

Brown's Bun Bakery Redevelopment

A new cultural catalyst located in the heart of Mexicantown, Detroit

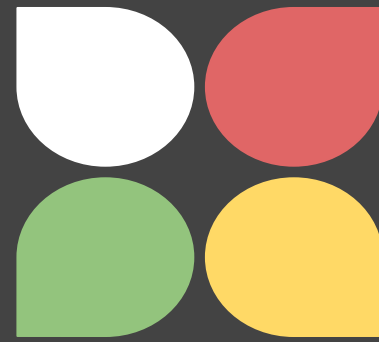
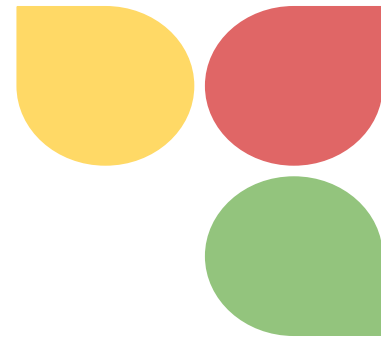


Image source: Signature Associates

Development Team



Nathan McBurnett | MURP
Co-Project Manager



Abbie Probst | M.Arch
Co-Project Manager

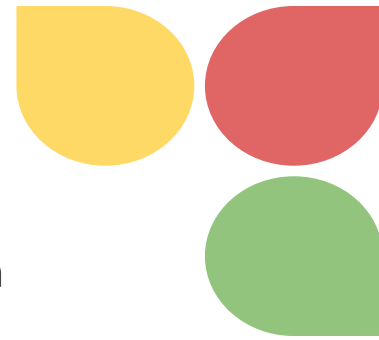


Andrew Liskowitz | R.E.C
Finance Specialist



Motong Liu | M.Arch
Design Specialist

Project Proposal



- Adaptive reuse proposal for the recently vacated former Brown's Bun Bakery truck storage warehouse
- Project proposes to create a ***flexible, multi-use retail and event space*** for the heart of Detroit's vibrant Mexicantown neighborhood, leveraging the site's physical assets, prime location, and vibrant cultural context.
- This proposal will focus on creating an adaptable venue to serve multiple functions that are sensitive and responsive to the local context: a ***community commercial kitchen, a dance studio, and an art gallery.***
- Focused on giving local business a platform to fight potential gentrification affecting the area in the future

Investment Opportunity



- Project will benefit investors, tenants, and the surrounding community
- Economic redevelopment planned along Vernor Hwy leads up to the project site, making it the ideal location to serve as a catalyst for growth along this corridor
- Each of the proposed programs are a response to needs in the community to support local artists and protect and promote Mexicantown culture:

Dance Studio:

Space for a local tenant to host classes in traditional latin dancing and dance events.

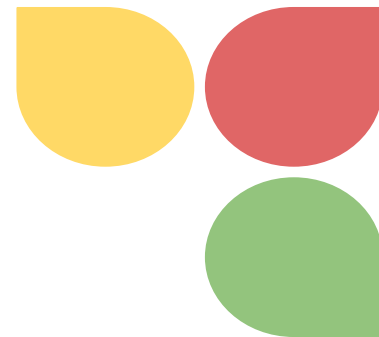
Commercial Kitchen:

Kitchen for local food trucks, caterers, and “Guestraunts” to rent for food preparation and dining experiences. Currently there is not a great supply of similar spaces in Detroit.

Art Gallery:

Flexible space to display local artists, attract visitors, and host events. The creation of an energetic venue will bring life and consumers to surrounding businesses.

Project Summary | Site & Context

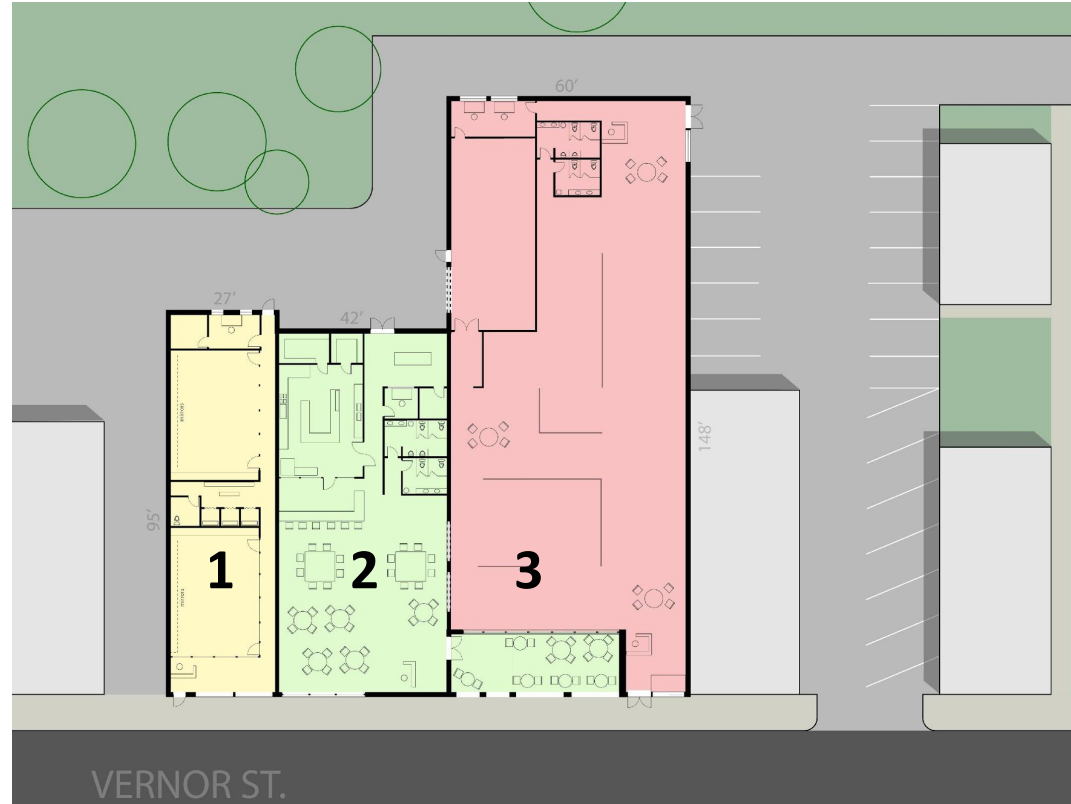


What is the Project Proposal?

A New Mexicantown Cultural Hub

Three spaces to promote three significant components of latin culture: dance, food, and art

- 1) Dance Studio**
2565 sf
- 2) Commercial Kitchen**
4380 sf
- 3) Art Gallery / Event Space**
7980 sf



Where is the Project Site?

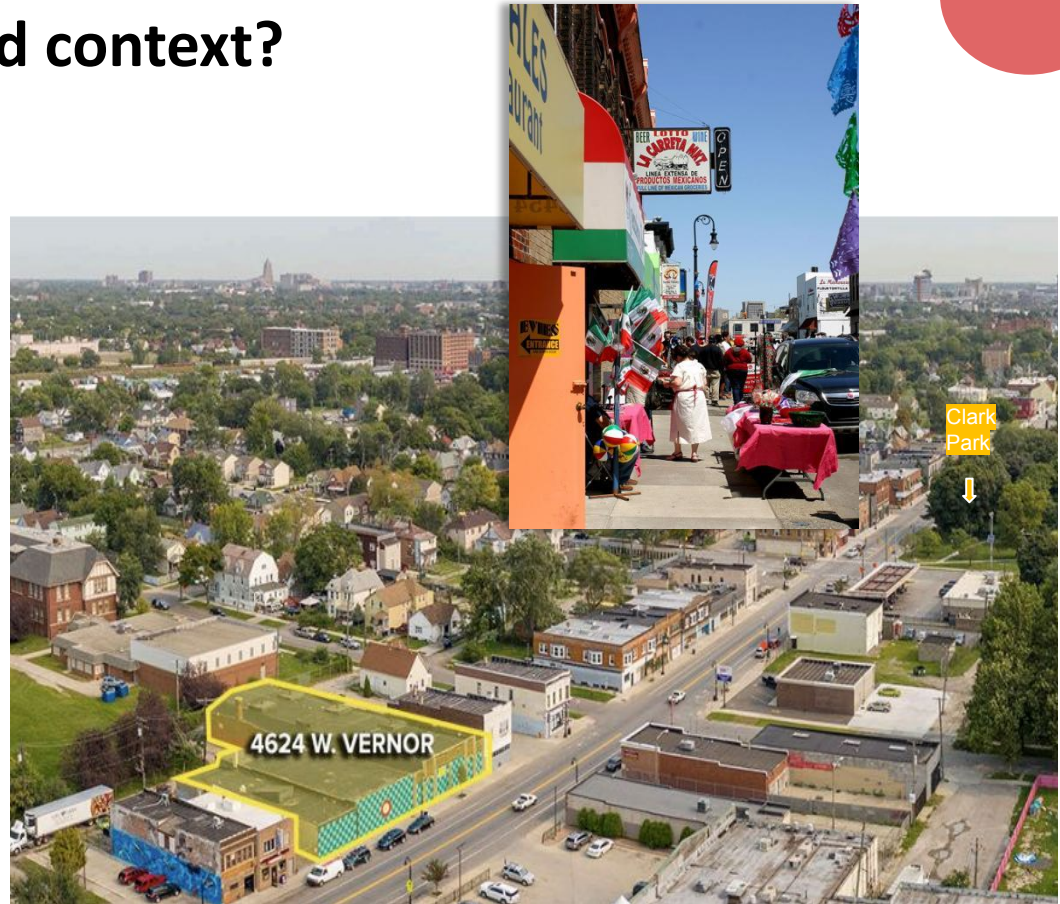
Address: 4624 W. Vernor

- Mexicantown, southwest neighborhood of Detroit
- Vernor Highway is a high trafficked commercial business street located along the main bus route (rt. 1) leading to and from downtown Detroit
- Along planned Greenway Loop
- Adjacent to recent development activity in Corktown

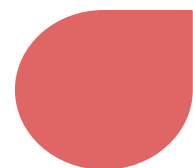


What is the neighborhood context?

