

Critical Improvements Program Info Session

Tina Bradbury, DDP Director of Operations

Diane Laird, DDP Executive Director

Special Presenters:

Mike Glick, Lighthouse Construction DE

Donny Legans, Rail Haus Beer Garden



December 13, 2023



*Underutilized Properties & Vacancy
Low Foot Traffic
Marginal Businesses*

Transforming Downtown Dover

Capital City 2030

DOVER, KENT COUNTY, DELAWARE

January 2023

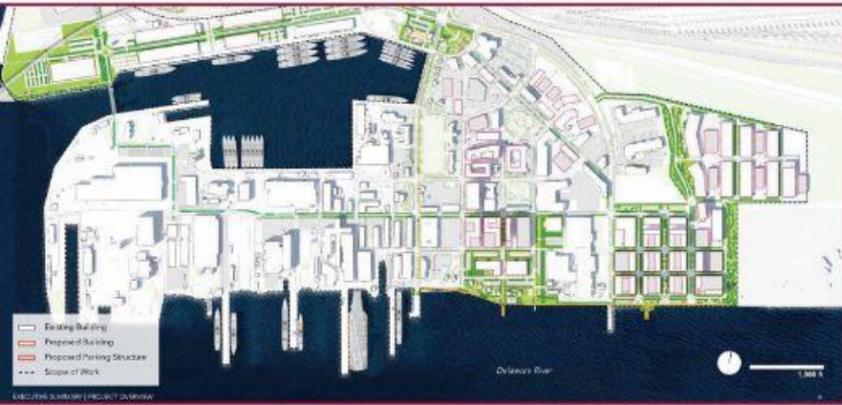




EQUITY DRIVEN DEVELOPERS.

Mosaic is a Philadelphia-based Minority Business Enterprise development firm who focuses on building with community and cultural sensitivity in mind.

Mosaic has established in 2008 with the intention to help revitalize neighborhoods and marginalized communities. Mosaic finds innovative solutions—subtle or radical—that help bring a project to fruition. Mosaic seeks sustainable developments, job creation, diversity, and community acceptance. The company hires professionals and others who have been historically excluded from the real estate industry, while seeking to bring solid returns to its investors and lenders.



NAVY YARD PLAN OVERVIEW



SHARSWOOD RIDGE REDEVELOPMENT

MOSAIC QUICK FACTS

1M SF
COMPLETED OF
REDEVELOPMENT SINCE 2008

\$200M
INVESTED IN PHILADELPHIA
NEIGHBORHOODS

\$90M
INVESTED IN
AFFORDABLE HOUSING

HUNDREDS
OF JOBS CREATED
IN PHILADELPHIA



GREGORY REAVES
CEO & Co-Founder



LESLIE SMALLWOOD-LEWIS
COO & Co-Founder



HRS Management and Josh Harris, Managing Partner of the 76ers, invested \$10 million into mosaic to create the largest minority-owned development platform” in the eastern United States, as measured by assets under management.



Equitable Development



Leads to a vibrant and welcoming downtown community



Provides a housing framework that supports all income levels



Creates financial paths for local residents to participate in wealth building through development



Creates opportunities to stabilize the community through workforce development programs



Supports existing local businesses and property owners and their ongoing investments in the community



Ensures ongoing input from community representatives in the planning and development process

The Process



Listen

Discover

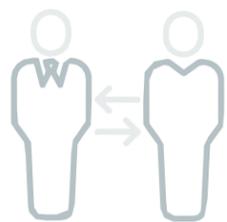
Ideate

24 Zoom meetings with **206** Participants



3 Total Charrettes with total attendance of over **75** People

6 1-on-1 Meetings



12 In-Person meetings with over **30** Participants



550 Surveyed and over **800** individual connections



A Need for Greater Density

- **Add over 2,000 new residents**
- **Draw from our Key Anchors**
 - Bayhealth Hospital – Kent Campus
 - Delaware State Government
 - Delaware State University
 - Dover Air Force Base
- **Attract desirable & sustainable amenities & businesses**



