

# NEW APPROACHES DESIGN WORKSHOP



renew • reinvest • reimagine

## Welcome!

# Our goal is to...

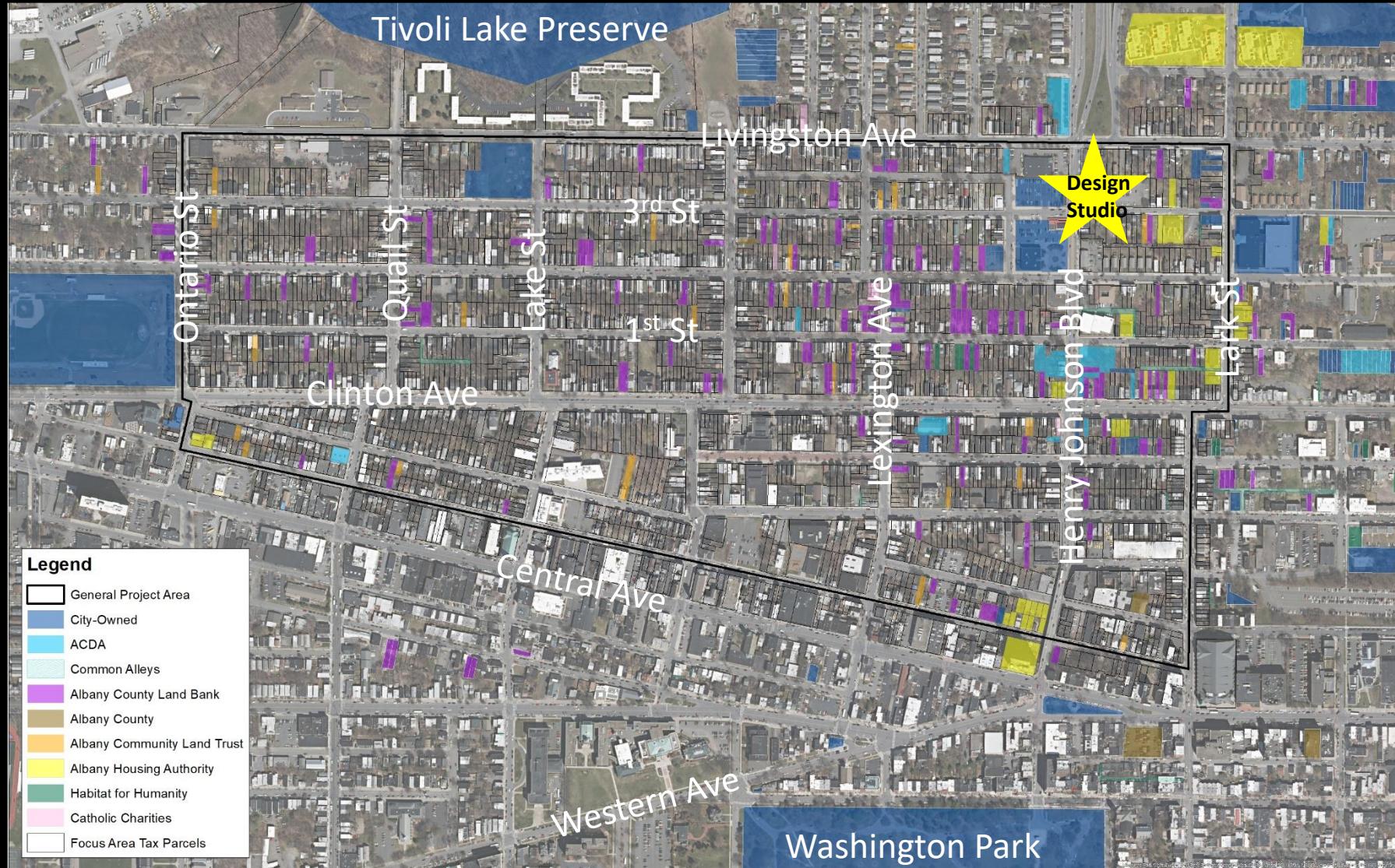
Look at areas in the City where we may need to alter traditional development patterns to overcome weak market conditions and encourage investment.

Imagine a market-based overlay which incentivizes development.

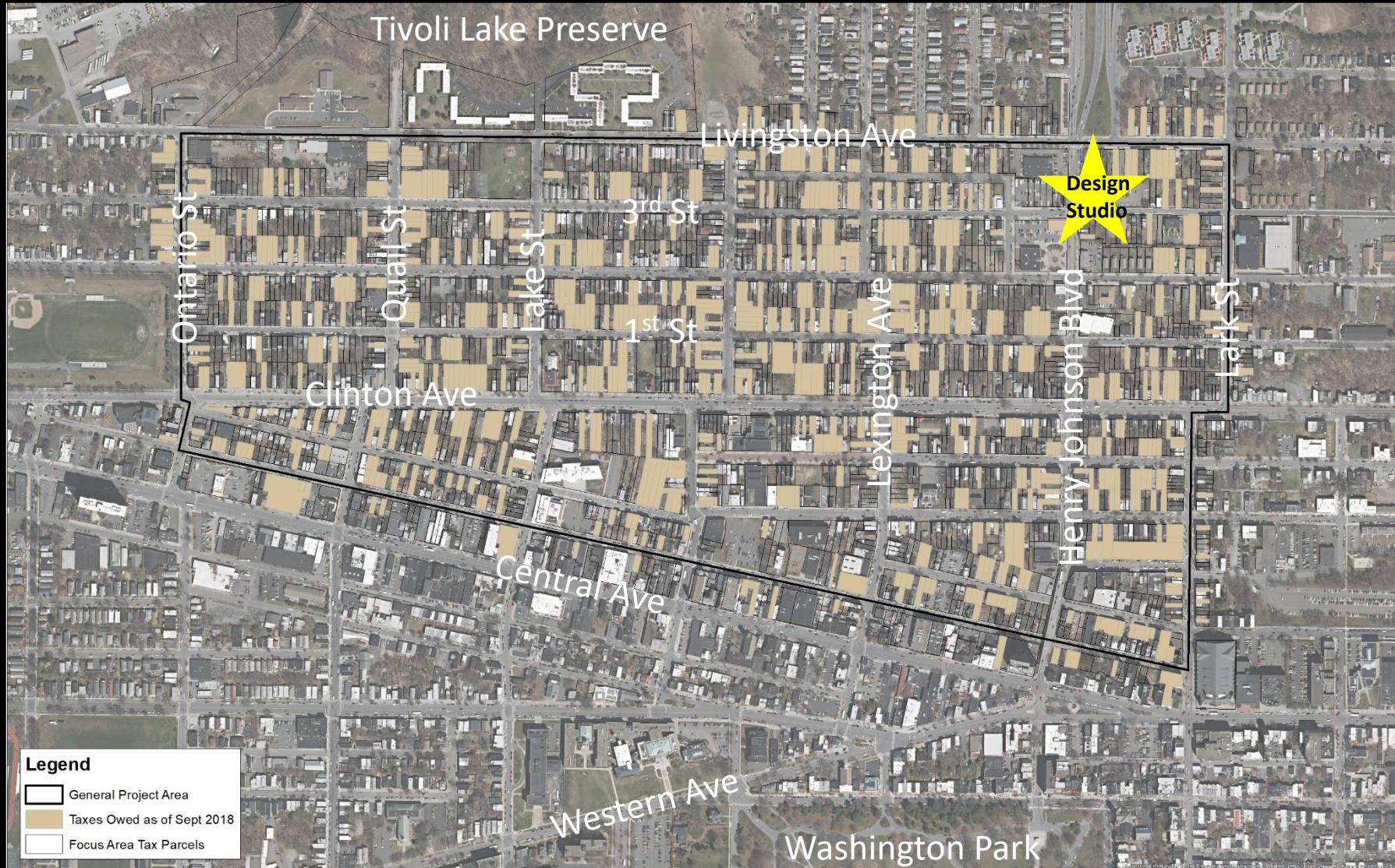
# West Hill - Aerial



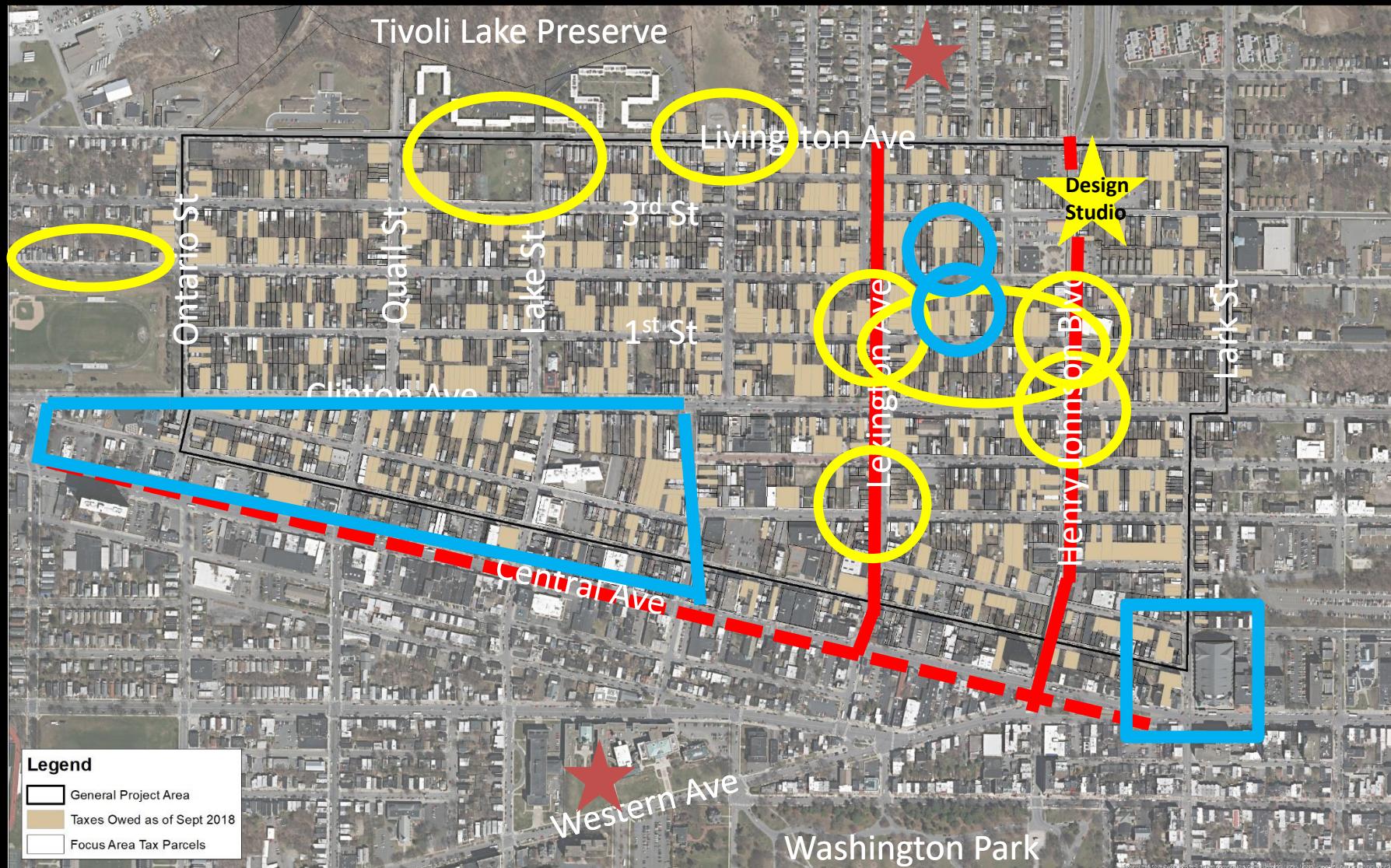
# West Hill - Aerial



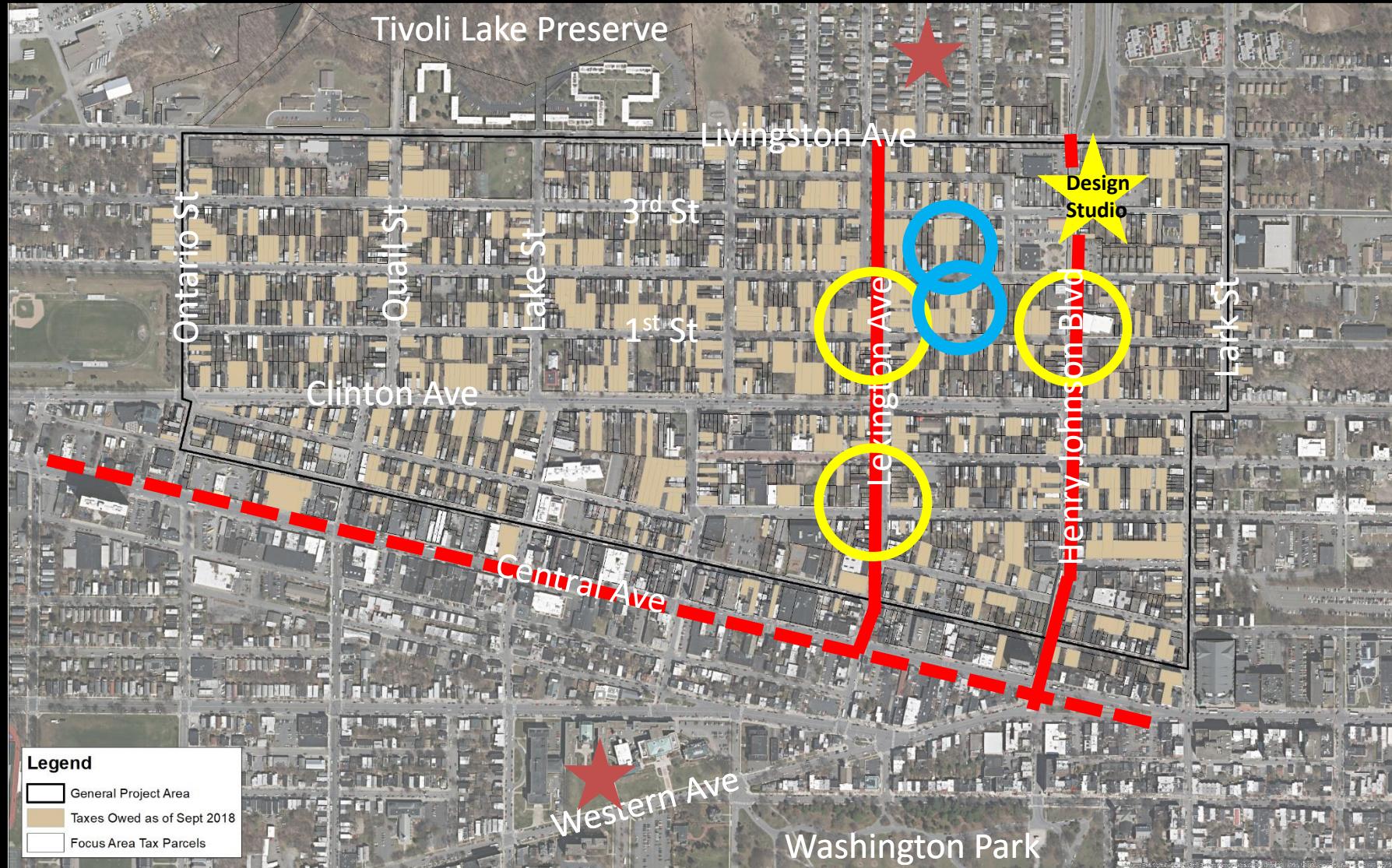
# West Hill - Aerial



# West Hill – Opportunity Areas



# West Hill – Opportunity Areas



# Who lives in West Hill?

## WHO LIVES IN WEST HILL?

City  
Commons  
35.3%



Hardscrabbl  
e Road  
12.1%



Social  
Security Set  
11.3%



Single Female  
Parents, 30% some  
college, 25% no high  
school diploma,  
strive to better  
themselves

