



Williamson County

INVESTMENTSCORPORATION

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Association Building – Woodburn, Oregon

August 20, 2014

Jim Hendryx
Economic and Development Service Director
270 Montgomery Street
Woodburn, Oregon 97071
Jim.hendryx@ci.woodburn.or.us

Re: Association Building RFP

Dear Jim:

We are pleased to provide this response to your Acquisition and Redevelopment of the Association Building RFP in the City of Woodburn. Our proven experience contracting with government entities, from Federal Agencies, to local municipalities, to special historical purpose quasi-government task forces, provides us knowledgeable insight into the needs and demands your project objectives are going to require. Specifically our know-how at successfully restoring properties - creatively emphasizing history, character and settings – provides proven capacity to ensure that the Association Building Redevelopment will add valuable contribution to the City and to its residents.

Our proposal would be for a highly customized restoration consistent with the Woodburn Urban Renewal Agency's vision for an adaptive mixed-use for the Association Building. Our design and marketing approaches are geared to appeal to a specific community of tenants that allow the property to achieve its highest best use.

With us, you get total willingness to learn and customize to your needs and desires beyond project report baselines. Our focus is a detailed and high quality restoration with our heart fully committed to bringing life back to this historic property. If we should be successfully engaged, I would take full charge of the restoration and development as proposed, including spending necessary time on site to see it to successful conclusion.

Thank you for the opportunity to provide our proposal and look forward to speaking with you further about this unique and exciting project.

Sincerely,



David J. Alarid
President

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Randy Gilbert

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Uses and appearance of the Association Building would be redevelopment into an adaptive commercial mixed-use in order to create and maintain a vibrant entertainment use downtown that revitalizes yet preserves Woodburn's cultural heritage

The Association Building concept would be for an adaptive repurpose, restoration of the property following the model of Micro Brewpub / Beverage Distillery as presented in the Association Building Feasibility Study for The City of Woodburn. The proposed interior appearance would be a complete restoration maintaining historical character yet incorporating energy efficiency and modern conveniences. The concept includes wood floors, video surveillance security system, smart lighting and Wi-Fi.

Historic buildings requires a unique design solution resulting in a variety of unit sizes and shapes, even so, the retail spaces would maximize quality, potential and attention to details.

Our proposal for the Micro Brewpub / Beverage Distillery with environmentally-friendly design, building and operational practices, minimizes impact on the land, incorporates and renovates the Association Building, and includes on-site ample amenities for tenants and customers.

Williamson County Investments Corporation shares the City of Woodburn's vision and sees great potential at the Association Building as an innovative commercial property and we will work with the Woodburn Urban Renewal Agency and the City of Woodburn to develop a detailed plan that will incorporate the following central elements:

Site Stewardship: Our design begins with a simple philosophy that the Association Building provides an advantageous use due to its prominent location access to the Downtown Plaza which should be preserved to the greatest extent possible. In order to minimize development impact, we will restore and repurpose respectful of the historic character.

Green Building: As with all historically respectful developments, we envision high- performing green buildings that will minimize energy usage and accrue health benefits to tenants and customers. We recognize that responsible redevelopments benefit from high indoor air quality measures, such as good ventilation and use of low-VOC paints, sealants and other building materials.

On-Site Amenities: The goal is to create an open and inviting development for all City residents, which will be reinforced through physical adjacencies and existing synergies, pedestrian connection through the building and atrium space. Additionally a rooftop restaurant / bar, patio area would promote this building a destination space for visitors and residents.

Realistic Proposal: Williamson County Investments Corporation has put substantial effort into producing a realistic, viable, sustainable and implementable proposal. Design and cost assumptions have been closely examined by our team and we have utilized our knowledge of funding programs to determine appropriate subsidy levels and structuring. Williamson County Investments Corporation prides itself on completing the developments it commits to on time and according to plan.

As reflected in our proposal, we believe that our team offers unmatched credibility and capacity for the size and type of development contemplated, including

- Planning, design and development excellence combined with local knowledge and partnerships.
- Track record delivering complex projects on time and on budget.
- Financial strength including banking relationships and public agency financing experience.
- Extensive experience in sustainable development strategies with State and Federal projects. Seeking the highest standards for energy efficiency and green building.
- Track record with completion of local developments and strong relationships with state government.

We will provide the City of Woodburn a superior development at the Association Building which will satisfy the City's Core Objectives and endure as a development that the City residents can be proud of. The team will satisfy the Core Objectives in the following manner:

Maximum Innovation: The WCIC team provides an innovative proposal that focuses the design, construction, and operations of the Association Building on tenant and customer health. This will be accomplished through healthy building practices.

Williamson County Investments Corporation presents a visionary and innovative development. The City of Woodburn desires to create a development at the Association Building that will stand at the forefront of ecological design integration by a commercial space with integrated strong environmental goals. The goal of the WCIC team will be to apply its experience in innovative development to create a development at the Association Building that will be true to the City's aspirations.

WCIC will take an integrative approach to develop a sustainable and innovative development at the Association Building centered on promoting a healthy lifestyle for the tenants and customers by incorporating the following health conscious strategies into the design, programming and operations of the development:

Healthy Building: Tenants and customers are susceptible to various ailments that can originate in properties that contain toxic materials such as Volatile Organic Compounds (VOCs) or poor indoor air quality. Healthy buildings constructed with the greatest care and attention to the future occupants' health and well-being is our focus. It is central to the missions of Williamson County Investments Corporation to design, construct and operate the Association Building in a manner that promotes good health for tenants and customers as follows:

- Use low- or no-VOC (low/no off-gassing) paints, cabinets and carpets to reduce harmful toxins in the air.
- Install high-performance exhaust fans that vent to the outside, thus reducing smoke and odors and humid conditions that enable mold and mildew growth.
- Install high quality indoor air ventilation systems and verify through post-construction testing that the systems are providing adequate fresh air.
- Implement an indoor smoke-free policy.
- Use green cleaning and operating policies to ensure a continued healthier atmosphere for tenants and customers.

Such measures are known to greatly improve indoor air quality and protect all populations.

The buildings are designed with great care given to the details. We are mindful of creating both an attractive and durable building that will hold up well over time. We also strive to create developments that respect the context in which they are built. We believe that the conceptual design presented in this proposal accomplishes all of these objectives.

