

# 2014 ANNUAL REPORT



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## A GREAT PLACE TO WORK AND LIVE

Inside our annual report you will read about progress on our three main areas of focus centered on Economic Development, Downtown Housing and Community Development. As we continue to operate with a more targeted strategic blueprint our sights are set towards the future.

This past year Tech Town signed two major tenants in Building 3, The Mathile Institute for the Advancement of Human Nutrition and Autosoft. As a non-profit company established in 2006 by philanthropist Clay Mathile, the former CEO and owner of The Iams Company, The Mathile Institute has a goal of transforming children's lives through nutrition. Autosoft is an automotive dealership solutions provider that expects to employ over 35 associates in 2015.

Anchoring the Webster Station neighborhood, Tech Town has become a magnet for investment. In 2014, GO HYPERSONIC and Barry Staffing announced that they would invest and relocate their operations to sites directly across the street from the Tech Town campus.

In addition to the success of TechTown, market rate housing has been flourishing. Patterson Place, 6th Street Lofts and the condo conversion of the McCormick Building have brought 58 new homeowners to the downtown area. The Water Street project began construction in the Fall of 2014 and will add 219 new rental units to the market place in 2015.

CityWide's approach to the community development process begins by identifying neighborhood assets and strengths. We practice consensus organizing which seeks to identify and harness mutual self-interest towards the greater goal of creating a healthy community. The following are current projects we are focusing our resources on:

- Genesis
- Phoenix
- DaVinci
- Wright-Dunbar
- Westwood

CityWide's Board and Staff consider our organization to be the Champion of Dayton's urban center now and into the future. We hope you enjoy reading the information on the following pages.

Sincerely,

Steven J. Budd  
President, CityWide

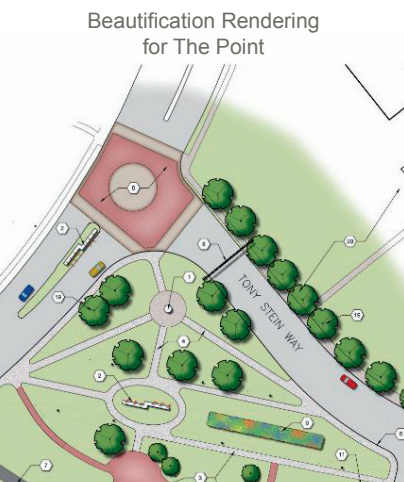
## The DaVinci DIY Paint And Home Repair Program

The DaVinci DIY Paint and Home Repair program was launched to assist homeowners of McCook Field and Old North Dayton in making necessary repairs to the exterior of their homes. The program, launched in May, assisted eleven families. Additional funding has been received to continue this program in 2015.

## COMMUNITY UPDATE

### DaVinci

Through the DaVinci project an important intersection in Old North Dayton saw some major changes last fall. The Point, which is the intersection of Valley and Keowee had become an area of blight with many large buildings in disrepair. Through the collaboration of the DaVinci investors, the buildings were acquired and demolished making way for a road realignment project and the expansion of Flood Memorial Park to create a greater connection to the Mad River Recreation Trail. Working with the City, staff submitted an application for \$1.5 million in federal funds to pay for the road alignment which is expected to begin in 2019-2020. In the interim, a beautification effort is currently underway to enhance The Point through the addition of trees and landscaping.



### Phoenix

Salem Avenue has seen a major facelift as several blighted properties have been demolished along the gateway to Good Samaritan Hospital. In addition to creating an attractive greenway, Salem Avenue is now home to one of the City's newest experiments in urban agriculture, an Urban Tree Farm. Due to the Emerald Ash Borer infestation, the City has experienced heavy losses of trees. The Urban Tree Farms are one way to begin to replace trees by a "grow your own" strategy which features creative partnership between the City and a local non-profit group. Trees are started in the City's greenhouse and then transferred to the urban tree farm sites. The trees will grow for approximately four years until they are mature enough to be moved. The Victory Project is the City's partner for the Salem Avenue Tree Farm and will be responsible for caring for the trees including watering and mowing.



Salem Avenue Tree Farm

### Wright-Dunbar

In December, the City of Dayton, CityWide and Wright-Dunbar Inc. announced the formation of the community's newest asset-based community collaboration that will focus on advancing and improving the Greater Wright-Dunbar area in West Dayton. The new collaboration recognizes the need to apply the best 21st century community development practices of building and strengthening partnerships to maximize leveraged investment and create economic and community sustainability.

CityWide's initial work plan, created by the Wright-Dunbar Board of Trustees, focuses on five key areas:

- Management of Real Estate Holdings
- Creating redevelopment plans for key properties including working with developers and structuring financing to complete building renovations.
- Working with a realtor to effectively market certain Wright-Dunbar holdings to development partners who have clear business plans and the ability to secure financing.
- Building stronger relationships with the residential community surrounding the business district.
- Building strategic partnership to bring more investment and interest in the community.

Erica Hubler of CityWide's community development team will be on site at Wright-Dunbar daily from 8:00 a.m. – Noon.



Wright-Dunbar Street Scene

# TECH TOWN CONTINUES TO ATTRACT TENANTS



Tech Town Building 3

## Dayton's premier technology-oriented campus made significant headway in 2014.

In February, Dayton Children's Hospital moved 120 employees into Tech Town Building 3.

Later in the year, two additional tenants executed leases. The Mathile Institute for the Advancement of Human Nutrition, an entity focused on collaborative medical research, will bring 10 high paying positions to the City. Autosoft, a software developer will bring 35 new jobs to the City. To date, Tech Town is home to almost 50 technology firms and 375+ employees.