- Local, latin-owned businesses and national chains
- Surrounding businesses are disconnected by vacant properties
- Economic redevelopment programs working on revitalizing Vernor Highway and surrounding blocks to fill vacant lots
- Residential neighborhoods to the north and south of Vernor St.



What is the community context?



“What I love about my neighborhood”

Community members consistently cite qualities appreciated in their neighborhoods. These comments by community members exemplify what many people value.

“Patton Park recreation center is great! Swim classes for kids, activities for senior citizens, community meetings held there”

“The feeling of community in the neighborhood, it feels like a large family at times”

“Diversity, culture, immigrants (which can stabilize population)”

“Employment opportunities in our neighborhood where we live”

“Rich culture, affordability, language diversity”

“The cultural ties in the community especially the Spanish culture”

“People, vendors, kids, murals/color, fresh food”

“Involvement of churches and schools along W. Vernor, especially those already involved in community activities”

“It’s contained: you don’t have to leave the neighborhood for anything”

“Locally-owned businesses”

“Beautiful streets to walk around, shops to visit, happy to come home everyday”

“Collaboration/partnership among agencies, housing being bought and fixed up”

“Murals and art, but add more”

“Neighbors working together to make things better”

“Bikeability: we can bike, walk, scooter many places within a mile of our home/work and even bike to other neighborhoods”

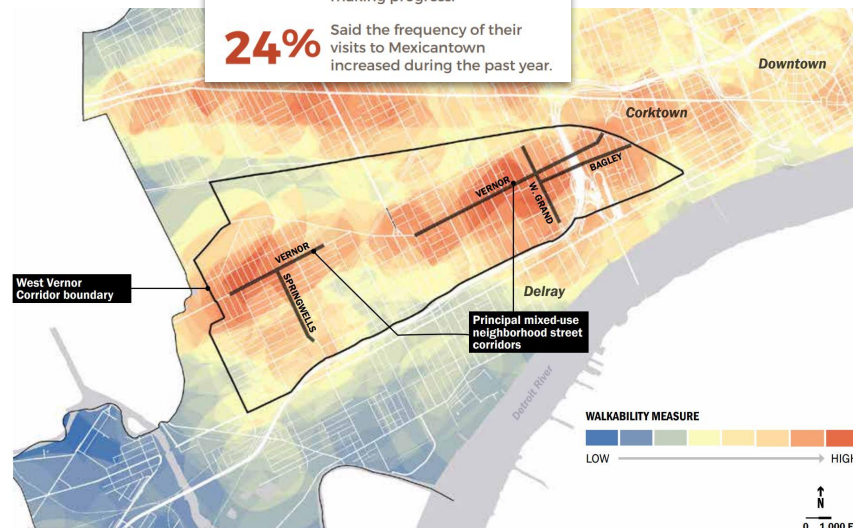
2019 Pulse of Mexicantown



81% Visit Mexicantown most often for dining

61% Described recent trends in Mexicantown as improving or making progress.

24% Said the frequency of their visits to Mexicantown increased during the past year.



Why This Project Matters



Socially Responsible: provides an opportunity to create a real estate asset that produces meaningful returns for project partners AND the broader community

Creatively Challenging: provides an opportunity to creatively address the cash flow and weekday vacancy issues that event venues often face

Exciting Potential: provides an opportunity to “make our mark” on one of Detroit’s most vibrant neighborhoods

How This Project “Does Good Work”

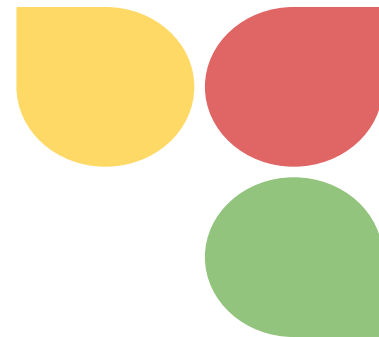


Promoting Heritage: This project provides the community with a space to celebrate and pass on their Hispanic art, food, dance, and other traditions. These three areas of culture, placed in close proximity to each other, will feed off of each other to create an active space rich in community identity and pride.

Promoting Local Business Development: This project adds to the current redevelopment efforts trying to solve the problem of vacant buildings separating local businesses in the neighborhood. Transforming this vacant warehouse into an active space will help draw activity from the East of Mexicantown to businesses on the west side of the community. Within the project itself, space is provided for culinary entrepreneurs and local food trucks to utilize a commercial kitchen to help grow their businesses.

Promote Community Celebration: The art gallery provides a space for local artists to showcase their work during the day which has the ability to transform into a space for the community to gather for events at night. The art gallery will be operated to feel inclusive and welcoming, not exclusive and high end.

Site Context | Detailed Description



Demographic Context



3,350 people

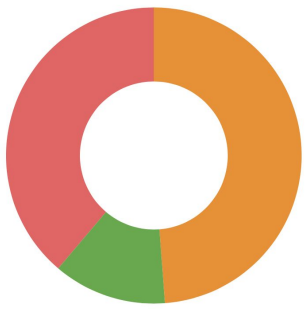


Median age of 24 years old

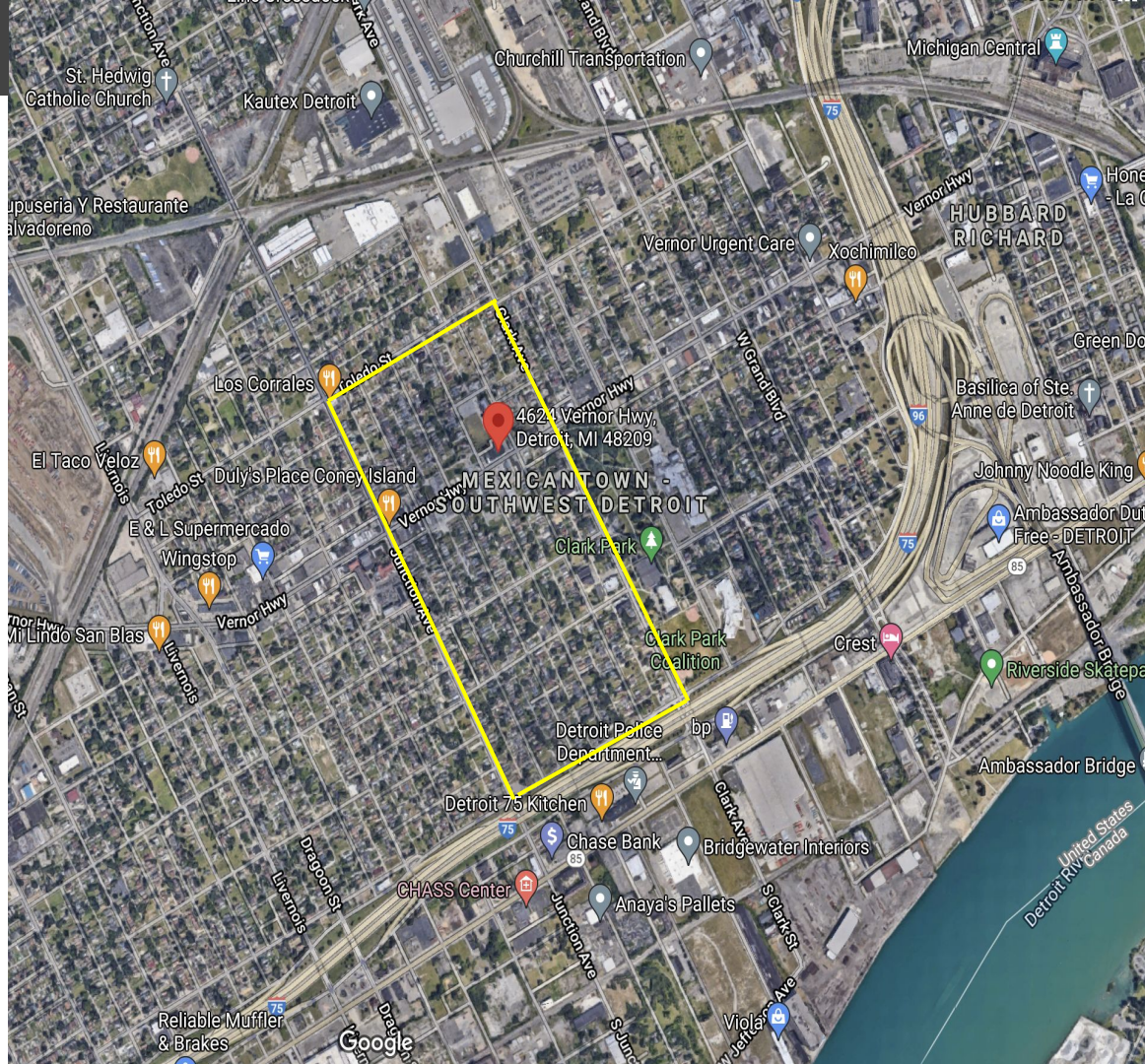
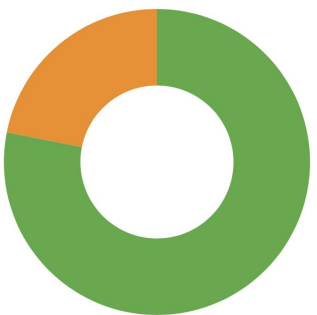


