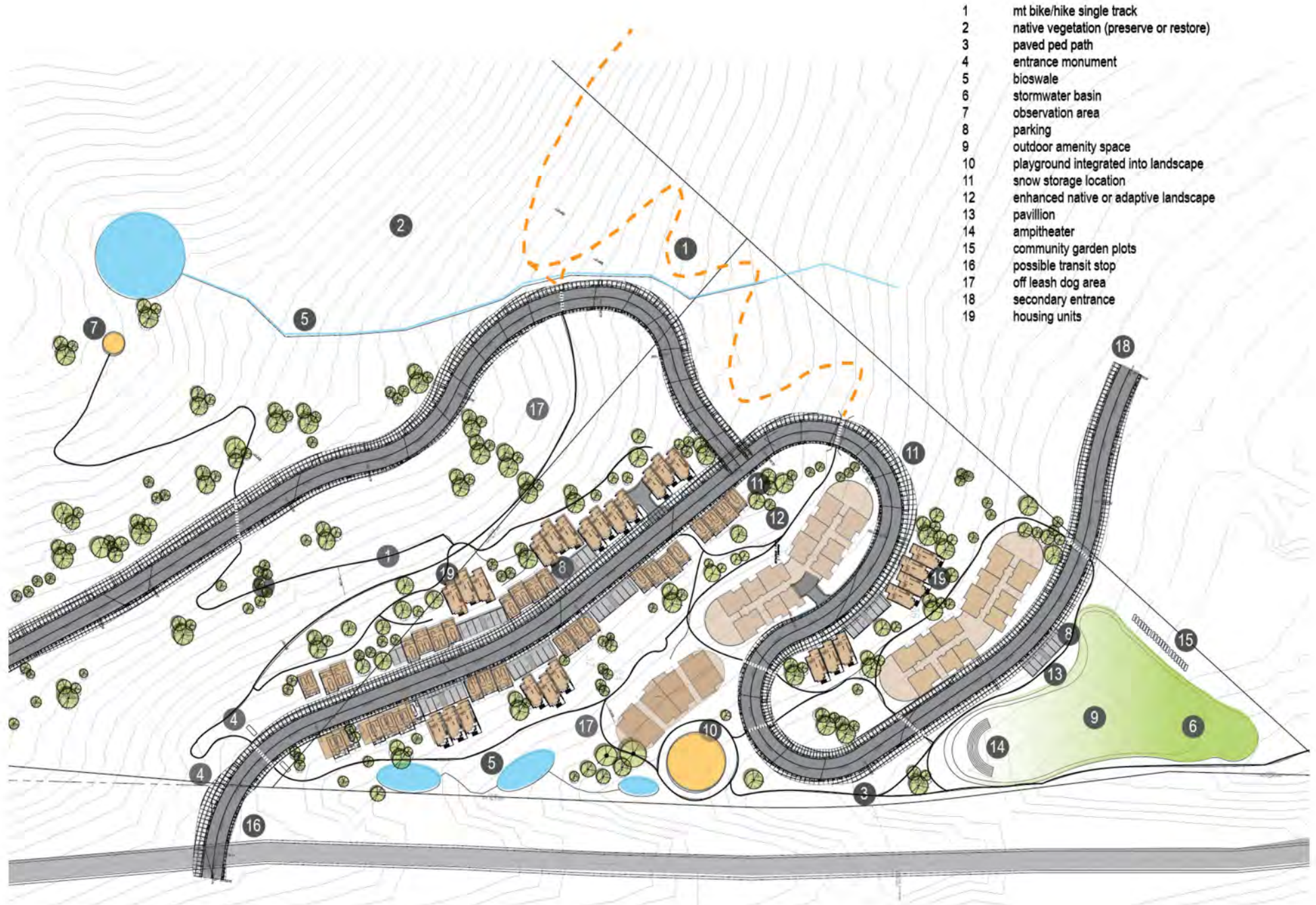
CLARKRANCHPC.COM

Clark Ranch Feasibility Study

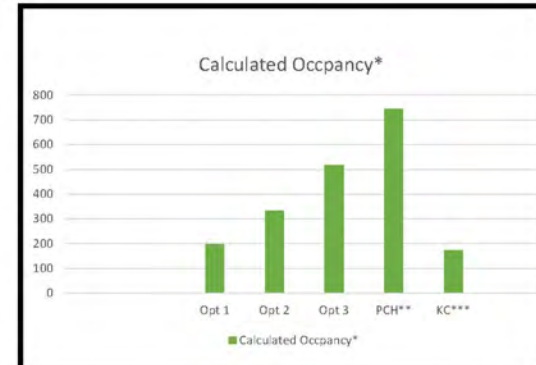
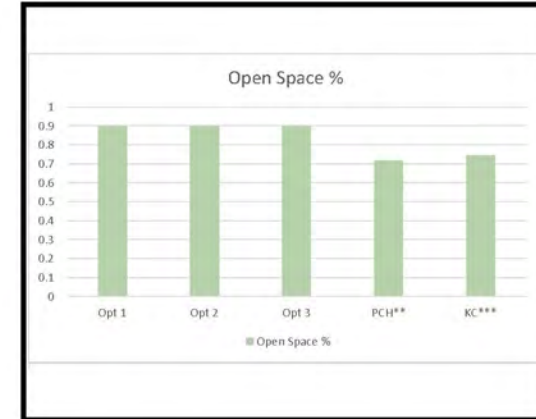
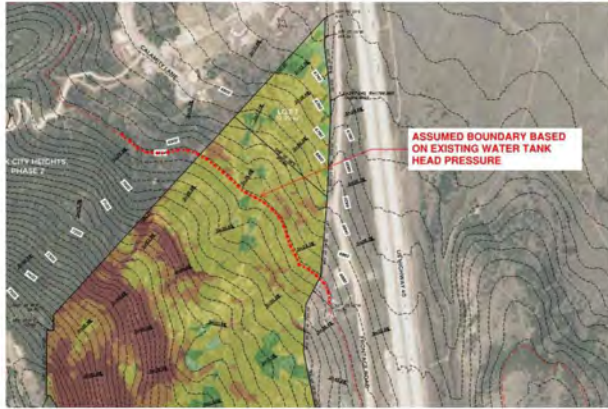
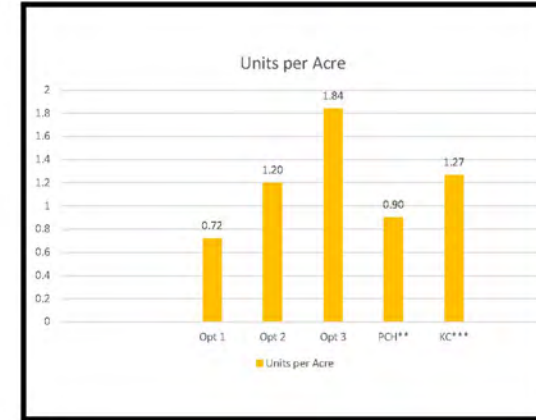
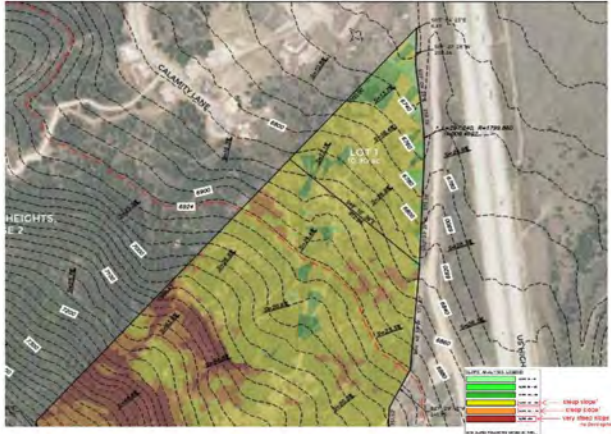
- Site challenges due to topography
- Development requires rezoning
- Infrastructure and density balance
- Environmental considerations and open space



Context & Design Drivers



Context & Design Drivers



Clark Ranch Early Concept



Sample Visualization

AFFORDABLE STACKED FLATS TYPOLOGY



Sample Visualization

AFFORDABLE STACKED FLATS TYPOLOGY



2 story height uphill side / elevation

simplified form to maximize building envelope efficiency (sustainability goals)

