

Citizen-Led Development

Small Scale Real Estate Development Training

With the Incremental Development Alliance



What does small scale,
incremental development mean?



1-3 stories
In your neighborhood
Constantly evolving, regenerating



No one is coming to fill the gaps in our neighborhoods.

.....

We have to grow the capacity to create more real estate projects in local citizens.

This takes training and coaching.



Habit of Extractive Land Development

Culture of
Throwaway Buildings

Investment
Opportunity

Land Held in Hands
of Few

Deteriorating
Municipal Tax Base



We've Forgotten How to Work Small

Chronic Specialization

Patchwork Quilt of
Arcane Regulation

Silver Bullet

Dire Construction Labor
Shortage

NEW! Tariffs on Materials!





Cultivating 1000 small developers
and cities that support them

Monte Anderson
SMALL DEVELOPER



“

We're going to talk about how to do this incrementally.
If you had nothing today, what could you do
in your neighborhood?

A national non-profit to

Teach & Nurture Implementers

.....

TRAIN small business owners, neighborhood advocates, design/real estate professionals, builders and others to become small developers.

COACH civic groups and government agencies on how to create a thriving ecosystem for small developers and entrepreneurs.

CONNECT a continent of neighborhood-level doers to support each other and share field notes on what works.



Development by “regular” people

.....

It's not easy, but regular people CAN do this.



You're the right
person because
you know what
your
neighborhood
needs

- Knowledge of place and culture
- Building community wealth
- Accountability to your neighbors
- Property is Power



IncDev Alumni & Faculty Projects





Bernice Radle

Buffalo, NY

New Construction Quadplexes
With Non-Residential Space



- Was working for a property mgmt co. then decided to make it sustainable
- In 2011 with a “dollar and a dream” decided she needed to do this on her own
- Around 40 buildings
- Comprehensive community development
- Building rehab that balance sustainability, affordability, historic preservation
- Zoning Board of Appeals



“My number one thing is to cannonball right in,” she said. “Don’t just dip your toe in the water. If you really want to buy a building, just buy it. All those buildings need stewards.”



