

# The Savannah Bridge™

## DEVELOPMENT TEAM

The Savannah Bridge™ Project is envisioned to be a sustainable development providing, **'Live, Work, Play, Eat and Learn'** experiences. Program elements identified to date include single family townhomes, multi-family residential, serviced apartments, community-oriented retail, commercial and professional office space, medical office, STEM and tech incubator office space, the Savannah branch of the Manchester Bidwell Training Center, community grocery and greenhouse, day care, public open space, plus a community recreation / aquatic center that anchors a network of parks, trails, multipurpose field and playground facilities. Additionally, a complex for film production that meets the requirements of 3 operators looking to relocate / expand to Savannah is proposed. This complex includes 3 soundstages, a warehouse, production facilities and creative office space.

Immediately upon our selection, the Savannah Bridge Development Team will work closely with the City of Savannah, adjacent neighborhoods, and key community-based stakeholders to prepare a planned development that provides a significant return to the City plus quantifiable community and social benefits. The proposed uses have been identified with these goals in mind. Our partnerships with the nationally renowned Manchester Bidwell Training Center, JC Lewis Health Systems, Carver State Bank and the State of Georgia Film Commission brings a local, State, and national resources to the project.

We propose to undertake this development as a Planned Development with other appropriate zoning designations to accommodate the proposed uses and site metrics below. These proposed uses are subject to refinement based on further design development that is coupled with input from the City of Savannah, community-based stakeholders, and potential tenants. Last, as we indicated in our best and final submission as well as our oral presentations to the City Council, we will continue to augment our team to deliver this project in a timely fashion. That said, **our team will not be complete until we fully engage the community and adjacent neighborhoods to create a development plan that incorporates the input of all parties.** We welcome this opportunity and look forward to working with the City of Savannah and the community in a true public, private partnership (P3) framework.

### 1. Explain the density per acre of your proposed development?

Using industry standards for calculating density, the Savannah Bridge will introduce up to 1700 to 1800 new residents translating to **±26 people per acre** over the entire site if the full complement of proposed housing is developed. During a typical day, we estimate that approximately 1200 to 1500 people could visit the site to shop, conduct business and to enjoy the recreation facilities, trails and open spaces that will be open to the entire Savannah Community.

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In our conceptual planning conducted to date, land uses such as the production studios / soundstages, offices and apartments are located further into the site to minimize any impacts to the existing community created by the differences in scale as well as the required security provisions associated with a studio. This enables us to locate uses such as the specialty grocery, the Manchester Bidwell School and retail shops closer to the adjacent neighborhoods to create convenient and inviting connections for the community.

### **2. How many total housing units are included in your proposal? Please indicated different types- single family, multi-family, townhome, etc.**

Based on our market analysis and desire to maximize the return on investment for all parties including the community benefits summarized below, we project the following demand for housing:

- a. Single Family Townhomes – up to 80 units (ownership)
- b. Multi Family Apartments – up to 631 units (rental)
- c. 'Service' Apartments – 115 to 230 units (ownership & rental)

Serviced Apartments will be developed to serve extended stay professionals, especially those working on-site at the Film Production Studios / Soundstages.

The proposed design concept seeks to utilize proven typologies that maximize value by also efficiently utilizing the site in a manner that maximizes available land areas for community use, public open space, and recreation. This typology of housing effectively creates ground level tenant spaces described below that will provide amenities for resident and community use.

All housing will be developed in phases that are responsive to ROI, market demand and absorption. In the initial phases of development, we anticipate up to 38 townhomes, 335 apartments and 115 'service' apartments. This could represent the full complement of housing if other, more feasible uses, including additional multi-purpose fields and / or single-family homes are identified during the neighborhood planning process summarized below. Further, if desired, we will also evaluate single family, standalone homes but anticipate that the return to the City of Savannah will be impacted.

