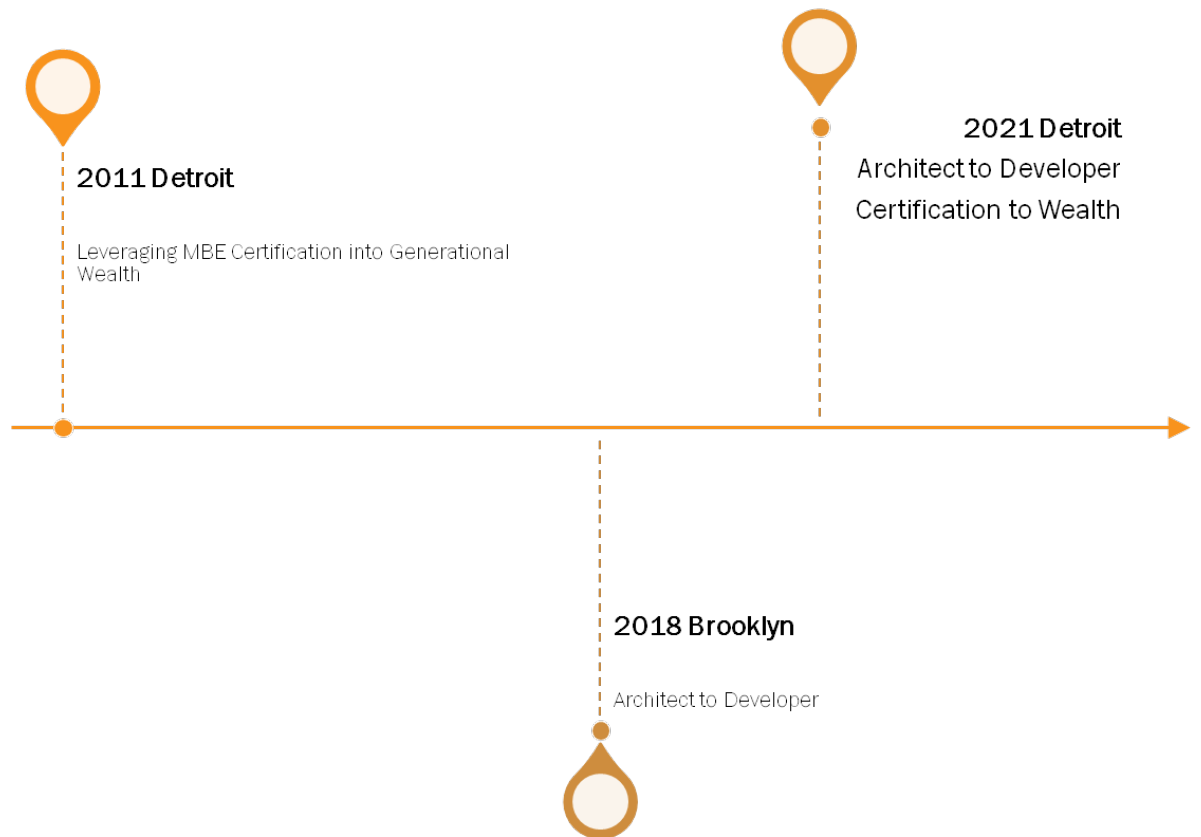




NOMA Homecoming 50th - Detroit

ARCHITECT TO DEVELOPER

PAST



Learning Objectives [CAPITAL]

The participants will come to understand

INTELLECTUAL CAPITAL

How to Create a Capital Stack

FINANCIAL CAPITAL

What is a Collective (Team)