Household median income of \$27,448

- White
- Black or African American
- Some Other race



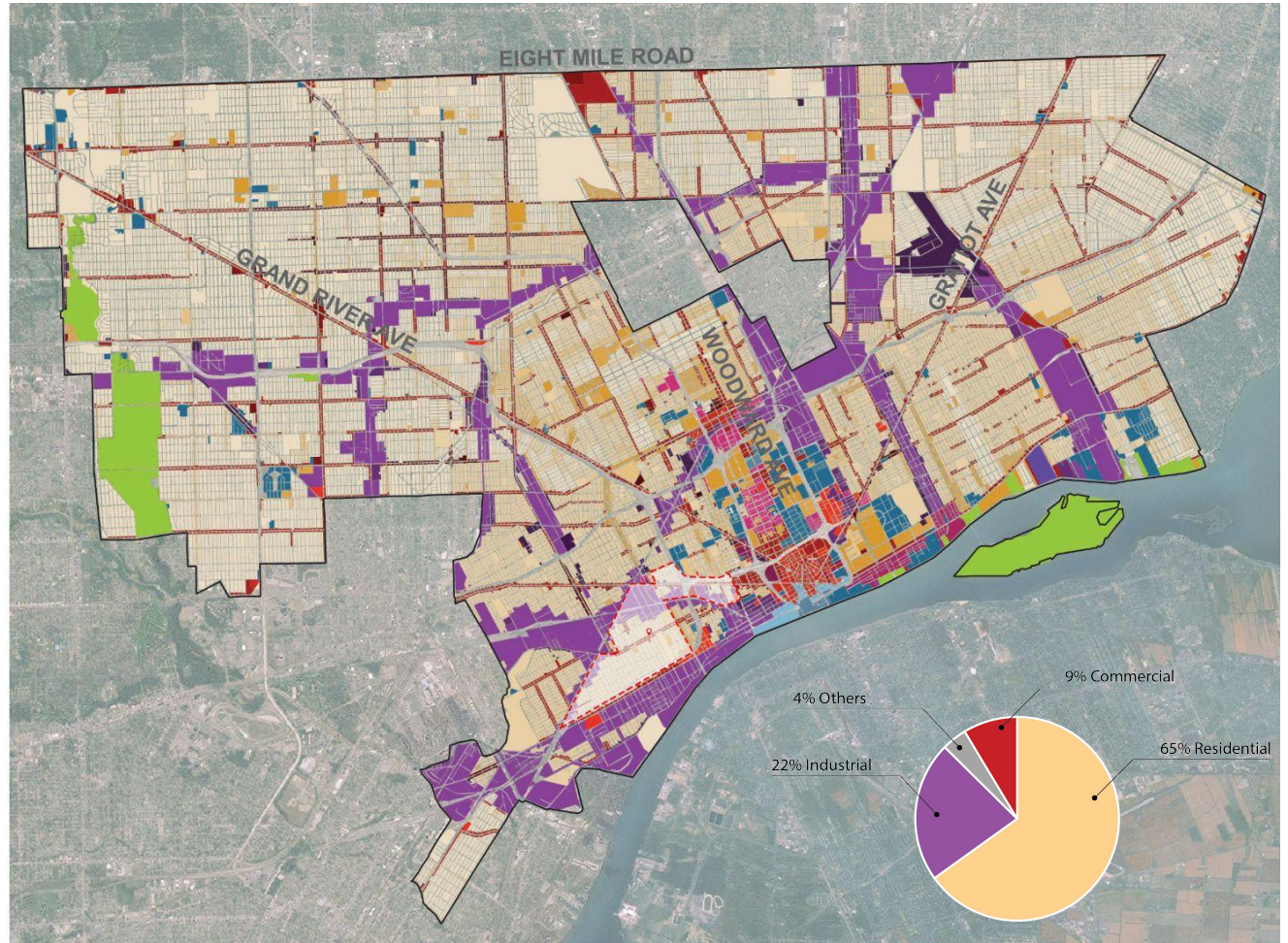
- Hispanic or Latino
- Other



Existing zoning

All uses

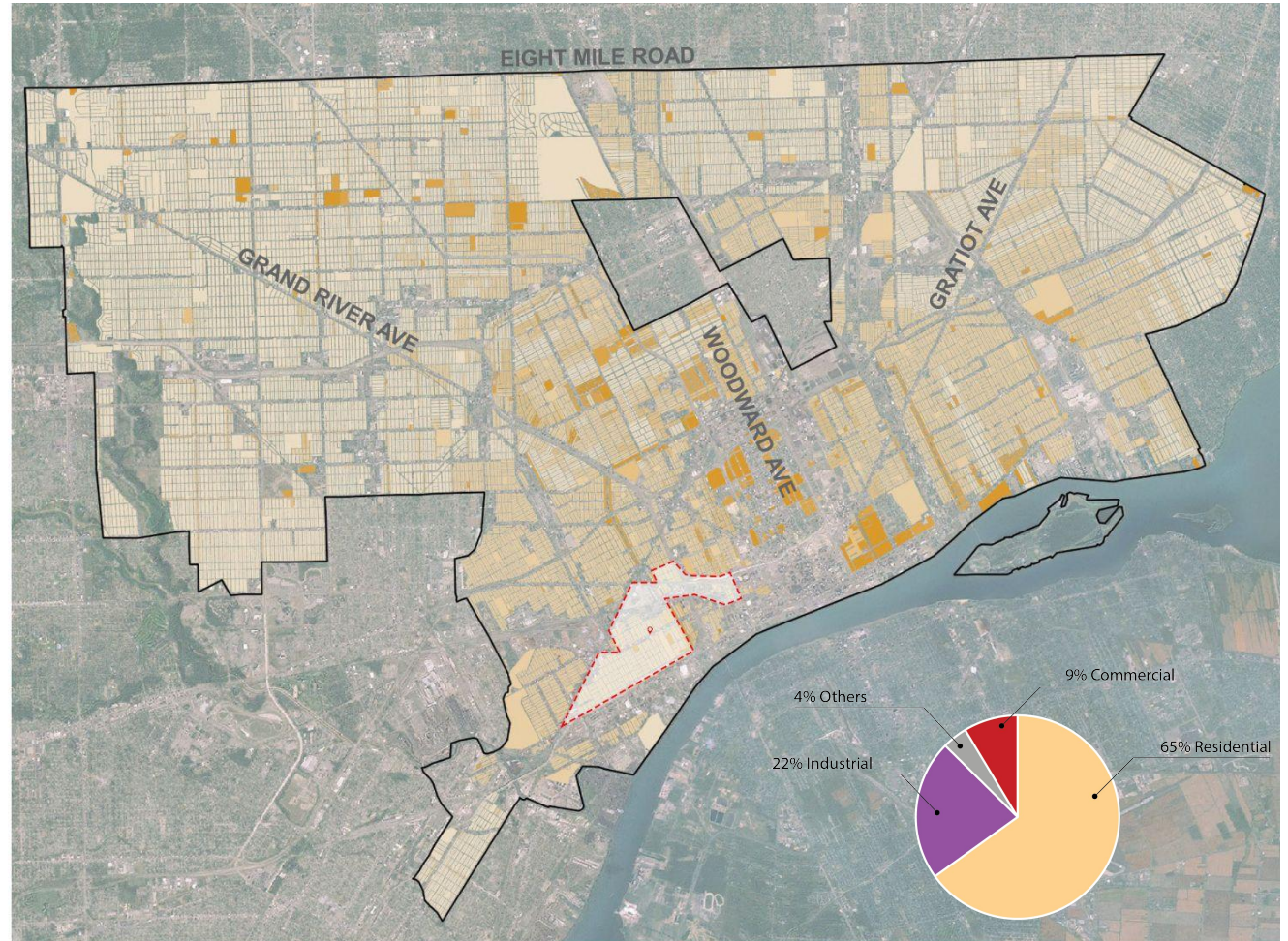
- R1 – Single-family residential
- R2 – Two-family residential
- R3 – Low-density residential
- R4 – Thoroughfare residential
- R5 – Medium-density residential
- R6 – High-density residential
- B1 – Restricted business
- B2 – Local business and residential
- B3 – Shopping
- B4 – General business
- B5 – Major business
- B6 – General services
- M1 – Limited industrial
- M2 – Restricted industrial
- M3 – General industrial
- M4 – Intensive industrial
- M5 – Special industrial
- PD – Planned development
- P1 – Open parking
- PC – Public center
- PCA – Public center adjacent
- TM – Transitional industrial
- PR – Parks and recreation
- SD1 – Special dev., small-scale mixed-use
- SD2 – Special dev., mixed-use
- SD4 – Special dev. riverfront mixed-use
- SD5 – Special dev., casinos
- W1 – Waterfront industrial



Existing zoning

Residential

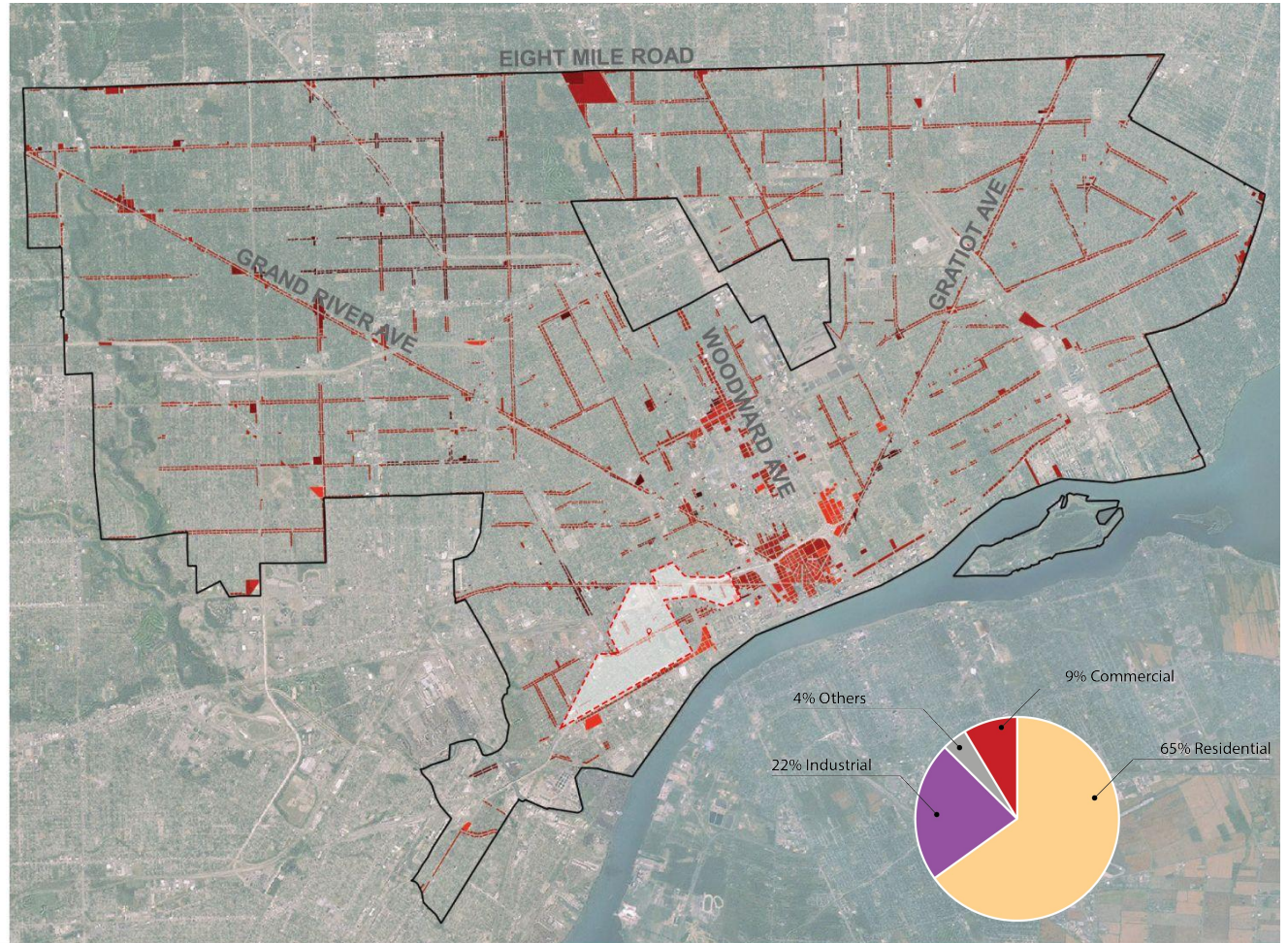
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Existing zoning

