

Webinar

ULI Kansas City: Regional Perspectives from Kansas City, St Louis, and

Indianapolis

Date: June 04, 2020

00:00:00 --> 00:00:04: Good afternoon everybody. Welcome back to RULI District conversations are

00:00:04 --> 00:00:07: Kansas City making a city we can all afford.

00:00:07 --> 00:00:10: Great stuff. This week. My name is Kevin McGinnis and

00:00:10 --> 00:00:13: the CEO of the Keystone Community Corporation.

00:00:13 --> 00:00:16: We're excited about this week show we this is our

00:00:16 --> 00:00:18: first regional conversation.

00:00:18 --> 00:00:21: This is definitely going to be a very interesting spin

00:00:21 --> 00:00:22: on our series.

00:00:22 --> 00:00:25: But first let me start with a few housekeeping items.

00:00:25 --> 00:00:28: Thank you all for all of our regional sponsors.

00:00:28 --> 00:00:31: You saw them on the opening slides for the show

00:00:32 --> 00:00:32: this week.

00:00:32 --> 00:00:35: Without your support, we cannot make this happen,

00:00:35 --> 00:00:39: so appreciate all the support that we've seen from our

00:00:39 --> 00:00:40: regional sponsors,

00:00:40 --> 00:00:42: and again to kind of reset everybody.

00:00:42 --> 00:00:45: The goal of these conversations is how do we move

00:00:46 --> 00:00:46: forward?

00:00:46 --> 00:00:49: How do we as a development community come out of

00:00:49 --> 00:00:53: this pandemic out of this situation that we've all been

00:00:53 --> 00:00:56: facing as a stronger community and we really want this

00:00:56 --> 00:00:59: to be a conversation? So don't forget there's a QA

00:00:59 --> 00:01:02: function at the bottom of your zoom browser,

00:01:02 --> 00:01:06: your zoom application. Please be asking your questions.

00:01:06 --> 00:01:08: Get them up early. Get them up as they hit

00:01:08 --> 00:01:08: you.

00:01:08 --> 00:01:10: Please use the crowd voting function.

00:01:10 --> 00:01:13: It's been fantastic to really help us understand which

00:01:13 --> 00:01:16: questions
 00:01:16 --> 00:01:17: will be most important to the community for us to
 00:01:17 --> 00:01:19: get to.
 00:01:19 --> 00:01:21: Last week we actually went over on Q&A so we
 00:01:21 --> 00:01:23: might do something like that again,
 00:01:23 --> 00:01:26: this time, so use that function.
 00:01:26 --> 00:01:27: In this week we're doing something a little different with
 00:01:27 --> 00:01:29: the format.
 00:01:29 --> 00:01:30: Usually kind of layout. How we're going to do the
 00:01:30 --> 00:01:32: format,
 00:01:32 --> 00:01:35: but since we have a regional guests on this week,
 00:01:35 --> 00:01:38: we're going to jump straight into bringing our panelists on.
 00:01:38 --> 00:01:40: And then we're going to go into the opening the
 00:01:40 --> 00:01:43: conversation to the community through that QA function,
 00:01:43 --> 00:01:43: and just to kind of set the stage is where
 00:01:43 --> 00:01:46: we've been.
 00:01:46 --> 00:01:49: You know, these are three weeks sessions in Kansas City,
 00:01:49 --> 00:01:51: and then we break into this regional conversation where we
 00:01:51 --> 00:01:54: bring in some folks from out of town to help
 00:01:54 --> 00:01:57: us understand their perspectives and so on.
 00:01:57 --> 00:02:01: Week one. In this mini series we talked about measuring
 00:02:01 --> 00:02:03: value and how it impacts development patterns and the
 00:02:03 --> 00:02:06: implications
 00:02:06 --> 00:02:10: associated with those development patterns.
 00:02:10 --> 00:02:13: Now we two we talked about making good use of
 00:02:13 --> 00:02:16: existing infrastructure in good development patterns to
 00:02:16 --> 00:02:20: maximize outcomes and
 00:02:20 --> 00:02:22: then last week we had the opportunity to talk about
 00:02:22 --> 00:02:25: now and a really healthy conversation about good examples
 00:02:25 --> 00:02:27: that
 00:02:27 --> 00:02:28: exist in otherwise weak development patterns and kind of
 00:02:28 --> 00:02:31: this.
 00:02:31 --> 00:02:33: 19 Post 1950 Kansas City and how focusing on these
 00:02:33 --> 00:02:35: types of developments can make newer parts of the city.
 00:02:35 --> 00:02:37: More productive and so on.
 00:02:37 --> 00:02:39: And so as I said this week,
 00:02:39 --> 00:02:43: we are thrilled to host our regional peers to really
 expand our understanding.
 Talk about what others are seeing and doing,
 and frame up some of the things for us to
 think about in terms of best practices.
 And remember again, ultimately you the community are
 going to

00:02:43 --> 00:02:44: help drive this conversation,

00:02:44 --> 00:02:46: so use that QA function,

00:02:46 --> 00:02:48: get your questions and vote up the ones you think

00:02:48 --> 00:02:49: are most important.

00:02:49 --> 00:02:52: If you don't want to ask a question or don't

00:02:52 --> 00:02:54: have one really kind of helps us out as we

00:02:54 --> 00:02:56: get into the Q&A portion of.

00:02:56 --> 00:02:58: Of this week show. So alright,

00:02:58 --> 00:03:00: let's let's get to it.

00:03:00 --> 00:03:02: It's my honor to bring on our guest this week.

00:03:02 --> 00:03:04: If you guys can all join us.

00:03:04 --> 00:03:06: So let me introduce them first.

00:03:06 --> 00:03:10: Is Sean northup? Sean is the deputy director at the

00:03:10 --> 00:03:13: Indianapolis Metropolitan Planning organization NPO.

00:03:13 --> 00:03:15: We also are joined by John Nations.

00:03:15 --> 00:03:18: He's a member of the law firm of Evans and

00:03:18 --> 00:03:21: Dixon and CEO of the Polaris Strategies Group,

00:03:21 --> 00:03:22: both based in Saint Louis.

00:03:22 --> 00:03:25: John also has some really good context.

00:03:25 --> 00:03:27: He was former president, CEO,

00:03:27 --> 00:03:31: BI State Development Organization and three term mayor of

00:03:31 --> 00:03:33: Chesterfield,

00:03:31 --> 00:03:33: Mo, which according to the 2010 census,

00:03:33 --> 00:03:36: is the 14th largest city in Missouri and then also

00:03:36 --> 00:03:40: is one of the fastest growing regions in Western Suburbs

00:03:40 --> 00:03:41: in western Saint Louis.

00:03:41 --> 00:03:45: So I think he brings some really interesting perspectives

00:03:45 --> 00:03:47: here.

00:03:45 --> 00:03:47: Also joined by Michael Collins,

00:03:47 --> 00:03:51: managing director at JE Dunn Capital Partners and former

00:03:51 --> 00:03:52: president

00:03:51 --> 00:03:52: and CEO of Port Casey.

00:03:52 --> 00:03:55: So gentlemen, thanks for joining in this week.

00:03:55 --> 00:03:57: Sean, I think I want to start with you.

00:03:57 --> 00:04:00: Actually, as you heard about what we've been talking about,

00:04:00 --> 00:04:03: I was hoping you could paint a picture of Indianapolis

00:04:03 --> 00:04:06: in comparison to Kansas City and Saint Louis.

00:04:06 --> 00:04:10: You know, some general benchmark things to help us

00:04:10 --> 00:04:13: understand

00:04:10 --> 00:04:13: the differences there and then briefly tell us a little

00:04:13 --> 00:04:14: bit about NPO.

00:04:14 --> 00:04:17: Sure yeah, happy too. So I'm Sean northup.

00:04:17 --> 00:04:22: I'm the deputy director of the Indianapolis Metropolitan

Planning Organization

00:04:22 --> 00:04:25: and so the equivalent of us in Kansas City would

00:04:25 --> 00:04:25: be mark.

00:04:25 --> 00:04:28: And then in Saint Louis and be East West gateway.

00:04:28 --> 00:04:31: I was. I'm a numbers guy and so I was

00:04:31 --> 00:04:34: just kind of looking at some of the differences in

00:04:34 --> 00:04:35: size and population.

00:04:35 --> 00:04:39: So Indian Kansas City are both approximately 2.1 million people

00:04:39 --> 00:04:41: in the Metropolitan area.

00:04:41 --> 00:04:45: Saint Louis is larger. It's about 2.8 million people.

00:04:45 --> 00:04:50: Indianapolis and Saint Louis County are almost identical in population

00:04:50 --> 00:04:52: right around a million people,

00:04:52 --> 00:04:54: but Saint Louis is like half again.

00:04:54 --> 00:04:58: Larger Saint Louis County is like half again larger than

00:04:58 --> 00:05:00: Indianapolis Marion County,

00:05:00 --> 00:05:02: with about the same population,

00:05:02 --> 00:05:04: so it's a little lower density there.

00:05:04 --> 00:05:07: Kansas City is a very large city.

00:05:07 --> 00:05:11: It's about 75% of Indianapolis and Indianapolis is consolidated cities,

00:05:11 --> 00:05:15: so Indianapolis is a very large single jurisdiction.

00:05:15 --> 00:05:18: But about half the population of Indianapolis,

00:05:18 --> 00:05:21: so that's kind of how they compare when we're talking.

00:05:21 --> 00:05:25: Regionally, though, Saint Louis is a bit larger than the

00:05:25 --> 00:05:26: other two.

00:05:26 --> 00:05:29: That's a good perspective gone when we were talking earlier

00:05:29 --> 00:05:30: this week.

00:05:30 --> 00:05:33: You talked about how timely this conversation was for Saint

00:05:33 --> 00:05:33: Louis,

00:05:33 --> 00:05:36: and so our development patterns being discussed in Saint Louis.

00:05:36 --> 00:05:40: And how are they driving policy considerations while they're driving

00:05:40 --> 00:05:40: a lot of things.

00:05:40 --> 00:05:43: Frankly, and this is a really timely discussion for us

00:05:43 --> 00:05:44: to have.

00:05:44 --> 00:05:46: You know, the big issue we've had in Saint Louis

00:05:46 --> 00:05:48: and talking about now for a number of years,

00:05:48 --> 00:05:51: but it's really come to the forefront is how is

00:05:51 --> 00:05:53: our region structure in our visions made,

00:05:53 --> 00:05:56: and consequently what is that producing for the region one

00:05:56 --> 00:05:58: of the biggest issues we've had over the last few
00:05:58 --> 00:05:59: years is that.
00:05:59 --> 00:06:02: Is the movement that's colloquially known as Better
Together,
00:06:02 --> 00:06:03: but it's a question of,
00:06:03 --> 00:06:05: you know, our city in Saint Louis is not in
00:06:05 --> 00:06:06: Saint Louis County.
00:06:06 --> 00:06:08: Those are two separate jurisdictions.
00:06:08 --> 00:06:11: Saint Louis County itself has about 91 cities in it.
00:06:11 --> 00:06:15: We've got tremendous factionalism with regard to
governmental entities.
00:06:15 --> 00:06:18: And so that people have been looking at is with
00:06:18 --> 00:06:20: the decision making structure that we have.
00:06:20 --> 00:06:22: How are we making decisions?
00:06:22 --> 00:06:24: What is it produced for the region?
00:06:24 --> 00:06:25: And as we move in,
00:06:25 --> 00:06:27: you know, through the 21st century is this the best
00:06:27 --> 00:06:30: structure in order to allow Saint Louis to really compete
00:06:30 --> 00:06:32: into Excel in the 21st century?
00:06:32 --> 00:06:35: It's interesting to note, you know we will talk about
00:06:35 --> 00:06:38: some of the differences between the communities that are on
00:06:38 --> 00:06:39: the call,
00:06:39 --> 00:06:41: but they are communities actually have a lot more in
00:06:41 --> 00:06:42: common.
00:06:42 --> 00:06:45: One thing to note is the Saint Louis literally sits
00:06:45 --> 00:06:48: exactly halfway between Indianapolis and Kansas City.
00:06:48 --> 00:06:51: Chicago, Saint Louis and Kansas City have the three largest
00:06:51 --> 00:06:52: rail yards in the country.
00:06:52 --> 00:06:55: They're doing tremendously good things in Indianapolis,
00:06:55 --> 00:06:56: but when you look at it,
00:06:56 --> 00:06:59: evolving economy in the 21st century question is,
00:06:59 --> 00:07:01: where do we all sit together and what do we
00:07:01 --> 00:07:02: have in common?
00:07:02 --> 00:07:05: And on a broader perspective with bring this home for
00:07:05 --> 00:07:08: the Heartland is the heartland of America is the largest
00:07:08 --> 00:07:09: contiguous agricultural.
00:07:09 --> 00:07:12: Playing on the planet are farmers are becoming incredibly
more
00:07:12 --> 00:07:15: productive and more efficient and working together.
00:07:15 --> 00:07:18: We can make our entire region of the country with
00:07:18 --> 00:07:20: the opening of the Panama Canal with a bunch of
00:07:21 --> 00:07:24: investments going on in other areas of the country working
00:07:24 --> 00:07:28: together, we stand an incredible opportunity to really