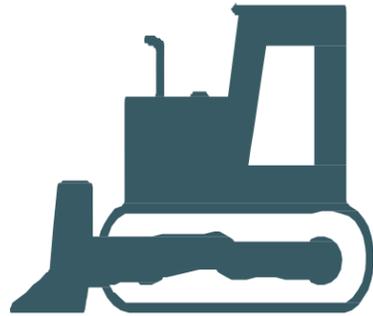
Loockerman Revived



- **OUTDOOR DINING**
- **NARROWED ROADS**
- **WIDER SIDEWALKS**
- **INTEGRATING ARTS & PLACEMAKING**

- **PARKING AMENITIES**
- **TRANSPORTATION & LINKAGES**

Projected Outcomes



15* ACRES

Developable
Land Across
10 Parcels

*14.94



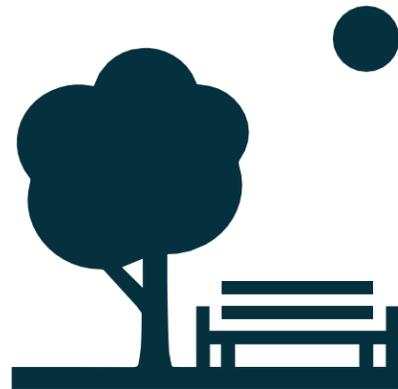
927

Residential Units
Across 6 Sites



2,575

Linear Feet
of River Walk



21.6 ACRES of Green Space

27,500 SF
Grocery Store



204
Room
Hotel



792

Parking
Spaces



500 MILLION
Projected
Investment



MULTI-MODAL
TRANSIT HUB



COMMUNITY
AMPHITHEATER

97,700 SF
of Commercial Space

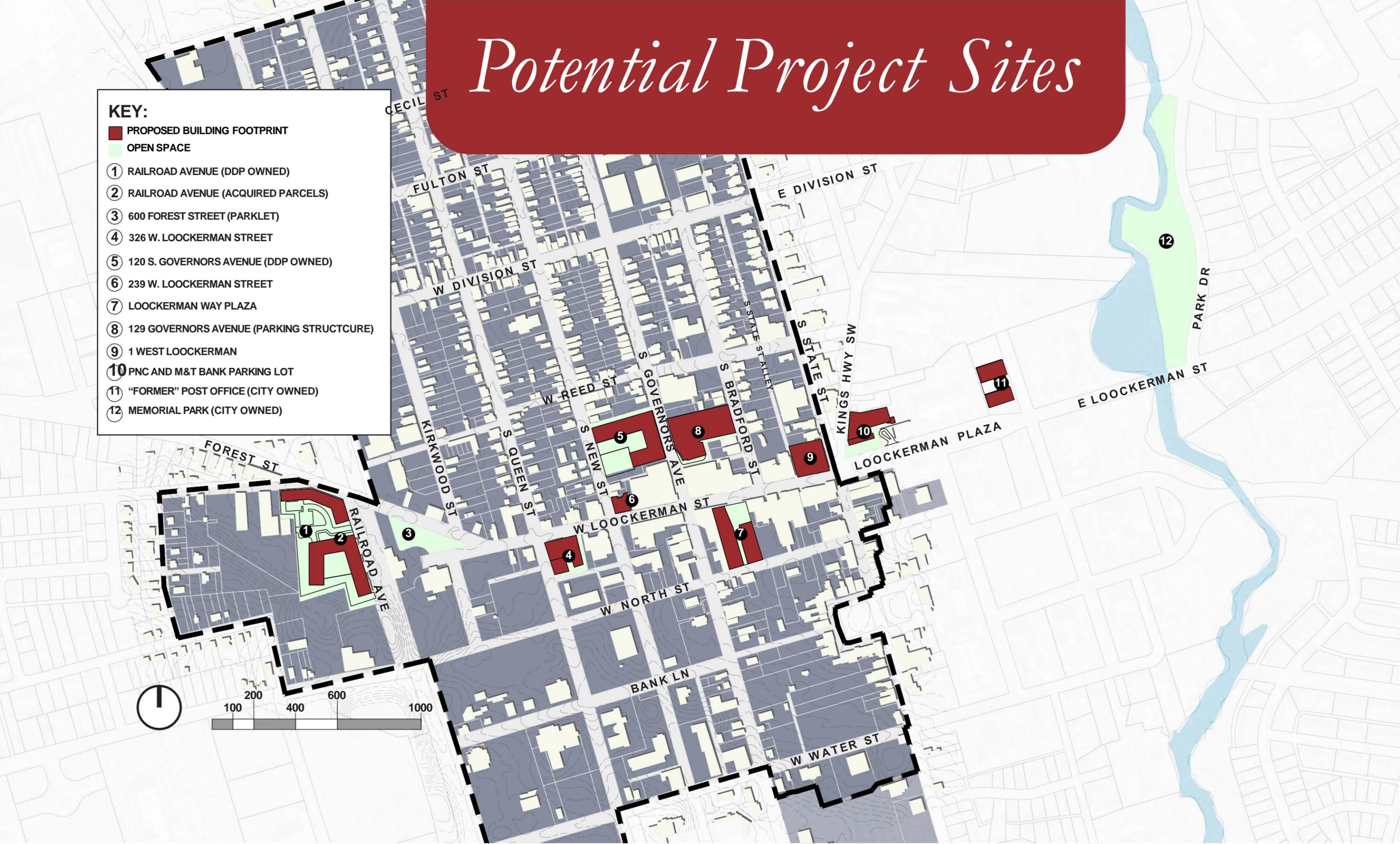
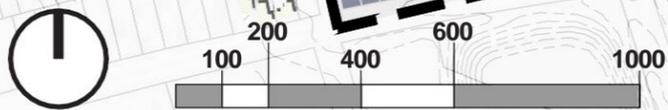


3,674 LINEAR FT
of Loockerman
Commercial Road

Potential Project Sites

KEY:

- PROPOSED BUILDING FOOTPRINT
- OPEN SPACE
- ① RAILROAD AVENUE (DDP OWNED)
- ② RAILROAD AVENUE (ACQUIRED PARCELS)
- ③ 600 FOREST STREET (PARKLET)
- ④ 326 W. LOCKERMAN STREET
- ⑤ 120 S. GOVERNORS AVENUE (DDP OWNED)
- ⑥ 239 W. LOCKERMAN STREET
- ⑦ LOCKERMAN WAY PLAZA
- ⑧ 129 GOVERNORS AVENUE (PARKING STRUCTURE)
- ⑨ 1 WEST LOCKERMAN
- ⑩ PNC AND M&T BANK PARKING LOT
- ⑪ "FORMER" POST OFFICE (CITY OWNED)
- ⑫ MEMORIAL PARK (CITY OWNED)