SOCIAL CAPITAL

When is a good time to launch your Project

POLITICAL CAPITAL

Why build any project

EMOTIONAL CAPITAL

Where to develop your project

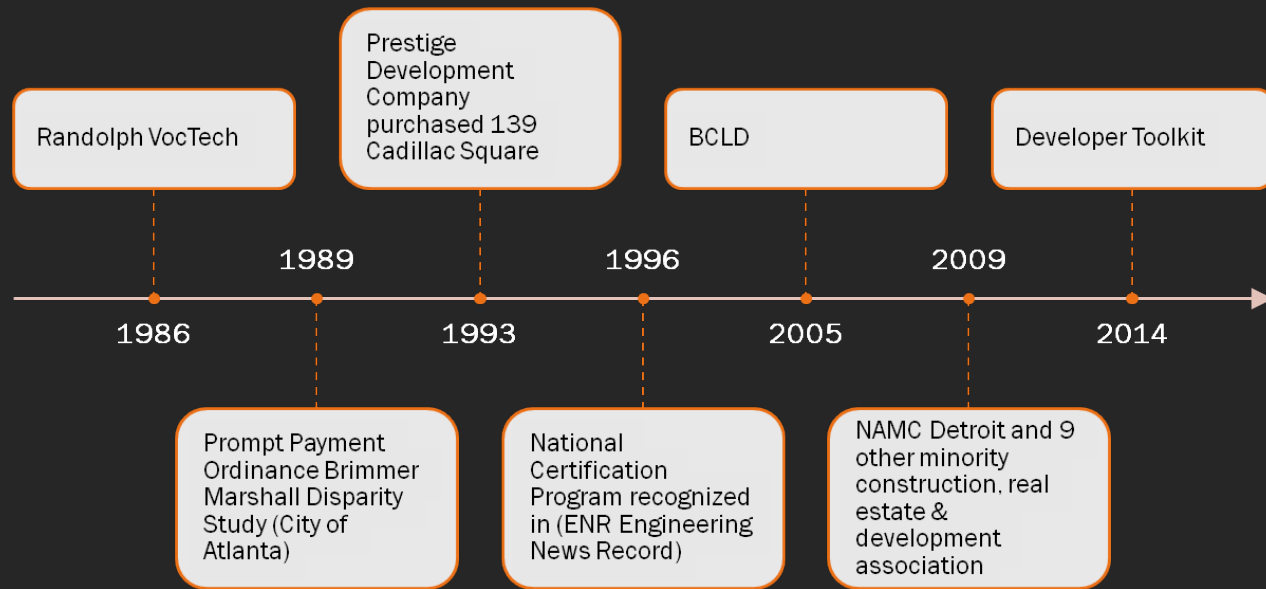
LAND CAPITAL

Who makes a good team member

NETWORK CAPITAL



BIO



Build it before it could get it Built

www.reiaofdetroit.com

www.readdevelopers.org

www.reladetroit.org

www.dcei501c3.org

www.michmca.org

www.namc-detroit.org

www.detroitassociationofplanners.org

www.nabwic.org

www.aarepdet.org

www.mi-hca.org

www.nmcanational.org

www.namcenational.org

STEPS to SUCCESS



1.
Incorporate



2. Team



3. Capital



4. Vision



5. Develop

INCORPORATE



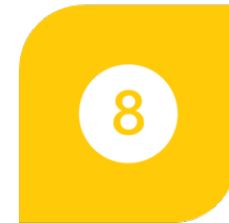
FOR-PROFIT



NON-PROFIT



PARTNER



P3

SUBJECT MATTER

ULI – Urban Land Institute

NMHC – Natl Multi-Housing Council

NAIOP – Natl Assn Industrial Office Parks

ICSC – Intl Council Shopping Centers

BOMA – Bldg Owners Management Assn

AHLA – American Hotel Lodging Assn

SSA – Self Storage Association

NAA – National Apartment Association

NMHOA – Natl Mobile Home Owners Assn

AFCOM – Data Center

UEDA – University Economic Development Assn

IIEDC – Intl Econ Development Council

NAHB – Natl Assn Home Bldrs

TEAM (majority)

Designer - www.aia.org

Engineer - www.asce.org

Contractor - www.agc.org

Realtor - www.nar.com

Developer - www.uli.org

Lawyer - www.americanbar.org

Accounter - www.aicpa.org

Banker - www.aba.com

Investor - www.ccim.com

Sponsor -

Insurer - <https://www.apci.org/> <https://www.nasbp.org/>

TEAM (minority)

Designer – noma.net

Engineer – namcenational.org

Contractor – nmcanational.org

Broker – nareb.org

Developer – nabhood.org

Professional – aarepdc.org

Lawyer - <https://www.nationalbar.org/>

Accounter - <https://www.nabainc.org/>

Banker - <https://www.nationalbankers.org/>

Investor - <https://naicpe.com/>

Sponsor -

Insurer - <https://www.naaia.org/>

CAPITAL

Friends & Family CROWD

Bank HUD 221d4

Government CDBG

Wall Street 506d

Foreign EB5

VISION



GREEN



SUSTAINABLE



LOW COST



ARTISTIC



MODERN

DEVELOP

SFR

MFR

OFFICE

HOTEL

SCHOOLS

MIX USE

TOOLKIT (playbook)