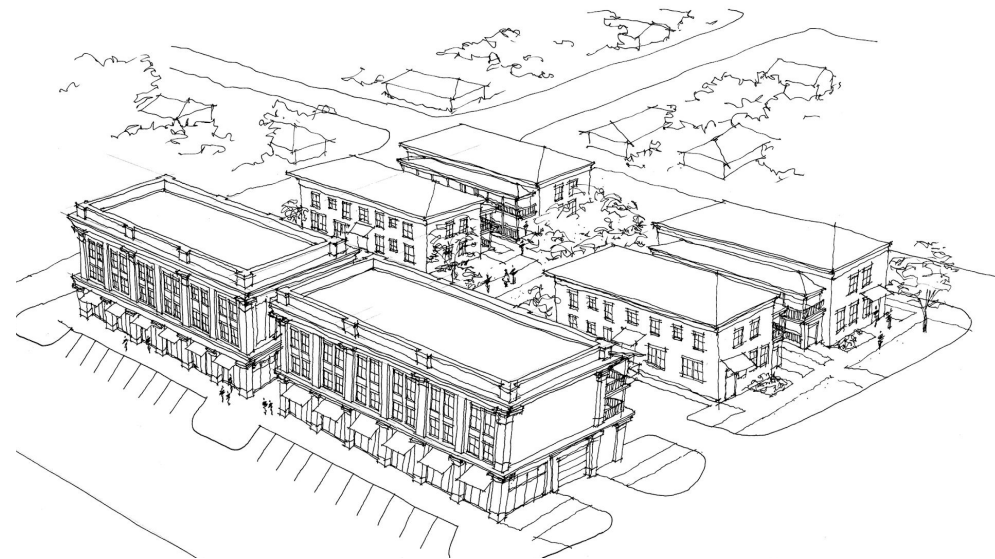


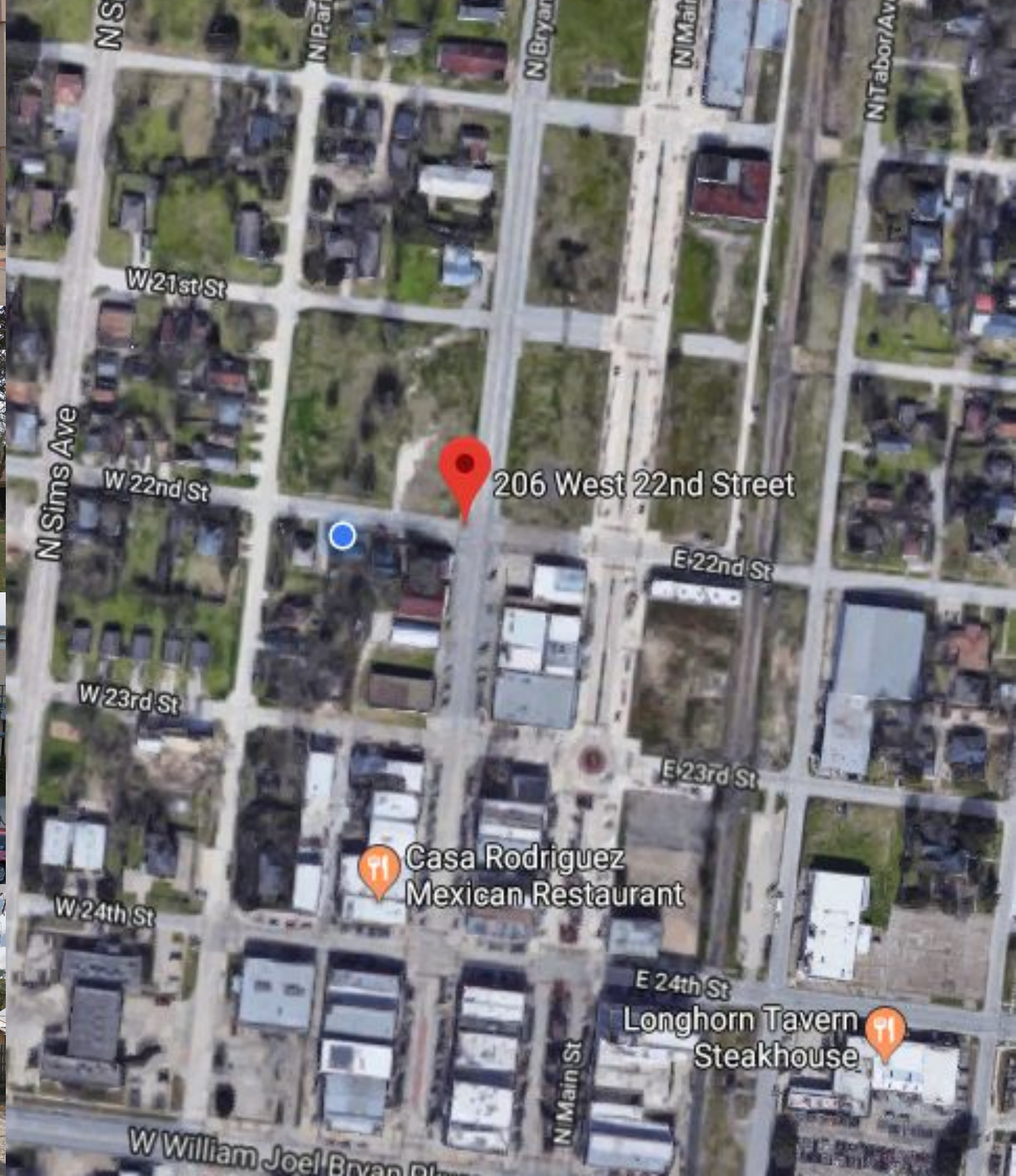
Capt. **Ryan Terry** USMC
Bryan, Texas

New Construction Quadplexes
With Non-Residential Spac



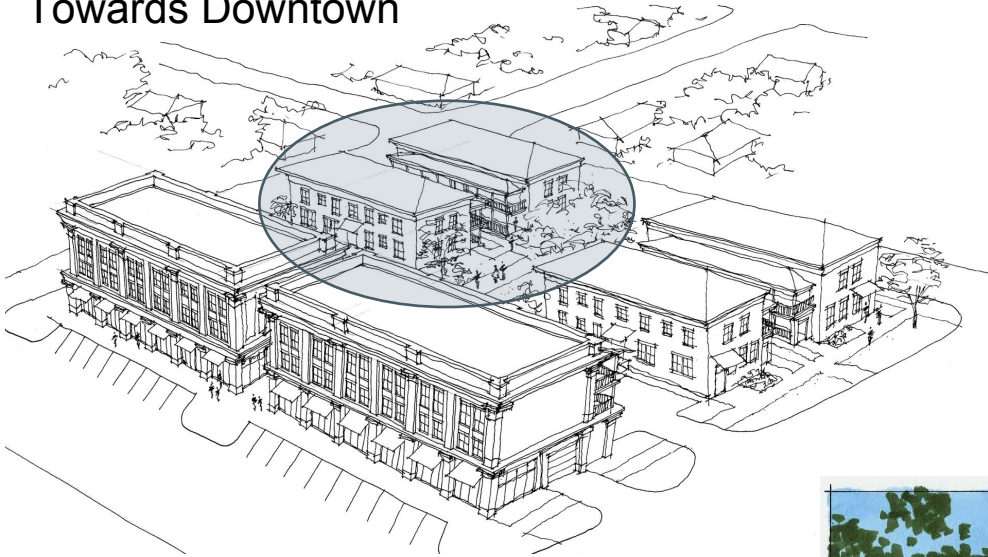
- “Won” City RFP to Develop Downtown Block into Mixed Use/Residential
- First New Construction Residential Buildings in Downtown in 40+ years
- Negotiated Incremental Approach to Lot Purchase





Phase 1 – 500 North Bryan Ave

Towards Downtown





Buildings Leased in Q1 2018
Each Lot Eligible for VA Permanent Mortgage





L. Lamont Wise

Atlanta, Georgia

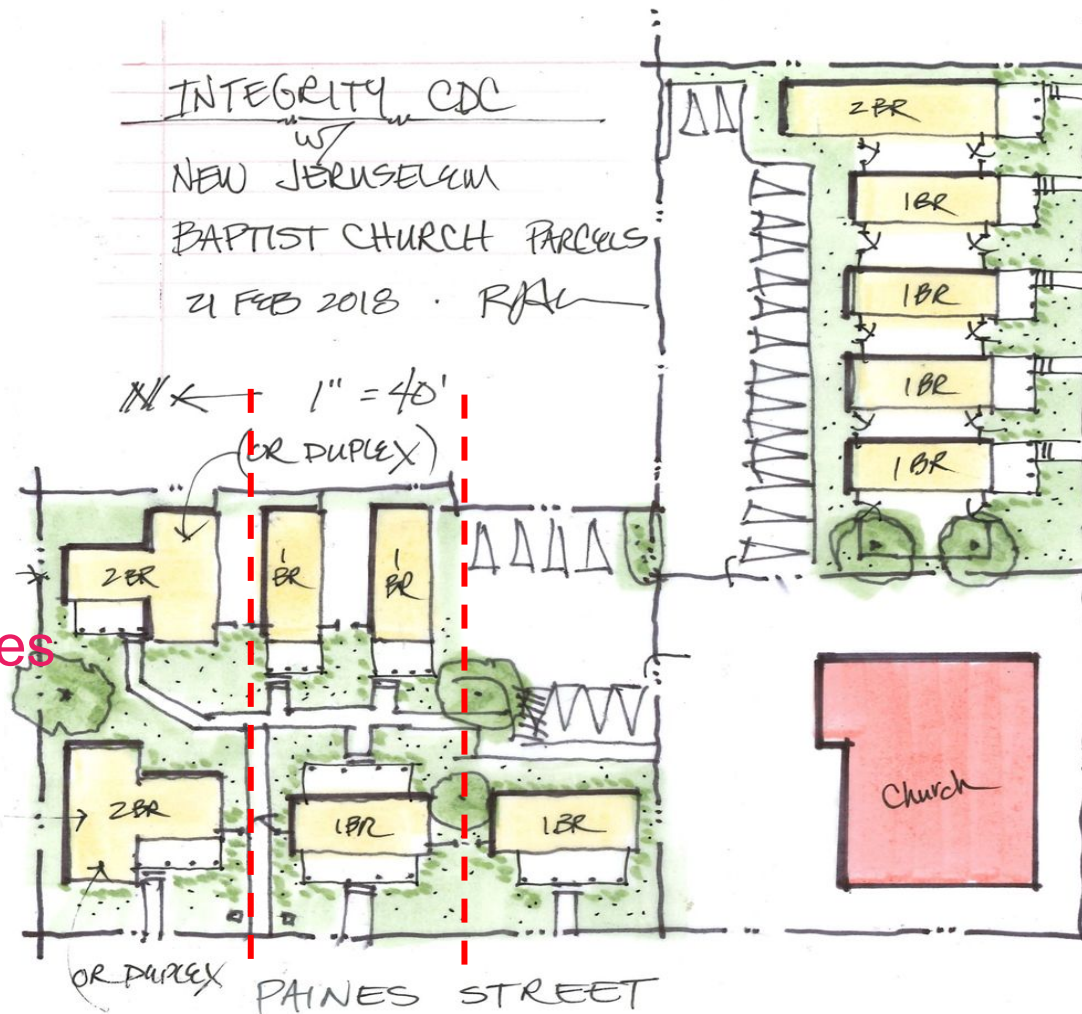
Integrity CDC

New Construction Cottages



- New Construction Cottages on Vacant Lots
- Leverage Their Workforce Development Program for Returning Citizens and Youth in Trades to build
- Housing for rent for Program Participants, low income populations
- Sell selected cottages/ lots to mid income buyers to help build overall project equity