The design aims to build on the existing structure in a manner that is respectful of the historic character of the Association Building.

Customers and tenants will be able to easily access all floors of the Building via an elevator that will be located in the corridor. ADA-compliant ramps will be added to permit access to individuals with physical handicaps.

The restoration and repurpose of this historic property, accomplishes multiple goals:

- **Minimizes Site Disturbance:** The areas designated to repurpose are within the existing structure.
- **Utilizes Existing Infrastructure:** The Association Building is already accessible by vehicles and the intent would be to use the existing access points for entrance and egress to and from the building.

- **Refurbishes the Association Building:** The plan will utilize the existing space for the commercial mixed-use destination downtown. This strategy will maintain the architectural character and history of the building.

Please see the building rendering, elevation drawing, section, floor plans, and site plans for more detail on the design.

The WCIC team works closely with communities on all of their projects with the objective of keeping the community well-informed of progress and for soliciting feedback. The WCIC team will provide regular updates to the Woodburn community throughout the development process to ensure they are well informed of the overall development schedule and related leasing activities.

The **building amenities** will include the following:

- Micro Brewpub/Distillery (anchor tenant) provides a downtown entertainment venue and diversifies restaurant options: the program includes Brewpub production, café/restaurant, bar, outdoor balcony with views to the plaza and a retail space.
- Rooftop Patio for restaurant / bar activities with views to the plaza.
- Café/Restaurant and outdoor seating helps activate the Downtown Plaza
- Retail at Front Street complements existing businesses.

This describes our vision and desire to be chosen to develop and manage the Association Building following the Micro Brewpub Concept for the benefit of the City, its residents and visitors.

This would be achieved by following the U.S. Secretary of Interior's Standards for Rehabilitation and Guidelines for Rehabilitating Historic Buildings, and by following the standards for LEED Platinum certification developed by the U.S. Green Building Council. The outcome would be a blend of historic preservation of this landmark with energy- efficient, environmentally sound features – a functional, green and aesthetically beautiful mixed-use structure that maintains its historic character and integrity.

The LEED rating system is made up of six categories, each of which is composed of prerequisites and credits. The six categories are: Sustainable Sites (SS), Water Efficiency (WE), Energy and Atmosphere (EA), Materials and Resources (MR), Indoor Environmental Quality (IEQ), and Innovation & Design Process (ID). There are four levels of certification: certified, silver, gold, and platinum.

ASSOCIATION BUILDING 2014 LEED SCORECARD

Available	Yes	Maybe	No	SUSTAINABLE SITES	
0	Y			SSp1	C Construction Activity Pollution Prevention
1	1			SSc1	D Site Selection
5	5			SSc2	D Development Density and Community Connectivity
1	1			SSc3	D Brownwood Redevelopment
6	6			SSc4.1	D Alternative Transportation - Public Transportation Access
2	2			SSc4.2	D Alternative Transportation -Bicycle Storage and Changing Rooms
3	3			SSc4.3	D Alternative Transportation - Low E and Fuel-E Vehicles
2	2			SSc4.4	D Alternative Transportation - Parking Capacity
1			1	SSc5.1	C Site Development - Protect and Restore Habitat
1			1	SSc5.2	D Site Development - Maximize Open Space
1	1			SSc6.1	D Storm water Design - Quantity Control
1	1			SSc6.2	D Storm water Design - Quality Control
1	1			SSc7.1	D Heat Island Effect – Non roof
1	1			SSc7.2	D Heat Island Effect - Roof
1	1			SSc8	D Light Pollution Reduction
1	1			SSc9	D
28	26	0	2	Total Points for Sustainable Sites	

WATER EFFICIENCY						
0	Y			WEp1	D	Water Use Reduction
2			2	WEp1.1	D	Water - Efficient Landscaping, 50% Reduction
2			2	WEp1.2	D	Water - Efficient Landscaping, No Potable Water Use or Irrigation
2		2		WEp3.1	D	Innovative Wastewater Technologies
2	2			WEp3.2	D	Water Reduction, 30% Reduction
1	1			WEp3.3	D	Water Reduction, 35% Reduction
1		1		WEp1	D	Waste Water Reduction, 40% Reduction
10	3	3	4	Total Points for Water Efficiency		

ENERGY & ATMOSPHERE						
0	Y			EAp1	D	Fundamental Commissioning of Building Energy Systems
0	Y			EAp2	D	Minimum Energy Performance
0	Y			EAp3	D	Fundamental Refrigerant Management
21	21			EAc1.1	D	Optimize Energy Performance, 8% (3 points) - 44% (21 points)
4	4			EAc2	D	On-Site Renewable Energy, 1%
2	2			EAc3	D	Enhanced Commissioning
2	2			EAc4	D	Enhanced Refrigerant and Management
3	3			EAc5.1	D	Measurement and Verification - Base Building
3		3		EAc5.2	D	Measurement and Verification - Tenant Sub-metering
2	2			EAc6	D	Green Power
37	34	3	0	Total Points for Energy & Atmosphere		

MATERIALS & RECOURES						
0	Y			MRp1	D	Storage and Collection of Recyclables
1	1			MRc1.1	C	Building Reuse - Maintain Existing W, F, R, 25%
1	1			MR1.2	C	Building Reuse - Maintain Existing W, F, R, 33%
1	1			MR1.3	C	Building Reuse - Maintain Existing W, F, R, 42%
1	1			MR1.4	C	Building Reuse - Maintain Existing W, F, R, 50%
1	1			MR1.5	C	Building Reuse - Maintain Existing W, F, R, 75%
1	1			MR2.1	C	Construction Waste Management, 50%
1	1			MR2.2	C	Construction Waste Management, 75%
1			1	MR3	C	Materials Reuse, 5%
1	1			MR4.1	C	Recycled Content, 10%
1	1			MR4.2	C	Recycled Content, 20%
1	1			MR5.1	D	Regional Materials, 10%
1	1			MR5.2	D	Regional Materials, 20%
1	1			MR6	D	Certified Wood
13	12	0	1	Total Points for Sustainable Sites		