### **3. How much commercial retail and office square footage is proposed in your development?**

Subject to input from the community, the City of Savannah, and potential tenants, we currently propose the following areas:

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- a. Ground Level Specialty Retail – up to ±67,000 gross square feet including shops and restaurants
- b. Ground Level Tenant Space – up to ±67,000 gross square feet including health care, bank, eSports Café, STEAM, Day-Care and other ancillary uses
- c. Manchester Bidwell School – up to ±67,000 gross square feet
- d. Grocery - ±25,000 gross square feet
- e. Community Green Houses = ±27,000
- f. Creative Offices - ±48,000 gross square feet (tied to the Production Studio / Soundstages)
- g. Professional / STEAM Office Space - ±48,000 gross square feet
- h. Community / Aquatics Center - ±117,000 to ±172,000 gross square feet
- i. Additional Areas, if any, as summarized in our BFO Submittal

Based on the concept design, we also see the potential to locate community-centric office space above ground level retail / tenant spaces. This space could represent additional opportunities to solidify the **Live, Work, Eat, Play and Learn** approach through additional STEAM initiatives with community, City of Savannah and marketplace support.

The proposed production studio / soundstage facility meets the specifications set forth by 3 different operators looking at Savannah for expansion and /or relocation.

#### 4. How does your development connect to the existing community and please explain how it will positively impact the community?

From an urban design point of view, the Savannah Bridge seeks to create a strong 'sense of place' that is unique and community centric. Our neighborhood-oriented grocery store, community garden/farm, multi-purpose recreation facility and walking trail are all orientated in a manner designed to encourage community accessibility as a way of facilitating neighborhood use. Inspired by Savannah's Squares and Parks, the development is concentrated around a 'public-green' that connects the proposed Community / Aquatic Center to the Tatemville Community Center Pond. Development parcels are defined by a street grid that extends from the adjacent neighborhoods. 63<sup>rd</sup> street is extended onto the 'Fairgrounds Site' to create a promenade that provides strong connections from the neighborhood to the Public Green.

The above components will double as a project amenity and a community amenity that are designed to address long standing community concerns. Our approach to connecting to the existing community from a physical development and existing resident perspective will be part our "neighborhood planning" approach referenced in our Best and Final Proposal. We will initiate a neighborhood planning process, in conjunction with the City of Savannah, and residents within a 1-to-3-mile

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radius of the Fairgrounds that will document existing conditions, neighborhood strengths and weaknesses, and provide our team guidance on how our development can include strategies and programs that serve neighborhood interest including connectivity from a physical development and community interest perspective.

In addition, over 2 miles of recreational trails will be developed and open to the community. The proposed street grid will also provide connections from the adjacent neighborhoods to the over 30 acres of public open space available for public access. Connections to the development from adjacent neighborhoods are further enhanced through the juxtaposition of land uses in a manner that emphasizes inclusivity by eliminating physical barriers while landscape buffers between new development and existing neighborhoods are generous.

An example of this approach is the proposed landscape buffers and building setbacks at 61<sup>st</sup> Street and along Meding. At these locations, large building setbacks and landscape buffers provides a sensitive transition of scale. These land areas will be located solely on the Fairgrounds site. We do not envision any acquisition of land or relocation of any property owners. In addition, we have proposed that the Production Studio / Soundstages be located at the west side of the site in lieu of along Meding so that the required security fencing associated with a studio does not create an unsightly barrier to the adjacent neighborhood.

### 5. What are the proposed housing rental and ownership (home purchase) rates?

Based on our market analysis to date, we anticipate **average rental rates** to be in the \$1,000 to \$1,200 per month range. For Townhomes, we anticipate purchase prices to be in the \$150.00 to \$200.00 per square foot range based on the interest rate environment.

As part of our predevelopment work and our neighborhood planning process, we will conduct further market research to confirm supply and demand for both ownership and rental housing, and gap analysis at the neighborhood level. The housing gap analysis will provide housing development data on affordability gaps for ownership and rental based on household incomes. It has been our experience that this type of analysis, conducted during the predevelopment phase of a project will provide direction for housing typologies, mixed income neighborhood development, and use of use programs like Community Land Trust, down payment and closing cost assistance, etc. that are designed to encourage homeownership that is affordable. For the purpose of the BFO Submittal, we see a demand for townhouses over single-family houses as the primary ownership typology, because it generates a higher density development and returns to the City of Savannah. However, a supply and demand analysis combined with gap analysis will be used to

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further define housing types / price points. Much of the neighborhood surrounding the Fairground site is single family detached but most likely occupied by an aging in place population. Some segment of this population will be looking to transition to low maintenance homeownership opportunities (townhouses). Ultimately, we want to be guided by housing supply and demand data and housing gap analysis data that reflects how the development of the fairgrounds can serve the City of Savannah's interest as well as the neighborhood surrounding the site, and the developer.