New Jerusalem Baptist Church / Integrity CDC

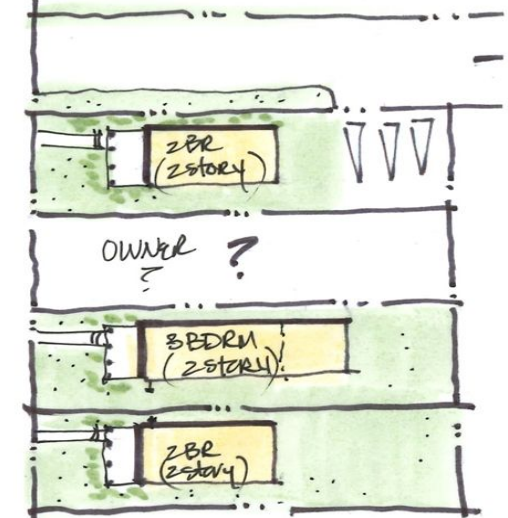


PROCTOR STREET

14 Units with

4 Layout Possibilities

1 and 2 Bedroom



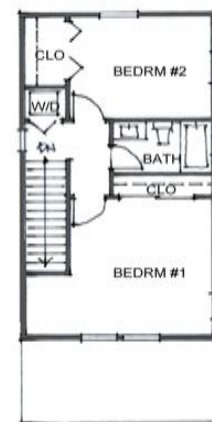
Build Front of Lots By-Right

Rezone to
Maximize
Rear of Sites

Example Cottages



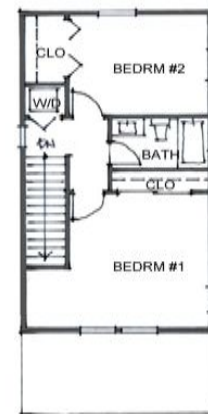
Example Floor Plans and Elevations



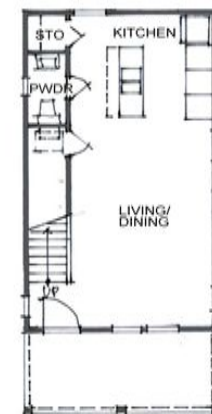
SECOND FLOOR



FIRST FLOOR
(16x48)



SECOND FLOOR



FIRST FLOOR
(16x32)



Jenifer Acosta

Bay City, MI

Jenifer Acosta Development

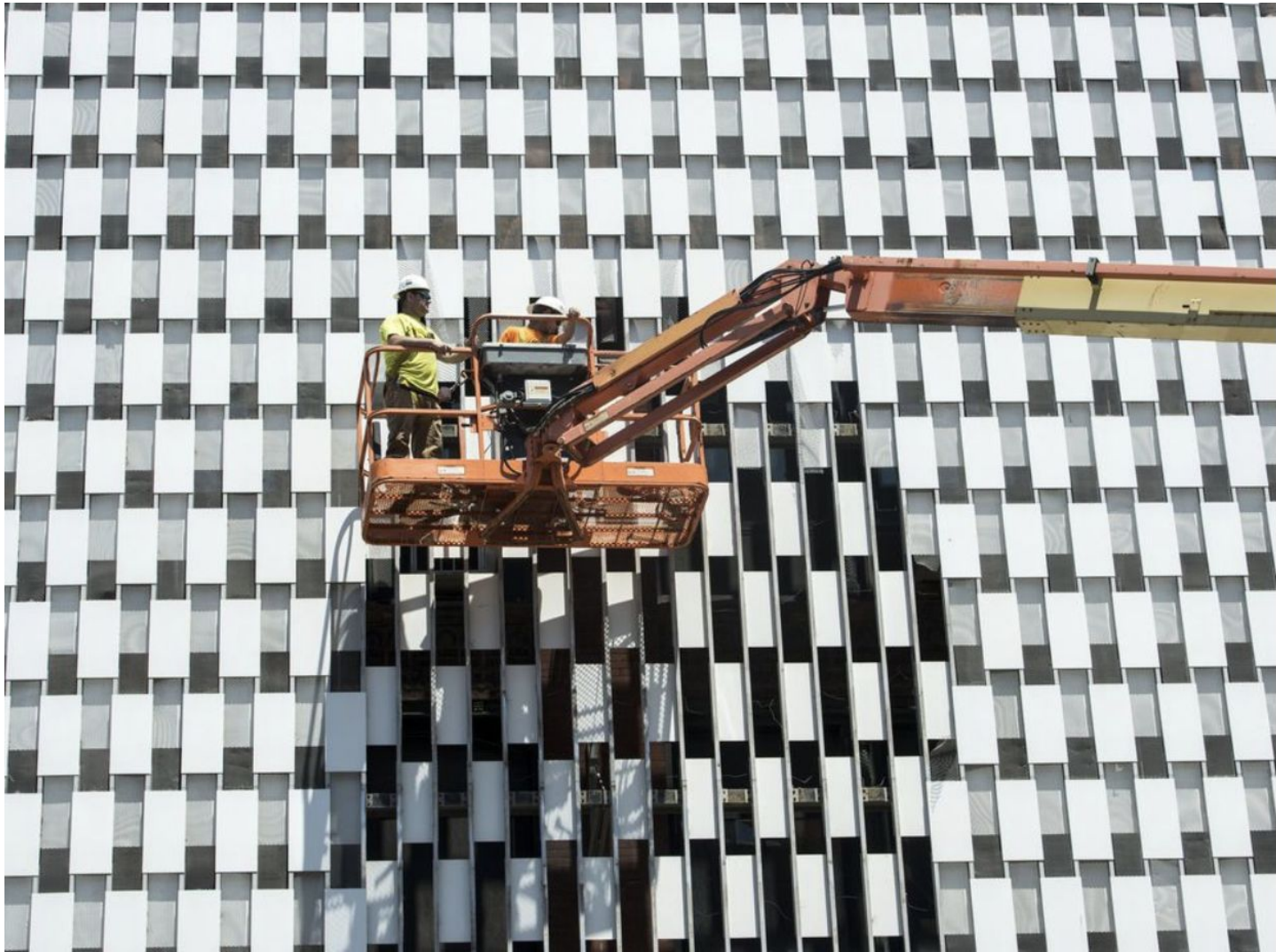
“Big” Small Scale Development



- Multiple projects that are mixed-use historic rehabilitation
- Projects including the Times Building, The Bearer Building, Old City Hall, The Legacy
- Eleven thirteen center: missing middle residential project on an old gas station property. Going through environmental remediation.

