

# Form Workshop

Why Does Design  
Matter?

Presented by  
**Neighborhood Evolution**



**Neighborhood  
Evolution**

# SEPTEMBER 30

9AM-12PM

## Charles Martin Youth Center

You don't want to miss out on this workshop lead by Bernice Radle, Jim Kumon, Mike Keen and Monte Anderson with Neighborhood Evolution!

Learn how to make your properties look good, design floor plans that will make you the most money, and learn how to avoid costs through quality design.

WORKSHOP  
SERIES 2023

# WHY DOES DESIGN MATTER?



Breakfast items provided by Northwest Bank





President,  
Options Real  
Estate

### **Started Flywheeling:**

- Commercial real estate

### **Known for:**

- Helping entrepreneurs get a foothold

### **Community Involvement:**

- Former Duncanville City Councillor
- Duncanville Design Studio
- President of CNU North Texas Chapter

**MONTE ANDERSON**

Proudly from  
Duncanville, TX



# Neighborhood Evolution

Readying locals to take the lead,  
steading the building environment,  
nurturing the small development ecosystem.

Helping you create your neighborhood's future.





# OUR PILLARS

## FARMING

Pick a place, stay there. Walk your fields and get to know how everything interacts. Cultivate the life and beauty that's around you.

## FINANCE

Figure out how to make enough money to sustain yourself, your projects, and your community. Find people who want to invest in a shared vision.

## FORM

Neighborhoods people love to be in follow a pattern. Learn it and continue the tradition of building places that get better with age.

# TOWN MAKING

12 Steps to a Better Future

"IF IT TAKES A VILLAGE TO RAISE A CHILD, IT TAKES A WHOLE COMMUNITY TO BUILD OR REBUILD YOUR TOWN"



Neighborhood Evolution LLC  
[neighborhoodevolution.com](http://neighborhoodevolution.com)

Neighborhood Evolution  
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Duncanville, TX 75116

214.546.1200



# MEETING GUIDELINES

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**The 12 Steps of Town Making** was created to help people develop their own community by building a viable local ecosystem. In other words we feel like the people that live in your neighborhood are best suited to make their place sustainable, fun and alive! We also believe that the local citizens should be gaining wealth for themselves instead of always depending on outside business persons to save them and take profits to another city.

**Different groups** around the country may vary, but a typical meeting will work as outlined below:

We recommend that these meetings be held in the same place for a minimum of one year at a time, at least once a month and should last for 1 hour and 15 minutes at the most. Timeliness is very important.

**Place** to hold the meeting - The space you meet needs to represent the kind of development you want to see. It is also better if you have a local eating or drinking establishment within walking distance as we highly encourage the members of your group to get to know each other.

## **There are two types of meetings:**

- Study of the 12 steps in the order they are numbered.
- Outside speaker meetings when special speakers are invited to share on the steps.

## **GROUPS MUST HAVE**

- A group **champion**, preferably an incremental or small developer, will serve as the keeper of the email list containing all past and current participants, as well as the group's social media page (which is optional, not mandatory).
- There is no official group leader, the meeting leader will change from week to week.
- The leader from each week will either pick a leader for the next session or look for a volunteer.
- You are all volunteers helping your group share experiences so that the whole community can be involved in improving your quality of life.
- You do not have to be a real estate developer or have any experience, although you need real estate developers in the group for this to be relevant.
- Any person that cares about their city, town or neighborhood is welcome to join because it takes a whole community to build or rebuild your town.

## **HOW TO RUN A MEETING.**

Start off by introducing yourself, welcoming the group and thanking the person or company that has let you use the meeting space. If you have new members, get them to introduce themselves.

Read this next paragraph as it is written:

*These meetings are intended to help local communities learn and share their experiences in building or rebuilding their towns in an efficient and sustainable way. This is not a formula for house flipping, although there are times when this kind of development requires us to buy and sell properties, so that we can keep going on other projects to make our place the best it can be with what we have.*

Now to start the meeting, the group leader will share a short relatable story on the current step of the day.

If a speaker is attending, the group leader will introduce the speaker and tell the group how the talk will relate to one of the steps.

After opening the meeting, the group leader will pick someone either by choice or a volunteer to begin sharing. The group leader's job is to make sure that the topic on hand is discussed and that each speaker stays within a reasonable amount of time. In other words, keep the talk moving and on track!

*In the last 5 minutes of the meeting the group leader will do the following:*

- *encourage people to work together to build their teams*
- *pick a group leader for the next session*
- *point out that the XYZ Coffee Shop is just across the street and a good place to get to know one another*

*Remind attendees that some of what we talk about can be confidential and to use discretion when discussing outside of the group.*



## 12 Steps to Town Making

### FIND YOUR FARM.

Work if you can't talk.  
Make it your life forever.

01

### GET TO KNOW YOUR NEIGHBORS

They will occupy, energize, and support your space.

02

### FIND SOME INVESTORS

Keep it local. Banks are a good starting place.

03

### LEARN THE LEGAL & ACCOUNTING

Get a damn good attorney & CPA. Trust no one except your attorney & CPA! Study how to form a partnership and close a deal.

04

### FIND A PROJECT TO USE AS AN EXPERIMENT

No zoning changes yet! Learn to do a job from scratch. Already have that? Decide what's next. Keep it moving.

05

### CLEAN, CLEAN, CLEAN, DEMO.

And then clean some more. Know what you're working with, and relieve some stress on self-germination.

06

### BUILD YOUR TEAM, CREATE YOUR CREW

Consultants, contractors. Make sure they know you're working on small, incremental projects.

07

### DECIDE WHAT IS BEST FOR YOUR PROJECT

Learn to plan efficiently, bring your team together, and plan a course. You can't be right if you're alone.

08

### SET UP A CONSTRUCTION MANAGEMENT SYSTEM

Hire a general contractor? Do it yourself?

09

### TIME TO MOVE.

If you have a smart idea, then it'll not be your plan. Make the space your home or office.

10

### LEARN TO MANAGE YOUR PROPERTY

It's not your responsibility at this. Don't be afraid. Hire someone.

11

### HELP OTHERS

Show those who want to offer small developers.

12

## 12 Steps to Town Making





# DESIGNING WITH THE PROFORMA

An Iterative Process

01

An abstract painting with various colors including blue, yellow, red, and white, applied in broad, expressive brushstrokes. A semi-transparent white rectangular box is centered over the painting, containing the text "Bonton Farms".

# Bonton Farms

## PRELIMINARY SURVEY

This is to certify that persons under my direction have, this date, made an on-the-ground survey of property located at  
 2731 VALENTINE STREET, Block \_\_\_\_\_, City of \_\_\_\_\_, Texas.  
 Lot \_\_\_\_\_ of \_\_\_\_\_, Oil Taylor Addition, Block \_\_\_\_\_, an addition  
 to the City of DALLAS, DALLAS COUNTY, Texas, according to the MAP AND PLAT THEREOF  
 recorded in VOLUME & PAGE 200 of the MAP Records of DALLAS County, Texas.



NOTE: THIS SURVEY PLAT HAS BEEN PREPARED WITHOUT BENEFIT OF ABSTRACT TITLE. ADDITIONAL RIGHTS MAY BE DISCLOSED IN THE COURSE OF A THOROUGH EXAMINATION OF THE RECORD TITLE. ALL REQUIREMENTS OF THE FEDERAL EVIDENCE BY SURVEYING PLAT ACT (16 USC § 410) HAVE BEEN MET. THE PROPERTY DOES NOT LIE WITHIN A FLOOD HAZARD AREA ACCORDING TO THE FLOOD INSURANCE RATE MAP NO. 48100481L. THE AREA PICTURED FROM THE ONE PERCENT ANNUAL CHANCE (100-YEAR FLOOD) LEVEL, ONE OR OTHER STRUCTURE SUBJECT TO POSSIBLE FLOODING ON OTHER THAN DESIGNATED FLOODING LEVELS.

I, the undersigned, Texas Registered Professional Land Surveyor, do hereby certify that the survey of record is a true and correct representation of the above described property, and do further state that this survey accurately depicts the substantial improvements to said property as located on the ground and that there are no pretensions here or encroachments onto said property by any such improvements except as shown herein.

ACCEPTED BY:  WITNESSED BY:  SCHEDULED:  ORDER BY: BOWEN  ORDER BY:  DATE: 06/15/2017  SCALE: 1"=20'  MAP NO.: T100008-1	LEGEND 	TEXAS HERITAGE SURVEYING, INC. 10000 W. LBJ Fwy., Suite 100 Dallas, TX 75241 Phone: 972.412.1234 Fax: 972.412.1235 www.texaheritage.com
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An aerial photograph of a residential neighborhood. The houses are arranged in a grid pattern with streets. A red location pin is placed on a house, with the text "2731 Valentine St" next to it. The houses have dark roofs and are surrounded by trees and lawns. There are cars parked on the streets and some utility poles visible.

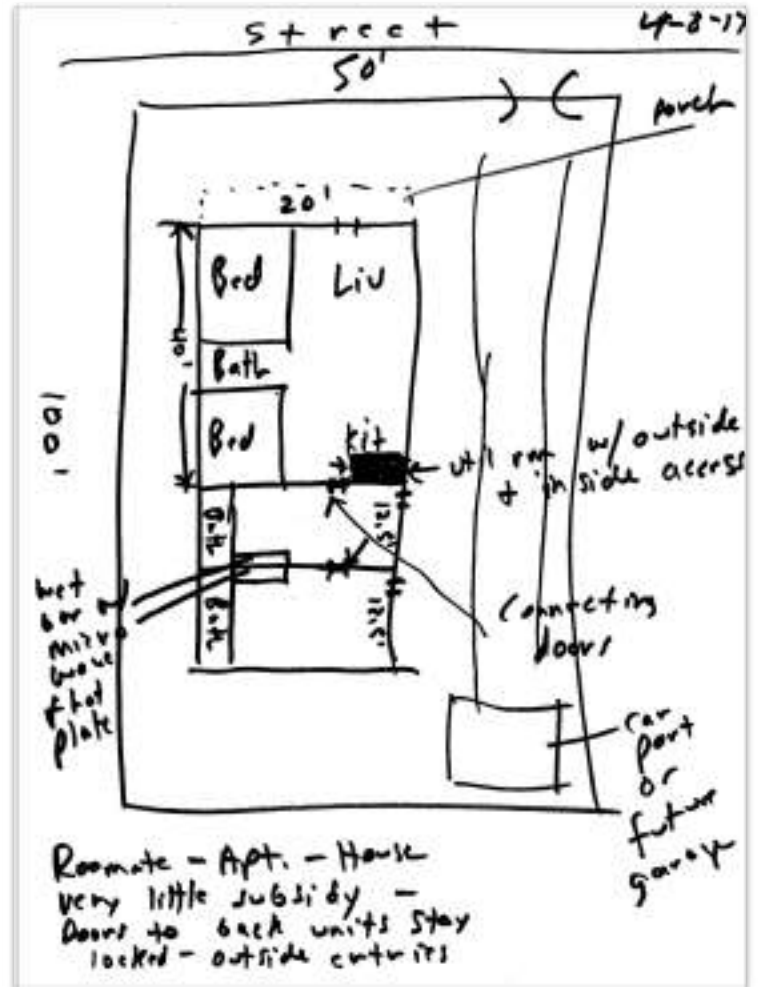
2731 Valentine St

# Bonton Farms Roommate House

Renovation and addition to an existing house

Allows for an owner occupant to have two additional rentable suites (not standalone units), with the benefit of each suite (a bedroom and bathroom) having its own private entrance and exterior access to a common laundry room.

CONCEPT PLAN

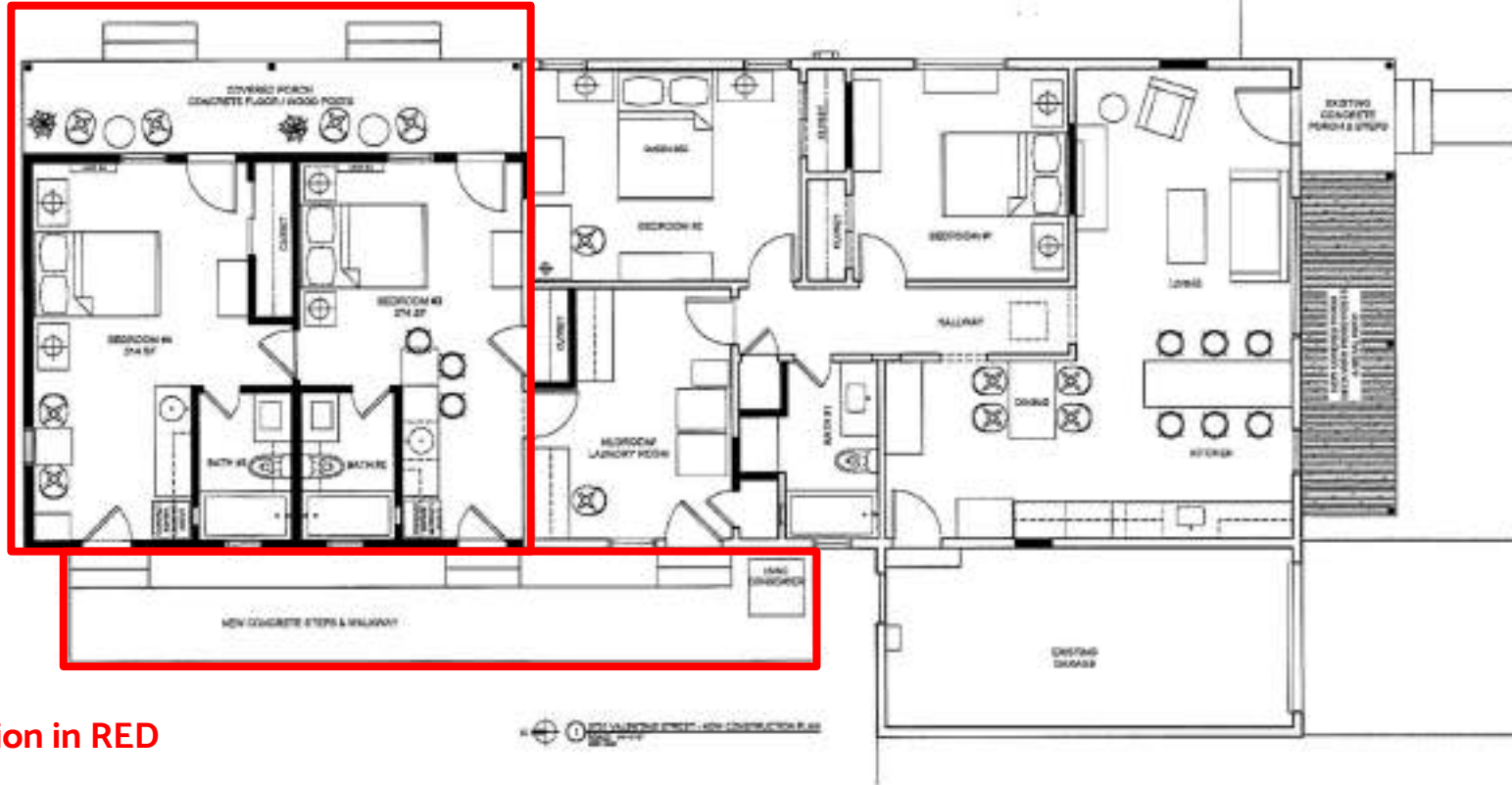


# Roommate House - Walking Proforma

<b>HOUSE: 2731 Valentine</b>	<b>Total</b>
Dimensions: 20x65 ft	1300 sf
Land & Permits:	\$25,000
<b>PROJECT COST @ \$175psf</b>	<b>\$227,000</b>
Loan P&I: (30yr amortization, 7% interest from a foundation, no closing costs)	\$1,680
Taxes:	\$475
Insurance:	\$175
<b>TOTAL MONTHLY COST</b>	<b>\$2,330</b>
<b>INCOME: \$550 x 2 units</b>	<b>\$1,100</b>
<b>TOTAL COST TO OWNER, MONTHLY:</b>	<b>\$1,230</b>



# Final Floor Plan



Addition in RED



**Above: Rear Entrance Walkway**



**Top Right: Front of Reno House**



**Bottom: View of New Suite Doors**

# Roommate House Interiors



The background is an abstract painting with various colors including blue, yellow, red, and white, applied in broad, expressive brushstrokes. A semi-transparent white rectangular box is centered over the image, containing the text "212 N Main" in a bold, black, sans-serif font.

