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How to think like a Developer

Projects are always driven by the bottom line, a streamlined process is critical for success.

Understanding your proforma, market and development process

- Remove the red tape
- Understand your market
- Municipal engagement and cooperation is a must
- Does your local ordinances and programming support the development you are trying to attract



What a Developer Looks For and What a Municipality Needs to Match

A municipality needs to have knowledge of its demographics, market data, and understand it. The understanding needs to be at a depth that representatives of the municipality can explain it to others –such as the developer’s team of people. That data should also be in easy-to-understand format which is available to anyone. At a minimum, suggested data a community should have includes:

- Employment, growth numbers, Immigration patterns, Foreclosure trends, School system strengths, Apartment and rental rates, Information on all building permits and zoning permits
- Demographics (in particular the Millennial and Boomers), Infrastructure needs and/or challenges
- List of sites ready for redevelopment (maybe with the phase I environmental assessment already done)

Creating a Sense of Place with Community Partnerships



Developing Community Partnerships was Integral to the Success of The Gateway



Focus Groups Were Used to Determine What Was Important to Area Seniors

Creating a Sense of Place with Community Partnerships



- Been Vacant for Almost 40 Years
- Over 12 failed prior development attempts
- Completed the entire entitlement process in 60 days
- Worked with Local Veterans to Get Their Input on Housing Needs



At its peak, the facility built by local Catholic Church leaders housed 200 orphans from throughout the Upper Peninsula, and among its last tenants were child refugees from the Cuban revolution.



The former Holy Family Orphanage, which will gain new life as the Grandview Marquette housing development when renovation is complete by late summer 2017, provided care to hundreds of children between the time it opened in 1915 and closed in 1965.

How to Brew a Midwest Downtown Renaissance

It is a good time to examine both the plight of our Rust Belt urban centers and their untapped assets. – The American Conservative 12-1-16



The Hayes Hotel – Jackson MI

How does a town attract businesses to save their Midwestern Main Street?

- Infrastructure
- Entertainment
- Market Rate Housing
- Basic Necessities
- Retail

How to Brew a Midwest Downtown Renaissance

By JOHN BURTKA III • December 1, 2016, 12:01 AM

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JACKSON, Mich.—With a renewed interest in Middle America, it is a good time to examine both the plight of our Rust Belt urban centers and their untapped assets.

The Great Lakes region in particular is characterized by classic downtowns sporting Italianate-style buildings made from the venerable Chicago Common brick. Some even feature architectural works of art by famed designers like Detroit's [Albert Kahn](#). Today this once vibrant part of our country—filled with hard working, second-generation Americans and underutilized downtowns—is experiencing a quiet renaissance spurred by unlikely sources.

Despite going through one of the toughest economic downturns since the Great Depression, the Great Lakes region still has a fair amount of large businesses and corporate headquarters in hundreds of medium-sized urban centers. Yet these

Beloved former Orphanage Becoming Iconic Affordable Housing

BRAD STANHOPE, ASSIGNMENT EDITOR, NOVOGRADAC & COMPANY LLP

Equity from low-income housing tax credits (LIHTCs) and historic tax credits (HTCs) is helping a former orphanage that is one of the most beloved buildings in Marquette, Mich., become affordable housing after sitting vacant for 35 years.

The Holy Family Orphanage was home to hundreds of children from the time it opened in 1915 until 1967, when it became office buildings. Since 1981, it sat vacant.

Until now.

HRS Communities of Farmington Hills, Mich., and Marquette, Mich.-based nonprofit Community Action Alger-Marquette are teaming up to turn the building into the Grandview Marquette, a 56-apartment complex that is drawing raves from residents.

"This community has been tremendous and extremely supportive in its support," said Shannon Morgan, senior vice president of HRS Communities. "We had a groundbreaking event in August and more than 150 people turned out. The community really embraces this—it's one of the most transformational buildings.

There's a lot of emotion for it in the region. A lot of people have a storied history with it."