INDOOR ENVIRONMENTAL QUALITY									
0	Y	1	0	EQp1	D	Minimum Indoor Air Quality Performance			
0	Y			EQp2	D	Environmental Tobacco Smoke (ETS) Control			
1	1			EQc1	C	Outdoor Air Delivery Monitoring			
1	1			EQc2	C	Increased Ventilation			
1	1			EQc3	C	Construction Indoor Air Quality Management Plan - During Const.			
1	1			EQc4.1	C	Low Emitting Materials - Adhesives and Sealants			
1	1			EQc4.2	C	Low Emitting Materials - Paints and Coatings			
1	1			EQ4.3	C	Low Emitting Materials - Flooring Systems			
1	1			EQ4.4	C	Low Emitting Materials - Comp wood and Agri-fiber Products			
1				EQ5	C	Indoor Chemical and Pollutant Sources Control			
1	1			EQ6	C	Control-ability of Systems - Thermal Comfort			
1	1			EQ7	D	Thermal Comfort - Design			
1	1			EQ8.1	D	Daylight and Views - Daylight			
1	1			EQ8.2	D	Daylight and Views - Views			
12	11			1	0	Total Points for Water Efficiency			

INNOVATION IN DESIGN									
1		1			IDc1.1	D	Green Housekeeping Green Building Education Exemplary Performance SSc4,1 Exterior Building and Hardscape Management Plan Exemplary Performance MRc2 or Green Power (70%) LEED Accredited Professional		
1		1			IDc1.2	D			
1		1			IDc1.3	D			
1		1			IDc1.4	D			
1		1			IDc1.5	D			
1		1			IDc2	D			
6	6	0	0	Total Points for Energy & Atmosphere					

REGIONAL PRIORITY																																					
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1	1																																				
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4	4	0	0																																		
D	SSc3																																				
D	SSc4,2																																				
D	SSc4,4																																				
D	EAc1 (44%)																																				
				RPc1.2																																	
				RPc1.3																																	
				RPc1.4																																	
					Total Points for Water Efficiency																																

110	96	7	7	Total Points Attempting ----- Platinum					
Total Points Possible									
Certified: 40-49, Silver: 50-59, Gold: 60-79: Platinum 80+									

ASSOCIATION BUILDING – SOURCES AND USES DRAW SCHEDULE

The Acquisition and Redevelopment of the Association Building costs suggested are as follows:

Cost

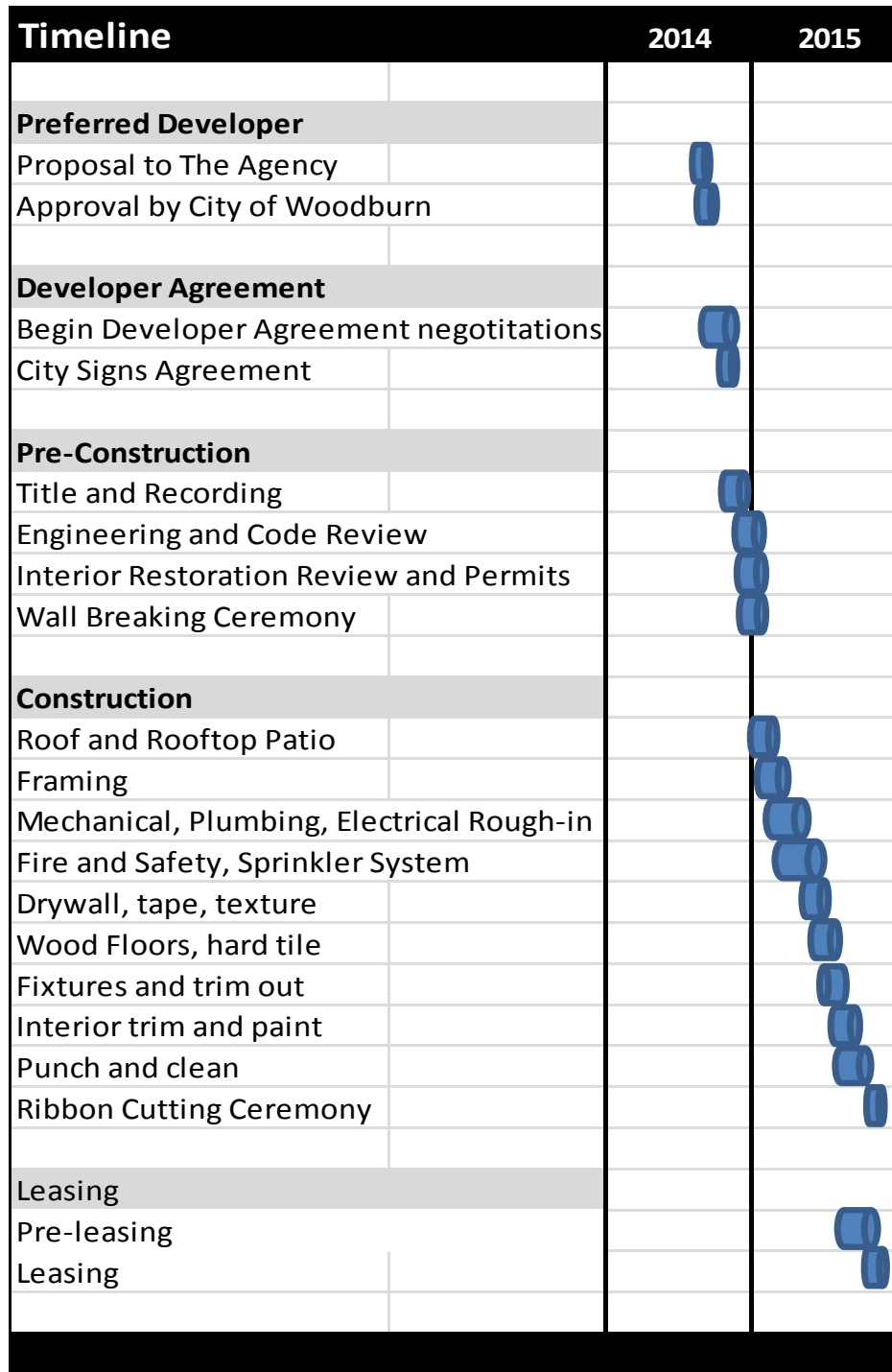
Purchase Building:	\$	600,000	
Redevelopment:	\$	2,600,000	Concept # 3, Micro Brewpub / Beverage Distillery
Rooftop Patio:	\$	400,000	