The Legacy





The Legacy





TODAY: 3:00 - 4:00 PM

**Deep Development Dive: Q&A with Developers
and Summit Presenters**

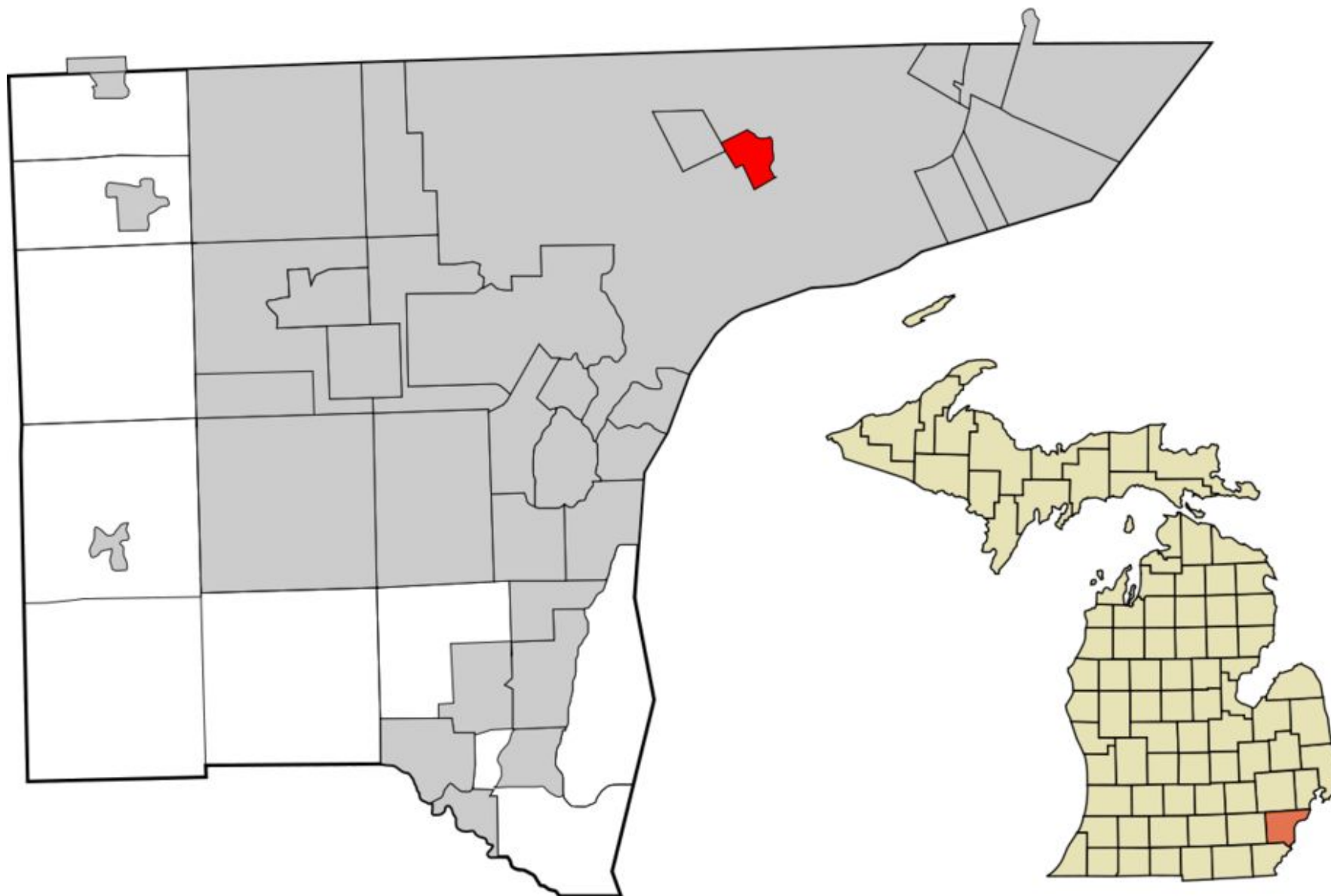
Q&A with Jenifer Acosta, Jenifer Acosta Development



Small Scale Development in Hamtramck, MI



Hamtramck, MI



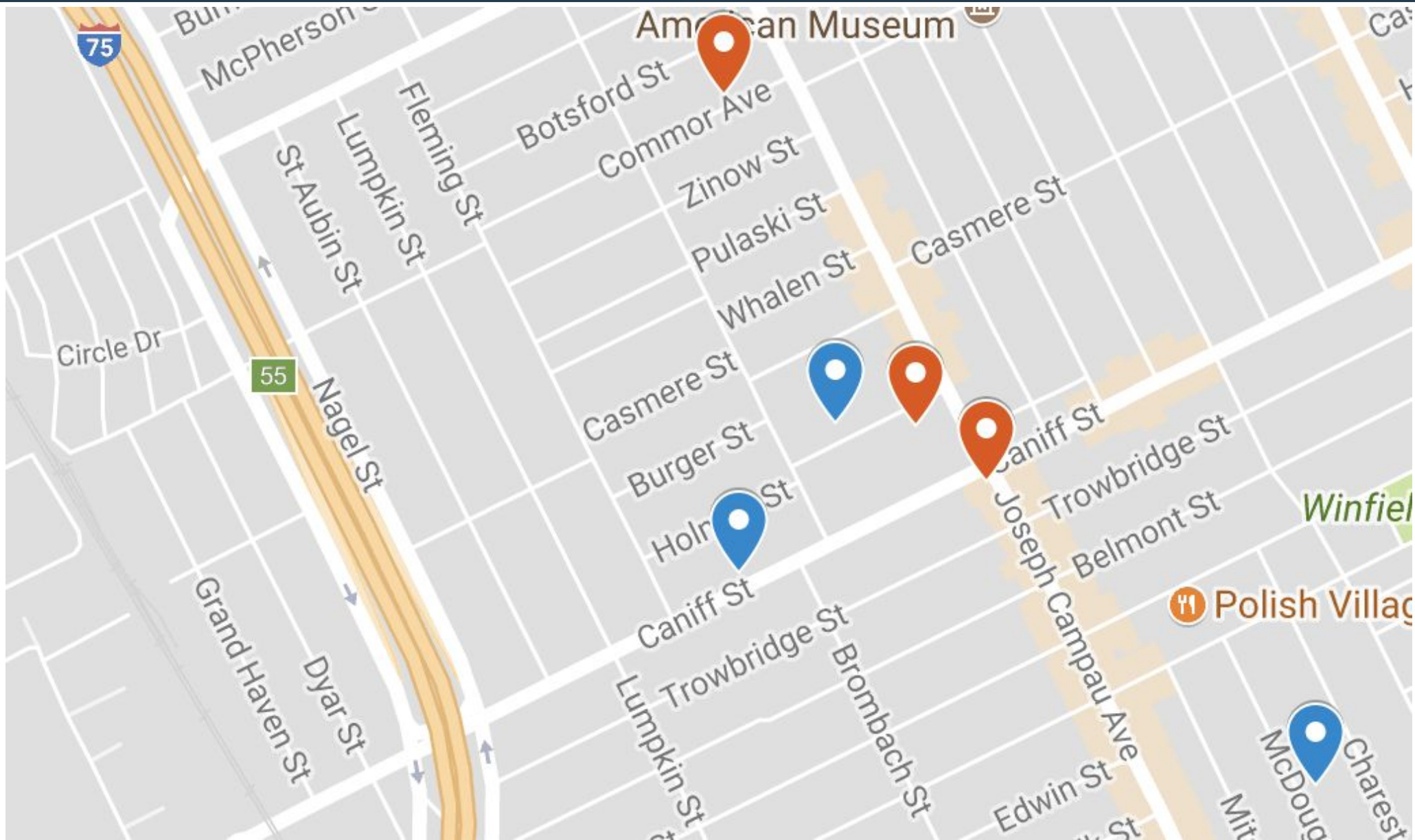
Quick Facts about Hamtramck:

.....

