



# Capitalize Albany Corporation

Michael J. Yevoli

**B BUS 523 – Presentation Skills**

**Team Project – Albany Development Sites**

**University at Albany School of Business**





# Michael J. Yevoli

- **President of Capitalize Albany Corporation**
- **Commissioner of the City of Albany Department of Development and Planning**
- **Over 20 years experience in planning, economic development & community development**





# Capitalize Albany Corporation



**CAPITALIZE ALBANY**  
CORPORATION

- **Registered 501 C 3 Non-Profit**
- **Implement programs & resources that create, retain and attract businesses**
- **Facilitate transformational development projects identified as priorities**
- **Implement economic development strategies**





# City of Albany Development Partners

- **Capitalize Albany Corporation (CAC)**
- **Department of Development and Planning (DDP)**
- **Albany Community Development Agency (ACDA)**
- **Industrial Development Agency (IDA)**
- **Capital Resource Corporation (CRC)**
- **Planning Board**
- **Board of Zoning Appeals (BZA)**
- **Historic Resource Commission (HRC)**

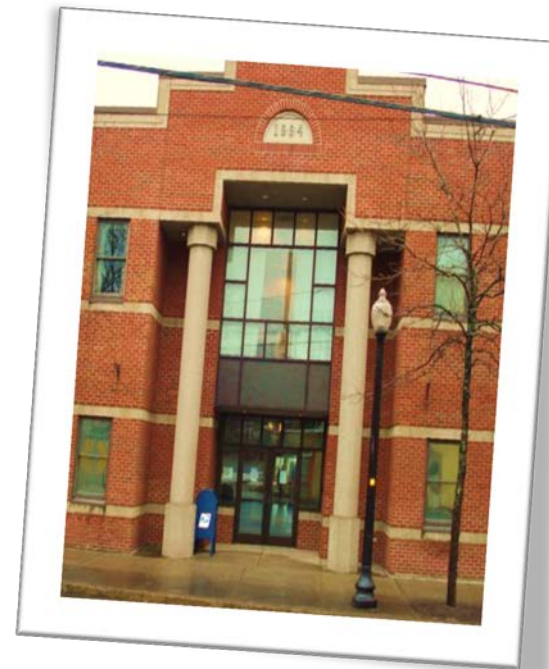


# City of Albany Development Offices

21 Lodge Street



200 Henry Johnson Blvd

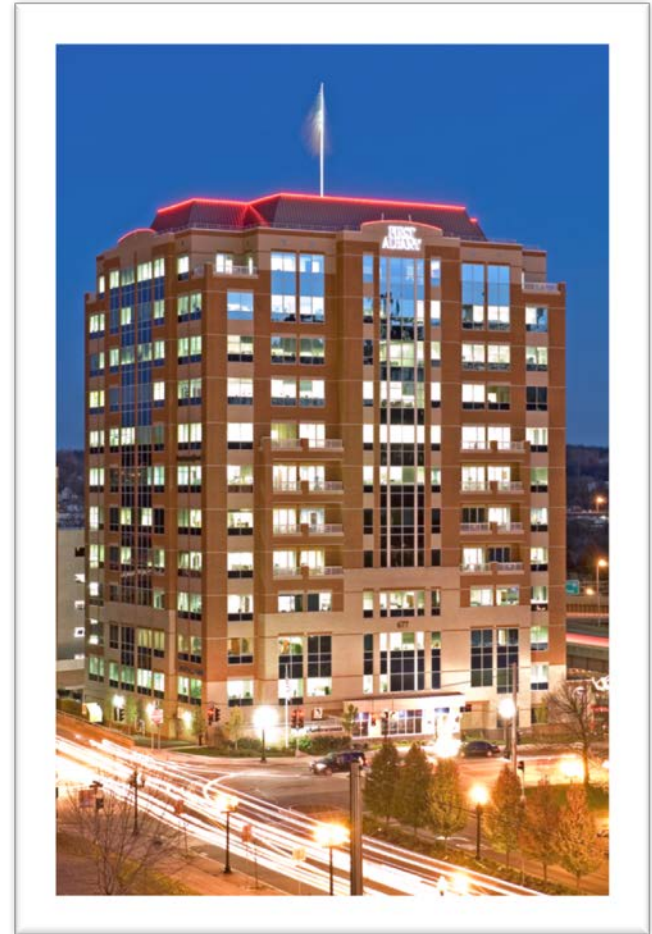


Other: AHA, APA, Port Authority, ACCVB, non-profits, private sector



# Real Estate Development

- **Strategically acquire properties in critical neighborhoods for commercial & mixed-use development**
- **Coordinated effort with partner organizations, the community and private sector**
- **Provide development assistance and incentives to projects**





