

2012

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Since 1988, the City of Charlotte has embraced the idea of focusing economic and neighborhood development activities in specific areas of the community exhibiting significant need. In March 2007, the City Council adopted a Business Corridor Revitalization Strategy to provide specific policy guidance to assist distressed or underperforming commercial areas in the community. The following policy statement and goals were established by the Plan:

Policy Statement:

The City will take a leadership role in developing and implementing public and private collaborative strategies and investment that aim to 1) Attract private sector investment to grow jobs, business and services; 2) Expand the tax base in the business corridors; and 3) Support the revitalization of the corridors into mixed-use areas promoting the adjacent neighborhoods as safe, viable and sustainable.

Goals:

- Eliminate blight
- Create strong local economies
- Align City policies and programs
- Promote environmentally sustainable development

Since that time, the City, along with the rest of the nation, has experienced significant distress due to the Great Recession, which began with the collapse of the housing market in 2008. The past few years have been characterized by distress in the financial services sector, followed by a freezing of the commercial lending market, high unemployment, and stress on homeowners and already fragile neighborhoods.

Additionally, the City took significant steps to enhance the delivery of quality services by creating a new City department called Neighborhood & Business Services (NBS) through the merger of Neighborhood Development with the City Manager’s Economic Development Office in 2009. In 2011, NBS further advanced its service delivery model by introducing a new Service Area Team strategy, with staff deployed in four district offices to provide more responsive citizen service.

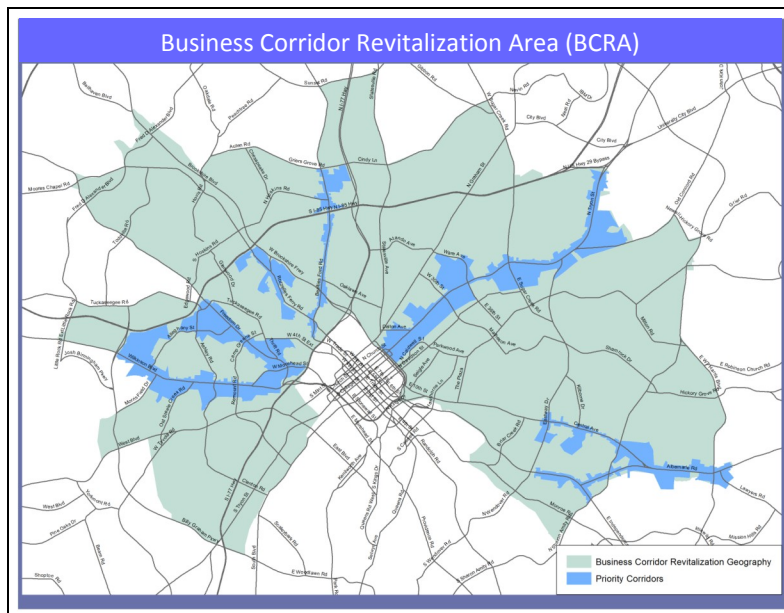
Given changes in the economic environment and City’s organizational structure since 2007, the purpose of this document is to provide an update to the City’s Business Corridor Revitalization Strategy.

Business Corridor Revitalization Area

The Business Corridor Revitalization Area (BCRA) had its genesis in the 1970’s as developing greenfields and suburban flight threatened to irreparably harm the close-in neighborhood and commercial districts near the heart of Charlotte. Civic and community leaders focused their efforts on a crescent-shaped “City within a City”, or CWAC, as it was called where they observed a diffuse pattern of disinvestment, higher vacancies and declining property values, coupled with a marked increase of empty and blighted structures that merited a specific call to action.

The Business Corridor Revitalization Area follows generally the same crescent-shaped pattern as seen in Illustration 1 below.

ILLUSTRATION 1



What is a Business Corridor?

Running throughout the BCRA are several linear commercial districts, or “business corridors”, including West Boulevard, Statesville Avenue, Graham Street, Monroe Road and Central Avenue. In 2007, the City Council, with a goal of focusing its economic development efforts on areas of greatest need, identified five “priority” business corridors and provided an initial capital contribution of \$8.9 million in 2007, \$6.1 million in 2009, and a \$2 million appropriation in subsequent years. Currently, the City maintains a balance of \$15 million in the Business Corridor Capital Fund (*see Appendix IV*).

The five priority corridors are described more fully later in this section.

The following programs are administered by the City to encourage economic development in the priority business corridors:

- *Economic Development Revolving Loan Fund* – Established in 1985. The Community Development Block Grant Program was established to provide financing assistance to projects providing HUD eligible low/moderate income activities through job creation or new services provided to low/moderate income persons or areas. There is no maximum loan amount, but loans typically include bank participation, documentation of a “but for” financial gap in the financing plan, and a job creation commitment. The use of this program is city-wide.
- *Business Equity Loan Program* – Established in 1991. The goal of the program is to stimulate small business investments and to create and retain jobs. The program provides gap financing to small businesses located in the corridors and to businesses in targeted sectors located within the city limits. The maximum City loan for businesses in the corridors is 40% of total project costs up to \$100,000 or \$150,000 for manufacturing. A private bank leverage of 1:1 is required.
- *Brownfield Program* – Established in 1997. The program assists with the redevelopment of underutilized Brownfield sites with real or perceived contamination. The program provides 50% reimbursement up to \$20,000 for assessment activities that will lead to site redevelopment. Funds may be used for cleanup activities when used in conjunction with EPA funding.
- *Façade Improvement Grant Program* – Established in 1998. The goal of the program is to remove blight and improve the appearance of commercial buildings and sites in the corridors. The program provides 50% reimbursement to property owners & business tenants for eligible architectural renovations and targeted site improvements that bring signs, parking and landscaping into conformance with current codes.
- *Business Investment Program (BIP)* – Established in 2001. The program seeks to encourage creation, retention and/or expansion of new or existing businesses and jobs in identified investment zones, including the corridors. The program provides grants to companies based upon the amount of property tax generated by the new business investment being made.