**212 N Main**

# ONE story, mixed use







An abstract painting with various colors including blue, yellow, red, and white, overlaid with a white rectangular box containing the text 'Main Commons'.

# Main Commons



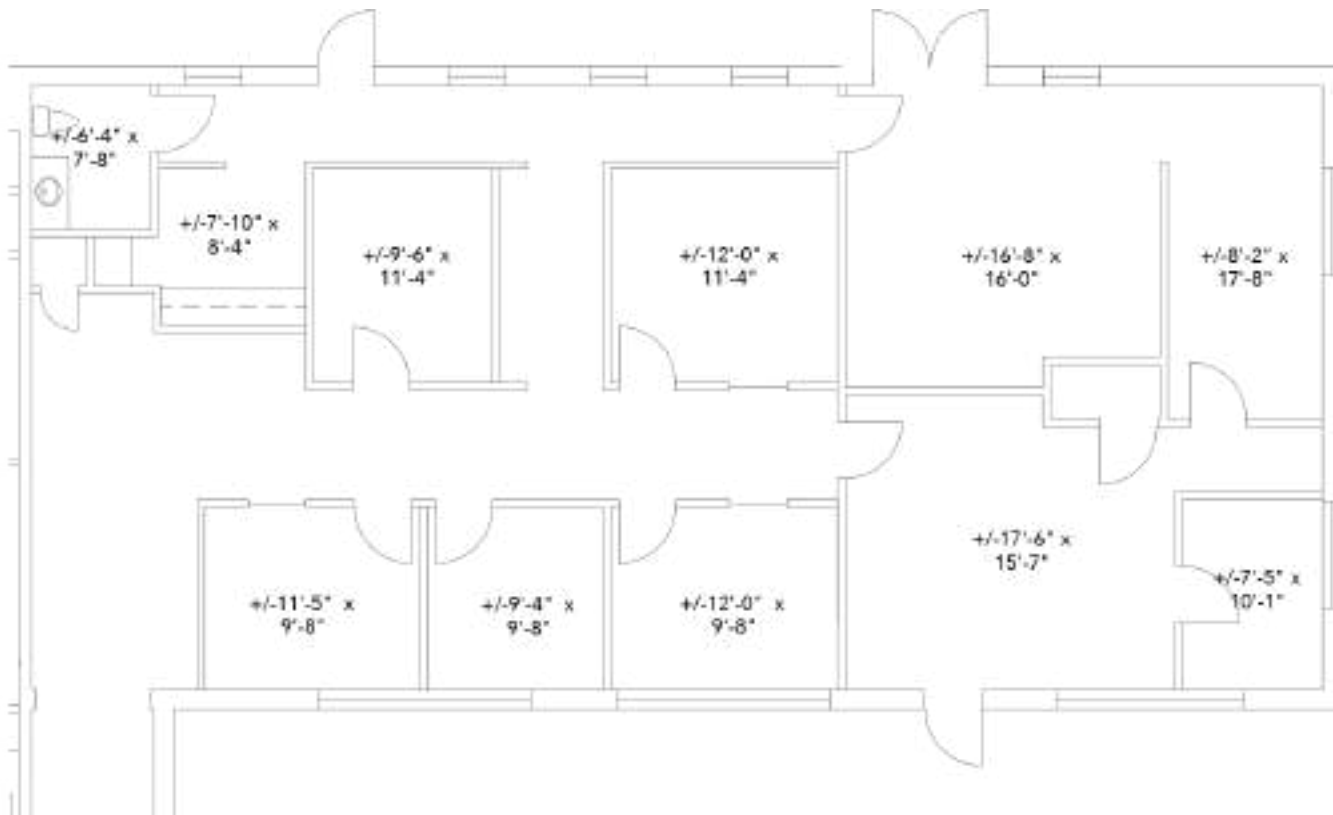


**Main Commons  
Before**



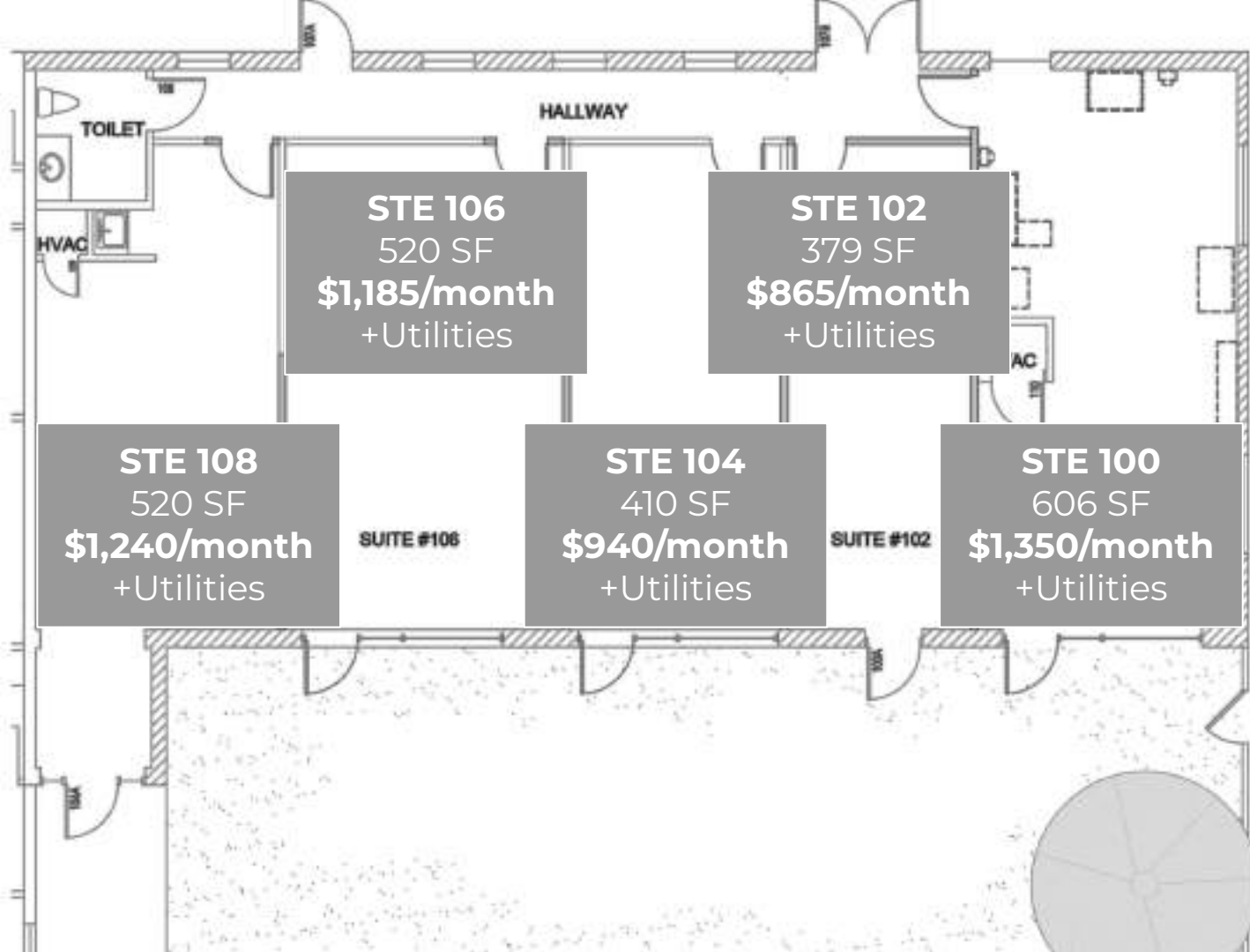
# Main Commons





## Rightsizing Spaces

Main Commons / 2,600 sf  
Single Tenant Income \$2,228/month + Utilities  
**\$26,736/year**



## Single Tenant Leaves

Divide Space into 5 suites

**Income is now**  
\$5,590 per month  
**\$67,080 per year**

Rental increase is  
\$40,344 per year  
8% Cap Rate

**\$500,000+ in value**  
**added to building**

An abstract painting with various colors including blue, yellow, red, and white, applied in broad, expressive brushstrokes. A semi-transparent white rectangular box is centered over the painting, containing the text "Green Leaf" in a bold, black, sans-serif font.

**Green Leaf**



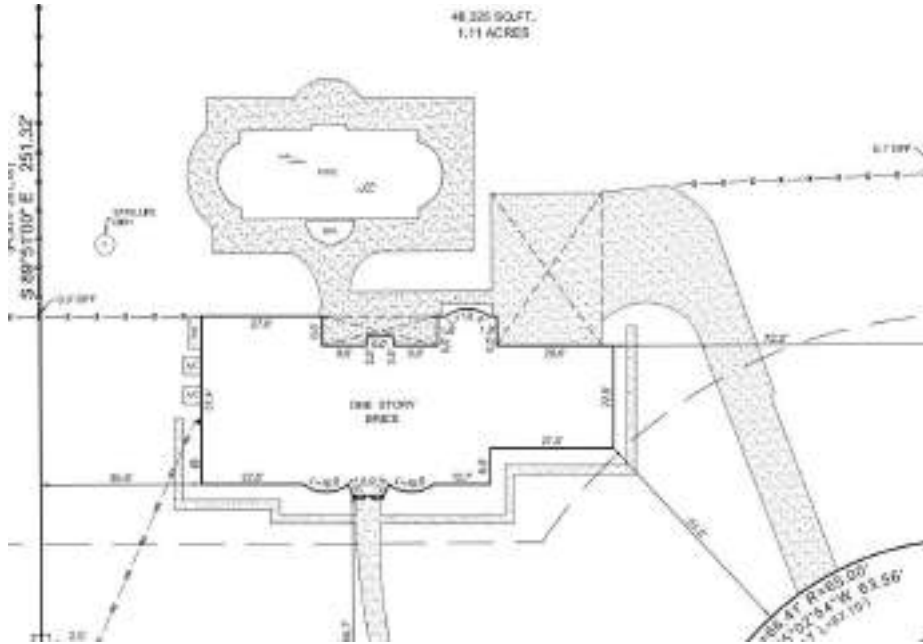
1210 GREEN LEAF

# Greenleaf - Big House into Owner's + Suites





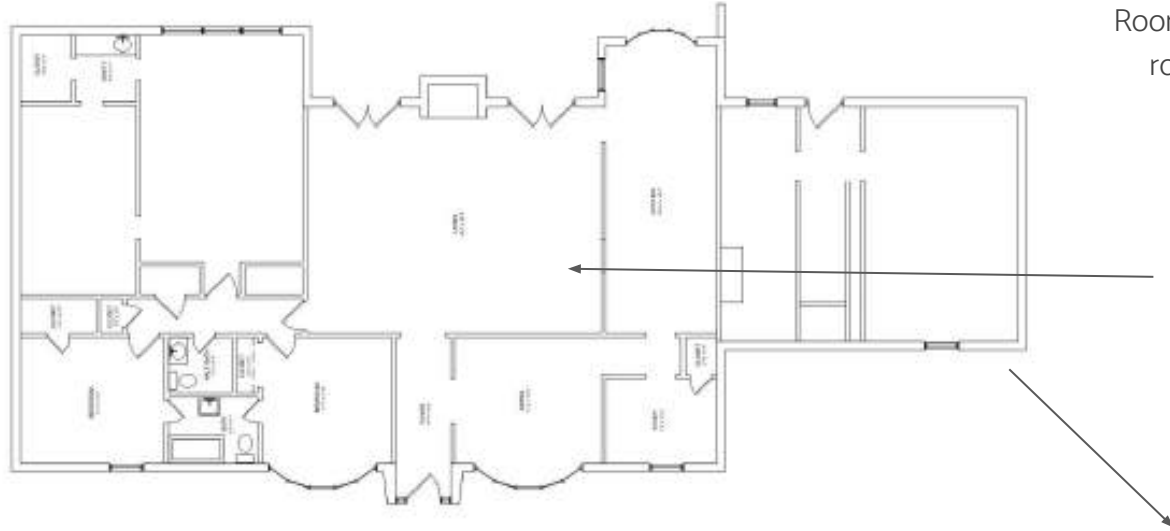
# Greenleaf Survey





# As-Built Plans Get Things Organized

Room Names and Dimensions help provide rough space proportions and quick SF



LIVING

20'-5" x 26'-9"

548 SF

Scale, North Arrow  
are important too



NORTH  
SCALE: 1/8" = 1'-0"  
PRINT ON 8.5x11 SHEET

As-Built Plan  
1210 Green Leaf Lane, Duncanville, Tx  
19 October 2021

**THRASHER  
WORKS**  
ARCHITECTURE | DESIGN | PLANNING  
559 N Woodley Ave, Ste 201B, Dallas, Tx 75209  
214.297-3498 www.thrasherworks.com