Commercial

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- R3 – Low-density residential
- R4 – Thoroughfare residential
- R5 – Medium-density residential
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Detroit Greenway Project

★ ONE WAY STREETS

- BELLE PENSÉE BLVD - NORTHBOUND - HAWTHORNE LUTHER KING BLVD TO 10000 AVE
- FOURTEENTH AVE - SOUTHBOUND - HAWTHORNE LUTHER KING BLVD TO 10000 AVE
- BELLE ISLE PARK - CHANGING ON THE COMPLETION OF ISLAND
- WARREN AVE - UNUSUAL TO DISGUISE
- FOREST AVE - GAILLARD TO DOWNTOWN

1/4" = 1" SCALE

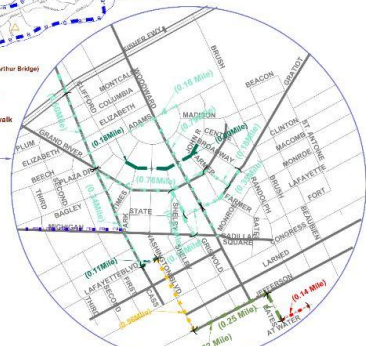
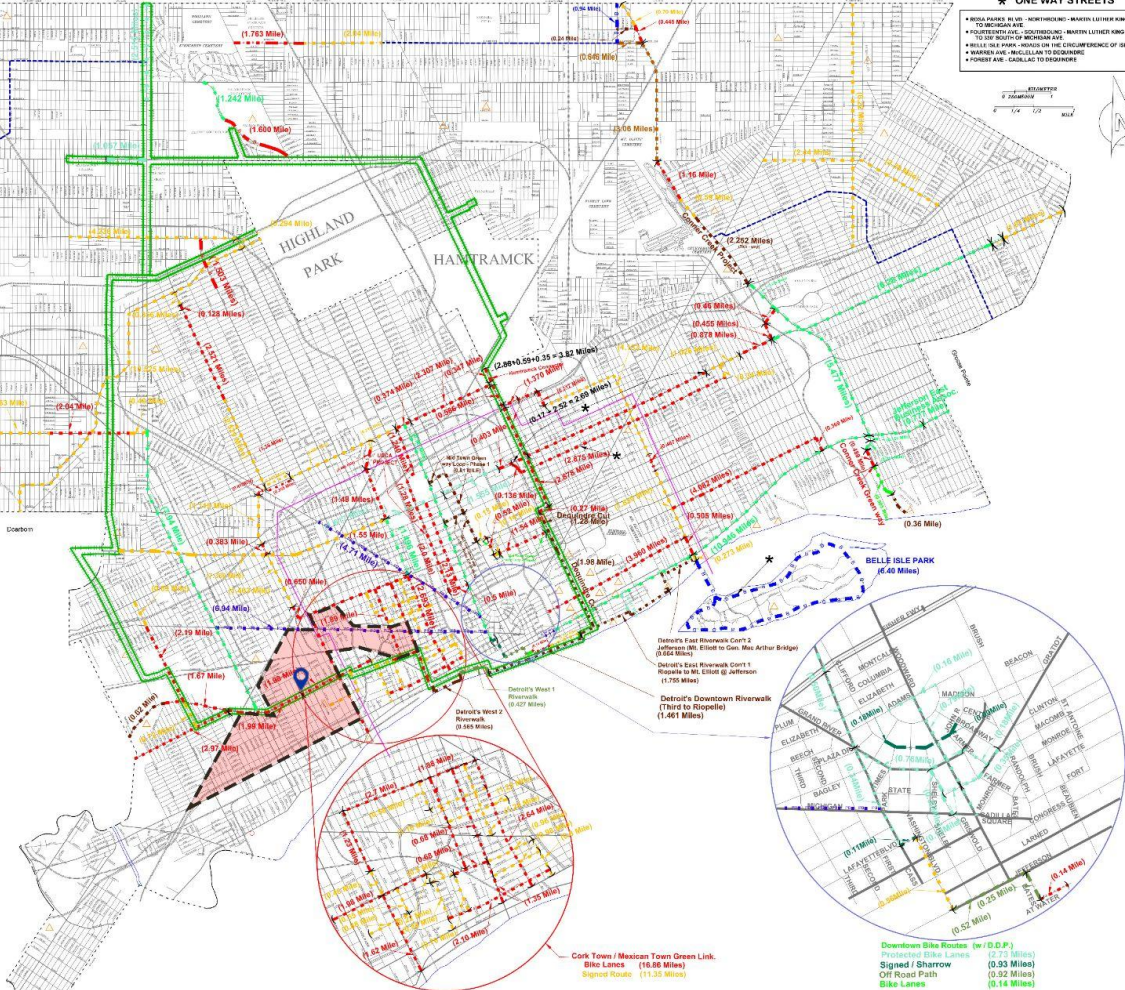


△ Detroit Recreation Department Parks with Walking Trails Pathways (6" to 8" wide asphalt pathway or gravel pathway)

INNER-CIRCLE GREENWAY PATHTRAIL LEGEND

	Completed Projects	(214.925 Miles)
	Bike Lanes	(78.541 Miles)
	Protected Bike Path	(40.421 Miles)
	Signed / Sharrow Route	(96.180 Miles)
	Off Road Path	(18.211 Miles)
	Sign Only Routes	(11.572 Miles)
Projects approved for funding and in process (23.263 Miles)		
	Bike Lanes	(0.00 Miles)
	Signed / Sharrow Route	(0.785 Miles)
	Off Road Path	(2.400 Miles)
	Protected Bike Path	(20.056 Miles)
MDOT Total (24.904 Miles)		
	MDOT Completed Projects, Bike Lanes	(7.301 Miles)
	MDOT Proposed Protected Bike Path	(12.037 Miles)
	MDOT Proposed Protected Bike Path	(5.566 Miles)
Wayne County Total (5.701 Miles)		
	Wayne County Completed Projects, Bike Lanes	(5.701 Miles)
	Proposed Bike Lanes on Wayne County Road	(0.00 Miles)
Grand Total		(288.793 Miles)

Project Name	Project ID	Project Type	Project Length (Miles)	Project Status
Bellevue Ave. to 10000 Ave. (Northbound)	10000	Bike Lane	1.00	Completed
Bellevue Ave. to 10000 Ave. (Southbound)	10001	Bike Lane	1.00	Completed
Bellevue Ave. to 10000 Ave. (Two-Way)	10002	Protected Bike Path	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sharrow)	10003	Sharrow Route	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Off-Road)	10004	Off-Road Path	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sign Only)	10005	Sign Only	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Bike Lane)	10006	Bike Lane	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sharrow)	10007	Sharrow Route	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Off-Road)	10008	Off-Road Path	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sign Only)	10009	Sign Only	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Bike Lane)	10010	Bike Lane	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sharrow)	10011	Sharrow Route	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Off-Road)	10012	Off-Road Path	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sign Only)	10013	Sign Only	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Bike Lane)	10014	Bike Lane	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sharrow)	10015	Sharrow Route	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Off-Road)	10016	Off-Road Path	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sign Only)	10017	Sign Only	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Bike Lane)	10018	Bike Lane	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sharrow)	10019	Sharrow Route	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Off-Road)	10020	Off-Road Path	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sign Only)	10021	Sign Only	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Bike Lane)	10022	Bike Lane	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sharrow)	10023	Sharrow Route	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Off-Road)	10024	Off-Road Path	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sign Only)	10025	Sign Only	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Bike Lane)	10026	Bike Lane	2.00	In Progress
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Bellevue Ave. to 10000 Ave. (Off-Road)	10028	Off-Road Path	2.00	In Progress
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Bellevue Ave. to 10000 Ave. (Sign Only)	10041	Sign Only	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Bike Lane)	10042	Bike Lane	2.00	In Progress
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Bellevue Ave. to 10000 Ave. (Off-Road)	10044	Off-Road Path	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sign Only)	10045	Sign Only	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Bike Lane)	10046	Bike Lane	2.00	In Progress
Bellevue Ave. to 10000 Ave. (Sharrow)	10047	Sharrow Route	2.00	In Progress
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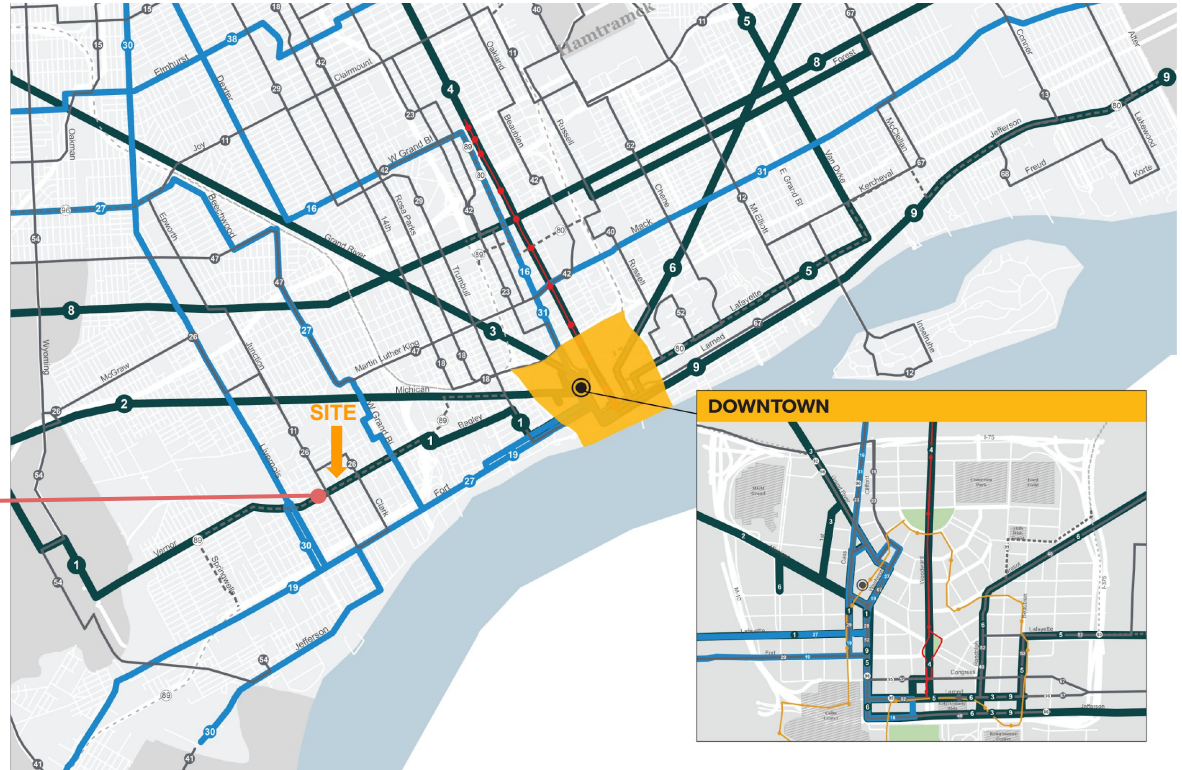
CITY OF DETROIT
DEPARTMENT OF PUBLIC WORKS
TRAFFIC ENGINEERING DIVISION