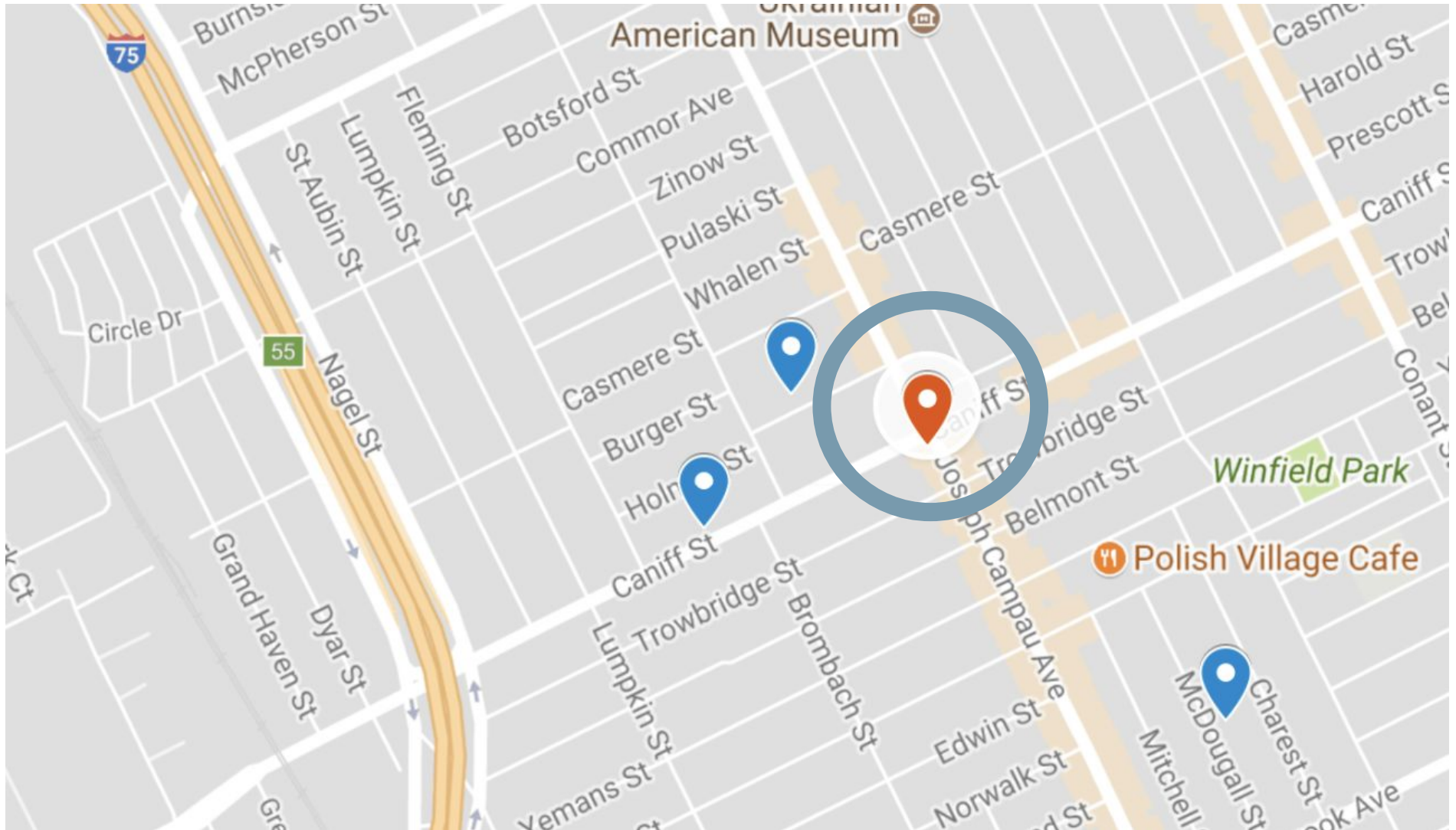
- Hamtramck is a 2 square mile city, inside the city of Detroit, sharing a small border with Highland Park.
- With approx. 23k residents it's one of Michigan's most dense cities.
- It recently made headlines for electing a majority Muslim City Council and for filling its own potholes.
- Historically known as a Polish enclave, has a shifting population: 50%+ of residents are foreign-born-- Bangladesh, Yemen, Syria, Bosnia, and Ukraine.
- Built to house auto industry workers, most people live in two-family duplexes, built on 30 ft lots.
- Median household income is \$23k*

*US Census Bureau (2012- 2016)