UNIT 3 & 4

UNIT 2

UNIT 1

FUTURE ELEVATION



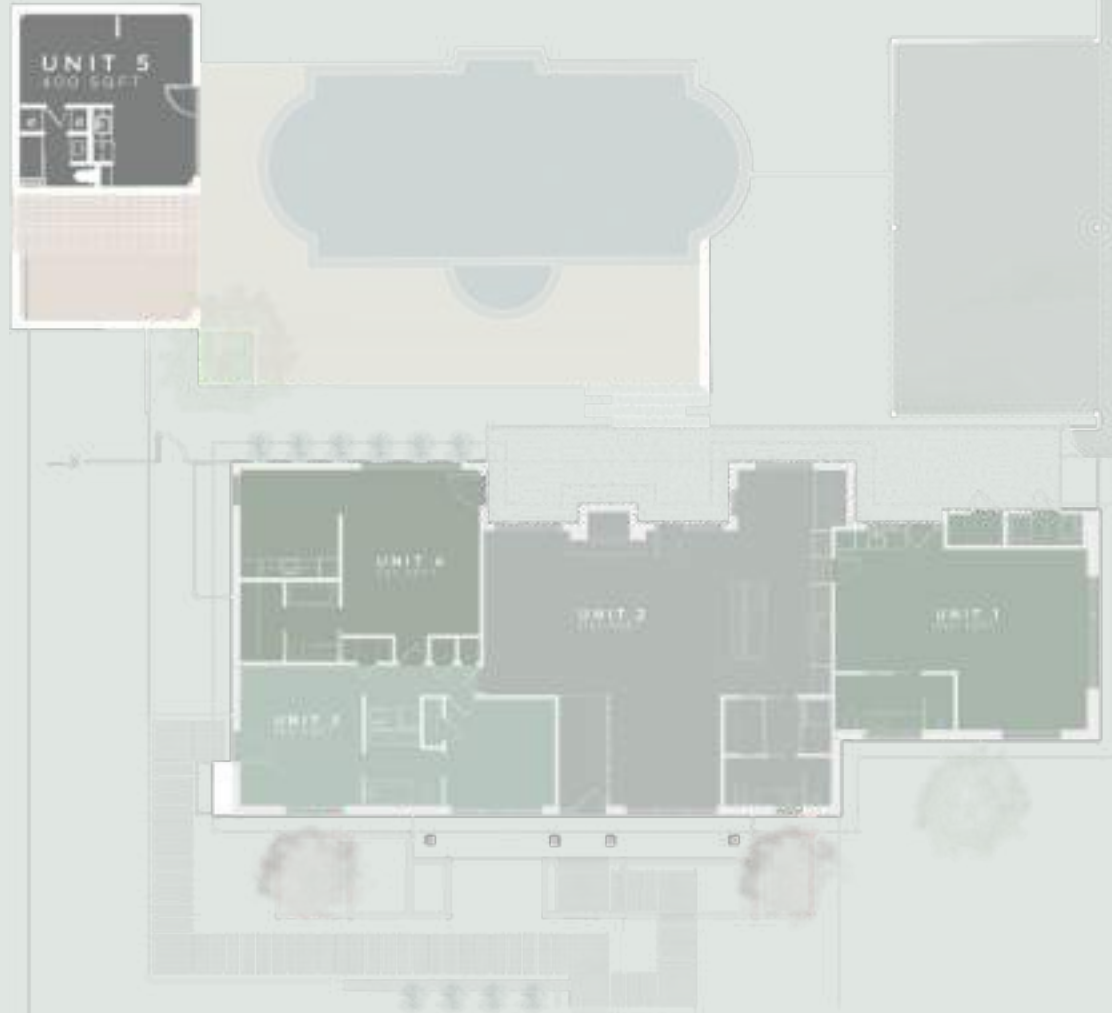
UNIT 1

EXISTING ELEVATION

# VISION

## FIVE SEPARATE UNITS

Unit 1	645 sf
Unit 2	1,155 sf
Unit 3	568 sf
Unit 4	530 sf
Pool House	400 sf





## BEFORE CONSTRUCTION

Undergoing a meticulous transformation, Green Leaf witnessed the deliberate removal of outdated cabinets, paving the way for a fresh vision. The space was then thoroughly cleaned, ready to embrace innovative design elements.





The backyard and pool area underwent major clean up at Green Leaf, emerging from neglect to become inviting spaces for residents to enjoy nature.



## ROOMMATE HOUSE

Elevating the ambiance, hardwood floors graced the interiors, while new windows invited panoramic views. Exposed wood beams crowned the space, infusing rustic charm with contemporary allure.





# 1210 Green Leaf - Proforma

**Total Cost with overruns \$1,150,000.00**

Loan Amount - \$900,000 @ 6.5% Interest - 30 years

Highest Comparables in Duncanville for a single family home are \$600-\$750k - **UPSIDE DOWN - BAD!!!**

## Income

- Owner's suite -0-
- Elderly Parent Suite \$ 5,000.00
- Pool House - short term rental \$ 2,250.00  
\$150/night - expenses \$50  
\$100/net - at 75% occupancy
- (2) other suites \$1,500 each \$ 3,000.00  
\$ 10,250.00  
x 12 months \$123,000.00  
Occupancy 95% **\$ 116,850.00**

## Expenses

- Taxes \$ 12,000.00
- Insurance \$ 7,200.00
- Utilities \$ 7,200.00
- Maintenance, Janitorial, Landscape \$ 14,400.00
- Total **\$ 40,800.00**

## **Income - Expenses = NOI**

Income	\$ 116,850.00
Expenses	<u>\$ - 40,800.00</u>
<b>NOI</b>	<b>\$ 76,050.00</b>

## **NOI - Debt Service = Annual Cash Flow**

Debt Service	
\$5,686.61 x 12 months	<u>\$ - 68,239.32</u>
<b>ANNUAL CASH FLOW</b>	<b>\$ 7,810.68</b>



CONCEPTUAL RENDERING



CONCEPTUAL RENDERING



CONCEPTUAL RENDERING



CONCEPTUAL RENDERING



CONCEPTUAL RENDERING



CONCEPTUAL RENDERING

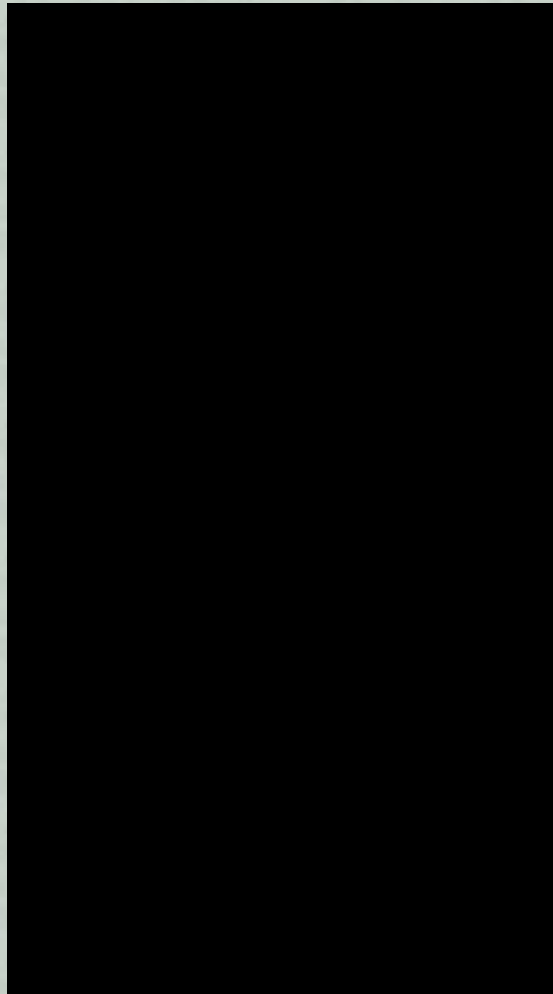


**GREEN**  
LEAF





CA



An abstract painting with various colors including blue, yellow, red, and white, applied in broad, expressive brushstrokes. A semi-transparent white rectangular box is centered over the painting, containing the word "Sabinal" in a bold, black, sans-serif font.

**Sabinal**



**Grid**









Copyright 2023  
San Antonio Board of Realtors®



317 Center Street,  
Sabinal



Building Price - \$185,000  
 Improvements  
 $7500 \text{ sf} \times 80 = \$600,000$   
\$785,000-

Income - \$115,800-  
 $\times 90\%$   
\$104,220

Expenses - \$30,000  
\$74,220-

$\div .09 = \$824,667-$

An abstract painting with various colors including blue, yellow, red, and white, applied in broad, expressive brushstrokes. A semi-transparent white rectangular box is centered over the painting, containing the word "Exercise" in a bold, black, sans-serif font.

# Exercise

# PROFORMA SPREADSHEET

1. Subject Property

Building Cost

SKETCH HERE

2. How do we divide it up? Do we rent it out as one unit?

3. Rent Roll - 3 Units at the most.

Suite	Tenant / Use	Size	Rent	/SF/YR	/SF/MTH
A					
B					
C					
<b>Totals</b>					<b>Gross Potential Income</b>

4. Costs

Building Cost	
Improvement Cost +	
Total Cost	

Total Cost	
Down Payment -	
Loan Amount	

5. Loan Terms

Loan Amount	Interest Rate	Years	Monthly Payment
			x12
			<b>Annual Debt Service</b>

5. Loan Terms				
	Loan Amount	Interest Rate	Years	Monthly Payment
				x12
				<b>Annual Debt Service</b>

6. Income				
			Monthly Revenue	
				x12
			Annualized, Gross Potential Income	
			Less Vacancy	
	+		<b>Adjusted Gross Income</b>	

7. Expenses				
			Taxes	
			Utilities	
			Waste Management	
			Landscaping	
			Insurance	
			Repairs & Maintenance	
			Management Fee	
	-		<b>Estimated Annual Expenses</b>	

8. Net Operating Income				
			Adjusted Gross Income	
			Estimated Annual Expenses	
	=		<b>Net Operating Income</b>	

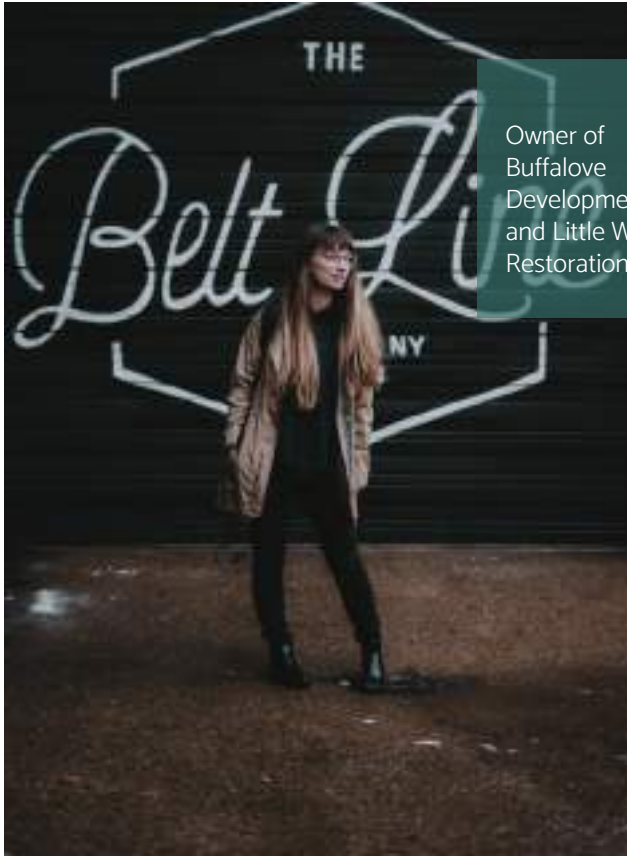
  

9. Cash Flow				
			Net Operating Income	
			Annual Debt Service	
			<b>Cash Flow</b>	



**DESIGN ON A DIME**  
LIMITED RESOURCES,  
UNLIMITED CREATIVITY

02



Owner of  
Buffalove  
Development  
and Little Wheel  
Restoration

### **Started Flywheeling:**

- Maintenance calls for minimum wage.
- Energy retrofits and property management
- Began Buffalove in 2012.

### **Known for:**

- Cute renovations on a dime
- Small storefronts
- Trying to keep apartments affordable

### **Community Involvement:**

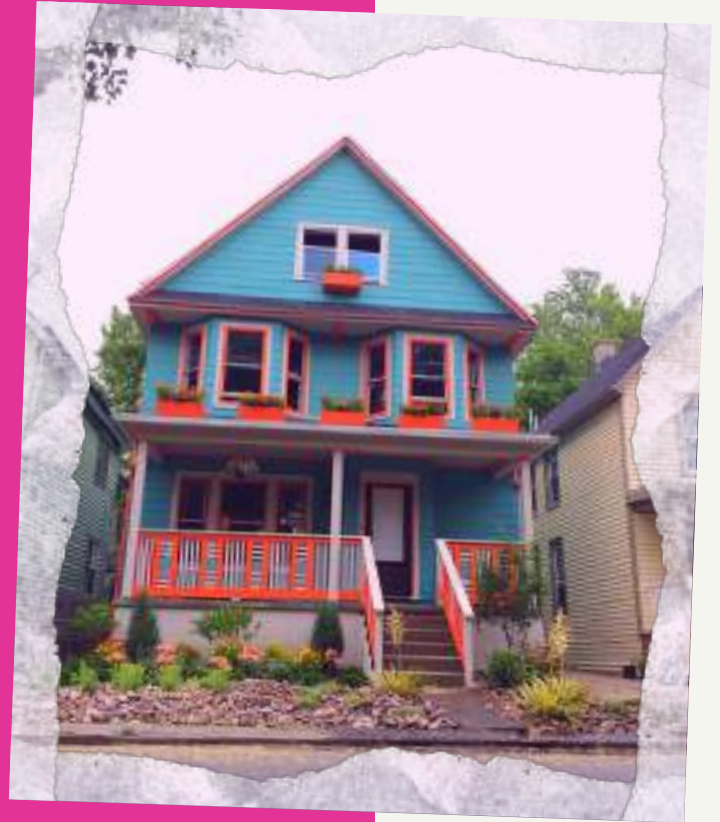
- Zoning Board of Appeals for the City of Buffalo
- FBCI Steering Committee
- Eugene V. Debs Hall Board

**BERNICE RADLE**

Proudly from  
Buffalo, NY

KEEP IT CUTE AND SAVE MONEY!

# DESIGN ON A DIME





Neighborhood  
Evolution

EUGENE V.



DEBS HALL

ESTD 2012



BUFFALOVE

DEVELOPMENT - MANAGEMENT

THE

RUTH



little x little

BRANDING  
MATTERS



**LEAN INTO WHAT IS  
UNIQUE ABOUT  
YOUR PLACE**



LEAN INTO WHAT IS  
UNIQUE ABOUT  
YOUR PLACE





# TRUST!!!

Plant the flowers.  
Allow your storefronts explode  
onto the street.  
Make and support spaces for  
community.

# SAVE WHAT CAN BE SAVED



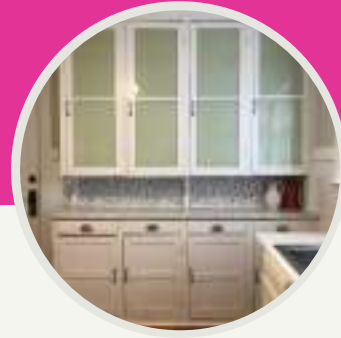
## **HARDWARE**

Crock pot clean up:  
little dawn dish soap  
and a slow cook goes  
a long way.



## **UNIQUE THINGS**

Lean into it and make  
cute



## **EXISTING CABINETS**

if they're old, they're  
better than anything  
you can buy right  
now!



# MAKE IT CUTE

cute brings happiness and ... it sells!

# INSIDE TOO

## **PAINT STAIR TREADS**

Color or on trend - it helps and is an affordable way to make people smile!

## **COLOR BLOCKING**

This color blocking trend is fun and attracts energy and good tenants

## **CAN'T AFFORD TO PAINT TWO APARTMENTS? START WITH A WALL.**

Seems strange but it isn't.



# WAYS TO SAVE

## MANAGE YOURSELF

Project management costs \$\$, can you manage the contractors yourself and save?

## WHAT WORK CAN YOU DO?

Can you paint? Clean? Tile? This will save your thousands.

## SHOP AROUND & GET CREATIVE.

bargain outlet granite.

peel and stick wallpaper.

reuse shops.

ikea.

craigslist / Facebook marketplace





**SOMETIMES YOU  
GOTTA GET REALLY  
CREATIVE**





# DON'T MAKE IT WHAT IT ISN'T.

Sometimes it's just a little cottage.  
Does it need a laundry room? No.  
Do you need a fancy kitchen? No.  
Can you always spend more? Yes.



# TEMPORARY IS OK!

Parties? Pop ups? Art? All this works to build momentum .

# ART HELPS!



Inside and out!