### **6. How will you protect the surrounding neighborhoods from unwanted intrusion and the devaluing of adjacent properties?**

The preparation of the neighborhood plan, referenced earlier, will be guided by a community engagement process that defines "unwanted intrusions" and how they can be addressed. We propose outsourcing to a local MBE security firm if necessary. It has not been our experience that a development of this type will de-value adjacent properties. Our concern would be that the fairgrounds development increases the value of adjacent properties to the point where adjacent, lower income homeowners may not be able to afford their property taxes. As part of the neighborhood planning process, we will address these concerns through the development of a community retention strategy that would protect homeowners from property tax increases beyond their ability to pay. Our Team will establish an Anti-Displacement Tax Fund to pay property tax increases for at risk homeowners.

### **7. How will you handle gentrification?**

A properly executed neighborhood plan that is completed as part of predevelopment work will yield a strategy that is designed to specifically address community retention of existing residents as part of an overall neighborhood development strategy (both the development of the Fairgrounds and the surrounding neighborhoods). Our Team has experience in the execution of similar strategies including the design and execution of an Anti-Displacement Tax fund as referenced above. Our market research approach will provide data that clearly illustrate housing affordability gaps at all levels of the household income stratification. Based on this analysis, we can design a range of housing and social program development options that protects households from gentrification.

### **8. What is your traffic mitigation plan and how will it impact on the community?**

As a part of the best and final offer package requested by the City of Savannah, a conceptual traffic review of the site was required to accompany the final submittal for the project. That review, conducted by Thomas & Hutton, serves as the basis for a framework going forward. Upon selection, the Savannah Bridge Team will work closely with the City of Savannah and adjacent neighborhoods to develop a traffic

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mitigation plan and identify roadway improvements that meet and exceed where possible the expectations of all parties involved.

The Fairgrounds redevelopment project is proposed to contain residential, residential with commercial, recreational, grocery and film studio uses. The trips generated by these various uses can be found in Table 1 on page 49 of our submittal. The total adjusted trips generated by the site is estimated at 7,314 per day worst case. The bus and walking reduction factors will likely be higher than what is shown in Table 1 so it is likely the trips will be less than what has been estimated. The trips generated by the site are then distributed on a percentage basis to the adjacent roadways as shown on Sheet 2 (pages 54 and 55 of our submittal). The total trips (existing plus site) for the adjacent roadways in the area is shown on sheet 4 (pages 58 and 59 of our submittal). Based on our proposed uses, daily traffic will be predictable with very little fluctuation due to special events such as sports competitions / tournaments.

Local area roads similar in usage to those serving the Savannah Bridge Site comfortably carries traffic that ranges from 2000 to 7800 trips per day. There are nine local streets that connect Meding to Montgomery Street. Eight of the nine streets will have an approximate traffic count of between 320 and 490 cars per day after the development is completed. The one exception is 63rd Street which will have approximately 2500 cars per day. Meding Street is the main north-south roadway adjacent to the site. It will carry approximately 3,950 cars per day after the development is completed. Staley Avenue will carry approximately 8,000 vehicles per day once the development is completed. All these streets fall within or near the upper end of the range to other local streets that serve similar functions in the area.

There are several proposed improvements that will be installed as a part of the project. Mini roundabouts will be installed at Meding's intersection with Kimball and 61st Streets and a single lane roundabout will be installed at the Meding-63rd Street intersection. These roundabouts along with the median to be installed along the property frontage will help calm traffic in the area. Turn lane and/or radius improvements are proposed for the Meding-Staley intersection as well as the Meding- Montgomery intersection. A new signal and turn lanes are proposed for the 63rd Street intersection with Montgomery. The extension of Temple and Darcy Streets to intersection with Kimball and extend the neighborhood grid would be desirable. Finally additional consideration for a connection from Coleman to the west side of the community center building would provide additional access to the western portion of the site.

- 9. What is the DBE/MBE/WBE Local goal for the following items:**
- a. Your venture partnership (percentage)**

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The local DBE/MBE partner of this team, Polote Corporation, represents 51% of the team.