Families, Married  
Couples, Diverse,  
Multi-unit dwellings,  
Multi-generational

Source: GIS Business Analyst, 2018

- Median Age: 28.5
- Average HH Size: 2.67
- Median HH Income: \$18,300
- Median Net Worth: \$9,800
- 77% Rent; 23% Own
- Older neighborhoods
- 16% unemployment rate
- 1 or no car; uses transit
- Avg Rent: \$658

- Median Age: 32.4
- Average HH Size: 2.66
- Median HH Income: \$28,200
- Median Net Worth: \$12,500
- 60% Rent; 40% Own
- 11.2% unemployment rate
- 1 or 2 vehicles; 19% no vehicle
- 57.1% labor force participation
- 38% high school diploma; 28% some college or AA
- Avg Rent: \$710

- Median Age: 45.6
- Average HH Size: 1.72
- Median HH Income: \$17,900
- Median Net Worth: \$10,200
- 86.2% rent
- Use Public Transportation
- Eat at home
- TV trusted source of information
- Avg Rent: \$658

# WHO LIVES IN ALBANY?

Source: GIS Business Analyst, 2018

Emerald  
City  
16.7%



City  
Commons  
12.2%



College  
Towns  
10.8%



Single person, Non-family; Well educated, “foodie” culture, Connected online, Gym, Travel frequently  
Single Female  
Parents, 1/3 some college, ¼ no high school diploma, strive to better themselves

Non-family households, college students or work for a college or services; about new experiences

- Median Age: 37.4
- Average HH Size: 2.06
- Median HH Income: \$59,200
- Median Net Worth: \$52,700
- Half own; half rent
- Median Home Value \$150K-\$300K
- Buy natural, green products, organic food
- Fine arts & music
- Avg Rent: \$1,087
- Median Age: 28.5
- Average HH Size: 2.67
- Median HH Income: \$18,300
- Median Net Worth: \$9,800
- 77% Rent; 23% Own
- Older neighborhoods
- 16% unemployment rate
- 1 or no car; uses transit
- Avg Rent: \$658

- Median Age: 24.5
- Average HH Size: 2.14
- Median HH Income: \$32,200
- Median Net Worth: \$11,600
- 75.4% Rent
- Bike & Pedestrian friendly
- Limited income = thrifty purchases
- Environmentally friendly
- Use good gas mileage vehicles & transit
- Avg Rent: \$658

# WHO LIVES WITHIN DRIVING DISTANCE OF ALBANY?

Source: GIS Business Analyst, 2018

In Style  
9.2%



Urbane Lifestyle,  
mobile devices,  
Professional  
Couples, focus on  
home, planning for  
retirement

Home ownership,  
older SF homes, 2  
incomes, married  
couples, budget  
wisely

- Median Age: 42.0
- Average HH Size: 2.35
- Median HH Income: \$73,000
- Median Net Worth: \$165,800
- 67.8% Own; 32.2% Rent
- 48% Graduates; 77% some college
- 3.6% unemployment
- 67% labor force participation
- Median Home Value \$244K



Parks &  
Rec  
7.7%

Savvy  
Suburbanite  
s  
6.2%



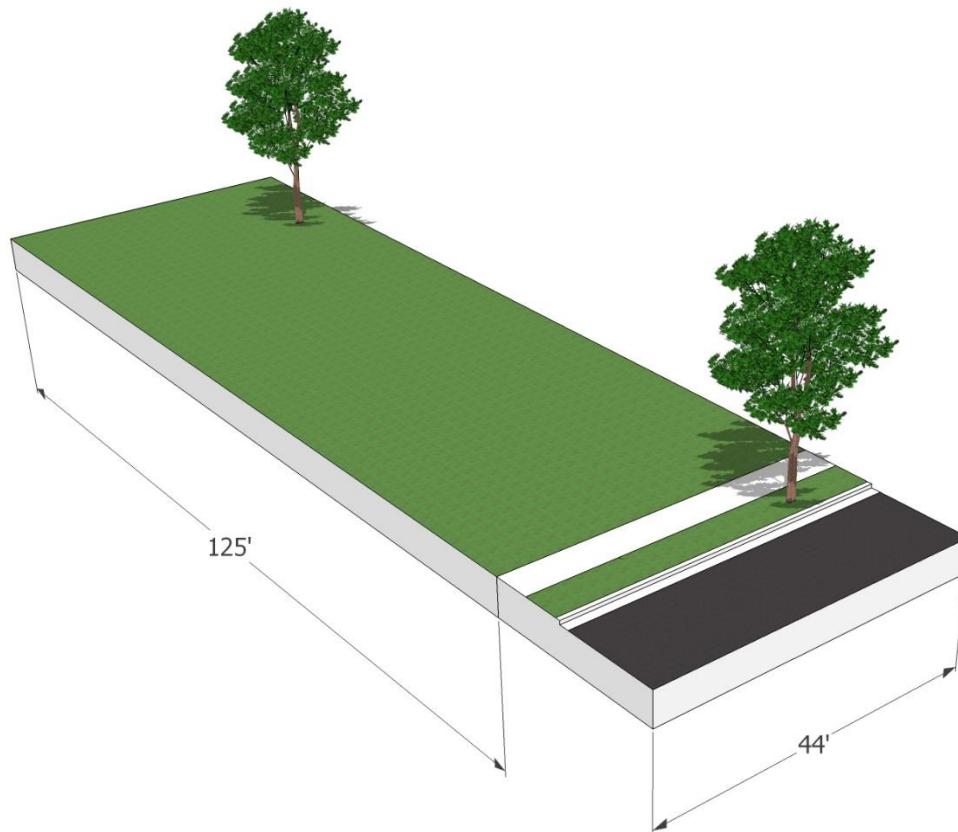
Well educated, adult  
children, older  
neighborhoods  
outside core,  
remodeling,  
gardening, exercise

- Median Age: 45.1
- Average HH Size: 2.85
- Median HH Income: \$108,700
- Median Net Worth: \$518,100
- 90.6% Own
- Low vacancy rates 3.8%
- 50.6% graduates, 77.6% some college
- 3.5% unemployment
- 67.9% labor participation
- Median Home Value \$363K

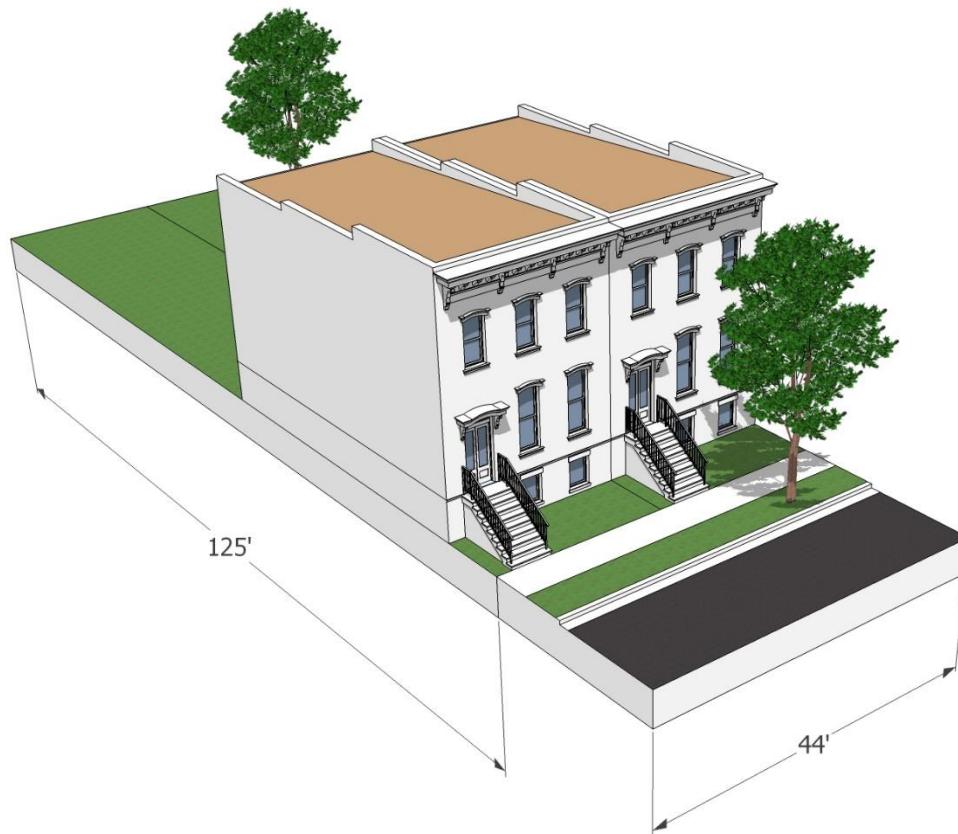
# DIFFERENT KINDS OF PEOPLE NEEDS DIFFERENT KINDS OF HOUSES



