

Setting the Stage for Community Revitalization

Georgia Planning Association Fall Conference - 9.23.20

TODAY'S PANEL



Cedric Hudson, MCRP

DeKalb County Department of Planning & Sustainability



Jonathan Gelber, AICP

Bleakly Advisory Group



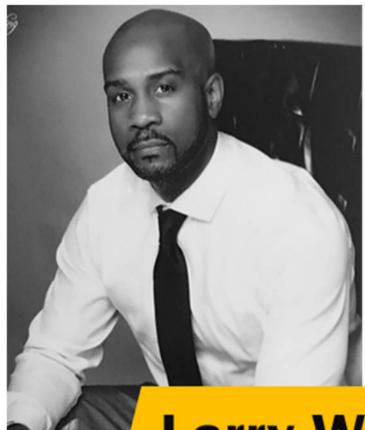




Sycamore

Eric Lusher, AICP

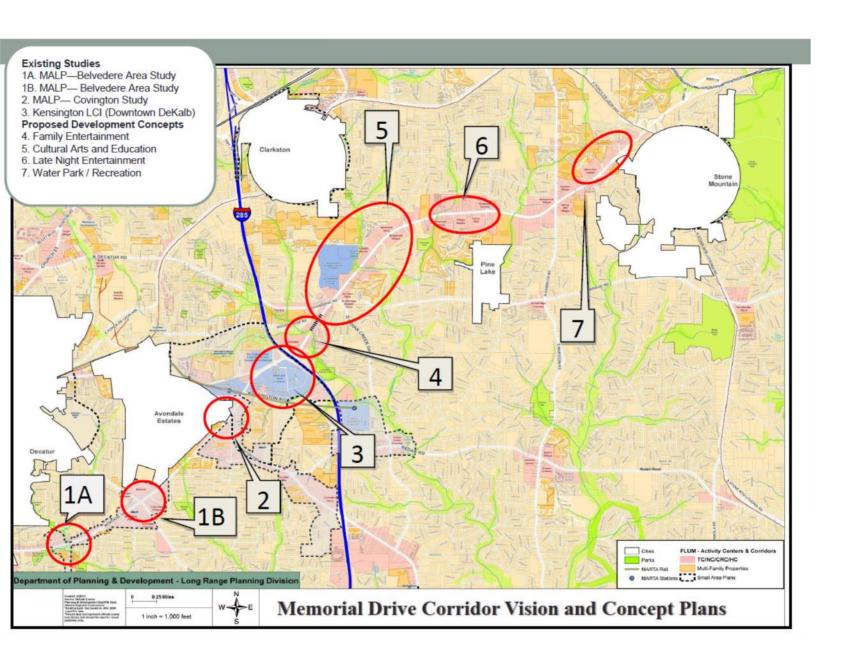
Pond & Company



Larry Washington, URP

DeKalb County Department of Planning & Sustainability





PROCESS

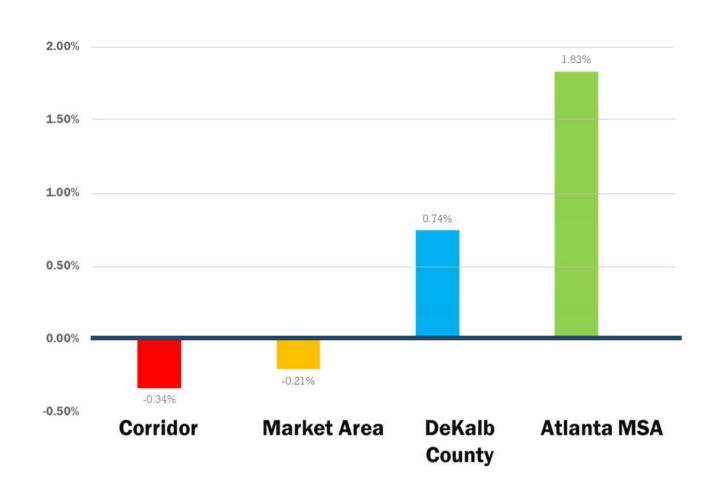
Spring 2019

STEP ONE
Understand the
Corridor
Opportunities

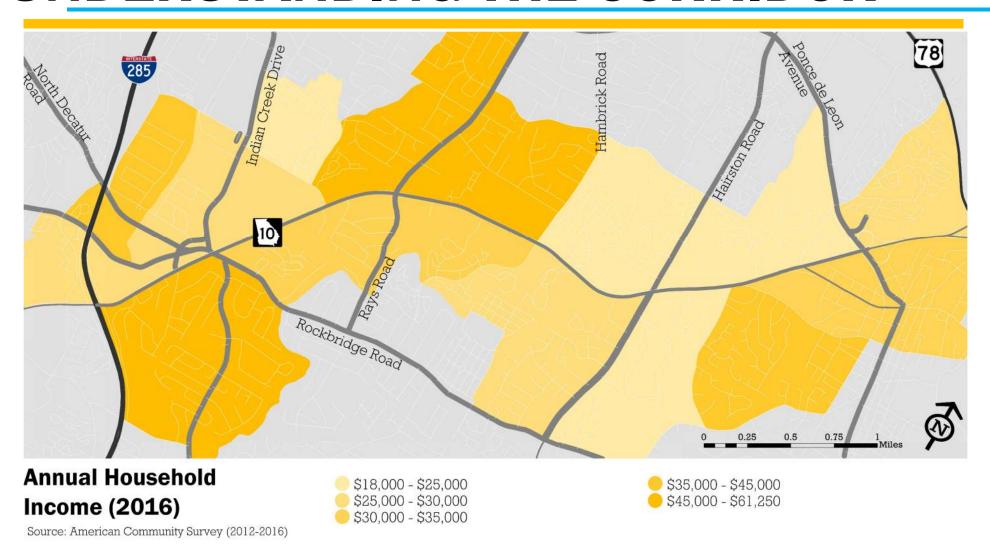


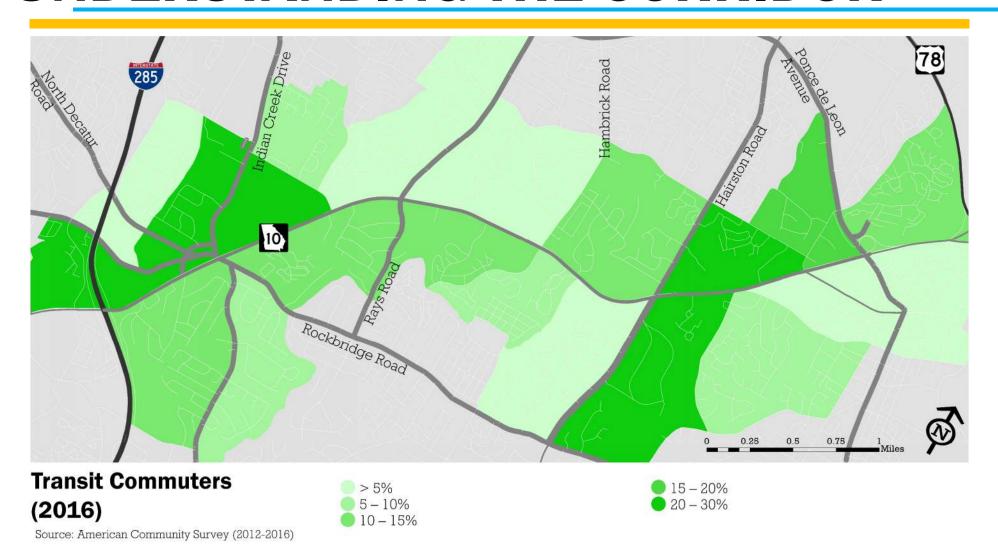
Fall 2019

STEP THREE

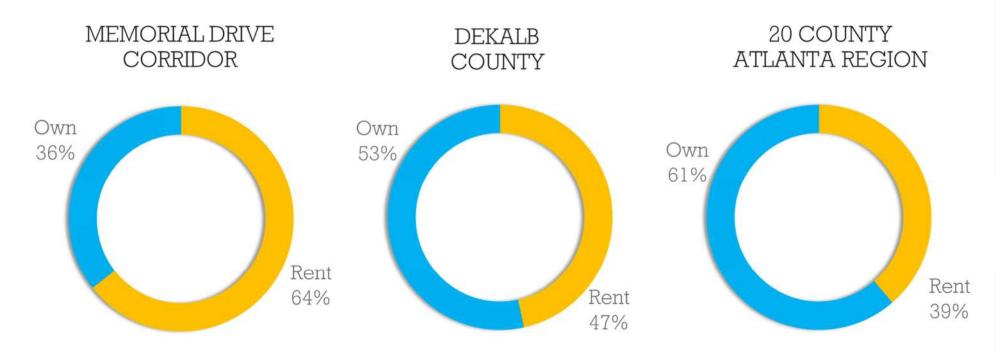


Historical Population Growth (2000-2019)

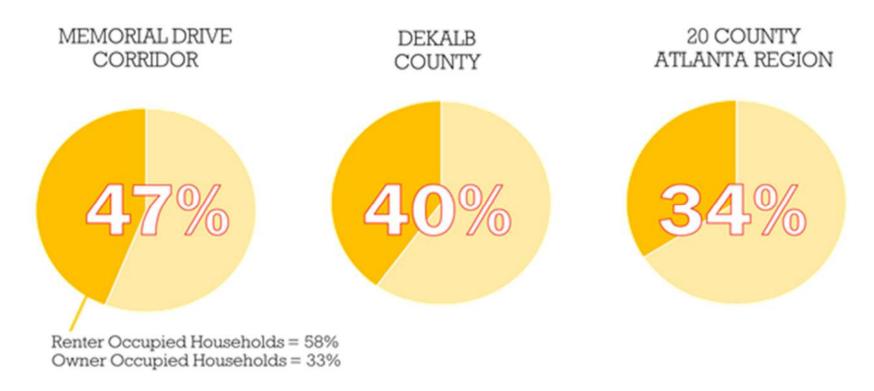




Home Ownership Rates



Households With "Housing Cost Burden"



CHALLENGES

Demographic & People

- · Declining Population
- Lower Household Incomes and Spending Potential
- Market Area Median Income is 61 Percent of Regional Median