00:07:28 --> 00:07:29: advance everything
 00:07:29 --> 00:07:30: throughout the heartland.
 00:07:30 --> 00:07:33: So in Saint Louis itself,
 00:07:33 --> 00:07:33: you know we're trying to get people to look at
 00:07:33 --> 00:07:36: it,
 00:07:36 --> 00:07:37: not just Saint Louis, in and of itself as what
 00:07:37 --> 00:07:40: what we can do,
 00:07:40 --> 00:07:43: but how Saint Louis can thrive and its partnerships with.
 00:07:43 --> 00:07:46: Kansas City and Indianapolis and cities throughout the
 00:07:46 --> 00:07:48: Heartland,
 00:07:48 --> 00:07:50: which includes Des Moines and Omaha and some other
 00:07:50 --> 00:07:53: places.
 00:07:53 --> 00:07:54: But we really have much more in common.
 00:07:54 --> 00:07:57: If you want to focus on those,
 00:07:57 --> 00:07:59: then really what our differences are in working together,
 00:08:01 --> 00:08:04: we can do a lot,
 00:08:04 --> 00:08:07: and that's that's Fortunately, is driving a lot of the
 00:08:07 --> 00:08:08: conversation in Saint Louis right now.
 00:08:08 --> 00:08:12: It's a. It's an interesting perspective to think about.
 00:08:12 --> 00:08:15: You know what we call Coop Etition
 00:08:15 --> 00:08:19: frenemies and and things along those lines of you know,
 00:08:19 --> 00:08:21: at the end of the day,
 00:08:21 --> 00:08:24: we're competing with the coasts for talent and for economic
 00:08:24 --> 00:08:26: development,
 00:08:26 --> 00:08:29: innovation, economy, resources, those types of things.
 00:08:29 --> 00:08:30: But in time we're competing amongst each other's regional
 00:08:30 --> 00:08:33: center.
 00:08:33 --> 00:08:37: So that's a great perspective on.
 00:08:37 --> 00:08:39: I appreciate that bring you into the conversation a little
 00:08:39 --> 00:08:42: bit.
 00:08:42 --> 00:08:43: Yeah, Brooks from outside of Kansas City,
 00:08:43 --> 00:08:46: you know we've spent the last three weeks talking,
 00:08:46 --> 00:08:49: not just on the panel,
 00:08:49 --> 00:08:53: but we also have people that are participating in this
 00:08:53 --> 00:08:55: week's webinar and watching for maybe the first time so.
 00:08:55 --> 00:08:57: If you can kind of rewind a little bit up
 00:08:57 --> 00:08:59: for us,
 00:08:59 --> 00:09:01: the three weeks of conversations that we've had about
 00:09:01 --> 00:09:03: Kansas
 00:09:03 --> 00:09:05: City Connect.
 00:09:05 --> 00:09:07: Paint a macro picture of the development patterns,
 00:09:07 --> 00:09:09: the development issues, some of the things we talked about.
 00:09:09 --> 00:09:11: It's extremely timely conversation for Kansas City because of

things

00:08:53 --> 00:08:56: like the Downtown Council 2030 initiative or the Key Spirit

00:08:56 --> 00:08:56: Playbook.

00:08:56 --> 00:08:58: What's your take on? You know,

00:08:58 --> 00:09:01: kind of the first three weeks of conversations and how

00:09:01 --> 00:09:03: it pertains to this regional issue.

00:09:05 --> 00:09:08: So you know when you look at that from Kansas

00:09:08 --> 00:09:10: City and from a regional issue,

00:09:10 --> 00:09:14: you know what John said is and actually what Sean

00:09:14 --> 00:09:16: said is so so spot on with.

00:09:16 --> 00:09:19: We actually have a much much more in common than

00:09:19 --> 00:09:20: we actually do then.

00:09:20 --> 00:09:25: We actually probably originally thought about when you're

00:09:25 --> 00:09:29: talking about

00:09:25 --> 00:09:29: regionalism and really from a Kansas City's perspective.

00:09:29 --> 00:09:31: For those of you not from the area,

00:09:31 --> 00:09:35: it's pretty spread out from Kansas City the the actual.

00:09:35 --> 00:09:36: Around your Kansas City, Mo.

00:09:36 --> 00:09:39: And then we actually move out to the Kansas City

00:09:39 --> 00:09:40: Metro,

00:09:40 --> 00:09:43: Kansas City, Mo. Properties 300 and 390 square miles wide.

00:09:43 --> 00:09:45: So in errors it has areas of density.

00:09:45 --> 00:09:49: It's mainly attributed to the downtown for the greater

00:09:49 --> 00:09:52: downtown

00:09:49 --> 00:09:52: area and then goes further South to the Country Club

00:09:52 --> 00:09:53: Plaza area.

00:09:53 --> 00:09:56: And then when you look at the area outside of

00:09:56 --> 00:09:57: Kansas City proper,

00:09:57 --> 00:10:00: the Greater Kansas City Metro area you actually start your

00:10:00 --> 00:10:04: we're starting to see our pockets of dense development in

00:10:04 --> 00:10:07: suburban ring area that we didn't have 10 years ago.

00:10:07 --> 00:10:10: And so that is really prompted the response of,

00:10:10 --> 00:10:14: you know, when we've had a resurgence of downtown

00:10:14 --> 00:10:15: Kansas

00:10:14 --> 00:10:15: City with more jobs,

00:10:15 --> 00:10:18: a few more jobs with more multifamily housing,

00:10:18 --> 00:10:20: with more hospitality and hotel.

00:10:20 --> 00:10:23: And now the streetcar. Now it's going to the question

00:10:23 --> 00:10:26: of what is being left out in our communities,

00:10:26 --> 00:10:30: and what's being left out from an industry step perspective?

00:10:30 --> 00:10:33: An when we're looking at the opportunities in Kansas City

00:10:33 --> 00:10:34: where we need to,

00:10:34 --> 00:10:38: we've been looking at what are some of the constraints?

00:10:38 --> 00:10:41: As well as what are some of the opportunities that

00:10:41 --> 00:10:44: we have moving forward in Kansas City in Greater Kansas

00:10:44 --> 00:10:47: City to do what we do best and not really

00:10:47 --> 00:10:50: focus on something that Saint Louis or Indianapolis may do

00:10:50 --> 00:10:52: best and but what is that?

00:10:52 --> 00:10:55: What policy is an agenda setting and what it's what

00:10:55 --> 00:10:58: incentive practices do we need to really create that

coopertition?

00:10:58 --> 00:11:03: As you stated Kevin, it's something that governmental

entities ironically

00:11:03 --> 00:11:05: have a problem with the Times.

00:11:05 --> 00:11:08: But in the in the private sector competition happens all

00:11:08 --> 00:11:09: the time.

00:11:09 --> 00:11:13: Whether you see a need that you both can become

00:11:13 --> 00:11:16: stronger within to actually acquire or.

00:11:16 --> 00:11:19: Provide that new expertise or revenue source.

00:11:19 --> 00:11:22: Why can't cities or why shouldn't cities be the same

00:11:22 --> 00:11:22: way?

00:11:22 --> 00:11:25: Looking at from a regionalism approach,

00:11:25 --> 00:11:29: as there are things much more attributed to.

00:11:29 --> 00:11:31: Saint Louis or Indianapolis, then for ourselves,

00:11:31 --> 00:11:35: to actually benefit from how can we collectively look at

00:11:35 --> 00:11:35: those but?

00:11:35 --> 00:11:37: We're looking at Kansas City.

00:11:37 --> 00:11:41: You know? We're obviously from an equitable development

standpoint.

00:11:41 --> 00:11:44: You know people are wanting to see what's going to

00:11:44 --> 00:11:46: happen next in their communities.

00:11:46 --> 00:11:49: What's the infrastructure look like?

00:11:49 --> 00:11:52: What is the goal in their communities to actually bring

00:11:52 --> 00:11:52: them up?

00:11:52 --> 00:11:56: Because they see what's going on downtown and our

development

00:11:56 --> 00:11:59: patterns in downtown is still in its infancy,

00:11:59 --> 00:12:02: and I think a lot of people don't realize that

00:12:02 --> 00:12:05: giving covid and post code in the infancy of downtown

00:12:05 --> 00:12:06: is actually very.

00:12:06 --> 00:12:08: Um nimble but also very fragile,

00:12:08 --> 00:12:11: and so those are the things that talking of last

00:12:11 --> 00:12:14: week in the weeks before that are very important of

00:12:14 --> 00:12:15: our conversations.

00:12:15 --> 00:12:17: Yeah, no, I appreciate that Michael.

00:12:17 --> 00:12:20: It's interesting to think about that long horizon when you

00:12:20 --> 00:12:24: think about the lot of people have seen downtown revitalization

00:12:24 --> 00:12:25: that it's still early.

00:12:25 --> 00:12:28: It's still, you know, kind of fragile based on what's

00:12:29 --> 00:12:30: going on around us.

00:12:30 --> 00:12:32: It's an interesting perspective, John.

00:12:32 --> 00:12:35: As we talk about macro drivers in these development patterns,

00:12:35 --> 00:12:38: home buying is high on the list.

00:12:38 --> 00:12:40: The Indianapolis NPO partnered with my board,

00:12:40 --> 00:12:44: your regional Realtor Association, on a large pole about regional

00:12:44 --> 00:12:45: home buying preference.

00:12:45 --> 00:12:48: Can you talk about the findings?

00:12:48 --> 00:12:51: Yeah, sure so. Two Association of Realtors had done this

00:12:52 --> 00:12:55: survey several times led by Doctor Chris Nelson,

00:12:55 --> 00:12:57: who at the time was at University of Utah.

00:12:57 --> 00:13:00: I think is somewhere else now US here somewhere and

00:13:00 --> 00:13:04: basically was asking people where do you live now versus

00:13:04 --> 00:13:06: where do you want to live and then what kind

00:13:06 --> 00:13:10: of things do you consider when you're deciding where to

00:13:10 --> 00:13:10: lift?

00:13:10 --> 00:13:12: Deciding what type of home to buy?

00:13:12 --> 00:13:14: What type of neighborhood to live in?

00:13:14 --> 00:13:18: They saw some macro trends nationally that were reflected completely

00:13:18 --> 00:13:19: in our local survey.

00:13:19 --> 00:13:22: We. We often joke that like sure,

00:13:22 --> 00:13:24: the national stuff is the national stuff,

00:13:24 --> 00:13:28: but it's different here in Indianapolis and I'm sure market

00:13:28 --> 00:13:32: says that particularly in the Midwest that like we're different,

00:13:32 --> 00:13:34: we need to see it for ourselves.

00:13:34 --> 00:13:37: So that's why we partnered with with my neighbor to

00:13:37 --> 00:13:38: do this.

00:13:38 --> 00:13:40: Here we saw it was a huge survey.

00:13:40 --> 00:13:43: It was twelve counties. It was plus or minus like

00:13:43 --> 00:13:43: 95%

00:13:43 --> 00:13:46: confidence level and like over 3000 responses.

00:13:46 --> 00:13:51: So it was actually statistically significant for each County.

00:13:51 --> 00:13:54: We found that the old standbys of schools,

00:13:54 --> 00:13:59: perception of safety and affordability were still kind of at

00:13:59 --> 00:14:03: the top of people's decisions about where to live.