**REPEAT!  
LEAN INTO WHAT IS  
UNIQUE ABOUT  
YOUR PLACE**





# HERSTORIC

DEVELOPMENT

## CHARITY STOWE

Founder and co-owner of Herstoric Development  
General contractor, owner of Herstoric Construction  
[@herstoricdevelopment](#)

## RACHEL MOSPAN

Co-owner of Herstoric Development  
Interior designer, owner of Rachel Mospan Design  
[@rachelmospa](#)



# 1. LOOKS MATTER

## Why

- Attract quality tenants that can see you care about the property
- Build your portfolio and draw investors in to your vision
- Inspire stewardship of the space by tenant/ visitors/ patrons/ neighbors

## How

- Hire capable partners (contractor, designer, trades)
- Familiarize with and utilize design elements and principles (space, line, shape, form, mass, texture, light, color, pattern, scale, proportion, balance, rhythm, emphasis, harmony)
- Honor and highlight what you are starting with: historic details, architectural details, original features, natural light



## 2. LAYOUTS MATTER

### Why

- Need the layouts to match your target tenants
- A smart layout can make you more money
- Layouts are one of the key drivers of cost in a renovation

### How

- Sketch out your floor plans - what would make the space more marketable? E.g. bathrooms, storage, accessibility?
- If changing layouts, engage with your contractor early on - they can tell you limitations, and what will be straightforward versus complicated, what are pitfalls to watch for
- Consider where you can create more ROI



### 3. MATERIALS MATTER

#### Why

- Material selections are another cost driver
- Quality materials will save you time and money in the long run

#### How

- Reuse what you have where possible, e.g. repair and refinish hardwood floors
- Source from secondhand, salvage, Restore
- Make sure materials are in keeping with the style and age of the building - otherwise they will look incongruous and/ or dated
- Durable finishes will make tenants' and your lives easier and keep maintenance costs down
- Can install everyday materials in a creative way to elevate the design







# SHAPING SPACE

## DESIGNING THE BLOCK AND LOT

03



Principal

Heirloom  
Properties

Electric Housing

### **Started Flywheeling:**

- Architecture and Construction
- Missing Middle Development

### **Known for:**

- New Construction, Green Housing
- Zoning and Urban Design

### **Community Involvement:**

- Kingfield Farmers Market Sponsor / Volunteer
- Cub Scout Leader
- Passive House State Chapter Board Member

**JIM KUMON**

Proudly from  
Minneapolis, MN

**Today, We're Going to  
Learn How to Make Pizza**



# Pizza constructor



mushrooms



anchovy



tomatoes



black pepper



shrimp



salami



paprika



mozzarella



pesto



onion



ham



cheese



olive



parmesan



olive oil



chili pepper



basil

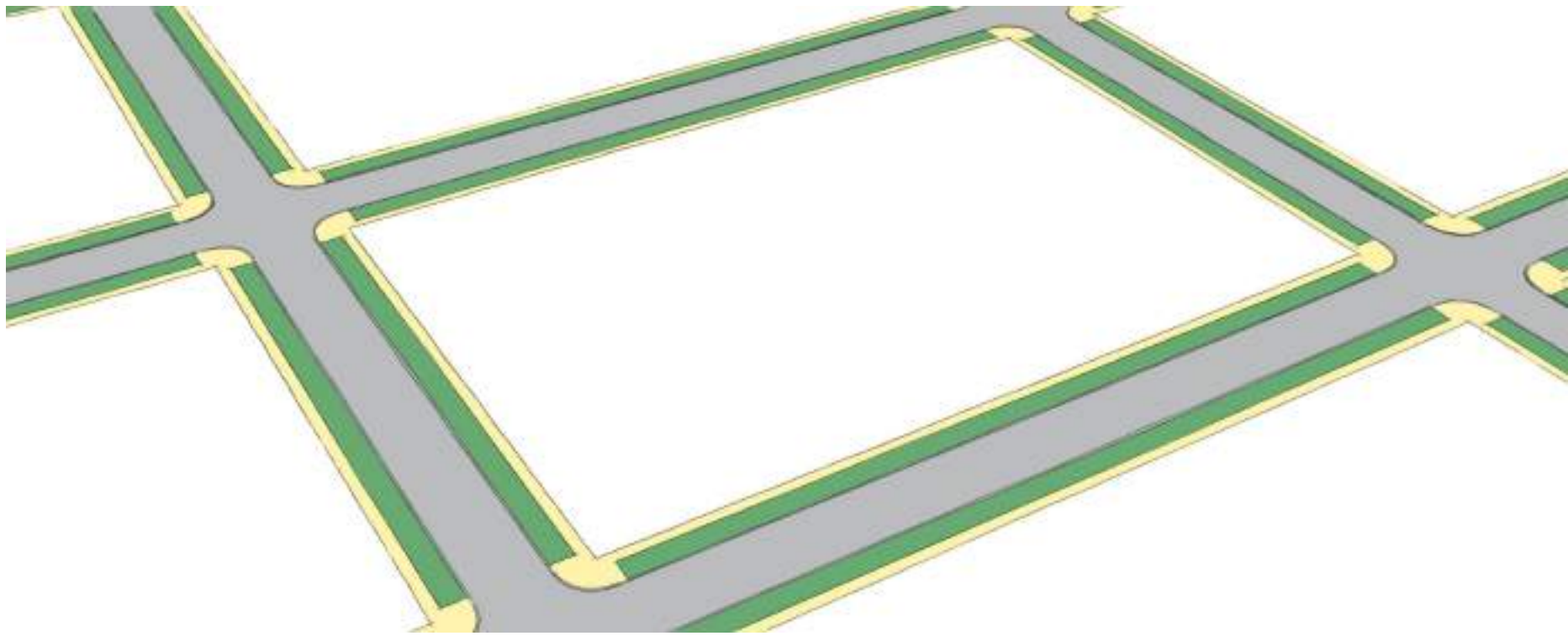


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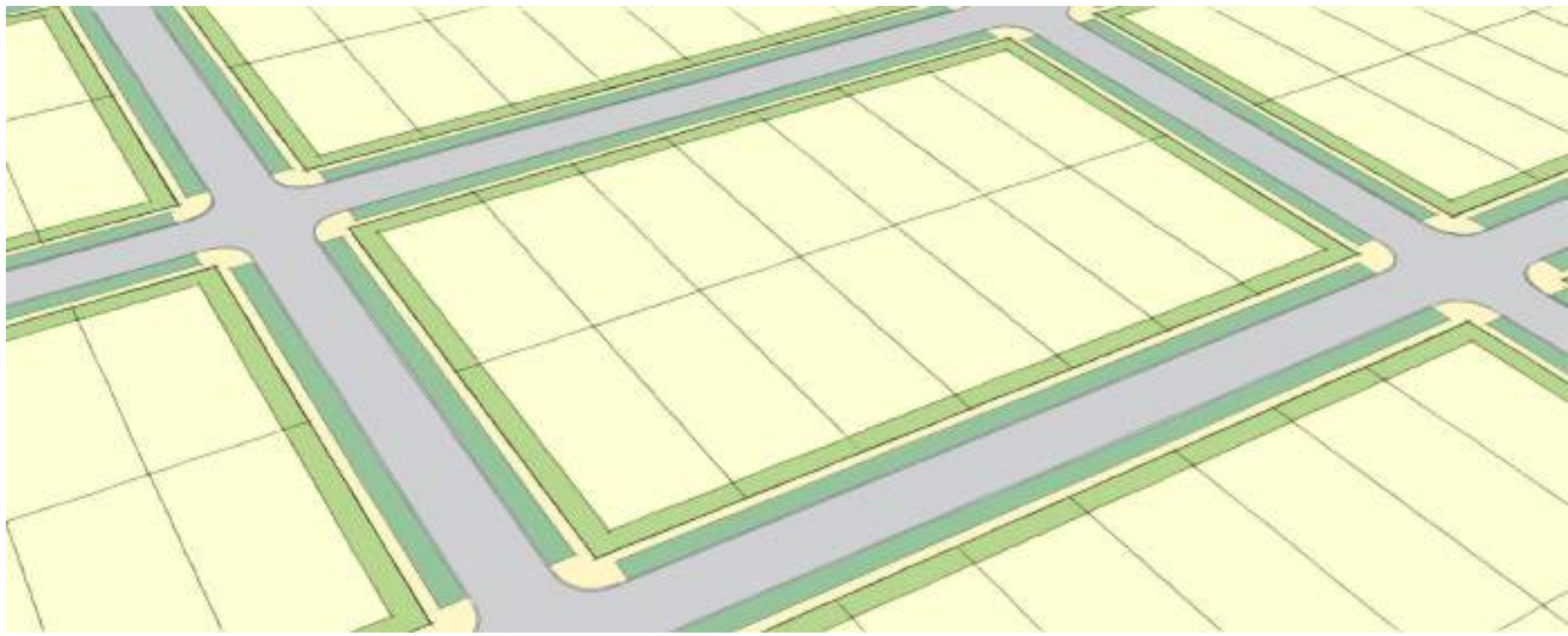