**NON-MOTORIZED
TRANSPORTATION
PROJECTS**

Sheet 1 of 1 sheets
DATE: 11/19/2019

SITE

Access



located along bus route 1, connecting
Mexicantown to downtown Detroit

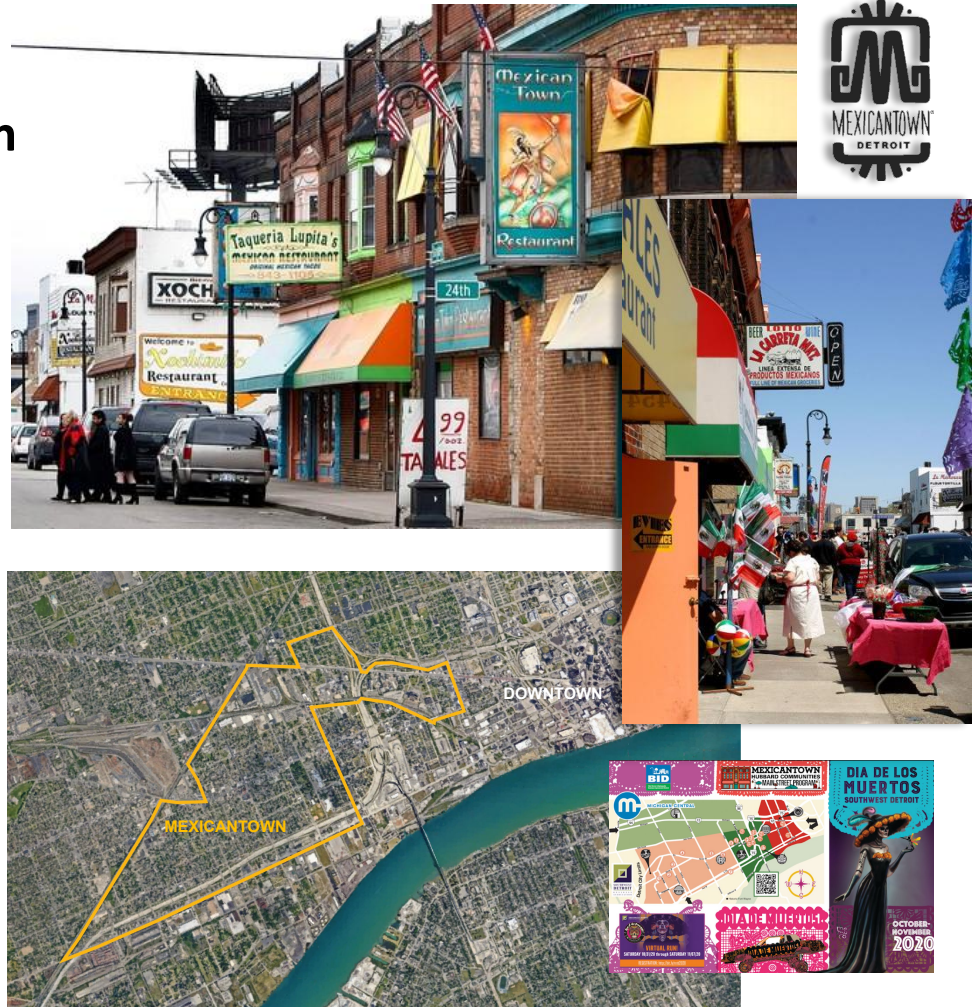
SITE

Mexicantown

Brief History: In the early 1920's, the first Mexican families began to settle in a southwestern residential section of Detroit, escaping socioeconomic chaos following the Revolution of 1910 in Mexico. The north was an attractive option in comparison to the overt and violent discrimination of their people in the American Southwest. **From their arrival in the 1920's to today, Mexican Immigrants have established a strong and vibrant community that we now know as Mexicantown.**

Key Features:

- Home to over 1,000 Latino-owned businesses
- Authentic Mexican Restaurants
- Murals inspired by Huichol Art
- Annual Dia De Los Muertos Festivities



SITE

Mexicantown

10 mins walking circle

Key uses for a well-rounded community

Located within a 10 minute walking circle from our site:

- Residential
- Restaurant
- Commercial
- Educational Institution
- Public building
- Church
- Park



SITE

Surrounding Activity

There are many local businesses surrounding the project site along Vernor St.



Bus Stop

- 01 Rodriguez Vaquerita
Quince Primavera LLC
- 02 Southwest Style Salon
Duley's Place Coney Island
Palenque Restaurant
Colombo's Coney Island
- 03 Violeta's Beauty Salon
La Jalisciente Tortilla Factory
El Parian Food Truck
- 04 Taqueria Del Rey
- 05 Mutiny Bar
Chicago's Pizza
- 06 The New San Juan Market
Guerro's Barbor Shop
- 07 Pizza Plex
Vernor Coney Island
- 08 M-Town Liquor
La Michoacana Ice Cream
MexicanTown Bakery
- 09 Armando's Mexican Restaurant
El Centrai
Grey Area Vintage Clothing Store
- 10 La Sed
El Club



SITE

Surrounding Activity

There are many local businesses surrounding the project site along Vernor St.



Bus Stop

11 Most Holy Redeemer Church

12 Flamingo Vintage
Taco El Loco
Chilango's Bakery
Halo Hookah Lounge
Delia's Women's Clothing

13 La Fiesta Ice Cream

14 Lupita's Beauty Lounge
West Food Market
Tacos Morelotes Truck

15 Antohito's El Catracho
Little Ceasars
China House
Restaurant Equipment Store

16 Clark Park

17 Mangonada's Del Barrio

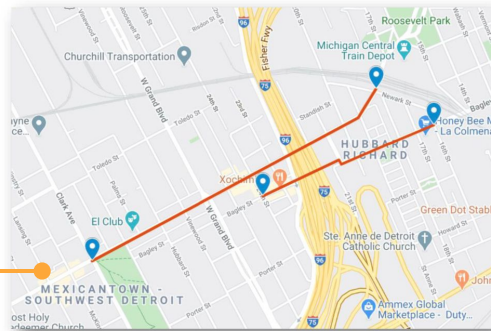


SITE

Mexicantown Growth

- Mexicantown-Hubbard Communities Main Street program: implementing a commercial district economic development plan to strengthen the business district.
- West Vernor Corridor Plan: Visions for growth for the neighborhood following city planning studies revealing community interest in activating Vernor St. and filling vacant storefronts

Our site's location at the end of the focus area of these street and business enhancement efforts situates it perfectly as a catalyst to help spark activity along this corridor



Visit Mexicantown and Spice Up Your Life!

Located in Southwest Detroit, Mexicantown is known for its rich culture, great food, public art and its wonderful people.

2020 EDITION

SOUTHWEST DETROIT BUSINESS ASSOCIATION 313.842.0986



State of MEXICANTOWN

- 22 Blocks
- 18 Acres
- 71 Parcels
- 59 Parcel owners
- 400 Public parking spaces
- 76 First-floor storefronts
- 59 Residential units
- 559 Employed in district
- 22 Restaurants
- 6 Retail stores
- 50% Storefront vacancy rate
- 1.5% Property value increase (est. One-year increase 2018-19)

Mexicantown-Hubbard Communities Main Street is making a real difference.

The Mexicantown-Hubbard Communities Main Street, a program of Southwest Detroit Business Association, in collaboration with businesses, residents and community stakeholders, is implementing a comprehensive commercial district economic development plan to strengthen, market and promote its business district. Mexicantown welcomes everyone to respectfully enjoy its vibrant, colorful and distinctive Main Street and traditional events, its architecture and aesthetic reflective of its proud Latin American roots.

Mexicantown's Goals

- Enhance the physical environment to reflect a celebration of Mexicantown's history and heritage.
- Support Mexicantown as a welcoming, accessible, inclusive and respectful community for residents and visitors alike.
- Implement economic policies and practices that are equitable and reflective of Mexicantown's community values.