Built Environment and Infrastructure

- Auto-Centric Environment Not Conducive to Pedestrians
- Implied Evidence of Safety Challenges for Pedestrians
- Disconnected Network
- Large Setbacks

Market Conditions

- Aging Buildings
- Below-Average Commercial Rents
- · Lack of Private Investment
- Buildings Perform Well Enough to Maintain Status Quo
- Lack of Diversification in Commercial Uses

STRENGTHS

Demographics & People

- Unique Diversity of Corridor Residents
- Secondary Education Facilities (GSU and Georgia Piedmont) Create large Daytime Student and Faculty Population
- DeKalb Government Acts as Institutional Anchor
- Near Stone Mountain Park

Built Environment and Infrastructure

- · Strong Public Investment in Infrastructure
- Close to MARTA Rail Stations and Park and Ride Lot
- Interstate 285 Connects Corridor to Larger Region

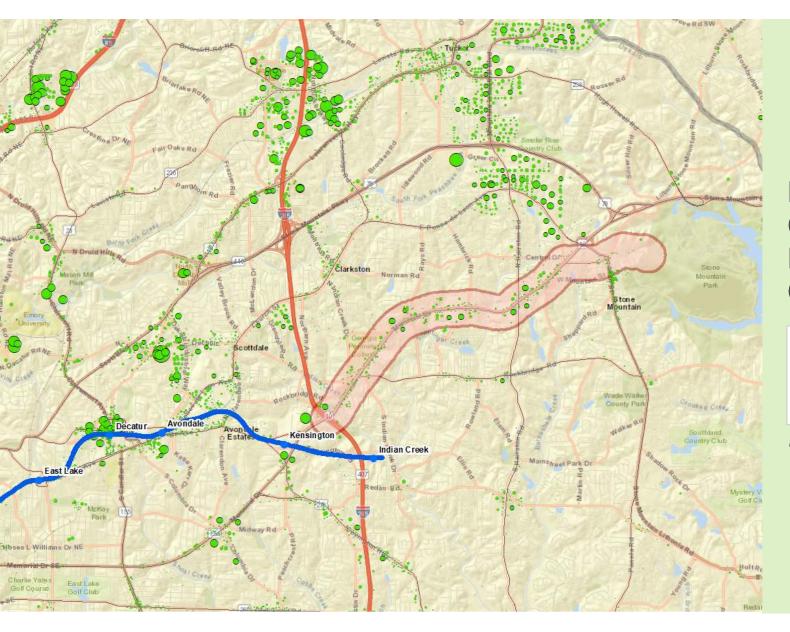
Market Conditions

- · Limited Retail Competition to South
- Regional Redevelopment Patterns Starting to Move Towards Corridor
- Housing Affordability Relative to Region