tomato paste

# Blocks and Lots

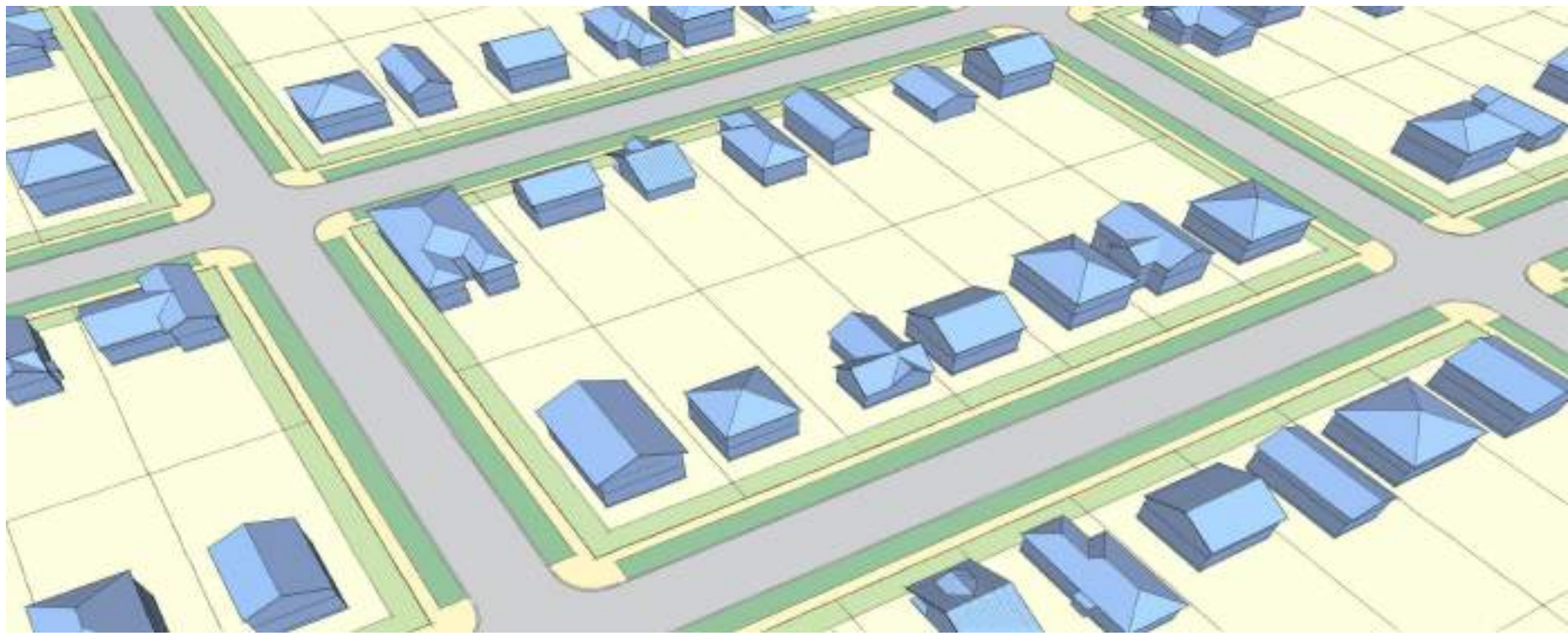


Streets and Blocks



## Lots and Building Setbacks

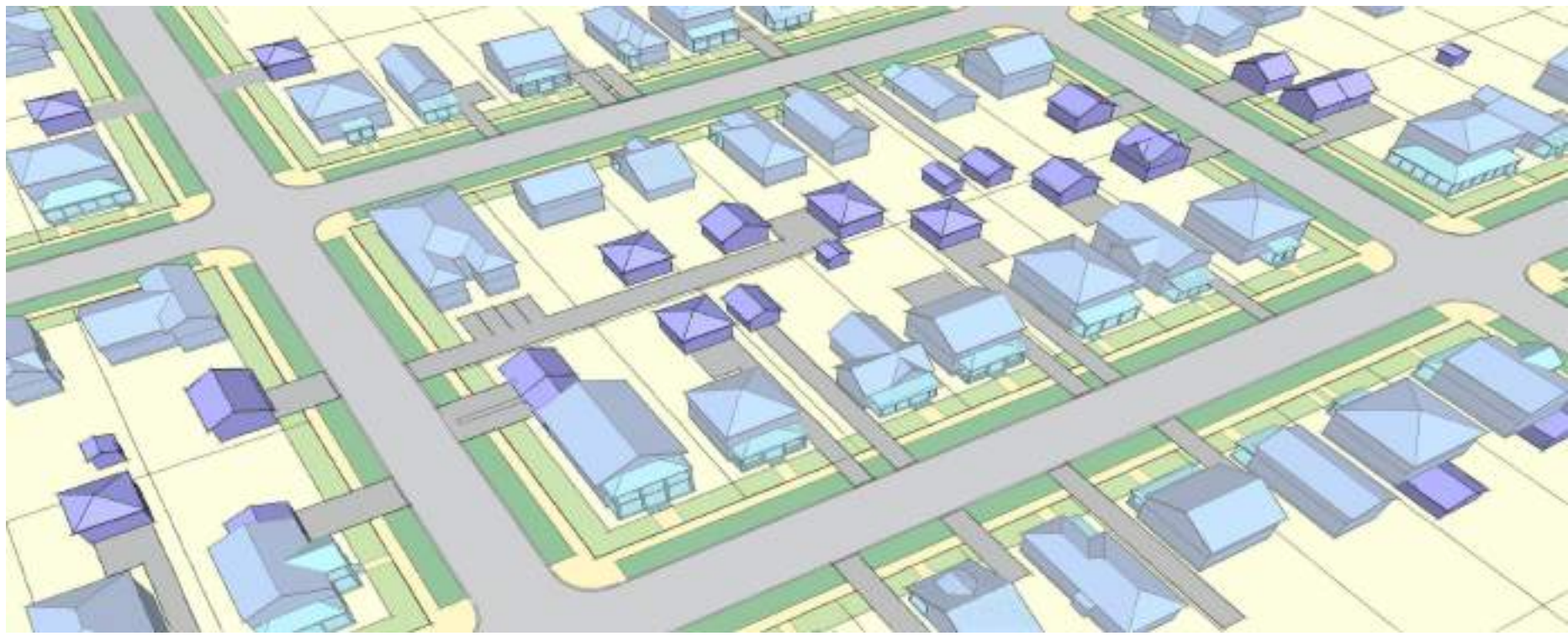




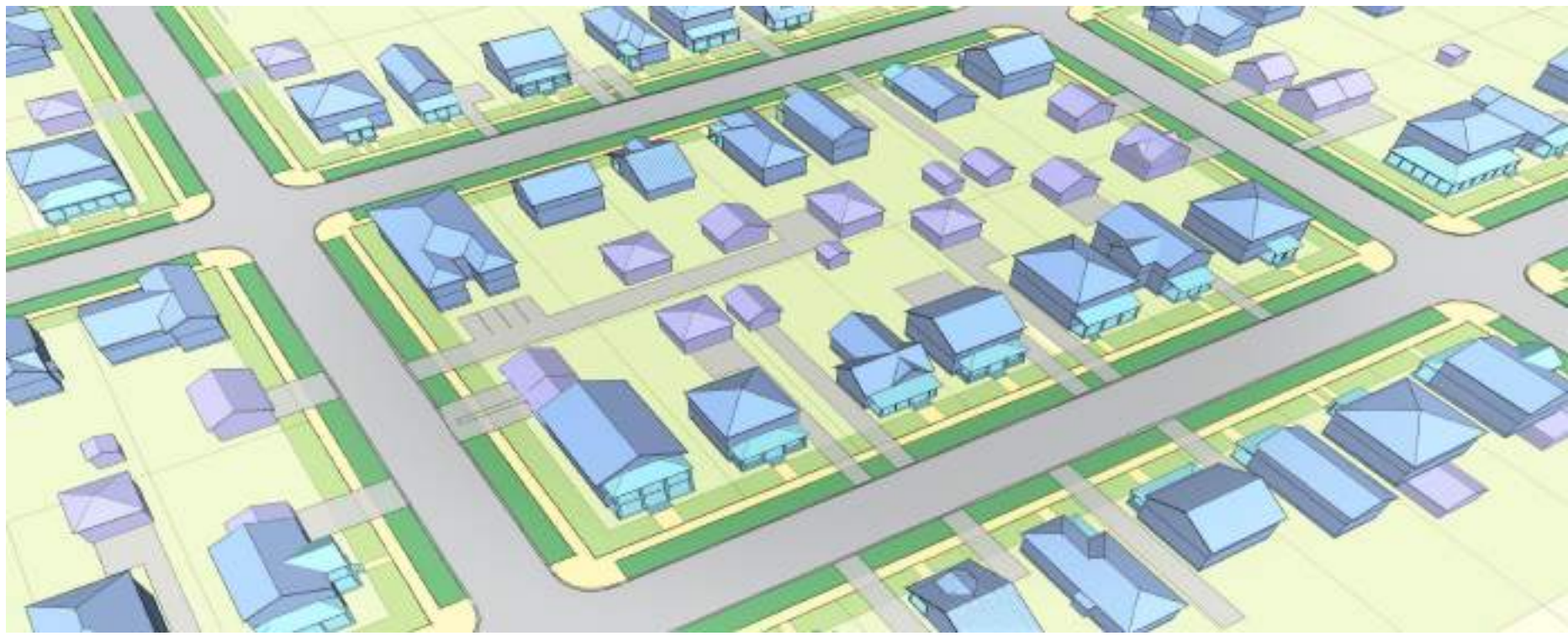
Buildings on Lots



Buildings on Lots



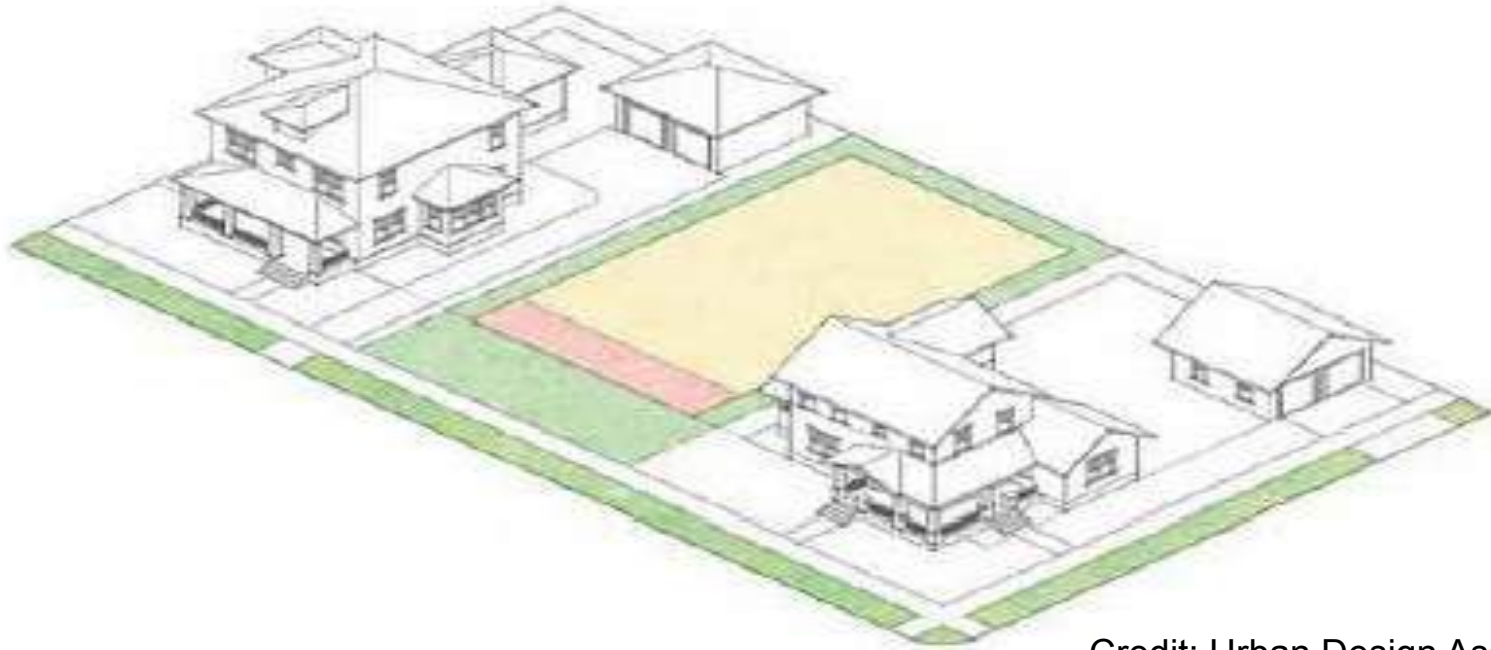
Buildings on Lots



Neighborhood Block



Aerial View of Block and Lots



Credit: Urban Design Associates,  
A Pattern Book for Neighborly Houses

Lot & Setbacks



Credit: Urban Design Associates,  
A Pattern Book for Neighborly Houses

## Parking & Accessibility



Credit: Urban Design Associates,  
A Pattern Book for Neighborly Houses

Front Porch and Entry





Credit: Urban Design Associates,  
A Pattern Book for Neighborly Houses

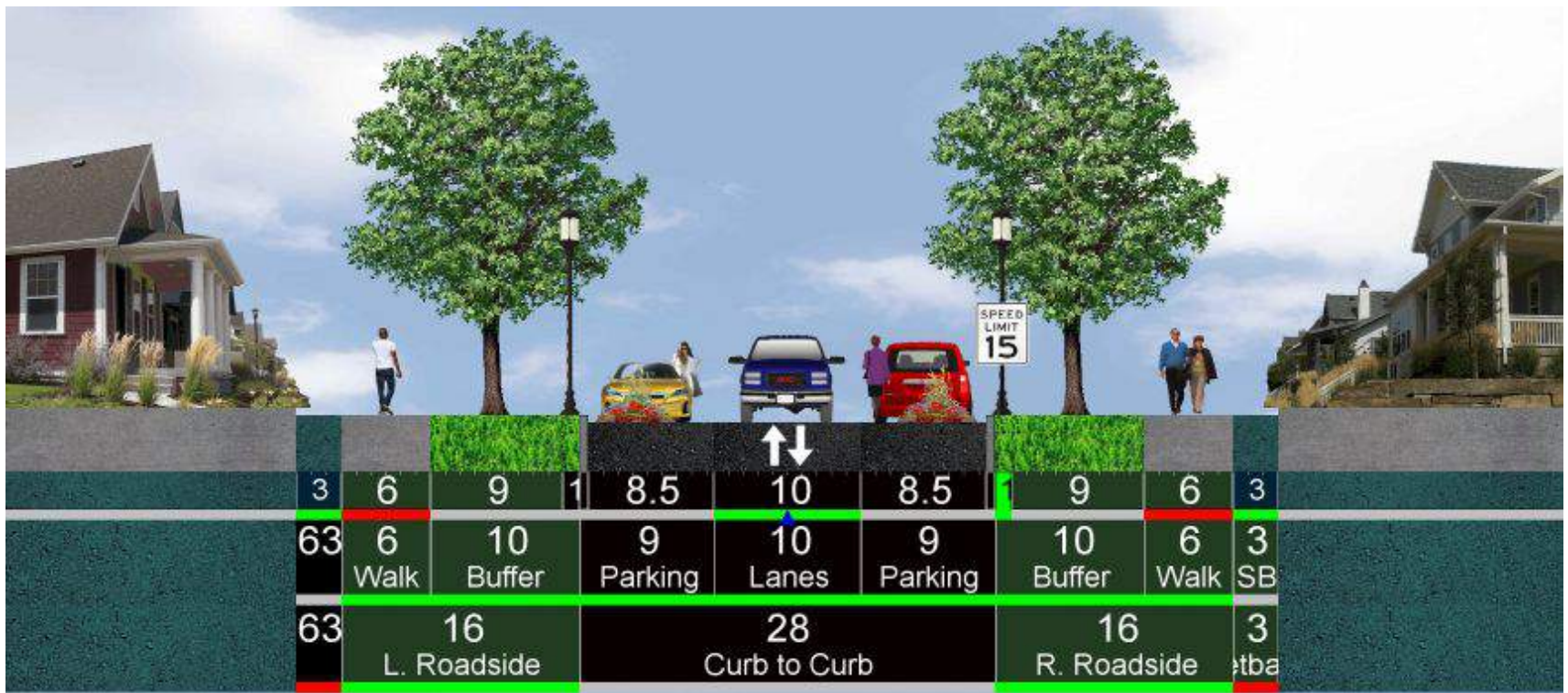
Front Yard Zone



Credit: Urban Design Associates

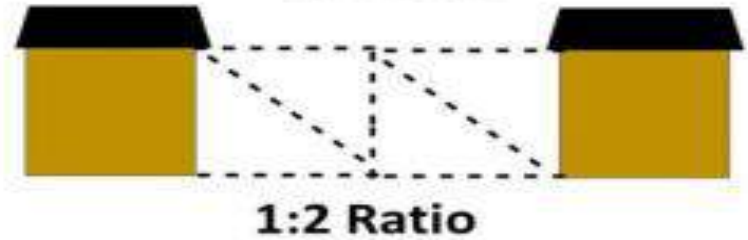
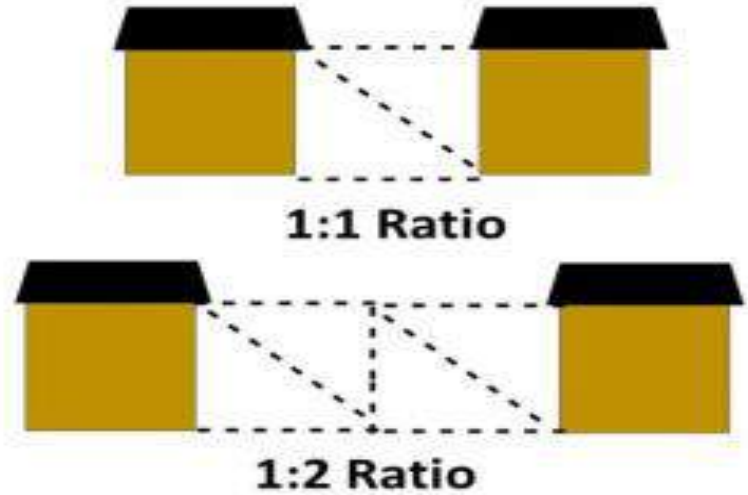
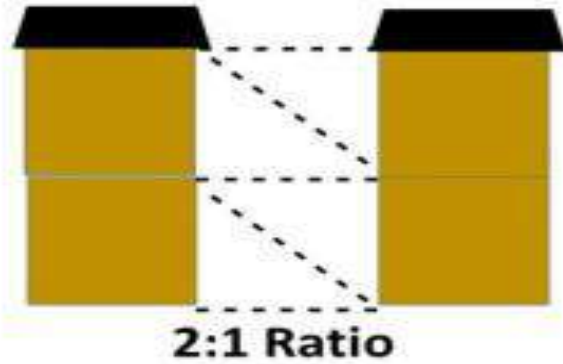
Same Steps, Different Buildings

**Buildings Should Shape  
Space That Humans Want  
To Be In**

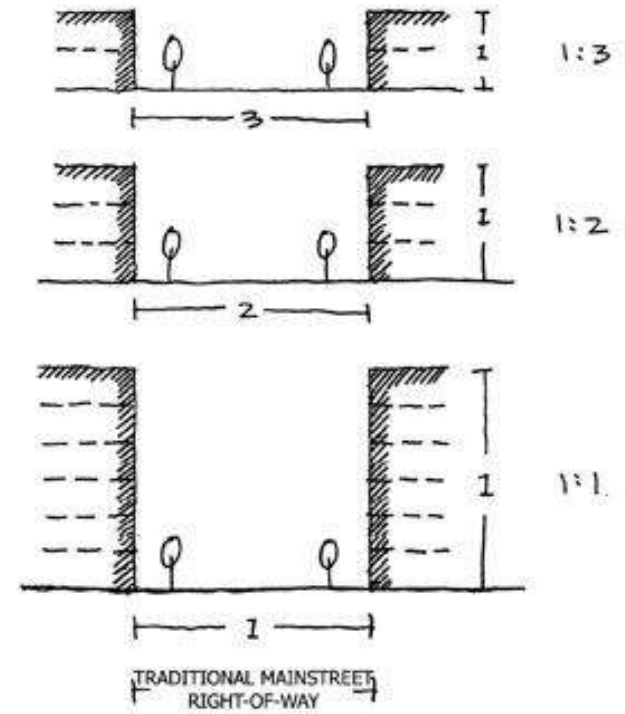
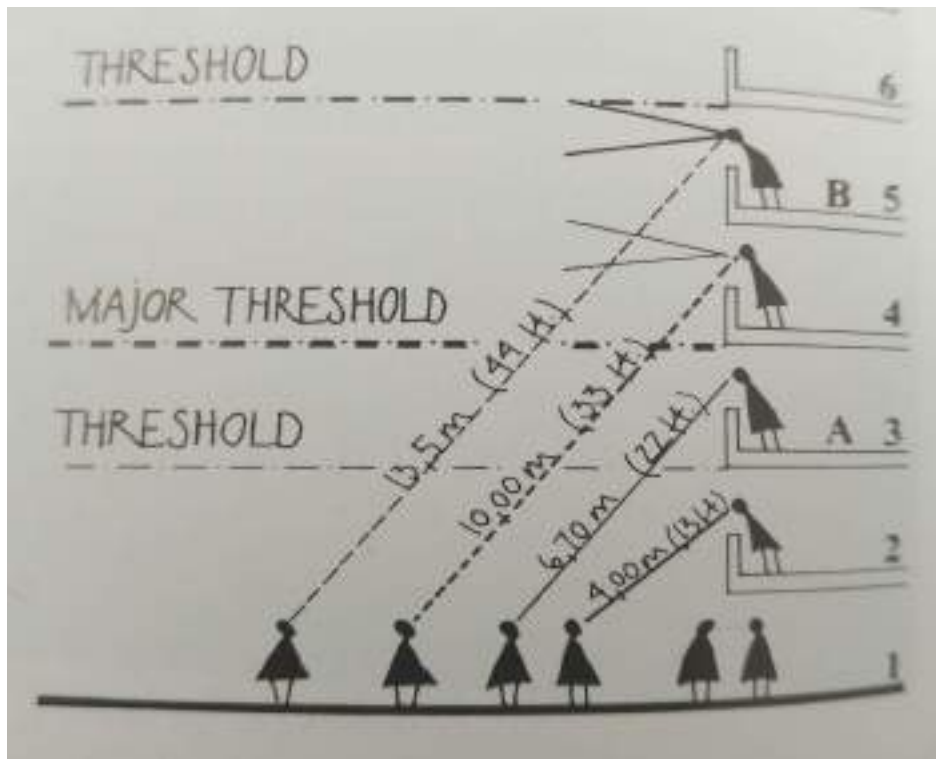