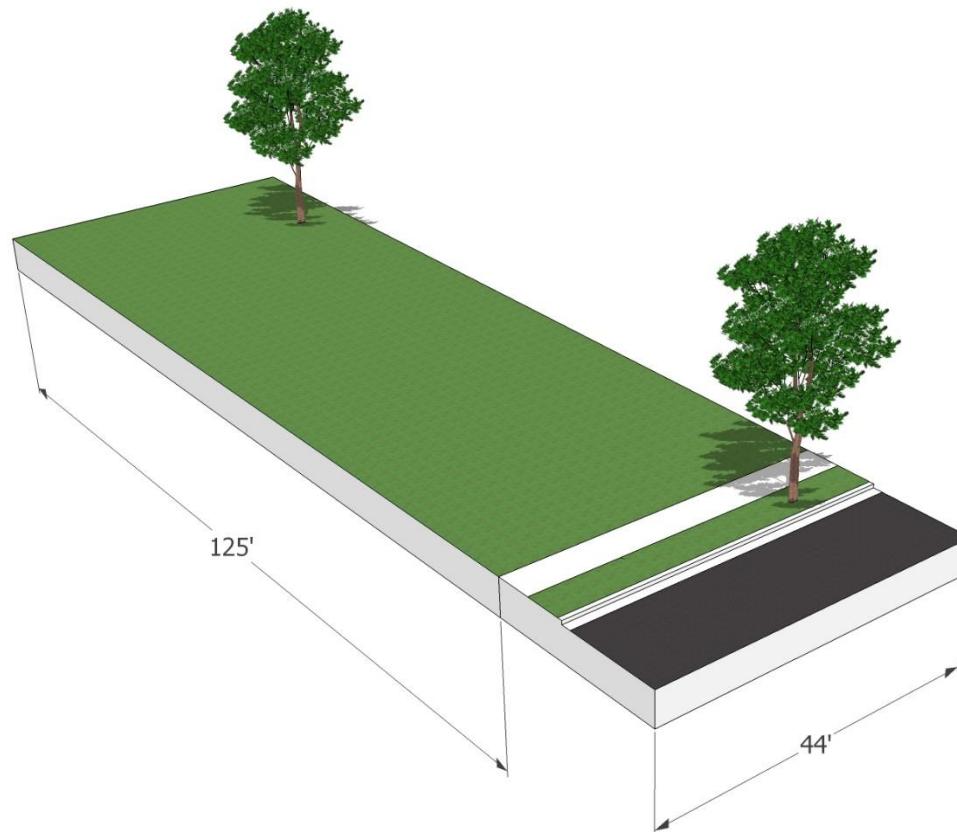
# West Hill – Vacant Lot



# Harder to get the private sector to build



# West Hill – Vacant Lot



# West Hill - Fourplex



# West Hill – Single Family with ADU



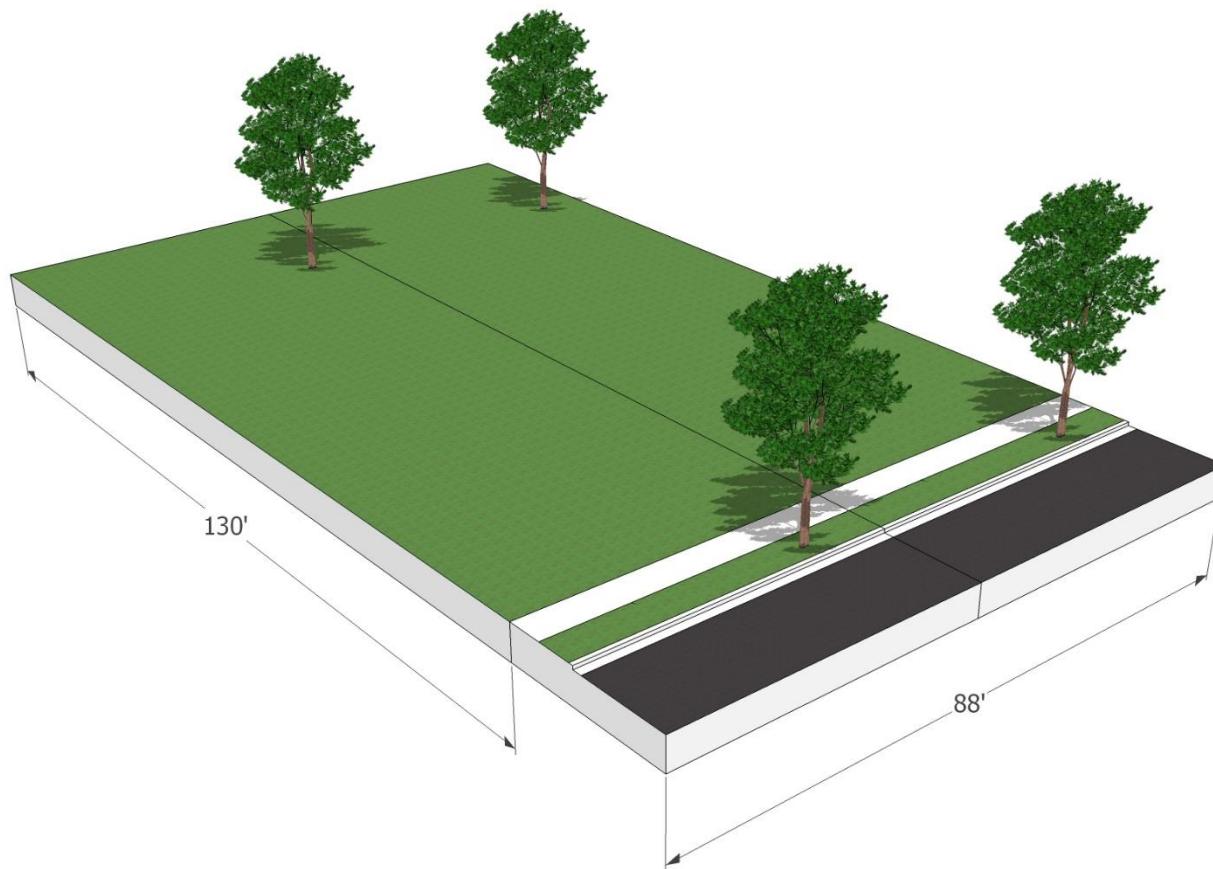
# West Hill – Small Office or Live/Work



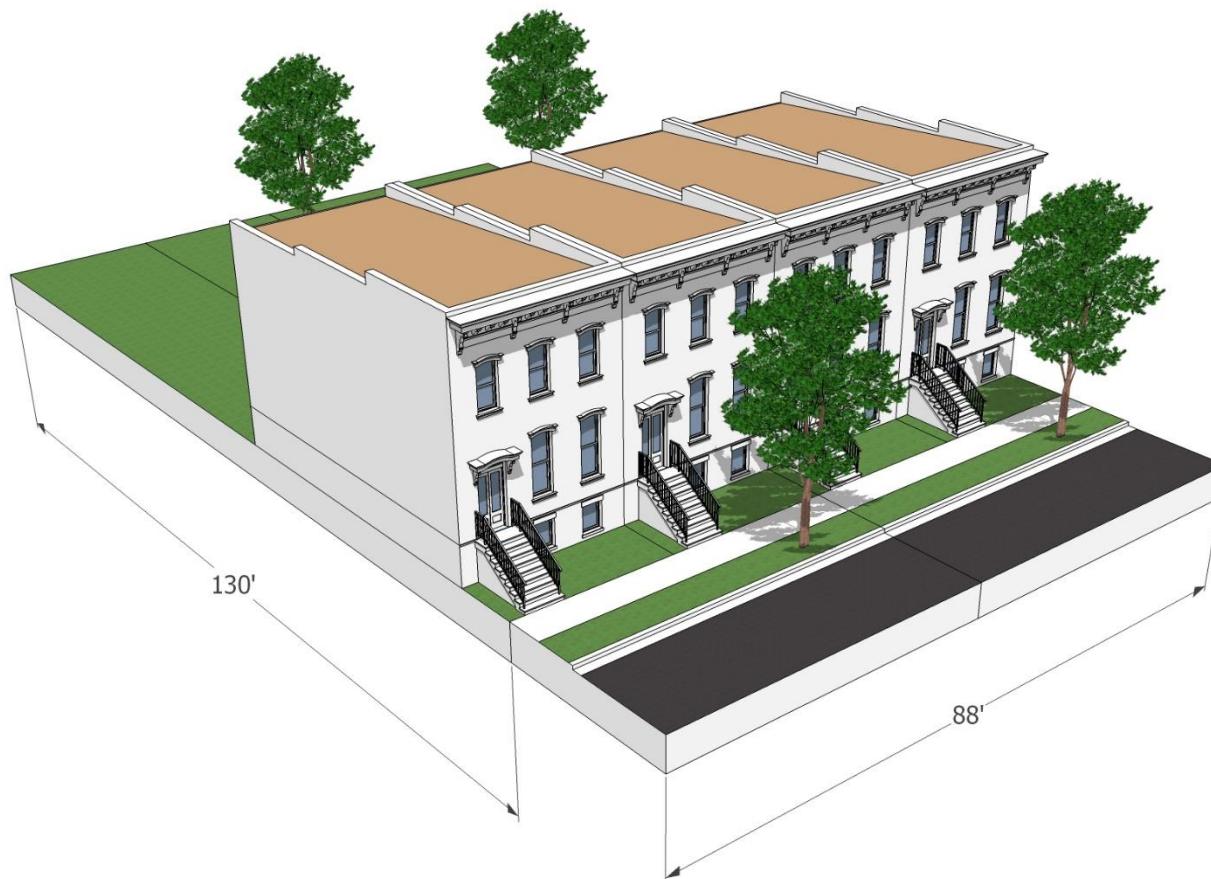
# West Hill - Live/Work with ADU



# West Hill – Vacant Lot



# West Hill – Allowed / Encouraged by Zoning



# West Hill – Small Apartment



# West Hill – Cottage Court



# West Hill – Cottage Court through the block



# West Hill – Cottage Court through the block



900 sq. ft. (2-3 bedrooms)

# West Hill – Cottage Court through the block



884 sq. ft. (2-3 bedrooms)

# courtyard housing



Courtyard Homes Thomasville, Georgia

# courtyard housing



Buena Vista, Colorado

# courtyard housing



Ocean Springs, Mississippi

# “tiny houses” in Albany



2<sup>nd</sup> Street near Ontario

# courtyard housing

- 2 br 1 ba
- 480 square feet



# courtyard housing

- 2 br 1 ba
- 612 square feet



# courtyard housing

- 2 br 1 ba
- 675 square feet



# courtyard housing

- 2 br 1 ba
- 888 square feet



# courtyard housing

- 3 br 2 ba
- 1,080 square feet



# courtyard housing

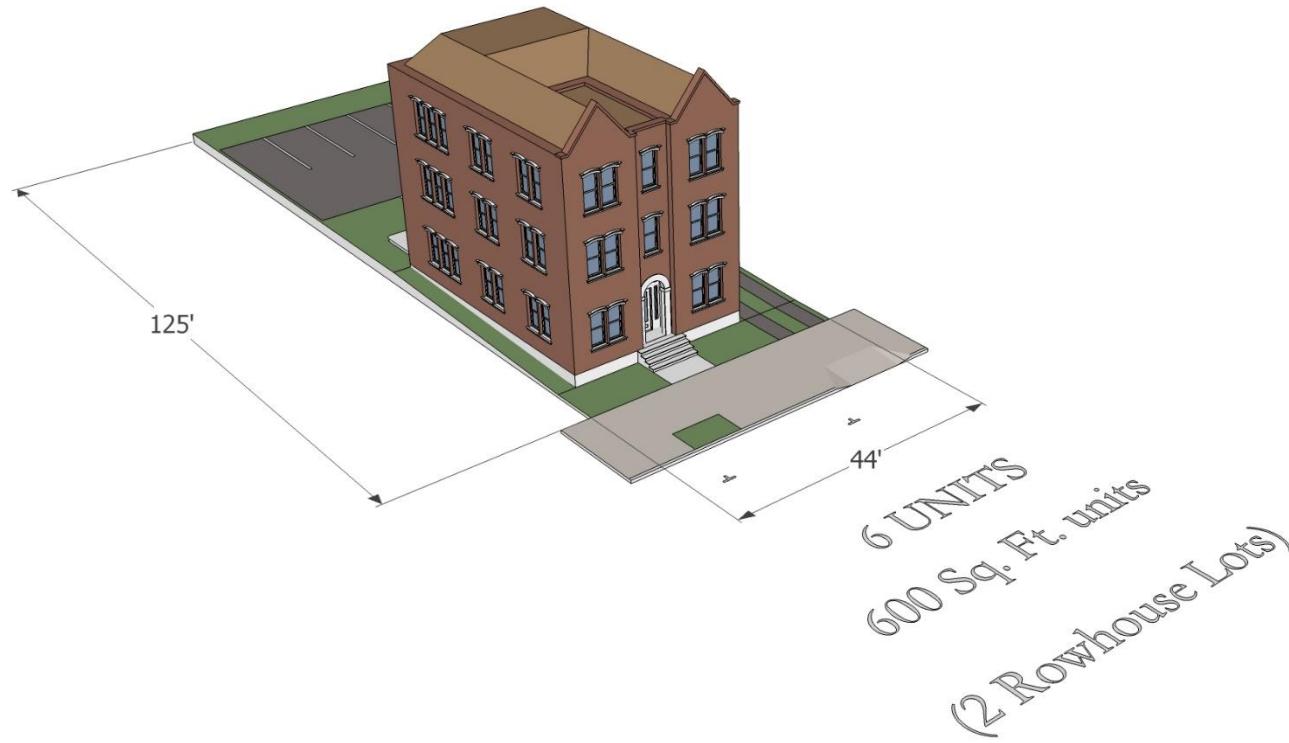
- 3 br 2 ba
- 1,112 square feet



# West Hill – Restoring Neighborhood Fabric



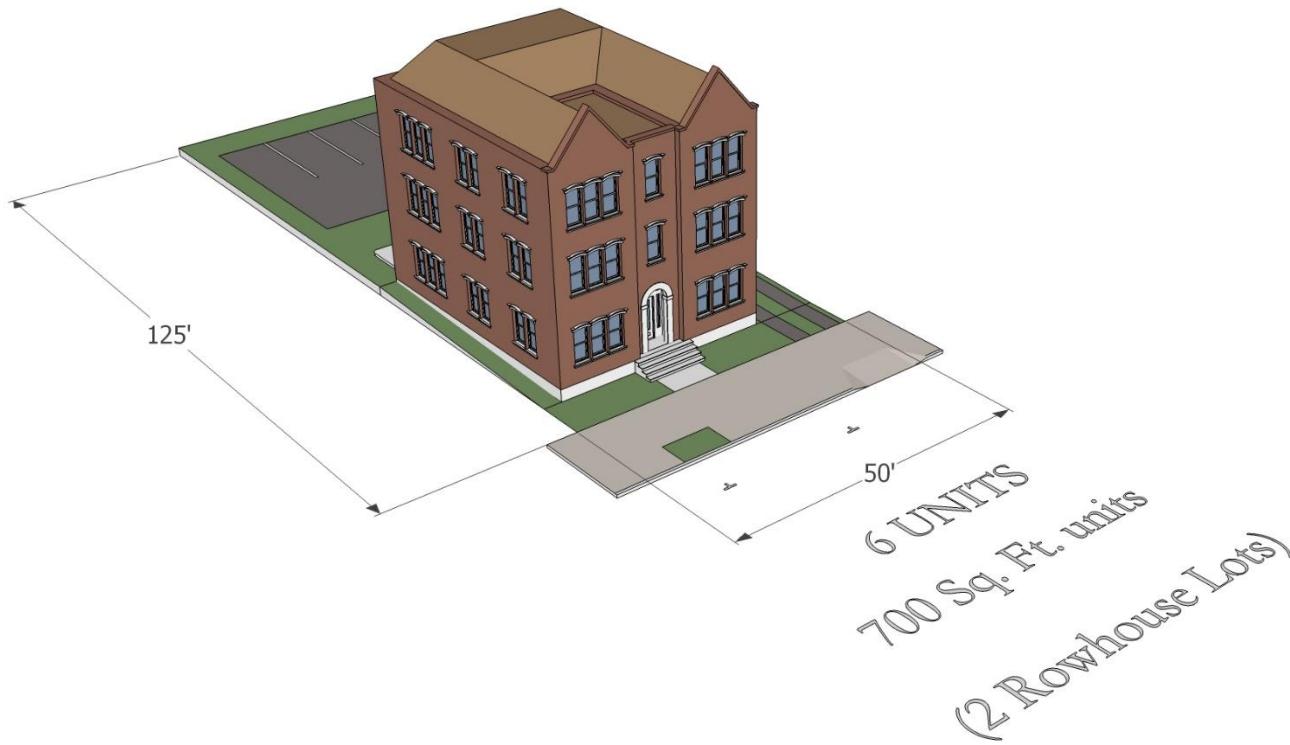
# West Hill – 6 Units; 5,500 sq. ft. lot



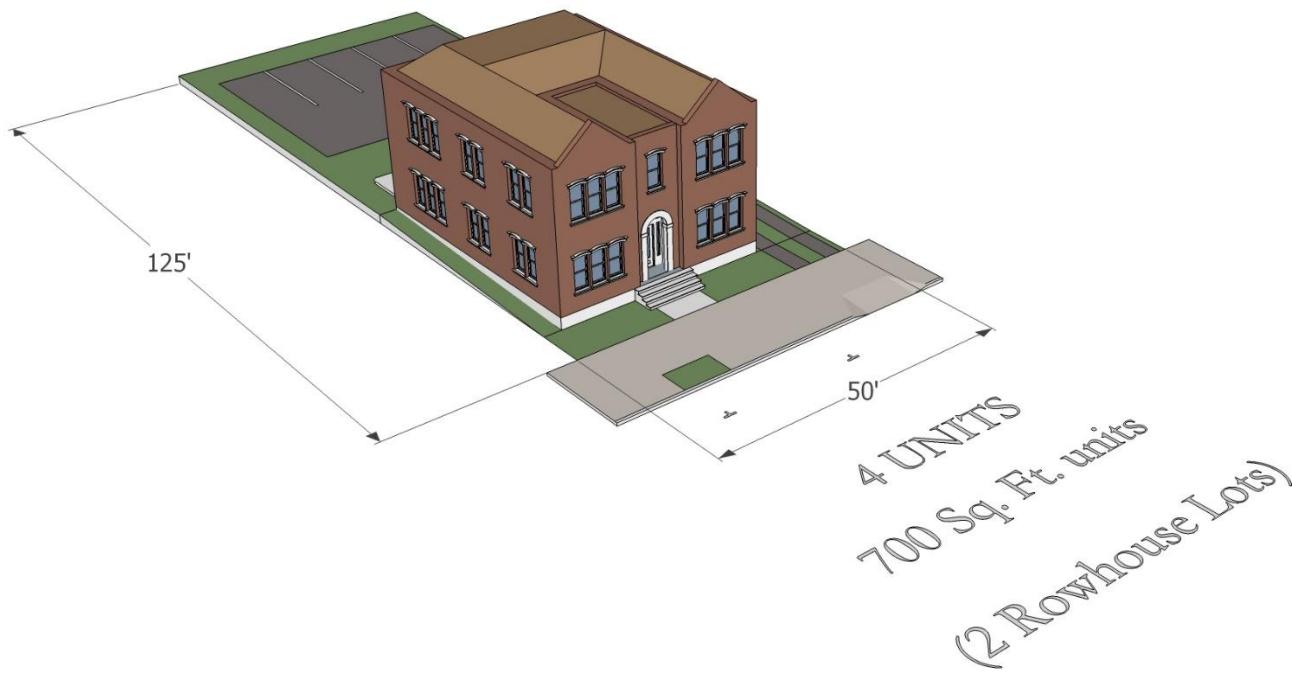
# West Hill – 4 Units; 5,500 sq. ft. lot



# West Hill – 6 Units; 6,250 sq. ft. lot



# West Hill – 4 Units; 6,250 sq. ft. lot



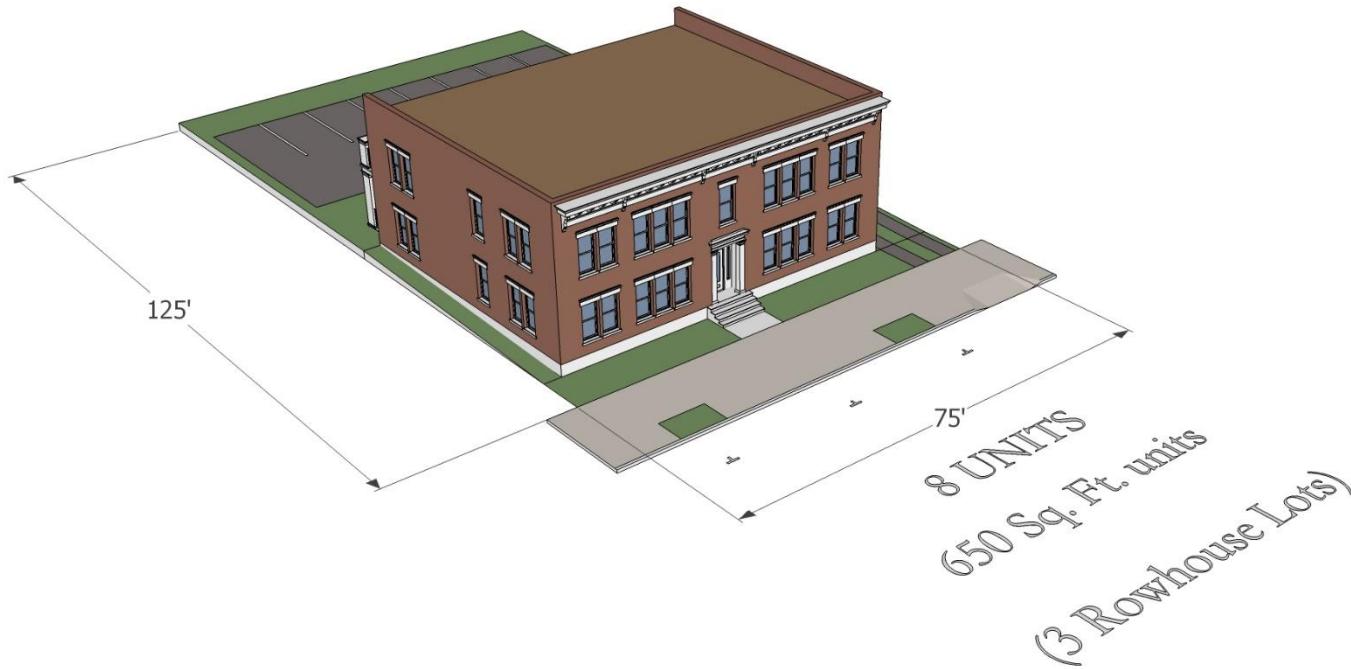
# West Hill – 8 Units; 8,250 sq. ft. lot