Total	\$	3,600,000	

Source of Funds

City Loan	\$	600,000	Forgivable loan, grant or TIF to Purchase the Building
City Loan	\$	600,000	Forgivable loan, grant or TIF for Baseline Improvements
Developer Loan	\$	1,000,000	
Developer Funds	\$	1,400,000	
		=====	
Total Financing	\$	3,600,000	

TIMELINE



ASSOCIATION BUILDING PROFORMA

Business Incubator --- Mixed Use Arts						
NET OPERATING						
Space use	Square feet	\$/Sq. Ft. (SF)	Annual gross rents	Comments		
<i>Level 1</i>						
Retail --- Market Rate	275	\$15	\$4,125			
Retail --- Nonprofit Rate	275	\$10	\$2,750			
Workshop/Meeting space	580	\$5	\$2,900	Will likely be leased by the hour by artists		
Café --- Market Rate	1233	\$15	\$18,495			
Gallery space	835	\$5	\$4,175	Will likely be leased on a special event basis or month to month for exhibits		
<i>Level 2</i>						
Studio/office---market rate	570	\$12	\$6,840			
Studio/office---market rate	570	\$12	\$6,840			
Studio/office---nonprofit rate	280	\$8	\$2,240			
Studio/office---nonprofit rate	570	\$8	\$4,560			
Studio/office---nonprofit rate	570	\$8	\$4,560			
Annual Gross Rents			\$57,485			
Less Vacancy (7%)			(\$4,024)	Standard average rate		
Gross Operating Income			\$53,461			
Less Expenses (10%)			(\$9,370)	Retail/office at nnn rates		
Net Operating Income			\$44,091			
Source: Loopnet, October 2013				Office rates vary widely from \$6/SF---old, to \$18/SF---new		
				Average retail rates in Woodburn are at \$15.50,		
				however they are influenced by high traffic locations near outlet mall		

PRELIMINARY INTERIOR & EXTERIOR PLAN

The proposed plan is to renovate the Association Building would follow Concept 3, Micro Brewpub / Beverage Distillery as presented in the Feasibility Study.

Additionally we would add a rooftop patio in order to enhance the property and create a destination of choice for residents and visitors.