Typical Residential Street Dimensions

## Building Height to Street Width Ratios



Residential Street Proportions



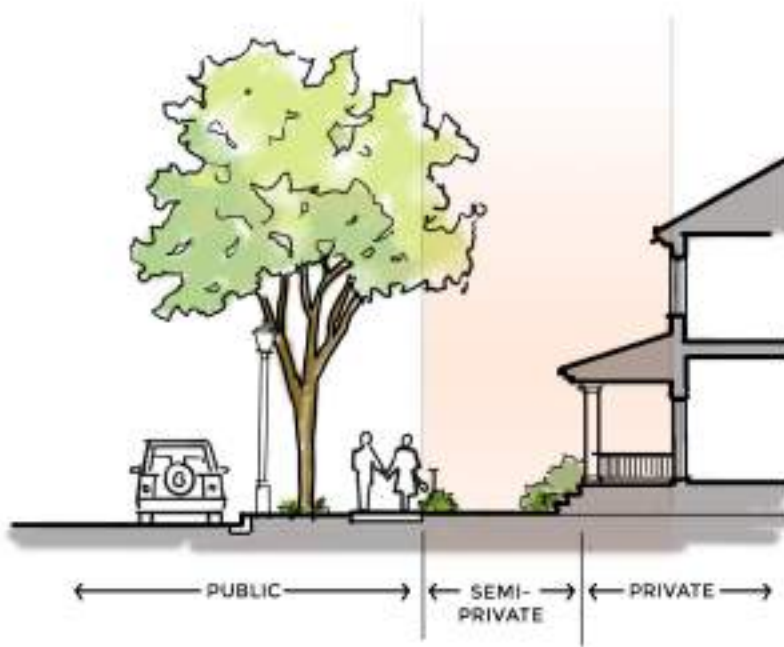
## Thresholds of Human Interaction

# **The Transition From Public to Private**



Front Yard Setback

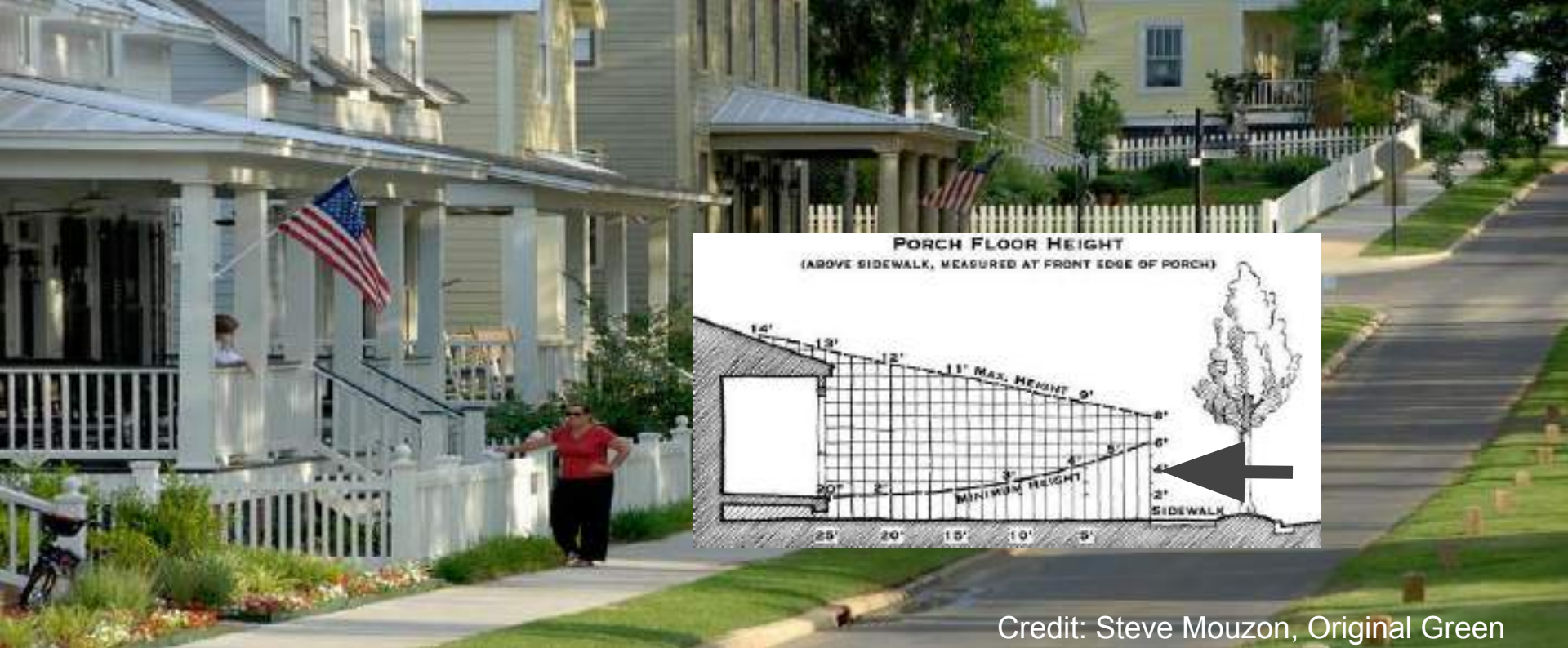




Transition from Public to Private; Demarcation of Space

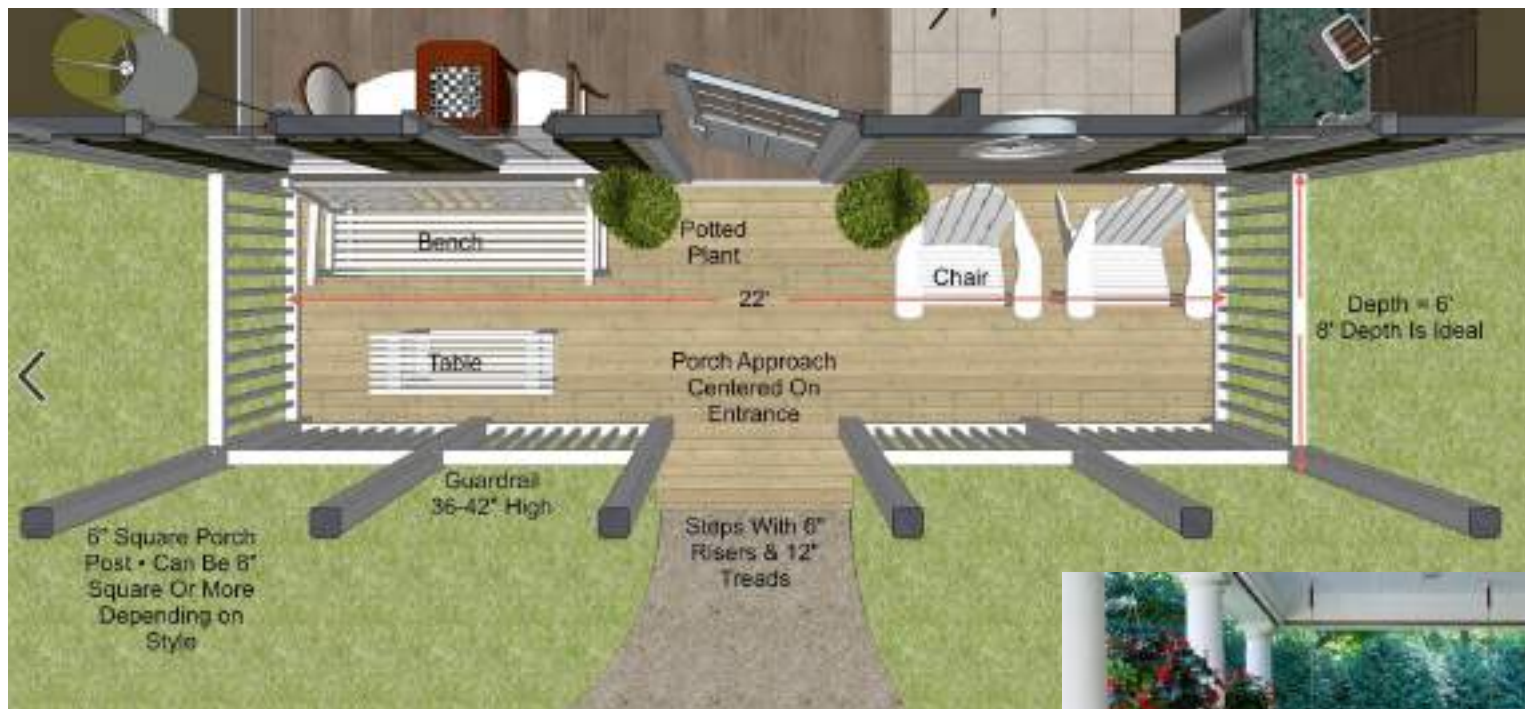


Porches People Will Sit or Stand On



Credit: Steve Mouzon, Original Green

Porches People Will Sit or Stand On:  
Those with Comfort and Security



Porch as Outdoor Room



## WHAT A FRIENDLY FRONT LOOKS LIKE

JON AND JENNY HAD LIVED BY AND RENTED OUT THEIR four-plus home for the past two years. During the time they made many different improvements for themselves and their residents that were a natural fit for them to start a Friendly Front Yard project.

Prior to starting their project, Jenny and Jon had mostly thought about improving their backyard to create a more social and welcoming environment, but had paid little attention to the front yard and the value it would bring to the community.

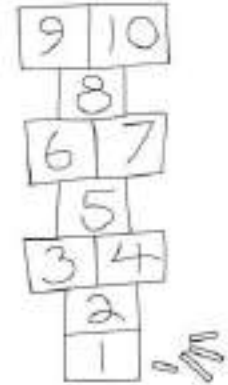
Jenny and John, with the help of their tenants, used the Friendly Front Yard Toolkit to envision a more inviting atmosphere. They brainstormed extending their small porch into an unused area of their front lawn to create additional space for seating, games, as well as an opportunity to remove some grass that was time-consuming to mow.

The creation of a front patio included two sitting stairways into the space that were surrounded by boxes that plantings and solar lights along a pathway to guide visitors into the warm comfort of the patio.

Through the creation of a friendly front, they were able to meet and connect with their neighbors like those below. They had a space that felt comfortable enough to spend many hours, outside enjoying the views and visitors to their front yard and neighborhood.

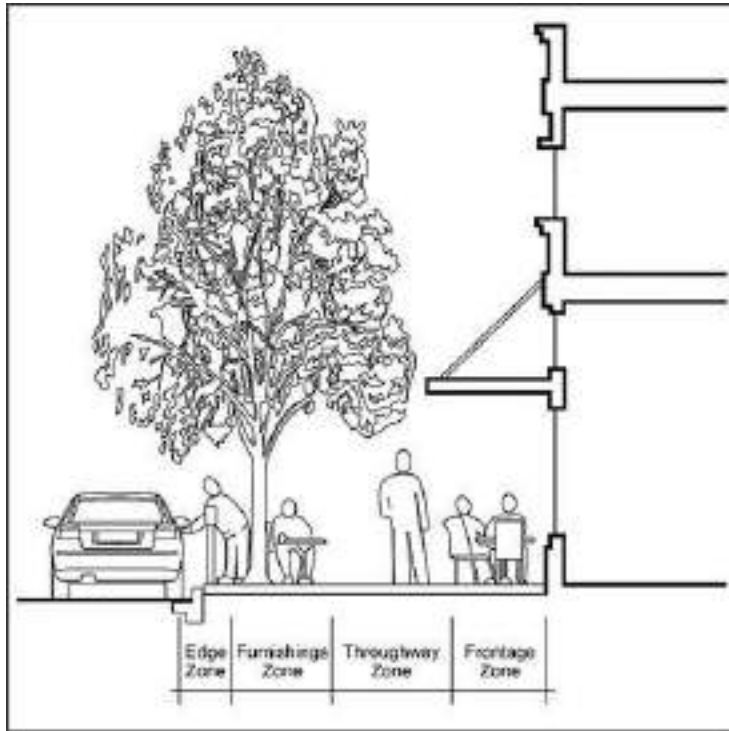
As landlords, Jenny and Jon have valued being able to provide a space for tenants to enjoy the same comforts they do. The enhanced front yard now provides additional space for them to socialize, eat, or do work on their computers.

Mostly, as landlords and neighbors, Jenny and Jon's friendly front has created opportunities for them to invite the community into their space and share what they value and love.

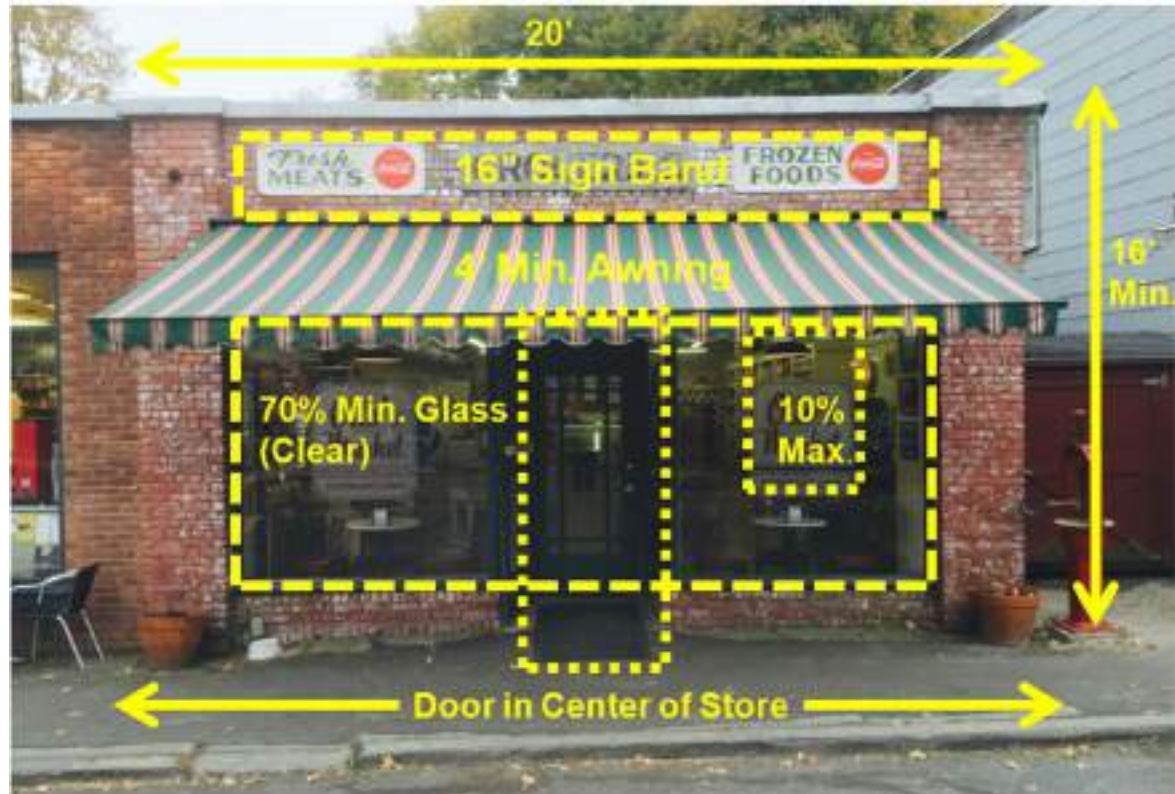


IT ENCOURAGED US  
TO BE CREATIVE AND  
INSPIRED OUR  
NEIGHBORS

Friendly Front Yards - Activation  
[www.friendlyfronts.com](http://www.friendlyfronts.com)



