

A Modern Music City

An impressive redevelopment in Nashville's city center looks to bring more residents and visitors to the downtown area



Southwest Value Partners

CO-MANAGING PARTNER &
MANAGING PRINCIPAL
Cary Mack

LOCATION
San Diego, California

Southwest Value Partners, a privately held real estate investment firm, is making considerable investments in the ongoing renaissance of Nashville.

The firm is now focused on Nashville Yards, a \$1 billion project that will help bring more residents and visitors to the city's historic center. The multi-year project will take place across nine distinct phases.

Gresham, Smith and Partners

PRINCIPAL
Joe Butcher

LOCATION
Nashville, Tennessee

"We are incredibly proud of the work underway at Nashville Yards. It's a development that reimagines the gateway to downtown and will radically transform visitors' first impression of Music City," says Cary Mack, Co-Managing Partner and Managing Principal at Southwest Value Partners.

Nashville Yards involves the ambitious redevelopment of a formerly underutilized parcel of land on the western edge of downtown. It will serve as a primary point of entry to Nashville's bustling urban core.

DIMENSION DEVELOPMENT

Dimension Development is a leading hospitality management and development company for owners, developers & associates. Its current portfolio consists of over 62 hotels across the US with the leading brands: Marriott International, Inc., Hilton Worldwide, Hyatt Global and Resorts and InterContinental Hotel Group. Founded in 1988, Dimension started as a developer and an owner operator with hotels predominately in the southeast. Soon after they expanded up the east coast and across the US. In the last few years they have begun to diversify the portfolio by adding more full-service hotels in primary markets. This evolution has allowed them to provide higher returns for their owners, grow and develop their teams while attracting the industry's top talent.



A project of this size and scope offers the unique opportunity to bring fresh, high-end entertainment, hospitality and retail amenities right into the heart of the city," Mack says.

STRIKING DESIGN

Southwest Value Partners is working with Gresham, Smith and Partners (GS&P) to design the structures under construction at Nashville

Yards. Joe Bucher, Principal at GS&P, serves as the lead designer.

"We are handling a lot of the dense, urban mixed-use projects in the city," Bucher says. "We've been involved in a lot of the development that's telling the story of the rise of Nashville, which has been really fun and exciting for all of us."



HAWKINS PARTNERS, INC.

Hawkins Partners, Inc. is honored to be a part of the Southwest Value Partners' Nashville Yards team. Collaboration and crafting thoughtful, authentic design solutions is fundamental to Hawkins Partners, Inc.'s culture. The firm brings their passion for engendering meaningful and memorable experiences to every project. They understand the influence the built environment has on maintaining and establishing the human relationships and networks. It is these social networks that fuel innovation and strengthen community bonds. Their unique approach continues to foster beautiful and sustainable solutions that deepen the user's relationship to their projects and ultimately the user's value for a place. Hawkins Partners provides professional services in the site analysis, landscape architecture, master planning, and urban design.

Nashville Yards is leveraging the rapid growth of creative talent in the city.

"Nashville is experiencing an unprecedented growth cycle, which is great," Bucher says. "It's really cool to see an influx of talent moving to Nashville from all over the country, supporting the city's evolution and reshaping the future of Music City."

The Nashville Yards project also serves as a new anchor point for the city.

"In a smaller market like Nashville, it's amazing to watch how these new developments and projects change the entire skyline of the city," Bucher says. "If you add a skyscraper to New York, it may be noticeable, beautiful and represent great architecture. But if you add a skyscraper to a city the size of Nashville, it's an instantaneously noticeable change."

A key component of the development's design is its emphasis on engaging green space that fosters a walkable, urban environment. Planners hope these spaces encourage locals and guests to spend significant amounts of time at Nashville Yards.

The project connects with the rest of the city center via a network of plazas, walkways and bike paths. Church Street, a major thoroughfare, anchors the development.