**b. Subcontracting (percentage)**

It is impossible to give a direct percentage of participation until we have adjusted our proposed concept based upon our neighborhood and community planning process. See response to question 24 below. We will commit to exceeding the required DBE subcontracting goal as requested in the RFP under 2.7. Our guarantee to 2.7 would be greater than 50%.

**c. How many local DBE/MBE are included?**

Presently, we are recognizing 8 different local DBE/WMBE firms and you can be rest assured that you will be augmenting our commitment with added additional firms.

**10. What is the percentage of Savannah first businesses engaged in the project?**

Greater than 70%. Starting with 51% in the team structure.

**11. What local community partners do you have engaged?**

Commitments for services have already been committed to the following companies: Scott Realty, B&B Demolition, ECO Builders, Eady Construction, Pat Mathis Construction, JC Lewis, S&S Supply, Huddie Safety Concepts, Promised Land Community Development, Thomas & Hutton, and Carver State Bank.

**12. What is your construction schedule and timeline?**

Upon selection and award, the Savannah Bridge™ Development Team will work closely with the City of Savannah to develop a detailed work plan that is based on a strategic approach to achieve project's goals that are mutually developed by the City of Savannah, the Community and the development team. Subject to this work plan, the completion of the initial phases of development as currently conceived (Phases 1 to 3) will likely take 3 to 4 years after financial close depending on tenant requirements and market demand. The delivery of Phase 4 is subject to market demand and other tenant requirements.

Close collaboration with the City of Savannah will occur in each phase of development starting with the development and preconstruction phases of the project. As development agreements are reached between the parties, the Savannah Bridge Team will work closely with the City to evaluate the incentives set forth in the RFP and in our BFO submission as well as other sources of funding and finance. We will also work closely with the City and Thomas & Hutton to address jurisdictional site requirements at the local, state, and federal level. This work will be developed concurrently with site planning and design that will form the basis planned development submittals. As the PUD takes shape and approvals are secured, detailed design and sequenced construction for each phase will commence.

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As indicated in our BFO Submittal, we anticipate that we will quickly reach an agreement. That said, it may be prudent to establish an Exclusive Dealings Period of 1 year with the ability to extend the timeframe in 3-to-6-month intervals at the discretion of either the City or Developer up to 2 years. During the Exclusive Dealings Period, we propose that the tasks associated with negotiations to reach a Development Agreement be undertaken, as summarized in the below including, but not limited to the following tasks:

- a. Preliminary Agreement between the City and Developer
- b. Identify and Establish City Designations, Incentives and Entitlements
- c. Neighborhood / Community Benefits Plan
- d. Final Site Plan Development
- e. Confirm Key Tenants and City Incentives, if any
- f. Execute Final Financing and Funding Strategies
- g. Final Agreements between the City and Developer
- h. Financial Close
- i. PD Submittal and Approvals

We anticipate 8 to 10 months for design and 16 to 24 months for construction for each phase. Multiple phases may run concurrently as indicated above. Construction may be delivered on a fast track / sequenced basis. Additional detail regarding durations can be found in our BFO Submittal.

### **13. What type of recreation is proposed for the community youth and seniors? What is the associated recreation cost for residents?**

Upon our selection, the Savannah Bridge Development Team will work closely with the City of Savannah and the adjacent Neighborhood Associations to develop a recreation program for all residents including the community's youth and senior citizens. In our BFO submittal, we propose outdoor and indoor facilities.

Outdoor facilities respond to the compulsory requirements of the BFO set forth by the City of Savannah, including the following: public open space, parks, trails, one multipurpose field and one playground facility plus 25 parking spaces dedicated for public use. These uses are augmented by the ecosystem / wetlands preserve and public open space described in more detail in our response to Question 14 below. We propose that these outdoor facilities be open to the Savannah Community with no admission or use fees. Additional multipurpose fields will be considered if deemed appropriate through the Neighborhood Planning Process.

