



Capitalize Albany Corporation

B MGT 523 – Presentation Skills

Team Project – Albany Development Sites

University at Albany School of Business



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

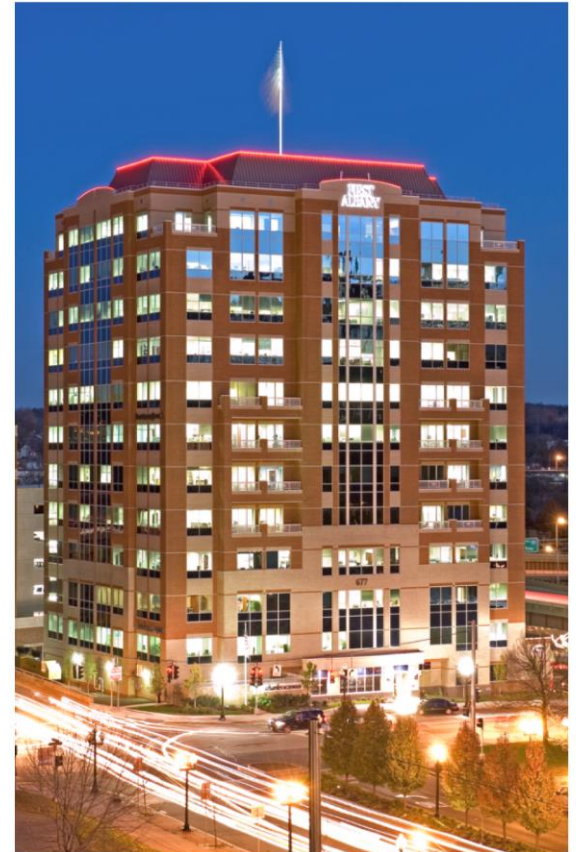


Other: AHA, APA, Port Authority, ACCVB, non-profits, private sector



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
- 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	\$477,600.00	\$483,180.00	\$496,644.29	\$501,612.76	\$506,638.88	\$511,695.17	\$516,812.13	\$521,986.25	\$527,200.05
VACANCY	\$18,217.60	\$18,340.18	\$18,282.58	\$18,113.83	\$17,987.25	\$18,287.12	\$18,589.99	\$18,895.89	\$19,204.85	\$19,516.90	\$19,832.07
MANAGEMENT	\$16,147.20	\$16,308.07	\$16,471.76	\$16,636.48	\$16,803.84	\$16,970.87	\$17,140.58	\$17,311.98	\$17,485.10	\$17,659.95	\$17,836.55
MAINTENANCE	\$7,560.00	\$7,635.60	\$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	\$5,837.60	\$5,915.76	\$5,994.53	\$6,073.88	\$6,153.82	\$6,234.36	\$6,315.50	\$6,397.25	\$6,479.63	\$6,562.62
UTILITIES	\$7,192.00	\$7,263.92	\$7,336.56	\$7,409.92	\$7,484.02	\$7,558.86	\$7,634.45	\$7,710.80	\$7,787.91	\$7,865.78	\$7,944.44
TAXES (with 60% 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	\$44,888.00	\$45,615.86	\$46,354.22	\$47,103.14	\$47,862.69	\$48,632.96	\$49,414.05	\$50,206.04	\$51,008.94	\$51,822.75	\$52,647.48
NOI	\$283,231.72	\$294,450.09	\$296,408.18	\$299,704.32	\$305,045.14	\$309,976.50	\$314,507.83	\$318,730.33	\$322,644.19	\$326,359.38	\$329,876.87
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	\$37,703.90	\$48,922.27	\$50,880.36	\$54,176.50	\$59,517.32	\$64,448.69	\$68,980.01	\$73,202.51	\$77,116.37	\$80,831.56	\$84,349.05

DSCR*

\$ 1.15 \$ 1.20 \$ 1.20 \$ 1.21 \$ 1.21 \$ 1.21 \$ 1.21 \$ 1.21 \$ 1.21 \$ 1.21 \$ 1.22

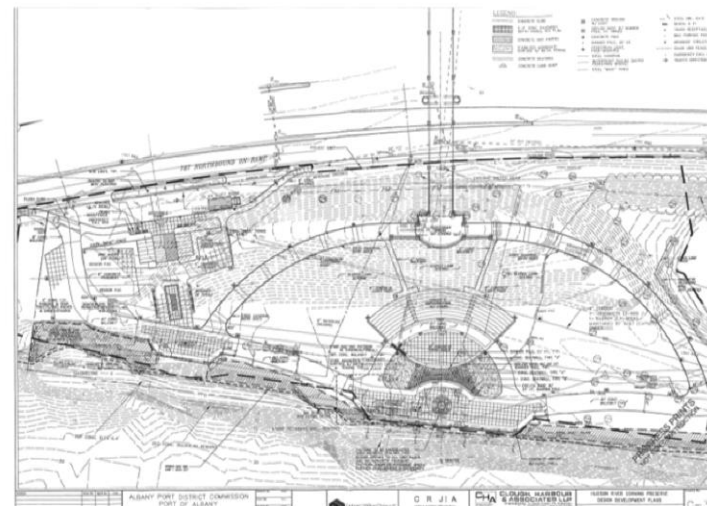
* Tax Abatement is a direct pass-through to tenants