00:14:03 --> 00:14:06: But we saw things like walkability places to walk,

00:14:06 --> 00:14:11: to access to restaurants, and parks as being higher and
00:14:11 --> 00:14:15: higher in the pecking order of where people were going.
00:14:15 --> 00:14:18: We did it in 2012 and again in 2018,
00:14:18 --> 00:14:22: and it moved up those those walkability factors.
00:14:22 --> 00:14:24: We've got to a point where we're comfortable,
00:14:24 --> 00:14:26: just like Narm is comfortable.
00:14:26 --> 00:14:29: Considering that a fourth walkability as a fourth piece that's
00:14:29 --> 00:14:32: as critical as school safety and affordability.
00:14:32 --> 00:14:35: The other piece was people are deciding where to live,
00:14:35 --> 00:14:39: which neighborhood to live in before they're deciding which
house,
00:14:39 --> 00:14:40: which is a flip from,
00:14:40 --> 00:14:42: you know, greater than 10 years ago,
00:14:42 --> 00:14:45: where the house features are the most important thing is
00:14:46 --> 00:14:48: getting the right number of bedrooms,
00:14:48 --> 00:14:49: getting the right master suite.
00:14:49 --> 00:14:53: Whatever it was, neighborhood is is more important here
than
00:14:53 --> 00:14:53: those.
00:14:53 --> 00:14:55: The last thing that was really,
00:14:55 --> 00:14:59: really interesting was that we asked people where you
currently
00:14:59 --> 00:15:00: live,
00:15:00 --> 00:15:03: what type of neighborhood where you would like to live,
00:15:03 --> 00:15:06: and then we looked at the pipeline of housing coming
00:15:06 --> 00:15:10: on board and we found some really interesting discrepancies
there.
00:15:10 --> 00:15:13: So between where people said they currently live and said
00:15:14 --> 00:15:15: where they want to live,
00:15:15 --> 00:15:18: there was between 10 and 20 point discrepancy for places
00:15:18 --> 00:15:19: that were mixed.
00:15:19 --> 00:15:22: Use suburban or mixed use urban or downtown,
00:15:22 --> 00:15:25: so people were not said they don't live in those
00:15:25 --> 00:15:26: areas right now,
00:15:26 --> 00:15:29: but want to. Housing only suburb was kind of the
00:15:29 --> 00:15:32: big loser there then people said yeah,
00:15:32 --> 00:15:35: I live in housing only suburb but that's not where
00:15:35 --> 00:15:36: I necessarily want to be.
00:15:36 --> 00:15:40: The other big winner there was was rural surrounded by
00:15:40 --> 00:15:43: no one and there were a lot of people who
00:15:43 --> 00:15:44: had a preference.
00:15:44 --> 00:15:46: Rural preference in our region,
00:15:46 --> 00:15:49: particularly in some of the outlying counties.

00:15:49 --> 00:15:52: Then when we compared that to the pipeline of housing
 00:15:52 --> 00:15:54: that's coming on line,
 00:15:54 --> 00:15:57: we saw another huge Delta to the degree that 80
 00:15:57 --> 00:15:57: to 85%
 00:15:57 --> 00:16:01: of the housing. Product that's coming online in our region
 00:16:01 --> 00:16:05: is single family detached on quarter acre lots or larger
 00:16:05 --> 00:16:08: and that accounted for like slightly over 50%.
 00:16:08 --> 00:16:10: Fifty 1% of the preference majority.
 00:16:10 --> 00:16:15: But we're overbuilding that single family detached market by
 more
 00:16:15 --> 00:16:15: than 30%.
 00:16:15 --> 00:16:19: That's gotten a little bit better in the last couple
 00:16:19 --> 00:16:19: of years,
 00:16:19 --> 00:16:23: but it's really astounding here because we have a very
 00:16:23 --> 00:16:25: strong downtown in Indianapolis.
 00:16:25 --> 00:16:29: We have some suburbs who have built really great suburban.
 00:16:29 --> 00:16:31: Mixed use density strong cores,
 00:16:31 --> 00:16:35: walkable cores surrounded by neighborhoods and we have a
 lot
 00:16:35 --> 00:16:39: of sophisticated urban home builders based out of our
 market.
 00:16:39 --> 00:16:42: So Onyx and Easton and Milhouse and Main Street in
 00:16:42 --> 00:16:46: our suburban markets are all in various degrees of becoming
 00:16:46 --> 00:16:49: national home builders for walkable urban product types.
 00:16:49 --> 00:16:51: They're based here in Indianapolis.
 00:16:51 --> 00:16:57: They're all successful here in Indianapolis and we're still
 missing
 00:16:57 --> 00:16:59: the mark by a huge degree.
 00:16:59 --> 00:17:03: Interesting stuff John. What are the key infrastructure you
 know?
 00:17:03 --> 00:17:06: We talked about infrastructure a couple weeks ago reusing
 infrastructure,
 00:17:06 --> 00:17:10: maximizing outcomes related to that in these good
 development patterns.
 00:17:10 --> 00:17:14: What are some key infrastructure assets an initiatives in
 Saint
 00:17:14 --> 00:17:17: Louis that other cities on this program today should take
 00:17:17 --> 00:17:18: note of and why?
 00:17:18 --> 00:17:21: Thank you. We actually have a couple of really important
 00:17:21 --> 00:17:21: ones,
 00:17:21 --> 00:17:24: but I want to take 15 seconds before I answer.
 00:17:24 --> 00:17:26: Then follow up on what Sean said 'cause he mentioned
 00:17:26 --> 00:17:28: something that's really,
 00:17:28 --> 00:17:31: really important. And that is the kind of the affordability

00:17:31 --> 00:17:33: in the heartland of the country when you can kind
00:17:33 --> 00:17:35: of compare it to other places.
00:17:35 --> 00:17:37: One of the things we know maybe the audience doesn't
00:17:37 --> 00:17:39: know is living in the Heartland has one of the
00:17:39 --> 00:17:42: highest economic qualities of life in the country.
00:17:42 --> 00:17:43: Not just that it's affordable,
00:17:43 --> 00:17:45: but for instance, the Federal Reserve.
00:17:45 --> 00:17:46: Based here in Saint Louis,
00:17:46 --> 00:17:49: will tell you that the economic quality of life in
00:17:49 --> 00:17:49: Saint Louis,
00:17:49 --> 00:17:52: which measures the per capita income over the cost of
00:17:52 --> 00:17:54: living ranks in the top 10 in the country.
00:17:54 --> 00:17:56: And so when people are trying to get people to
00:17:56 --> 00:17:57: move to the Harlem,
00:17:57 --> 00:17:59: you can say the same thing you can get in
00:17:59 --> 00:18:01: the same thing in Kansas City and Indianapolis.
00:18:01 --> 00:18:04: I know, because people have seen those numbers.
00:18:04 --> 00:18:05: So when you're recruiting people,
00:18:05 --> 00:18:07: if you get him here and they say,
00:18:07 --> 00:18:09: wait a minute, I can live in this community can
00:18:10 --> 00:18:12: make X and I can live like this and you
00:18:12 --> 00:18:13: find out that they stay.
00:18:13 --> 00:18:16: So that's really important. I apologize for aggressive Kevin.
00:18:16 --> 00:18:17: Let me get you know John,
00:18:17 --> 00:18:19: I just want to reiterate,
00:18:19 --> 00:18:22: that's one of the key selling points for Indianapolis all
00:18:22 --> 00:18:22: the time too.
00:18:22 --> 00:18:25: That's that's something that all three of our communities.
00:18:25 --> 00:18:27: I think really have in common.
00:18:27 --> 00:18:30: I think it will just get stronger in this post.
00:18:30 --> 00:18:33: Covid world, too, because we've heard all of this coastal
00:18:33 --> 00:18:35: flight that's happening because of density and.
00:18:35 --> 00:18:37: Mix here so I I think we were hearing the
00:18:37 --> 00:18:39: same thing in Kansas City.
00:18:39 --> 00:18:41: Sorry, John, know that's right and what we've also seen
00:18:41 --> 00:18:44: you know we have a lot of friends whose kids
00:18:44 --> 00:18:46: moved in New York and they moved to the coast.
00:18:46 --> 00:18:49: And then with the pandemic you know they came home
00:18:49 --> 00:18:49: to live.
00:18:49 --> 00:18:51: And they found out they could work at home,
00:18:51 --> 00:18:54: Live in the Midwest. All those kinds of very much
00:18:54 --> 00:18:55: more affordable.

00:18:55 --> 00:18:56: And now they want to stay,

00:18:56 --> 00:18:58: you know. And that's why you see some of the

00:18:58 --> 00:19:01: bigger companies now saying we're going to reevaluate this.

00:19:01 --> 00:19:04: We may even adjust pay based on where people live

00:19:04 --> 00:19:06: in the country so they can maintain their standard of

00:19:06 --> 00:19:07: living,

00:19:07 --> 00:19:09: but could also be a cost saving for companies.

00:19:09 --> 00:19:12: To allow their employees to actually live back in the

00:19:12 --> 00:19:12: heartland,

00:19:12 --> 00:19:15: those not have. Yeah, those people are going back to

00:19:15 --> 00:19:18: Shawn's point about what their housing preferences are

00:19:18 --> 00:19:18: going to

00:19:18 --> 00:19:18: be like.

00:19:18 --> 00:19:21: It kind of take us right back to alright now.

00:19:21 --> 00:19:24: They also expect certain infrastructure pieces to be in place,

00:19:24 --> 00:19:25: so back to the question,

00:19:25 --> 00:19:28: John. Infrastructure assets and initiatives that you guys have

00:19:29 --> 00:19:29: going

00:19:29 --> 00:19:29: on.

00:19:29 --> 00:19:31: Yeah, you know Saint Louis heads in a really interesting

00:19:32 --> 00:19:32: place.

00:19:32 --> 00:19:35: Strategically, it is the furthest point you can get North

00:19:35 --> 00:19:38: on the Mississippi River completely unobstructed by locks

00:19:38 --> 00:19:38: and dams.

00:19:38 --> 00:19:42: Generally unobstructed by ice. Whether you measure the

00:19:42 --> 00:19:42: Saint Louis

00:19:42 --> 00:19:44: port by either value or volume it ranks is the

00:19:44 --> 00:19:47: second or third busiest inland port in the United States,

00:19:47 --> 00:19:50: with the investment going on in the Gulf.

00:19:50 --> 00:19:52: One of our key strategic issues here is how do

00:19:52 --> 00:19:55: we expand Saint Louis and develop his true capabilities as

00:19:56 --> 00:19:58: a freight and logistics hub for the entire heartland?

00:19:58 --> 00:20:00: This is a really really big issue.

00:20:00 --> 00:20:04: Everybody talks about it, but in partnership with Kansas City,

00:20:04 --> 00:20:07: for instance, and Michael knows better than anybody 'cause

00:20:07 --> 00:20:09: he

00:20:09 --> 00:20:09: ran the report in Kansas City.

00:20:09 --> 00:20:10: But trying to move. Good,

00:20:10 --> 00:20:13: then make the heartland more successful is a key key

00:20:13 --> 00:20:14: driver in Saint Louis.

00:20:14 --> 00:20:16: One thing about Saint Louis?

00:20:16 --> 00:20:17: Same is true Kansas City.

00:20:17 --> 00:20:19: You can pick it up and move it.