Select Level Main Street

SITE

Mexicantown Growth

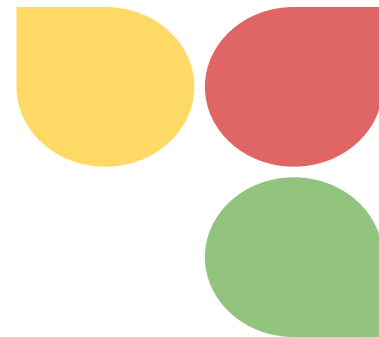
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More mixed-use and commercial activity planned for site area

Plans for improving Clark Park will add to the value of our property, which is within a 1 min walk from the park




The Project Site | Design & Programming

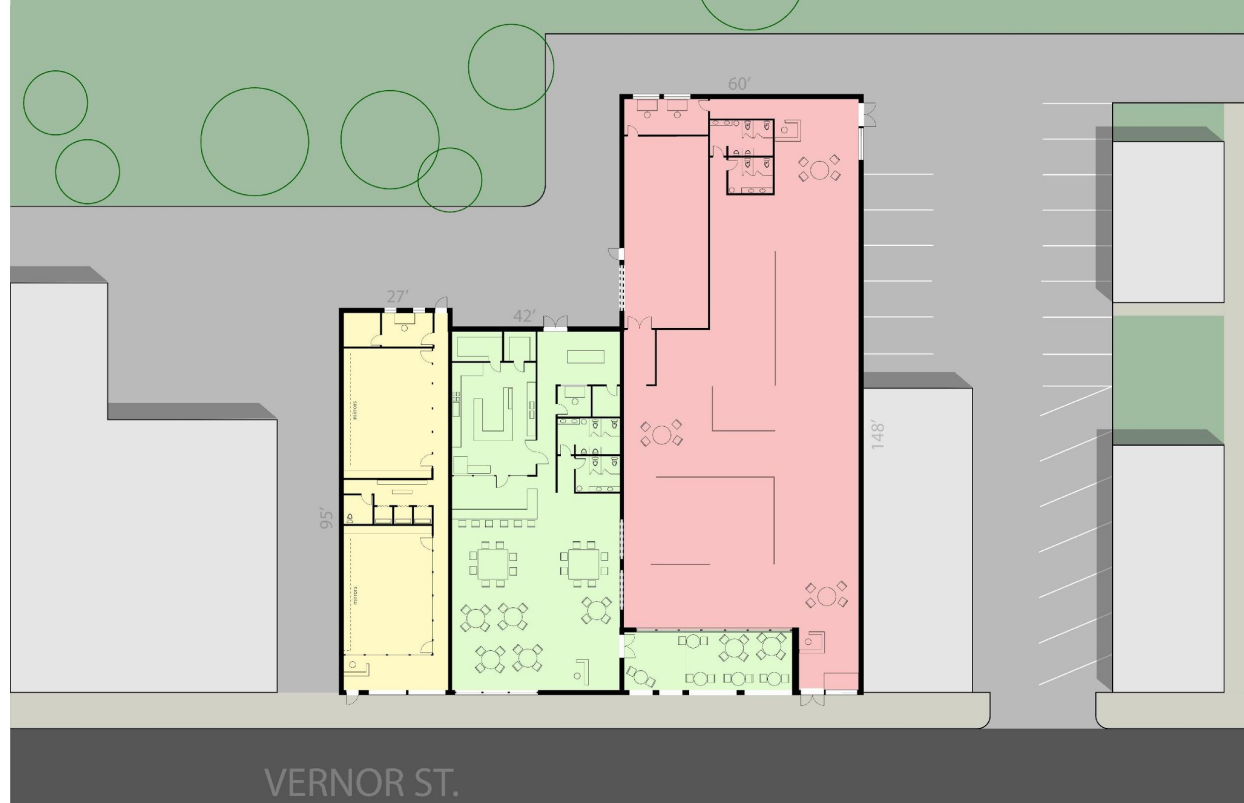


Design & Programming

Interior Programming

This project proposes 3 culturally enriching programs for the community to be created within this project:

	Dance Studio	2565 SF
	Community Kitchen	4380 SF
	Art Gallery	7980 SF



Design & Programming

Dance Studio

This dance studio will be a great addition to the Mexicantown community, supporting latin artists striving to spread their knowledge of their culture's dance. These spaces can also be rented for private parties.

- 01 Entry/Reception (27'x12') 324 SF
- 02 studio 1 (23'x30') 690 SF
- 03 Studio 2 (23'x30') 690 SF
- 04 Changing rooms/
restroom/lockers 376 SF
- 05 office/storage 230 SF

This space has the potential to host any tenant requiring studio space, from dance companies to yoga businesses



Design & Programming

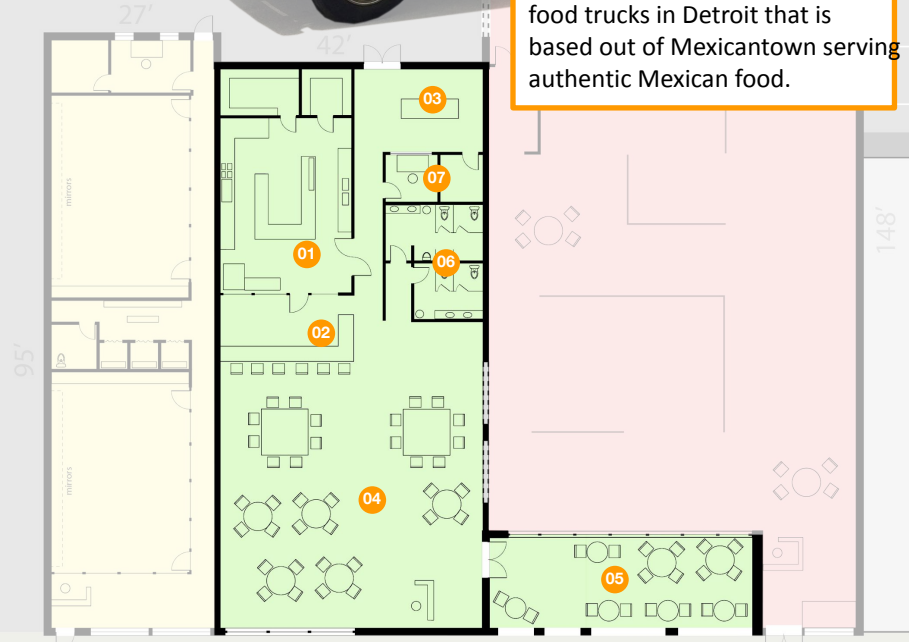
Commercial Kitchen

A commercial kitchen and in house dining space to be rented to small food entrepreneurs. Discussion with businesses at Detroit's Eastern Market revealed that there is a lack of commercial kitchen space available to rent in the city. Detroit, and Mexicantown specifically, is home to many food trucks that could use a space like this to prep food before heading out on the road. Start-up caterers or aspiring chefs may rent out this space before being able to afford a restaurant of their own.

01	Kitchen	520 SF
02	Bar	200 SF
03	Delivery/Unloading station	300 SF
04	Indoor dining	1,995 SF
05	Porch dining	675 SF
06	Restrooms	230 SF
07	Office/Storage	150 SF



TACOS EL TORO is one of several food trucks in Detroit that is based out of Mexicantown serving authentic Mexican food.



Design & Programming

Commercial Kitchen

Potential “Guestaurant” Concept:

- Allows for talented but unproven chefs to run theme restaurants for 1-3 month stretches
- Open limited days and times to allow windows for food truck prep users
- Frequent changes create excitement for customers about what is coming next
- This interest draws customers back to the space more frequently than a traditional restaurant
- Great way for new restaurants to get locals excited before opening up their own permanent locations in the neighborhood

AUG.-OCT.



NOV.-JAN.



FEB.-APR.

WHAT IS NEXT?!

Design & Programming

Commercial Kitchen

Potential Support Programs:

To support aspiring culinary professionals, the following are example of support programs that could be provided through our space:

- "So You Want To Be a Caterer?" Mentors
- Food Trucks 101: How To Be a Mobile Food Entrepreneur
- Food Truck conversion assistance
- Event Planning Guidance
- Cooking Classes



Design & Programming

Art Gallery

The largest space in this project will become home to a flexible art gallery/event space. Operated by MOCAD, local Mexicantown artists will be able to exhibit their artwork. Partitions inside the space can be easily rearranged to accommodate for different curations of work.

- 01 Entry/Reception 250 SF
- 02 Gallery space 6,500 SF
- 03 Storage/Deliveries 1,000 SF
- 04 Restrooms 230 SF
- 05 Office 175 SF



The large open space of the art gallery allows gallery curators to arrange partitions as they fit to display art pieces.

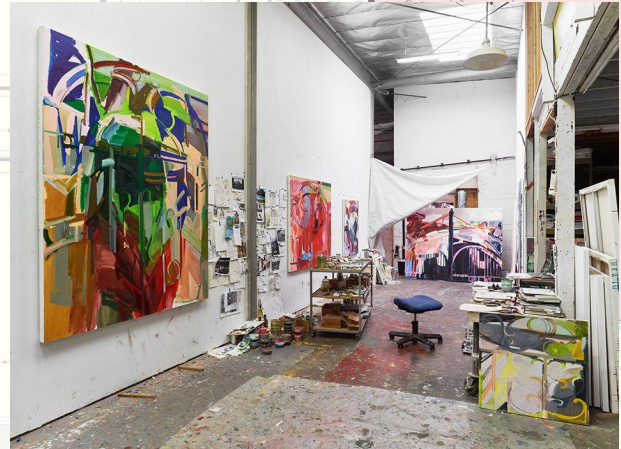


Design & Programming

Art Gallery

Gallery Day Program Potential

- The gallery space could be utilized by the community kids camp located out of Clark Park as an activity to teach kids about art
- Space divided for artists to use as studios during the day



Design & Programming

Flexibility

Garage doors between the three programs provide the opportunity for them to support each other in the case of larger events. When these doors are open:

- Event caterers to use the kitchen space
- The bar to provide refreshments to gallery viewers
- The dance studios to provide side gathering spaces or be utilized as coat checks
- Etc.. Any desired combination

This design solves our challenge of finding ways to activate these spaces at all times of the day.