CREATE A *Radical Arrival*

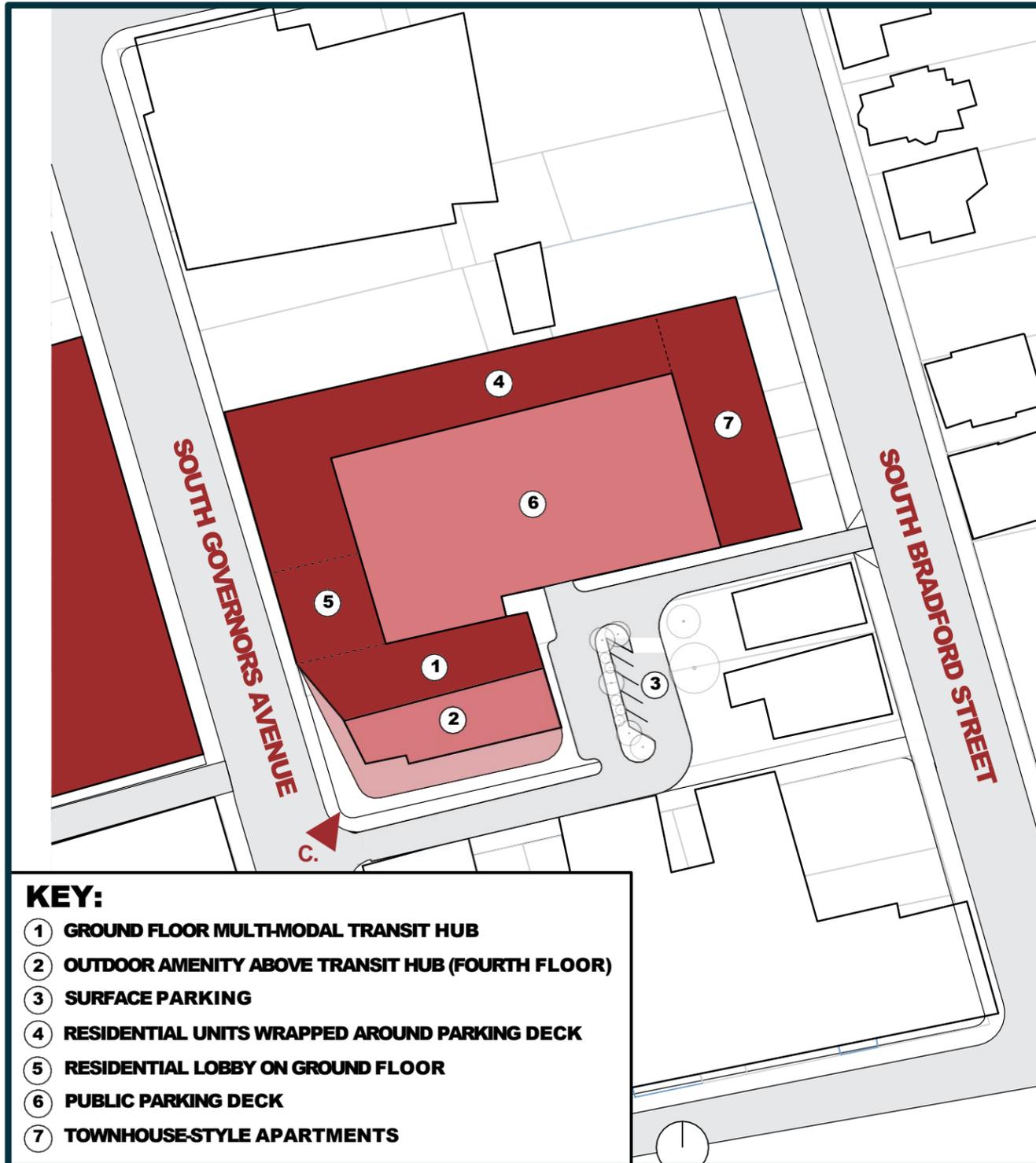


Conceptual for 120 S. Governor's Ave.



(MOU) Memorandum of Understanding now underway: Mosaic Development Partners & Colonial Parking, Inc.
Letter of Agreement anticipated imminently

LARGE SCALE PRIORITY #2



C. VIEW FROM SOUTH GOVERNORS AVENUE LOOKING NORTH TOWARDS WEST REED STREET

Multi-Modal Transportation Hub

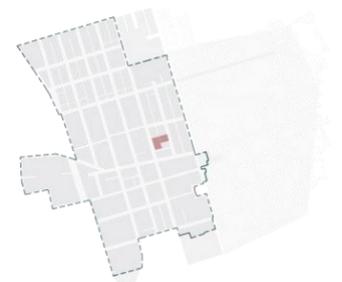
PROVIDING NEEDED PARKING AND A MULTI-MODAL TRANSIT HUB

SITE METRICS

Acreage: 1.23 Acre (across 8 parcels- 145 Governors, 139 Governors, 133 Governors, 127 Governors, 136 Bradford, 132 Bradford, 130 Bradford, 124 Bradford)

Building: 5 story Building (4-story Wood Construction over 1-story Steel Podium wrap around steel parking deck)

- Residential: 134,600 SF 146 units
- Commercial: 5,500 SF
- Transit Hub: 8,300 SF
- Parking: (5-story Garage) 102,500 SF (20,500 SF/ Floor) 315 Spaces
- Outdoor Amenity: 3,100 Sf (above Podium)
- Residential Support (Lobby, Amenity, etc.): 3,100 SF



KEY:

- ① GROUND FLOOR MULTI-MODAL TRANSIT HUB
- ② OUTDOOR AMENITY ABOVE TRANSIT HUB (FOURTH FLOOR)
- ③ SURFACE PARKING
- ④ RESIDENTIAL UNITS WRAPPED AROUND PARKING DECK
- ⑤ RESIDENTIAL LOBBY ON GROUND FLOOR
- ⑥ PUBLIC PARKING DECK
- ⑦ TOWNHOUSE-STYLE APARTMENTS

