

# ACHIEVE THE CHANGES IN ACTIVITIES, REAL ESTATE AND TERRITORIES

## Enhancing the potential of a site and a region as part of urban operations or economic revitalization

Developing, renewing or perpetuating a site or part within a region directly concerns user-operators, developers, promoters and investors, as well as local authorities and trustees. To ensure the long-term success of this type of project, it is necessary to assemble different perspectives and to develop solutions at the crossroads of everyone's prerogatives and interests. The aim here is to promote mutual understanding and working in cooperation, in addition to providing structured analysis and decision-making tools, steering adapted to complex and multi-player projects. It also relies on consultation between private and public stakeholders



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for tailor-made support to your real  
estate decisions and projects



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& set up of businesses and  
sites



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**MANAGEMENT** of  
infrastructures & construction  
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## CONTACT

**Arnaud Kiner**  
Associate Director

[arnaud.kiner@lindea.com](mailto:arnaud.kiner@lindea.com)

04 74 67 54 27

Lyon, Lisboa, Istanbul

**[www.lindea.com](http://www.lindea.com)**

878, rue Nationale  
69400 Villefranche



Operations, investment  
& development

Since 2001 Lindea have been  
working with industrial, service and  
cooperative groups, as well as local  
authorities

**LINDEA** carries out 70 to 80  
assignments each year in France  
and Western Europe, half of which  
concern property and land  
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**LINDEA** is independent, including  
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The following companies have  
placed their trust in **LINDEA**:  
Société du Grand Paris, Lyon  
Métropole, Grand Port Maritime du  
Havre, Mairies de Gex et de  
Divonne-les-Bains, APRR, PSA,  
Renault, NTN-SNR, Bosch / SERL, EPF  
Nouvelle-Aquitaine, Icade,  
Cogedim, Novo Banco, ...



# YOUR QUESTIONS...

## TRANSFORMING A SITE CONSISTENT WITH THE LIFE OF THE TERRITORY:

- which project for a site on which the activity is going to remain?
- which social and economic contributions to its conversion?
- which specifications for the communities?
- which prerequisite land reorganizations, to be borne by the community, operators, transferring owners?

## PARTIAL RENEWAL AND BUSINESS CONTINUITY:

- can the unused or poorly used part of the site be renewed separately from the business activity?
- seeking to reuse the vacated premises, with reconditioning, or renovating the land for other uses?
- how can the pollution clean-up and the removal of an establishment be managed?
- what will the project have to contribute to community facilities and under what regime: Development Tax, Increased Development Tax, Urban Partnership Project, etc.? What aid can the project apply for?

## GUIDING (RE)DEVELOPMENT OF AN AREA OR A NEIGHBORHOOD:

- which role and directionality on the part of the local community?
- which urban planning process, regulatory and operational, in the case of public or private control?
- which steps upstream downstream for an assignment-conversion?
- choosing and consulting with stakeholders regarding project development?

# ... EXAMPLES OF MISSIONS COMPLETED BY LINDEA



Lindea accompanies private and public actors, for real estate and land renewal projects, in an **a la carte format** :

- ⇒ **study of the opportunity for the release and partial or total reconversion-enhancement** of mixed territories, districts and sectors undergoing urban renewal, as well as business zones or sites with perimeters
- ⇒ **“flash” study (2 to 6 weeks): urban and real estate renovation « flash »** priority scenarios of total or partial
- ⇒ **coordination of real estate project** and of its contributions to the development or the renewal of a territory, **help with the regulatory adaptations**
- ⇒ **conduct of operations:** prerequisite physical reconfigurations, **marketing, negotiation, contractualization** and assistance/supervision, until the end of the operation

### Example 1 :

**For a local community and its developer: Lindea has prepared and co-piloted the implementation of a land use operation, urban renewal and transfer of land charge (planning to develop 400 housing units and 10,000m<sup>2</sup> commercial and service facilities)**

→ at the end of the call for projects, the enhancement of the real estate potential had been optimized with the operators and project managers retained, in coordination with the public entities and curatorships concerned and in keeping with the local real estate demand and the community facilities needs. Making a town planning document compatible with the project

### Example 2 :

**For the owner-operator of a hospital center, Lindea conducted preliminary studies (3 months) and then the implementation (18 months) of a partial renewal-conversion of the site**

→ certain activities have been kept in operation and a part of the site rendered independent. Lindea coordinated the project with the local communities and curatorships, participated in the update of the PUP and contributed to the adaptation of the urban planning regulation for the completion of the project