# West Hill – 9-12 Units; 8,250 sq. ft. lot



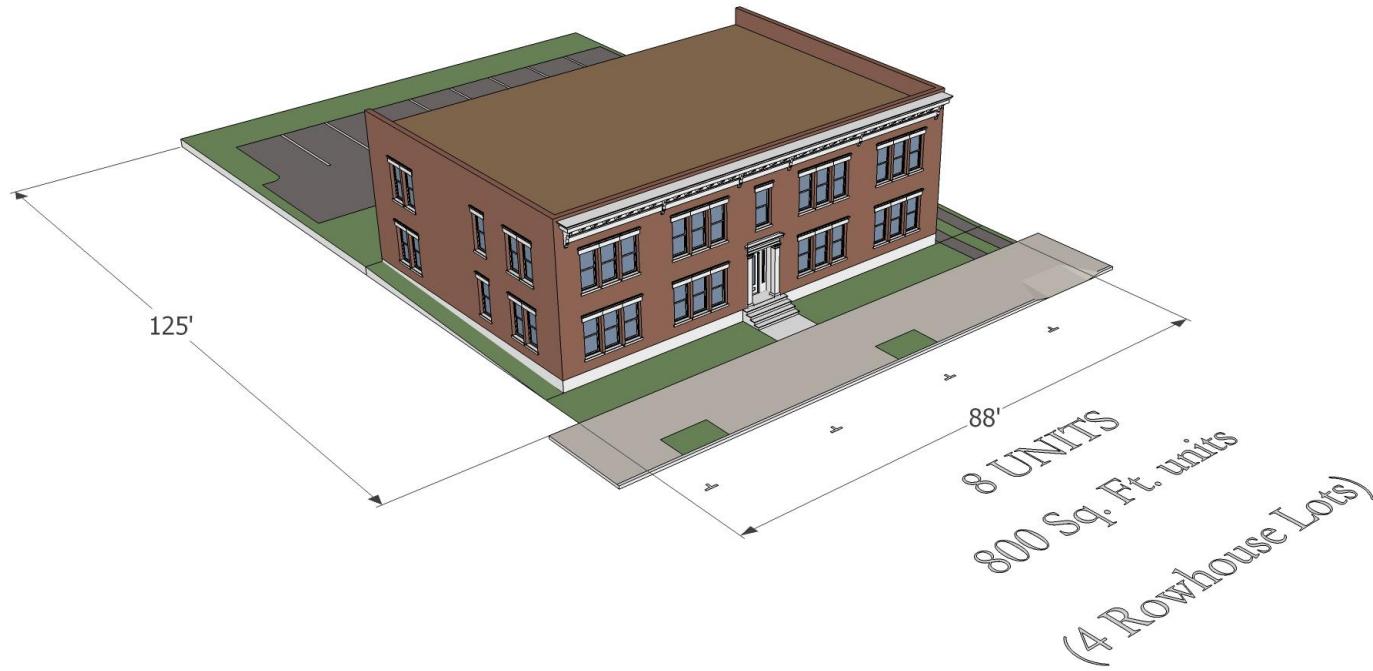
# West Hill – 8 Units; 9,375 sq. ft. lot



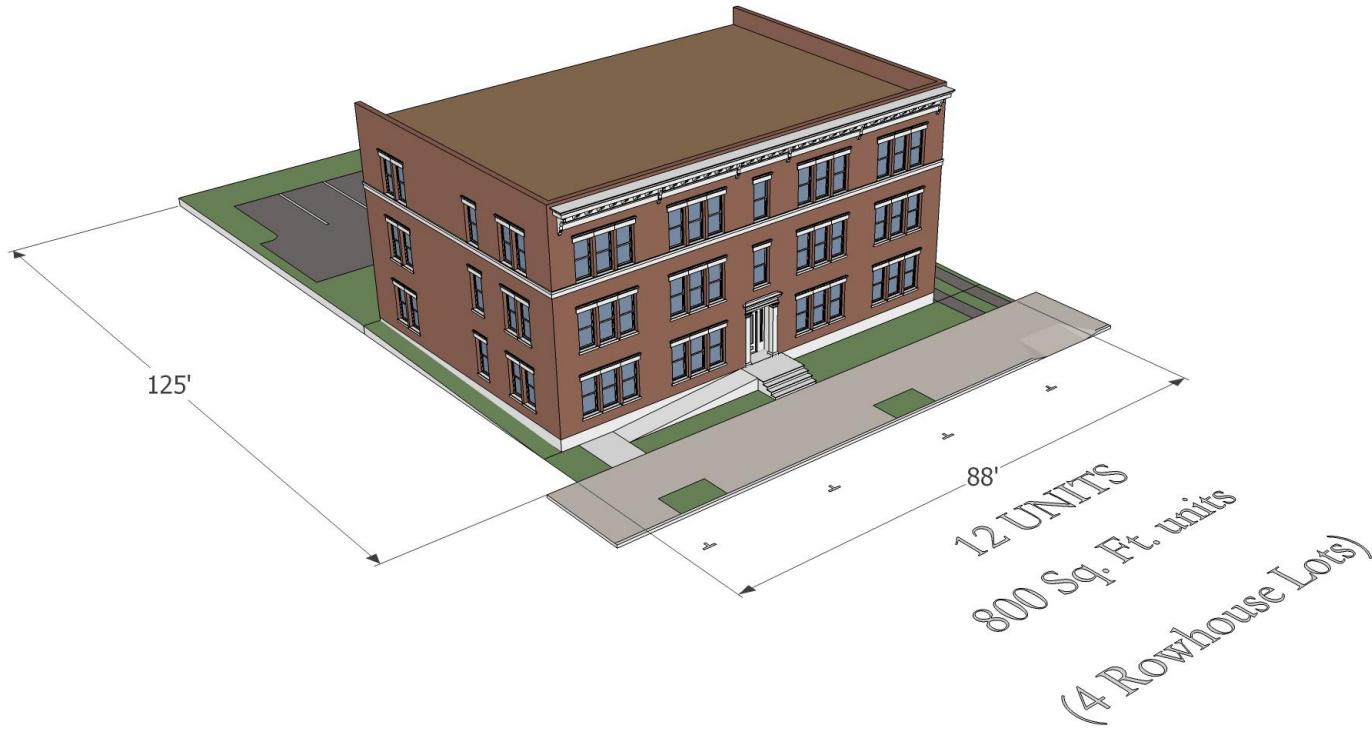
# West Hill – 9-12 Units; 9,375 sq. ft. lot



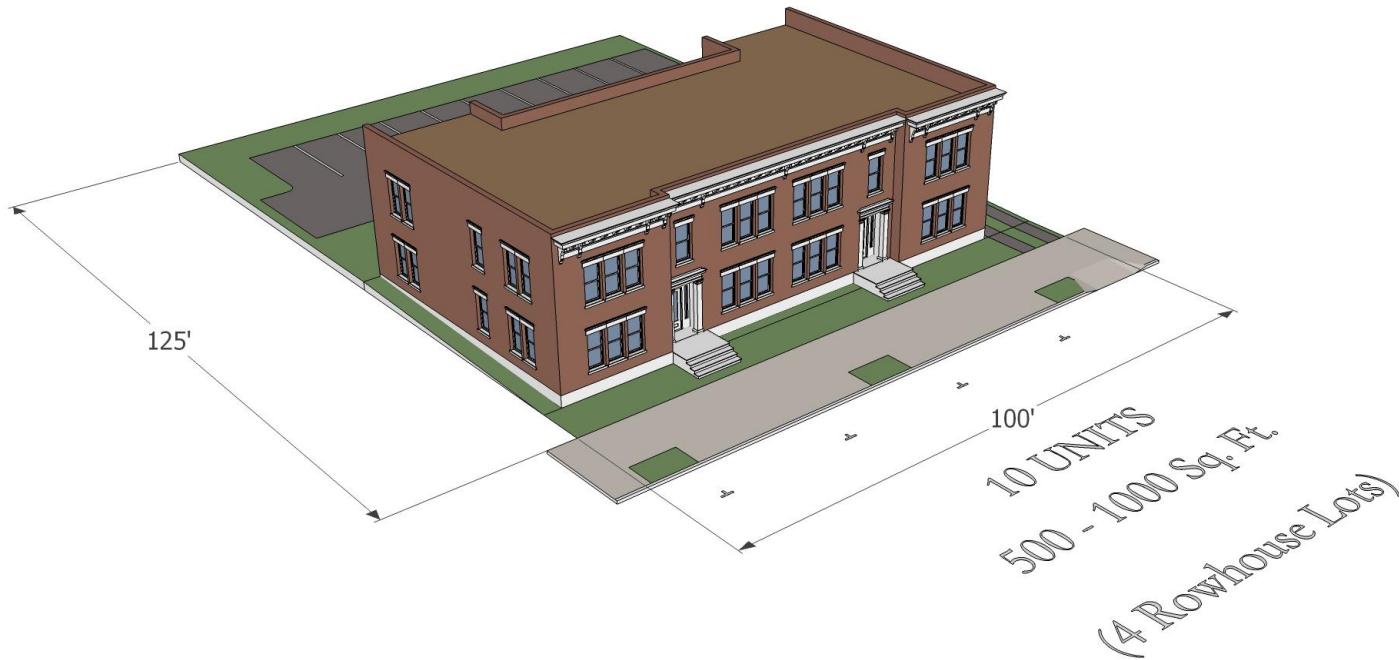
# West Hill – 8 Units; 11,000 sq. ft. lot



# West Hill – 12 Units; 11,000 sq. ft. lot



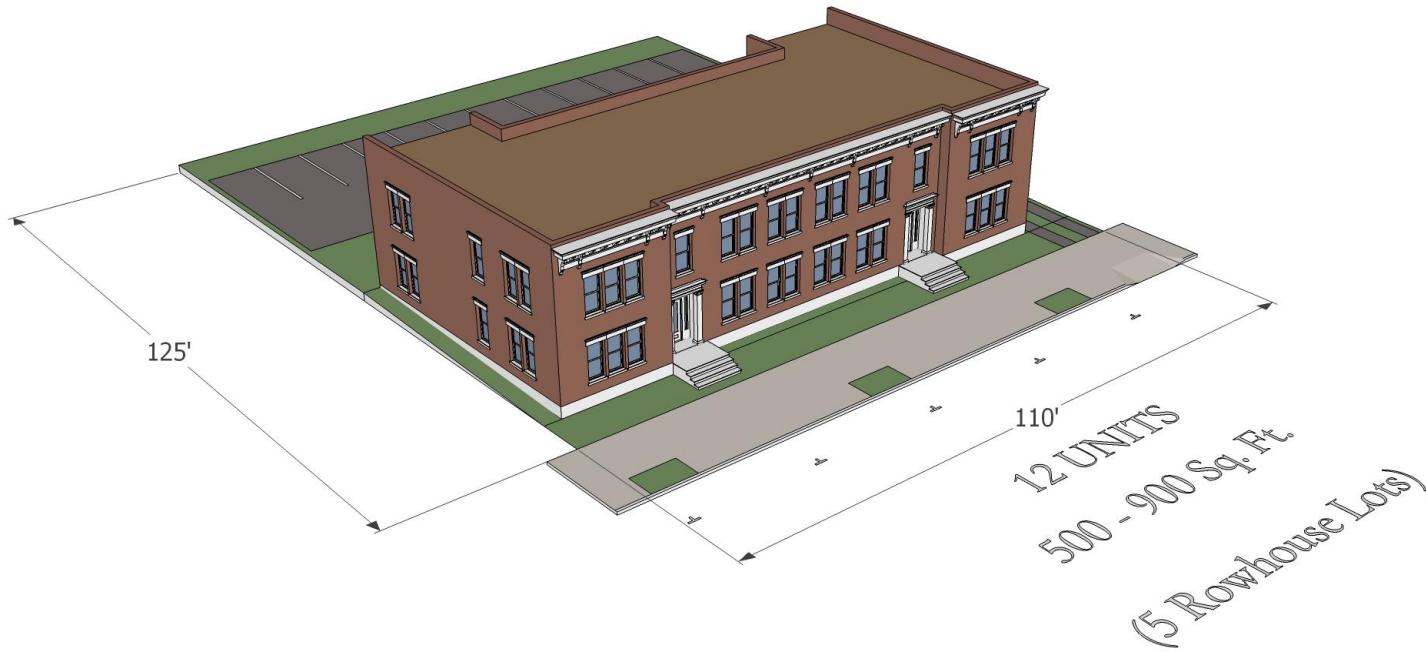
# West Hill – 10 Units; 12,500 sq. ft. lot