- *Security Grant Program* – Established in 2001. The goal of the program is to reduce opportunities for crime while creating safer environments for businesses and customers. Through a partnership with CMPD, the program provides 50% reimbursement to property owners & business tenants for eligible security improvements.
- *Business District Organization Program (BDOP)* – Established in 2002. The program supports the work of business groups operating in the corridors by providing 66.6% reimbursement for eligible operating expenses. The annual award amount is \$30,000 per year.
- *Synthetic Tax Increment Financing (STIF)* – Established in 2004. STIF is a public/private partnership tool used by the City to advance economic development and land use planning goals. Incremental property taxes (45% or 90%) are reimbursed to the developer after they are paid each year. The grants are made for infrastructure investment, public asset purchase, and gap financing for projects in targeted geographies.
- *Business Corridor Fund* – Established in 2006. The program supports developer-initiated infill development and redevelopment projects that create housing and retail opportunities, create and retain jobs, and provide amenities to the community. The program is targeted to the five priority corridors.
- *Big Box Demolition Program* – Established in 2008. The program seeks to remove blight in the corridors while creating redevelopment opportunities by removing long-term vacant buildings greater than 25,000 square feet. The program provides 50% reimbursement up to \$45,000 to property owners for the demolition of eligible buildings and targeted site improvements that bring the site into conformance with current codes.
- *Energy Retrofit Grant Program* – Established in 2010. The goal of the program is to lower energy consumption in existing commercial buildings and apartments. The program pays a percentage of the costs for energy-efficient retrofits such as lighting, insulation, solar panels and building envelope improvements. Program funded by the US Department of Energy; funds are allocated to projects now underway.



BUSINESS CORRIDOR REVITALIZATION AREA INVESTMENTS (2007—2011)

(See Appendix I for a detailed list)

TABLE 1

Program	Number of Projects	City Investment	Leveraged Investment
Synthetic Tax Increment Financing	3	\$6.66M	\$399M
Façade Improvement Grant	22	\$570,998	\$5,216,679
Security Grant	25	\$120,078	\$241,277
Brownfield Grant	7	\$106,708	\$531,381
Big Box Demolition Grant	5	\$215,000	\$380,215
Energy Retrofit Grant	12	\$883,001	\$7,418,228
Business Corridor Fund	2	\$4,451,000	\$37,051,000
Business District Organization Grants	2	\$114,495	\$75,580
Business Equity Loan & Economic Development Revolving Loan Fund	8	\$291,750	\$1,389,750
Total	86	\$13,413,030	\$451,304,110
Public/Private Leverage Ratio			1:33

Program	Number of Projects	City Investment
Infrastructure Projects (roads, sidewalk, streetscape)	19	\$45.7M
New City Facilities <ul style="list-style-type: none"> • Fire headquarters/911 call center • Light vehicle maintenance facility • CMPD Metro Division office 	3	\$30.2M
Total	22	\$75.9M

THE PRIORITY BUSINESS CORRIDORS

A Closer Look at Rozzelles Ferry Road

Located in historic West Charlotte, the Rozzelles Ferry Road Corridor is predominantly composed of older industrial and distribution facilities. Single tenant buildings exist along both sides of the road and multi-tenant space is available within the Chemway Industrial Park. In addition, the CSX Intermodal is expanding at Hoskins Road and Rozzelles Ferry. Retail opportunities for residents are found near the intersection of Highway 16; however, much of the corridor lacks services and amenities desired by the neighborhoods.



Project	Program	Investment	Leverage
Karen Shaw Building	Demolition	\$45,000	\$125,000
Dest Dental	Energy Retrofit	\$63,015	\$1.6M
Greenway Business Center	Business Corridor Fund	\$1.45M	\$6.0M
Advance Warehouse	EDRLF Loan Fund	\$80,000	\$20,000
Roads/Streetscape	Infrastructure	\$2,785,000	n/a
N-Style Towing	Security	\$2,500	\$3,470
Total		\$4,425,515	\$7,748,470
Public/Private Leverage Ratio (excluding infrastructure/public facility investments)			1:6

Program Highlight: Energy Retrofit @ Greenway Business Center/Dest Dental

The Belvedere Theater, a historic building located in this corridor, was renovated by the Charlotte Mecklenburg Development Corporation. Dest Dental leased and retrofitted the building and made energy efficient upgrades with the help of a Commercial Building Energy Retrofit grant from the City. The \$63,000 energy retrofit grant enabled the practice to install an energy efficient roof, doors, windows, and HVAC system. Total private investment in this project was nearly \$1.6M.



