

BlaineMN.gov

## Residential Concept Lakes Parkway Extension



Blaine Planning Department / 10801 Town Square Dr NE / Blaine, MN 55449 / (763) 785-6180



**TOMPKINS DEVELOPMENT LLC  
HOMER TOMPKINS**

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August 3, 2022

Mr. Tim Sanders, Mayor  
Council Members  
10811 Town Square Drive NE  
Blaine, MN 55449

RE: 80 acre Kempf Property

Dear Mayor and Council Members:

On August 15th at 6pm we have a scheduled workshop to introduce to you our development team for the above referenced property to discuss our proposed Single Family Rental Project called "Canvas of Blaine" under the direction of Watermark Companies out of Castle Rock Colorado who will be attending the workshop by interactive video from their home office.

Other participants include myself and Tradition Development under the direction of Todd Stutze. Traditions has a development history with Blaine that goes back to their constructing the TPC golf course where we recently attended the 3M Open as well as numerous projects including some communities in the Lakes development next door to this site. I will allow Traditions to expand on their experience during the meeting. Traditions will not only be the lead developer of the site but they also have been the builder for Watermarks homes throughout the Twin Cities under the company RT Residential. In addition to having worked with Watermark on a number of projects, they will also be developing homes under the name of Robert Thomas Homes for 42 proposed single family lots shown in our concept plans on the wooded north side of the property with access off Lakes Parkway.

There are several websites that identify the projects Watermark has built that are worth exploring to understand their marketing success and why people are choosing to rent in their communities. These include:

- 1) [www.canvasatinvergroveheights.com](http://www.canvasatinvergroveheights.com) (home plans, gallery, amenities, neighborhood, etc)
- 2) [www.lincolnapts.com](http://www.lincolnapts.com)-Canvas at Inver Grove Heights (clubhouse, interiors, map, etc)
- 3) [www.liveatcanvas.com](http://www.liveatcanvas.com) (shows Watermark projects throughout the country)

I choose these websites because the Blaine concept plan is modeled after their project in Inver Grove Heights that has similar lot sizes to what is proposed in Blaine. Watermark is also working to provide additional style homes for Blaine that are not in the Inver Grove development that Jon Van De Voorde can explain during our conference call. I have also arranged for Ryan Fritzke, Inver Grove Heights Manager (651-758-8500) to schedule a time for

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a tour of Canvas of Inver Grove Heights model homes either own your own or I am certainly willing to drive you there if you wish. I think its important to take the time to visit what they are building to fully understand and ask questions about their tenant profiles since Canvas of Blaine is modeled from this project.

Enclosed are Tradition brochures that identifies all the entities that will be involved with Canvas of Blaine development for your review.

Please call or email if you desire I set up a tour for you and possibly the model home still open in Canvas of Woodbury if requested.

Sincerely,

A handwritten signature in black ink, appearing to read "Homer". The signature is written in a cursive style with a large initial "H".

Homer H. Tompkins III  
Tompkins Development

# Revised Concept Sketch Plan



**CONCEPT DATA**

Gross Site Area:	79.7 ac
Existing Wetlands: (per delineation)	33.9 ac
Lakes Parkway R/W: (as defined)	2.9 ac
Net Site Area:	42.9 ac
Other Ponding/Open Space: (Includes clubhouse, isolated uplands, wetland buffers, and ponding areas)	~19.2 ac
<b>Proposed 30' SF Lots:</b> 30' wide x 105' deep typical lot 4' 4" side setbacks; 22' wide typical home x 60' deep 22' min driveway to rear loaded garage; 15' front stbk from porch to outlot/public R/W	133 lots
<b>Proposed 50' SF Lots:</b> 50' wide x 125' deep typical lot 5' 5" side setbacks; 40' wide typical home x 60' deep 20' min front setback to R/W	43 lots
Overall Gross Density:	2.2 un/ac (176 un / 79.7 gross acres)
Overall Net Density:	4.1 un/ac (176 un / 42.9 net site area)