Jonathan Gelber, AICP

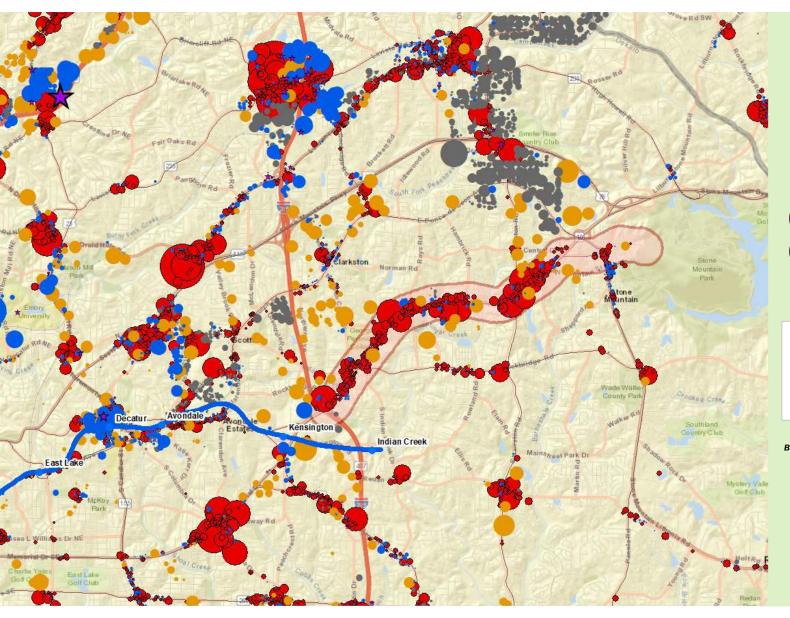
Bleakly Advisory Group



ECONOMIC GEOGRAPHY: DISTRIBUTION OF EMPLOYMENT

- 1 Job
- 10 jobs
- 100 Jobs
 - 1,000 Jobs

Based on data from CoStar



ECONOMIC GEOGRAPHY: ALL COMMERCIAL BUILDINGS

- Retail
- Office
- Ind/Flex
- Multifamily
- Hotel
- Entertainment

Based on data from CoStar

Demographic Challenges

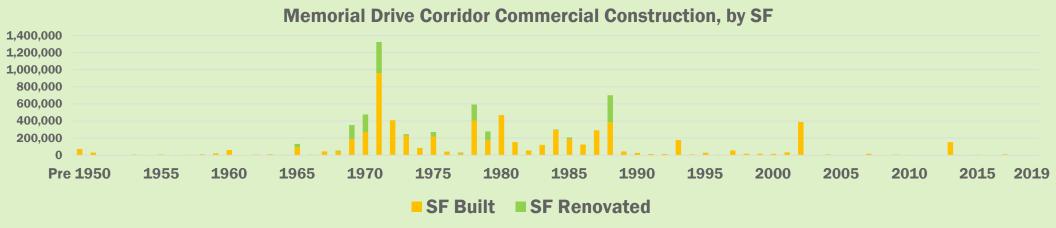
- Declining Population
- Lower household incomes and spending potential
 - Market area median income is 61% of regional median.

Market Challenges

- Aging buildings
- Below-average commercial rents
- Lack of private investment
- Buildings are performing relatively well-makes it easier to maintain status quo.
- Lack of diversification in housing stock and commercial uses.

Strengths Opportunities

- Strong public investment in transportation infrastructure
 - Roads & Intersections
 - Sidewalks and Streetscapes
 - Bike Paths & Trails
 - MARTA bus and 2 rail stations
 - Interstate 285
- Access to jobs nearby
- GSU, DeKalb Government and Stone Mountain Park as institutional anchors





REAL ESTATE MATH

• Here come the planners!





Why do aging shopping centers and apartments stay that way?

Why can't they do something better?

- Investment goal is cash flow.
 - Not redevelopment (buy and hold).
 - Not public service or community building.
 - Part of an investment portfolio.
- Low operating costs:
 - Property taxes
 - Operating & management costs
 - Minimal maintenance & repair
 - No debt Service
- Modest but steady revenue flow:
 - Tenants paying rent
 - Manageable vacancy rate
- As long as revenue > operating costs, the owner is making money with low risk and low effort.



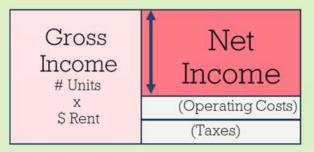


Redevelopment is hard!