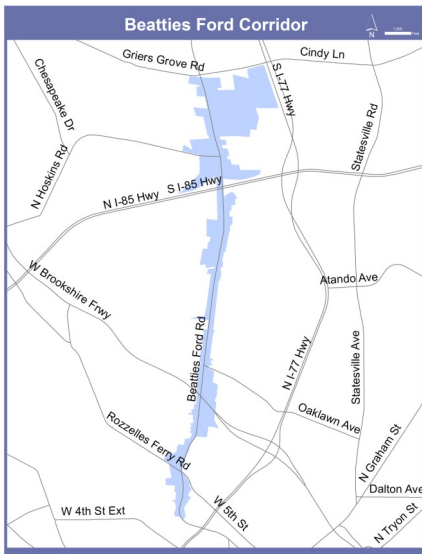
Opportunities & Issues for 2012 - 2015

- Sale and development of 15 building sites within Greenway Business Center and the Rozzelles Ferry area.
- Completion of the Stewart Creek Greenway as an amenity for neighborhood and commercial redevelopment
- Vacant buildings near Greenway Business Center offer redevelopment opportunities.

THE PRIORITY BUSINESS CORRIDORS

A Closer Look at Beatties Ford Road

The Beatties Ford Road corridor is built out with a variety of land uses including houses of worship, single tenant office, multi-family and retail. University Park Shopping Center anchored by Food Lion is the largest retail destination in the area. The quality of other retail space in the corridor does not match that of University Park. Traditional retail and service retail are the most appropriate commercial land uses in the Beatties Ford Road Corridor. In addition, Johnson C. Smith University is currently implementing its master plan to develop student housing and parking as part of the Mosaic Village project on West Trade Street and Beatties Ford Road. This provides a strong catalyst for additional commercial development in the corridor.



Project	Program	Investment	Leverage
Mosaic Village	Business Corridor Fund	\$3,182,994	\$29.1M
Welch Hydraulics	EDRLF Loan Fund	\$25,000	\$10,000
Beatties Ford Rd Shopping Ctr	Façade	\$46,000	\$130,835
Stewart Crossing	Security	\$10,663	\$20,976
Road Improvements	Infrastructure	\$3,650,000	n/a
CMPD Metro Division office	Public Facility	\$4,600,000	n/a
Total		\$11,514,657	\$29,261,811
Public/Private Leverage Ratio (excluding infrastructure/public facility investments)			1:10

Program Highlight: Business Corridor Fund @ Mosaic Village

The City approved \$3.1M for a private developer to build 223 public parking spaces within a 403 space parking deck and related infrastructure to support new retail, office, 80 units of student housing and an arts learning center. The City's investment will energize redevelopment of the Beatties Ford Corridor as JCSU implements their master plan, including a new bookstore and cafe.



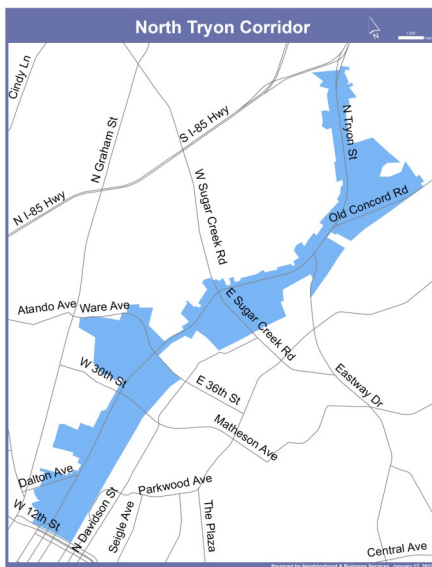
Opportunities & Issues for 2012-2015

- JCSU continues to invest in the corridor with multiple projects in the planning stage.
- Project LIFT will combine \$55 million in privately raised funds with Charlotte-Mecklenburg Schools innovations to enhance educational opportunities and strengthen neighborhoods along the Corridor.

THE PRIORITY BUSINESS CORRIDORS

A Closer Look at North Tryon Street

The North Tryon Street corridor includes warehouse/industrial, retail strip, other business uses, as well as institutional uses and residential areas. Opportunities for the corridor include proximity to Center City, future light rail transit service, industrial market, retail opportunities, and single family residential reinvestment. Constraints needing attention are the unattractive streetscape, traffic congestion, used car lots, few retail services, and activities surrounding the Uptown Shelter. The opportunity is at hand to build on the area’s locational strengths and market opportunities to improve its physical condition, functional utility, economic viability, appearance, and livability.



Project	Program	Investment	Leverage
Ted Greve Associates	Security	\$6,000	\$23,225
Devita Investments	Security	\$5,519	\$5,519
MV Tryon II LLC	Brownfield	\$20,000	\$20,000
DEW Electric	Equity Loan	\$40,000	\$240,000
North End Partners	BDOP	\$66,090	\$38,332
North Tryon Street Vegetation & Debris Removal	Security	\$21,000	n/a
Total		\$158,609	\$327,076
Public/Private Leverage Ratio (excluding infrastructure/public facility investments)			1:3.3

Program Highlight: *Business District Organization Program (NorthEnd Partners)*

For the past two years, NorthEnd Partners, the merchant association representing the North Tryon Corridor has used funds from the BDOP to host the Rock ‘N Run 5K. In partnership with the N.C. Music Factory and other corporate sponsors, over 2,000 attendees participate in this annual event that highlights the business district and surrounding neighborhoods. With the City’s help, NorthEnd Partners has successfully raised awareness of the neighborhoods and the business corridor, and the grants have helped galvanize the volunteer run organization and created momentum for future initiatives.