*Plan/Design is conceptual

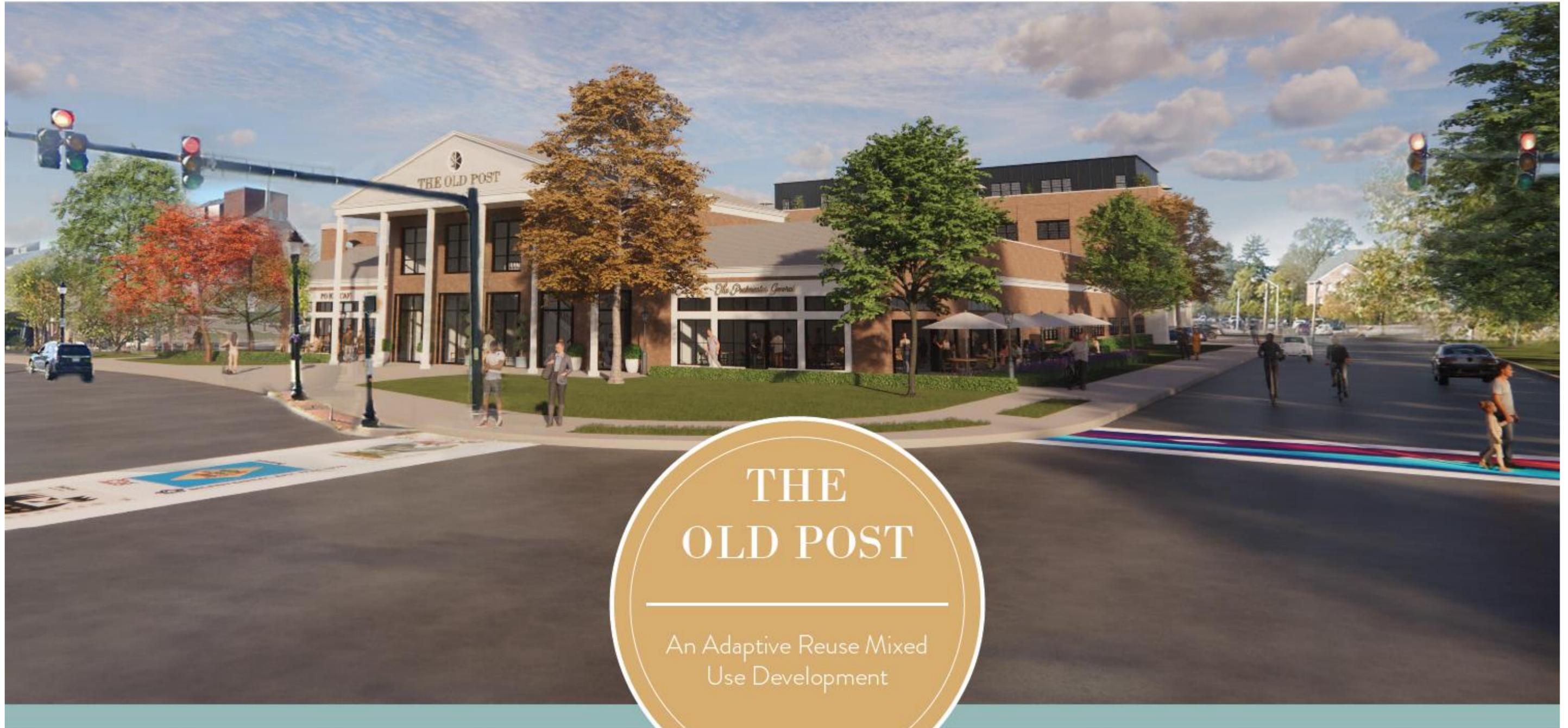
Reactivating Public Spaces



RIVERWALK ARTWALK & AMPHITHEATER



Mike Glick, Lighthouse Construction LLC



55 E. Loockerman St | Dover, De



Mike Glick, Lighthouse Construction LLC

PROPOSED DEVELOPMENT



(2) 2,500 SF
RETAIL UNITS

30
APARTMENT UNITS

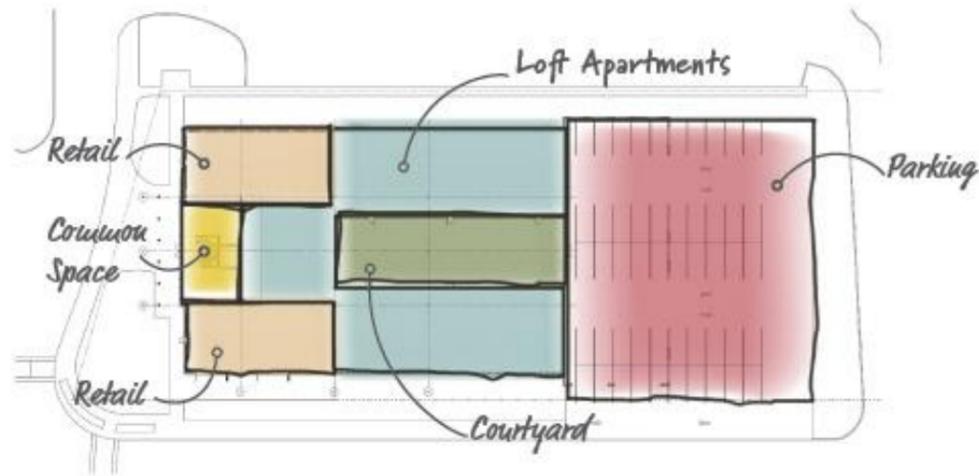
2,000 SF
BUSINESS

Intersection Lookerman St & Legislative Ave

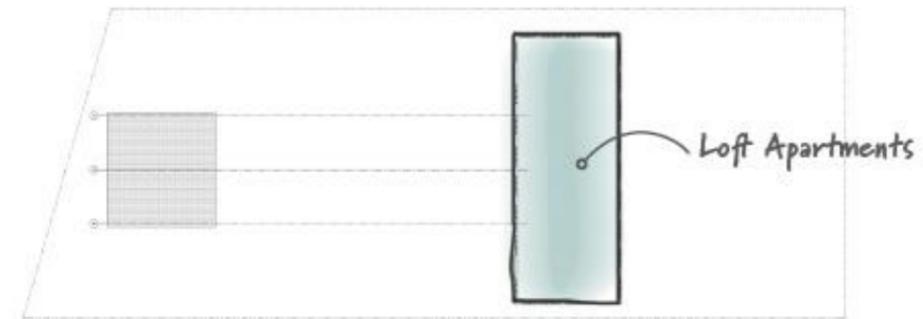


PROPOSED DEVELOPMENT 4

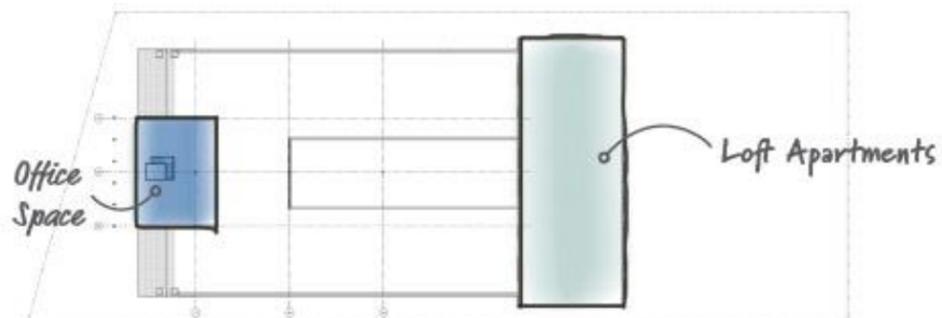
Mike Glick, Lighthouse Construction LLC



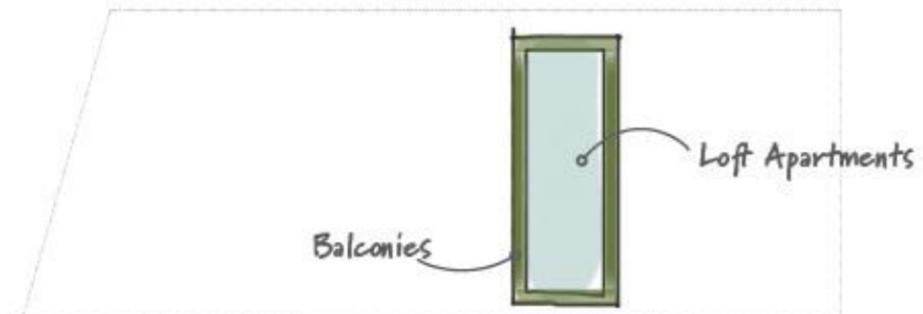
LEVEL 1



LEVEL 3



LEVEL 2



LEVEL 4



PROPOSED DEVELOPMENT 5

Mike Glick, Lighthouse Construction LLC



PROPOSED DEVELOPMENT 6

Mike Glick, Lighthouse Construction LLC

THE
OLD POST



PROPOSED DEVELOPMENT 7

Mike Glick, Lighthouse Construction LLC

THE
OLD POST



PROPOSED DEVELOPMENT 8

Site Readiness & Redevelopment

Ken Anderson

DDP Project Development Director

- Site-readiness initiatives
- Update 120 S. Governor's Ave redevelopment
- MOU to Letter of Agreement
- Multi-modal transportation hub



Creative Arts & Placemaking



Breakfast Club by
Delaware Artist
Edward Loper

But first...