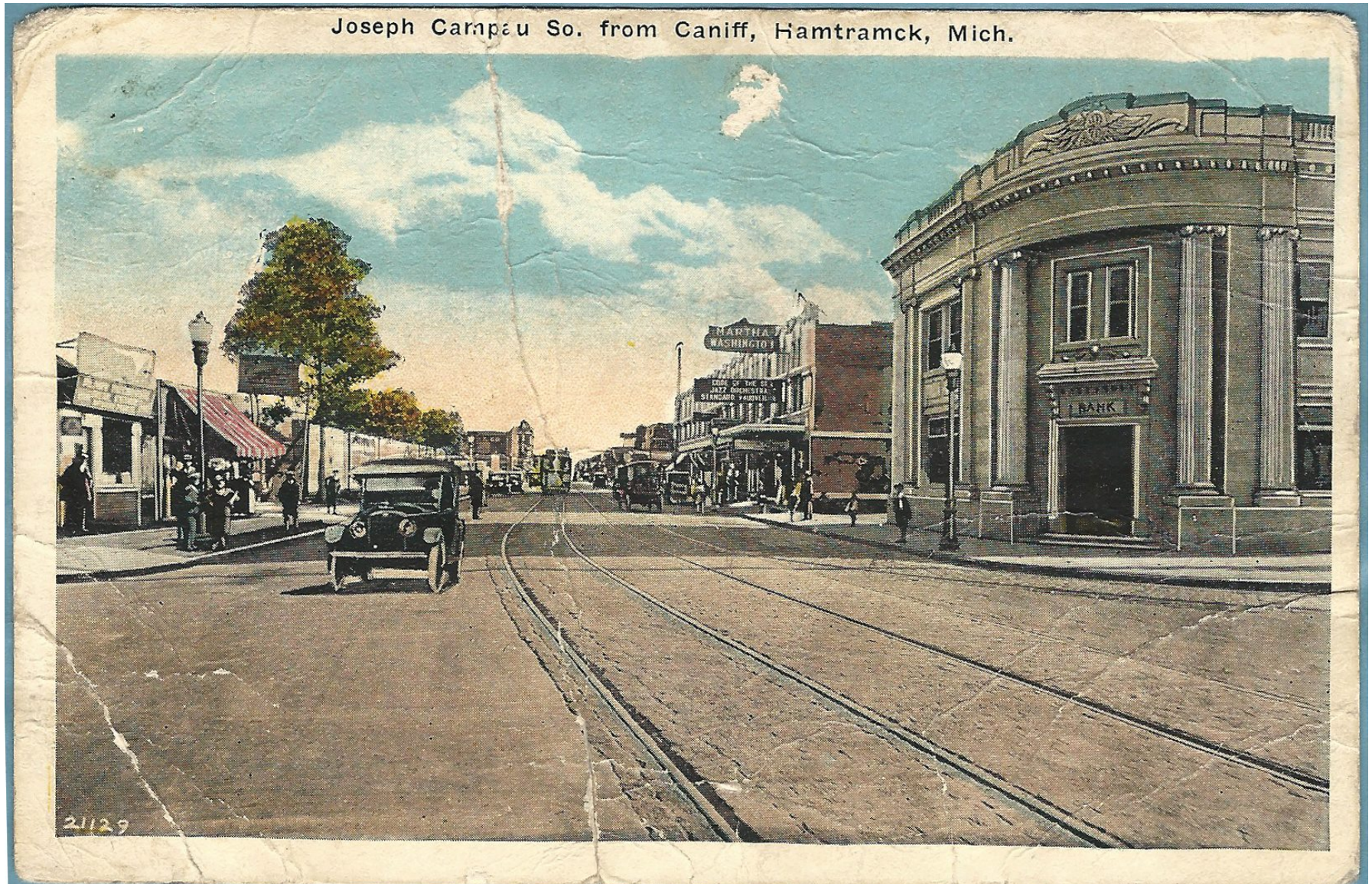
My neighborhood



10345 Jos Campau (Sept 2014)



10345 Joseph Campau- 1920s



@troubledassets -- 2014

Photo by Geoff George



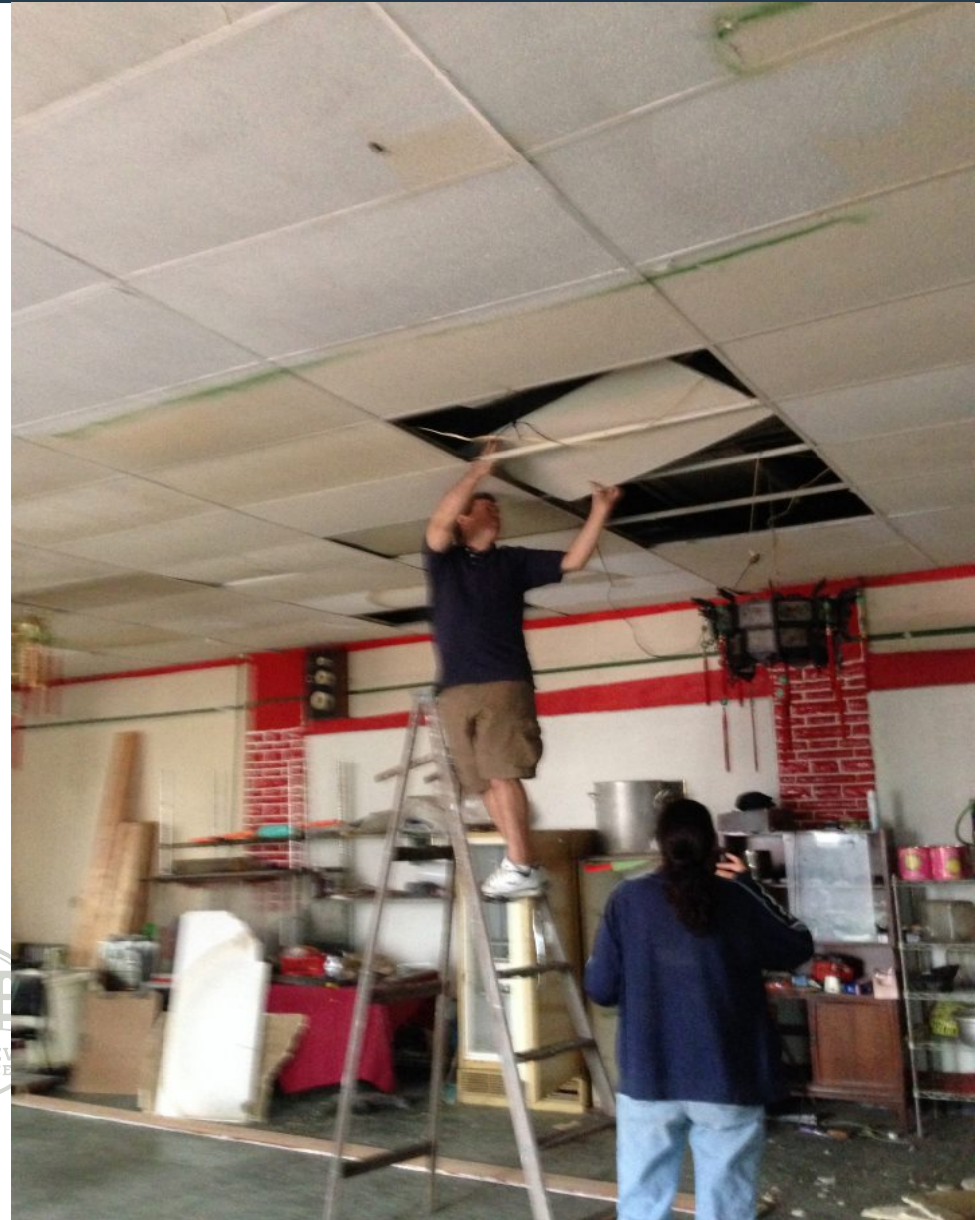
2017-With our summer intern, Sophie



Building Rehab



Sept 2014







Repairing the main banking floor ceiling



Connie Shelton-- “Plaster Master”



Replacing wood floor



Taking down the Golden Hill Sign



Front Door



Emergency Concrete Repairs



Who's doing the work-- Family & Friends



Support from local volunteer groups



Support from MHPN & Brick + Beam



Caniff-side Wall (before)



Caniff-side Wall (after)

Photo by Michelle & Chris Gerard For Eater



Caniff Window (before counters)



Caniff Window (simple counters)



Looking East (before)



Looking East (after)



South Wall (before)



South Wall (after)



Plaster Ceiling (before)



Plaster Ceiling (after)



Joseph Campau Window (before)



Joseph Campau Window (after)





Programming

- 100+ programs with 5k+ attendees
- Workshops, talks, exhibitions, dinners, etc.,
- 1 tenant
- 2 orgs use as their regularly meeting space

Workshops/ Talks/ Music



Exhibits/Dinner/ Performance



Experiences/ Pop-ups



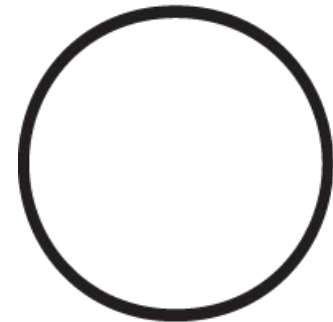
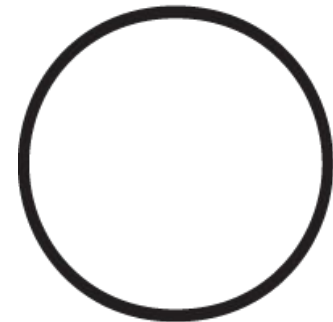
Exhibitions