00:20:19 --> 00:20:21: So what you look at is where can we really
00:20:21 --> 00:20:23: compete in the 21st century?
00:20:23 --> 00:20:25: And when you look at how the shipping lines have
00:20:25 --> 00:20:26: changed,
00:20:26 --> 00:20:27: how the pandemic is affected,
00:20:27 --> 00:20:29: this portion over the last two weeks.
00:20:29 --> 00:20:32: But how the ships are going to come through the
00:20:32 --> 00:20:35: new Panama Canal into the Gulf right now?
00:20:35 --> 00:20:38: If you drove East West dividing line between where the
00:20:38 --> 00:20:41: company is supplied from the East Coast or the West
00:20:41 --> 00:20:44: Coast deadline would be East of Indianapolis.
00:20:44 --> 00:20:48: We have the opportunity with some of the infrastructure
investments
00:20:48 --> 00:20:50: that are both going on and possible to go on
00:20:50 --> 00:20:54: to shift that line substantially to the West and improve
00:20:54 --> 00:20:55: the Midwest as a true cargo hub.
00:20:55 --> 00:20:58: You know we're living in a time now.
00:20:58 --> 00:21:01: Things are shifting dramatically over the last three months.
00:21:01 --> 00:21:03: Over the last few years.
00:21:03 --> 00:21:06: But a lot of people don't realize is that while
00:21:06 --> 00:21:08: the farmers have become more successful,
00:21:08 --> 00:21:12: the transportation and some other logistics investments have
not.
00:21:12 --> 00:21:14: And as I mentioned, I think at least I think
00:21:14 --> 00:21:15: I mentioned it.
00:21:15 --> 00:21:19: It is actually become cheaper to import corn and soybeans
00:21:19 --> 00:21:22: from Argentina and Brazil into the Southeastern United
States than
00:21:22 --> 00:21:25: it is to move it from our heartland into those
00:21:25 --> 00:21:28: into those areas. We've had trouble moving the harvest even
00:21:29 --> 00:21:31: to offload it out to the Pacific Northwest.
00:21:31 --> 00:21:34: So right in the center of the heartland.
00:21:34 --> 00:21:36: You have the cities coming together to look at this
00:21:36 --> 00:21:38: as a common opportunity in Missouri.
00:21:38 --> 00:21:41: You know, too often people look at it as it's
00:21:41 --> 00:21:43: Saint Louis competing with Kansas City.
00:21:43 --> 00:21:46: What's nice about this issue is it is the one
00:21:46 --> 00:21:49: issue that is bringing our state together with the work
00:21:49 --> 00:21:51: that Michael has done have been involved in over in
00:21:51 --> 00:21:54: Kansas City. What's going on here in Saint Louis with
00:21:54 --> 00:21:55: the Saint Louis Regional Freeway?
00:21:55 --> 00:21:58: You go down to the legislature in Jefferson City now
00:21:58 --> 00:21:59: and it is the issue.

00:21:59 --> 00:22:02: That kind of brings everybody together to make our state
 00:22:02 --> 00:22:05: more productive and we have tremendous opportunities.
 00:22:05 --> 00:22:07: The other big thing that people are talking about in
 00:22:07 --> 00:22:08: Saint Louis,
 00:22:08 --> 00:22:10: which is really great, is Lambert Airport.
 00:22:10 --> 00:22:12: It's been growing now again,
 00:22:12 --> 00:22:14: like everything else the last two months has been tough.
 00:22:14 --> 00:22:17: But the airport has been growing in order to make
 00:22:17 --> 00:22:18: our regions thrive,
 00:22:18 --> 00:22:20: we have to have good air access.
 00:22:20 --> 00:22:22: Lambert has been doing a very good job of that
 00:22:22 --> 00:22:24: and it has become a regional priority.
 00:22:24 --> 00:22:27: You may have heard around the country and effort about
 00:22:27 --> 00:22:28: privatizing the airport.
 00:22:28 --> 00:22:31: That discussion is kind of going up and down.
 00:22:31 --> 00:22:35: I understand yesterday that the mayor actually pulled her
 application
 00:22:35 --> 00:22:37: to with the FAA to privatize the airport,
 00:22:37 --> 00:22:39: but there's some other things going on.
 00:22:39 --> 00:22:42: So Saint Louis is working really hard to position itself
 00:22:42 --> 00:22:44: in the 21st century to play a player,
 00:22:44 --> 00:22:45: not just for Saint Louis.
 00:22:45 --> 00:22:48: Because it's not a matter of downtown Saint Louis competing
 00:22:48 --> 00:22:49: with Saint Louis County anymore.
 00:22:49 --> 00:22:52: It's how Saint Louis can partner with Kansas City and
 00:22:52 --> 00:22:55: the regions in the states around us to really improve
 00:22:55 --> 00:22:57: everybody in every region.
 00:22:57 --> 00:23:01: And what's good for Saint Louis and friendly what's good
 00:23:01 --> 00:23:05: for everybody on this program today is that helps everybody
 00:23:05 --> 00:23:07: throughout the heartland.
 00:23:07 --> 00:23:09: John, I really took to add to that John all
 00:23:09 --> 00:23:12: I guess I really have to do is say put
 00:23:12 --> 00:23:13: in brackets for Kansas City.
 00:23:13 --> 00:23:17: Insert here around everything else that he had talked about
 00:23:17 --> 00:23:19: with regard to infrastructure.
 00:23:19 --> 00:23:22: Because there are so so uniquely tied together.
 00:23:22 --> 00:23:25: A lot of people don't notice when John's talking about
 00:23:25 --> 00:23:26: ports.
 00:23:26 --> 00:23:29: Kansas City doesn't re establish itself as a port hub.
 00:23:29 --> 00:23:32: Again without the help of Saint Louis and I was
 00:23:32 --> 00:23:35: and I was again John saying going down in Jefferson
 00:23:35 --> 00:23:36: City working together.

00:23:36 --> 00:23:41: Looking at that infrastructure Anan providing that Kansas City now

00:23:41 --> 00:23:42: provides over 200%

00:23:42 --> 00:23:45: more than what it did prior to 2015,

00:23:45 --> 00:23:49: with port Infrastructure and most of it goes into Saint

00:23:49 --> 00:23:52: Louis and then just dispersed from there.

00:23:52 --> 00:23:55: When you're looking at the others freight,

00:23:55 --> 00:23:58: Kansas City is with when you look at the freight

00:23:58 --> 00:24:02: lines going in East and West connectivity you see what's

00:24:02 --> 00:24:05: happened in the past with the port of LA and

00:24:05 --> 00:24:09: the longstanding kind of. The hold downs at La Port

00:24:09 --> 00:24:09: in New York,

00:24:09 --> 00:24:12: New Jersey. Port of Georgia Ports authority.

00:24:12 --> 00:24:16: All of those are looking inward to say we've got

00:24:16 --> 00:24:19: to get our product from overseas into the heartland much

00:24:19 --> 00:24:20: more quickly.

00:24:20 --> 00:24:24: We need to establish relationships with the inland ports and

00:24:24 --> 00:24:26: the inlands in the inland cities.

00:24:26 --> 00:24:29: What they call them. And then you look at KCI

00:24:29 --> 00:24:30: Airport,

00:24:30 --> 00:24:33: which is actually being renovated as we speak right now.

00:24:33 --> 00:24:37: You have an area I'm not trying to leave Indianapolis

00:24:37 --> 00:24:37: Alpha.

00:24:37 --> 00:24:41: When you look at. Missouri Kansas City and Saint Louis

00:24:41 --> 00:24:44: with what they're looking at from a a freight movement

00:24:44 --> 00:24:47: and people movement system activity.

00:24:47 --> 00:24:49: You see the exact same things happening.

00:24:49 --> 00:24:53: Everyone's pretty much on the same page with Kansas City.

00:24:53 --> 00:24:55: You also look at the at the streetcar.

00:24:55 --> 00:24:58: This isn't any different than what John would say as

00:24:58 --> 00:25:01: well when you're looking at the streetcar in the node.

00:25:01 --> 00:25:05: That initial spine, which wasn't considered to be something of

00:25:05 --> 00:25:07: significant value at first,

00:25:07 --> 00:25:09: has become a tremendous asset.

00:25:09 --> 00:25:11: And building out downtown Kansas City,

00:25:11 --> 00:25:13: which on on on on a measure.

00:25:13 --> 00:25:17: It's never happened before. And then now with the element

00:25:17 --> 00:25:21: of the progression of expansion of expanding down to the

00:25:21 --> 00:25:22: University of Missouri,

00:25:22 --> 00:25:26: Kansas City area as well as expanding into the riverfront,

00:25:26 --> 00:25:30: connecting people connecting nodes of opportunity,

00:25:30 --> 00:25:33: where people want to be that is where we have

00:25:33 --> 00:25:36: to continue to focus on in order to be competitive
00:25:36 --> 00:25:37: with the coasts.
00:25:37 --> 00:25:39: What are we going to have in the?
00:25:39 --> 00:25:43: In our communities from an infrastructure component that actually does
00:25:43 --> 00:25:45: bring people back to where they came from,
00:25:45 --> 00:25:48: where they where they were born or where they went
00:25:48 --> 00:25:49: to school.
00:25:49 --> 00:25:52: To where they work now in Kansas City or the
00:25:52 --> 00:25:56: areas that we're talking bout Indianapolis Saint Louis that focuses
00:25:56 --> 00:25:59: on I still want the same type of transit connectivity
00:25:59 --> 00:26:02: that I had in some other place that I lived
00:26:02 --> 00:26:04: in previous to Kansas City or the areas here.
00:26:04 --> 00:26:06: I still want that livability.
00:26:06 --> 00:26:09: Now I have affordability. And now when you include that
00:26:09 --> 00:26:13: with connecting transit lines and we're doing well with the
00:26:13 --> 00:26:14: streetcar in OKC,
00:26:14 --> 00:26:18: ACA is also doing significant progress with bus Rapid Transit
00:26:18 --> 00:26:19: in areas that are.
00:26:19 --> 00:26:23: Insufficient need of bringing people in areas that need economic
00:26:23 --> 00:26:27: opportunity connecting them to jobs not just connecting them from
00:26:27 --> 00:26:30: one excuse me from one poor place to another poor
00:26:30 --> 00:26:34: place, but connecting them to jobs and opportunities so that
00:26:34 --> 00:26:37: they can thrive and actually get through a job
00:26:37 --> 00:26:40: on time and not waiting for transit getting up at
00:26:40 --> 00:26:43: 5:00 in the morning to get ready for 8:00 o'clock
00:26:43 --> 00:26:44: in the morning job.
00:26:44 --> 00:26:48: How do we? How do we remove those those constraints
00:26:48 --> 00:26:49: and so I'm really,
00:26:49 --> 00:26:53: really excited about all this conversation that we're having.
00:26:53 --> 00:26:55: Bolton, Indianapolis and Saint Louis.
00:26:55 --> 00:26:58: Because there's a lot that we can glean on what
00:26:58 --> 00:27:01: we've all experienced and what we can actually help each
00:27:01 --> 00:27:04: other move forward in _And if I could just what Michael
00:27:04 --> 00:27:07: just said the changes taking place in Saint Louis when
00:27:07 --> 00:27:09: I was at by stating what you see with CCA
00:27:09 --> 00:27:12: in Kansas City under Robbie Makenen is getting the community
00:27:12 --> 00:27:16: to stop talking about public transit like it's a welfare
00:27:16 --> 00:27:19: program and understand that it is an essential element of

00:27:19 --> 00:27:22: a successful economic development strategy which is a sea change.

00:27:22 --> 00:27:26: They've looked at it as an economic development element in

00:27:26 --> 00:27:28: New York and in the big cities in.

00:27:28 --> 00:27:30: Michael Kors for a long time in the Midwest.

00:27:30 --> 00:27:33: Unfortunately the conversation was very different,

00:27:33 --> 00:27:35: which you know, kind of always shocked me.

00:27:35 --> 00:27:39: Frankly, because if you don't have a good public transportation

00:27:39 --> 00:27:39: system,

00:27:39 --> 00:27:43: you're going to have a tremendously difficult time competing economically

00:27:43 --> 00:27:46: in our major cities and watching what the streetcar is

00:27:46 --> 00:27:49: doing in Kansas City is is really heartening to see,

00:27:49 --> 00:27:53: but it's understanding what those essential elements of a successful

00:27:53 --> 00:27:55: economic development strategy really are.

00:27:55 --> 00:27:57: The other thing you know why?

00:27:57 --> 00:27:59: Kansas City is such a natural partner,

00:27:59 --> 00:28:02: rather than such a natural adversary for Saint Louis.

00:28:02 --> 00:28:04: Not only the things that Michael talked about,

00:28:04 --> 00:28:07: but Kansas City actually has the better connections with not

00:28:07 --> 00:28:09: only Missouri's largest trading partners,

00:28:09 --> 00:28:12: but the country's largest trading partners,

00:28:12 --> 00:28:15: which are Canada and Mexico because they have the largest

00:28:15 --> 00:28:17: rail yard in the country in Kansas City with tremendous

00:28:17 --> 00:28:20: connectivity that bodes well for for things as far as

00:28:20 --> 00:28:23: Denver and for Kansas City in Saint Louis and Indianapolis

00:28:23 --> 00:28:26: and Chicago and the cities all over the Heartland Omaha,

00:28:26 --> 00:28:28: Des Moines, and you name it.

00:28:28 --> 00:28:28: So I think of it.

00:28:28 --> 00:28:30: Yeah, I know you guys are.

00:28:30 --> 00:28:32: You guys are showing up right next to me on

00:28:32 --> 00:28:33: my screen right now.

00:28:33 --> 00:28:36: I feel like we should lock arms and talk about

00:28:36 --> 00:28:36: what?

00:28:36 --> 00:28:38: How great things are together.