# West Hill – 16 Units; 12,500 sq. ft. lot



# West Hill – 12 Units; 13,750 sq. ft. lot



# West Hill – 16-18 Units; 13,750 sq. ft lot



# small apartment buildings



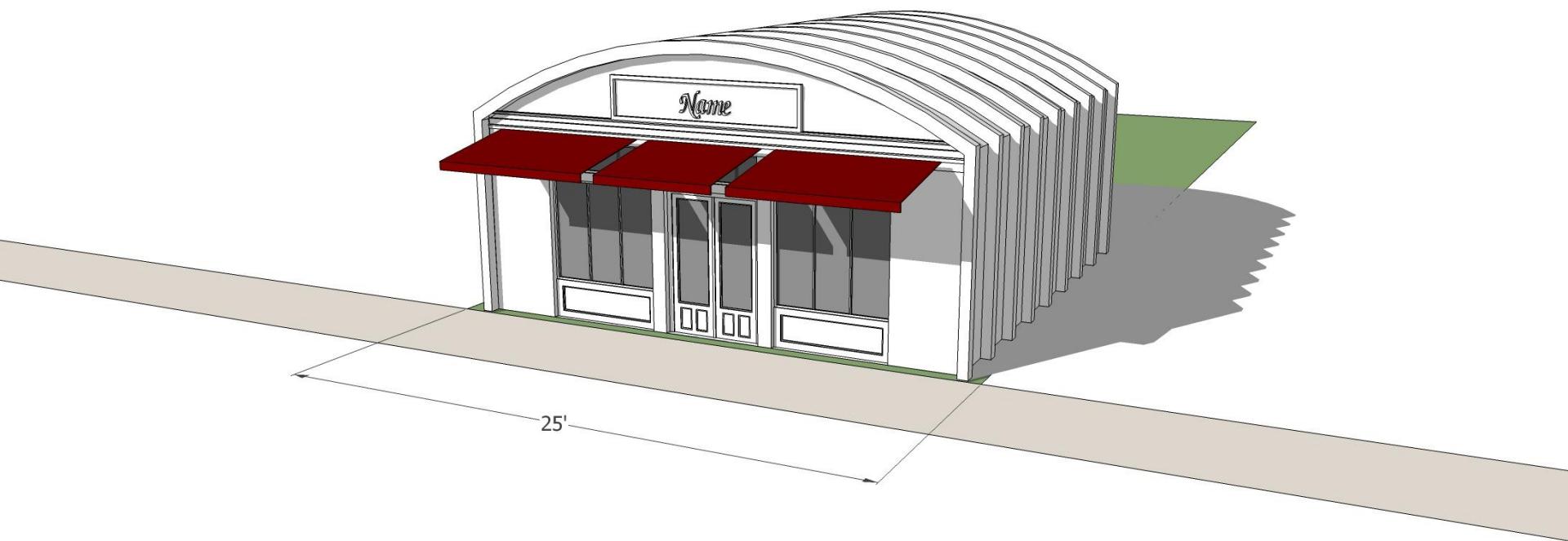
historic precedent

# small apartment buildings



historic precedent

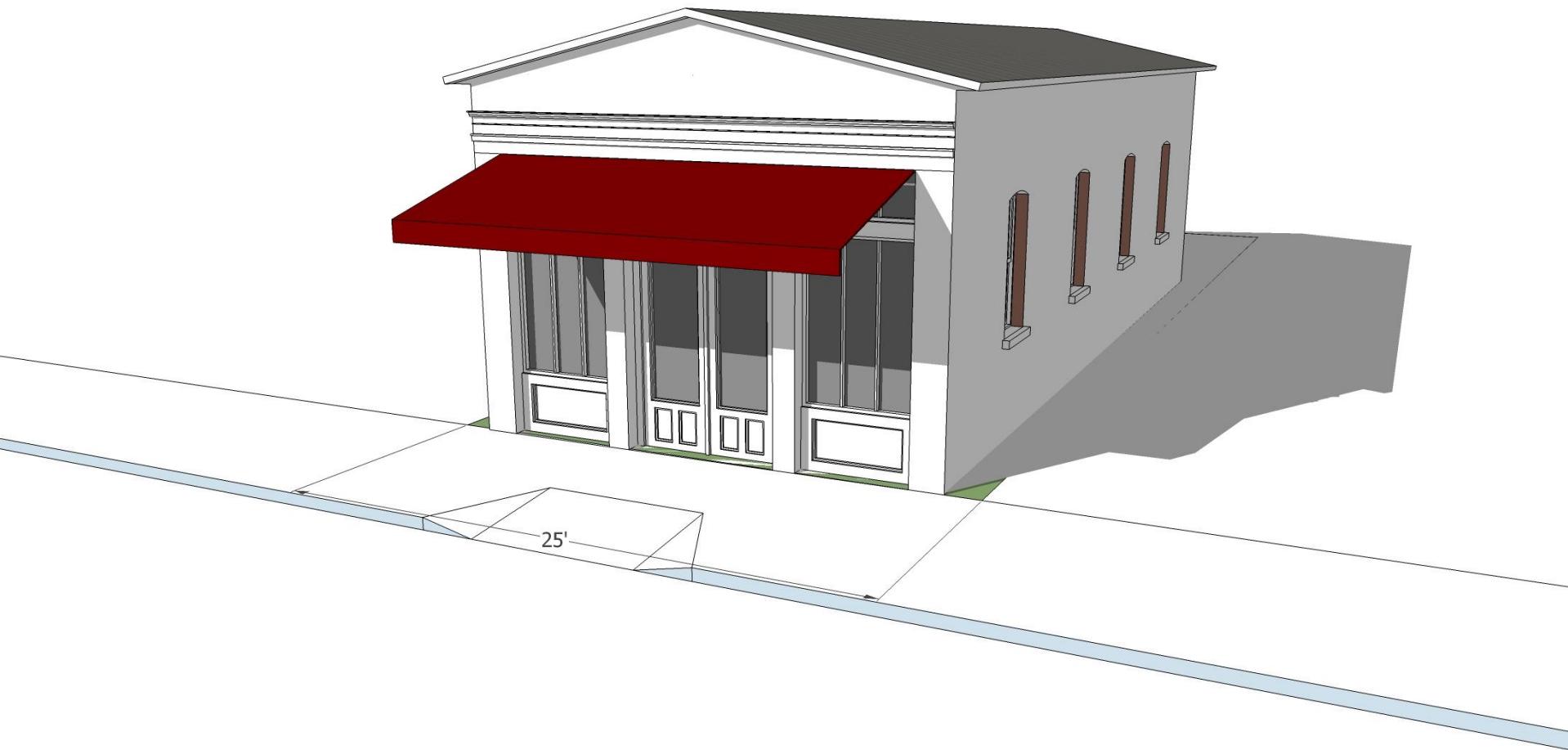
# First New Commercial Buildings



# First New Commercial Buildings



# First New Commercial Buildings

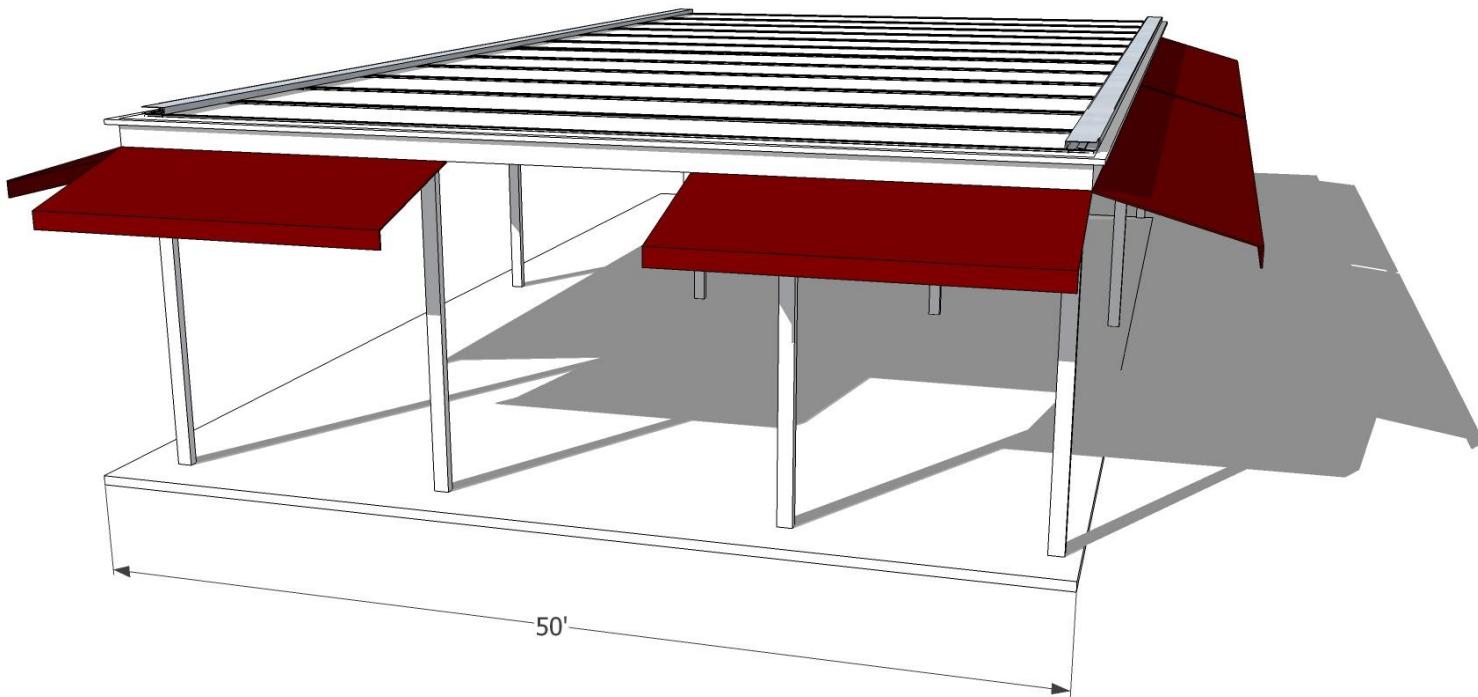


# City Line Café & Deli



# First New Commercial Buildings

## – Market Structure



What works economically and  
without public money?

# Financial analysis cost estimates (building with land costs) in thousands

\$'000/Building	Large Townhouse	Small Townhouse	Cottage	MultiFamily	Pre-Fab Cottage
GSF/Building	2400	1500	1000	2100	888
Land acq	2.5	2.5	1.5	5.0	1.5
Land prep	15.0	15.0	15.0	20.0	15.0
Hard costs	271.2	189.0	143.0	336.0	96.8
Soft costs	42.9	30.6	23.7	53.4	23.7
Dev fee*	9.8	7.0	5.4	12.2	5.4
Contingency	16.4	11.7	9.0	20.4	9.0
Permits	5.0	5.0	5.0	15.0	5.0
Financing	25.5	18.4	14.3	32.7	14.3
<b>Total</b>	<b>\$388.5</b>	<b>\$279.2</b>	<b>\$217.0</b>	<b>\$494.9</b>	<b>\$170.7</b>
<b>\$/GSF</b>	<b>\$161.89</b>	<b>\$186.19</b>	<b>\$217.07</b>	<b>\$235.68</b>	<b>\$192.22</b>

Conservative estimates. Most builders can economize on these figures  
 Developer's fee may not apply Contractor profit already included in hard costs

# Financial analysis returns on rentals (single building)

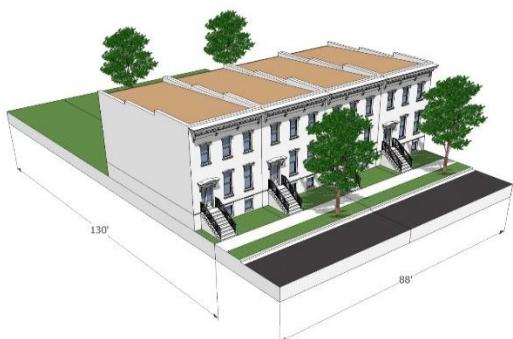
	Large Townhome	Small Townhome	Cottage	MultiFamily
<b>No land cost</b>				
<i>Unleveraged IRR</i>	8.73%	8.61%	8.79%	8.55%
<i>Leveraged IRR</i>	11.99%	11.66%	11.08%	10.58%
<hr/>				
<b>With land cost</b>				
<i>Unleveraged IRR</i>	8.59%	8.41%	8.64%	8.34%
<i>Leveraged IRR</i>	10.65%	10.27%	10.76%	10.12%

The Internal Rate of Return (IRR) is used as an estimate of profitability

Unleveraged: Involving loans

Leveraged: Not involving loans

# Does the Project Work?



sales price  
per unit

\$253K  
per unit

rental income per  
year (all units)

\$48K  
4 units

\$160K  
per unit

\$36K  
4 units

\$110K  
per unit

\$60K  
6 units

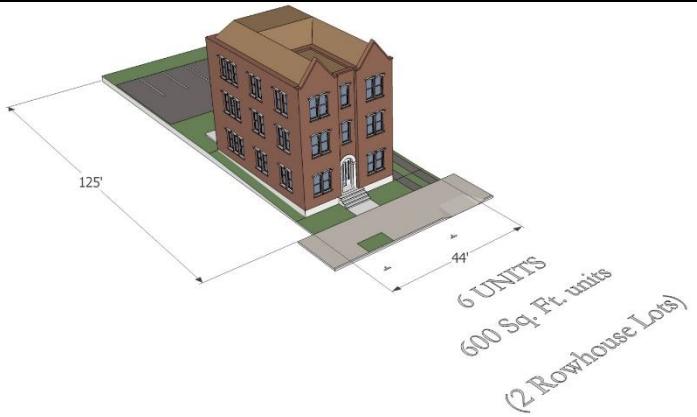
red = needs public subsidy

green = doesn't need public subsidy

# Does the Project Work?

sales price  
per unit

rental income per  
year (all units)



**\$110K  
per unit**

**\$60K per year  
6 units**



**\$105K  
per unit**

**\$144K per year  
12 units**



**\$85K  
per unit**

**\$216K per year  
18 units**

red = needs public subsidy

green = doesn't need public subsidy

# Does the Project Work?

sales price  
per unit

rental income per  
year (all units)



\$73K  
per 1/1 unit

\$144K per year  
14 units



\$88K  
per 3/1 unit

\$151K per year  
14 units

red = needs public subsidy

green = doesn't need public subsidy

# is new construction competitive?



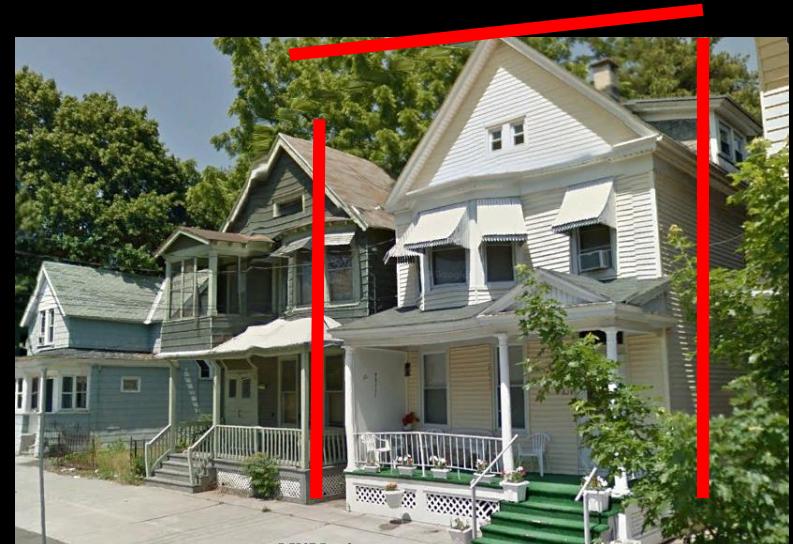
\$480K across from Washington Park



\$270K in Helderberg

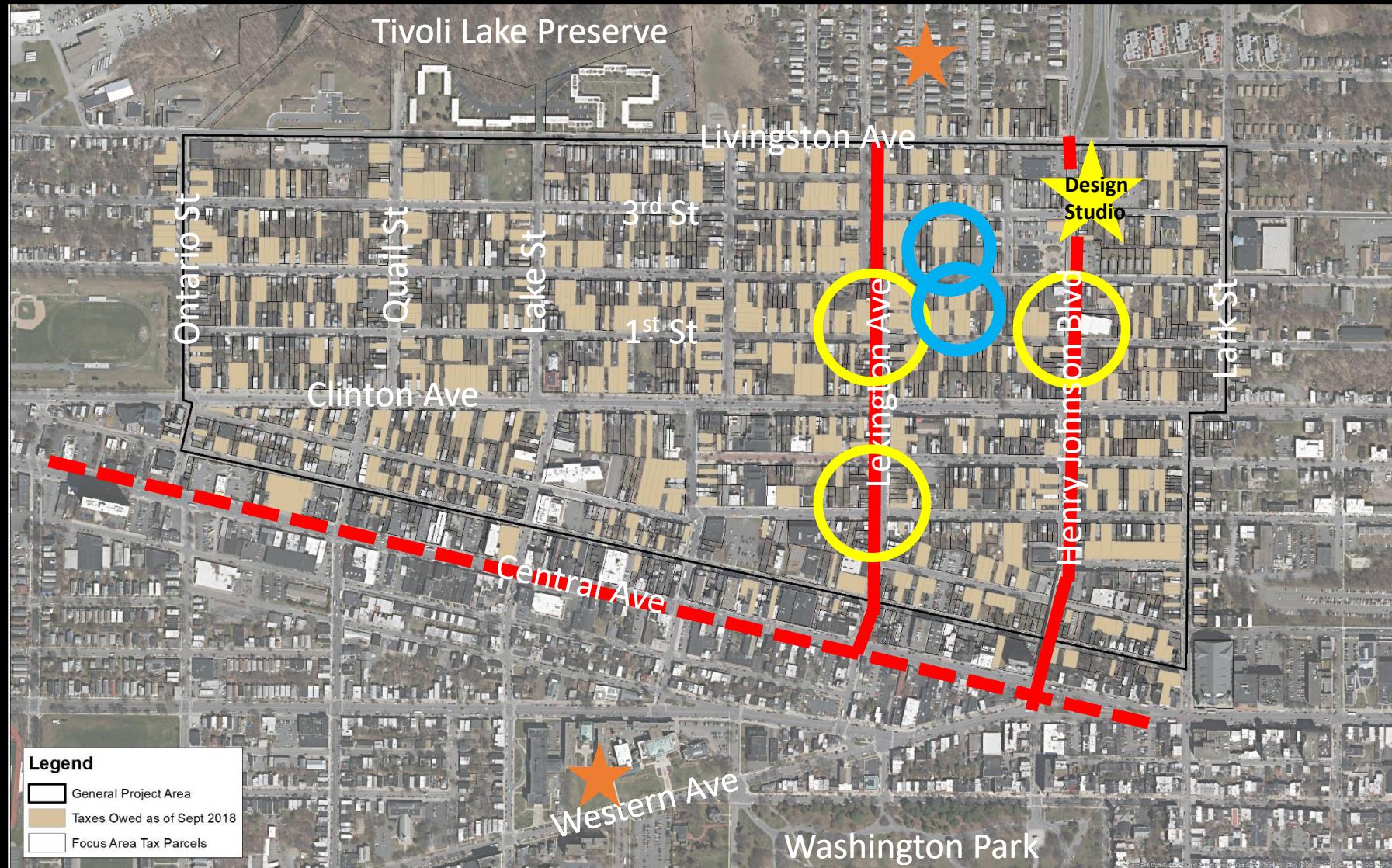


\$380K in Center Square



\$160K off Central Ave

# West Hill – Opportunity Areas



# West Hill – Cottage Court through the block



900 sq. ft. (2-3 bedrooms)