Aerial photography from State of Minnesota;  
Topography from State LIDAR  
Wetland delineation by Westwood; dated 2017

# Concept Masterplan Sketch C



## CONCEPT DATA: OVERALL

Gross Site Area:	225.2 ac
J. Kempf:	79.7 ac
McKinley:	52.4 ac
S. Kempf:	37.5 ac
Georgi:	9.6 ac
Allie:	46.0 ac

Major ROW:	8.6 ac
(Lakes Parkway Extension)	
J. Kempf:	2.9 ac
Allie:	5.7 ac

Gross Commercial Site Area:	38.7 ac
S. Kempf:	27.2 ac gross
Georgi:	4.9 ac gross
Allie:	6.6 ac gross

Gross Res. Site Area:	177.9 ac
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Existing Wetlands:	71.8 ac
J. Kempf:	33.9 ac (delineated)
McKinley:	10.6 ac (estimated)
S. Kempf:	10.3 ac (delineated)
Georgi:	1.9 ac (estimated)
Allie:	15.1 ac (estimated)

Park/Ponding/Open Space:	~48.0 ac
(Includes parks, wet buffers, misc outlots, and ponding areas, Residential areas only)	
J. Kempf:	~18.0 ac
McKinley:	~15.0 ac
S. Kempf:	~1.5 ac
Georgi:	~1.5 ac
Allie:	~12.0 ac

## Proposed Residential Uses:

Proposed Row Townhomes:	114 un.
(25' x 55' typical unit footprint)	
Proposed 30' Single Family Lots:	162 lots
(22' x 60' typical unit footprint)	
Proposed 50' SF Lots:	114 lots
(40' x 60' typical unit footprint)	
Proposed Apartments:	240 un.
(3 sty w/ underground parking typ.)	
Proposed Senior Care Apts:	100 un.
(3 sty)	

Overall Gross Density:	4.1 un/ac
(730 un / 177.9 gross resid. acres)	
Overall Net Density:	6.5 un/ac
(730 un / 113 net resid. site area)	



**Westwood**

Phone (952) 937-5150 12701 Whitewater Drive  
 Fax (952) 937-5822 Minnetonka, MN 55343  
 Toll Free (888) 937-5150 westwoods.com

Westwood Professional Services, Inc.

8/2/2022  
 0036556

125th Ave Assemblage  
 Blaine, MN

## Watermark Properties-Canvas @ Blaine

We at Watermark communities distinguish ourselves by revolutionizing the way people live through intentional design, hospitality inspired service, and a resident first ideology.

Our primary strategy is focused on developing best in class, Build for Rent (BFR) communities that provide an unrivaled housing solution and elevate the overall quality of life for residents. Each community pairs the benefits of living in a new construction, single-family home, with the conveniences, flexibilities, and amenities of a traditional Class A apartment. These communities have proven to be highly desirable across multiple demographics, generations, and lifestyles, leading to high lease up velocity and lower turnover rates relative to traditional multi-family housing.

Residents of Canvas Communities are free from the financial obligation of a mortgage, the burdens of maintaining their own home, and associated long-term financial burden. Residents of our Canvas Communities have the freedom to create their own lifestyle all while living in a single-family home.

Canvas at Blaine is a proposed single-family for-lease community consisting of approximately 134 residential single-family homes, a clubhouse, amenity areas, and associated infrastructure, all professionally managed by a reputable nationally recognized operator.

As proposed, Canvas @ Blaine will include 8 various home types, all with unique architectural elements in a variety of color schemes. Homes will range in size from just under 900 square feet to just over 2,000 square feet.

The enclosed site plans shows the proposed layout of the community. Roadways will be designed in such a way so as to preserve trees and wetland areas. Each home will have it's own alley loaded garage, allowing for a more welcoming street visual. Various greenspaces and pocket parks will be sprinkled throughout the community, with pedestrian access in between each. The community will feature a 2,000 SF clubhouse, consisting of a pool, fitness center, clubroom, and various desirable community amenities.