Activating outdoor space



Book Suey-- Worker-owned Co-op Tenant



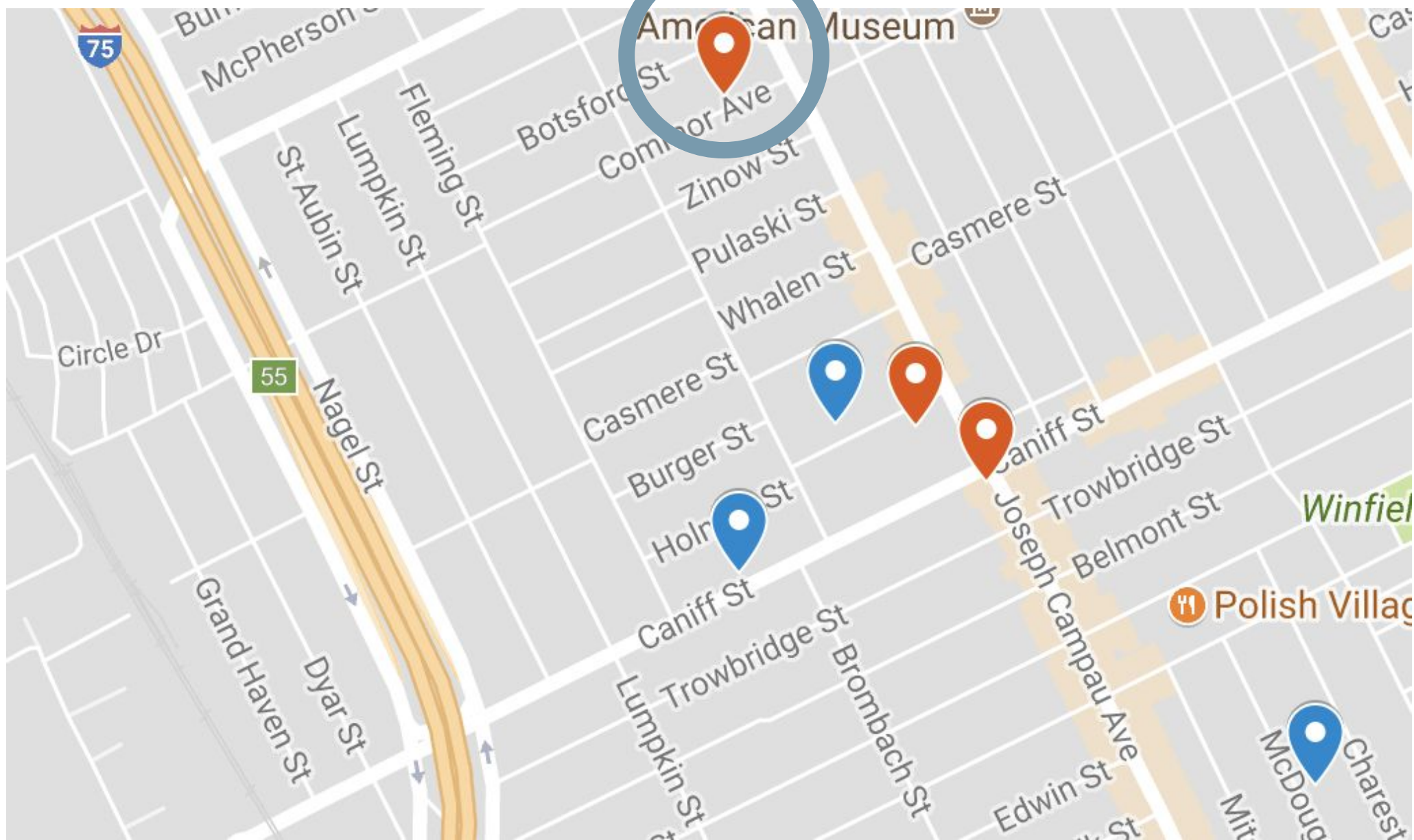
SUEY



What's Next:

- Working on commercial kitchen
- Working on 2nd floor offices
- Social Justice residency

Duplex on Commor (Sept 2016)



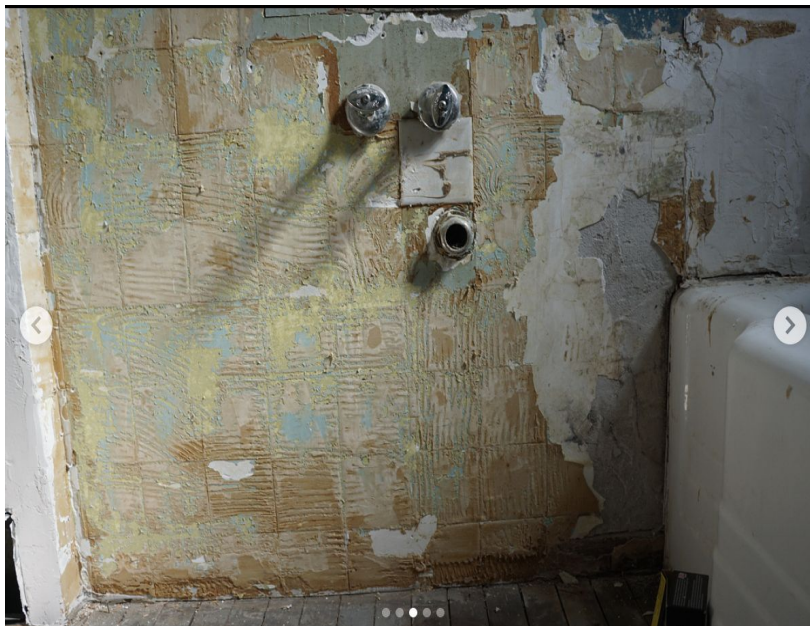
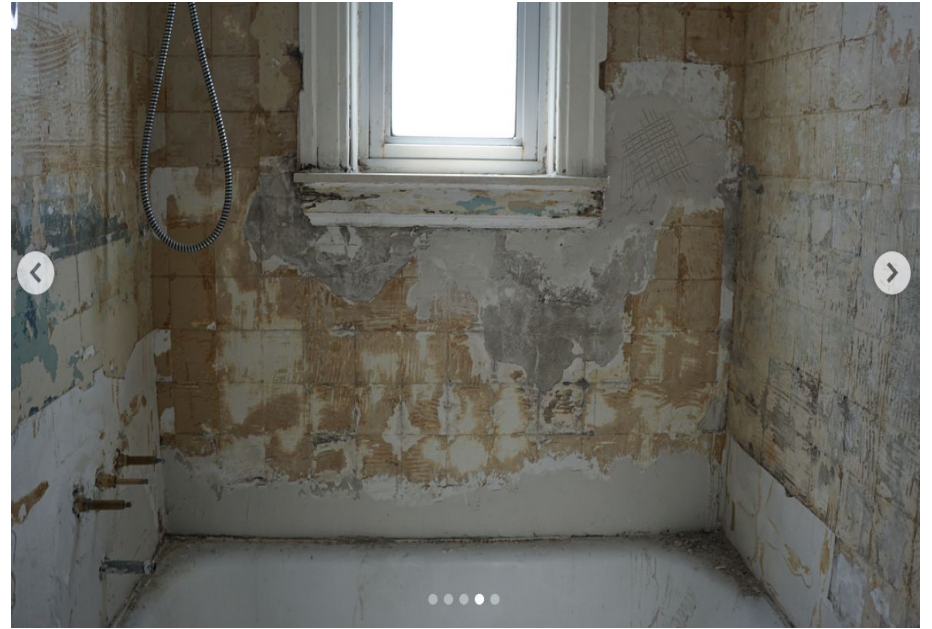
Duplex on Commor (Sept 2016)



Lower Unit



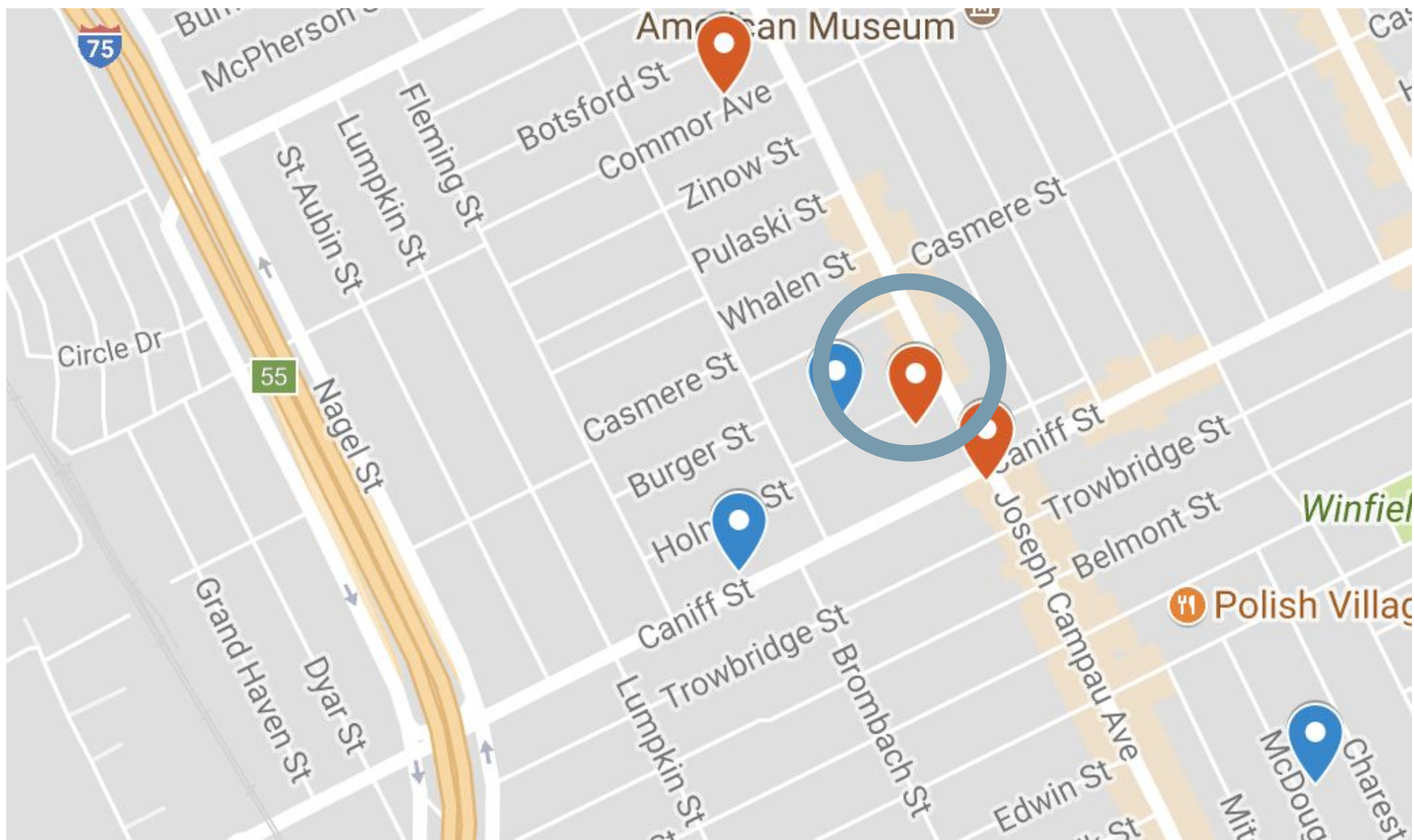
Upper Unit (minor improvements)