00:28:38 --> 00:28:41: The Better Together piece he want to take over use

00:28:41 --> 00:28:42: of transit trains.

00:28:42 --> 00:28:46: Big part of this conversation like kind of Titus back

00:28:46 --> 00:28:48: to land use a little bit.

00:28:48 --> 00:28:52: So like Saint Louis, Indianapolis passed the transit referendum in

00:28:52 --> 00:28:52: 2016.

00:28:52 --> 00:28:55: What drove that discussion for Indy?

00:28:55 --> 00:28:57: And then how has it impacted land use?

00:28:57 --> 00:29:00: So give us give us kind of the story there.

00:29:00 --> 00:29:03: Yeah, there were some astounding statistics right?

00:29:03 --> 00:29:06: Leading up to our transit studies so.

00:29:06 --> 00:29:09: We are one of the most affordable housing markets in

00:29:09 --> 00:29:13: the country right there with Kansas City and Saint Louis

00:29:13 --> 00:29:14: and a few others,

00:29:14 --> 00:29:16: but were compared to other large markets,

00:29:16 --> 00:29:20: incredibly affordable housing market. Percentage of income we get spent

00:29:20 --> 00:29:21: on transportation.

00:29:21 --> 00:29:23: We're not competitive at all.

00:29:23 --> 00:29:27: We actually spend more on transportation Indianapolis per capita than

00:29:27 --> 00:29:30: people spend who live in on either the Coast,

00:29:30 --> 00:29:32: New York or LA. Almost any other market in the

00:29:33 --> 00:29:33: country.

00:29:33 --> 00:29:37: We came out #2 most expensive transportation market and then.

00:29:37 --> 00:29:40: When Rachete at Harvard had done some work on on

00:29:40 --> 00:29:41: upper mobility,

00:29:41 --> 00:29:44: we found that Indianapolis is one of the least upwardly

00:29:44 --> 00:29:46: mobile places in the country,

00:29:46 --> 00:29:49: and it was that transportation costs that was really a

00:29:49 --> 00:29:50: differentiator.

00:29:50 --> 00:29:53: We dug in. It was the transportation costs.

00:29:53 --> 00:29:56: Here were so absorbent that they were the single costs

00:29:56 --> 00:30:00: that were keeping most households in poverty and causing people

00:30:00 --> 00:30:04: who were born into poverty in Indianapolis to never ascend

00:30:04 --> 00:30:07: the social economic ladder into actually die.

00:30:07 --> 00:30:10: In poverty and we see this show up in health

00:30:10 --> 00:30:13: outcomes and health and disparities,

00:30:13 --> 00:30:15: we see it show up in racial disparities.

00:30:15 --> 00:30:18: We see it show up in quality of life and

00:30:18 --> 00:30:21: life expectancy in all sorts of different ways,

00:30:21 --> 00:30:25: but that lack of access to work and to school

00:30:25 --> 00:30:27: was really a critical factor.

00:30:27 --> 00:30:30: So that led us to prove a referendum in 2016.

00:30:30 --> 00:30:34: It's raising roughly \$60,000,000 a year to expand the local

00:30:34 --> 00:30:37: bus network is the biggest thing that it does to

00:30:37 --> 00:30:38: provide.

00:30:38 --> 00:30:42: More frequency and longer hours but also to build three

00:30:42 --> 00:30:44: major bus rapid transit lines,

00:30:44 --> 00:30:46: two of which as of last week,

00:30:46 --> 00:30:48: have now been federally funded.

00:30:48 --> 00:30:51: One is open and one is in kind of late

00:30:51 --> 00:30:54: stages of design and about to start construction.

00:30:54 --> 00:30:58: So that's going to drop in 100 bus rapid transit

00:30:58 --> 00:30:59: stations.

00:30:59 --> 00:31:02: We're talking buses that come every 10 minutes for 20

00:31:02 --> 00:31:03: hours a day,

00:31:03 --> 00:31:06: seven days a week in dedicated lanes.

00:31:06 --> 00:31:09: So major potential for land use impact.

00:31:09 --> 00:31:12: And one of the things that we're doing in one

00:31:12 --> 00:31:15: of the links that I shared that I know Kevin

00:31:15 --> 00:31:18: will push out after the presentation is that the MPO

00:31:18 --> 00:31:20: tracks land use.

00:31:20 --> 00:31:24: Development around those bus rapid transit stations,

00:31:24 --> 00:31:26: and so when we take the 100 BRT stations,

00:31:26 --> 00:31:29: you think that's great opportunity for impact.

00:31:29 --> 00:31:32: But we're only talking about like 1%

00:31:32 --> 00:31:35: of the Indianapolis is total land area and so we

00:31:35 --> 00:31:36: get into these fights about.

00:31:36 --> 00:31:40: You might want to rethink that storage unit that you're

00:31:40 --> 00:31:42: putting right at the BRT intersection.

00:31:42 --> 00:31:45: Or you might not want to put gas station right

00:31:45 --> 00:31:46: there.

00:31:46 --> 00:31:49: Real challenge. Every single square foot of Indianapolis?

00:31:49 --> 00:31:53: Our zoning code. Puts at risk of not being walkable.

00:31:53 --> 00:31:57: Mixed use density, and so that's been a process for

00:31:57 --> 00:31:58: us to go through.

00:31:58 --> 00:32:01: I saw in the Q&A there is a question about

00:32:01 --> 00:32:03: looking at zoning codes.

00:32:03 --> 00:32:07: Were working with a group led by Gould Evans on

00:32:07 --> 00:32:08: my friend Abby.

00:32:08 --> 00:32:10: On the on the call there great.

00:32:10 --> 00:32:13: They've been very, very helpful in this.

00:32:13 --> 00:32:15: Urban Three is on that team too,

00:32:15 --> 00:32:19: but there there helping lead a process to redesign our

00:32:19 --> 00:32:21: zoning code around.

00:32:21 --> 00:32:24: The BRT lines. Some of the takeaways there that I

00:32:25 --> 00:32:26: think are worth sharing.

00:32:26 --> 00:32:30: Focus on what is allowed and make it easier.

00:32:30 --> 00:32:32: Make the table easier to read.

00:32:32 --> 00:32:36: Make the allowable uses. Make sure that they are in

00:32:36 --> 00:32:40: conformance with the teody plans or the small area plans

00:32:40 --> 00:32:41: that you have.

00:32:41 --> 00:32:44: Because once you establish what the codes are,

00:32:44 --> 00:32:46: the goal is to do less.

00:32:46 --> 00:32:48: Variance is not the problem.

00:32:48 --> 00:32:52: We have kind of three major problems here.

00:32:52 --> 00:32:55: Bad stuff is allowed absolutely everywhere in the code.

00:32:55 --> 00:32:58: Good stuff is very, very difficult to get built without

00:32:58 --> 00:32:59: a variance,

00:32:59 --> 00:33:00: and so it's scaring away,

00:33:00 --> 00:33:05: even well. Capitalized and sophisticated developers because

the variance process

00:33:05 --> 00:33:08: could take them a year and lead to a lot

00:33:08 --> 00:33:09: of public opposition.

00:33:09 --> 00:33:12: So the codes and the plan being not an alignment

00:33:12 --> 00:33:13: is costly,

00:33:13 --> 00:33:16: and then nobody knows about these issues unless you're

actually

00:33:16 --> 00:33:18: trying to get the work done.

00:33:18 --> 00:33:21: So the goal should be to not have variances for

00:33:21 --> 00:33:23: the good stuff and require variances.

00:33:23 --> 00:33:24: For the for the bad stuff,

00:33:24 --> 00:33:26: it's been a real challenge for us.

00:33:26 --> 00:33:28: So I want to jump into the Q&A.

00:33:28 --> 00:33:30: I feel like we could go on with this just

00:33:30 --> 00:33:32: this conversation with you 3 for quite awhile,

00:33:32 --> 00:33:35: so a reminder to everybody that's watching the QA function

00:33:35 --> 00:33:37: at the bottom is live answer.

00:33:37 --> 00:33:38: Or get your question in there.

00:33:38 --> 00:33:41: There's also a crowd voting function that's available so you

00:33:41 --> 00:33:43: can kind of if you don't have a question,

00:33:43 --> 00:33:45: please take a look at him and built the ones

00:33:45 --> 00:33:48: that you think are the most relevant for this group

00:33:48 --> 00:33:50: to answer and address for the crew that we have

00:33:50 --> 00:33:54: today. So I want to start off with a question

00:33:54 --> 00:33:54: here.

00:33:54 --> 00:33:58: How is each community dealing with making sure low density

00:33:58 --> 00:34:01: new development can pay its fair share for needed hard

00:34:01 --> 00:34:05: and soft infrastructure compared to more compact Urban

Development and

00:34:05 --> 00:34:09: redevelopment that sometimes is built on existing infrastructure,

00:34:09 --> 00:34:11: returning an ROI to municipalities sooner?

00:34:15 --> 00:34:18: I'll jump in we're not this is this is a

00:34:18 --> 00:34:21: real challenge is that and I know you guys had

00:34:21 --> 00:34:26: a great discussion about downtown development subsidizing other areas where

00:34:26 --> 00:34:31: we have been very successful doing is establishing TIF districts,

00:34:31 --> 00:34:35: tax increment finance districts around most of our urban centers

00:34:35 --> 00:34:39: so that they can capture some funds and reinvest them

00:34:39 --> 00:34:40: in into their own area.

00:34:40 --> 00:34:43: That's been a really useful tool for.

00:34:43 --> 00:34:45: String of mayors for Indianapolis.

00:34:45 --> 00:34:49: Some of the suburban mayors have utilized bond banks and

00:34:49 --> 00:34:53: development commissions to invest in Carmel's case,

00:34:53 --> 00:34:58: like hundreds of millions of dollars into building walkable downtown

00:34:58 --> 00:34:59: development.

00:34:59 --> 00:35:02: The low density stuff does not pay for itself.

00:35:02 --> 00:35:05: This is a little bit exacerbated in Indianapolis.

00:35:05 --> 00:35:10: We have we have a tax structure that actually exacerbates this,

00:35:10 --> 00:35:10: so we few years ago constitutionally capped.

00:35:13 --> 00:35:15: Property tax at 1% for homeowners,

00:35:15 --> 00:35:17: 2% for renters and 3%

00:35:17 --> 00:35:20: for commercial property so that basically pulled the rug out

00:35:20 --> 00:35:23: from underneath a lot of municipal services.

00:35:23 --> 00:35:26: So somebody I saw earlier mentioned that Kansas City is

00:35:26 --> 00:35:30: a 2 billion dollar budget with half a million people.

00:35:30 --> 00:35:33: Indianapolis has a million people and has about a 1

00:35:33 --> 00:35:34: billion dollar budget,

00:35:34 --> 00:35:37: right? So it's we're very low tax state.

00:35:37 --> 00:35:40: It's caused municipalities be more and more reliant on income

00:35:41 --> 00:35:43: tax and so the impact on housing has been a

00:35:43 --> 00:35:44: race to the top.

00:35:44 --> 00:35:47: It's been how many 300 and 400 and \$500,000 suburban

00:35:48 --> 00:35:51: track homes can be built because they're going to pay

00:35:51 --> 00:35:53: not only High Sheriff property tax,

00:35:53 --> 00:35:56: it's worth the loss on the property tax.

00:35:56 --> 00:35:58: Maybe to make up for it and income tax,

00:35:58 --> 00:36:01: and so that's been a real challenge.

00:36:01 --> 00:36:04: The wrong ones.

00:36:04 --> 00:36:05: Johnny away on that one.

00:36:05 --> 00:36:07: Yeah, I know if this is a subject to be

00:36:07 --> 00:36:08: honest with you,

00:36:08 --> 00:36:11: we could probably spend 3 hours on and every community

00:36:11 --> 00:36:12: could talk about it.

00:36:12 --> 00:36:15: You know, in Saint Louis where we've been looking at

00:36:15 --> 00:36:16: over the last two generations,

00:36:16 --> 00:36:19: is that the population has been spreading out,

00:36:19 --> 00:36:21: but it hasn't been growing as much.

00:36:21 --> 00:36:22: This is part of, you know,

00:36:22 --> 00:36:25: this is another one of the considerations that's driving the

00:36:25 --> 00:36:28: entire talk about what is the structure of the region,

00:36:28 --> 00:36:30: you know and how is it coming together.

