

Vision + Imagination + Experience

To the property owner, municipal officer, investor, land or building owner or community coalition considering the selection of a multi-faceted real estate management company for a development or construction opportunity, Cross Street Partners offers an unmatched combination of strengths and experience.

Built on an entrepreneurial foundation of innovation, Cross Street Partners believes in re-building communities by creating vibrant urban mixed-use neighborhoods. The vertically integrated real estate company specializes in adaptive reuse of historic properties, brownfield remediation, sustainable design and building practices, and transit-oriented development.

The Cross Street Partners team brings decades of experience in Real Estate Development, Construction, Property Management, Leasing and Advisory Services. Cross Street Partners' predecessor, Struever Bros. Eccles & Rouse, was founded in 1974 and grew to be one of the largest developers in the country focusing on historic preservation and urban revitalization with more than 17 million square feet of completed developments.

Capabilities

Cross Street Partners enters into projects with a spirit of collaboration, working closely with partners, community groups, businesses and local, state and Federal government offices.

Cross Street Partners has the ability to augment a team at any point in the process, whether the project is on the drawing board, underway, or complete and in need of repositioning or management.

Cross Street Partners' capabilities include:

- Master Planning and Development Services
- Financial Advisory Services
- Property and Asset Management
- Construction Management and General Contracting



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Master Planning and Development Services

Cross Street Partners' development team believes in people and cities. Specializing in mixed-use urban neighborhoods, Cross Street Partners combines retail, office, hotel, residential and shared public spaces, resulting in safer, livelier neighborhoods with long-term increases in property values.

Cross Street Partners knows that great design reflects established patterns of life within a community. The development team begins their planning process with a deep understanding of the history of the community. Cross Street Partners excels at involving all partners and stakeholders, including owners, public agencies, community partners to expedite effective development and proceed in an inclusionary effort.

Cross Street Partners' projects reflect their strength in adaptive reuse and innovation districts. Cross Street Partners is actively working on adaptive reuse development projects in Baltimore and Cambridge, MD, Winston-Salem, NC, Dayton, OH, and Ft. Wayne, IN.

Construction Management and General Contracting

Owner's Representative: Cross Street Partners manages the construction process from initial design through construction to delivery of the finished space to property management. With a premium placed on quality and attention to detail, the team approaches each contract with the mindset of an owner, focusing on the critical areas that affect the overall completion schedule. Cross Street Partners rapidly identifies goals and creates the best plan of action. From pre-construction and planning to closeout, every stage of the process fuses collaboration and teamwork, communication, and proven experience to realize the anticipated vision.

Construction Management: Cross Street Partners provides superior construction management services, concentrating on the most expeditious path to completion and keeping the entire team focused on the critical areas that affect the client's overall completion schedule.



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Financial Advisory Services

Cross Street Partners helps clients navigate the complicated process of structuring and financing real estate projects. Its nationally renowned tax and finance expertise offer investment planning and tax projections for its partners. The company is highly regarded for tax credit expertise and our ability to maintain long-term tax credit investor relationships. Cross Street Partners assists property owners in securing financing for new investments – combining public and private sources that enable its partners to undertake investments in distressed markets that become transformational achievements in communities across America.

Cross Street Partners uses its relationships to structure and close real estate projects that have large impacts in low income communities. The team knows both national and local investment banks, lenders, industry professionals, developers and community development entities (CDEs).

Cross Street Partners helps developers to:

- Identify and secure multiple funding sources to finance major development projects especially using tax credits, such as Federal and State Historic Tax Credits and New Markets Tax Credits (NMTCs).
- Identify public/private funding sources, such as Tax Increment Financing (TIF), to finance real estate projects.
- Create development projections, cashflow, and operating budgets.
- Find investor(s) to buy tax credits that will be generated by your development project.
- Create a deal structure and schedule to help maximize the tax credit dollars over their full term.

Cross Street Partners helps investors or lenders to:

- Identify CDEs to invest capital resources.
- Calculate investment potential.

Property and Asset Management

The Cross Street Partners team approaches property management from an owner's perspective and focuses on the critical areas that affect property values and achieve desired objectives. The result is stronger relationships with tenants, operational excellence, consistently high standards, and increased property value. The team understands that managing properties is detail-oriented work that requires constant guidance and management. Cross Street Partners helps to maximize net operating income through intelligent leasing decisions, efficient management, and wise deployment of capital.

Successful property management begins with intelligent leasing decisions, whether it is retail or commercial office space. Cross Street Partners can help lease, manage and operate properties. Offering superior spaces that accomplish tenant and customer needs is crucial in attracting and retaining the best tenants and employees. Cross Street Partners can manage the relationship between the developer and leasing broker and direct the leasing process through occupancy. This can include creating a leasing strategy, marketing, broker selection, coordinating leases, overseeing tenant improvement, and final delivery of the space.