The Savannah Bridge Development Team proposes to co-develop a multi-generational indoor facility with the City of Savannah that features aquatics and recreational facilities on Site 8 including, but not limited to:

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- a. Multi-purpose Community Meeting and Event Space, space adaptable for family/community events as well.
- b. Swimming Pool (s)
- c. At least 4 basketball courts, convertible to 8 volleyball courts
- d. Indoor walking/running track
- e. Strength and conditioning training
- f. Yoga and Dance
- g. Climbing Wall
- h. Sports Medicine and Rehabilitation
- i. Health/Wellness & Nutrition Counseling
- j. Support facilities such as locker rooms, concessions areas, seating, etc.
- k. Staging and storage facilities for outdoor recreation
- l. Other facilities as required

To deliver this portion of the project, we propose to explore a combination of public and private financing. We anticipate that the Community Center will be a public facility under the management of the City of Savannah, or a Foundation established as part of the P3 process with input from the community during the Neighborhood Planning Process. Any user fees will be subject to standards established by the City of Savannah and adjacent neighborhoods.

#### **14. What portion of the property will the developer own?**

Up to eight (8) development sites have been identified to accommodate multiple phases of work representing between to  $\pm 30.8$  to  $\pm 32.6$  acres of development area. In addition to this development, approximately  $\pm 4.40$  acres of land area is dedicated for a public playground and athletic field. Over  $\pm 16.0$  acres is dedicated to additional park expansion, nature trails & an ecosystem preserve that includes at least  $\pm 7.56$  acres of wetlands. In addition to this open space, approximately  $\pm 13.2$  acres of streets, streetscape, intersection improvements, on-street parking, landscape buffers and associated open space is also proposed. For the park expansion and recreational uses dedicated to the City of Savannah, 25 parking spaces for public use are also provided.

#### **15. How will your development team address food insecurity in the community?**

On the basis our preliminary assessment of the surrounding community we thought a small community grocer would be the most practical solution to provide readily accessible fresh food to nearby neighborhood residents. Our proposed development plan also includes a dedicated community garden site that will be open to the public and professionally staffed to teach community gardening. Our

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Team members have worked closely with Historic Westside Gardening <https://www.historicwestsidegardens.org/> and FoodWell Alliance, both based in Atlanta, Ga., to develop community gardening initiatives within neighborhoods as a strategy to address food insecurities and urban farms that address both food insecurities and create opportunities for economic development. Similar initiatives are proposed for this project.

### **16. Will any daycare services be provided as part of your development?**

Yes. We envision that a day-care facility will be part of the tenant mix summarized above. We have several interested operators. Upon our selection, we will work with potential operators including operators currently operating in the community, to acquire the necessary financing to develop a high tech, state-of-the-art daycare that is geared around play, fun, and building a foundation within the children's minds.

### **17. What role will Savannah State University play in your proposal?**

The Savannah Bridge Team has not engaged Savannah State University at this juncture. However, it has always been our vision to augment our team with additional development partners, subcontractors, community partners, local organizations and other institutions upon award. We are currently working with Alabama State University on a Choice Neighborhood Initiative in Montgomery Alabama to assess neighborhood needs. We would envision a similar partnership with Savannah State College (SSC). In addition, we will work with SSC to create internships for students interested in real estate development, community planning, and urban agriculture.

### **18. How many units are proposed for home ownership versus rental in your proposal?**

Based on our market analysis to date, we project demand for 80 townhomes (single family) for ownership. In addition, we project demand for 115 to 230 'serviced' apartment units that can be set for ownership and / or rental. In terms of rental units, we currently project demand for up to 631 apartment units.

### **19. How is public safety going to be addressed in the development?**

We intend to develop a rent structure that will fit and attract new hire officers for the City and County, as well as new hire firemen and first responders, healthcare professionals, city workers, and others who are looking for a diverse community with reasonable rents and possibly some type of rental assistance. Additionally we will work with the Savannah Police create an at-risk diversion program for youth in our multi-purpose facility see:

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<https://atlantapolicefoundation.org/programs/community-engagement/at-promise/>

### 20. How is technology going to be addressed or integrated for youth and seniors?

Broadband will be provided to all areas and tenancies on site. Access to the internet, Wi-Fi and LAN facilities will also be provided for public use at the Community Center and Manchester Bidwell School. Wi-Fi will be provided in public open spaces to the fullest extent possible.

We also anticipate the inclusion of an eSports café as a tenancy in ground level tenant space or as an ancillary facility in the Community Center. Multiple configurations will be explored including a 30 to 40 LAN Cafe plus facilities for eSports training and competitions. To supplement the network capabilities for eSports and the Film Production Studio / Soundstage Complex, we will also investigate the expansion of fiber optics service to the entire site

Once in place, these facilities will be available to the community's youth and senior citizens supporting the **Work, Play and Learn** aspects of the community.