- It takes time & effort
- It is really hard work
- Existing leases & tenants make change difficult
- No revenue from rent during redevelopment
- It requires large amounts of capital & debt
- It usually requires complicated financing
- It involves assuming a higher level of risk
- Many property owners are not experienced or comfortable with the business of redevelopment

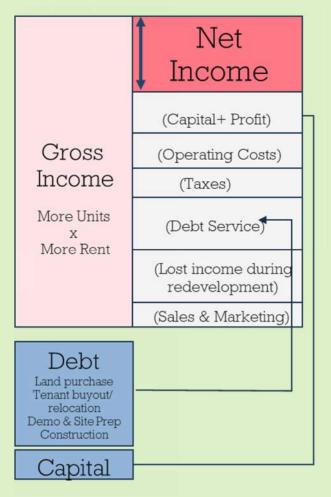


Cash Flow Before Redevelopment





Cash Flow After Redevelopment





There are two scenarios where redevelopment makes sense

- 1. Revenue falls below operating costs
 - increasing vacancy, declining rents, or increased costs
- 2. Revenue potential justifies disruption of current land use, increased risk, and increased effort.
 - Potential to capture higher rents and values
 - Potential to create more density
 - Potential to create a new "place"
 - Potential to capture "brand", and energy of character of nearby areas



REAL ESTATE MATH

- The Rule of Three
 - It makes financial sense to purchase a parcel for redevelopment if the potential value after redevelopment is 3x or more the purchase cost.
 - This rule is easy to recognize with teardown homes:
 - The new home asking prices will always be 3-times the price of the home that was torn down.

2 units to the acre @ \$10/Unit

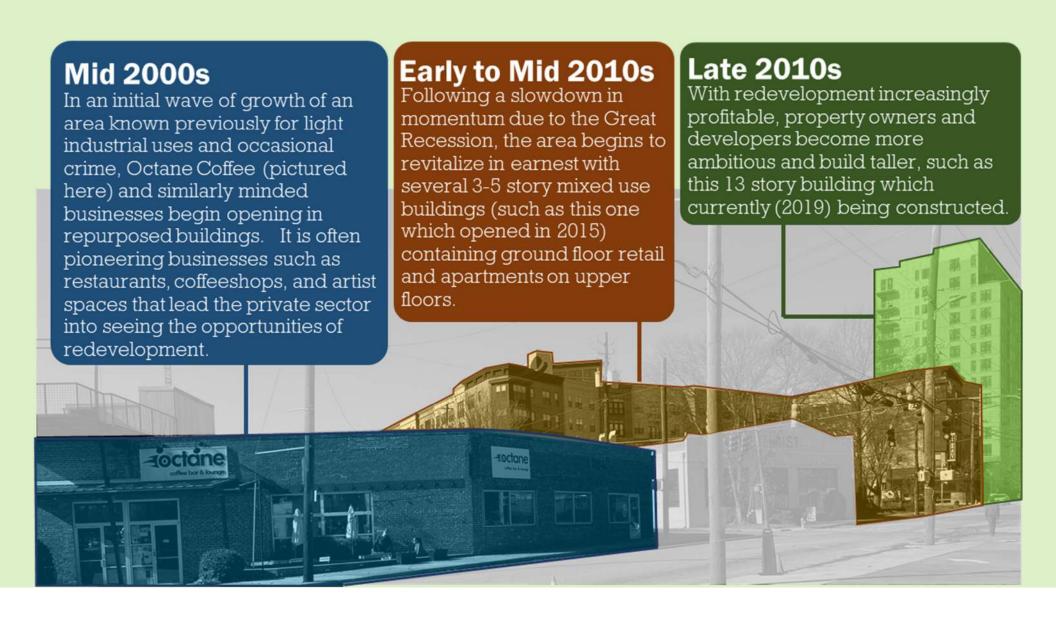


4 units to the acre @ \$20/Unit





Price history		
DATE	EVENT	PRICE
8/1/2019	Listed for sale	\$1,295,000 (+187.8%)
6/28/2018	Sold	\$450,000
	DATE 8/1/2019	DATE EVENT 8/1/2019 Listed for sale



WHAT CAN THE PUBLIC SECTOR DO TO PROMOTE REDEVELOPMENT?

- Set up positive regulatory environment
 - Zoning & Land Use
 - Expedited Permitting
 - Enable mixed-use walkable development
 - Tax Credits Programs
 - Opportunity Zones & GRAD
 - Site marketing and partner outreach

- 2. Support key public infrastructure and site preparation
 - Roads & bridges
 - Stormwater & Sewer
 - Environmental Mitigation
 - Parks, Plazas & Greenspace
 - Other supportive projects & deals

3. Mitigate Risk

- Place public uses on or near site (such as libraries, museums, visitor centers, or public offices)
- Enhance the public realm (streetscapes, buried utilities, parks & paths)

WHAT CAN THE PUBLIC SECTOR DO TO PROMOTE REDEVELOPMENT?

4. Offer Financing Support

- Tax Allocation Districts
- Municipal Bonds
- Development Authority
- Tax Abatements

5. Do the hard work ahead of time

- Buy and assemble small parcels into marketable parcels.
- Buy aging or contaminated sites and clean them up.

4. Direct subsidy

- Help a development partner write down land cost
- Purchase key redevelopment sites



Jen Price, AICP

Sycamore

ENGAGING THE COMMUNITY

A centerpiece of the Memorial Drive Revitalization Corridor Plan was the planning team's commitment to and incorporation of community engagement into the planning process. Through meetings, "Pop Up" events, design workshops, surveys, and interactive maps, the planning team developed the plan's recommendations 'hand in hand' with the hundreds of corridor residents, business owners, and interested stakeholders who participated in the planning process.

May 18, 2019

A second "Pop Up" event is held at the International Trade Mall to talk to area residents



Ju

April 2019 DeKalb County begins planning process.

June 11, 2019

The Memorial Drive Business Development Advisory Committee (BDAC), a group comprised of business owners and operators, area non-profits, and residents, meets for the first time.

Summer 2019

Over 900 people take our online survey and provide comments and feedback on an interactive map of the corridor.



August 19, 2019

A second meeting of the BDAC serves as a 'dry-run' for a full Design Workshop held a few days later. An initial land use vision and concept is developed.



November 16, 2019

The community engagement component of the process ends with a celebratory "Taste of Memorial" event where nearly 100 people sampled food from various businesses along the corridor and learned about the final recommendations for the corridor.



September 24, 2019

A third meeting of the BDAC includes discussion of the emerging recommendations, focusing on the illustrative drawings and concepts that articulate the collective vision for the corridor.

October 30, 2019

A final BDAC meeting is held as part of the process to discuss various recommendations and strategies to achieve the intended vision for the corridor.