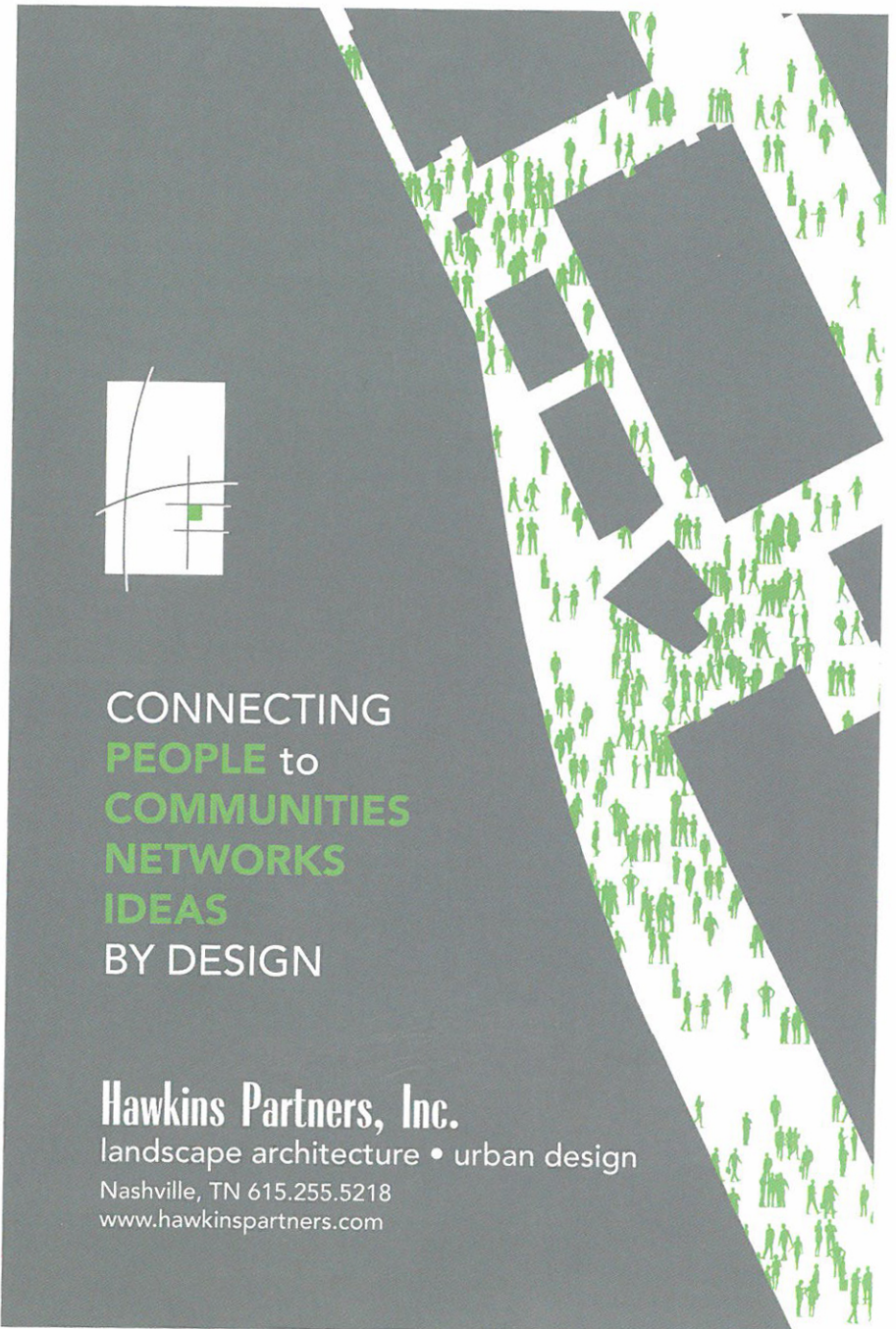
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"Nashville Yards will combine ample greenspace, creative and Class A office space and residential towers with smart infrastructure built to meet the changed and fast-changing transportation, retail and entertainment sectors," Mack says. "It ensures the development is dynamic, functional and accessible for citizens and visitors alike."

The development's many green spaces include land reclaimed from abandoned railroad tracks, an urban plaza extending out over 10th Avenue North and an elevated boardwalk reminiscent of other elevated parks, including New York's infamous Highline. The team behind Nashville Yards is working with Hawkins Partners, Inc., a local landscape architect.

OVERCOMING CHALLENGES

The size and scope of the Nashville Yards endeavor presents the development team with numerous challenges to identify, address and overcome. Fortunately, Southwest Value Partners and GS&P have the skills and experience to ensure the project's success.

"It's not easy to do urban projects like this. The pages of business journals are littered with a bunch of beautiful renderings from projects that never actually come to fruition," Bucher says. "That's why we're determined to bring truly thoughtful design to this development and ensure it addresses the needs and desires of the local community."

Nashville Yards sits on a site formerly occupied by a brick factory, a lumber yard and a Christian publishing house. Upon final completion, the development will host more than 1.5 million square feet of office space, 1,000 residential units, 600,000 square feet of retail and entertainment space and 1,100 hotel rooms.

Three out of nine phases are currently underway at Nashville Yards. The projects now under

construction include a 591-room Hyatt Regency Hotel, a 380-unit, mixed-use residential tower, and twin creative office towers spanning 700,000 square feet.

Southwest Value Partners is working with several local and national firms—in addition to GS&P—to make steady progress on Nashville Yards. These partners include Dimension Development Company, an award-winning hotel management and development firm and Anschutz Entertainment Group (AEG), a leading sports and entertainment company developing a four-acre, mixed-use entertainment district at Nashville Yards.

The Southwest Value Partners team is also working closely with local officials to ensure Nashville Yards is actively meeting the needs of Music City's residents and guests.

"This is such a massive, cityscape-changing kind of project," Bucher says. "We are working really hard to thoughtfully engage civic leaders at the right level during each phase of the process." ■

GRESHAM SMITH

Gresham Smith is honored to work with Southwest Value Partners and the many other companies and leaders who are making Nashville Yards a reality. Our firm is providing architecture, interior design and master planning services for this transformative development, which will create a new gateway to downtown Nashville. We are proud to strive toward a common vision held by the entire project team: to introduce an eclectic mix of buildings, a layered walkable environment and open green space into the city fabric, creating a world-class urban community.