3 story downhill elevation (32'-0")

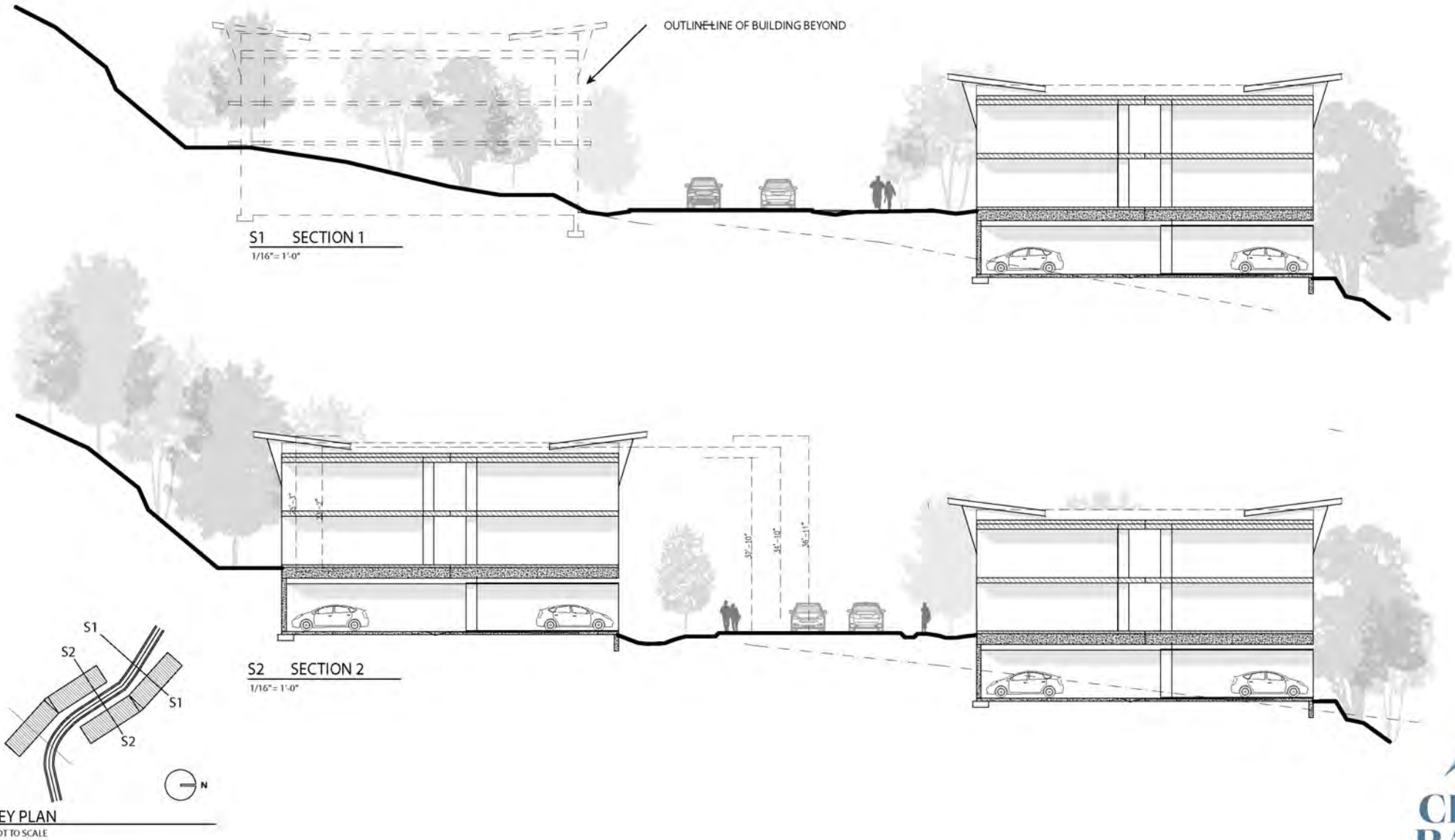
durable, minimal maintenance exterior materials - appropriate to current park city context

covered balconies - view and natural light access - snow / rain protection

lower level parking, screened open parking garage to minimize energy consumption (no mechanical ventilation)

