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City of Duluth - Communications Office

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SUBJECT: Duluth Economic Authority hones in on a developer for waterfront parcel

BY: Pakou Ly, Communications Office

Duluth Economic Authority hones in on a developer for waterfront parcel

[Duluth, MN] – The Duluth Economic Development Authority (DEDA) is excited to announce the recommendation of Hoff-Giuliani Development Team in their search for a future developer of Lot D, a prime undeveloped 12-acre waterfront parcel. The lot sits between the recently opened Pier B Resort Hotel and Compass Minerals.

The DEDA issued a Request for Proposals back in the spring of 2016. The proposal review included an extensive and thoughtful process and diverse expertise of review panelists. The parcel has 12 acres of developable land with 1500 feet of lake frontage and is zoned as Mixed-Use Waterfront (MU-W). The preferred concept proposal includes a mixture of commercial use, unique retail, some housing, and is meant to be a waterfront destination venue with family friendly attractions.

“Lot D is a major phase in the waterfront’s transformation. The DEDA received very strong proposals. The Review Committee dedicated a significant amount of time in making this recommendation and felt Hoff-Giuliani Development Team best represented the objectives laid out in the RFP. DEDA looks forward to working with the development team upon approval by Commissioners.” said Heather Rand, Business and Economic Development Director.

The DEDA Commissioners will be presented with an Option Agreement at their March 22 meeting for review and approval. The option agreement lists milestones and enables temporary property access for the development team to conduct their due diligence over the next 12 months and explore geotechnical issues, site opportunities and challenges to ensure financial feasibility of elements in their proposal. Following this phase, the developer may return to DEDA and pursue a development agreement to officially purchase the property; assuming conditions are met.

“The Hoff-Giuliani development team are honored to be chosen to pursue the development of Lot D. Duluth has evolved to become one of the premier lifestyle communities in the Midwest and we hope to create a development on Lot D which contributes positively to our amazing community,” said Sandy Hoff, on behalf of the Development Team.

Mayor Emily Larson touted the selection. “Mayor Emily Larson touted the selection. “As a site, Lot D physically links residents, our waterfront, new economic growth and our industrial activity. Because of the success of this development team in addressing complicated slip and development issues at Pier B, I believe this team presents the experience required to match that success at Lot D. Having taken time to understand their approach and ideas, I also know this team appreciates the importance of balancing public benefit and greater good with private investment and economic development. That’s important to me, and I know it’s important to our community. I’m looking forward to their progress and working together to activate this important site.”

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