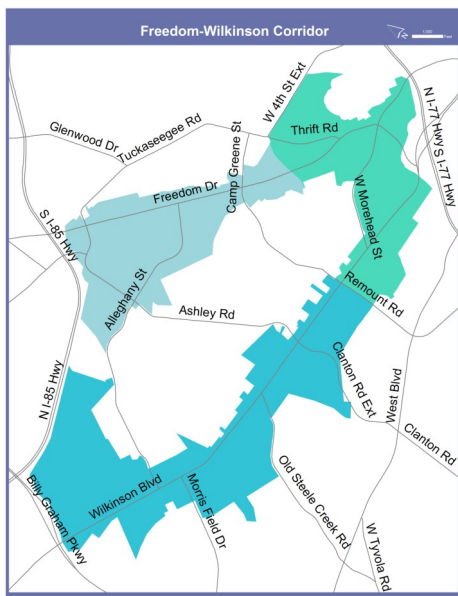
Opportunities & Issues for 2012-2015

- North Tryon Streetscape planning has been completed and construction bids are in process.
- Opportunity for collaboration between the Charlotte Mecklenburg Housing Partnership and Vision Ventures to re-develop Delahay Courts, Tryon Hills, and the Hutchinson Shopping Center.

THE PRIORITY BUSINESS CORRIDORS

A Closer Look at Freedom/Wilkinson/Morehead

The Freedom/Wilkinson/Morehead corridor is a major transportation route from Center City to the Charlotte/Douglas International Airport. Over the last ten years, public investments, including the Wilkinson Business Center, a new fire station, and streetscape improvement project resulted in new commercial and retail interest, including a new Walmart. More recently, Wesley Village, a \$33 million residential project was completed, adding 301 apartment homes to the area, as well as completing the Stewart Creek Parkway connector. The Charlotte School of Law opened in 2008, as part of the Bryant Park development project, for which the City has committed \$2.2 million in public infrastructure reimbursement.



Project	Program	Investment	Leverage
Marsh Realty	Façade	\$74,680	\$76,047
FreeMoreWest	BDOP	\$48,405	\$37,248
Pinky's	Façade	\$10,000	\$377,250
Pure Body Salon/Spa	Equity Loan	\$50,000	\$200,000
Williams Investments	Security	\$2,500	\$2,500
Pure Genius Childcare	Equity Loan/Security	\$37,500	\$175,000
Fig's Auto	Equity Loan	\$29,250	\$555,750
Teeter Properties	Demolition	\$45,000	\$49,080
Style Appeal Salon	Equity Loan	\$13,000	\$73,000
Westerly Hills Shopping	Security	\$11,243	\$20,410
Wesley Village Apts.	Tax Increment Grant	\$1.36M	\$33M
Total		\$1,681,578	\$34,566,285
Public/Private Leverage Ratio (excluding infrastructure/public facility investments)			1:20

Program Highlight: Façade Improvement Grant Program

Triple G Automotive on West Morehead and Freedom Drive was vacant for several years before John Nichols and Greg Auten approached the City for assistance. Their idea was to convert the space into a restaurant while keeping the history of the building and landmark rooftop VW Beetle intact. Completing this project took nearly two-and-a-half years due to the challenges with parking and traffic flow as well as the need to have the property rezoned. With strong support from City staff, the project was successfully completed and today serves as a destination point bringing much needed vitality to the area.



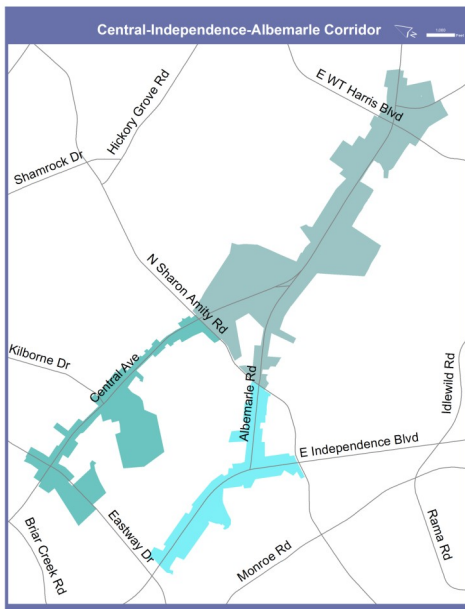
Opportunities & Issues for 2012 - 2015

- Strong business association.
- Completion of Bryant Park project, and a potential redevelopment of underutilized industrial land at Mulberry Church Road.

THE PRIORITY BUSINESS CORRIDORS

A Closer Look at Eastland Area

The Eastland Area is a diverse area of old and new neighborhoods with a wide range of housing types and prices and numerous shopping areas that cater to both local and regional markets. Its population is notably diverse, as the area is truly one of the most racially and culturally integrated sectors of the City. Over the past decade, the Eastland area has been characterized by an oversupply of aging apartment complexes, the proliferation of commercial strip development, an aging and now vacant regional shopping mall, limited employment opportunities, an auto-oriented environment, and a negative community appearance. The future reuse of the vacant Eastland Mall site will be a catalytic event for the Corridor.