Front Street Façade

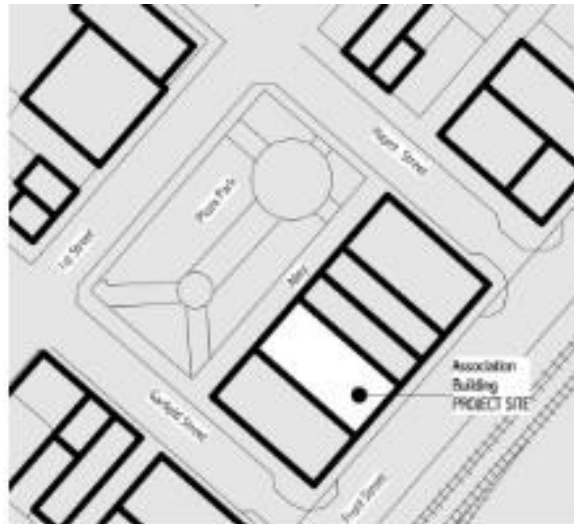


Plaza/Alley Façade

Exterior – Current



Aerial Photo of Association Building



Site Context - Plaza and Front Street



Association Building's location on the Downtown Plaza and alley



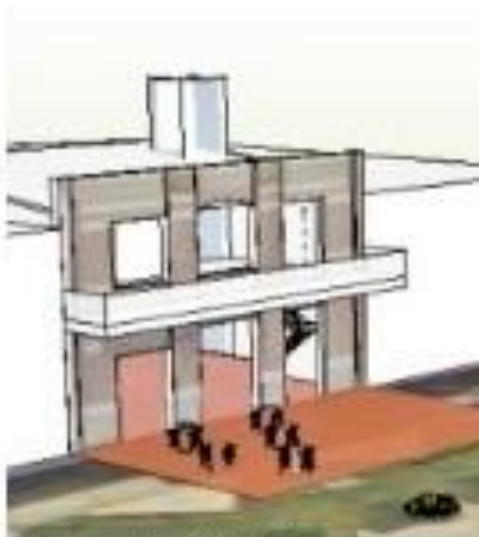
Interior - Current



Lower Level, looking towards Front Street



Interior - Facsimile