00:36:30 --> 00:36:34: Developments are financed in a variety of different ways

00:36:34 --> 00:36:35: depending

00:36:35 --> 00:36:37: on what type of development.

00:36:37 --> 00:36:40: It is and where it is.

00:36:40 --> 00:36:43: But looking at what are the true infrastructure costs of

00:36:43 --> 00:36:44: the land use decisions is a key conversation in Saint

00:36:44 --> 00:36:47: Louis.

00:36:47 --> 00:36:49: You know Saint Louis? You know we talked about it.

00:36:49 --> 00:36:51: It's 3 million people. But if you also look at

00:36:51 --> 00:36:53: the density of it,

00:36:53 --> 00:36:55: particularly in the Western suburbs,

00:36:55 --> 00:36:57: and some of the adjoining counties,

00:36:57 --> 00:37:00: it has been a primary topic.

00:37:00 --> 00:37:02: We're spreading out, but we're not growing that attaches the

00:37:02 --> 00:37:04: infrastructure costs.

00:37:04 --> 00:37:06: There are different ways to develop things,

00:37:06 --> 00:37:10: so I don't want. And so I don't want to

00:37:10 --> 00:37:10: try to in three minutes over simplify the financial structure

00:37:10 --> 00:37:13: Saint Louis,

00:37:13 --> 00:37:15: because it could take an hour to explaining it,

00:37:15 --> 00:37:19: and whether it's equitable or inequitable.

00:37:19 --> 00:37:23: But then, but there's no question about how the demands

00:37:23 --> 00:37:23: on the infrastructure have had to stretch further than ever

00:37:23 --> 00:37:26: before.

00:37:26 --> 00:37:29: Well Kevin, you know this very well and people from

00:37:29 --> 00:37:32: Kansas City notice very well we've been.

00:37:32 --> 00:37:32: We've acquired Kansas City as a whole and acquired

property
00:37:32 --> 00:37:34: and is continuously grown.
00:37:34 --> 00:37:37: We also are. We also have a state line with
00:37:37 --> 00:37:38: the state of Kansas,
00:37:38 --> 00:37:42: and that's continuously grown. I think everyone has been trying
00:37:42 --> 00:37:44: to say who's going to grow the fastest,
00:37:44 --> 00:37:48: the Northland in Kansas City has grown significantly in on
00:37:48 --> 00:37:49: the Missouri side.
00:37:49 --> 00:37:52: You have Southwest of Kansas or Kansas City in Overland
00:37:52 --> 00:37:53: Park,
00:37:53 --> 00:37:56: and places likely would. Those suburbs have grown significantly?
00:37:56 --> 00:37:58: But again, it's just this.
00:37:58 --> 00:38:02: John stated it's the same people that are moving around.
00:38:02 --> 00:38:05: We haven't significantly grown. We also have a mindset.
00:38:05 --> 00:38:09: Sometimes we're just afraid to look up when we're talking
00:38:09 --> 00:38:13: about dense development instead of just looking more horizontally,
00:38:13 --> 00:38:16: which is not doing what it should be for the
00:38:16 --> 00:38:16: return.
00:38:16 --> 00:38:19: Also, one of the things that we need to look
00:38:19 --> 00:38:22: at is what is the exact return and invention investment
00:38:22 --> 00:38:25: of infrastructure need to look like for the city so
00:38:25 --> 00:38:28: that people have an understanding.
00:38:28 --> 00:38:30: Of what those costs are and why they have to
00:38:30 --> 00:38:31: make the decisions.
00:38:31 --> 00:38:33: If there is a bad development,
00:38:33 --> 00:38:36: the city needs to say no to that development.
00:38:36 --> 00:38:37: If there's a good development,
00:38:37 --> 00:38:39: what do we need to make sure?
00:38:39 --> 00:38:42: And those developments need to be attached to jobs?
00:38:42 --> 00:38:44: We're doing a lot. We need more jobs in Kansas
00:38:44 --> 00:38:45: City.
00:38:45 --> 00:38:47: This make no bones about it to to with stand
00:38:47 --> 00:38:50: the the multifamily housing that we continuously build,
00:38:50 --> 00:38:52: which is great for us.
00:38:52 --> 00:38:55: We have a great product from developers that are building
00:38:55 --> 00:38:56: a lot of multi family.
00:38:56 --> 00:38:58: We need more office space.
00:38:58 --> 00:39:01: We need more jobs in those office spaces.
00:39:01 --> 00:39:04: But you also have a connector here where we're also
00:39:04 --> 00:39:07: trying to focus on what is the right investment look

00:39:07 --> 00:39:10: like for Kansas City or downtown Kansas City for the
00:39:10 --> 00:39:12: Northland, for eastern Jackson County,
00:39:12 --> 00:39:15: which would go further East of Kansas City for South
00:39:15 --> 00:39:18: Johnson County for Johnson County for Overland Park,
00:39:18 --> 00:39:21: Kansas City, KS. You start to get these while these
00:39:21 --> 00:39:24: are all different municipal governments at the end of the
00:39:24 --> 00:39:28: day we're all using these this infrastructure in the same
00:39:28 --> 00:39:31: way I'm traveling through all of these different parcels of
00:39:31 --> 00:39:32: communities.
00:39:32 --> 00:39:34: The other component to that is,
00:39:34 --> 00:39:35: what does it look like?
00:39:35 --> 00:39:38: What does the cities need with regard to an ROI?
00:39:38 --> 00:39:42: People can take it. Your constituencies can take the
understanding
00:39:42 --> 00:39:44: of what does it mean for you to actually be
00:39:44 --> 00:39:45: able to build out.
00:39:45 --> 00:39:46: What is the true cost?
00:39:46 --> 00:39:48: What does it mean to the taxpayer?
00:39:48 --> 00:39:50: Also, what does it mean?
00:39:50 --> 00:39:51: What do you get in return?
00:39:51 --> 00:39:53: What do you need in return?
00:39:53 --> 00:39:56: How is that prioritized? I think that's what true public
00:39:56 --> 00:39:59: private partnerships need to be in the future is very
00:39:59 --> 00:40:00: transparent on both sides.
00:40:00 --> 00:40:02: What do you need from each other?
00:40:02 --> 00:40:07: In order to actually grow an efficient and effective manner.
00:40:07 --> 00:40:09: You are you touched on multifamily housing,
00:40:09 --> 00:40:10: so I want to go back.
00:40:10 --> 00:40:12: In the Q&A, I want to go back to the
00:40:13 --> 00:40:14: housing issue little bit.
00:40:14 --> 00:40:16: Sean in your real estate study.
00:40:16 --> 00:40:20: What was the preference of owner versus rental housing
options
00:40:20 --> 00:40:24: and is there a disconnect between new construction in
downtown
00:40:24 --> 00:40:27: and the preference between owner and rental units?
00:40:27 --> 00:40:31: Um? Downtown, let me put that one aside for a
00:40:31 --> 00:40:31: second,
00:40:31 --> 00:40:34: 'cause it's a completely different submarket,
00:40:34 --> 00:40:35: right so?
00:40:35 --> 00:40:39: About 60% of people who rent in our market said
00:40:39 --> 00:40:41: they wanted to own a home.
00:40:41 --> 00:40:43: By and large, they tended to be younger,

00:40:43 --> 00:40:47: unmarried, living in an urban environment and low income.
 00:40:47 --> 00:40:49: The higher income you were,
 00:40:49 --> 00:40:52: the less you wanted to switch what you were doing.
 00:40:52 --> 00:40:55: So people over \$100,000 who were renters,
 00:40:55 --> 00:40:57: 90% of 1 stay renters.
 00:40:57 --> 00:41:01: That's mainly been the market for downtown Indianapolis.
 00:41:01 --> 00:41:03: We've been building luxury condos.
 00:41:03 --> 00:41:05: There's not a lot the market rate.
 00:41:05 --> 00:41:09: If you're downtown, Indy is pretty expensive.
 00:41:09 --> 00:41:13: So it stands apart from the whole rest of our
 00:41:13 --> 00:41:16: market like most thriving downtowns do.
 00:41:16 --> 00:41:20: And I think that the market is not being missed
 00:41:20 --> 00:41:23: downtown from a rent to own standpoint.
 00:41:23 --> 00:41:27: You could argue there's a massive market for people that
 00:41:27 --> 00:41:29: want to live closer to work.
 00:41:29 --> 00:41:32: Downtown is our largest job cluster.
 00:41:32 --> 00:41:36: It's definitely losing share to the suburban areas.
 00:41:36 --> 00:41:39: And so that's that's a challenge,
 00:41:39 --> 00:41:43: but. It's our largest single and employment sector is that
 00:41:43 --> 00:41:47: is the downtown hospitality sector and so I think there's
 00:41:47 --> 00:41:50: a huge market for people to be housed close to
 00:41:50 --> 00:41:54: those jobs. But economically, it's been very tough to build
 00:41:54 --> 00:41:58: a lot of density at more affordable price points downtown,
 00:41:58 --> 00:42:00: so there's there is a disconnect there,
 00:42:00 --> 00:42:04: but I think it's between rental versus versus owner,
 00:42:04 --> 00:42:07: but it's not really concentrated downtown,
 00:42:07 --> 00:42:09: it's more in the housing stock,
 00:42:09 --> 00:42:11: you know. Another point to add to what Sean is
 00:42:12 --> 00:42:12: saying,
 00:42:12 --> 00:42:13: which I think is important.
 00:42:13 --> 00:42:16: We don't yet know when we probably won't know for
 00:42:16 --> 00:42:18: a few years what the total effect of the 2017
 00:42:18 --> 00:42:21: federal tax law changes are going to have on this.
 00:42:21 --> 00:42:24: There were substantial changes to mortgage interest
 00:42:24 --> 00:42:25: deductions and all
 00:42:25 --> 00:42:27: kinds of things,
 00:42:27 --> 00:42:29: and you hear a lot of talk now about how
 00:42:29 --> 00:42:30: much of a benefit is there to own a home
 00:42:30 --> 00:42:32: out right?
 00:42:32 --> 00:42:33: If you got if you run into the mortgage interest
 00:42:33 --> 00:42:33: deduction,
 00:42:33 --> 00:42:36: is that going to affect what the market is?

00:42:36 --> 00:42:39: I'm old enough to remember when they did the tax
00:42:39 --> 00:42:40: overhaul in 1986.
00:42:40 --> 00:42:43: It wasn't until about 1991 or 1992 that you really
00:42:43 --> 00:42:45: saw the effect on the real estate market when a
00:42:46 --> 00:42:49: lot of the commercial people went into bankruptcy as a
00:42:49 --> 00:42:50: result of the 86 tax change.
00:42:50 --> 00:42:54: Now it's interesting that even in this pandemic and some
00:42:54 --> 00:42:57: other things going on with the economy.
00:42:57 --> 00:42:59: Some of the companies that are doing the best.
00:42:59 --> 00:43:02: Are the companies that are that are massively buying up
00:43:02 --> 00:43:05: single family homes in order to rent him out and
00:43:05 --> 00:43:08: buying up condominiums to rent him out on a true
00:43:08 --> 00:43:11: corporate basis? So we're going to see all of this
00:43:11 --> 00:43:14: shake out over the next few years as a result
00:43:14 --> 00:43:16: of those two set 1017 tax changes.
00:43:16 --> 00:43:19: And that's really going to be interesting to watch.
00:43:19 --> 00:43:21: The effect this has on the market.
00:43:21 --> 00:43:23: That's right in interesting point for sure.
00:43:23 --> 00:43:27: Hey Michael, I want to be respectful of the audience
00:43:27 --> 00:43:27: is time.
00:43:27 --> 00:43:30: We said we're going to do 45 minutes.
00:43:30 --> 00:43:32: So that's a wrap on this week's conversation,
00:43:32 --> 00:43:34: but I do hate stick around.
00:43:34 --> 00:43:36: We're going to follow up with some Q&A with these
00:43:37 --> 00:43:37: guys afterwards.
00:43:37 --> 00:43:40: We've got a couple more questions that we absolutely want
00:43:40 --> 00:43:41: to get to,
00:43:41 --> 00:43:43: but let me do some quick housekeeping items.
00:43:43 --> 00:43:46: Don't forget, these conversations are all recorded.
00:43:46 --> 00:43:48: You can go to kansascity.uli.org,
00:43:48 --> 00:43:51: which I've been assured is the right way this week.
00:43:51 --> 00:43:53: Share it with your Contacts to see this,
00:43:53 --> 00:43:55: and then be on the lookout for an email.
00:43:55 --> 00:43:58: I think Sean references will be sending an email out
00:43:58 --> 00:44:01: to folks who registered for this week show.
00:44:01 --> 00:44:04: And more information on today's topics that link to the
00:44:04 --> 00:44:05: view this web and R,
00:44:05 --> 00:44:09: you know additional resources that everybody shared with
00:44:09 --> 00:44:12: us.
00:44:09 --> 00:44:12: These are. It's a great list from the other regions
00:44:12 --> 00:44:12: this week,
00:44:12 --> 00:44:15: so take a look at it and then a quick

00:44:15 --> 00:44:16: reminder to everybody.