Project	Program	Investment	Leverage
Darby Acres Shopping Ctr	Security	\$7,500	\$7,500
Uptons Big Box	Demolition	\$35,000	\$65,000
Four Seasons Shopping Ctr	Façade	\$175,000	\$175,000
Eastland Fire Station	Public Facility	\$7M	n/a
Eastland Transit Center	Public Facility	\$2.7M	n/a
Streetscape	Infrastructure	\$4.1M	n/a
Internal Auto Care, Inc.	Equity Loan	\$17,000	\$86,000
Total		\$14,034,500	\$333,500
Public/Private Leverage Ratio (excluding infrastructure/public facility investments)			1:1.4

Program Highlight: Infrastructure on Central Avenue

With the addition of a new fire station and community transit center, the Charlotte Mecklenburg Planning Commission continued its commitment to the Eastside Strategy Plan by funding a streetscape project on Central Avenue between Sharon Amity and Albemarle Road. The project included narrowing Central Avenue to match completed streetscape improvements made in other sections of the street. It also added landscaped medians, bicycle lanes, widened sidewalks, and improved pedestrian lighting. The total City investment in this project was \$4.1M.

Opportunities & Issues for 2012 - 2015

- Redevelopment of the Eastland Mall site into a catalyst to build home values and community pride.
- Independence Boulevard Walmart becoming the retail corridor and future of vacant Eastway Walmart.



Key Activities in Support of Goals

This chart broadly illustrates how the four key objectives in the 2007 Business Corridor Strategy were addressed.

<p>Eliminate Blight</p> <ul style="list-style-type: none"> • In 2008, the Business Corridor Revitalization area was expanded. • In 2008, the Façade & Security Grant programs revised to increase award amounts. • In 2008, the Big Box demolition program was developed to remove blight and create infill development opportunities. • In 2010, the City approved a Non Residential Building Code approved to address visual blight and structurally impaired buildings. 	<p>Create Strong Local Economies</p> <ul style="list-style-type: none"> • In 2010, the Business District Organization Program (BDOP) award amount increased from \$10,000 to \$30,000. • From 2007—2009, the City reallocated resources to business corridor work, including: <ul style="list-style-type: none"> • Business Recruitment • Transit Oriented Development • Business problem solving • Small business lending • In 2011, CharlotteBusinessResources.com launched as a comprehensive community source of business information.
<p>Align City Policies & Programs</p> <ul style="list-style-type: none"> • NBS service area boundaries were aligned with CMPD districts to create synergy. • Collaborated with NCDOT to develop public art projects as a “gateway” to Historic West End and JCSU. • Participated in intersection improvements on Albemarle Road at Sharon Amity in partnership with NCDOT. 	<p>Promote Environmentally Sustainable Development</p> <ul style="list-style-type: none"> • The Commercial Building Energy Retrofit Program and Apartment Building Energy Retrofit Program were implemented through utilization of American Recovery and Reinvestment Act (ARRA) funds

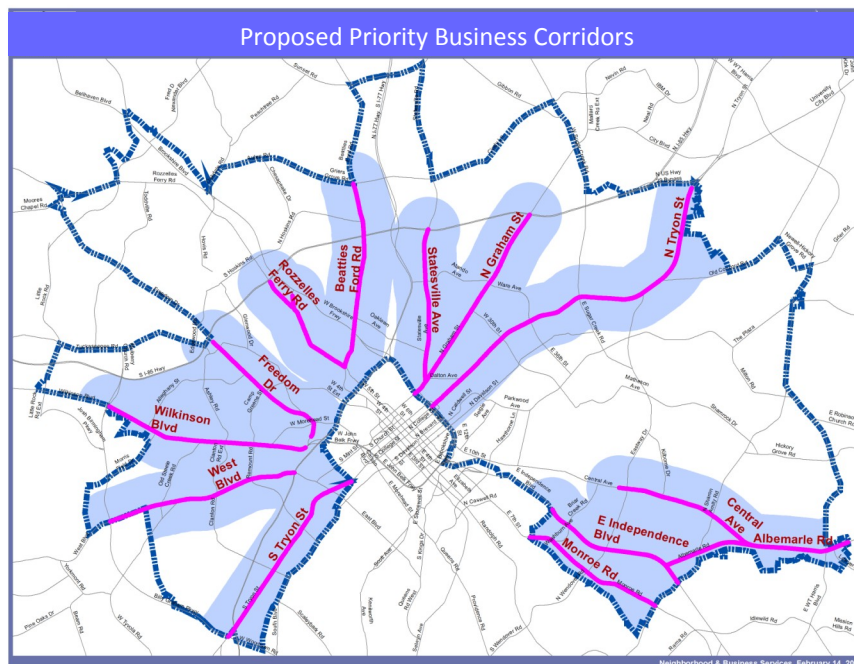
1. Eligibility for Business Corridor Capital Funds is too narrowly defined.

As mentioned in the introduction, Business Corridor Capital Funding is earmarked for the five priority corridors. Since 2007, two significant projects were approved as priority corridor investments, Greenway Business Park (\$1,450,000) and Mosaic Village (\$3,183,000). However, new market opportunities have emerged outside of the priority corridor areas such as the Oakhurst project on Monroe Road and Hutchison Shopping Center on North Graham Street, which are secondary corridors that represent significant redevelopment opportunities.