Commercial Transition Zone



Credit: Gibbs Planning Group

**Buildings Have Fronts and Backs**

**They're Different**





Building Fronts Have Human Scaled Detail



Building Backs are Often Utilitarian



Fronts & Backs are Different



Fronts & Backs are Different



Front & Back Confusion



Parking Goes in the Back

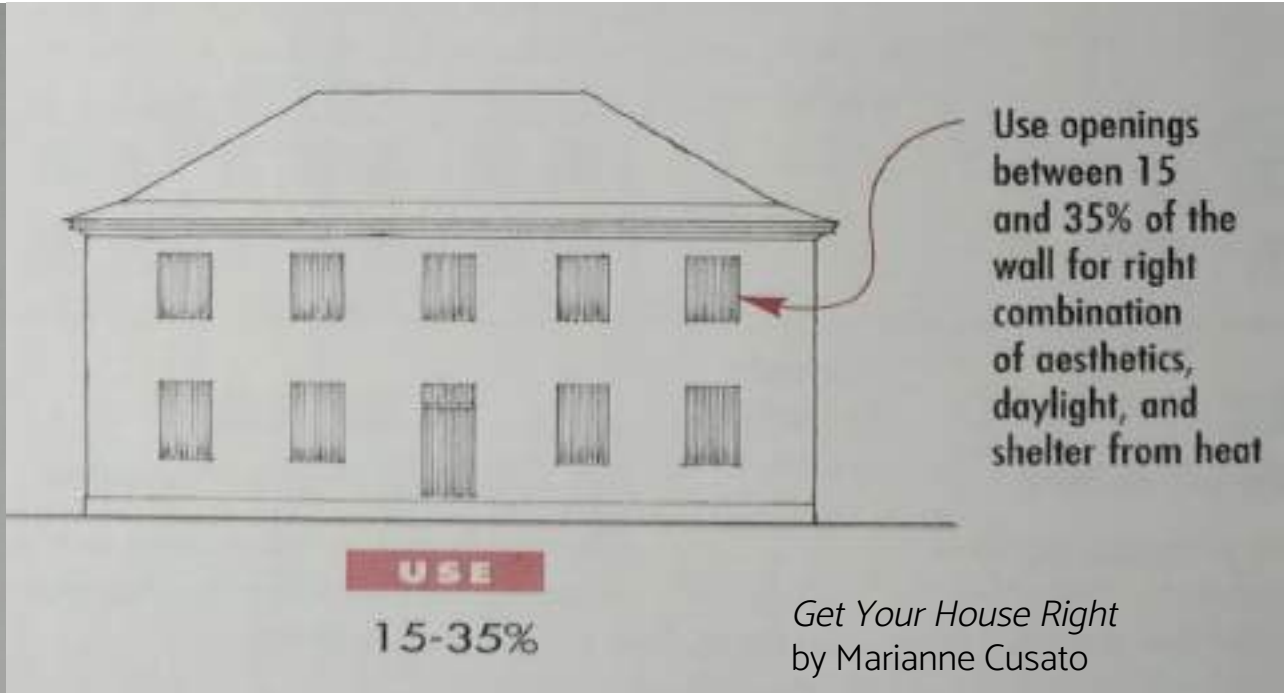
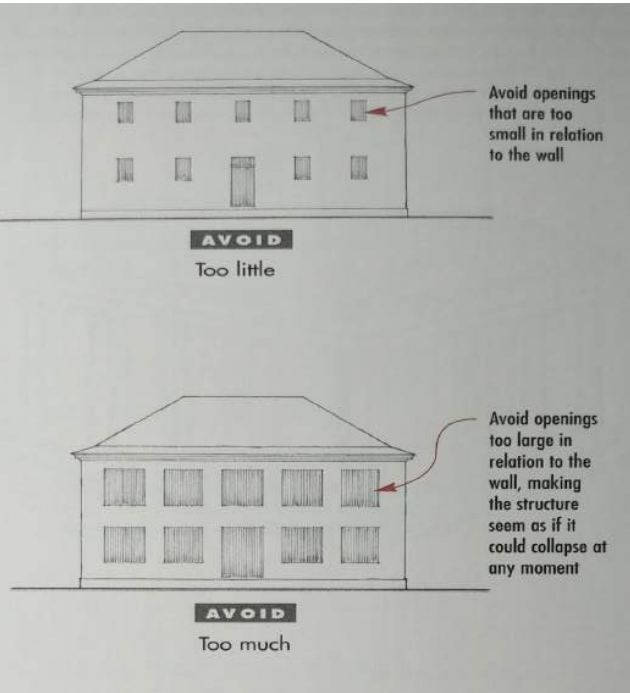


Fronts are Special - Transitions to Practical Sides



Not a good corner building





Windows that feel right from the street

# Small Building Thresholds

## Building Code

## Financing Mechanism

International Residential Code (IRC)

Residential Mortgage  
(30 Year Term)

International Building Code (IBC)

Commercial Loan  
(3-10 Year Term)

**When Does a Building Need  
Sprinklers?**

**Elevators?**

# Sprinklers and Elevators

## Elevators required:

Five stories or more, often 4 stories

Commercial uses upstairs

No accessible unit downstairs (for 4+ units)

More than four units per stair landing

## Sprinklers required:

Metal Sprinklers (NFPA 13)

- Mixing uses
- Most commercial
- Alternative Compliance for some existing buildings

Plastic Sprinklers (NFPA 13R)

- Building 3 or more units (new construction)

A high-angle, black and white photograph of a group of people sitting around a table in a meeting room. They are looking at various documents, including what appears to be a site plan or map. There are several mobile phones and a laptop on the table. The scene is overlaid with a semi-transparent teal rectangle containing white text. The overall atmosphere is one of collaborative work and discussion.

# DESIGN IN THE WILD

CRITIQUING THE GOOD, THE BAD  
AND THE UGLY

04



Managing  
Partner,  
Hometowne  
Development

President, The  
Bakery Group

### **Started Flywheeling:**

- Chancellor's Professor of Sociology and Sustainability Studies
- LEED AP sustainability consultant

### **Known for:**

- The Birthday Chair

### **Community Involvement:**

- Near Northwest Community Meetups
- South Bend Town Makers

**MIKE KEEN**

Proudly from  
South Bend, IN



Open Comments



Open Comments





Open Comments



Open Comments

**Level Up  
New Construction**



Porches and Windows



## Porches and Windows

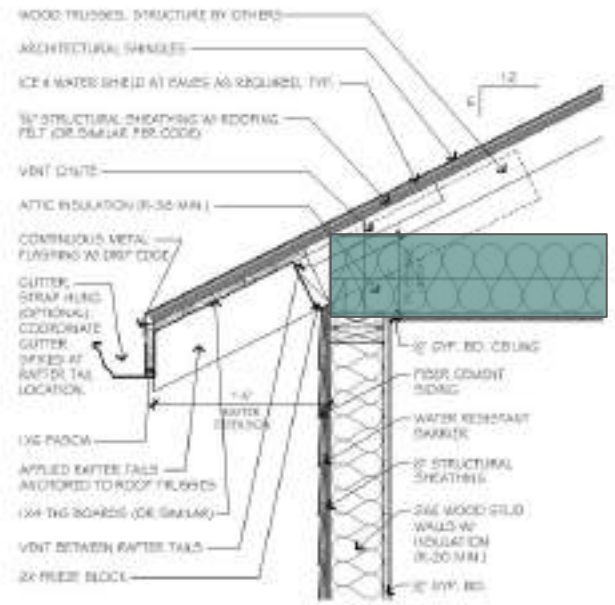


## Porches and Windows





No Energy Heel



## Energy Heels - A Better Truss



# South Bend Model Housing Plans



# South Bend Pre-Approved Plans



**Carriage House**



**Narrow House**



**Standard House**



**Stacked Duplex**

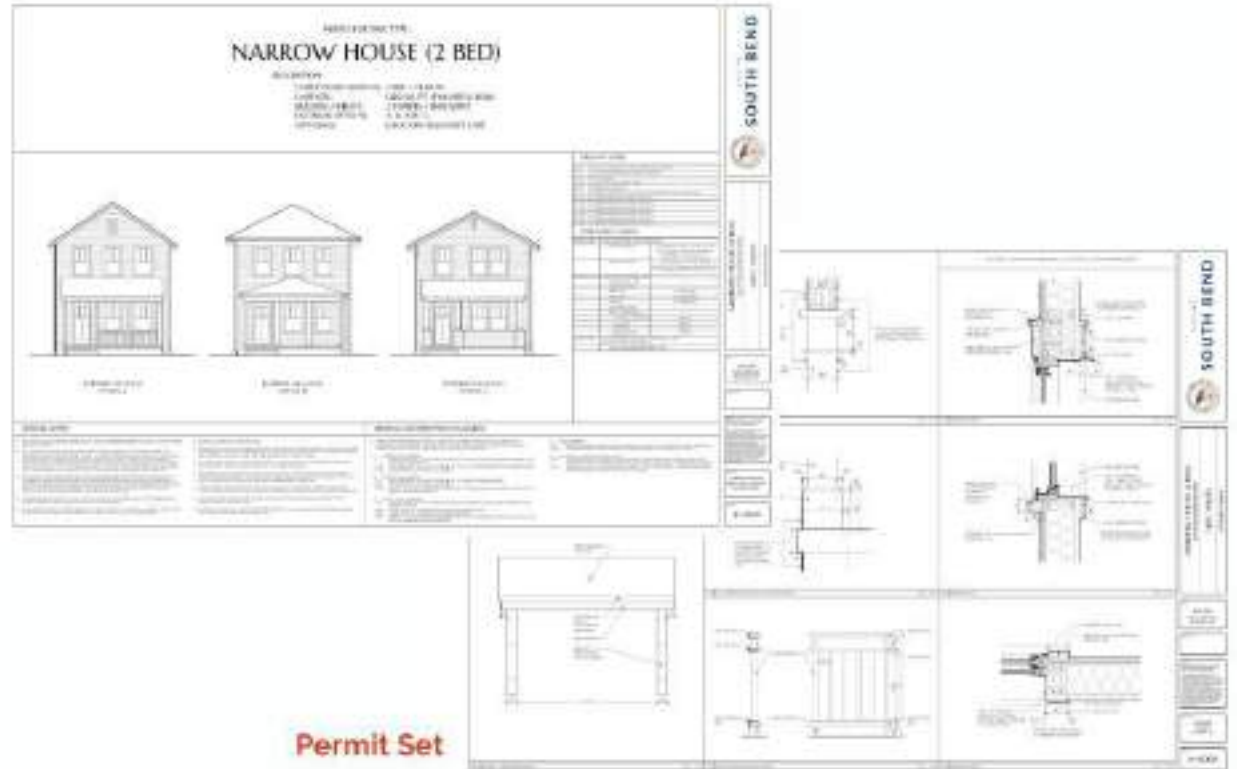


**Small Apartment**

# Examples of Set

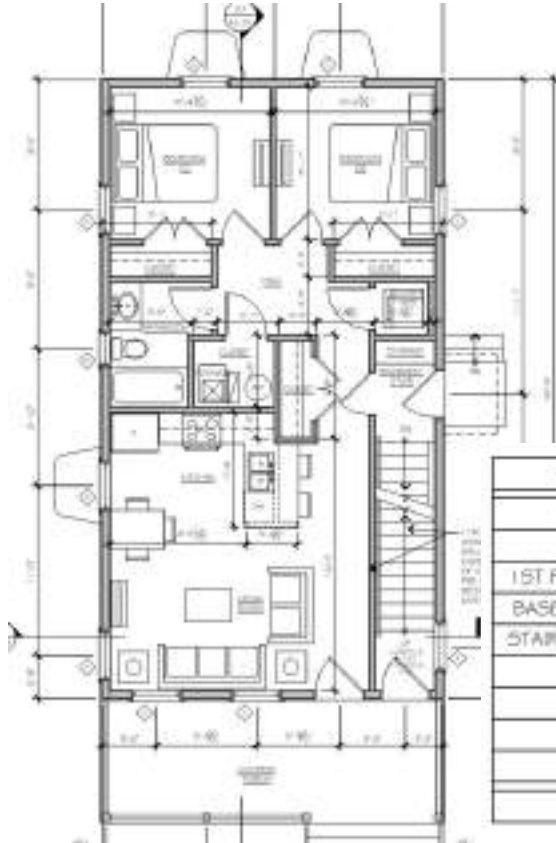


Site Plan



Permit Set

# Keep track of your key areas for quick estimating



AREA OF FLOORING (GROSS SF)	
LIVING / DINING	209
KITCHEN	53
1ST FLOOR STAR LANDING	17
BASEMENT STAR LANDING	28
STAR TREADS (1ST FLOOR)	51
HALL	74
BEDROOM 01	102
BEDROOM 02	102
CLOSETS (ALL)	79
<b>TOTAL</b>	<b>715</b>



# Building Elevation Diversity

## The Standard House I

The 3-bedroom Standard House provides a comfortable open floorplan in a detached free-style option that fits the city's most common sized lots. The mixing and matching options reflect a simple vernacular character present throughout South Bend's neighborhoods.



Option A



Option B



Option C



Building Type Overview	
Building Dimensions	
Building Height	2 story
Building Width	34'
Building Depth (incl. porch)	42'
<b>Floors</b>	
Land (unimproved)	3,000 sq ft (3.33 ac)
Land (Site-Blocked) gross	1,800 sq ft
Basement (unfinished)	800 sq ft
Porch (unconditioned)	150 sq ft
1st Floor	800 sq ft
2nd Floor	800 sq ft
<b>Lot Statistics</b>	
Lot (Width) (min.)	32'
Lot (Width) (max.)	40'
<b>Cost Assumptions</b>	
Provisional Construction	\$220,000
Estimate*	\$285,000
Financing Options	30 yr mortgage

\*Estimate based on 2018 building cost index, 10% contingency, 10% soft costs, 10% construction management fee, 10% architect fee, 10% sales commission, 10% marketing fee, 10% contingency, 10% other fees.

# Building Elevation Diversity



Traditional Design Options



The Possibilities are Endless...



# Floor Plan Options



**Narrow House**



**Standard House**



**Stacked Duplex**



**Small Apartment**

# Flexibility Within Options



Adaptability to different household sizes and potential growth over time.



Adaptable design details, construction techniques, and exterior materials/colors.



Adaptable rear and side facade trim and window composition.







