

# DEVELOPMENT MANAGEMENT – COMMUNITY DEVELOPMENT ENTITIES

## The Baltimore Food Hub Development Management

### Problem

The Baltimore Food Hub is a complicated, mission driven, LEED Silver Baltimore City real estate development project being built by the non-profit American Communities Trust (ACT). ACT's team needed to optimize the allocation of their staff's finite resources and appropriate expertise to focus on community and governmental outreach efforts, applying for grants and funds and marketing the space to prospective tenants and could not allocate the time needed to directly manage the actual development of the project. With non-negotiable deadlines by virtue of their Historic and New Market Tax Credit allocations, ACT needed a development expert to aggressively push the design process, entitlement efforts and construction start to preserve their funding and protect their working capital investment.

### Solution

ACT hired Site Insight to perform development management services for the most robust phase of the project. Jeff came on board after the project was in progress and assimilated himself immediately, earning the trust and confidence of the development team. Jeff built teamwide consensus, while still prioritizing the owner's goals and objectives and provided the following services:

1. Scope and fee negotiation with the civil engineer architect, who were already selected to provide services.
2. Augment the team by identifying and engaging critical additional service providers and vendors including a LEED consultant, geotechnical engineer, signage vendor and security vendor.
3. Expertly managed the design and entitlement process, balancing tenant/space subdividing strategies, Historic Tax Credit requirements, budget and energy efficiency, storm water management, ADA and utility constraint.
4. Manage the consultants, surveyor, title company and provide critical coordination with the lenders and investors legal team to ensure that closing items were provide and in property order.

## Outcome

In October 2018, ACT closed on NMTC and HTC financing, in large part by virtue of obtaining municipal approvals, coordinated by Site Insight. In addition, Jeff's efforts freed up ACT's staff to spend their time on efforts they are best suited to perform which included securing grants, building community consensus and securing tenants in this pioneering development project. The pieces came together, and the project is funded and under construction as of February 2019. ACT will deliver beautiful space that will become a campus for businesses, food production, and food retail and a focal point for the community to gather, enjoy and begin its rebirth. The Baltimore Food Hub will bring quality jobs, healthful food, and new life to century-old buildings in East Baltimore.





## **Do you want to develop mission-based projects in your community?**

With a proven track record of sourcing, executing and managing the development of mission-based projects, I can help you bring your vision to reality by providing real estate development expertise:

1. Feasibility Studies and financial analysis.
2. Development Team Assembly
3. Creative financing solutions.
4. Manage and execute the design, entitlement and construction management of your projects.

Please contact me to discuss your project or ideas to see if there is a way for me to help you rebuild your community through real estate development.