April 23, 2019 The planning team holds their first

holds their first
"Pop Up Event" to
discuss the future of
the corridor with
college students at
Georgia State
University's
Clarkston Campus.



Yet another
"Pop Up"! This
time at the Nam
Dae Mun
grocery store.

June 25, 2019

Over 200 people attend the first Community Open House! Residents and business owners participated in discussions and exercises to help define a vision for the corridor, determine areas the planning team should focus on, and advise on the appropriate scale of activity on the corridor.



August 21, 2019

A multi-hour Design Workshop was held where members of the community worked side by side with our planning team to refine and develop concepts along the cornidor for Land Use & Density, Connectivity, and Placemaking.

October 7, 2019

A community open house is held where the initial recommendations are presented and discussed. These recommendations focus on (1) connectivity options, (2) gateway features, (3) illustrative redevelopment ideas, and (4) land use concepts





Use of a multi-pronged approach focusing on a community-driven planning process

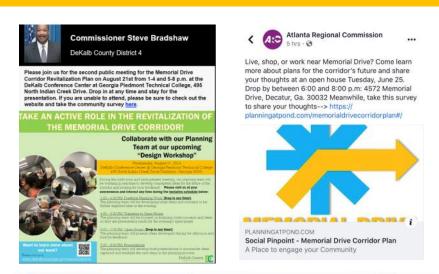
- **Community Meetings (4)** Traditional opportunities to meet and discuss the plan with the public.
- Business Development Advisory Committee Meetings (4) focused group intended to represent primarily private sector and non-profit perspective.
- Pop Ups and Intercepts (5) tactical events intended to engage with specific populations
- Online Engagement online opportunities to get input and share information

...



Join DeKalb County Planning and Sustainability tonight from from 6 to 8 p.m. for a Community Open House to discuss the Memorial Drive Corridor. The open house will be at the DeKalb County Watershed Management Office. To take the survey: https://planningatpond.com/memorialdrivecorridorplan...







Memorial Drive Revitalization Comdor Plan



Over 400 community meeting attendees



"It's the best process I've ever seen by the County. It included and reached out to so many different communities and embraced all cultures, religions, and races. It has been a remarkable process and our neighborhood is fully in support"

- Community Member, in Support of Memorial Drive Revitalization Corridor Plan



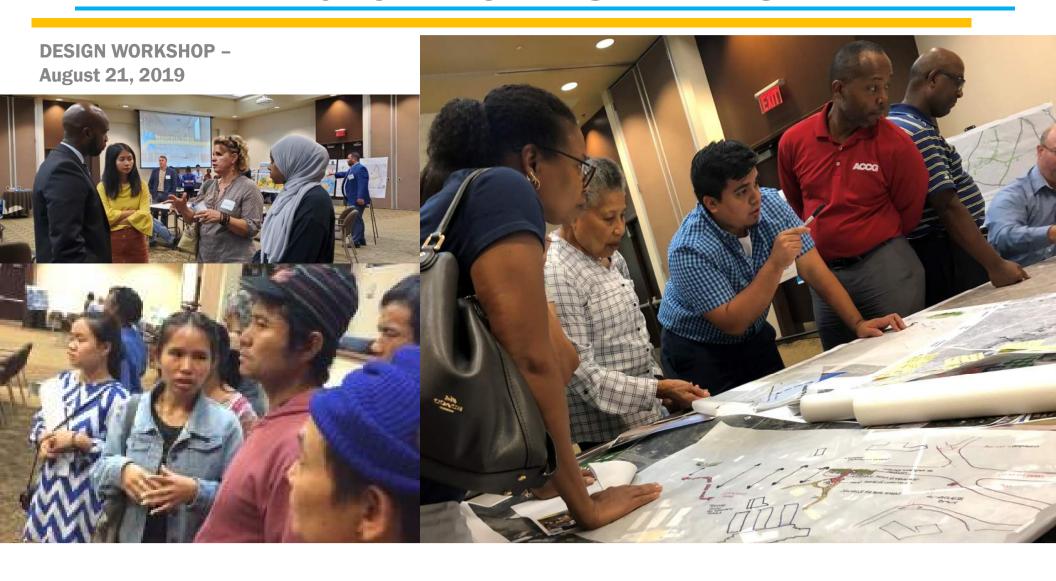
6,900 online interactive map comments



Over 1,000 online surveys submitted



VISIONING OPEN HOUSE – June 25, 2019



PLANNING PROCESS | Community Meetings



Want to learn more about our work?

Please visit us at:

www.dekalbcountyga.gov/memorialdrive



English Translation: Point to your language

Amharic

ተንታዎትን ያመልክቱ፡ አስተርጓሚን ያመራብ አስተርጓሚውን በሃላ ይተርብላቸታል።

Arabic

فتك. وسوف يتم جلب مترجم فوري لك. ك. الترجم الفوري بحالاً.

Bosnian

Pokažite svoj jezik. Prevodilac će biti pozv Prevodilac je obezbijođen bez troškova za

urmese

သင့်ဘာသာတောင်္ကေ ညွှန်ပြပါ ကောပြန် ပေါ်ပေ သင့်အတွက် ကောပြန် အခမဲ့ ပေဒါမယ်။

Cantonese

請指認定的語言· 以便為您提供免費的傳譯服務。

Farsi (Persian)

ر تنظر اشار دکاید. ما بر ای شما مترجم می آورید. چ هزینه ای بر ای شما نخواهد داشت.