00:44:16 --> 00:44:19: Join us for Coffee Connect tomorrow at 8:30 there Zoom

00:44:19 --> 00:44:20: info on the website,

00:44:20 --> 00:44:24: open some members. Non members really an opportunity to connect

00:44:24 --> 00:44:27: with the rest of the community so please join us

00:44:27 --> 00:44:30: there from 8:30 to 9:30 tomorrow morning and remember next

00:44:30 --> 00:44:33: week we're going into a new series.

00:44:33 --> 00:44:35: And we're going to be in a new four week

00:44:35 --> 00:44:35: segment.

00:44:35 --> 00:44:37: So come back, join us over your lunch hour,

00:44:37 --> 00:44:39: share your lunch with us,

00:44:39 --> 00:44:42: and we're going to dive into an extremely important and

00:44:42 --> 00:44:44: timely conversation around equitable development.

00:44:44 --> 00:44:47: We talk about the history and the impacts and the

00:44:47 --> 00:44:48: issues of racism,

00:44:48 --> 00:44:50: white privilege, and how has driven a lot of the

00:44:50 --> 00:44:53: housing developments and a lot of the development patterns that

00:44:53 --> 00:44:54: we've seen.

00:44:54 --> 00:44:57: We're going to talk about the effects that incentives have

00:44:57 --> 00:44:57: had,

00:44:57 --> 00:45:00: the role of incentives in that conversation,

00:45:00 --> 00:45:02: and the effects of policy and regulations over the.

00:45:02 --> 00:45:05: The next three weeks, and then we're going to regional

00:45:05 --> 00:45:07: conversation about those topics as well.

00:45:07 --> 00:45:09: So we hope you come back and join us for

00:45:09 --> 00:45:09: those.

00:45:09 --> 00:45:12: By the way, those conversations are open up to all

00:45:12 --> 00:45:13: of our regional participants as well.

00:45:13 --> 00:45:15: So if any of you want to join us for

00:45:15 --> 00:45:16: those conversations,

00:45:16 --> 00:45:19: please do so and thanks you guys for joining us.

00:45:19 --> 00:45:21: Let's stick around and get to a few more of

00:45:21 --> 00:45:21: these questions.

00:45:21 --> 00:45:24: Next was pretty cool. Sean already touched on this when

00:45:24 --> 00:45:26: we got someone from Oklahoma City on this week,

00:45:26 --> 00:45:28: but they've talked. They asked the question,

00:45:28 --> 00:45:32: you know, Oakland City being relatively same sizes these markets.

00:45:32 --> 00:45:34: The question is have any of your cities under gone?

00:45:34 --> 00:45:36: Recent code update, and if so,

00:45:36 --> 00:45:40: can you share lessons learned and tips you have for
00:45:40 --> 00:45:41: us move forward?

00:45:44 --> 00:45:48: Yeah man, that's been that's been challenging so we got
00:45:49 --> 00:45:53: a challenge grant back in 2009 or 2010 to revisit
00:45:53 --> 00:45:57: the zoning code for the first time since 1960.
00:45:57 --> 00:46:01: And it was back when the Obama administration was doing
00:46:01 --> 00:46:04: the Partnership for Sustainability.
00:46:04 --> 00:46:08: So as EPA, HUD, and DEOTI altogether.
00:46:08 --> 00:46:11: And that was, that was a good turning point.
00:46:11 --> 00:46:15: We did process. All the free zone where we restructured
00:46:15 --> 00:46:16: the zoning code.
00:46:16 --> 00:46:19: That was a good place to start.
00:46:19 --> 00:46:21: It made it a little easier to follow.
00:46:21 --> 00:46:24: I think. I think that if you if you have
00:46:24 --> 00:46:27: a code that's really old and really not doing good
00:46:27 --> 00:46:31: job getting it organized is probably a place to start.
00:46:31 --> 00:46:34: We got really aggressive with like green factors and trying
00:46:34 --> 00:46:38: to build sustainability into it in ways that have been
00:46:38 --> 00:46:41: really hard to utilize since that new effect I I
00:46:41 --> 00:46:44: would recommend Baby stepping it a little bit.
00:46:44 --> 00:46:49: The most important thing is getting form getting intensity
00:46:49 --> 00:46:53: right.
00:46:53 --> 00:46:57: Really focus on on those pieces making sure that the
00:46:57 --> 00:47:00: local plans we we didn't talk much about regional centers
00:47:00 --> 00:47:03: and and the importance of dense areas,
00:47:03 --> 00:47:04: but I heard echoed a couple of times in earlier
00:47:04 --> 00:47:07: conversations.
00:47:07 --> 00:47:10: Same thing that we're hearing in India,
00:47:10 --> 00:47:11: which is like 4% of our land area accounts for
00:47:11 --> 00:47:13: 40%
00:47:13 --> 00:47:15: of our gross regional product,
00:47:15 --> 00:47:18: right? These walkable, dense urban?
00:47:18 --> 00:47:20: Centers are critical to our strength fiscally.
00:47:20 --> 00:47:22: Our strength is a job center,
00:47:22 --> 00:47:25: so make sure zoning is right there.
00:47:25 --> 00:47:26: Make sure your code supports those places and allows them
00:47:26 --> 00:47:29: to expand,
00:47:29 --> 00:47:32: and you know you're not talking about everywhere.
00:47:32 --> 00:47:34: You don't have to somebody else in here had asked
00:47:34 --> 00:47:36: what's the magic number for density.
00:47:36 --> 00:47:39: There is no magic number for density,
00:47:39 --> 00:47:42: right? It's a balance across the whole area and that's

00:47:39 --> 00:47:42: we did an urban three map for Indianapolis,
00:47:42 --> 00:47:44: and I stared at it for a long time.
00:47:44 --> 00:47:47: The stuff that's four or six units per acre will
00:47:47 --> 00:47:49: never pay for itself.
00:47:49 --> 00:47:52: Made up for by places that are 60 to 100
00:47:52 --> 00:47:52: units.
00:47:52 --> 00:47:55: Break right so it's really a balancing act.
00:47:55 --> 00:47:58: We are way out of all three of our communities
00:47:58 --> 00:48:01: are way out of balance and probably need some re
00:48:01 --> 00:48:02: balancing there.
00:48:02 --> 00:48:06: I would focus. 1st and then the the other stuff.
00:48:06 --> 00:48:10: Let the subdivision ordinance let the variance is kind of
00:48:10 --> 00:48:11: guide what you do.
00:48:14 --> 00:48:17: Alright, anybody else want to weigh in on code changes
00:48:17 --> 00:48:19: before we go to the next question?
00:48:19 --> 00:48:23: Nope, alright cool. So the mayor of Independence,
00:48:23 --> 00:48:26: Mo has weighed in with the question this week.
00:48:26 --> 00:48:30: So independence Mo did a new comprehensive development
plan.
00:48:30 --> 00:48:33: It was a year of internal technical work at your
00:48:33 --> 00:48:36: community outreach led by a citizen committee,
00:48:36 --> 00:48:39: an outside consultant delivered a great result.
00:48:39 --> 00:48:41: This is not a question.
00:48:41 --> 00:48:42: This is more of a comment.
00:48:42 --> 00:48:44: We also periodic question.
00:48:47 --> 00:48:50: It's not a question, but mayor where if you're still
00:48:51 --> 00:48:51: on,
00:48:51 --> 00:48:52: I hope you're doing well.
00:48:52 --> 00:48:56: I will speak independence. They've done a lot of studying
00:48:56 --> 00:48:59: of really trying to understand where where they are moving
00:48:59 --> 00:49:01: forward in the future,
00:49:01 --> 00:49:04: and I commend her leadership as well as her team
00:49:04 --> 00:49:04: there,
00:49:04 --> 00:49:07: led by the city manager and Assistant City manager and
00:49:07 --> 00:49:10: their team on really trying to find out what is
00:49:10 --> 00:49:13: and is not going to work for them in the
00:49:13 --> 00:49:15: future. So I really.
00:49:15 --> 00:49:17: Saint Mayor Wear for her leadership.
00:49:17 --> 00:49:20: I really just under lifting up that Bale and saying
00:49:20 --> 00:49:20: OK,
00:49:20 --> 00:49:22: what do we have to deal with and how we're
00:49:22 --> 00:49:24: going to deal with it?

00:49:24 --> 00:49:26: And the mayor did a good job of identifying.

00:49:26 --> 00:49:27: You know what needs to be done.

00:49:27 --> 00:49:30: When I was mayor, I overhauled Arizona code in the

00:49:30 --> 00:49:33: comprehensive plan and her elements of get the right text,

00:49:33 --> 00:49:35: technical people and for goodness sakes,

00:49:35 --> 00:49:38: get your community involved. She looks like they spent a

00:49:38 --> 00:49:38: year doing it.

00:49:38 --> 00:49:40: She's to be commended for that.

00:49:40 --> 00:49:42: That's how you make it successful.

00:49:42 --> 00:49:44: Engaging your citizens in and get them vested in the

00:49:44 --> 00:49:46: future of the community.

00:49:46 --> 00:49:48: So when we were doing some of the prep work

00:49:48 --> 00:49:48: for this,

00:49:48 --> 00:49:51: there was a theme that came up between Saint Louis

00:49:51 --> 00:49:53: and Indianapolis that was pretty interesting.

00:49:53 --> 00:49:56: There's some restructuring conversations going on.

00:49:56 --> 00:49:58: In Saint Louis, general to how we how Saint Louis

00:49:58 --> 00:50:01: can address some of these issues and then Sean you

00:50:01 --> 00:50:02: talked about you.

00:50:02 --> 00:50:03: Some of the consolidation work.

00:50:03 --> 00:50:04: Can you guys talk about,

00:50:04 --> 00:50:07: you know as it relates to kind of mayor?

00:50:07 --> 00:50:10: We're just said, how are the communities looking at

00:50:10 --> 00:50:12: restructuring

00:50:12 --> 00:50:14: how you looking at tackling these issues?

00:50:14 --> 00:50:17: Engaging community? Some of those types of things.

00:50:17 --> 00:50:19: So, John, you want to start off a little bit?

00:50:19 --> 00:50:20: You talked a little bit about what was going on

00:50:20 --> 00:50:22: in Saint Louis.

00:50:22 --> 00:50:24: Yeah, it's been a very robust conversation,

00:50:24 --> 00:50:27: but particularly over the last few years,

00:50:27 --> 00:50:30: but reorganizing the region has been a topic.

00:50:30 --> 00:50:32: For almost 150 years, the city of Saint Louis left

00:50:32 --> 00:50:33: Saint Louis County in what is known as the Great

00:50:33 --> 00:50:35: Divorce.

00:50:35 --> 00:50:39: In the 1870s and over the last 100 years.

00:50:39 --> 00:50:41: At least, there have been multiple efforts about putting it

00:50:41 --> 00:50:44: back together and let the region taught more.

00:50:44 --> 00:50:48: Is 1 region one of the things that happens in

00:50:48 --> 00:50:50: Saint Louis that they solved with the Indianapolis Unigov

00:50:50 --> 00:50:53: situation?

00:50:50 --> 00:50:50: Is that with all of the jurisdictions,

00:50:50 --> 00:50:53: it has become difficult. It's not become difficult.