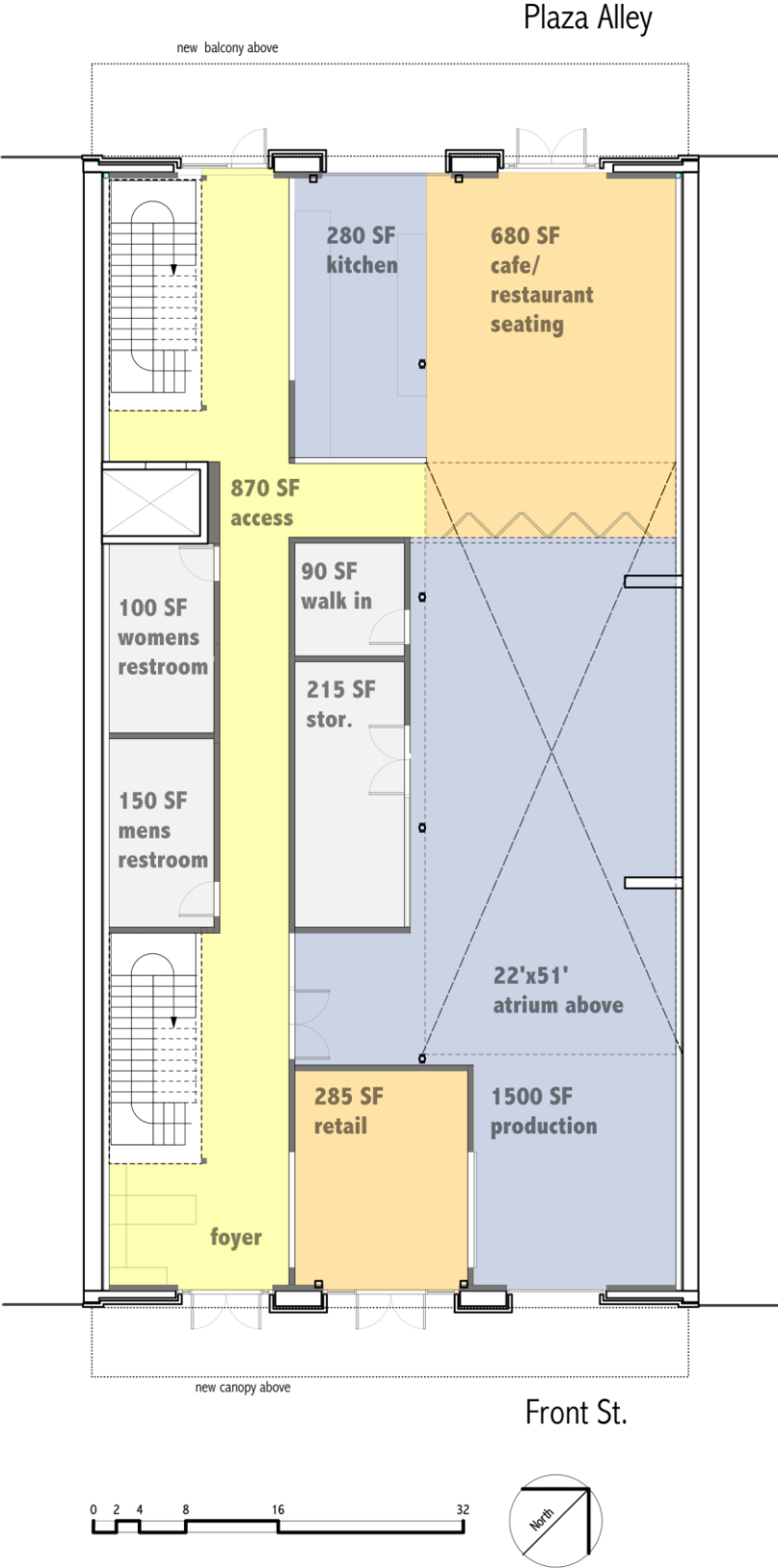


Proposed café building
program and outdoor seating
at Plaza

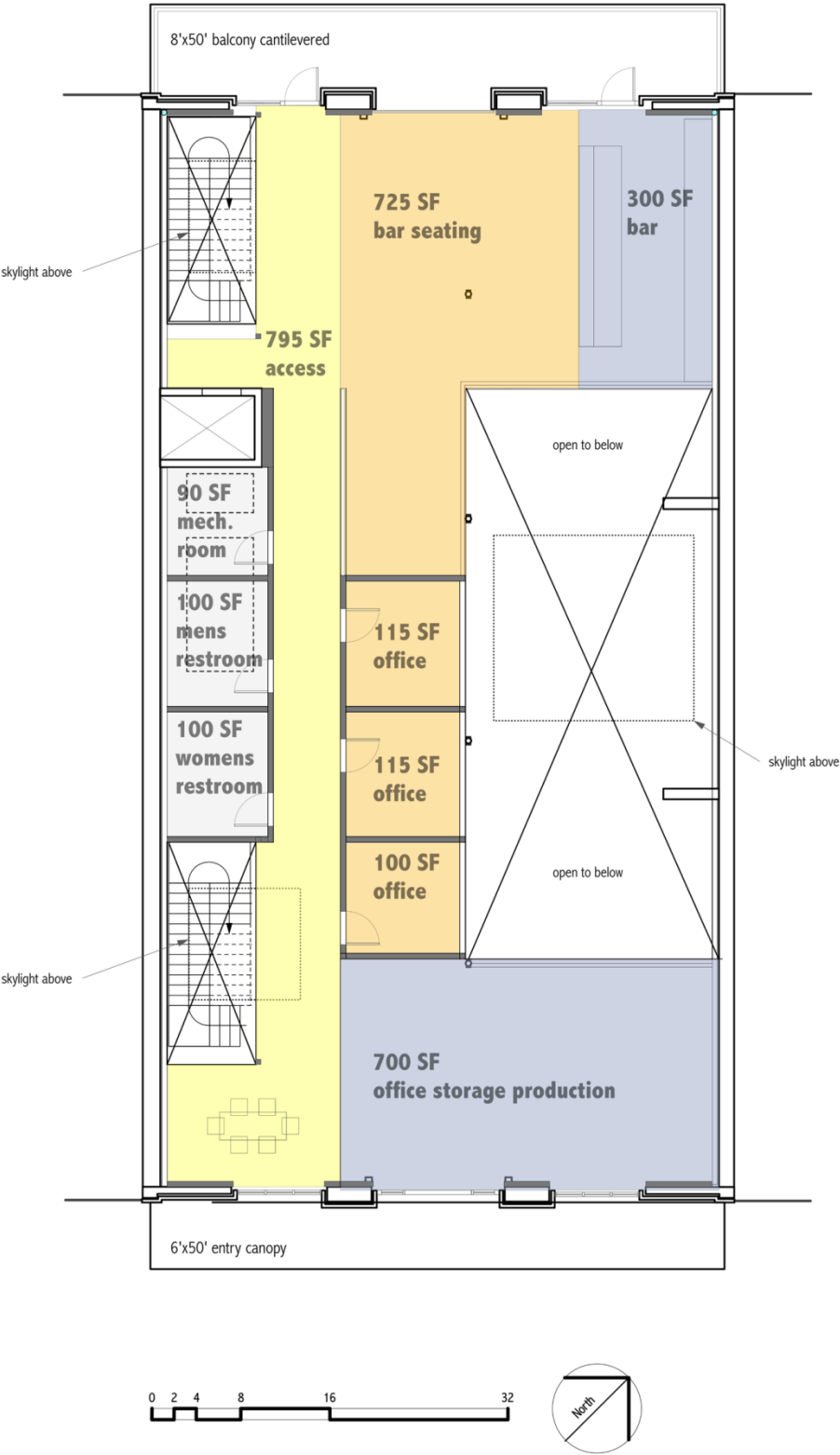


Proposed 'Indoor Street' linkage and
views through building

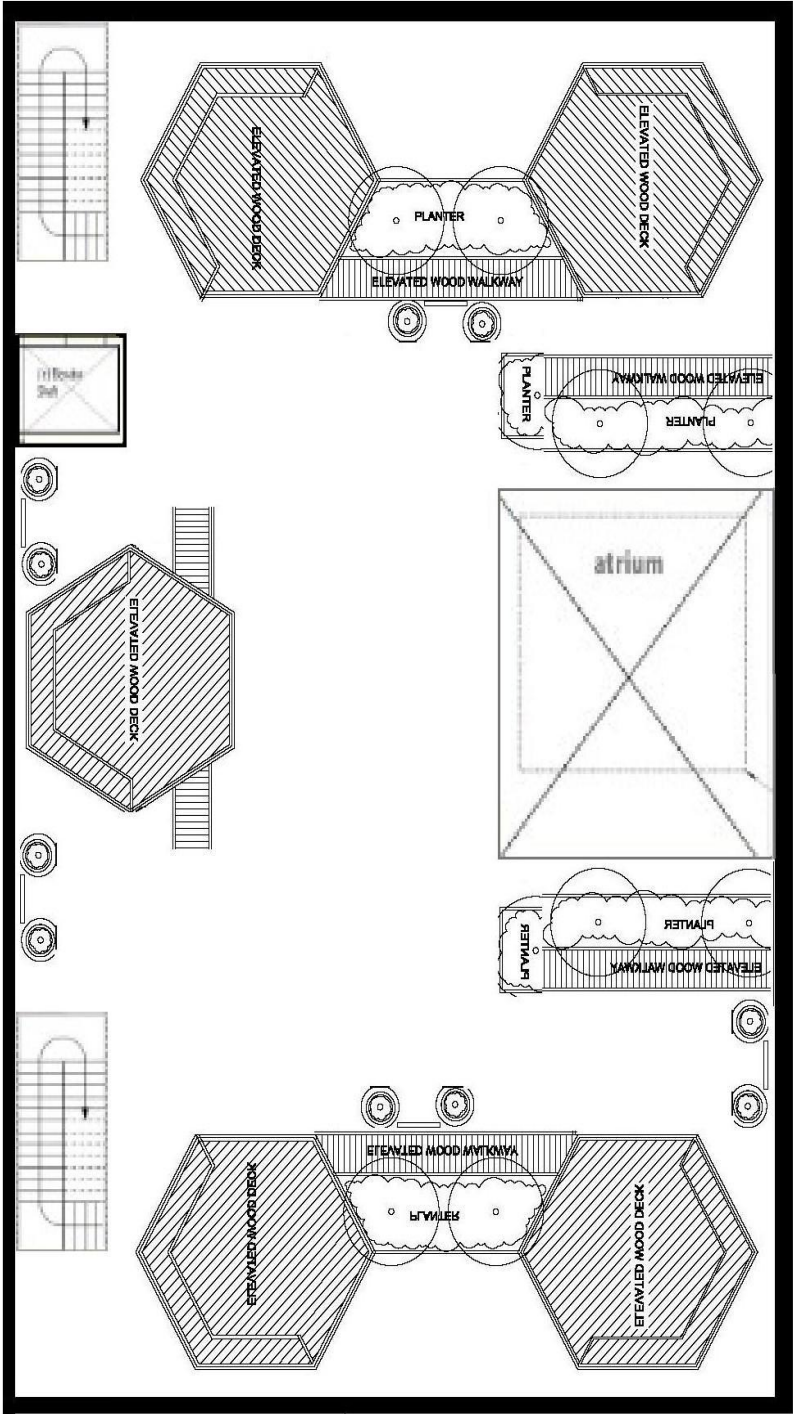
Building Floor Plan – Proposed Ground Floor



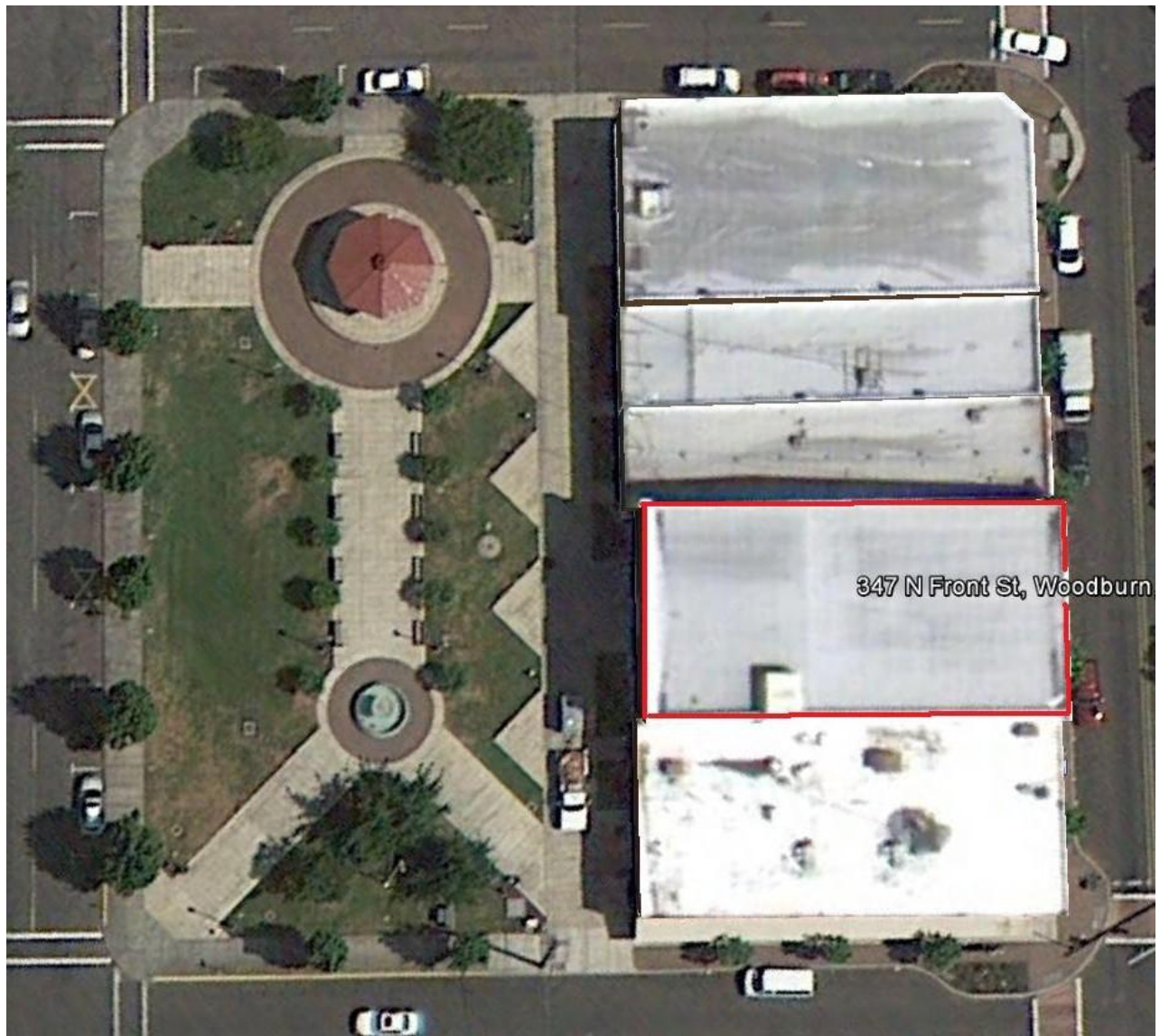
Building Floor Plan – Proposed Second Floor