Repairing the porch



House on Holmes (Sept 2018)



[illegible]

Holmes- Single Family



Holmes- Single Family



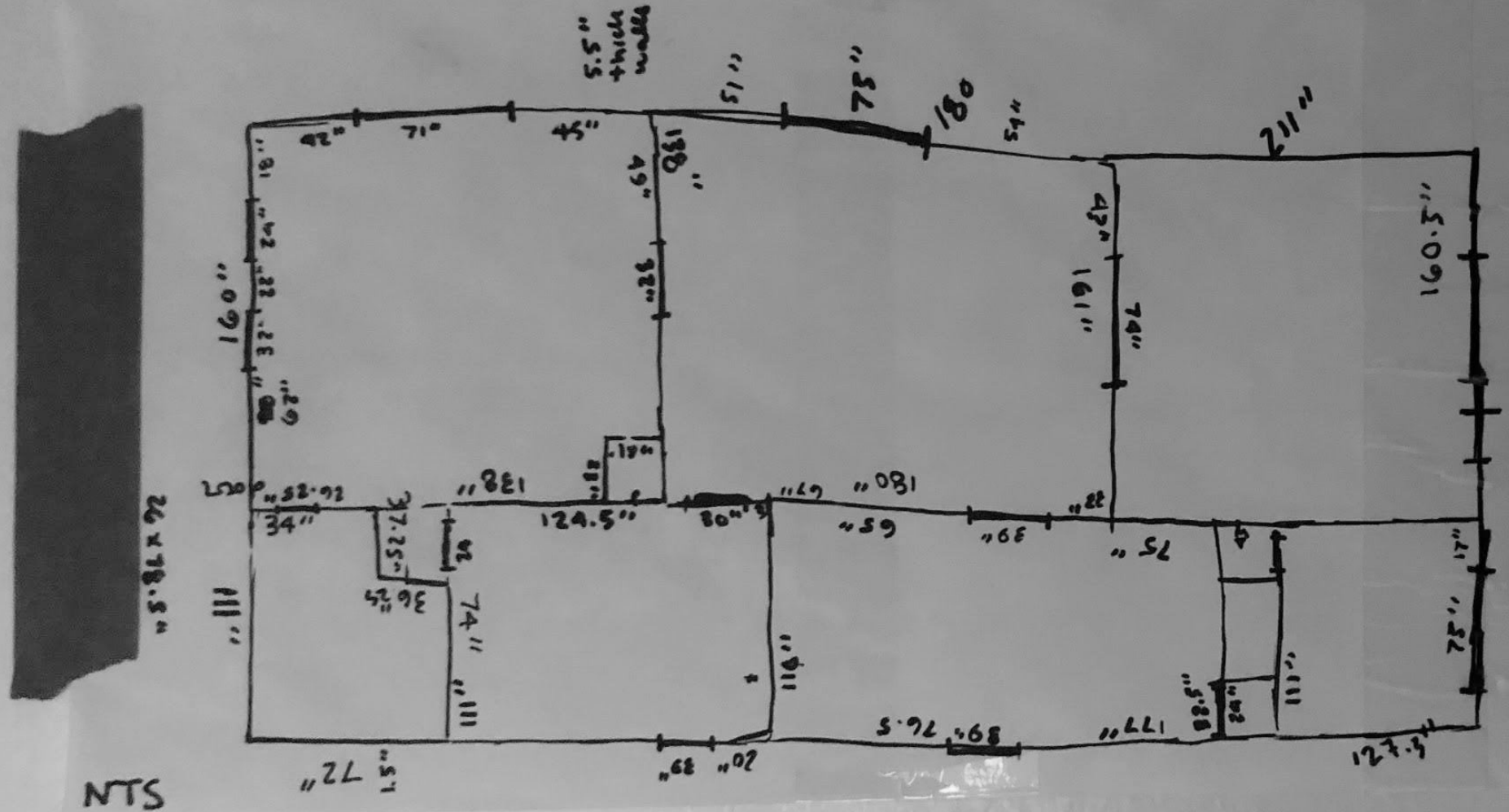
Bought it from the neighbors



Starts with a garbage can



Beginning Rehab



At purchase



Removing Carpet





Painting Exterior



How do we cultivate small,
incremental development here?



We need representation from:

.....

Potential Small Developers

Known as Operating Partners, the people doing the work full time or on the side

Potential Investment Partners

Known as Money Partners through land ownership or financial equity/debt

Small Development Champions

Folks who care about their city/neighborhood and support change so the two groups above can do their jobs well



Series of Michigan Trainings with the the Michigan Land Bank Fair Track Authority



NOVEMBER 8, 2018

SMALL SCALE DEVELOPMENT WORKSHOP

CALHOUN COUNTY, MI



MI RESIDENTS:
EARLY BIRD \$99
REGULAR \$129
LAST MINUTE \$159



NON-MI RESIDENTS:
EARLY BIRD \$159
REGULAR \$189
LAST MINUTE \$219

MISMALLBUILDINGS.ORG/EVENTS/WESTMICHIGANWORKSHOP

NOVEMBER 9, 2018

SMALL SCALE DEVELOPMENT WORKSHOP

HIGHLAND PARK, MI



MI RESIDENTS:
EARLY BIRD \$99
REGULAR \$129
LAST MINUTE \$159



NON-MI RESIDENTS:
EARLY BIRD \$159
REGULAR \$189
LAST MINUTE \$219

MISMALLBUILDINGS.ORG/EVENTS/SOUTHEASTMICHIGANWORKSHOP

Regular citizens can become the real estate developers of their own communities, and build wealth for themselves & their neighborhoods.



Take the next small step.



Visit us at
MIsmaillbuildings.org

Instagram: @incdevmichigan

Alissa Shelton

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