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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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DSCR**

\$ 1.15 \$ 1.16 \$ 1.17 \$ 1.18 \$ 1.18 \$ 1.18 \$ 1.18 \$ 1.18 \$ 1.18 \$ 1.18 \$ 1.19 \$ 1.22

** Obtaining a DSCR 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

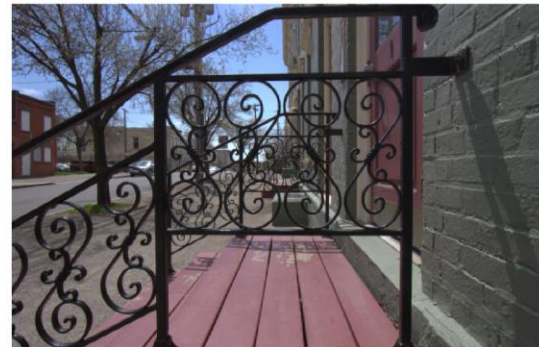
- City Boards
- Codes
- Archeology
- Brownfields





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)





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 LC (Land Conservation)
- Utilities available (water, sewer, etc.)





Site Attributes

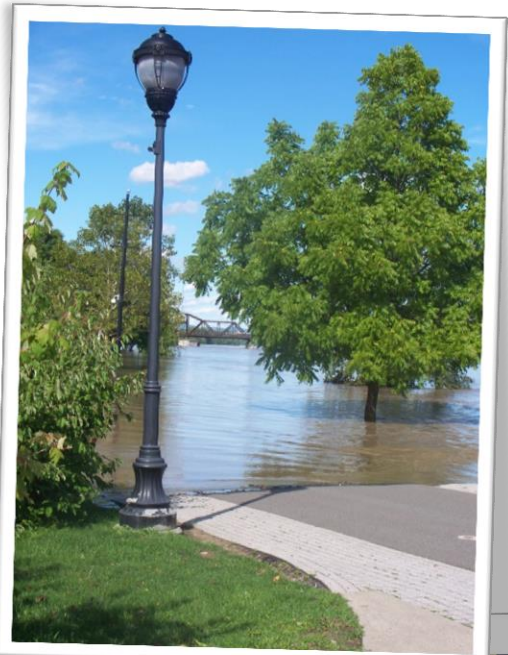
- **Corning Preserve attracts 150,000 visitors annually**
- **Recreation areas (bike, boating, park and music entertainment)**
- **Waterfront site with adjacent public parking**
- **Adjacent to a multimillion dollar park improvement project**
- **Site location adjacent to Downtown**





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)
- 21 and 25 Delaware Ave; 16, 18 & 20 Morris St
- Zoned MU-CU (Mixed-Use, Community Urban)
- Utilities available (water, sewer, etc.)
- Located in Park South Urban Renewal and near Lark Street Business Improvement District





Site Attributes

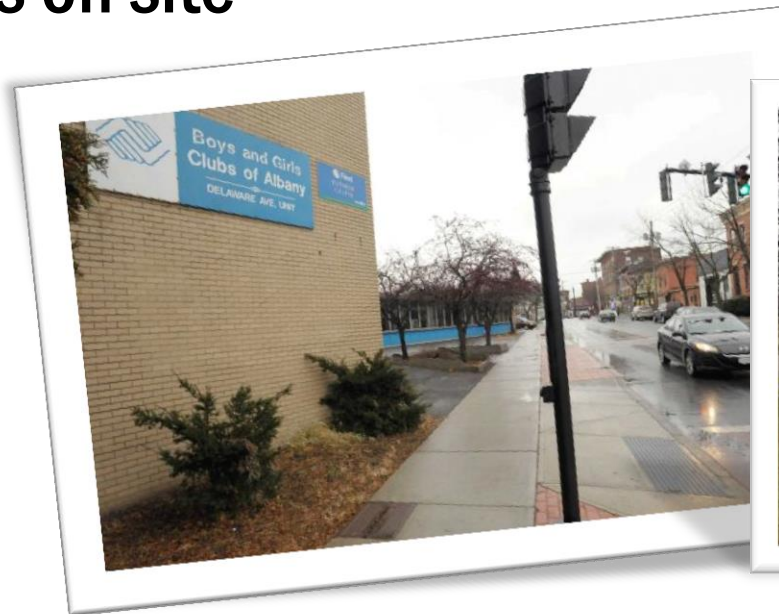
- High vehicle traffic volume
- Bike, pedestrian and public transit access
- Large site in an urban setting
- Dense population in vicinity
- Historic fire communications building and the former Boys & Girls Club building
- Many surrounding attractions and activities





Constraints at Delaware Gateway

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





Potential Vision





Plans Include

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





Team Presentations

Sales pitch

- “Sell” this property as realtor with a “single vision”
- 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?

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