Watermark Communities has developed several successful BFR communities in the MSP metro area, as shown below, and looks forward to bringing another highly desirable Canvas community to Blaine.



MILLS CREEK MAPLE GROVE, MN
<b>LAND CLOSING DATE:</b> FEBRUARY 2017
<b>LOAN CLOSING DATE:</b> AUGUST 2017
<b>PROJECT STATUS:</b> COMPLETE
<b>COMPLETION DATE:</b> JUNE 2020
<b>OCCUPANCY:</b> 100% (AT TIME OF SALE)
<ul style="list-style-type: none"><li>• 66 SINGLE FAMILY HOMES</li><li>• EQUIPPED WITH RESORT STYLE AMENITIES</li></ul>



BEACON RIDGE PLYMOUTH, MN
<b>LAND CLOSING DATE:</b> AUGUST 16, 2018
<b>LOAN CLOSING DATE:</b> MAY 15, 2019
<b>PROJECT STATUS:</b> COMPLETE
<b>COMPLETION DATE:</b> DECEMBER 31, 2020
<b>OCCUPANCY:</b> 100%
<ul style="list-style-type: none"><li>• 37 SINGLE FAMILY HOMES</li><li>• EQUIPPED WITH RESORT STYLE AMENITIES</li></ul>



## CANVAS AT WOODBURY SOUTH

WOODBURY, MN

**LAND CLOSING DATE:** APRIL 6, 2020

**LOAN CLOSING DATE:** JULY 30, 2020

**PROJECT STATUS:** VERTICAL CONSTRUCTION IN PROGRESS

**ESTIMATED COMPLETION DATE:** JULY 2022

**PHYSICAL OCCUPANCY:** 11%

**LEASED OCCUPANCY:** 31%

- 114 SINGLE FAMILY HOMES



## CANVAS AT INVER GROVE HEIGHTS

INVER GROVE HEIGHTS, MN

**LAND CLOSING DATE:** DECEMBER 23, 2020

**LOAN CLOSING DATE:** MARCH 25, 2021

**PROJECT STATUS:** HORIZONTAL CONSTRUCTION IN PROGRESS

**ESTIMATED COMPLETION DATE:** JULY 2023

- 110 SINGLE FAMILY HOMES
- EQUIPPED WITH RESORT STYLE AMENITIES



## CANVAS AT WOODBURY NORTH

WOODBURY, MN

**LAND CLOSING DATE:** NOVEMBER 5, 2021

**LOAN CLOSING DATE:** NOVEMBER 12, 2021

**PROJECT STATUS:** VERTICAL CONSTRUCTION IN PROGRESS

**ESTIMATED COMPLETION DATE:** END OF 2023

- 89 FULLY DETACHED HOMES
- EQUIPPED WITH RESORT STYLE AMENITIES

Actual photos of one of our higher density communities:



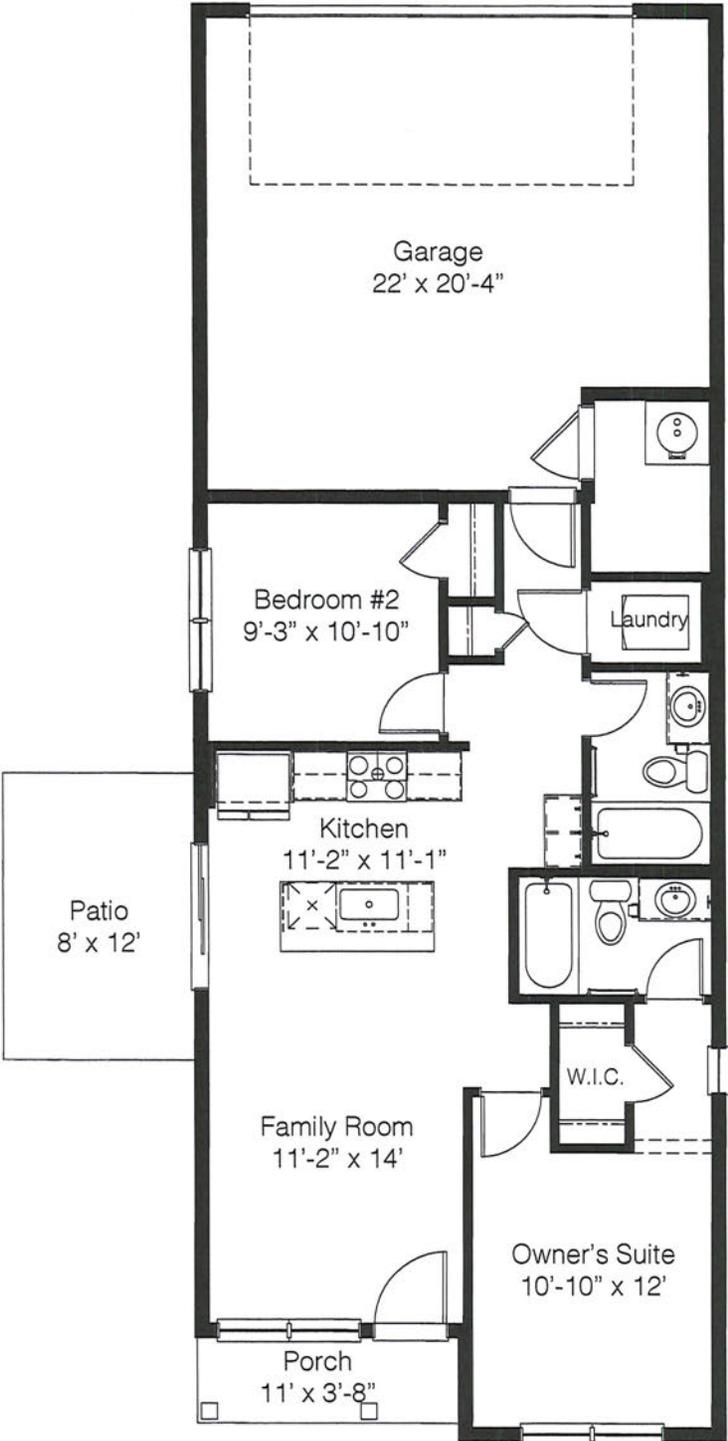




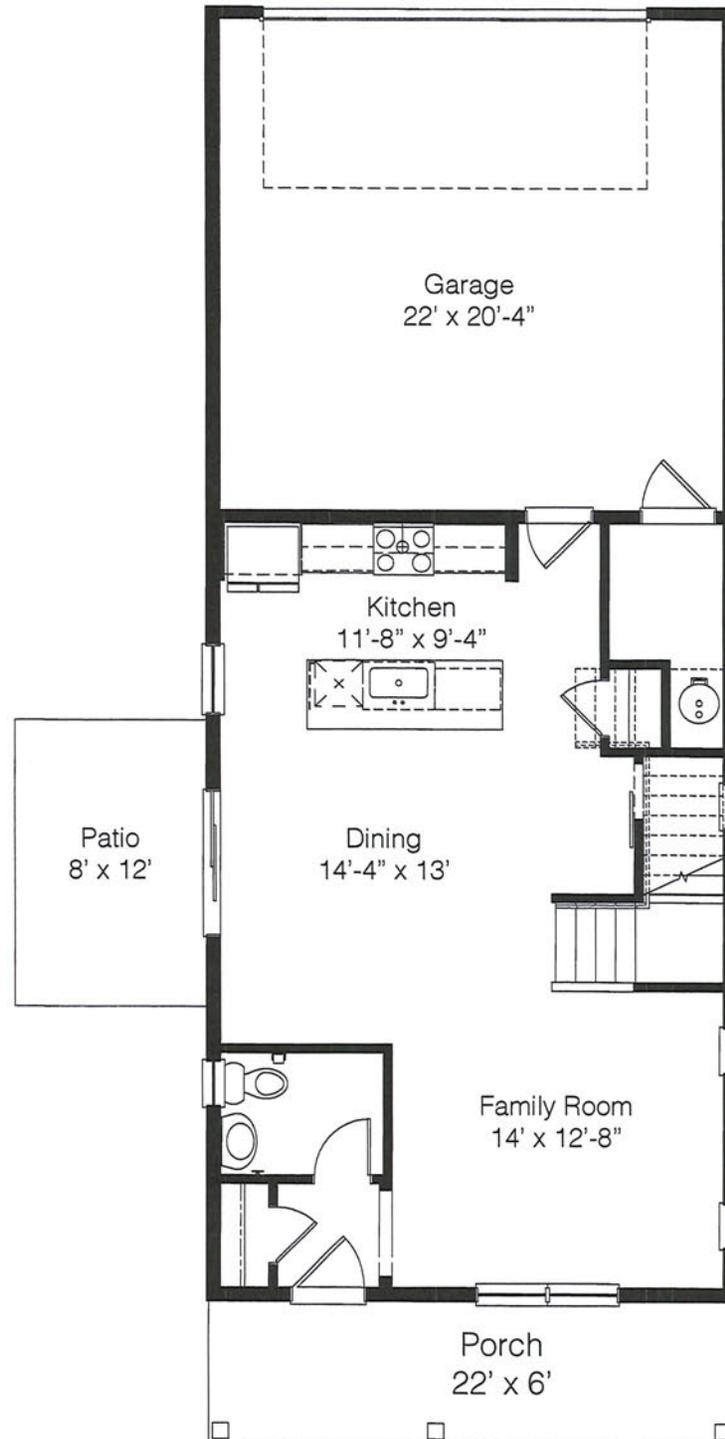




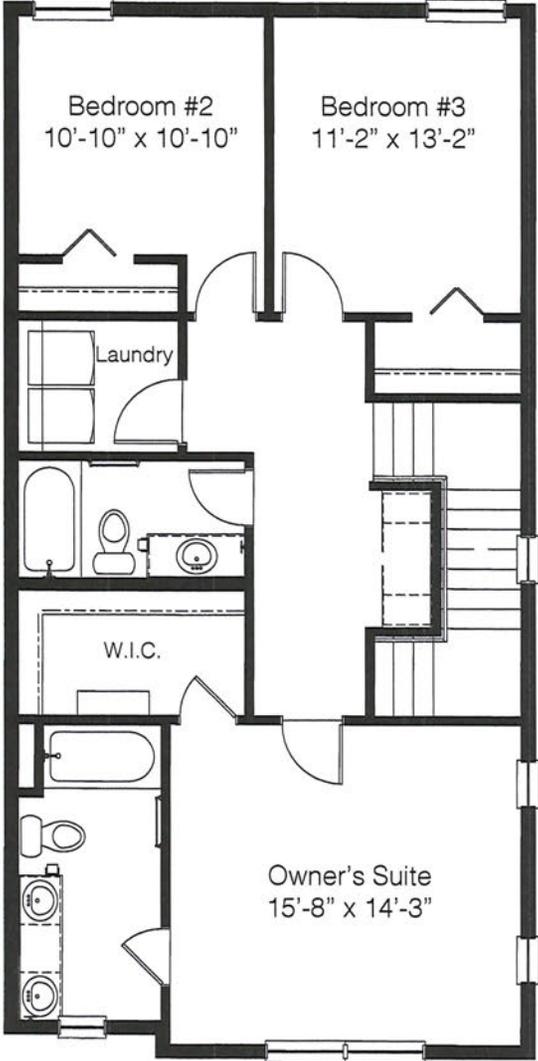
Kendall



Walton  
Main Floor



Walton  
2nd Floor



LOCAL

## Upscale rental homes catch on in Twin Cities metro area

New developments of high-end rental homes — renting for up to \$4,500 a month — are spreading across the metro area.