# Sites Include

- The Quackenbush House
- 245 Lark Street
- 677 Broadway (ground lease)
- 526 Central Ave\*
- 16 New Scotland Avenue
- Jared Holt Mews
- Corning Preserve
- Clinton Avenue Revitalization
- APL – Arbor Hill

*Many More...*





# Plans Include

- Site configuration
- Development attributes
- Development constraints
- Market
- Development budget
- Business plan

178 Washington Ave. Ext. - Proforma

YEAR	1	2	3	4	5	6	7	8	9	10	11
RENTAL REVENUE	\$468,000.00	\$477,680.00	\$477,680.00	\$482,180.00	\$496,646.29	\$501,612.76	\$506,618.88	\$511,695.17	\$516,812.13	\$521,980.25	\$527,200.00
VACANCY	\$-28,257.60	\$-28,540.18	\$-28,825.58	\$-29,113.83	\$-29,397.25	\$-29,677.12	\$-29,958.99	\$-30,240.89	\$-30,524.85	\$-30,810.90	\$-31,092.97
MANAGEMENT	\$-16,147.20	\$-16,308.67	\$-16,471.76	\$-16,636.48	\$-16,802.84	\$-16,970.87	\$-17,140.58	\$-17,311.98	\$-17,485.10	\$-17,659.95	\$-17,836.55
MAINTENANCE	\$-7,560.00	\$-7,625.60	\$-7,711.96	\$-7,789.08	\$-7,866.97	\$-7,945.64	\$-8,025.09	\$-8,105.34	\$-8,186.40	\$-8,268.26	\$-8,350.94
INSURANCE	\$-5,760.00	\$-5,817.60	\$-5,875.76	\$-5,934.53	\$-5,993.88	\$-6,053.82	\$-6,114.36	\$-6,175.50	\$-6,237.25	\$-6,299.63	\$-6,362.62
UTILITIES	\$-7,192.00	\$-7,253.92	\$-7,316.56	\$-7,379.92	\$-7,444.02	\$-7,508.86	\$-7,574.44	\$-7,640.76	\$-7,707.81	\$-7,775.60	\$-7,844.44
TAXES (with 40% abatement)	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00
CAPITAL RESERVE	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00
OTHER OPERATING EXPENSES	\$-4,400.00	\$-4,400.00	\$-4,400.00	\$-4,400.00	\$-4,400.00	\$-4,400.00	\$-4,400.00	\$-4,400.00	\$-4,400.00	\$-4,400.00	\$-4,400.00
NOI	\$283,233.72	\$284,450.09	\$285,608.18	\$286,704.32	\$287,744.14	\$288,727.50	\$289,654.89	\$290,527.32	\$291,345.64	\$292,109.30	\$292,818.87
DEBT SERVICE	\$-245,527.82	\$-245,527.82	\$-245,527.82	\$-245,527.82	\$-245,527.82	\$-245,527.82	\$-245,527.82	\$-245,527.82	\$-245,527.82	\$-245,527.82	\$-245,527.82
FREE CASH FLOW	\$37,705.90	\$38,922.27	\$40,080.36	\$41,176.50	\$42,219.32	\$43,209.68	\$44,153.07	\$45,052.50	\$45,907.82	\$46,719.48	\$47,491.05