Building Floor Plan – Proposed Rooftop Patio



Site Plan



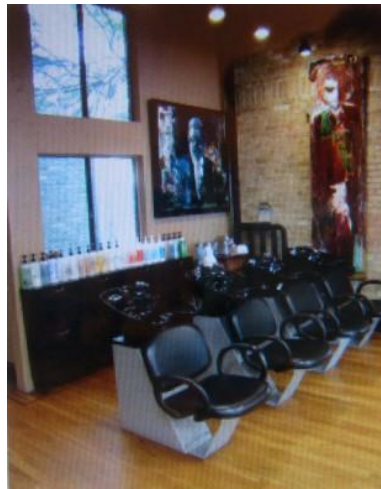
Developer Team Experience

Some of the historic restoration experience listed is as developer-owner and some as developer-contractor. The historic rehabilitation work in Austin, Texas was in the Historic Central Business District. This downtown area was abandoned, neglected and dangerous. During the restoration process, quality tenants were attracted to restored property with character, the area is now a very popular entertainment district.

Owner / Developer

713 East Sixth Street
Austin, Texas 78701

1999-2014



Front of Building:

Restored façade, brick repointed, secondary façade created to allow access to lower level.

Inside of Building:

Restored interior, brick repointing, Solid Oak Wood floors with Mahogany inlaid border. This has been an upscale hair salon for the past eight years.

Complete Restoration of building in the Historic Central Business District. The land was originally purchased when it was the Republic of Texas by a single divorced woman that later married a divorced former Texas Governor who in 1880 built a grain and feed store in what was at the time the “negro tenements”.

The property suffered fire damage to the point that the only thing remaining was the façade, it was neglected so long that a full grown tree grew inside. The interior restoration was based on what it could have looked like based on photos of buildings from the 1800’s as well as the house that was the “war room” headquarters when The Republic of Texas was at war with Mexico. Tongue and groove oak wood floors, turn of the century baseboards, walls, ceiling, HVAC, flooring, plumbing, electrical, windows, doors, transoms, brick repointing, stairways, roof, fire and safety.

Owner / Developer

Built 1910
708 East Sixth Street
Austin, Texas 78701



Front of Building:

Façade was covered with layers of plywood which were removed during restoration at which point we discovered a limestone façade on half of the building and brick on the other half. Structural metal I-beams were welded in place inside the building to protect the original exterior, the footing for the bridge strength metal structure was a 5' deep and 5' around rebar mesh filled with concrete evenly spread out to support the structure.

Complete restoration of building in the Historic Central Business District which was originally built by Lebanese immigrants. This restoration was based on photos and information obtained from the last living heir who provided us with boxes of documents, including the original Republic of Texas deed. Full interior demo, structural, tongue and groove oak wood floors, electrical, plumbing, roofing, windows, doors, transoms, masonry, brick repoint, limestone restoration, fire and safety, HVAC.

When entering this building, if the door was not closed within seconds, it would not close at all because the building started shifting due to years of disrepair. In the 1970's this location was used as an adult hot tub lounge after which it became an adult bookstore in the 80's. It is now a live music venue in the Entertainment District.

One side of this property borders with Waller Creek which flooded a number of times the past 100 years. We removed 500 tons of dirt from what we discovered was the original ground floor and now is the basement. Waller Creek is now being developed into a River Walk.

Owner / Developer

Built 1910
708 East Sixth Street
Austin, Texas 78701



Side of Building next to Waller Creek:

This side of the building is next to Waller Creek which is now being developed into a River Walk. For 100 years, the creek would overflow into the building and during the restoration we took measures to prevent this from happening. In the process we discovered the original first floor which is now a basement where a person can see the sidewalk levels the past few decades back to the original level in the 1800's

Waller Creek next to Building:

Waller Creek being developed into a River Walk with a walking trail which will attract people to this area



Back of Building and Waller Creek at Night:

View of building and Waller Creek at night where live music venues attract activity and discourages the "wrong" kind of people.



Owner / Developer

509 East Sixth Street
511 East Sixth Street
Austin, Texas 78701



Façade of 509 (CigarShop)
and 511 (Sandwich Shop)

Interior of Cigar Shop

Complete rehab, flooring, electrical, plumbing, windows, doors, walls, masonry, interior stone repointing, exterior brick repointing, roof restoration, ADA, HVAC, fire and safety.

This was the “skid-row” area when neglected and in disrepair. It is now the heartbeat of the entertainment district.