# West Hill infill development



existing conditions

# West Hill infill development



with potential development in key properties - 50 units (1/1, 2/1, 3/2)

# West Hill infill development



existing conditions

# West Hill infill development



with potential development in key properties - 50 units (1/1 and 2/1 units)

## WYNWOOD YARD, MIAMI



# WYNWOOD YARD, MIAMI



Architectural rendering of Wynwood Green, an 11-story, 189-unit apartment building proposed by Lennar Multifamily Communities on NW 29th Street between First and North Miami Avenues.  
DORSKY \* YUE INTERNATIONAL

Labeled one of the hippest neighborhoods by TripAdvisor, Wynwood will have new office buildings, apartments, and even parking.  
By Christian Colón

## REAL ESTATE NEWS

This new apartment building is moving in. Wynwood Yard and O Cinema are moving out



BY RENE RODRIGUEZ AND JOEY FLECHAS

[rrodriguez@miamiherald.com](mailto:rrodriguez@miamiherald.com)



September 05, 2018 07:14 AM



Updated September 05, 2018 05:05 PM



Two beloved cultural institutions in Wynwood that helped to popularize the neighborhood will be ceding their spaces to a large mixed-use development by the largest home builder in the U.S.

# First New Commercial Buildings – Market Structure



# FOOD TRUCK PLAZA, SAN MARCOS



## FOOD YARD, DALLAS



# Pop-up Space – Existing Site



# Pop-up Space – Initial Steps



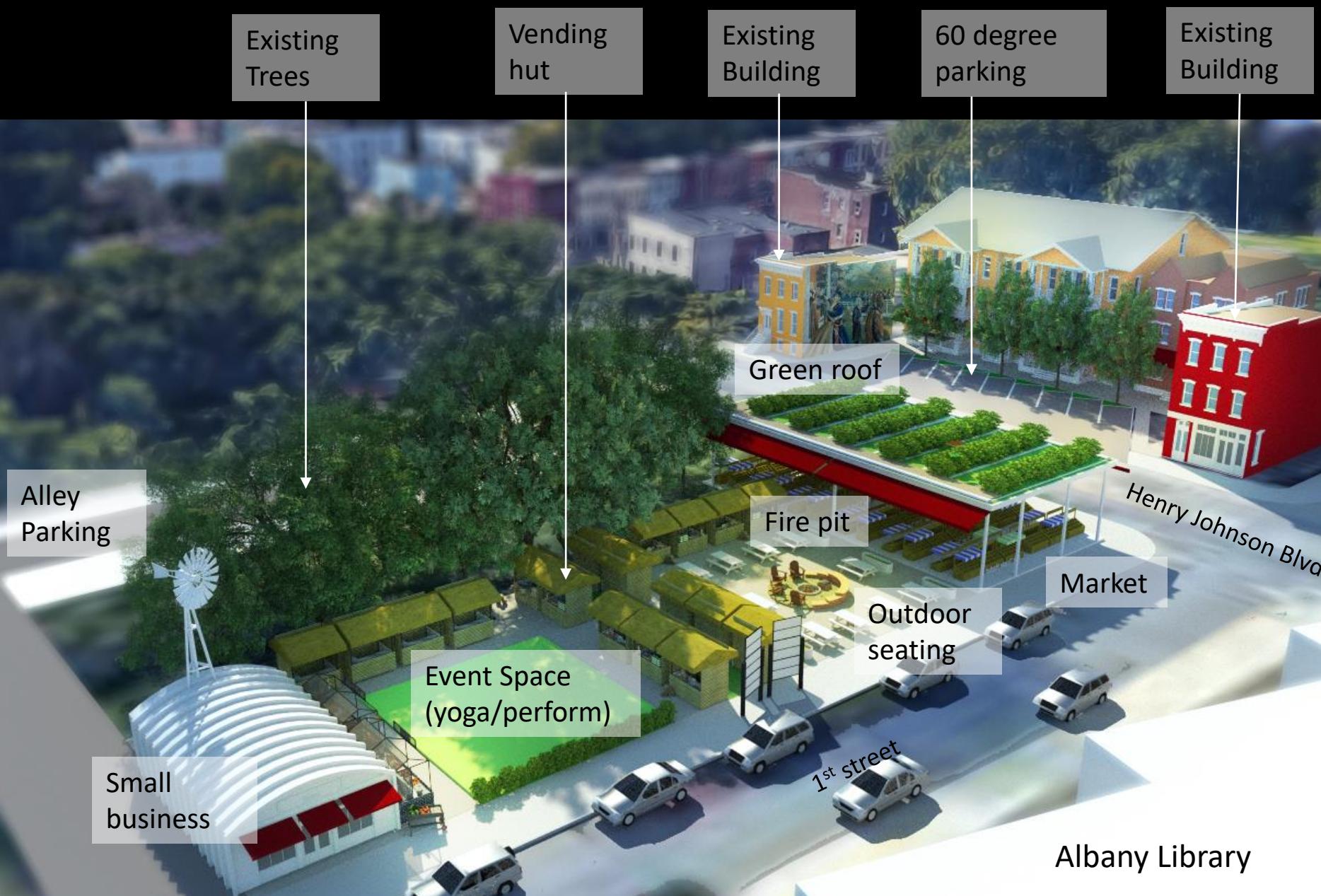
# Pop-up Space – Step 1



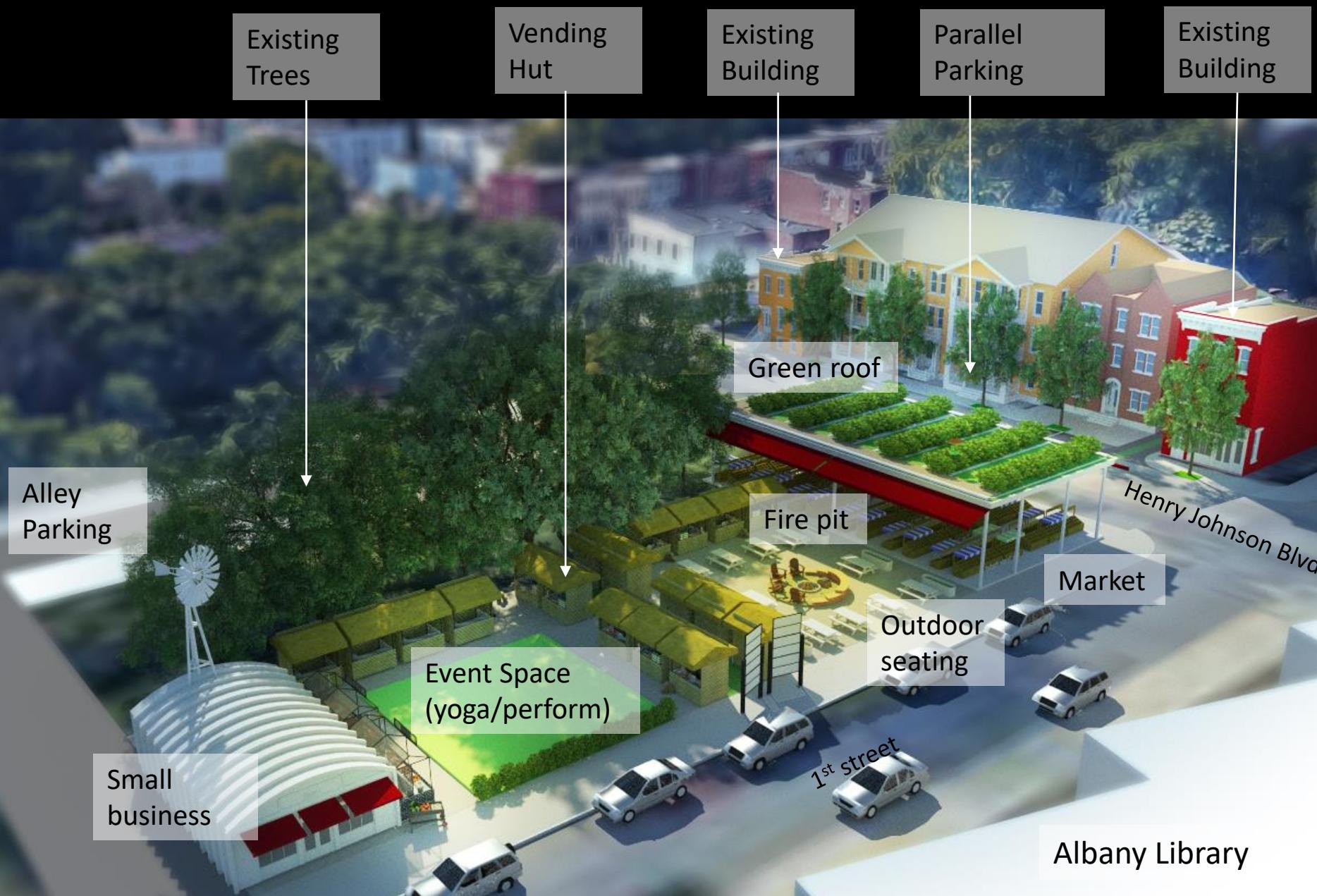
# Pop-up Space – Step 2



# Pop-up Space – Proposed Design Option 1



# Pop-up Space – Proposed Design Option 2

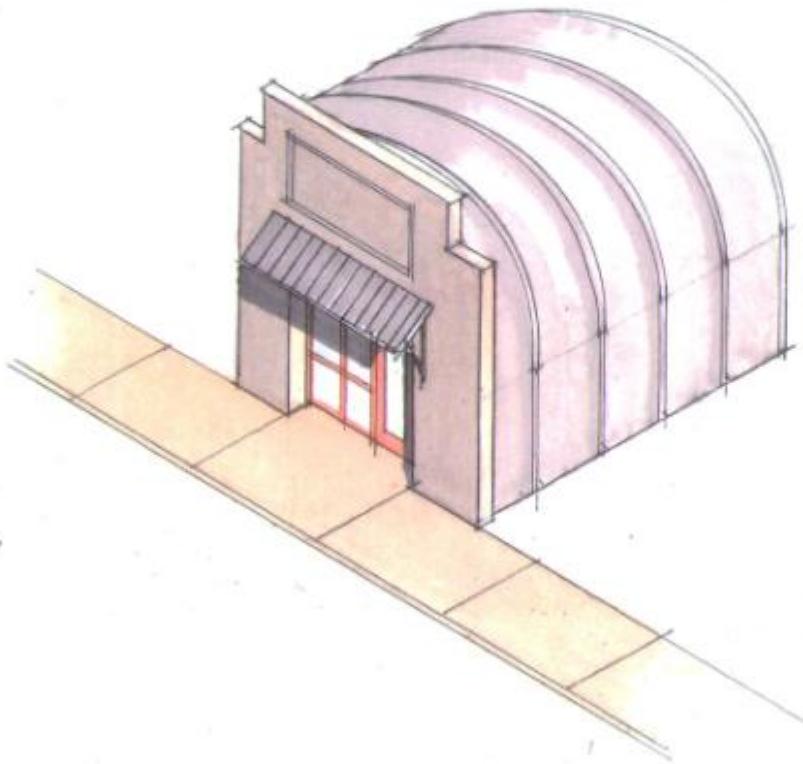


# Questions?

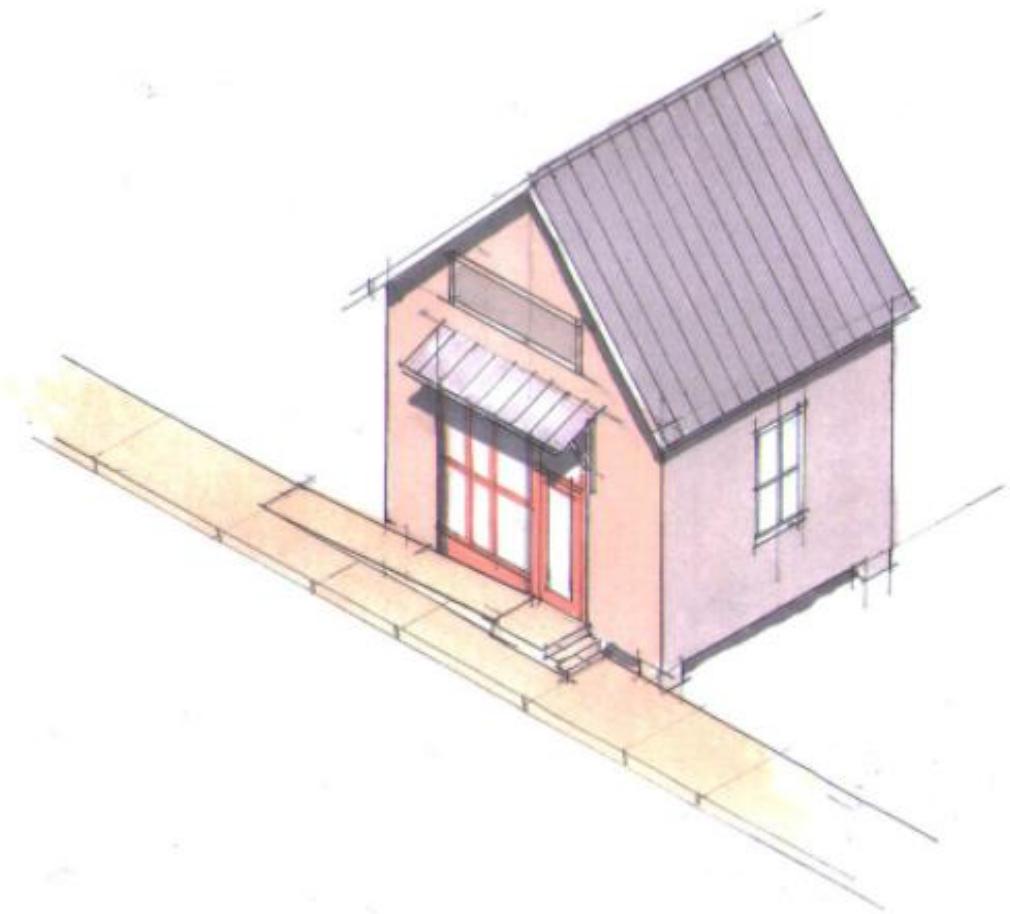
# THE BOX YARD, TULSA



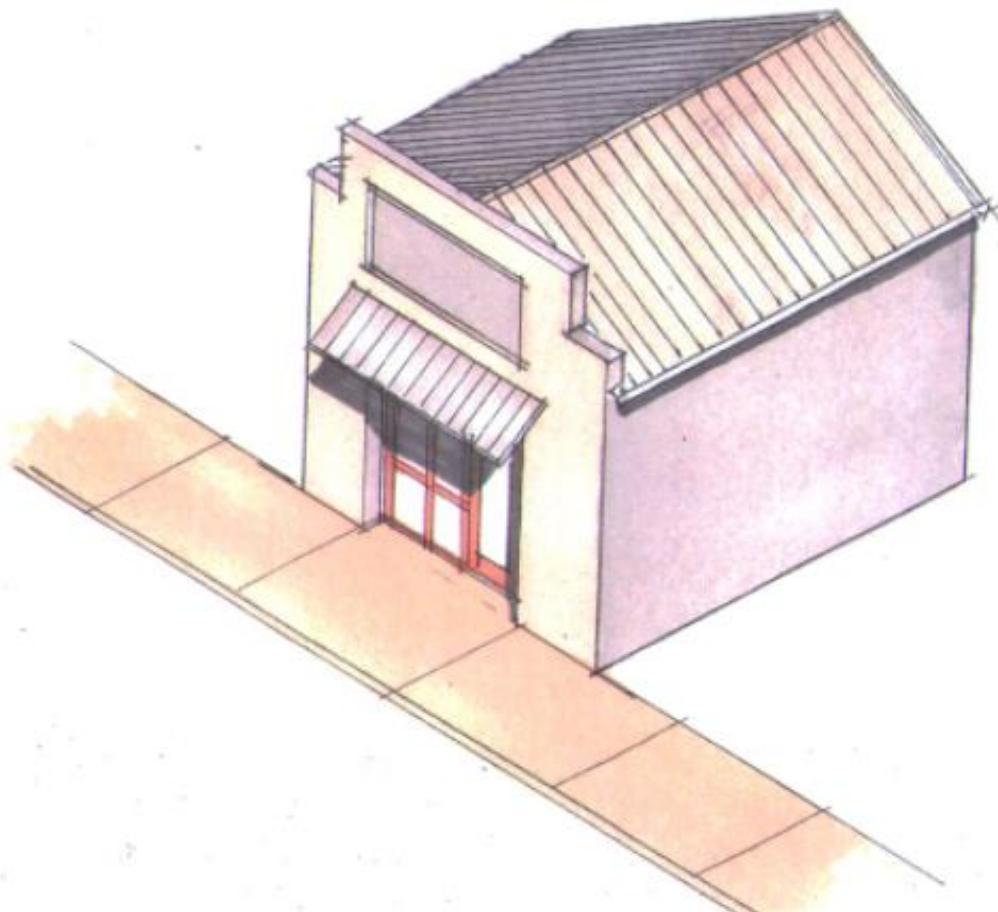
# the first new commercial buildings



# the first new commercial buildings



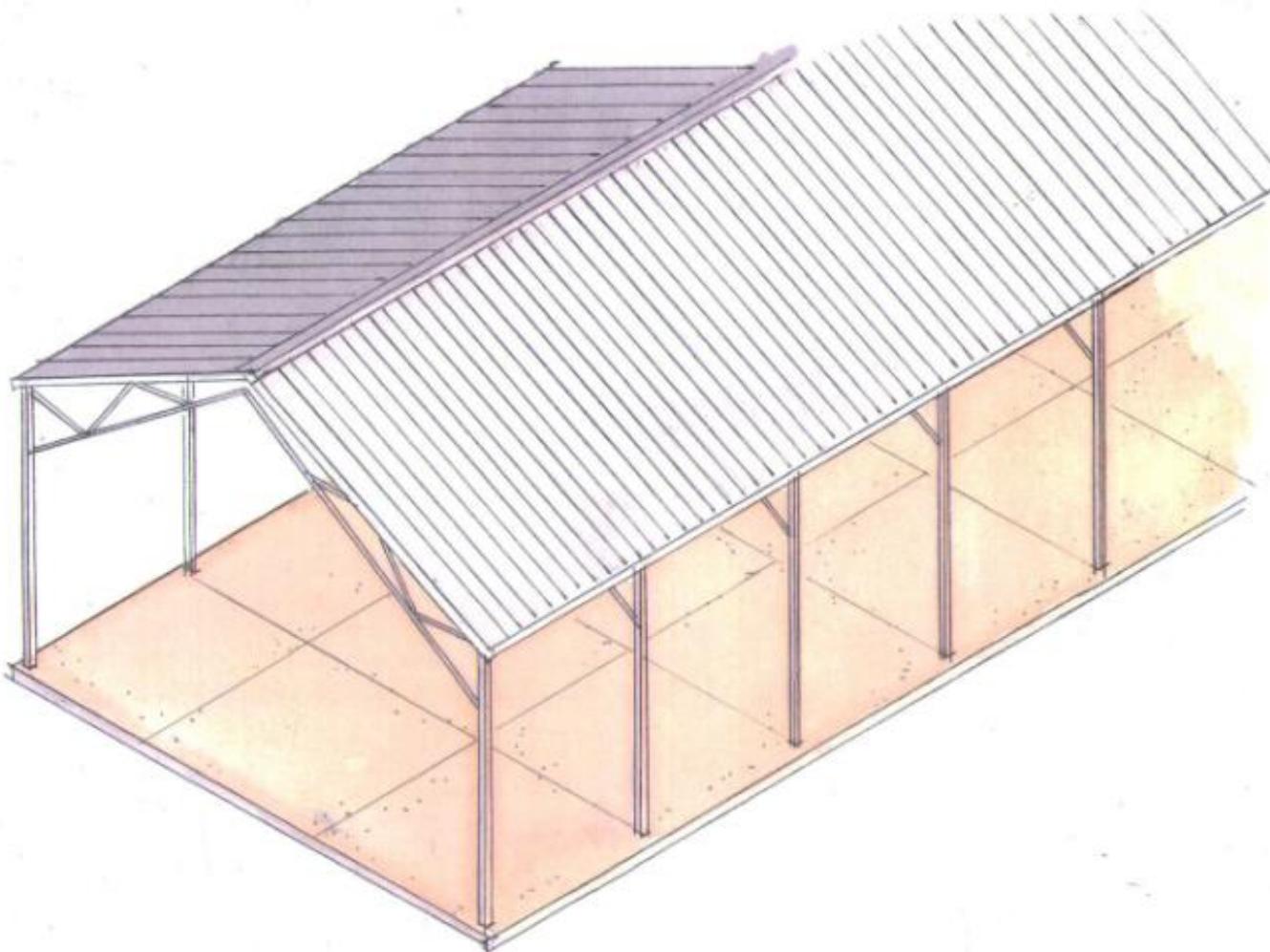
# the first new commercial buildings



# the first new commercial buildings



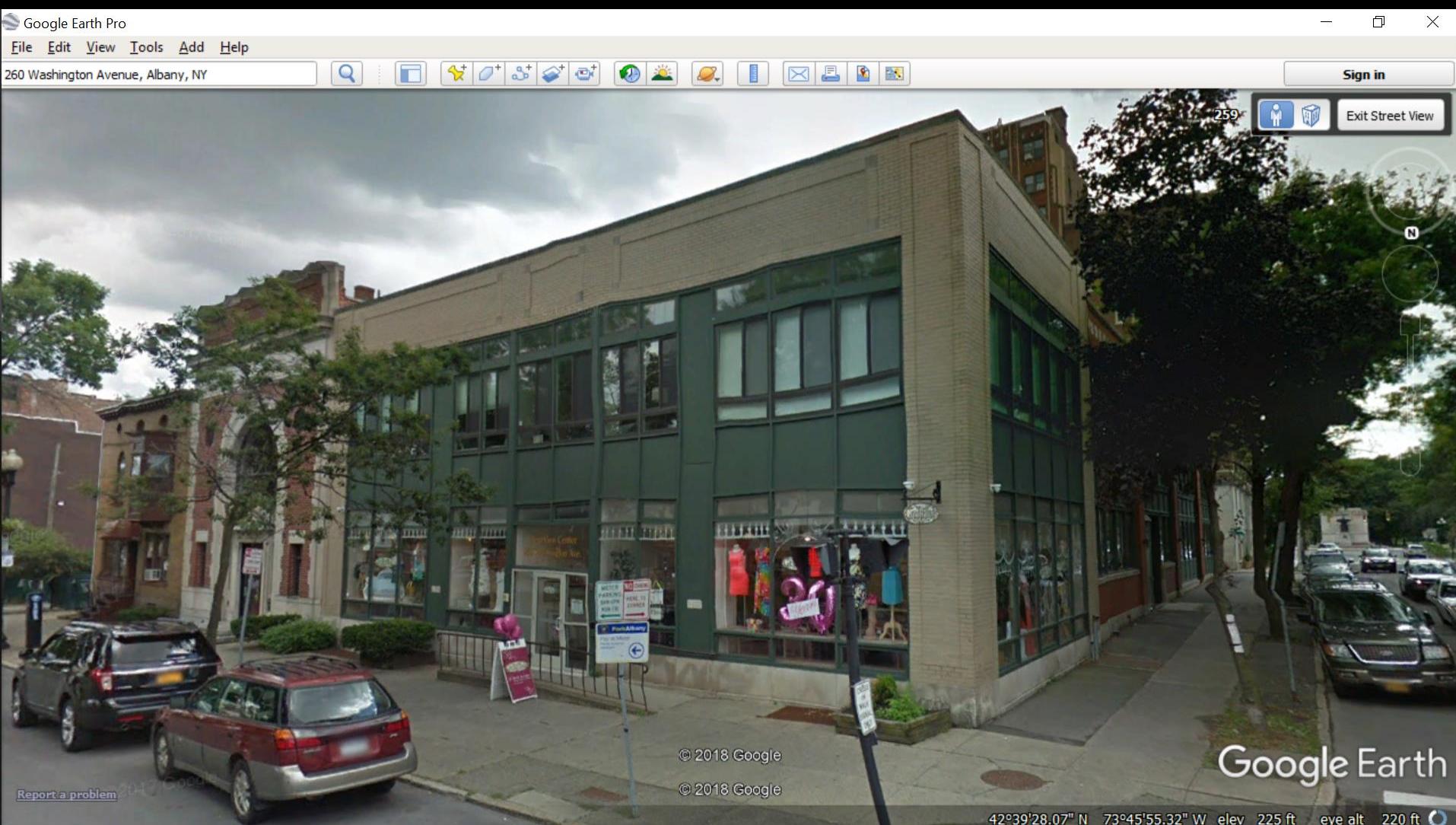
# the first new commercial buildings



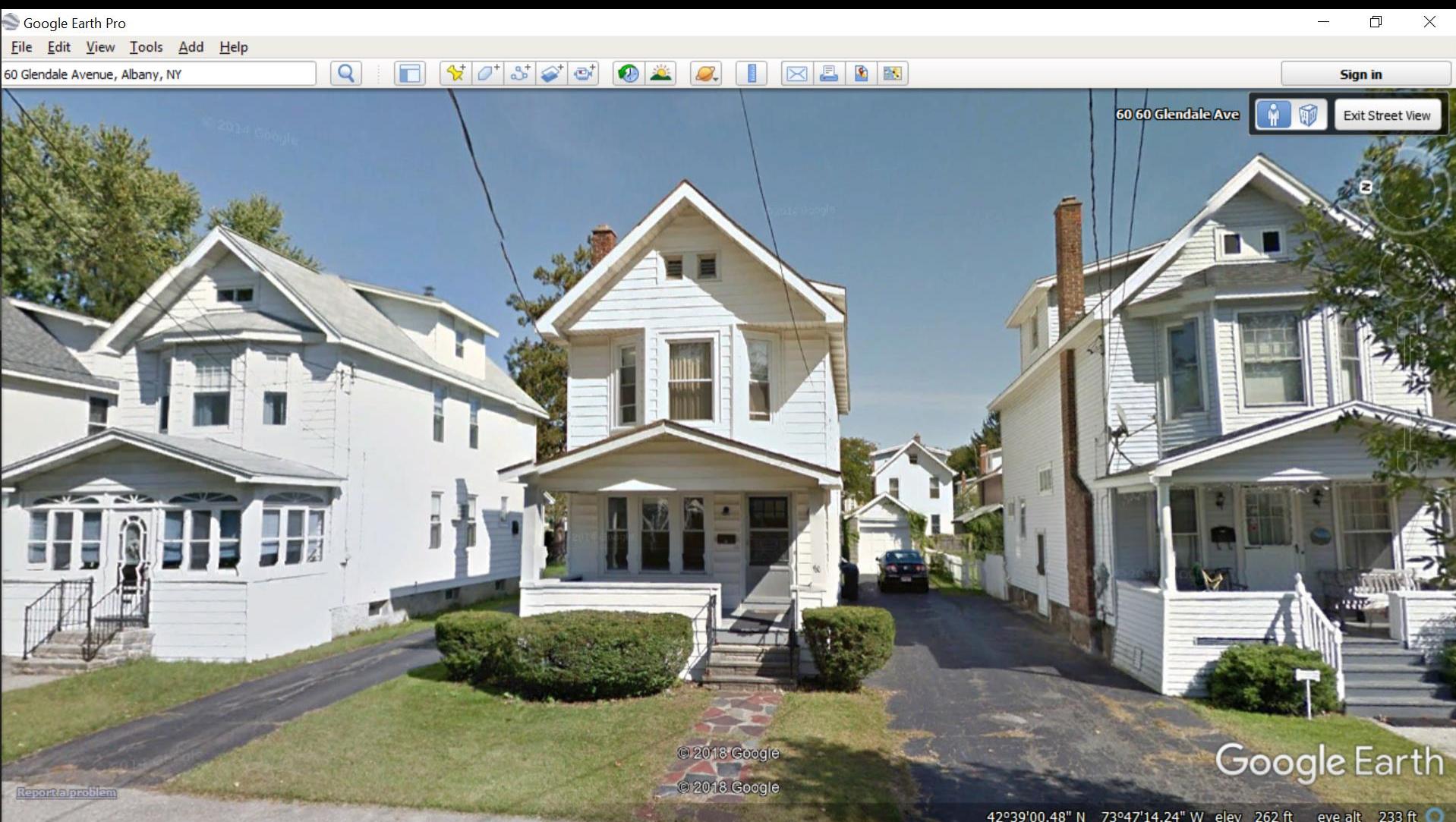
# West Hill – Opportunity Areas



# West Hill – Opportunity Areas

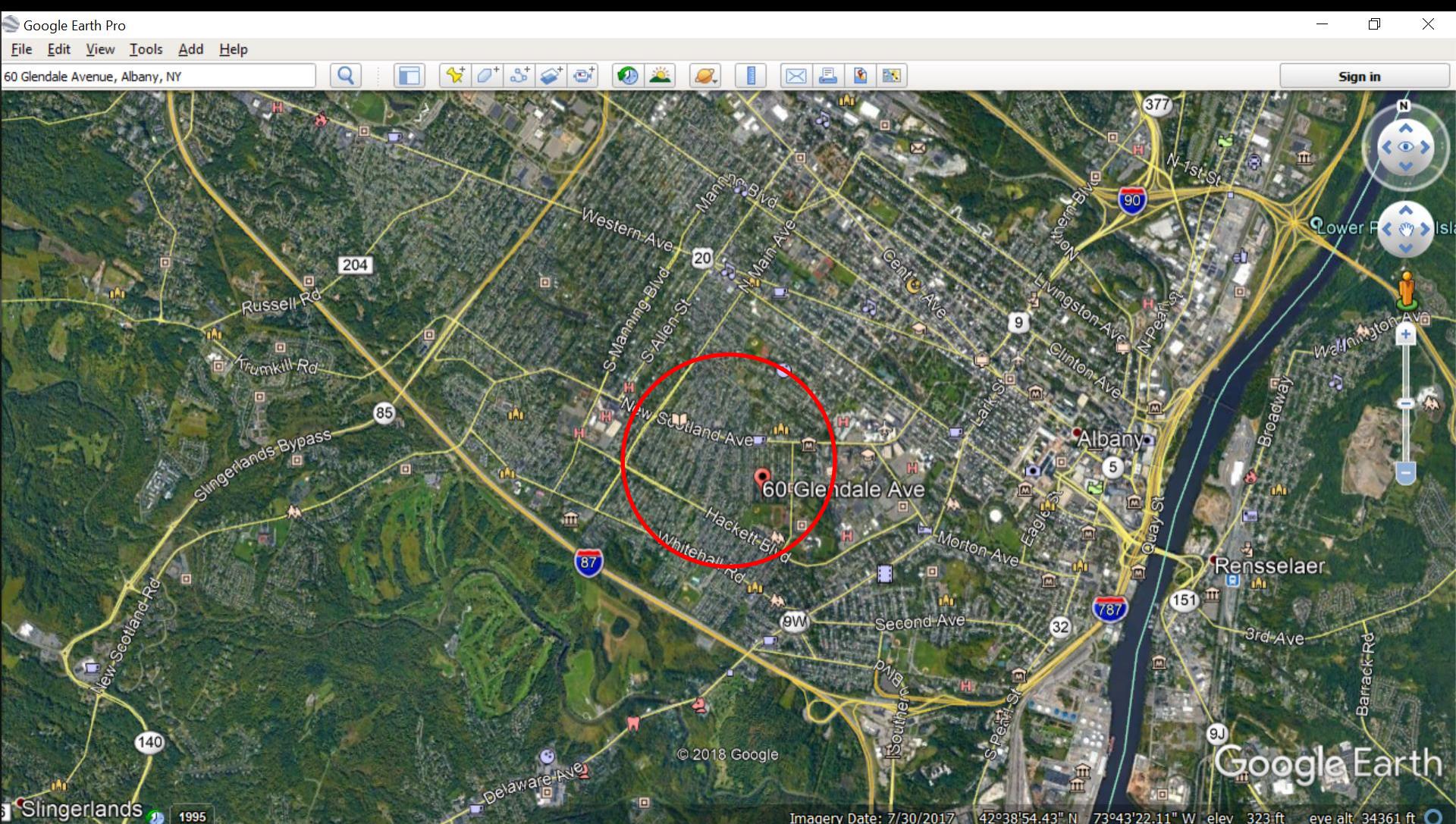


# Glendale, New Scotland

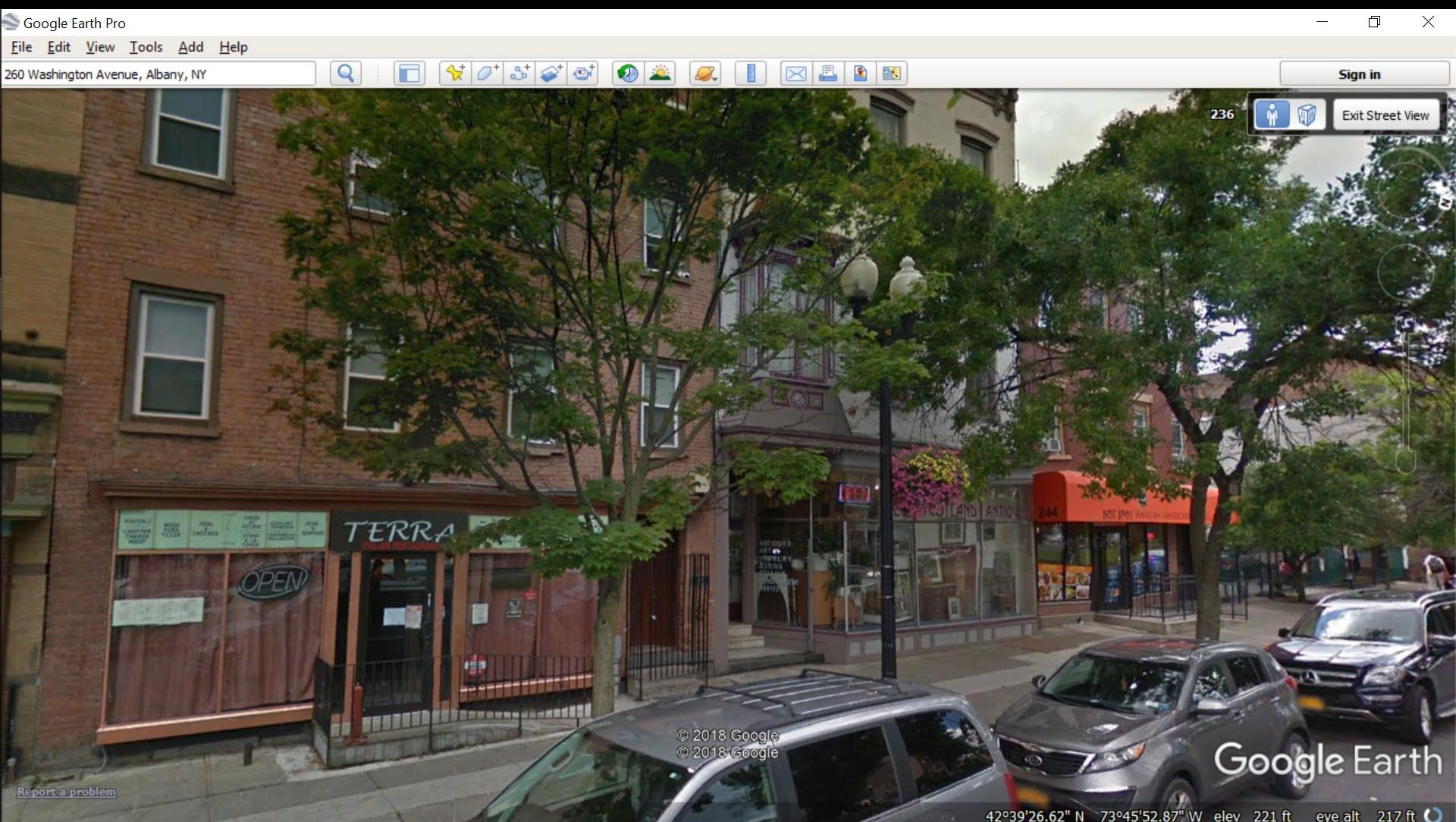


ADUs