Tech Town also secured a \$250,000 State Capital Grant that will be used to create a research and commercialization center in Tech Town Building 3. Staff has initiated discussions with an entity to create and lease space for a "commercialization center" on the first floor of Building 3.

Other accomplishments include:

- Launching of a new website fully integrated with social media;
- Updated campus Master Plan to accommodate more intense usage;
- Hosted various networking events designed to attract attention to the campus.

The campus differentiates itself from other office parks because it is designed to support the application, commercialization, and convergence of cutting-edge technologies.

Tenants include industry thought leaders and serial entrepreneurs with expertise in areas that include cyber security, intelligence surveillance reconnaissance, software development, remote sensing/RFID, situational awareness, and engineering.

Plans for 2015 include efforts to lease the remainder of Tech Town Building 3, incorporate a exterior design element, and to initiate a marketing campaign that will attract developers to build on available parcels.

## MONEY, MARKET, MOMENTUM... MARKET RATE HOUSING

**Money:** Much of 2014 was spent understanding and educating ourselves on the tools necessary to bring MONEY (equity) to the market place. We made major headway on several fronts, beginning with the use of historic tax credits. Successes included 40 W 4th, aka The Grant Deneau Tower, and its actions to become one of Dayton's first mid-century modern buildings to apply for and receive the local designation of a HD3 overlay. That action made the building eligible for State Historic Tax Credits worth as much as \$5 million dollars in outside equity funding. Secondly, 210 Wayne Ave, the old Supply One site at the corner of Wayne and 5th, received a \$1.9 million dollar award of State Historic Tax Credits. The announcement of the Wayne Ave tax credit award was capped off by the State of Ohio selecting Dayton to announce all its awards, thereby expanding Dayton in the narrative. CityWide in partnership with the Dayton Port Authority has embarked on bringing the PACE program to market (a funding mechanism that provides 100% financing for energy efficient modifications to buildings).

**Market:** Rents and sales of downtown housing continue to remain strong, with exciting growth in rental rates as well as square foot sales prices. Patterson Place, 6th Street Lofts and the condo conversion of the McCormick Building have all brought 58 new homeowners to market. Additionally, the Water Street project, by Crawford Hoyne, will add 219 new rental units in 2015. Crawford Hoyne purchased a former manufacturing facility adjacent to the Dragon's Plaza.

**Momentum:** Continual advancement in the MONEY and MARKET segments will lead to MOMENTUM. CityWide continues to lead the conversation to develop unique and feasible strategies that will generate MOMENTUM. Nurturing the development industry, bringing new tools to market and focusing on the problems and not the symptoms will result in the MOMENTUM necessary to reach our housing goals and a vibrant downtown.



Dublin Pub

## CITYWIDE PROVIDES \$2.8 MILLION IN ECONOMIC DEVELOPMENT FINANCING

In 2014 CityWide provided \$2,800,000 in economic development financing creating a total investment of \$6,600,000. These seventeen loans were made from various CityWide fund sources. Three of the loans are highlighted below:

**Moscow International Foods, LLC dba U.S. International Foods** is located in Old North Dayton at 642 Troy Street. Zayir Pepenov’s objective was to establish a grocery store that would serve Dayton’s Ahiska Turkish population. Mr. Pepenov purchased the commercial real estate, equipment, furniture, and fixtures. He, along with the help of family and friends, renovated the 1,950 square foot building’s first floor into a well-lighted grocery shopping area. The store carries traditional Ahiska Turkish food items. Mr. Pepenov was referred to CityWide by the Old North Dayton Business Association. CityWide loaned \$50,000 from its Microloan Program to provide the new business with funds for inventory and working capital.

**The Dublin Pub (“the Pub”)** opened at its current location at 300 Wayne Avenue in the Oregon District on May 15, 1998. The Pub is a traditional Irish pub with very successful offerings of lunch, week-end brunch and daily dinners.

The restaurant caters to everyone from college students to seniors and boasts the largest annual St. Patrick’s Day celebration in the State of Ohio. The current ownership team, led by Steve Tieber, expanded the size of the Pub by approximately 2,000 square feet. This expansion has increased the overall indoor capacity to 200 patrons and added seating for an additional 100 outdoor/seasonal patrons. CityWide partnered with Huntington National Bank on the expansion and provided \$85,000 of equipment financing from its Direct and Microloan programs.

**GoHypersonic Incorporated (“GHI”)** was started on May 4, 2006 by Dr. Lance Jacobsen to further contribute to the dream of hypersonic air breathing flight and affordable space travel. GHI performs research and development on advanced hypersonic propulsion systems and vehicles for the Department of Defense, the U.S. aerospace community, UDRI, the Air Force and the Missile Defense Agency. GHI originally operated out of two leased facilities in Dayton. CityWide partnered with KeyBank on the company’s acquisition of 848 East Monument Avenue in Dayton and approved a \$148,000 SBA 504 loan. This project restored a vacant industrial building near the TechTown Campus.



Amy Clanton  
Community Development

## NEW CITYWIDE HIRE TO CREATE STRATEGIC PARTNERSHIP TO FURTHER NEIGHBORHOOD DEVELOPMENT

Amy Clanton joined the CityWide team in January. She is no stranger to CityWide as Amy has worked on a contract basis with CityWide’s community development staff on the Phoenix Project. Amy has over thirty years’ experience with local non-profit organizations including Unified Health Solutions, and most recently Family Service Association where she led their neighborhood development programming. Amy’s strong connections to nonprofit social service agencies and excellent community organizing skills make her a valuable addition to the Community Development Team here at CityWide. Amy will be responsible for developing resident leadership, and creating strategic partnerships that further our neighborhood development efforts in the Genesis and Phoenix redevelopment areas and the Westwood neighborhood.