Sample Visualization

AFFORDABLE STACKED FLATS TYPOLOGY



Sample Visualization

POTENTIAL DUPLEX TYPOLOGY



Sample Visualization

POTENTIAL TOWNHOME TYPOLOGY



Shared Sustainability Goals

STANDARD MULTI-FAMILY HOUSING



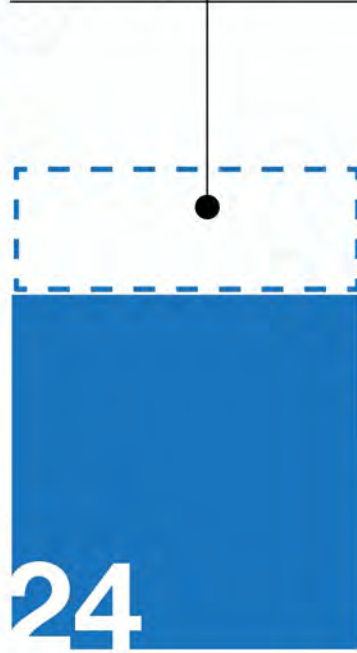
THERMAL ENVELOPE HVAC

- + increased wall insulation
- + increased roof/floor insulation
- + high performance glazing
- + 25%-30% glazing ratio
- + passive heating / cooling
- + passive ventilation
- + heat recovery ventilators



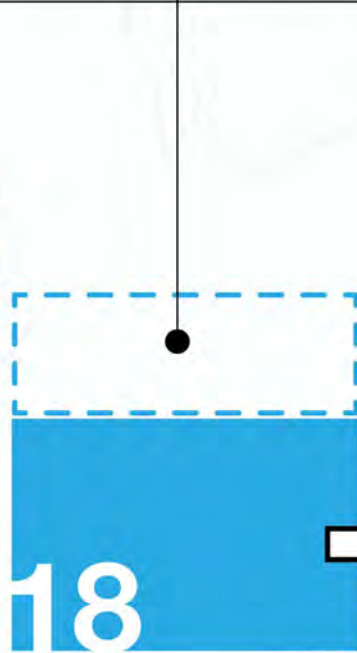
DAYLIGHTING PLUG LOADS

- + all electric systems
- + increased corridor daylighting
- + high performance glazing
- + energy efficient appliances
- + LED fixtures
- + occupancy sensors
- + code min. illumination levels



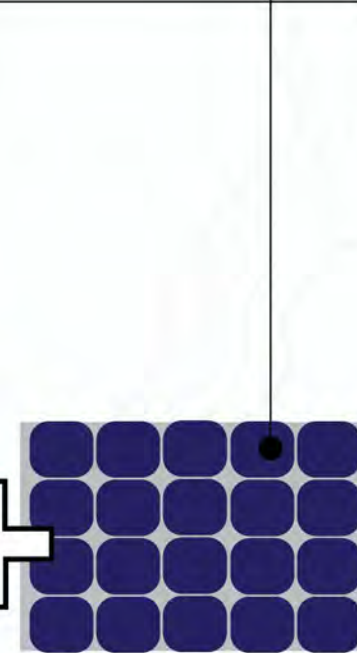
TENANT BEHAVIOR

- + "dashboard" control systems
- + incentive programs
- + partial vampire switches
- + energy efficient appliances



PV ARRAY SYSTEM

- + 18,000 s.f. of available PV array area supports 52,000 g.s.f. of unit area by generating 275 kw/year.



BUILDING EUI

ENERGY USE INTENSITY = ENERGY CONSUMPTION PER FLOOR AREA

THE PATH TO NET ZERO ENERGY

*national median source EUI, energystar.gov
**adapted from "Whole Building Design Guide",
a program of the National Institute of Building Sciences

High-Level Timeline

AUGUST 2024	Team Selection
NOVEMBER 2024	Exclusive Negotiation Agreement
NOV. - MAY 2025	Planning
MAY 2025 - MAY 2026	Entitlement Approval
MAY 2026	Development Agreement
JUNE 2026	Financial Closing
JULY 2026	Construction Commencement

**WHAT ARE NEXT STEPS
AFTER THIS WORK SESSION?**



**CLARK
RANCH**

PARK CITY, UTAH

Thank you!



Alexander
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