

Accelerate Land Reuse for Community Revitalization

Sayreville, NJ | October 9, 2018
Camden, NJ | October 18, 2018



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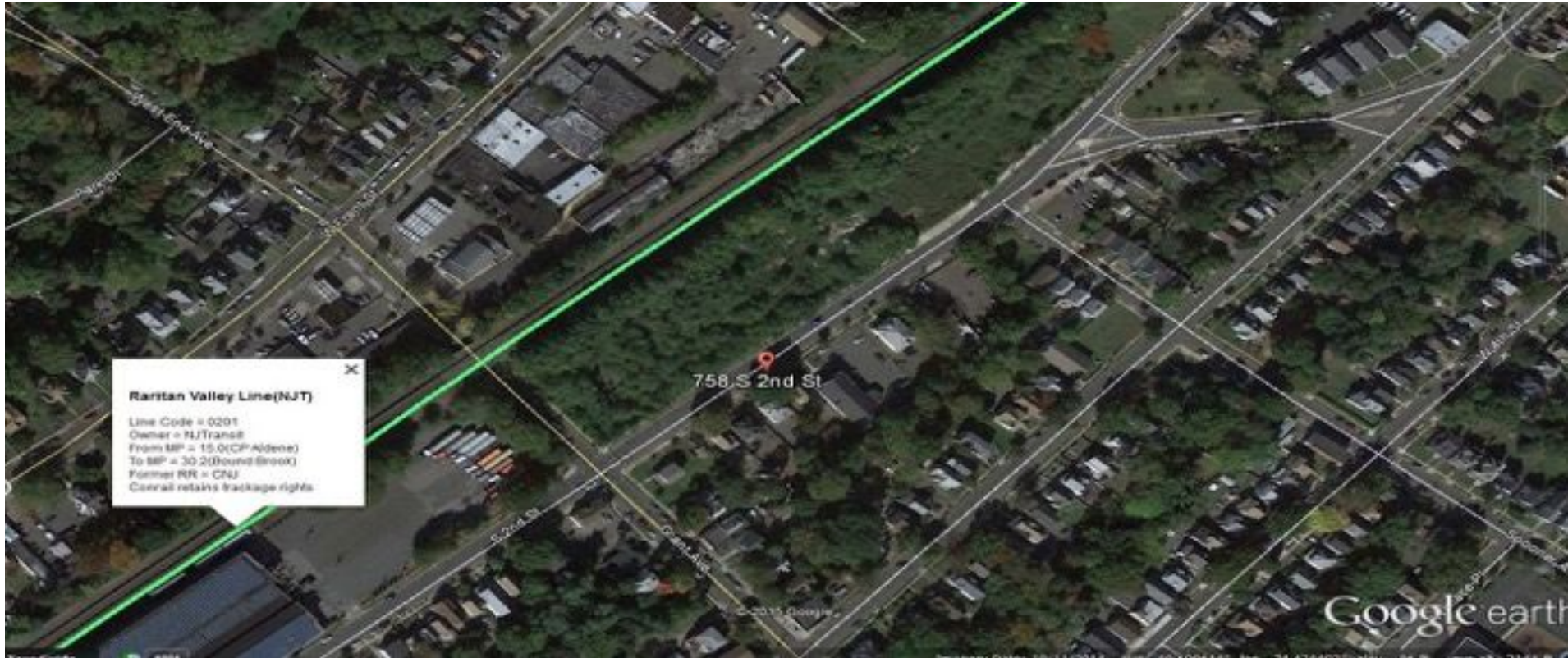
Patrick Terborg

Managing Member

TD+Partners

www.tdandpartners.com

Accelerate Land Reuse for Community Revitalization



Case Study:

662-758 South Second Street

Plainfield NJ

Mixed Used Development: Commercial/Retail Tenant

ABC Supply & Station At Grant

The Problem:

- Rents at a cost that does not support a traditional conventional transaction
- Blighted and environmentally impaired land 5 acres site
- Lack of development for over 30 years

Solutions Applied:

- Sponsors Equity
- Density Boost
- PILOT Agreement
- CDBG
- LIHTC/NMTC
- Municipality cooperation in moving along the development process quickly

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ABC SUPPLY

Plainfield, NJ

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The Station At Grant

Plainfield NJ

Mixed Used Development: Commercial/Retail Tenant

11 Sussex Avenue

The Problem:

- Rents at a cost that does not support a traditional conventional transaction
- Blighted and environmentally impaired land 8.5 acres site
- Lack of development for over 15 years

Solutions Applied:

- Sponsors Equity
- Density Enhancements
- PILOT Agreement
- LIHTC/NMTC
- Municipality cooperation in moving along the development process quickly

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Case Study:

11 Sussex Avenue

East Orange, NJ

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60,000 sf Industrial Center

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60,000 sf Industrial Center
ABC Supply
Multinational Firm

Keys To Success

- **Municipality Readiness to Engage Developers**
- **Streamlined Municipal Approval Process**
- **Enhanced Zoning to Improved Financial Feasibility**
- **Realistic Acquisition Price**
- **PILOT Agreements**
- **Experience Developer**
- **Experience Building a Complex Capital Stack inclusive of Tax Credits**