Recommendation: Expand utilization of Business Corridor Capital Funds to all commercial corridors within the BCRA. This will allow staff to simplify program marketing and take advantage of market opportunities as they develop. While maintaining a focus on the five priority corridors, the following business corridors would become eligible for funding:

- West Boulevard from I-77 to Billy Graham Parkway
- Independence Boulevard from Chantilly Lane to Albemarle Road
- Monroe Road from Chantilly Lane to Albemarle Road
- Statesville Avenue from I-277 to I-85
- Graham Street from I-277 to I-85
- South Tryon Street from I-277 to Billy Graham Parkway

Corridors would be defined as 1/4 mile on each side of the main commercial thoroughfare.



2. Matching grant programs are useful, but grant limits and eligibility criteria need updating.

The Façade and Security matching grant programs are popular with building owners and small businesses, and have the potential to have long term impact in helping a business corridor redevelop. However, the cost for financing improvements is often cost prohibitive for centers that are experiencing below market lease rates due to their location in one of the City’s business corridors. The Big Box Demolition Grant Program has been helpful in removing blighted structures; however, most applicants have been well funded experienced developers pursuing funds after receiving a demolition order from the City.

Recommendation: Update the Matching Grant Programs to increase effectiveness and use by:

- Increasing the available maximum amounts of the Façade and Security grant programs
- Expanding eligibility parameters to provide increased opportunities for blight removal and site conformance
- Encouraging the use of certified Small Business Enterprises (SBEs) by allowing a higher grant amount for use of SBEs
- Updating the Big Box Demolition Grant by adding a “but for” test for eligibility to discourage use by developers or property owners with means

See details of the proposed revisions in Appendix 3 & 4

3. Compared to other cities, Charlotte has an underutilized redevelopment partner and an underdeveloped network of business/merchant association.

We have identified a service gap in the City's partnership network of critical support organizations that have the capacity to assist the City in implementing redevelopment programs. An effective redevelopment partner, such as the Charlotte Mecklenburg Development Corporation along with a strong community business association in each corridor would combine public sector policy with private sector leadership, leading to more effective redevelopment.

Recommendation: Restructure the City's relationship with the Charlotte Mecklenburg Development Corporation (CMDC) by evaluating a financial partner agreement. Staff proposes considering a formal financial partnership arrangement with CMDC, which includes providing operating funds and developing expectations around roles and outcomes for maximizing the redevelopment potential in the business corridors.

Recommendation: Explore new strategies and programs to encourage the development and productivity of volunteer-led merchant associations throughout the business corridors. Staff recommends placing a premium on having an effective business association in each corridor by implementing a program of competitive grants (using our funds for matching grant programs) for innovative and/or catalytic projects and activities that encourage business development, association formation, image building initiatives and buy local campaigns.

4. Recruiting businesses and investment to the corridors has been hampered by a weak economy and a lack of tools and information to attract retailers and other businesses into an unfamiliar market.

Recommendation: Explore the merits of a retail market assessment for the business corridors to understand the nuances of a particular market area in an effort to attract the right retail mix to underserved areas.

Recommendation: Conduct parking demand analyses for commercial districts, as warranted, to understand the appropriate role for the City in creating public parking to assist retailers and small businesses.

Appendix I: Detail for Business Corridor Geography Investments/Leverage

<p><u>Tax Increment Financing Grants</u></p> <p><u>Double Oaks (Statesville Avenue)</u> Total City Investment: \$3.6M Leveraged Investment: \$120M</p> <p><u>Seaboard Street (Hamilton & Seaboard Streets)</u> Total City Investment: \$1.7M Leveraged Investment: \$246M</p> <p><u>Wesley Village (Wilkinson Blvd./Bryant Park)</u> Total City Investment: \$1.36M Leveraged Investment: \$33M</p> <p><u>Grants/Loans Awarded/Leverage (2007-2011)</u></p> <p><u>Business Corridor:</u> Greenway Business Center \$1,450,000/\$6,000,000 Mosaic Village-\$3,001,000/\$29,100,000</p> <p><u>Facade</u> Crown Cleaners -\$46,255/118,819 Crown Clinic, PA- \$10,000/\$955,000 Deborah's Beauty- \$9,000/\$12,635 Diamond Restaurant- \$14,237/\$235,000 Dunavant Development LLC- \$20,000/\$171,494 GeoSpec Environments- \$20,667/\$20,667 Global Medical Imaging- \$4,160/\$10,000 Habitat for Humanity- \$40,000/\$740,000 Happy Box Architecture- \$10,000/\$112,320 Hartford Shopping Center- \$40,000/58,462 Logo'd Gear- \$20,000/ \$29,876 Marsh Realty-\$74,679/\$76,047 McCombs Mini Center- \$40,000/\$40,000 Pinky's- \$10,000/\$377,250 Retail Center- \$46,000/130,835 Rudolph Moore Properties - \$40,000/\$1,201,190 Sauceman's Restaurant- \$10,000/\$294,904 Soul Restaurant -\$10,000/\$15,000 SPJ Contracting- \$40,000/\$300,000 Wadsworth House- \$10,000/\$122,435 Williams Retail- \$46,000/\$130,835 Zada Jane's Café - \$10,000/\$64,000</p>	<p><u>Brownfield</u> Atlantic Realty Partners- \$10,000/\$12,000 Carrie Gault- \$16,483/\$32,967 Charlotte Meck Housing Ptrship- \$10,261/\$16,450 MV Graham II LLC- \$9,964/\$9,964 MV Hercules LLC- \$20,000/\$20,000 MV Tryon II- \$20,000/\$20,000 Mitchell's Formal Wear- \$20,000/\$420,000</p> <p><u>Demolition</u> Executive Inn- \$45,000/47,000 Leffers-\$35,000/\$65,000 Right Place-\$45,000/\$125,000 Southside- \$45,000/\$94,135 Teeter-\$45,000/\$49,080</p> <p><u>HUD Grants</u> Greenway Business Park- \$429,000</p> <p><u>Energy Retrofit (commercial & multi-family)</u> Balfour Beatty Construction, LLC- \$39,595/\$1,461,083 Brookhill Village II- \$200,000/\$870,688 Chimneys- \$125,687/\$210,870 Drakeford- \$36,971/\$119,627 Electrical Distributors, Inc. - \$23,878/\$1,750,000 Forms & Supply- \$18,225/\$72,903 Greenway Business Center- \$63,015/\$1,600,000 Mechanical Contractors, Inc. - \$44,388/\$346,705 MV Tryon LLC- \$59,080/\$130,700 MW Group- \$200,000/\$417,700 Phat Pheatures- \$12,762/\$25,900 The Applegate Group, LLC- \$59,400/\$412,052</p> <p><u>Infrastructure (roads, sidewalk, streetscape)</u> Ashley/Tuckaseegee- \$407,000 Brookshire Area Plan- \$1,200,000 Cottonwood/Joe- \$520,000 Kings Drive- \$300,000 Optimist Park- \$170,000</p>
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Appendix I: Detail for Business Corridor Geography Investments/Leverage (CONTINUED)