By Erin Adler (<https://www.startribune.com/erin-adler/6370491/>) Star Tribune |

JUNE 26, 2022 — 3:30PM

Sherrie and Sandy Wilson moved to the Twin Cities from outside Chicago last year to be closer to family in Cottage Grove. They weren't ready to buy in the hypercompetitive real estate market but wanted their own four walls.

"We totally downsized," said Sherrie Wilson, who's in her early 60s. "Everyone was overpaying for everything. ... I didn't want to play that game."

The Wilsons sold their larger, single-family home and leased a 1,500-square-foot house in Canvas at Woodbury, a new, upscale neighborhood of single-family rental homes with a "modern farmhouse" flair. They're part of a new wave of suburban development in the metro and a larger national trend of high-end, lease-only communities with rent payments of up to \$4,500 — and a list of luxurious amenities.

"This place fit our needs," Sherrie Wilson said, adding that the pair have a dog and needed a yard. "Number one, we're not in an apartment."

At least six communities are open or under construction by multiple builders, with another in the land development stage. A big player in the metro is Chicago-based Watermark Equity Group, which has five projects under construction or open in Maple Grove, Plymouth, Inver Grove Heights and Woodbury. They've built about 400 homes in the Twin Cities.

Ian Peterson, owner of Integrate Properties, also has "build-to-rent" communities underway in Albertville and Victoria, featuring 1,300- to 3,000-square-foot homes.

"It's a class-A-plus apartment building on a horizontal scale," he said, adding that 180 homes are planned between the two locations.



ERICA DISCHINO, STAR TRIBUNE

New resident Michael England, who moved in about a month ago, walked his dog in the

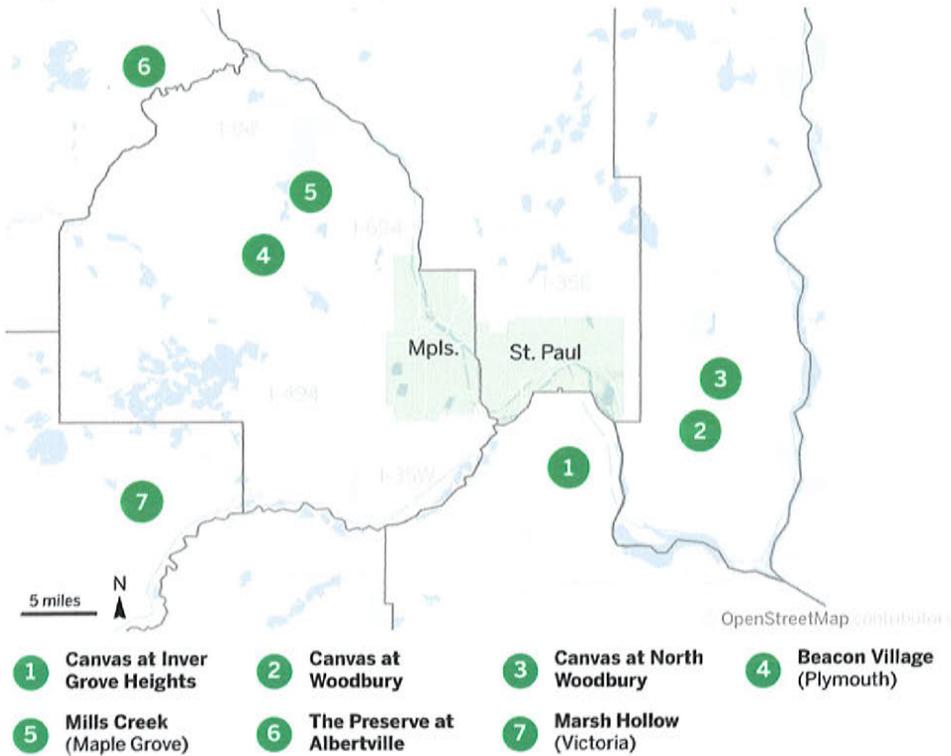
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Nikki Longie, regional property manager for Lincoln Property Co., which manages the Watermark communities, said residents are a mix of older, downsizing couples selling off family homes, younger families with kids who want a good school district, and those who choose to rent but don't want an apartment. They may be contract workers, executives or even athletes here temporarily, she said.