French

Pointez vers votre langue et on appellera interprète qui vous sera fourni gratuitem

Karen

နှဲ့ခဲ့လိုးခဲ့ကိုင်ပေနကတီးဆီးမှာကိုင်ဆံတစ်လဘဉ်တ ဆီးတင်ကယူရုံရသူတိုင်ဆံတင်ခဲ့လေနတဘဉ်ဟဉ်ဆင

Khmer (Cambodian)

សូមអង្គរហាសម្មេក។ លើងនឹងលៅអ្នកបកស្រែក។ អ្នកបកស្រែកាសមើងជួយអ្នកដោយមិនចិត្តិ។

Korear

귀하메서 사용하는 언어를 지적하시! 언어 통역 서비스를 무료로 제공해 드





A WALK THROUGH MEMORIAL DRIVE-October 7, 2019

A CELEBRATION OF MEMORIAL DRIVE-November 16, 2019



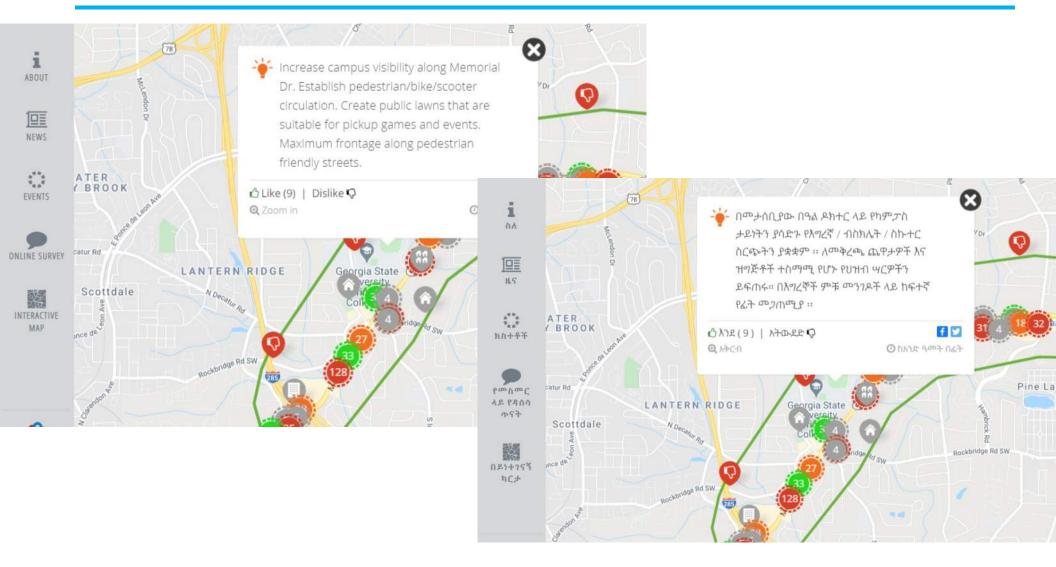
- Georgia State University Clarkston Campus – April 23, 2019
- International Trade Mall May 18, 2019
- Nam Dae Mun June 21, 2019
- DeKalb County Tax Commissioner Office – June 25, 2019
- PRISM HOA March 12, 2020