<p><u>Security</u> Crown Clinic PA- \$3,000/\$31,000 Crown Cleaners Security-\$4,886/\$10,073 Cocina Latina- \$2,900/\$5,800 D. Williams Investments- \$2,500/\$2,500 Darby Acres Shopping Center- \$7500/\$7500 Deborah’s Beauty- \$2,500/\$2,500 Devita Investments- \$5,519/\$5,519 Duckworth Electric Market (2)- \$4,372/\$10,651 Economy Inn- \$1,948/\$1,948 Estramonte Chiropractic- \$2,374/\$2,374 Greenhouse Corners- \$6,216/\$12,432 Had’s Art & Beauty- \$2,210/\$2,210 Hickory Grove Market- \$15,000/\$44,803 Hot Deals-\$2500/\$3100 Intermezzio Pizzeria- \$1,997/\$4,445 McCombs Mini Center- \$ 9,981/\$10,000 N-Style Towing-\$2,500/\$3,470 Niche- \$1,271/\$2,542 Pure Genius Childcare- \$3,000/\$3,000 Rudolph Moore Properties- \$10,000/\$10,800 Stewart Creek Crossing- \$5,322/\$10,295 Stewart Creek Crossing-\$5,340/10,681 Ted Greve- \$6,000/\$23,225 Westerly Hills Center- \$8,786/\$17,953 Westerly Hills Center- \$2,456.47/\$2,456</p>	<p><u>Infrastructure (roads, sidewalk, streetscape)</u> Clanton Road- \$2,000,000 Coulwood/Gum Branch/Kentberry- \$5,000,000 Crisman Street- \$450,000 East Ford Rd. - \$650,000 Elizabeth/Monroe- \$14,500,000 Freedom Drive- \$2,300,000 Graham Street- \$740,000 Grier Road- \$690,000 Oakdale- \$8,400,000 S. Tryon- \$950,000 Toddville Road-\$2,500,000 Tuckaseegee- \$410,000 WT Harris- \$4,000,000 West Boulevard- \$570,000</p> <p><u>City Facilities (not BCF)</u> Fire administration headquarters/911 call center- \$16M Light vehicle maintenance facility- \$9.6M CMPD Metro Division office - \$4.6M Eastland Transit Center—\$2.77M</p> <p><u>ED Loans</u> Advance Warehouse - \$80,000/\$20,000 DEW Electric - \$40,000/\$260,000 Fig’s Automotive - \$29,250/\$555,750 International Auto Care Inc.-\$17,000/\$86,000 Pure Body Salon & Spa - \$50,000/\$210,000 Pure Genius- Child Care - \$37,500/\$175,000 Style Appeal Salon - \$13,000/\$73,000 Welch Hydraulics - \$25,000/\$10,000</p> <p><u>BDOP Grants</u> FreeMore West- \$48,405/\$37,248 Northend- \$66,089/\$38,332</p>
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Appendix II: Façade Improvement Grant Program – Proposed changes FY 2012 - 2014

