

Thursday, November 4, 2021
8:00 AM – 9:15 AM

Seminar 7

**Mixed-Use or Mixed Blessing:
Managing Operational Issues on Mixed-Use Projects**

Kenneth H. Kraft
Partner
Parker Hudson
303 Peachtree St NE Suite 3600
Atlanta, Georgia 30308
kkraft@phrd.com

Thomas B. Smallwood
Partner
Stinson LLP
7700 Forsyth Blvd., Ste. 1100
St. Louis, Missouri 63105
tom.smallwood@stinson.com

OUTLINE:

I. What is Mixed-Use?

- a. Definitions
- b. History

II. Economic Factors Affecting Mixed-Use Projects

- a. Factors that favor mixed-use development, as opposed to single use development
- b. Mixed-use development can also have economic downsides

III. Issues with Development of a Mixed-use Project

- a. The challenges with developing a mixed-use project vary depending upon whether there is just one developer or a cooperative team of independent and separately financed developers.
- b. Development issues in a Multi-Developer Mixed-Use Projects – Horizontal Mixed-Use.
- c. Development issues in a Multi-Developer Mixed-Use Projects – Vertical Mixed-Use.
- d. Pre-Sale and Post-Sale Alternatives

IV. Governance and Management/Operational Issues with Mixed-Use Developments

- a. Mixed-Use Governance
- b. Mixed-Use Management Challenges