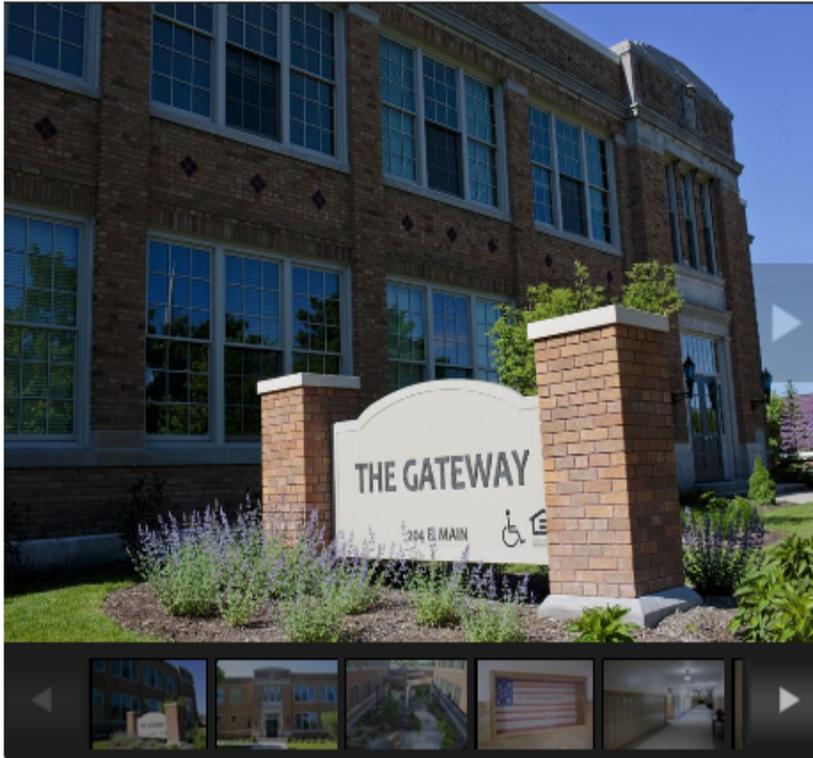
The impact goes beyond the city limits. "It's a natural building to be repurposed into affordable housing. If this building isn't full at the close, it will be shortly later," said Rich Lieveuse, chairman at LIHTC investor InSite Capital, a subsidiary of Chemical Financial Corporation. "It's really a cool building. It's not just big for the city; it's big for the whole Upper Peninsula. Everyone in Marquette knows it and loves it."

Amy Lerlie, executive director of nonprofit Community Action Alger-Marquette, which will also provide services to the residents, said the development is significant in her hometown. "This building is in the heart of downtown Marquette and has been deteriorating for 20-plus years," Lerlie said. "There is such incredible sentiment in the community for it."

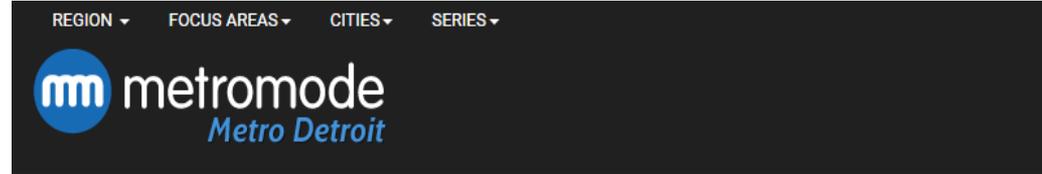
It just took a few decades to make the journey from orphanage to affordable housing.

1920s School Turned into Apartments. Now, Seniors Live Where They Learned

Seeking a Missing Middle in Metro Detroit Housing Market



The old Fremont High School built in 1926, has been renovated into The Gateway, a 38-unit apartment building for 55 and older. The other portion of the building has turned into the Fremont Community Center, which features the old gym, swimming pool, North Pointe Gymnastics, cardio and weight rooms, and multi-purpose room for a variety of



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