**NEXT LEVEL  
SUSTAINABILITY**  
LOOKING GOOD AND  
SAVING GREEN \$\$\$

05

# Sundial Building

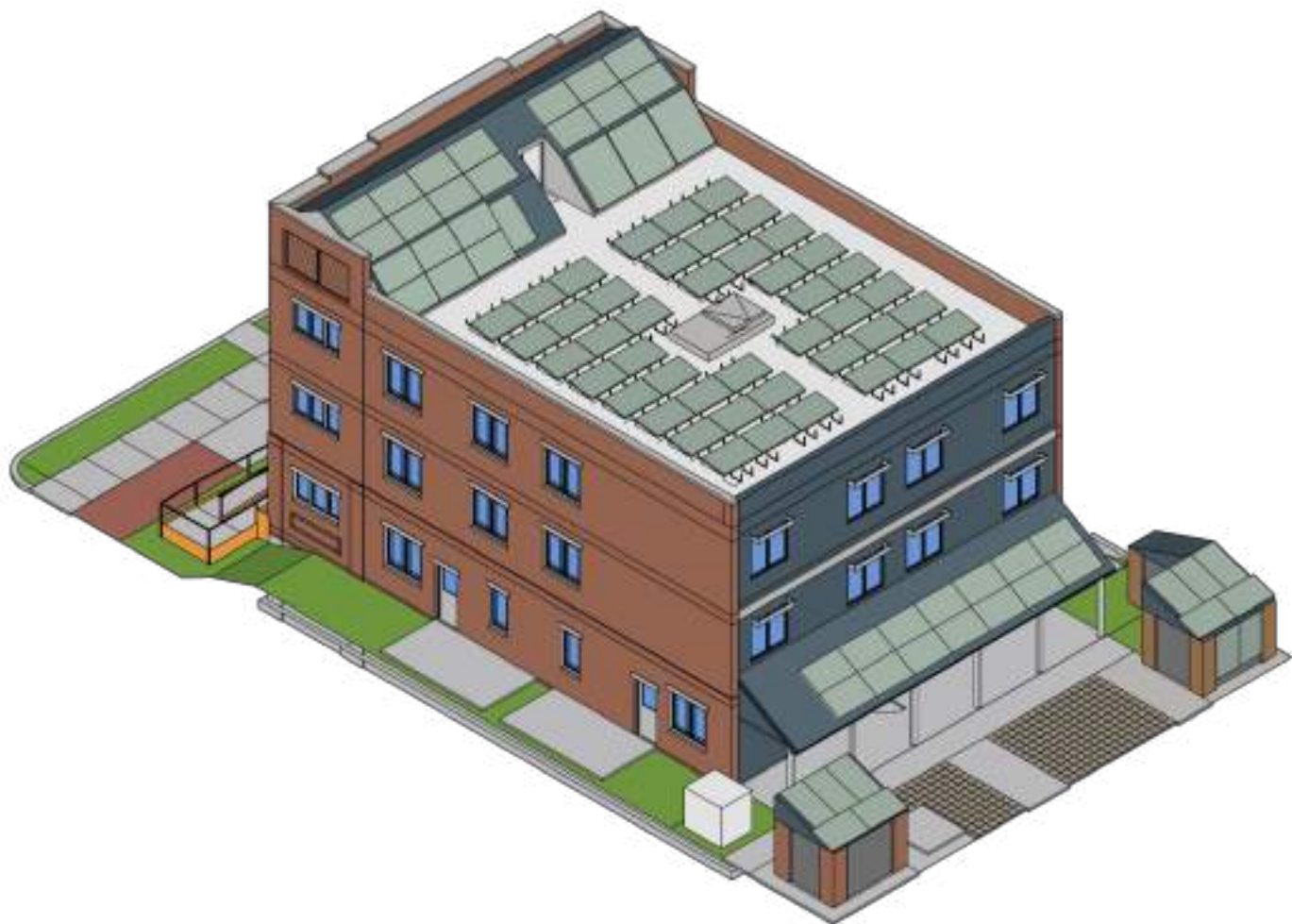




**Sundial Building**



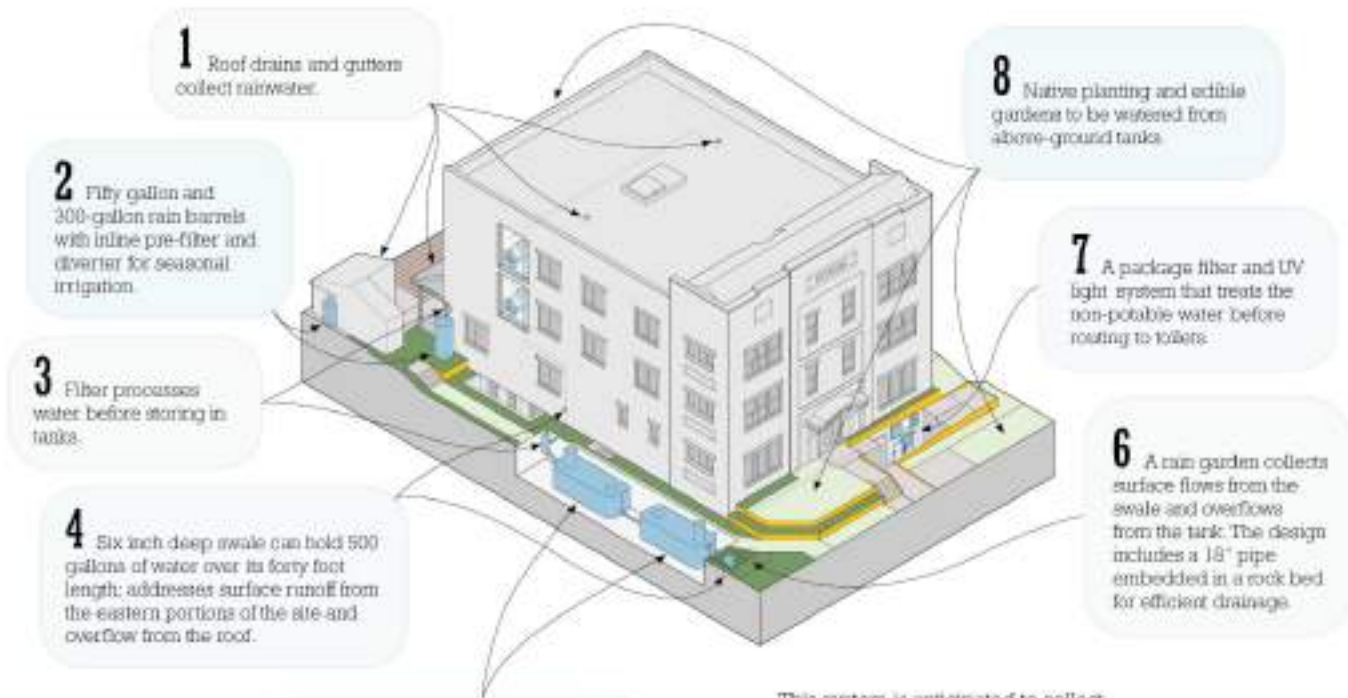
**Sundial Building**





# THE SUNDIAL BUILDING

RAINWATER HARVESTING, TREATMENT AND WATER REUSE



Owned and developed by

**HEIRLOOM  
PROPERTIES**

Sustainability consulting by

**ELECTRIC  
HOUSING**

This system is anticipated to collect approximately 90,000 gallons per year of impervious surface roof runoff. 76,000 gallons will be used for flushing toilets, and the remaining 14,000 gallons used for outdoor irrigation of native plants and grasses.

Total System Capacity: 5,450 gallons of water  
3,000 gallons of Water Storage

Project funded by





#### Roof Insulation

With insulation in the roof joists and a 6" layer of insulation foam, Sundial's roof has a combined insulative value of R70. The majority of heat loss is through the roof, so extra insulation increases Sundial's energy efficiency.

#### Casement Windows

These triple-pane windows are fully operable, increasing ventilation and temperature control in your unit. Additionally when closed they form a tight seal, which helps to keep your home insulated and free from drafts.

#### ZIP Panel Wall Sheathing

With integrated structural, water and air management layers, the ZIP System forms a durable building envelope that helps promote energy efficiency and increase interior comfort.

#### East and West Windows

Sundial's west facing windows have a UV-filtering film with a shade coefficient so they will minimize the amount of heat gained through the window during the summer. On the other hand, Sundial's east facing windows do not have this film, which will maximize the amount of heat gained in the winter.

#### Mechanical Roof Enclosure

In addition to housing HVAC and hot water systems, this enclosure creates more roof space, so that Sundial has more total area to install solar panels.

#### EXACOR® Subflooring

Made of inorganic materials and reinforced with glass fiber mesh, EXACOR panels are an innovative alternative to typical OSB subflooring. EXACOR panels have increased durability, fire resistance and sound absorption.

#### Triple-Pane Double-Hung Windows

These triple-pane windows are air-tight and insulative. They're also double-hung, which means they can help regulate both hot and cold temperatures.

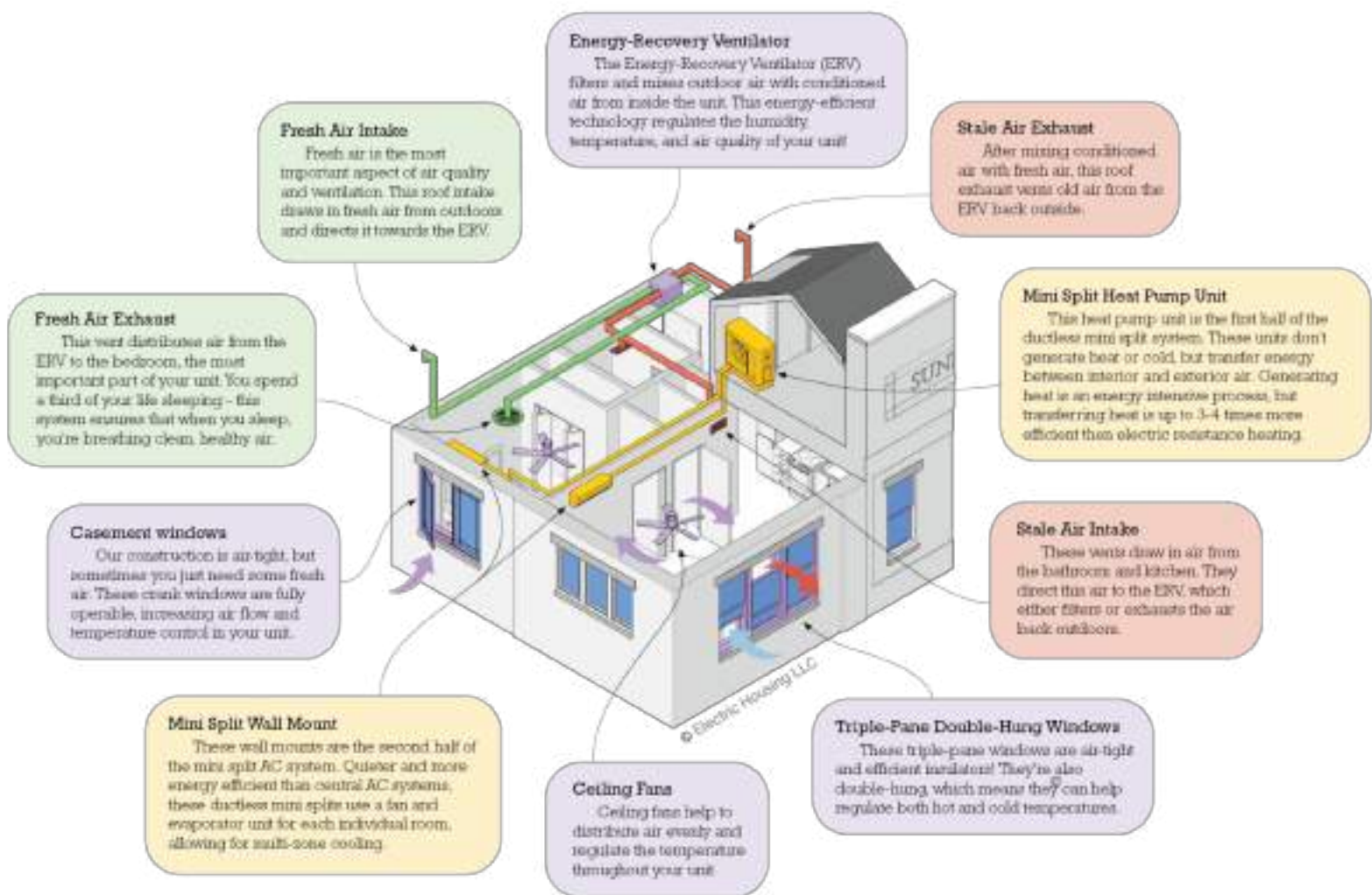
#### Mineral Wool Insulation

A by-product of steel production and volcanic rocks, mineral wool insulation is recyclable, natural, and renewable. Resistant to water, mold, and mildew, this high-performing sound-canceling insulation is an alternative to other materials like fiberglass and cellulose.

#### Quad-Pane Windows

More layers are more insulative - because these windows are north facing and don't get a lot of sun. These large, ground floor windows let in as much sunlight as possible without sacrificing energy efficiency.







An abstract painting with various colors including blue, yellow, red, and white, applied in broad, expressive brushstrokes. A semi-transparent white rectangular box is centered over the painting, containing the text "Golf Course".

# Golf Course



## Club House / Short Term Rental

Total Property Cost to Purchase \$500,000  
Misc. \$50,000

Event Center Renovation \$250,000  
Bottom Floor Rental \$200,000  
Windows \$25,000  
Deck \$25,000  
Landscaping \$25,000  
Tennis Courts \$15,000  
Contingency \$50,000  
Soft Costs \$50,000

Total Costs \$1,200,000  
25% down payment needed (minimum) \$300,000

Amount Financed \$900,000  
9% interest, 20 year amortization  
Payments \$8,100 per month, \$97,200 annually

### Income

Rent Event Center to an operator for \$5,000 per month / \$60,000 annually  
Short Term Rental \$8,000 per month / \$96,000 annually

Gross Potential Annually \$156,000  
Expenses  
Taxes, Insurance & Common Area Maintenance \$36,000  
Utilities \$12,000  
Incidentals \$12,000

Total Expenses \$60,000

Net Operating Income \$96,000

Debt Service \$97,200

Cash Flow -\$1,200 negative

Remember you are carrying your total cost of property in this scenario

## Main Street Lots

7 standard lots \$40,000 each / \$280,000  
1 large lot \$50,000

Total Income \$330,000  
cost of sales \$26,400  
Cost to get lots ready, plat, utility hook ups, etc. \$120,000  
Soft costs \$30,000  
Net \$153,600

Recommend building one spec home on a corner to start.  
Will increase the value of the lots in the future quicker.

## Area B Lots

3 large lots \$50,000 each / \$150,000  
Closing Costs \$12,000  
Cost to get lot ready \$\$45,000  
Net \$93,000

## Area C Lots

13 lots \$60,000 each sales price / \$780,000  
Costs to get lots ready to sale; street / drive, utilities, plat  
\$390,000  
Cost of sales \$62,400  
Net \$327,600

# Embrace the Entrepreneur



An abstract painting with various colors including blue, yellow, red, and white, overlaid with a white rectangular box containing the text "Wheatland Plaza".

# Wheatland Plaza



# Wheatland Plaza



# Safe & Walkable Area



5 MIN WALK

# Wheatland Plaza







# WHEATLAND















## SPACES FOR LEASE

SUITE	SIZE (RSF)	LEASE RATE
100	208	\$995
101	156	\$750
102	156	\$750
103	253	\$950
104	298	\$950
105	156	\$725
106	149	\$725
107	171	\$725
108	179	\$775
109	179	\$775
200	156	\$795
201	164	\$795
202	164	\$795
203	156	\$795
300	194	\$895
301	201	\$895
302	201	\$895
303	201	\$895

\*Memberships available for \$100/month