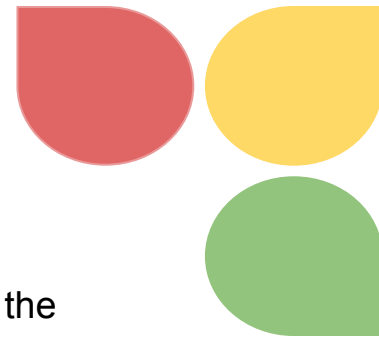
Design & Programming

Interior Design

In order to reduce rehabilitation costs and capitalize on the unique industrial character of the interior, we plan to apply a minimal amount of new finishes inside the building.

Design Elements

- Exposed industrial ceilings and ductwork
- Rustic elements showing age of building
- Use of garage doors as flexible partitions between Art Gallery and Dining Area



Design & Programming

Exterior and Streetscape

Exterior and frontage along Vernor Highway will be designed to align with Mexicantown's current character and Detroit's 3-year West Vernor Corridor Plan*

Design Elements

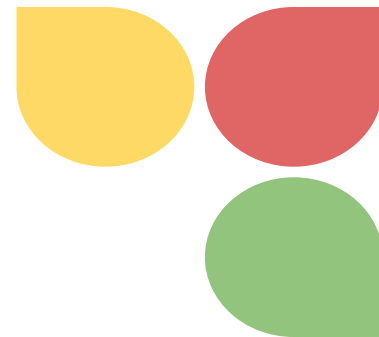
- Bi-lingual Business Signage
- Outdoor seating in new porch space off of street
- Maximizing windows and lighting elements along street frontage
- Preserving unique elements:
Arched doorways and large patterned mural



*West Vernor Corridor Plan:

<https://www.dropbox.com/sh/g714ozh6qggw67k/AAAYeSWXu4VPmtKvK3iTbB2fa?dl=0>

The Project Site | Financing

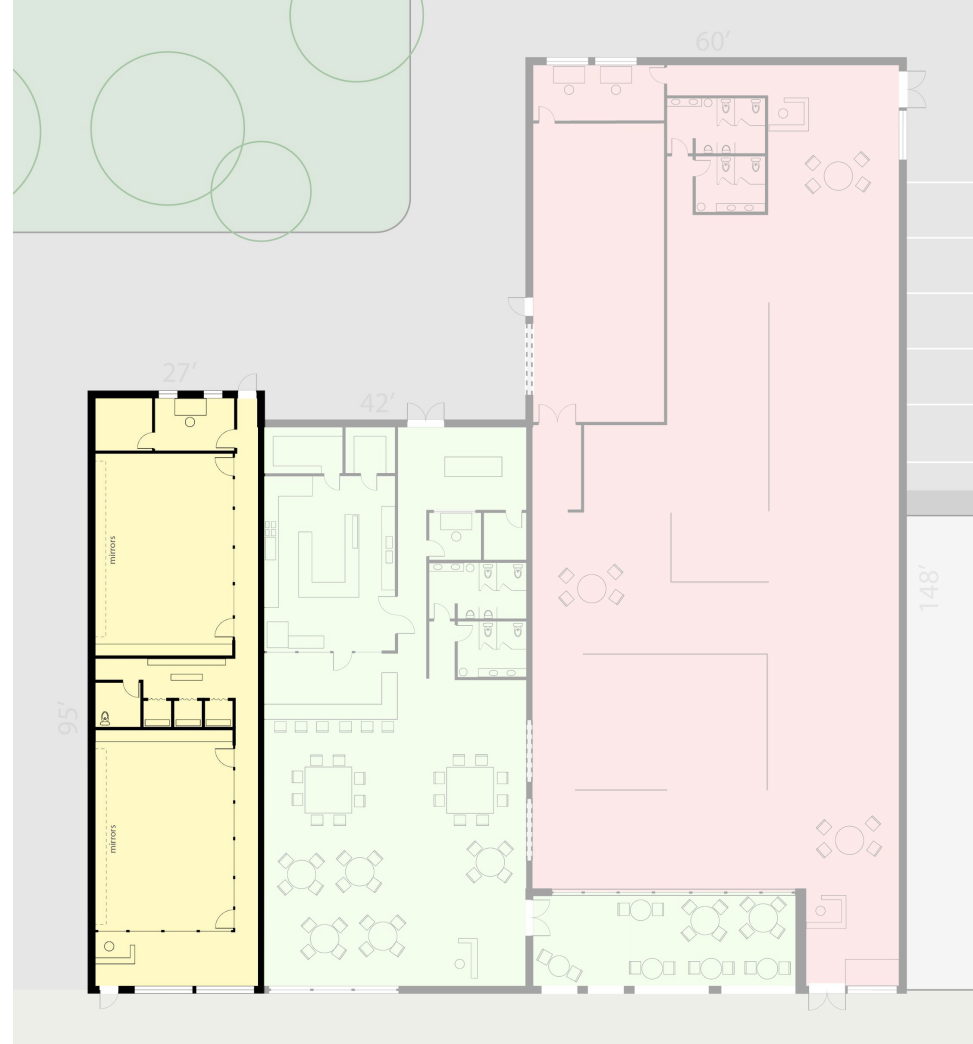


Financing

Revenue: Dance Studio

- 2565 Sqft.
- Total Revenue = \$127,560 per year
- \$45.96 per sqft
- Break down includes:

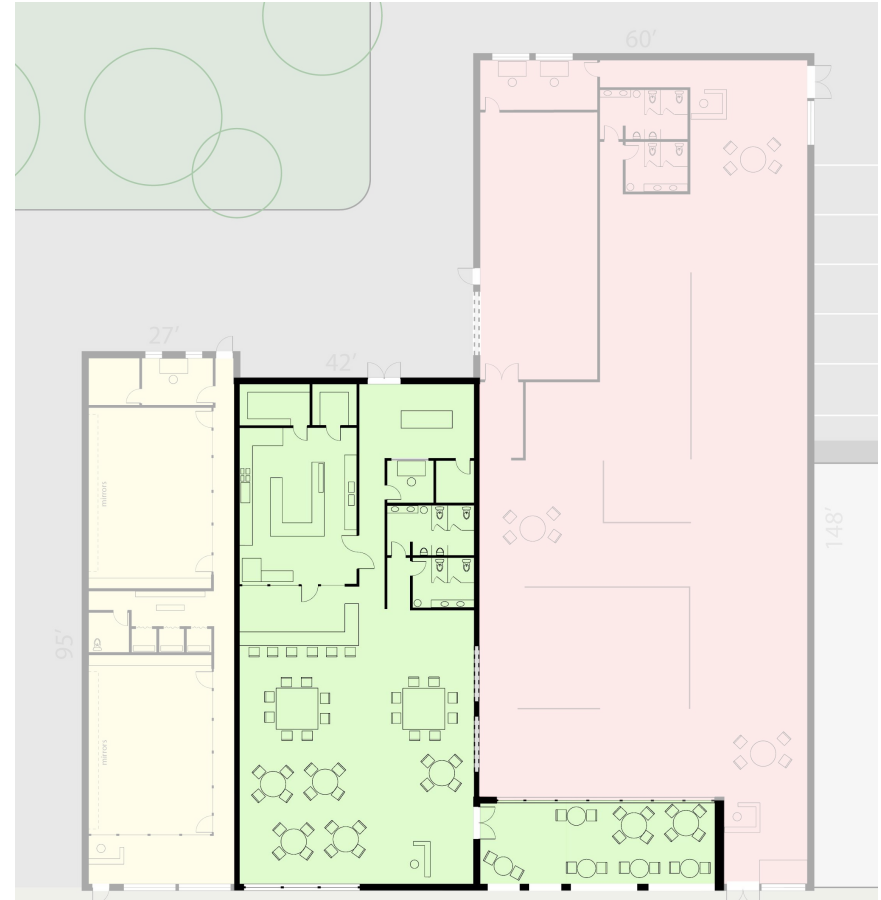
Rate per person- 1 class	\$40.00
Rate per 5 classes-	\$160
Avg. Students Per Class	10-12
Avg. # hrs per student per week	3-5 (age varying)
Avg. # Classes Per Week/student	2-3
Avg. Weekly Revenue	\$2,750
Annual Revenue	\$117,000
<i>Event Rental</i>	
Rate per event for space alone	\$80/hr
Hrs per event	4-5
Events per month	4
Total revenue	\$880



Financing

Revenue: Commercial Kitchen

- 4380 Sqft.
- Total Revenue = \$240,000 per year
- \$54.79 per sqft
- These assumptions were made with the idea of having 4 food trucks utilizing our commercial kitchen per week, each working different four hour shifts per day. For example one truck would use the kitchen from 3am to 7am, one from 7:30am to 11:30am, etc.



Financing

**Revenue:
Commercial
Kitchen**

Kitchen Revenues

Kitchen Revenues		4380	sqft
<i>Individual Rental</i>			
Rate per user	\$50.00		
Min Hrs per user	24 /week		
Min Hrs per user	96 /month		
Avg hrs per user	96 /month		
Avg users	4 /month		
Total revenue	\$19,200.00 /month		
	\$230,400.00 /yr		
	\$52.60 /sqft		

As Event Space

Kitchen Revenues		4380	sqft
<i>Event Rental</i>			
rate per event	\$100 /hr		
Hrs per event	4		
Events per month	2		
Total revenue	\$800 /month		
	\$9,600 /yr		
	\$2.19 /sqft		

Financing

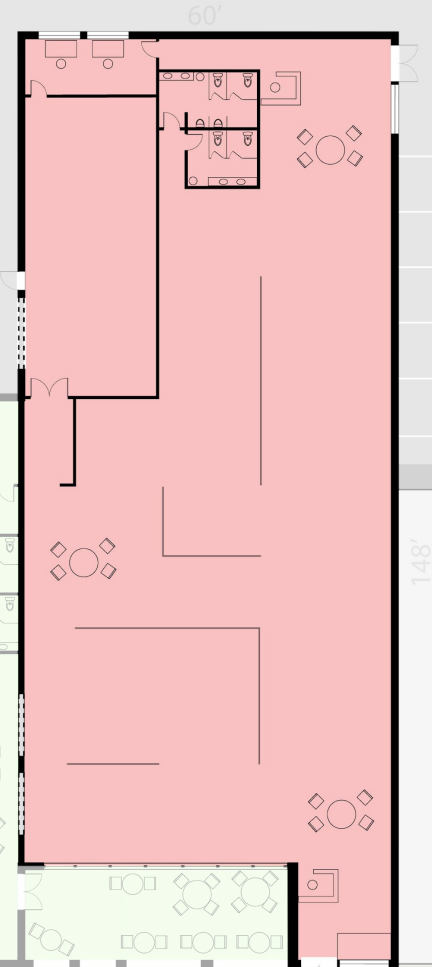
Revenue: Art Gallery

- 7980 Sqft.
- Total Revenue = \$108,288 per year
- \$13.57 per sqft
- Break down includes:

Gallery Revenue	7980 sqft
\$58 /sqft	
\$462,840 /yr	
<i>rent (15% sales)</i>	
\$69,426 /yr	
\$8.70 /sqft	
<i>facility event rentals**</i>	
4.87 /sqft	
\$38,862.60 /yr	
Grand Total	
\$108,288.60 /yr	
\$13.57 /sqft	



For the art gallery, we based our numbers off of a 2016 budget audit of Detroit Museum of Contemporary Art (MOCAD) in Midtown. For those unfamiliar with MOCAD, their space is very similar to the one we are proposing - with a set of coordinated uses that can be used for a wide variety of programming. Scaling MOCAD's numbers to the size of our space, we project a total revenue of about \$108,000/year



Financing

Development Costs

- The total development cost for our site is \$2,476,717
- The following describes the breakdown of this figure
- Acquisition: \$916,000
- Title and Reporting Fees: \$20,000
- Legal: \$40,500
- Third Party Reporting: \$21,000

<u>Acquisition</u>		\$916,000
<u>Title & Recording Fees</u>		\$20,000
<u>Legal</u>		
	Purchase Agreement	\$2,000
	Development Agreement	\$3,000
	Entity Formation	\$500
	Lender Counsel	\$15,000
	Loan Doc Review	\$15,000
	Investor Docs	\$5,000
	<i>Subtotal</i>	\$40,500
<u>Third Party Reporting</u>		
	Appraisal	\$5,000
	Environmental - Phase 1	\$3,500
	Environmental - Phase 2	\$4,500
	Baseline Environmental Assessment	\$2,000
	ALTA Survey	\$3,500
	Capital Needs Assessment	\$2,500
	<i>Subtotal</i>	\$21,000
<u>Entitlement</u>		
	Zoning Reports	\$160
	Plan Review Fee	\$4,000
	<i>Subtotal</i>	\$4,160

Financing

Development Costs Cont.

- Arch./Design/Engineering: \$143,500
- Contingency (4%): \$19,095
- Soft Costs: \$497,113
- Hard Costs: \$620,305

<u>Architectural/Design/Engineering</u>		
Architeural Fees		\$143,500
<i>Subtotal</i>		\$143,500
<u>Contingency</u>	4%	\$19,095
<u>Developer Fee</u>		-
Soft Costs Total		\$495,863
<u>Hard Cost</u>		
Demolition		\$80,000
Hazardous Material Abatement		\$20,000
Renovation Costs		\$188,150
Appliances		\$80,000
Water Based Fire Suppression		\$89,855
Plumbing		\$62,300
HVAC		
Electrical		\$100,000
Parking Lot Sitework/Alley/Asphalt		\$0
<i>Subtotal</i>		\$620,305

Financing

Capital Sources

Conventional Mortgage	\$1,614,891
Government Grant	\$100,000
Equity	\$428,723
<i>New Market Tax Credits</i>	\$342,978
<i>Developer Equity</i>	\$85,745
Total	\$2,143,614

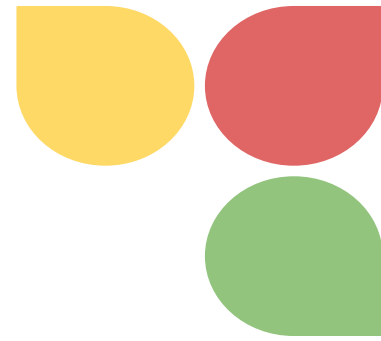
Financing

Capital Sources Continued

- The 'government grant' of \$100,000 is what we expect to receive from **Detroit's Motor City Match** program, which helps connect building owners with prospective tenants by providing funds for tenant improvements, general renovations, among other things.
- According to our research, The **New Market Tax Credits** can be applied to either debt or equity. Since our development team will most likely not have +\$400,000 on hand to cover the expected equity contribution, we estimate that New Market Tax Credits will be applicable to about 80% of total equity.



The Project Site | Development Details



Development Details

Development Schedule

- Our current projection for the time required to complete the improvements on our site is 6-8 months, given no hindrances arise.
- Given Detroit's 3-Yr plan to enhance the West Vernor Corridor through the WVC Plan, we want our site to be fully operational and functioning at a high level as soon as possible to help build relationships within the community.



Support new and existing businesses to expand areas of economic strength and improve community access to goods, jobs, and services.



Increase residential density along commercial corridors and promote neighborhood stabilization, through new residential investment and innovative housing policies in order to add new residents, retain families, and preserve economic and cultural diversity.

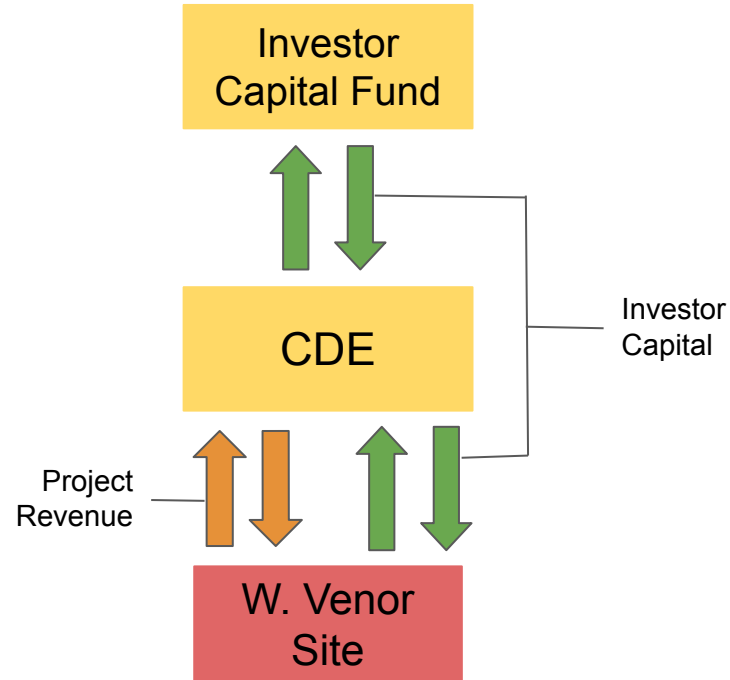
Two of the major focuses of the WVC Plan

Development Details

Exit Strategy: Creating a Community Development Entity

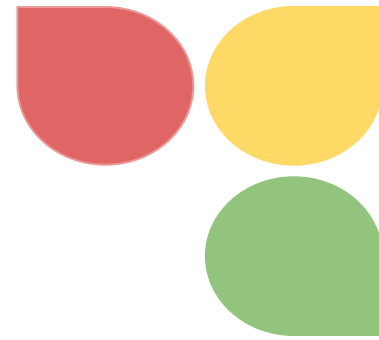
Why a CDE?

- Assures that the resulting development remains affordable to tenants and is community-focused in the long-run
- Helps set up sustainable funding model for similar (future) developments in the area



Development Details

Exit Strategy: Refinance & Reinvestment

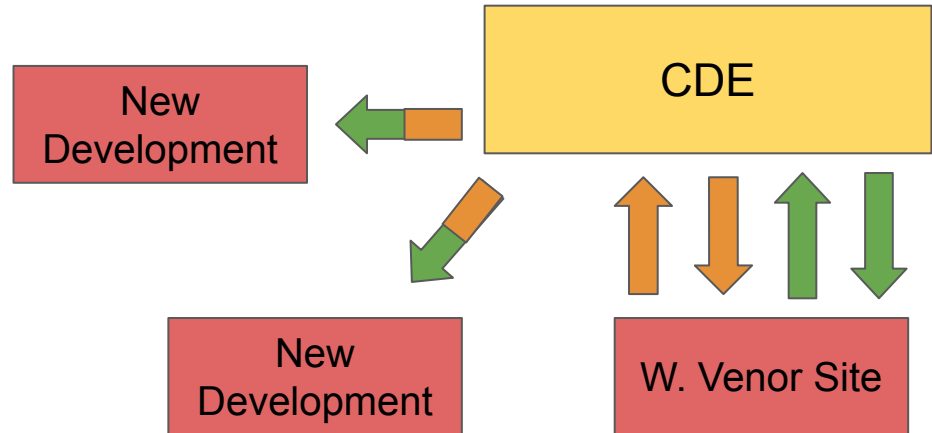


Benefits of Refinance

- Decreases cost of debt service over time
- Allows periodic extract of value over time

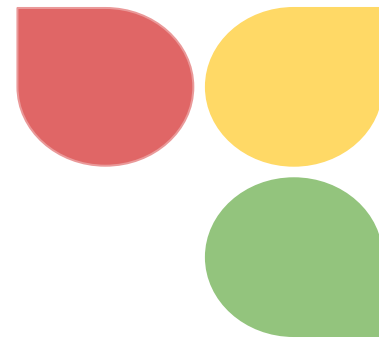
Direction of Reinvestment

- This project
- Future, similar projects



Development Details

Value Assessment



Purchase Price	\$916,000
Total Development Costs	\$2,144,293
Value (Year 10)	\$2,086,952
<i>Outstanding Principal</i>	\$1,245,972
Projected Asset Value (Year 10)	\$3,455,821

Project Proposal Opportunities

Diversity of capital sources available will drive down overall project costs to our team

Particular set of uses will help fill a gap and support local artists and entrepreneurs in the Mexicantown neighborhood

Redevelopment of this site will help activate Vernor Highway, support other redevelopment in Mexicantown



West Vernor Neighborhood Framework: A Corridor of Opportunity



Conclusion

A **community-imbedded** real estate asset

A **creative use** for a vacant industrial property

An **incubator for local artists and up-and-coming entrepreneurs** on one of the most vibrant commercial corridors in Southwest Detroit