Category	Existing	Proposed Change
Objective	Remove blight by improving building appearance and bringing signs, parking and landscaping into, or closer to, conformance with current codes	No Change
Geographic Focus	Business Corridor Revitalization Area	No Change
Prohibited Businesses	Bars/nightclubs	Allow eligibility with CMPD and Code Enforcement review
	Check cashing	
	Pawn shops	
	Tattoo parlors / body piercing	
	Businesses operating from residential property or residential uses	Allow apartment buildings (five or more separate units) within the Priority Business Corridors only, with CMPD and Code Enforcement review
	Non-profit entities	Allow tax-paying entities or non-profits operating in space where property taxes are being paid
	National & regional chains & corporations	Allow eligibility of National & regional chains & corporations <i>headquartered in Charlotte MSA</i>
	Tenant(s) must be open for business	Vacant buildings eligible for reimbursement at project completion. Clawback will be enforced if tenanted with a prohibited business within 12 months of grant award.
Maximum Award	50% match	60% match if a certified SBE is selected to complete the project (50% match if applicant selects a non-SBE contractor). SBE utilization will be determined on a case-by-case basis
	Up to 3,000 sf	\$10,000 => \$20,000
	3,001 – 6,000 sf	\$15,000 => \$30,000
	6,000 sf +	\$20,000 => \$40,000
	Shopping centers < 30K sf + 3 tenants	\$45,000 => \$90,000
	Shopping centers > 30K sf + 4 tenants	\$65,000 => \$130,000
	Apartment Buildings (pending approval)	\$1,000 per unit, not to exceed \$99,000
Big Box Demo	Applicant must demonstrate a “but for” need for city assistance	
Re-application	Buildings are eligible to re-apply after 10 years	No change
Eligible Expenses	50% architectural fees up to \$2,500 in addition to maximum award	\$2,500 => \$3,000, 50% if using own architect; 100% if using City contracted architect

Appendix III: Security Grant Program – Proposed changes FY 2012 - 2014

Category	Existing	Proposed Change
Objective	Reduce opportunity for crime and create a safer environment for business owners, employees & customers	Reduce opportunity for crime and create a safer environment for business owners, employees & customers while seeking to develop relationships between business owners and CMPD community officers
Geography	Business Corridor Revitalization Area	No change
Prohibited Businesses	No residential uses	Allow apartment buildings (five or more separate units) within the Business Corridor Revitalization Area
	Tattoo parlors / body piercing	Allow eligibility with CMPD and Code Enforcement review
	Pawn shops	
	Check cashing	
	Public Storage facilities	
	Bars/nightclubs	
	Non-profit entities	Allow tax-paying entities or non-profits operating in space where property taxes are being paid
	National & regional chains & corporations	Allow eligibility of national & regional chains & corporations <i>headquartered in Charlotte MSA</i>
	Tenant(s) must be open for business	Vacant buildings eligible for reimbursement at project completion. 12 month clawback will be enforced if tenanted with a prohibited business
New construction	Allow eligibility six months after CO is issued	

Appendix III: Security Grant Program – Proposed changes FY 2012 - 2014 (CONTINUED)

Category	Existing	Proposed Change
Program Limits/ Awards	50% match	60% match if a certified SBE is selected to complete the project (50% match if applicant selects a non-SBE contractor) SBE utilization will be determined on a case-by-case basis
	All non-center buildings	\$3,000 => \$5,000
	Shopping centers (3 or more tenants)	<ul style="list-style-type: none"> \$15,000 => \$20,000; shopping center owners to be eligible for global security concerns (e.g. lighting, fencing, etc.) all shopping center tenants to be eligible for up to \$2000.00 to address internal security needs (e.g. cameras, alarm systems, roll gates, etc.)
	Apartment Buildings (pending approval)	\$500 per unit, not to exceed \$15,000
Re-application	Buildings eligible to re-apply after 10-years	Buildings eligible to apply after 5-years
Eligible Expenses	CMPD Recommendations including but not limited to cameras, alarm systems, doors, locks and locking mechanisms, fencing, gates, glass, ironwork, security lighting, windows, ironwork, landscaping	No change
Ineligible Expenses	Chain link fence, razor wire, barbed wire visible from public r.o.w, adjacent to residential property, or visible from public parking	No change

Appendix IV: Funding for Business Corridor Programs

Business Corridor Capital Account								
	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	Total	Funds Available
Council Appropriation	8,900,000	0	6,100,000	2,000,000	2,000,000	2,000,000	21,000,000	21,000,000
Greenway Business Park		950,000			250,000		1,200,000	
Eastland Mall		75,000	372,596				447,596	
Demolition 2403 Wilkinson Blvd					238,168		238,168	
Small Business Web Portal					122,275	4,000	126,275	
North Church Street Project						75,000	75,000	
Albemarle Rd Improvement Project						75,000	75,000	
Other			10,729		5,281	225	16,235	
Total Expense	0.00	1,025,000	383,325	0.00	615,724	154,225		2,178,274
Encumbrances:			Greenway Business Park				250,000	
			Mosaic Village Project				3,182,994	
			Legal Services				100,000	
			Brownfield Project				40,000	
			Small Business Web Portal				6,000	
								3,578,994
Available Balance:								15,242,732
Matching Grants and Loan Fund								
Available Balance								1,968,209.46
ED Revolving Loan Fund (CDBG)								
Available Balance								\$2,638,650

Appendix V: Stakeholder Outreach

Business Advisory Committee

Business Corridor Breakfast Members (Community & Business Leadership)

Charlotte-Mecklenburg Development Corporation

Charlotte-Mecklenburg Police

Greater Charlotte Apartment Association

MECA Properties

Southern Real Estate Corporation



CHARLOTTE.
NEIGHBORHOOD & BUSINESS
SERVICES