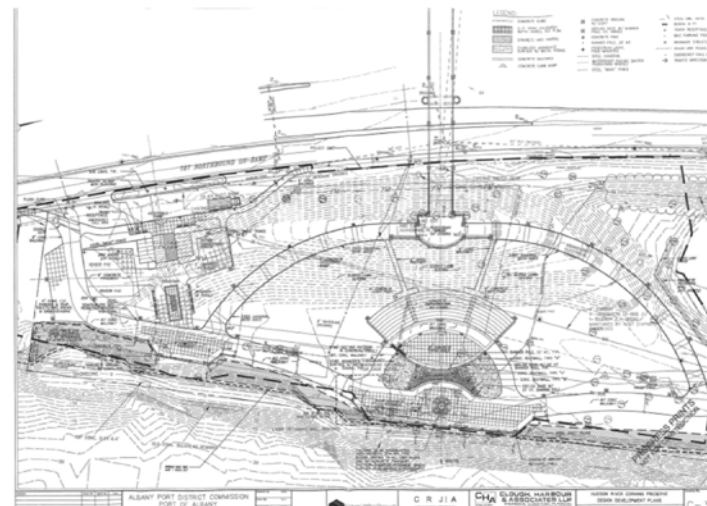
DISC\*\* \$ 1.19 \$ 1.20 \$ 1.20 \$ 1.21 \$ 1.21 \$ 1.21 \$ 1.21 \$ 1.21 \$ 1.21 \$ 1.21 \$ 1.22

\* Tax Abatement is a direct pass-through to tenants

YEAR	1	2	3	4	5	6	7	8	9	10	11
RENTAL REVENUE	\$468,000.00	\$477,680.00	\$477,680.00	\$482,180.00	\$496,646.29	\$501,612.76	\$506,618.88	\$511,695.17	\$516,812.13	\$521,980.25	\$527,200.00
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TAXES (without 40% abatement)	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00	\$-14,000.00
CAPITAL RESERVE	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00	\$-10,800.00
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DISC\*\* \$ 1.15 \$ 1.16 \$ 1.17 \$ 1.17 \$ 1.17 \$ 1.18 \$ 1.18 \$ 1.19 \$ 1.20 \$ 1.20 \$ 1.21

\*\* Obtaining a DISC of 1.2 will be an increase cost to the tenant through increased rental rates which will effectively exceed market rental rates.







# Planning, Permitting, Zoning

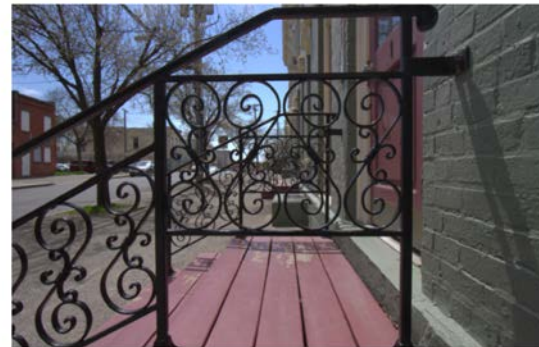
- City Boards
- Codes
- Archeology
- Brownfields





# Development Incentives

- Tax credits (Brownfield, Historic & New Market)
- Loan programs
- Grants (state, local, federal, utilities i.e. National Grid)
- Capitalize Albany Corporation resources
- Industrial Development Agency (tax incentives)





# 526 Central Ave

- 3.4 acre vacant redevelopment site
- 165 +/- feet of frontage along Central Avenue
- Zoned C-2 (Highway Office District)
- Utilities available (water, sewer, etc.)
- Located in Central Avenue Business Improvement District







# Site Attributes

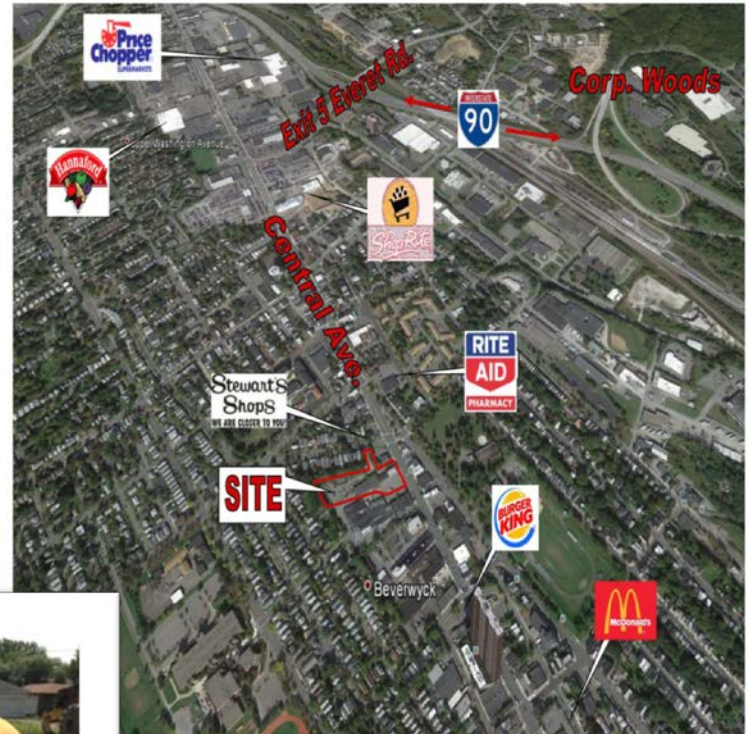
- High traffic volume & commercial activity
- Bike, pedestrian and public transit access
- Large site in an urban setting
- Dense population in vicinity
- Site clear of all buildings