00:50:53 --> 00:50:56: It's kind of always been difficult for the region to
00:50:56 --> 00:50:58: really speak with one voice.
00:50:58 --> 00:51:00: On key matters and the way it plays out in
00:51:00 --> 00:51:01: the press.
00:51:01 --> 00:51:03: Not that you know somebody can't do it or somebody
00:51:03 --> 00:51:05: doesn't have good ideas.
00:51:05 --> 00:51:07: But what happens in the public is you talked to
00:51:07 --> 00:51:09: one elected official in one jurisdiction,
00:51:09 --> 00:51:11: another one every time there's an issue.
00:51:11 --> 00:51:14: People sitting at home on TV look at 5 different
00:51:14 --> 00:51:16: elected officials about what the answer is,
00:51:16 --> 00:51:19: and it makes it very difficult to get a consensus
00:51:19 --> 00:51:19: going forward.
00:51:19 --> 00:51:22: On top of that, it's hard to execute a true
00:51:22 --> 00:51:23: regional plan when you got,
00:51:23 --> 00:51:24: you know. Like I said,
00:51:24 --> 00:51:26: we have 91 cities in Saint Louis County.
00:51:26 --> 00:51:29: I was mayor or one of the larger ones.
00:51:29 --> 00:51:32: Frankly, in Chesterfield, in West Saint Louis County.
00:51:32 --> 00:51:35: But just look at some of the challenges that we
00:51:35 --> 00:51:35: have.
00:51:35 --> 00:51:38: If you bring a development near Lambert Field or you
00:51:38 --> 00:51:40: try to get people to invest in Lambert Field,
00:51:40 --> 00:51:42: which they should be doing.
00:51:42 --> 00:51:43: And it does go on,
00:51:43 --> 00:51:45: you look at it and you've got 23 cities within
00:51:45 --> 00:51:47: 3 miles of Lambert Field.
00:51:47 --> 00:51:49: And sometimes when you bring in a development,
00:51:49 --> 00:51:52: you're talking about dozens of acres or 100 acres.
00:51:52 --> 00:51:55: You're talking about being in front of multiple boards of
00:51:55 --> 00:51:55: Alderman,
00:51:55 --> 00:51:56: so on top of that,
00:51:56 --> 00:52:00: what is the best way that all that that fractured
00:52:00 --> 00:52:03: structure can also lead to results that really nobody likes?
00:52:03 --> 00:52:06: Where is the development? Why is it going in different
00:52:06 --> 00:52:07: places?
00:52:07 --> 00:52:09: Why are some communities left behind?
00:52:09 --> 00:52:12: You know some communities that ought to be doing better
00:52:12 --> 00:52:13: and deserved do better.
00:52:13 --> 00:52:15: You need to be brought onboard into more of a
00:52:15 --> 00:52:19: regional conversation so it ultimately came up with a
proposal

00:52:19 --> 00:52:22: that was proposed to put on a statewide Missouri ballot
00:52:22 --> 00:52:25: to reorganize Saint Louis in a lot of communities across
00:52:25 --> 00:52:25: the state,
00:52:25 --> 00:52:28: looked at it, and they weren't even in favor of
00:52:28 --> 00:52:30: having a statewide ballot outside of Saint Louis.
00:52:30 --> 00:52:34: They weren't in favor of having statewide ballot 'cause how
00:52:34 --> 00:52:34: they?
00:52:34 --> 00:52:37: Technical communities. But what you have to look at in
00:52:37 --> 00:52:40: the 21st century is what is your decision making structure?
00:52:40 --> 00:52:42: How do you make decisions?
00:52:42 --> 00:52:44: How fast can you make decisions in order to compete
00:52:44 --> 00:52:47: with other people you know around the country,
00:52:47 --> 00:52:49: the structure of the city's name Luis came up with.
00:52:49 --> 00:52:51: You know, over 100 years ago,
00:52:51 --> 00:52:53: the power is very dispersed.
00:52:53 --> 00:52:55: There's no really one person you could go to make
00:52:55 --> 00:52:57: a decision on behalf of the city,
00:52:57 --> 00:53:00: which is a little different than than Saint Louis County.
00:53:00 --> 00:53:03: And so when you're competing with other cities and you
00:53:03 --> 00:53:06: need to get things done more quickly with people,
00:53:06 --> 00:53:08: always say is it takes a long time to get
00:53:08 --> 00:53:11: consensus and to make a decision in Saint Louis.
00:53:11 --> 00:53:13: And if we're going to really thrive in the 21st
00:53:13 --> 00:53:13: century,
00:53:13 --> 00:53:16: we have to speed up how the data is compiled,
00:53:16 --> 00:53:17: how the decisions are made,
00:53:17 --> 00:53:20: and how quickly we can execute opportunities.
00:53:20 --> 00:53:22: So Sean Unigov, I mean,
00:53:22 --> 00:53:25: seems to be a compare contrast moment a little bit.
00:53:25 --> 00:53:27: Yeah, yeah, so you know,
00:53:27 --> 00:53:30: I. I mean, Indianapolis was way ahead when they did
00:53:30 --> 00:53:31: this back in 1970.
00:53:31 --> 00:53:36: They consolidated essentially the entire region into one
00:53:36 --> 00:53:39: municipality,
00:53:39 --> 00:53:41: saved a bundle compared to like what Saint Louis is
00:53:41 --> 00:53:45: looking at with 80 jurisdictions,
00:53:45 --> 00:53:47: and multiply that by police and fire and courts and
00:53:47 --> 00:53:47: and public works and everything like that.
00:53:47 --> 00:53:50: A lot of that has been streamlined here,
00:53:50 --> 00:53:52: by and large. I think it's been a good thing
00:53:52 --> 00:53:54: there was a bit of an original.
00:53:54 --> 00:53:58: Because one of the purposes of doing Unigov was to

00:53:58 --> 00:54:02: attract and build a major research University in the center
 00:54:02 --> 00:54:03: of downtown,
 00:54:03 --> 00:54:06: which they did. The flip side of that is the
 00:54:06 --> 00:54:10: lawmakers couldn't politically touch the K12 education
 system,
 00:54:10 --> 00:54:14: but led the urban district that covered the original city
 00:54:14 --> 00:54:17: boundaries to have major disparities.
 00:54:17 --> 00:54:22: This didn't stop white flight from happening in Indianapolis
 and
 00:54:22 --> 00:54:22: so,
 00:54:22 --> 00:54:25: but what happened was all the flight.
 00:54:25 --> 00:54:28: Happened within the same municipality and so it it captured
 00:54:28 --> 00:54:32: about 30 years of suburban growth and allowed the city
 00:54:32 --> 00:54:36: to have some flexibility in maintaining a downtown and
 preserving
 00:54:36 --> 00:54:40: assets. Kind of selectively. There's never enough to go
 around,
 00:54:40 --> 00:54:44: but they had certainly more choices and more streamlined
 decision
 00:54:44 --> 00:54:45: making process.
 00:54:45 --> 00:54:47: Not to say it wasn't without,
 00:54:47 --> 00:54:49: you know, some major challenges.
 00:54:49 --> 00:54:53: So while there were resources to provide to struggling black
 00:54:53 --> 00:54:54: neighborhoods,
 00:54:54 --> 00:54:57: they didn't always receive those resources.
 00:54:57 --> 00:55:00: Representation has been a major problem.
 00:55:00 --> 00:55:04: The black vote in Indianapolis has been severely diluted by
 00:55:04 --> 00:55:04: unigov.
 00:55:04 --> 00:55:09: We still have not had an African American mayor.
 00:55:09 --> 00:55:11: So there's been some real challenges,
 00:55:11 --> 00:55:15: and we're accounting that's for the last 20 years been
 00:55:15 --> 00:55:16: roughly voting 60%
 00:55:16 --> 00:55:18: for Democrats. But we've had at least,
 00:55:18 --> 00:55:22: even if not slightly more Republican representation.
 00:55:22 --> 00:55:25: So that's been a challenge at the Statehouse,
 00:55:25 --> 00:55:28: an at city level.
 00:55:28 --> 00:55:30: But that that political delusion is interesting.
 00:55:30 --> 00:55:31: There is a quote here.
 00:55:31 --> 00:55:33: I wanted to share really quickly.
 00:55:33 --> 00:55:35: It was from a General Assembly men in 1969 when
 00:55:35 --> 00:55:38: they passed Unigov at the Statehouse was not a referendum
 00:55:38 --> 00:55:39: here.
 00:55:39 --> 00:55:41: It was just an act that was passed by the

00:55:41 --> 00:55:41: state.

00:55:41 --> 00:55:43: We call him the Super City Council.

00:55:43 --> 00:55:46: They just make decisions for the city occasionally that just

00:55:46 --> 00:55:47: happened.

00:55:47 --> 00:55:48: Ned Lamkin said in 1969.

00:55:48 --> 00:55:51: I think we learn to live together with your neighbors

00:55:51 --> 00:55:53: in this community and learn to bear your fair share

00:55:53 --> 00:55:55: of the burden in meeting its problems.

00:55:55 --> 00:55:57: Or you'll have to move elsewhere.

00:55:57 --> 00:55:59: Where you're. Prejudices, your pocketbooks,

00:55:59 --> 00:56:03: and your consciousness can again be protected from the responsibilities

00:56:04 --> 00:56:06: required by the realities of our cities.

00:56:06 --> 00:56:09: So I mean, it's pretty good synopsis of what it

00:56:09 --> 00:56:13: was and that everyone is kind of sharing in it.

00:56:13 --> 00:56:16: We we are facing this same issue today where the

00:56:16 --> 00:56:20: city of Indianapolis budget is roughly a billion dollars because

00:56:20 --> 00:56:24: of the switch from property tax to income tax,

00:56:24 --> 00:56:27: we now have 1/4 million people that commute that live

00:56:27 --> 00:56:30: outside of Marion County and commute in.

00:56:30 --> 00:56:34: And that's a loss because we only collect tax where

00:56:34 --> 00:56:37: people live and not where they work.

00:56:37 --> 00:56:39: In Indiana, it's pretty unique here.

00:56:39 --> 00:56:41: That's a loss of 1/2 billion dollars of revenue,

00:56:41 --> 00:56:44: and that services that people are using.

00:56:44 --> 00:56:46: That's that's police and fire and Rd maintenance.

00:56:46 --> 00:56:50: While they're in Indianapolis that they're not paying for when

00:56:50 --> 00:56:50: they're out,

00:56:50 --> 00:56:53: so we have conversations about commuter tax,

00:56:53 --> 00:56:54: which are going nowhere fast.

00:56:54 --> 00:56:57: We have conversations about regional sales tax,

00:56:57 --> 00:56:59: which right now the state keeps all sales tax.

00:56:59 --> 00:57:02: There's no local, there's a half cent local sales tax

00:57:02 --> 00:57:05: that only goes outside of Indianapolis,

00:57:05 --> 00:57:09: so there's some structural challenges that we have not

00:57:09 --> 00:57:09: figured

00:57:09 --> 00:57:09: out yet.

00:57:09 --> 00:57:12: That we need to work through as a result of

00:57:12 --> 00:57:13: this by a larger than say,

00:57:13 --> 00:57:16: though, Indigo indie Univov did do a lot of the

00:57:16 --> 00:57:18: things that John is talking about.

00:57:18 --> 00:57:21: We were able to streamline a lot decisions.

00:57:21 --> 00:57:24: Guys I gotta I gotta throw the flag now we're

00:57:24 --> 00:57:27: at we're at the end I fascinated by the conversation.
00:57:27 --> 00:57:29: I appreciate all of your input this week.
00:57:29 --> 00:57:32: It's been a great conversation and I'm sure we could
00:57:32 --> 00:57:33: expand it.
00:57:33 --> 00:57:35: We could have done. I think John said earlier we
00:57:35 --> 00:57:38: could do 3 hours on most of these topics.
00:57:38 --> 00:57:39: So thank you all three of you,
00:57:39 --> 00:57:42: Sean John Michael, for taking some time and sharing with
00:57:42 --> 00:57:44: the Community this week.
00:57:44 --> 00:57:46: Thank you all for participating this week.
00:57:46 --> 00:57:49: I not only want to thank ULI Kansas City team
00:57:49 --> 00:57:51: Joy and Sam for helping us put this on,
00:57:51 --> 00:57:52: but I also want to thank.
00:57:52 --> 00:57:54: Kelly nice ulic. Saint Louis,
00:57:54 --> 00:57:58: the executive director there and Jennifer Millikin at ULI
Indianapolis
00:57:58 --> 00:58:00: for making this possible.
00:58:00 --> 00:58:03: This is great that we can pull this together and
00:58:03 --> 00:58:06: most importantly I want to thank everybody for being online,
00:58:06 --> 00:58:10: asking the questions and being a part of the conversation.
00:58:10 --> 00:58:12: So thank you very much and that's all we have
00:58:12 --> 00:58:13: time for.
00:58:13 --> 00:58:16: We look forward to seeing everybody see y'all next time.

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