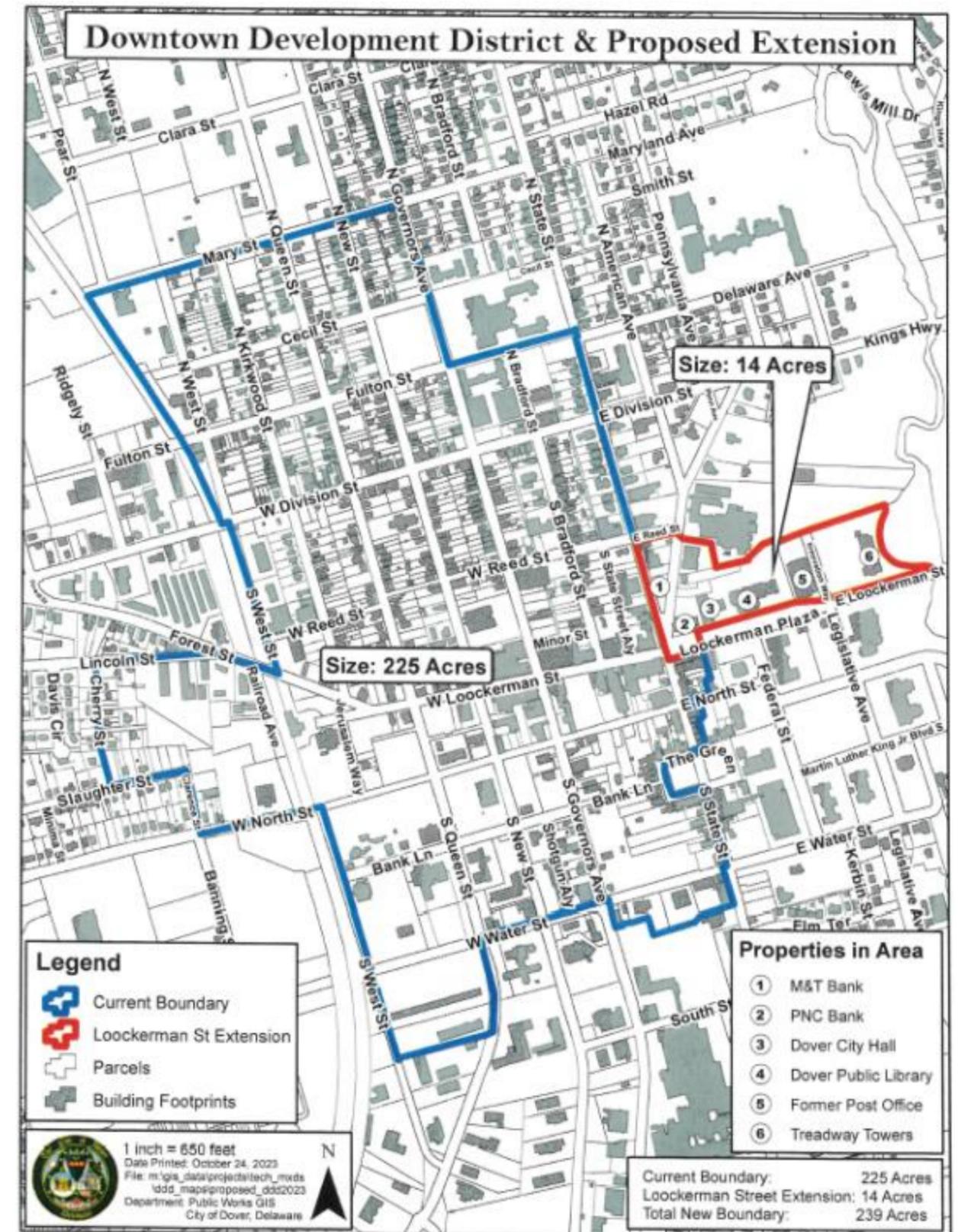
Dave Hugg, III
City Manager

Application for rezoning to C2 submitted

- Three workshops held
- December first reading
- Target completion: February 2024

Request to extend DDD Boundary by 14 acres submitted to OSPC.

- Meeting to review held with OSPC/DSHA
- Scheduled for consideration by Cabinet Committee: January



Utility easement for drainage and agreement for parking being drafted.

Transforming Downtown Dover

Capital City 2030

DOVER, KENT COUNTY, DELAWARE

Critical Improvements Program

- FY '23 funds allocated \$1.185 M
- Ten projects
- +/- 6 commercial kitchens
- +/- 8 ADA rest rooms
- Sprinklers added (restaurants)

- FY '24 +/- \$675,000

DOVER BEER GARDEN COMING ALONG



Pre-Application for new round now open! Deadline January 15.

Critical Improvements

Doug Ferris, Coney Island Hot Dog
Vacant +/- 16 yrs



Donny Legans, Rail Haus
Vacant +/- 30 yrs

Rail Haus



Delaware's first year 'round
beer garden



RAIL HAUS



Mission Statement

Mission: Simply Great Beer Garden, all the time, for everyone.

Vision: Our Beer Garden aims to provide a magical experience in every interaction at every chance. We envision being a singular force in changing the long-held view of Downtown Dover through positive development, strong community ties, and improving quality of life for our team, our neighbors, our customers.