VISION



APPROACH



TEAM



INFO
GRAPHICS



FLOW
CHARTS



GUIDES



MAKE PLAYS

WDC (REPORT)

<https://14x1z243z988315lc25fjqzl-wpengine.netdna-ssl.com/wp-content/uploads/2017/10/2020-DCDR-web.pdf>

DET

<https://designcore.org/wp-content/uploads/2020/09/DDC-DesignGuide-RealEstate-v8-LR.pdf>

http://www.michmca.org/images/MMCA_DevelopersToolkit-2018.pdf

LETTERS help (Professional)

Designer - AIA RA NCARB ASID PLA

Engineer - PE EIT

Planner - AICP

Manager - CCIM

Realtor - CBOR

Accounter - CPA

Builder - LRB

Inspector - CPI

Manager – CPM

Officer/Broker – CLO / CMB

Lawyer - ESQ

Algorimth to the Capital Stack

LTV	1% GRANTS	grants.gov
ETV	70% LOANS	MBA/RELA
ADS	4% TC Tax Credit LIHTC ATC NMTC HPTC	LSTA
NOI	10% TA Tax Assessment (PACE)	Pacenation
CAP RATE	10% EQUITY 506D	perenews.com
DTIR 38% / DSCR 1.5	10% BONDS	msrb.org
FICO / PAYDEX	??? ZONES	zonefunds.org
	10% FOREIGN EB5	iiusa.org

Wheres the Money!!!

Private Equity Association (PEA), Hedge Fund Association (HFA), Family Office Association (FOA), Federal Exchange Association (FEA), Pension Real Estate Association (PREA), Retirement Industry Trust Association (RITA), Credit Union National Association (CUNA), Community Development Bankers Association (CDBA) American Crowdfund Investment Association (ACIA), PACENation, Angel Capital Association (ACA), Urban Land Institute (ULI), National Multi-Housing Council (NMHC), Commercial Real Estate Finance Council (CREFC), Community Development Financial Institution (CDFI), American Association Private Lenders (AAPL),

National Association Government Guaranteed Lenders (NAGGL), Certified Commercial Investment Managers (CCIM), Independent Community Bankers Association (ICBA), Wayne County CRA Association, American Bankers Association (ABA), National Association Investment Companies (NAIC), National Bankers Association (NBA), National Association of Affordable Housing Lenders (NAAHL) Environmental Bankers Association (EBA), OneTeam Partners (OTP), Playbook Investors Network (PIN), and Real Estate Executive Council (REEC)

KNOWLEDGE BASE



UI/ULI Urban Inst / Urban Land Inst

CAP EDI Capital Impact Partners

NAREB UDC Natl Assn Real Estate Brokers

NEIGHBORWORKS

EXAMPLE 1

WASHINGTON DC

CAPITAL VISTA

Sponsor District of Columbia Government

Voltron Community Partners

Designer Kia Weatherspoon Determined by

Architect Mel Thompson Grimm + Parker

Builder Jerome Bailey Redwood Ventures

Developer Buwa Bintie Dantes

Partner Bo Menkiti



https://dmped.dc.gov/sites/default/files/dc/sites/dmped/publication/attachments/Capitol%20Vista_2nd%20%26%20H%20Streets%2C%20NW%20RFP.pdf

EXAMPLE 2



https://www.investatlanta.com/assets/594_university_place_rfp_final_Lgv1eZp.pdf

ATLANTA GA

MBC Trapestry by Hilton

Sponsor Morris Brown College

Architect Chasm

Engineer

Builder C.D. Moody

Financier CGI Merchant Group

Financier Blackstone Verdun S. Perry is the Global Head of Strategic Partners

EXAMPLE 3

New York JFK Airport

Terminal One Project 7Bil.

Port Authority New York PATH

Air France Korean Air Japan Air TOGA

Carlyle Airport Group CAG Peter Taylor

Johnson Loop Capital JLC Erving Johnson

Ullico Infrastructure Fund UIF Ed Smith

McKissack & McKissack Cheryl McKissack



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