# Glendale, New Scotland



# West Hill – Opportunity Areas



# Lessons of the Hollow

# new units for young couples **PRIVATE MARKET?**



Sheridan Avenue units under contract from renters leaving Central Square & looking to buy

# a variety of housing options



Courtyard Homes Thomasville, Georgia

# a variety of housing options



Courtyard Homes Thomasville, Georgia

# Financial analysis rental estimates (building with land costs & no retail)

\$/GSF	L-TH	S-TH	Cottage	MultiFam
GSF/Building	2400	1500	1000	2100
NOI	154.4	110.2	87.0	194.6
Investment*	(366.5)	(264.4)	(206.3)	(472.8)
Sales Value	439.2	313.7	247.4	12.2
Unleveraged cashflows	<b>227.0</b>	<b>159.5</b>	<b>128.1</b>	<b>282.3</b>
Less net debt	(91.8)	(65.7)	(51.6)	(117.3)
Leveraged cashflows	<b>135.2</b>	<b>93.8</b>	<b>76.5</b>	<b>165.0</b>

These numbers cover a 6 year hold period

NOI: Net Operating Income (Profit) Total Income minus operating costs over period of lease

- Includes unleveraged initial investment + capex fund for major reinvestments

# Financial analysis returns on rentals (project level)

5 Large Townhouses; 8 Small Townhouses; 12 Cottages;  
2 small multi-family buildings (3 units per building)

	L-TH	S-TH	Cottage	S-MultiFam
<b>No land cost</b>				
<i>Unleveraged IRR</i>	8.55%	8.49%	8.55%	8.74%
<i>Leveraged IRR</i>	10.57%	10.43%	10.57%	12.06%
<hr/>				
<b>With land cost</b>				
<i>Unleveraged IRR</i>	8.42%	8.30%	8.40%	8.53%
<i>Leveraged IRR</i>	10.27%	10.86%	11.15%	10.53%

Costs and returns apply from the individual building level

# Our goal today is to...

Look at areas in the City where we may need to alter traditional development patterns to overcome weak market conditions and encourage investment.

# Our question for you is...

What would you build (what would you be comfortable building or selling) if we can alter the regulatory environment and help incentivize investment?

Is the City allowing what you want to build?



**DAEDALUS**  
ADVISORY SERVICES



## 80 ACRES SOLUTION



### CREATING A PLANT PARADISE



80 Acres can create the perfect environment for tastiest, most nutritious plants to grow anywhere, anytime, where the people live, while only using the resources that are necessary for incredibly efficient growth - we call this a **plant paradise**.



# WHAT WE ARE GROWING

A Sampling of Crop Varieties



Muir Leaf



Iceberg-Romaine



Red Oak



Red Frisee