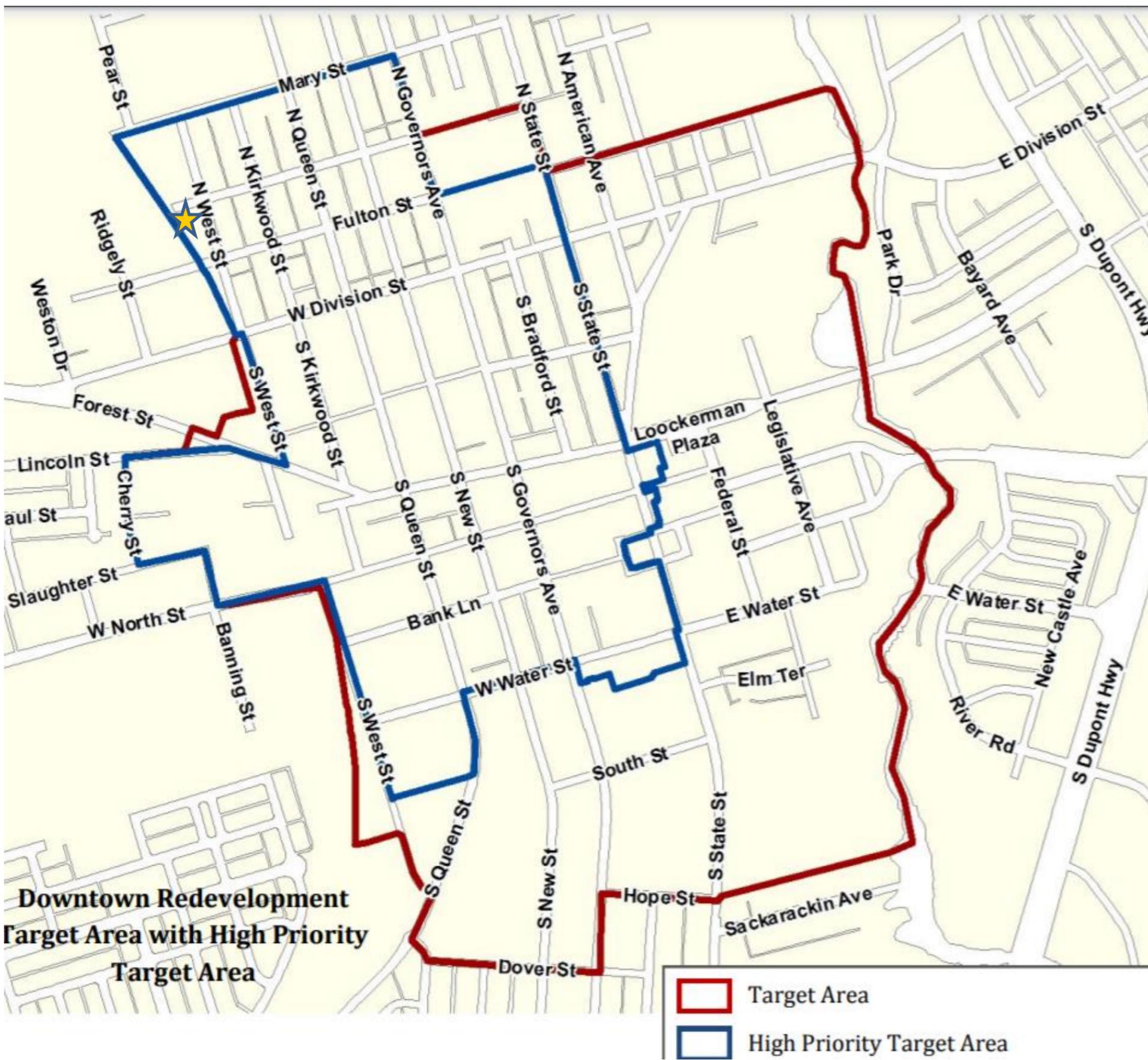
We Value Integrity, Teamwork, Excellence, and Inclusion.





Current conditions

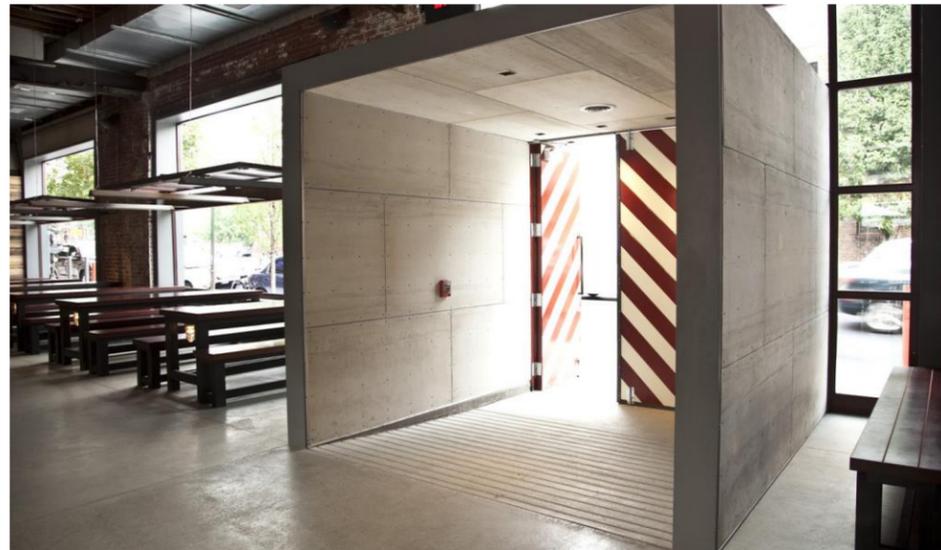
Vacant for 25 years
Two parcels uniquely shaped
Directly off Senator Bikeway
4 blocks from DSU Downtown