# Constraints at 526 Central Ave

- Brownfield site
- Odd configuration
- Competitive market
- Next to City vocational school







# Potential Vision





## Waterfront Commercial

- 1.46 acre site with frontage on Hudson River
- Located in the Corning Preserve, convenient to Downtown
- Highway and River access points
- Zoned WF-2 (Waterfront Residential / Commercial District)
- Utilities available (water, sewer, etc.)





## Site Attributes

- **Corning Preserve attracts 150,000 visitors annually**
- **Recreation areas (bike, boating, park and music entertainment)**
- **Waterfront site with adjacent public parking**
- **Adjacent to planned multimillion dollar park improvement project**
- **Site location adjacent to Downtown**

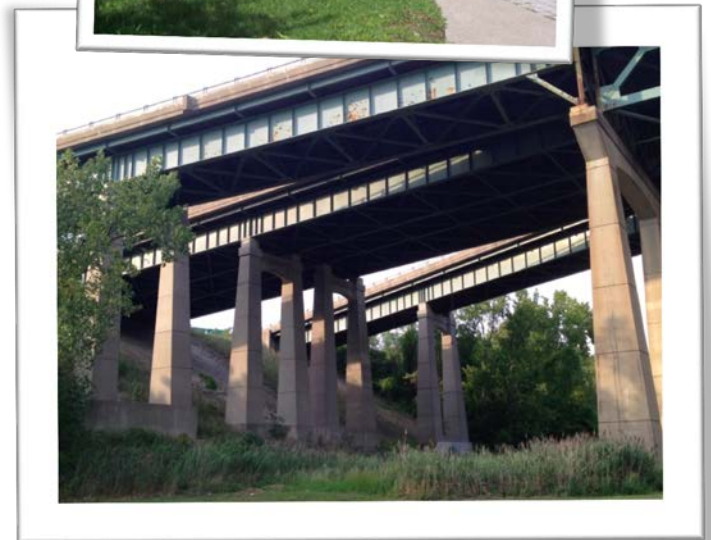






# Site Constraints

- Flood plain
- Environmental constraint
- Part of the public park
- Transportation barriers (access, parking etc.)
- Zoning and State limitations on potential uses





# Potential Vision







# Delaware Gateway

- 3 separate parcels (1.4 acres)
- Frontage on Delaware and Lark
- Zoned R-2A (One- & Two-Family Residential District)
- Utilities available (water, sewer, etc.)
- Located in Park South Urban Renewal and near Lark Street Business Improvement District





# Site Attributes

- High vehicle traffic volume
- Bike, pedestrian and public transit access
- Large site in an urban setting
- Dense population in vicinity
- Historic fire communications building and the former Boys & Girls Club building
- Many surrounding attractions and activities





# Constraints at Delaware Gateway

- Odd configuration (split site)
- Next to Hackett Middle School
- Dense mixed-use urban neighborhood
- Buildings on site







# Potential Vision





# Team Presentations

## Sales pitch

- **“Sell” this property as realtor**
- **Make convincing case to developer**

## Visuals

- **10 minute Powerpoint presentation**
- **Possible “mock-ups” of development options**
- **Showcase the potential of site**

## Concise information

- **Site data**
- **Market data**

## Call to action: why now?



# Questions?

## **Contact:**

**Amanda Vitullo**

**Communications & Marketing Assistant**

**[Avitullo@CapitalizeAlbany.com](mailto:Avitullo@CapitalizeAlbany.com)**

**518-434-2532 ext. 23**

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