Green Frisee



Butter/Bibb



Rainbow Chard



Kale



Beet Greens



Arugula



Broccoli



Dijon Mustard



Red Radish



Sunflower



Wasabi



Shiso



Scallion



Mighty Mix



Cherry Mix



Be Orange



Ananas



Cherokee Purple



Baby Cukes



English Cukes



Buzz Buttons



Melon Blossoms



Okra



Basil



Thai Basil



Chives



Dill



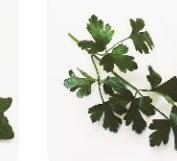
Lavender



Mint



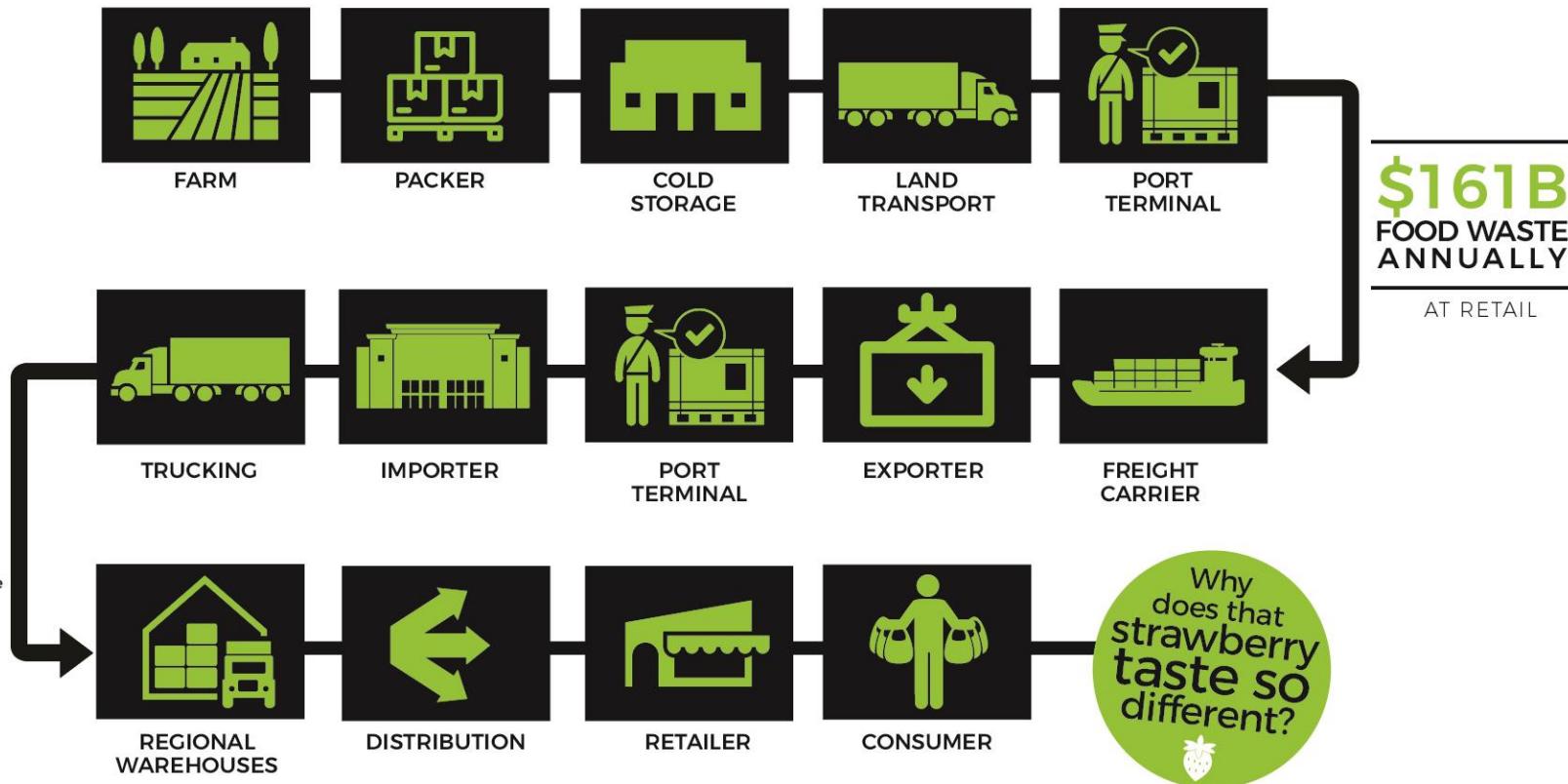
Oregano



Parsley



# CURRENT FOOD SUPPLY CHAIN IS EXTREMELY INEFFICIENT



# 80 ACRES SUPPLY CHAIN SOLUTIONS

80 Acres Farms Retail Business Model:



Reduce  
Food  
Miles

Longer  
shelf-life,  
less  
waste

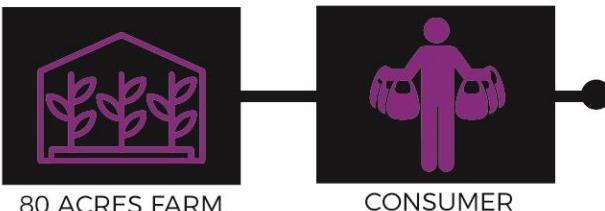
80 Acres Farms Food Service Business Model:



Backyard  
Fresh

Less  
touch,  
safer  
food

80 Acres Farms Direct to Consumer:



Bring  
Back the  
Flavor!

Customize  
to your  
Customer



## 80 ACRES FARMS BENEFITS

**BETTER  
FOR  
YOU**



**BETTER  
FOR OUR  
COMMUNITY**



**BETTER  
FOR THE  
WORLD**



**Local** availability all-year long

**Premium quality** and consistent, **affordable price**

**Safer** produce, less touch points

Fresher produce- **better tasting** and **more nutritious**

Local preserves **genetic diversity**, not grown for transportation

**Sustainable** agriculture

Short distances, **reduces carbon emmissions** and  
**reduces food waste**

 Supporting local builds our own **communities**

# West Hill – Restoring Neighborhood Fabric





# existing blocks



Many empty lots, vacant buildings, interrupted sidewalks, and mismatched street design.

# ideal future blocks



Context-sensitive infill, small cottages, affordable townhomes, public art, and greenspace.

# existing blocks



Many empty lots, vacant buildings, interrupted sidewalks, and mismatched street design.

# ideal future blocks



Context-sensitive infill, small cottages, affordable townhomes, public art, and greenspace.

# existing blocks



Many empty lots, vacant buildings, interrupted sidewalks, and mismatched street design.

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# courtyard housing

advantages : cost to buy a unit

Model	480 sf	612 sf	675 sf	888 sf	1080 sf	1112 sf
Cost	\$64,000	\$74,600	\$79,800	\$96,800	\$112,000	\$120,500
Income required	\$17,000	\$18,000	\$18,500	\$22,500	\$26,500	\$28,500