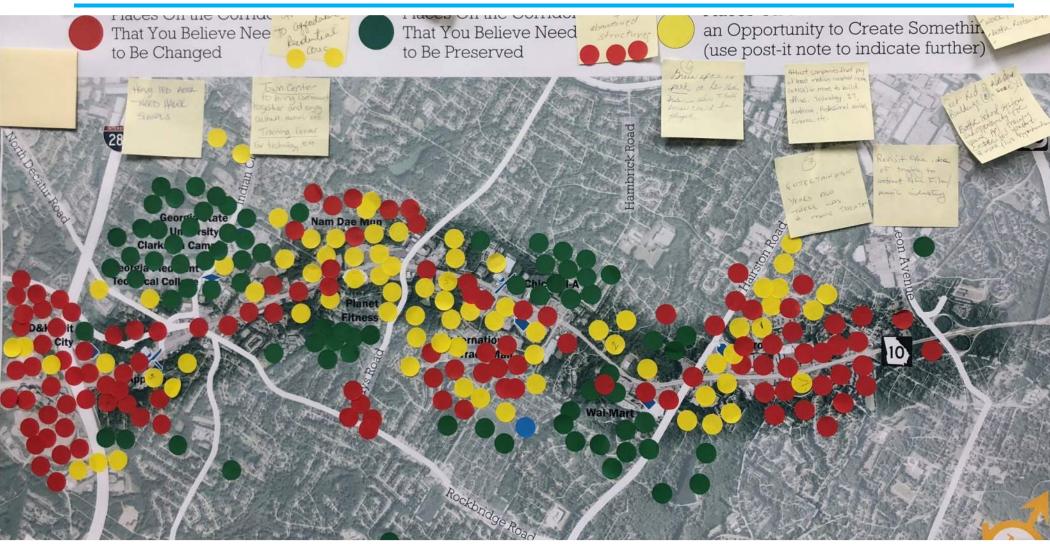




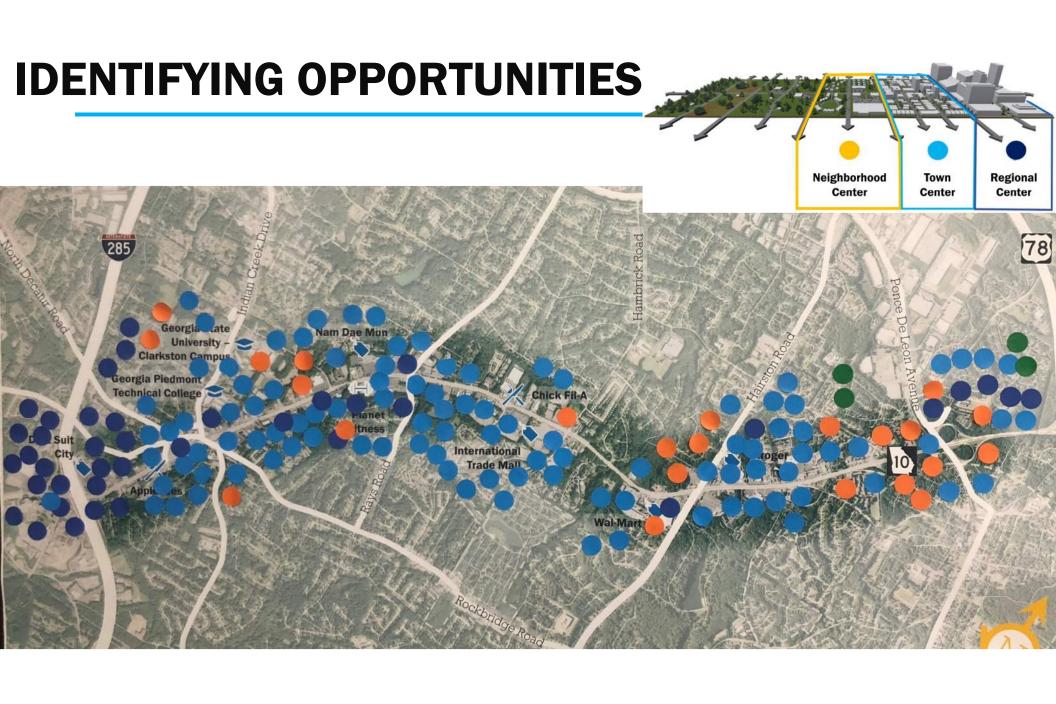


Eric Lusher, AICP

Pond & Company



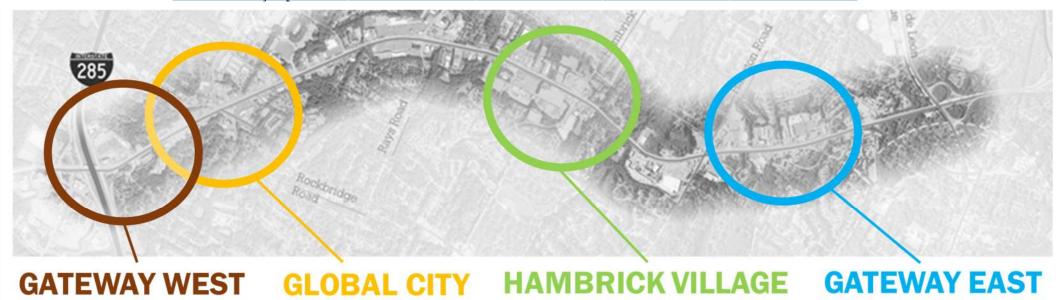


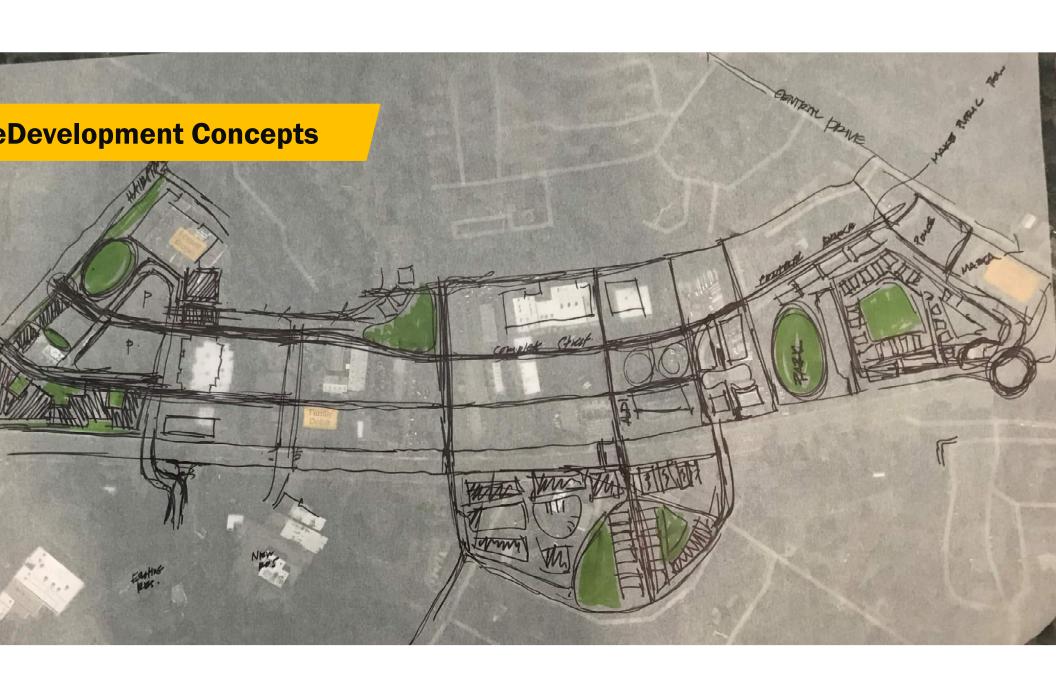


IDENTIFYING OPPORTUNITIES When We Combine Everyone's Input **Georgia State** Neighborhood Town Regional **Georgia Piedmont** University -Center Center Center Chick Fil-A **Technical College Clarkston Campus** Nam Dae Mun Indian Creek Drive Hambrick Road Rockbridge Road Wal-Mart Planet International **D&K Suit Applebees Fitness Trade Mall** City

CORRIDOR PLAN

		Focus Areas									
Development Types	Gateway West	Global City	Hambrick Village	Gateway East							
Entertainment	*	*		♦							
Office Locations	*	*		*							
Housing	*	*	*	*							
Tourist Attractions	*		*								
Open Space & Parks	•	*	♦	*							
Restaurant Options	•	♦	♦	♦							
Retail Options	*	*	*	*							
More Grocery Options	•	*	*	•							























STRATEGY

CHANGE THE PERCEPTION

While there are many notable and positive things happening on the corridor, this section of Memorial Drive has a perception problem. Initiatives and activities need to take place to encourage people to rethink these perceptions and see the corridor in a different light.

STRATEGY

2

CREATE DEMAND

Because it has effectively been 30 years since there was demand for new development on the corridor, public sector initiatives will need to take place that fill in that gap and create demand where there is currently none by the private sector. By leading the way, private sector investment can follow.

STRATEGY 3

ENCOURAGE HEALTHY REDEVELOPMENT

A positive regulatory environment can make it easier for the private sector to invest in the corridor by offsetting the risk associated with redevelopment.



