



### **Narrative Design Summary:**

*The Urban Canopy development looks to the future of the neighborhoods of Wynwood and Edgewater and of Miami overall. It seeks to amplify the creative culture of the surrounding area by creating an artist incubator zone, and create a new transit-oriented hub with a central green pedestrian corridor that elevates the public sphere in a way that complements the new hub while designing for resilience in preparation for the flood-prone future of Miami.*

We propose to center our development around two main axes: the rail, and the elevated pedestrian corridor. We seek to keep the existing warehouses that give the flavor of the neighborhood and infill on top and adjacent of these buildings, to preserve the character of the neighborhood and the residents in it.

Instead of the rail dividing the site, we view it as the connection point and center point of the site. The pedestrian corridor will connect both ends of the currently disjointed 27th Street, providing a more accessible connection from Wynwood to Edgewater for residents and visitors. At both ends of the corridor that will be the new 27th Street, we have two focal entry points to the development. The purpose of the pedestrian corridor is to elevate the public experience at a level that anticipates the future environmental conditions of Miami, while providing a green canopy that both mitigates climate risk and nurtures the creative spirit found in Wynwood. Building off of the cultural institution that is the Nader Art Museum, the corridor will be a mixed commercial and artist incubator space, with housing on the upper levels.

### **Financial Narrative Summary:**

*The Urban Canopy presents an exciting opportunity for investment in one of Miami's most culturally rich and growing neighborhoods. The project at full build out consists of 3.5 million square feet of development, including approximately 2,500 multifamily units, 600 thousand square feet of office, 150 thousand square feet of retail, and a new 100 thousand square foot museum.*

The phasing strategy contemplates the initial acquisition of all parcels located within the site boundary that are not currently owned. For these sites, we have assumed a purchase price at market prices reflected in recent land sales, and valued the existing land in the assemblage at the same price per ground square foot. Phase One consists of a 574 unit building in the NW corner of the site, to begin to create a larger residential presence in the neighborhood and defer the more expensive infrastructure and rail station improvements to Phase Two. Phase Two features the build out of the new train station, a new museum, two of the three office buildings on the site, and the construction of the rail station. Because we have assumed that the museum will own its building and not pay rent to the landowner, we have credited back the cost of the building and its allocated parking costs to the project. Phase Three consists of the buildout of the remaining residential buildings and parking decks to complete the site.

The program of the project is heavily skewed towards multifamily residential. Multifamily is the asset type that we believe is in shortest supply in this part of the market, and that will predict will be even more highly demanded once the contemplated train station is constructed at the site. This station will allow convenient access to downtown Miami, and along with the new retail corridor and office presence transform our site into a prime residential location. To mitigate the lease up risk of so many units, we anticipate a mix of standard one and two bedrooms, larger two and three bedrooms designed for families and empty nesters, and more affordable co-living units. Our model includes a blended unit size and rent to represent this mix. In addition, 10% of the total residential units will be designated affordable and offered at a 45% rent discount to blended market rents.

The eastern half of the project is located in an Opportunity Zone, which significantly increases the appeal of investment to outside investors. Because investment on this half of the site will allow the deferral and partial write-off of past capital gains, we expect higher demand for investment. Our project will be financed in three phases, each consisting of an interest-only loan that will be converted to permanent debt after two years of lease up.