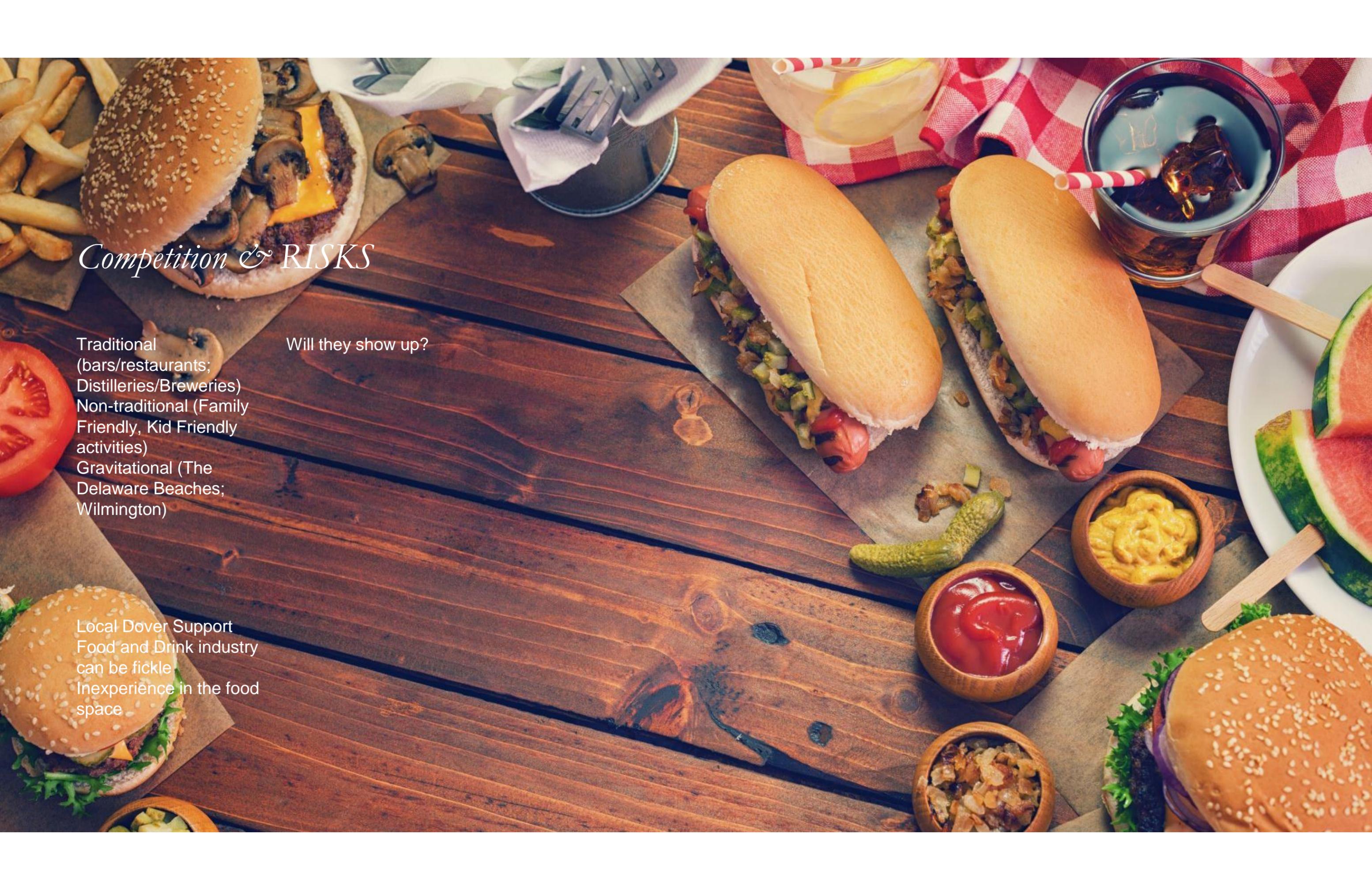


High Priority Target Area

RAIL HAUS ★

SPACE & PLACE





Competition & RISKS

Traditional
(bars/restaurants;
Distilleries/Breweries)
Non-traditional (Family
Friendly, Kid Friendly
activities)
Gravitational (The
Delaware Beaches;
Wilmington)

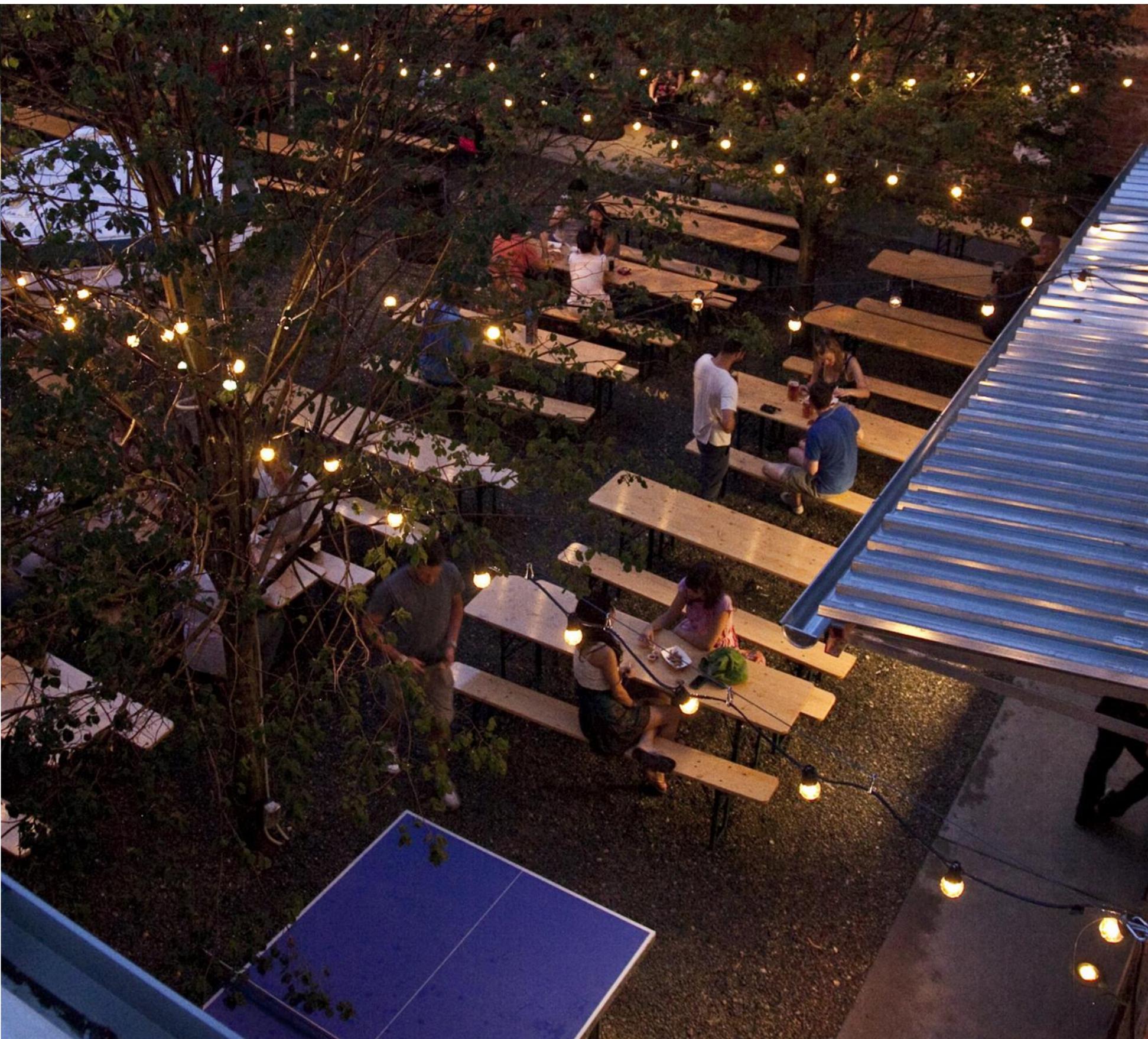
Will they show up?

Local Dover Support
Food and Drink industry
can be fickle
Inexperience in the food
space



A BIT OF EVERYTHING





Overall Project – \$3.1M
Investment to date - \$600K
(property/rezoning/design)

EDGE Grant - \$50K
DDD - \$311K
CIP – \$300K
DNREC/Urban Forestry – \$12K
Kent County MPO - \$3k bike racks, etc

** Outdoor Space ROI \$1 = \$3.85 return in sales
**

Critical Improvements: Value of “tiered incentives”

Downtown Development Districts Program

A partnership between the State of Delaware and local governments to **promote revitalization of designated downtown areas.**

Created to leverage state resources in designated downtowns to:

- **Spur private investment**
- **Improve commercial vitality**
- **Build a stable community of long-term residents**

Funding is allocated annually through the General Assembly to DSHA to administer the **DDD Rebate Program**

Qualified District Investors:

Downtown Development Districts Program

Property Owners (occupant and non-occupant)

Tenants making leasehold improvements may apply with property owner's permission. *For Critical Improvements, owner must apply (at present).*

Investors can be for-profit developers, nonprofit organizations, businesses, and homeowners.