"There is a lot of demand for it — we fit a niche for a lot of different people," Longie said. "We like to tell people it's the best of both worlds."

### Upscale rental communities boom in the metro area

At least six upscale "build-to-rent" communities are built or underway across the metro, with another — Marsh Hollow in Victoria — in development. The homes come with a long list of amenities and rent for up to \$4,500 a month.



Circle numbers, Star Tribune

### Clubhouses, pools and dog parks

Regardless of developer, the homes are mostly between 1,500 and 3,000 square feet, though at Canvas at Inver Grove Heights, there are options as small as 842 square feet. The largest homes are five bedrooms, four baths and about 3,000 square feet.

The homes are "highly amenitized," said Catlin Clarke, Watermark's marketing and communications specialist. At Watermark homes, all lawn care, snow removal and home maintenance is done by the management company. There's an outdoor pool, clubhouse, gym and area for lawn games.

Peterson said his homes have similar amenities, though some have dog parks and fire pits, too. Residents value their time and want to spend it working out, for instance, rather than mowing the lawn, he said.

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Nearly all of the homes have "smart technology." Clarke said that includes Ring doorbells, smart locks that allow residents to use a code to enter, and even sensors that monitor for water leaks.

"You can manage everything from your phone," Clarke said.

Kylie Duarte, a Watermark associate, said the build-to-rent concept began and is going strong in the Sunbelt.

However, some cities are uncertain when they first encounter a proposal for a build-to-rent community, Duarte said.

"When you hear 'renter,' most people think something negative," Duarte said. "All the people who rent from us are renters by choice."

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There's a lot of "up-front education" with some officials on what the communities are, Peterson said.

Heather Rand, Inver Grove Heights' community development director, said the discussion in her city was mostly about the lots being smaller than in typical single-family home developments.

Of the 120 homes being built in Inver Grove Heights, 69 are on 30-foot-wide lots, Rand said.

## A trend or a fad?

There has been a sharp uptick in developments featuring single-family homes built as rental properties, said Nick Erickson, director of research and regulatory affairs for Housing First Minnesota, the trade group that represents area home builders.

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Erickson said that's because there's a "strong desire" by many people to live in single-family, suburban homes, but not everyone can afford to buy.

The Twin Cities also has a low inventory of single-family homes for sale, he said, and most of the houses being built are not starter homes. So some people rent instead, he said, including in upscale developments.

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There are potential downsides to the trend, including limitations on interior and outdoor decorating choices. That means no interior or exterior painting and no putting up fences, Clarke said.

Sherrie Wilson said she actually misses doing yardwork, though Longie said residents can have a garden in the yard or pots of flowers. Extras like a chair by the entry or welcome mats are OK, too.

Residents should leave the homes in the condition they moved into, Longie said.

"It's all under landlord discretion ... but we do want people to feel at home," Longie said.

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Peterson said he thinks more such communities will come to market.

Watermark officials said they're looking for the right pieces of land to construct more "build-to-rent" neighborhoods in the Twin Cities. The company has more than 1,500 homes under construction across the country, including some townhomes.

"People are really taking notice ... and it's only going to continue to grow," Clarke said. "I think it's a trend, not a fad."

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**Erin Adler** is a suburban reporter covering Dakota and Scott counties for the Star Tribune, working breaking news shifts on Sundays. She previously spent three years covering K-12 education in the south metro and five months covering Carver County.

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