Contractor

409 East Sixth Street
411 East Sixth Street
Austin, Texas 78701



Front of Building:

The façade is brick which was repointed yet the interior walls are stone which also were repointed. In this case, the entrance door to the upstairs apartments was placed in the middle of the building rather than to one side.

Complete rehab, flooring, electrical, plumbing, windows, doors, transoms, walls, masonry, exterior brick repointing, interior stone repointing roof, bathrooms, concrete, alarm systems, fire and safety, ADA, HVAC.

This is now a mixed-use property with bars on the first and basement levels and apartments on the top level.

Historic Property restoration on Sixth Street was performed with oversight from the Historical Society and permits from the City of Austin. Some work required variances from City Council because Sixth Street property is in the 100 year flood plain and affected by Federal Law. Historical photographs as well as Sanborn's records were necessary to figure out what the properties looked like or could have looked like in their original form.

U. S. Department of Labor

Gary Job Corps Center
2800 Airport Hwy 21 East
San Marcos, Texas 78666
Risk Manager, Tom Bell



Overhead view of Gary Job Corps Center
with Airport in the background

Army Air Force Technical Training Command in 1943, which later became Gary Air Force Base and finally Gary Job Corps Center, the largest vocational training facility in the nation.

Complete Rehab of maintenance building into an educational building, electrical, plumbing, windows, doors, flooring, AC, drop ceiling, tile, framing, sheetrock, paint, fire alarm system, concrete, bathrooms, fire and safety, fire blocking in the framed walls, rooftop HVAC, bring entire building into code and ADA.

Several Housing, Educational and Administration Buildings fully restored after 70 years of neglect. Roofing, interior demo and rehab, ADA, electrical, bathrooms, floorings, HVAC, Fire and Safety as well as bringing Emergency Exits and signs up to code.

The challenges we faced in these restorations was the decades of different people building, repairs and use. Federal Government property repairs were not made to any standard or code which meant that all restorations we encountered were unique as most historic property rehabilitations tend to be.

As stated in the Feasibility Study, “this concept would increase the diversity of the types of restaurants downtown, bringing more people downtown without competing with existing businesses. Many models for modern brewpubs are destinations for residents, are community oriented and provide family-friendly programming and environments. Many breweries and distilleries with restaurants and restaurants in general, rely heavily on families and groups frequenting their establishments, and often offer tours and tastings to attract additional visitors. This concept would also provide more family oriented uses in the downtown”

High end developments and restorations tend to create a waiting list for space and the property would likely become fully leased prior to completion, especially if a tenant can choose interior finishes, light fixtures and colors.

Williamson County Investments Corporation works with counties, cities, non-profit organizations and private clients to create integrated solutions to real estate challenges. We draw on our staff’s wide range of previous project experience and inter-disciplinary skills to provide our clients with strategic, practical advice and to make wise investment decisions. Our four complimentary areas of practice include:

Our **Planning** practice provides strategies and practical implementation plans for cities and non-profits. The practice advises clients with creative solutions to their real estate, land use, housing and economic development needs. The group also offers strategies to integrate green building, affordable housing, open space preservation and economic development.

Our **Development** practice develops projects for our own account and in partnership with others. Typically, projects are models of walkable mixed-use, mixed-income green urban infill. We often build demonstration projects to show lenders, residents, public officials and the development community how creative solutions can be successfully implemented.

Our **Civic Development** practice provides real estate advisory and project management services for complex projects that enrich the vitality of communities. The group brings a sophisticated understanding of green building, programming, budgeting, board and staff relations, public and private finance, scheduling, design, and construction, enhancing our ability to manage projects.

Our **Investment** practice is committed to acquiring real estate located near or in walkable communities, and enriching these assets with green management practices, professional real estate skills, and long-term point of view. This work informs the full range of our real estate activities with a deep understanding of the issues of operations, life cycle costs, and responsible citizenship.

Williamson County Investments Corporation is a mission-based, green real estate policy, planning, development, civic development and investment firm.

Our mission is to repair the fabric of cities, towns and communities while preserving the land around them. To do this, we plan and develop diverse, green buildings and neighborhoods enriched with social, cultural and educational networks. The result of our work is a model that is equitable and supports the cultural, educational, and economic health of the regions in which we live and work.

A green urban solutions provider, we understand building, neighborhoods, cities, counties, regions and the nation, and the infrastructure systems that serve them as complex, adaptive and interdependent systems. We believe that our integrated, multi-disciplinary approach to policy and practice are the keys to achieve transformative change.

Founded on January 19, 2000 by David J. Alarid, our firm is recognized for its ability to achieve visionary goals through practical strategies financing and building technologies.

Committed to principles of smart growth, we have focused out planning, development, advisory and investment efforts around promotion of maximum accessibility and the cultivation of mixed-use communities.

If our proposal is accepted as Master Developer, Williamson County Investments Corporation will also be the Property Manager in order to maintain focus and attention to the details and maximize value.

The development and restoration of historic property requires the creation of complex legal structures due to the financing sources traditionally utilized, including State subsidies, and/or financing. The WCIC team's experience in structuring such arrangements and understanding of public sector requirements enables streamlining of the process.

A. Developer Legal Structures: Below is a listing of the currently assumed legal structures for the property based on the objectives. There are a multiple options that can be pursued for any of the legal structures described below and it is understood that continued dialogue with the City, as well as with lenders and investors, could result in modification to the below proposed structures.

- *Land Conveyance:* A fee simple conveyance for a stipulated sum with no conditions is preferable because it is simple and direct for purposes of structuring the financing.
- *Use and Occupancy Restrictions:* The conveyance, through a deed restriction, could be used as a mechanism for the City to ensure that their core objectives for the use of the property are met. Typical requirements include restrictions on what facilities can be constructed on the property, leasing preferences for local residents, and/or preferences in hiring of contractors and/or consultants. However, codifying these objectives must be done carefully and with appropriate legal oversight to avoid future conflicts with requirements of financing programs.

The WCIC team will work closely with the City to understand the specifics of its objectives and prepare documents that equitably reflect those objectives. The team will also advise the City when provisions of these documents might conflict with funding requirements.

As with any proposals, anything contained within the proposal can be negotiated or mutually modified. Proposals are concepts designed to stimulate forward movement and superior results.