Federal, state or local agencies and quasi-governmental organizations are ineligible to participate as an **investor** or a **property owner**.

Funding Set-Asides:

Downtown Development Districts Program

DSHA established two funding set-asides to ensure a variety of projects have access to rebate funding.

LARGE PROJECTS

- QRPI greater than \$350,000
- Rebate calculated at 20% for QRPIs up to \$2.5M
- QRPIs over \$2.5M calculated at a lower-rate (**\$60K** per million)
- Maximum rebate **\$2M** (\$27.5M QRPI)

SMALL PROJECTS

- QRPI between \$25,000 and \$350,000
- Rebate calculated at 20% of final QRPI
- Maximum rebate \$70,000

Large Project Rebates:

Downtown Development Districts Program

Large Project investors must apply for and receive a Reservation.

Investors may apply for a Reservation with a signed Purchase Agreement.

Reservation applications are accepted up to twice a year, subject to funding availability.

Application process can be competitive.

Small Project Rebates:

Downtown Development Districts Program

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Critical Improvements: Value of “tiered incentives”

Other incentives beyond Downtown Development District

- **Kent County** up to \$10,000
- **City of Dover**
- **DDP (Downtown Dover Partnership)**
 - Architectural
 - Façade Improvement
- **State & Federal** - Historic Tax Credits
- **DE Division of Small Business** - EDGE Grant
- **Other**

- **Projects have required a minimum 25% owner match, some more than 25%...**

Critical Improvements: Value of “tiered incentives”

Criteria Used in first round allocations:

1. Meets all/Most Critical Improvements

ADA (Americans with Disabilities Act) rest rooms, ramps, etc.

Life Safety (sprinklers, exits, security, etc.)

Commercial Kitchen

Residential (after/commensurate with first floor commercial improvement)

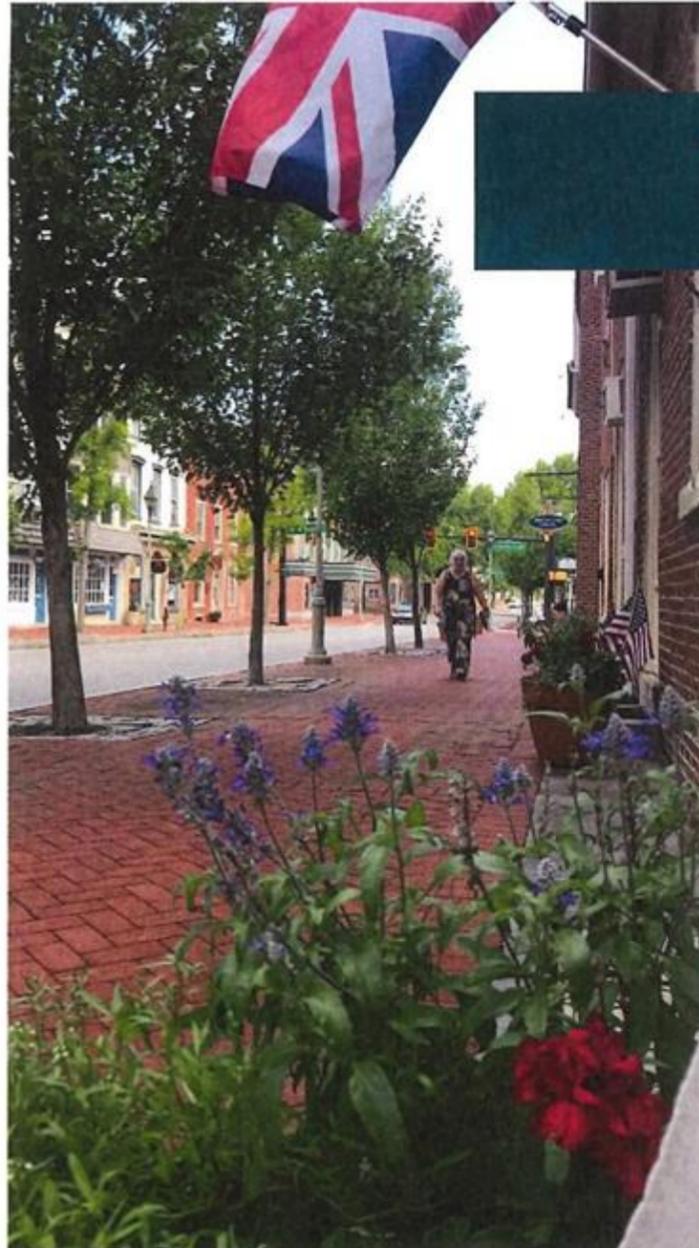
2. Meets General Improvement

3. High impact Project

4. Vacancy

5. Top Priority Business

Critical Improvements: Priority businesses



TOP TEN OPPORTUNITIES!

- 1. Microbrewery/Brewpub**
- 2. Restaurants/Hybrid Bars/Pubs/Snacks**
- 3. Millennial Tavern**
- 4. Healthy Living: gym, yoga, health and specialty**
- 5. Healthy Eating: vegan, organic, smoothies**
- 6. Farm Fresh/Ethnic/Green Grocers**
- 7. Apparel/Shoes/Accessories**
- 8. Jewelry, Gift and Novelty Destination Boutiques**
- 9. Personal Service**
- 10. Specialty: wine, cheese, nuts, confections, oils, flowers**

Loft and live-work residences available

Others will be still be considered.

Critical Improvements: Value of “tiered incentives”

“Allocation”

an amount or portion of a resource assigned to a selected applicant

- 1. Proof of ownership** of property.
- Proof that property owner/business is in **“good standing.”**
- 3. Detailed price quotes** for improvements from licensed and insured contractors. (Self contracted, if approved by DDD process.)
- Proof of **intent to lease** space.
- 5. Façade/Architectural** grant applications (filed separately).
- 6. DDD**, including City and County must be used, if eligible.
- Completed **in accordance with approval, permit and per city regs.**
- 8. Space must be leased and occupied by tenant...**
...then allocation becomes a grant.

Critical Improvements: Value of “tiered incentives”

Pre-application:

Pre-applications will allow us to understand the needs – type and projected dollar amounts.

Panel will review pre-applications and consider how best to allocate limited funding.

\$675,000 - FY '24

Large projects in previous round: Max \$300,000 allocation

NOTE:

While FY 23 allocation procedures provides a point of reference, the CIP Panel Members may change the parameters for this new round.

Transforming Downtown Dover



Capital City 2030