Last, the Savannah Bridge Development Team have entered discussions with Georgia Power to implement and integrate Renewable Energy Development Initiatives plus other Rebates and Incentive programs into the Savannah Bridge Development that may be passed on to qualified tenants and the adjacent community.

While not directly related to technology, these discussions with Georgia Power represent opportunities to provide additional benefits to the community, its youth and senior citizens through sustainability that can positively impact the **Live** components of our development. Under P3 Delivery, the Savannah Bridge Development Team has a successful track record in developing projects that are LEED Certified including Silver, Gold and Platinum certifications. We also have projects that are NET Zero + projects with Green Star and Well Building certifications in hand and in progress respectively and will investigate the application of these principles to the Savannah Bridge Project.

### 21. How much funding will be requested from the City of Savannah for your development?

Upon our selection, the Savannah Bridge Development Team will work closely with the City of Savannah to develop a funding strategy in a public private partnership framework. We anticipate that the Savannah Bridge Development will be funded by debt, equity, operating income, grants, foundations and other sources. In addition, we wish to explore using the following incentives per project component as summarized below:

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POSSIBLE INCENTIVES FOR CONSIDERATION	Park Expansion, Recreation & Open Space	Public Square	Utilities / Streetscape & Intersection Improvements	Site 1	Site 2	Sites 3, 4, 5 & 6	Site 7	Site 8	Neighborhood
Planned Unit Development	X	X	X	X	X	X	X	X	
Enterprise Zone Consideration	X	X	X	X	X	X	X	X	X
Tax Allocation District Designation	X	X	X						X
Community Improvement District	X	X	X						
Special Tax District	X	X	X						
State of Georgia Film Tax Credits							X		
Savannah Regional Film Commission Incentives							X		
Utility Connection Fee Waiver	X	X	X	X	X	X	X	X	
Bond Financing	X	X	X					X	X

As we have noted in our original submittal and reinforced in our BFO Submittal, we will be forming a Foundation and seeking Grants to supplement public and private capital. With this being the case, it is not known what precisely will be desired by residents in the area and within the project. Project funding will depend on project "demands" as mutually agreed to with the City of Savannah, the Community and Savannah Bridge's economic ability

### 22. Explain your financing plan and capacity?

The Savannah Bridge Development Team has the experience and capacity to deliver this project with annual combined revenues of approximately \$500m and combined bonding Capacity of \$1.5bn. Three groups are currently assisting the Savannah Bridge Development Team in arranging private financing. Firstly, the strategic plan for project financing centers around Neighborhood Lending Partners (NLP) furnishing long-term mortgage financing to spur home ownership and small business financing. NLP is a certified CDFI Institution credentialed by the U.S.

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Treasury. It represents a consortium of banks in both Florida and Georgia with offices in Tampa and Atlanta. It is expected that NLP and its member banks will provide upwards of \$200 million in home ownership funds, with or without federal and state incentives. Please refer to the attached commitment letter we received from NLP. I have enclosed it once again for your review.

Additionally, Piper, Sandler and other investment bankers are being considered to provide project-related bond financing, both taxable and tax exempt (if inducements are obtained), to fund project-wide development activities. Piper, Sandler is a nationwide bond underwriter with the capacity to originate and place up to \$200 million of project-related debt.

Lastly, USI Insurance will provide advice and insurance tools to minimize risk for all parties concerned and will develop insurance products to that end.

**23. Are there any relationships with your team and City Council members or City staff related to this development?**

No

**24. Are you open to changes requested by the residents?**

Yes, and this is the reason for our approach of engaging residents in the preparation of a transitional neighborhood planning process. Our Team will document existing conditions, engage residents in visioning sessions to ascertain how we can work with the surrounding neighborhood to reinforce the character, history, and culture of their neighborhood in light the pending development of the Fairground site. It is important to note that this part of our predevelopment work will not only provide information to our development Team on the type of changes needed in our development plan to address resident concerns, but the type of short and long range changes that need to occur in the surrounding neighborhood to insure retention of existing residents and manage the impact of the Fairground development so that it is a positive impact of legacy residents who live around the Fairground site.