CHANGE THE PERCEPTION

KEY INITIATIVES

- Investigate the Feasibility of and Implement a CID
- Hold Public Events and Embrace Tactical Urbanism
- Market for Filming
- Foster Partnerships

Potential CID, Discover DeKalb

						ential Framo								ential Frame	
Initiative	Potential Responsibilities	Likely Costs	Potential Funding Source	Immediate	Short-Term	Mid-Term	Long-Term	Initiative	Potential Responsibilities	Likely Costs	Potential Funding Source	Immediate Short-Term		Mid-Term	Long-Term
l.1 Façade Improvement Program	DeKalb County Department of Community Development, Decide DeKalb	Minimum of \$25,000 per location. Potentially much more.	General Funds		*			1.6 Re-Brand the Corridor	DeKalb County Department of Planning & Sustainability, Private Sector, Potential CID	\$50,000- \$100,000	General Funds, Private Investment		*		
1.2 Leverage the	DeKalb County Department of Planning &	Varies/No	General Funds	•				1.7 Enhance Safety & Security	DeKalb County Police, Potential CID	\$500,000+ annually	Police Funds, CID Funds		•	•	
1.3 Investigate the Feasibility of and	Sustainability DeKalb County Board of Commissioners.	\$100,000+	General Funds, Additional Tax Assessments of	•				1.8 Market for Filming	DeKalb County Board of Commissioners, Discover DeKalb, Decide DeKalb	\$100,000+	General Funds, Private Investment		*		
Implement a CID 1.4 Hold Public Events & Embrace Tactical Urbanism	Private Sector DeKalb County, Private Sector, Potential CID, Discover DeKalb	Minimum of \$25,000 per event	Commercial Properties General Funds with Hope to be Self Funded	•				1.9 Improve Visibility to GSU and Georgia Piedmont	DeKalb County Department of Transportation, GDOT, GSU, Georgia Piedmont	\$500,000+	General Funds			•	*
1.5 Food Tours	DeKalb County Department of Planning & Sustainability, Private Sector.	\$2,500+ per tour	Ideally Self Funded		•			1.10 Foster Partnerships	Varies	Varies	Varies F PFRCF	•		AI.	

CHANGE THE PERCEPTION

CREATE DEMAND

STRATEG

KEY INITIATIVES

- Gateways to the Corridor
- Establish an Arts Corridor
- Implement a Trail Network
- Address Pedestrian needs

n Funds

Transportation; GDOT; GSU; Path Foundation

						ential Fram							Pote Timel	ential Frame	e		
Initiative	Potential Responsibilities	Likely Costs	Potential Funding Source	Immediate	Short-Term	Mid-Term	Long-Term	Initiative	Potential Responsibilities	Likely Costs	Potential Funding Source	Immediate	Short-Term	Mid-Term			
2.1 Gateways to the Corridor	DeKalb County Departments of Public Works, Parks and Recreation, and Planning & Sustainability; Park	\$500,000+ per location	General Funds		•			2.4 Address Pedestrian Needs	DeKalb County Departments of Public Works, DeKalb County Department of Transportation, GDOT, Peds	Varies, Initial Road Safety Audit between \$50,000- \$100,000	Transportation Funds (including potential state and federal dollars)	•	•	•	•		
2.2 Establish an Arts Corridor	Pride DeKalb County Departments of Public Works, Parks and Recreation, and Planning &	Will vary considerably, but at least \$5,000 per installation	General Funds		•			2.5 Enhance Active Mode and Aesthetic Experience Along Memorial Drive	DeKalb County Departments of Public Works, DeKalb County Department of Transportation, GDOT	\$3.0 million a mile on average	Transportation and Park/Recreation Funds				•		
00111401	Sustainability; Park Pride; Property Owners; Discover DeKalb	but can be significantly more.	significantly	significantly						2.6 Direct Investment in the Corridor	DeKalb County Board of Commissioners, Explore DeKalb	Varies, but likely expensive	General Fund		•	•	•
2.3 Implement a Trail Network	DeKalb County Departments of Public Works, Parks and Recreation, Department of	\$2.5 million a mile on average	Transportation and Park/Recreatio			•	•	CDE	ATE D	EN/		'RAT	EGY				

CREATE DEMAND

2

3 ENCOURAGE HEALTHY REDEVELOPMENT

KEY INITIATIVES

- Address Changes in the Comprehensive Plan and Zoning
- Detailed Study & Marketing of Sites
- Investigate Investor Programs

						ential Framo	e
Initiative	Potential Responsibilities	Likely Costs	Potential Funding Source	Immediate	Short-Term	Mid-Term	Long-Term
3.1 Address Changes in the Comprehensive Plan and Zoning	DeKalb County Department of Planning & Sustainability	Minimal	Staff Time	*	•		
3.2 Expedite Permitting & Approvals	DeKalb County Department of Planning & Sustainability	Varies, but generally minimal when coordinated with other initiatives	Staff Time, General Fund		•	•	•
3.3 Investigate Investor Programs	DeKalb County Department of Planning & Sustainability, Decide DeKalb	Initially \$50,000- \$100.000	Staff Time, General Fund		•	•	•
3.4 Detailed Study & Marketing of Sites	DeKalb County Department of Planning & Sustainability	Varies, but generally expensive (\$500,000 but likely much more)	Staff Time, General Fund		•	•	•
3.5 Opportunity Zones	DeKalb County Department of Planning & Sustainability	Minimal	Staff Time, General Fund		*	•	•
3.6 Become an Active Development Partner	DeKalb County Board of Commissioners, DeKalb County Department of Planning & Sustainability, Decide DeKalb	Varies, but generally very expensive	Staff Time, General Funds, CDBG Grants			*	•

				Potential TimeFrame					
Initiative	Potential Responsibilities	Likely Costs	Potential Funding Source	Immediate	Short-Term	Mid-Term	Long-Term		
	DeKalb County			<u>-</u>	S		_		
3.7 Create a Corridor Tax Allocation District	Board of Commissioners, DeKalb County Department of Planning & Sustainability, DeKalb County	Self funding	Staff Time to Set Up, Self Funding		•	*	•		
	Public Schools Decide DeKalb								

ENCOURAGE HEALTHY REDEVELOPMENT



The Future...

KEY INITIATIVES ALREADY BEING IMPLEMENTED

- Corridor Branding
- Gateways
- Community Action Group



