



# TABLE OF CONTENTS

“The Ballpark Neighborhood is a wonderful place to live, recreate and invest.”

- BILL DAVIS

Former Chair of the Ballpark Community Council

## INSPIRATION

- 3 EXECUTIVE SUMMARY
- 4 LOCATION
- 5 CONTEXT

## DESIGN

- 6 VISION // PROGRAMMING
- 7 RESIDENTIAL
- 10 RETAIL // TENANT MIX
- 11 LIBRARY
- 12 PRIVATE-PUBLIC PARTNERSHIP
- 13 GREEN SPACE // PLACE MAKING
- 14 TRANSIT // PARKING
- 15 SUSTAINABILITY

## ECONOMICS

- 17 INNOVATION
- 18 HIGHEST & BEST USE
- 19 CONSTRUCTION BUDGET // TIMELINE
- 20 LOAN STRUCTURE // CAPITAL STACK
- 21 PROFORMA
- 22 DISCOUNTED CASH FLOWS
- 23 PROJECT RETURNS // SENSITIVITY



# EXECUTIVE SUMMARY

## THE OUTFIELD

Red Arch Development (RAD) proposes a 216-unit mixed-use development featuring a public library on a 2.28-acre site at the corner of 1300 South and West Temple in the heart of the Ballpark Neighborhood in Salt Lake City, Utah. Located across the street from the ballpark, this site is an excellent opportunity to enhance the neighborhood. With the Bees' departure, the area will lose a significant portion of its public identity. Our development seeks to fill the void with various community-driven amenities that will reinvent the intersection as a public space for residents of Ballpark and the Salt Lake Valley.

Rather than being active only on game days, people will be drawn to this location by the public library on the street corner, diverse street-facing retail, various restaurants, and a secure green space. This dynamic mixed-use development is not just about providing housing; it's about fostering a sense of community and revitalizing the public realm. The addition of the library, combined with carefully curated retail and green spaces, will create a vibrant hub that encourages social interaction, cultural enrichment, and economic growth. As a result, our project aims to address the immediate need for housing and contribute to the long-term sustainability and vibrancy of the Ballpark Neighborhood.



# KEY METRICS

TOTAL PROJECT COST

\$109,747,645

TERMINAL VALUE

\$145,876,310

STABILIZED NOI

\$6,118,467

APARTMENTS

216 Units

RETAIL SF

50,000 SF

AFFORDABILITY

25% of Units

PROJECT EQUITY MULTIPLE

3.75 X

PROJECT AVG. CASH ON CASH

7.62%

PROJECT LEVERED IRR

14.47%

# LOCATION



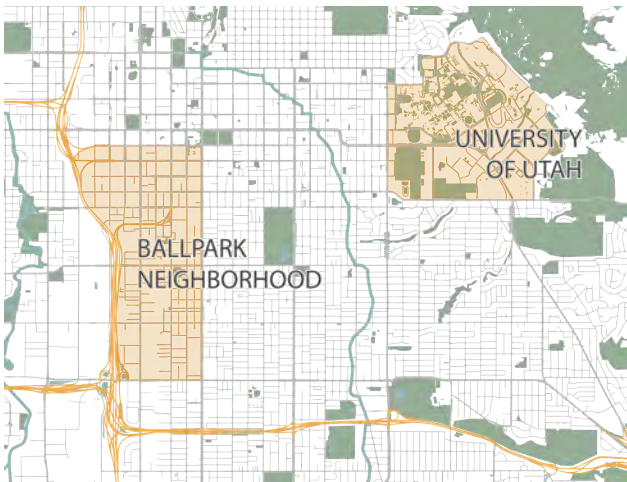
## SITE

Currently, this site consists of a parking lot and one small industrial business. Lucky 13, situated on the northwest corner, stands as a prominent facet of the community, single-handedly bolstering the strength of this block. Each addition in this proposal enhances the surroundings of Lucky 13, benefits other businesses in the area, and uplifts the neighborhood as a whole.

While the future of the Ballpark remains uncertain, it will undoubtedly continue to be an asset to the community. This design proposes a symbiotic relationship with the future development of the intersection. Transforming West Temple into a Festival Street between the two developments will elevate this location into a destination.

## PARCEL INFORMATION

Parcel ID	Reference	Acreage	Address	Tax Assessed Land Value
15124810020000	A	0.38	1309 S JEFFERSON ST	\$429,400
15124810030000	B	0.25	1317 S JEFFERSON ST	\$286,400
15124810040000	C	0.13	1321 S JEFFERSON ST	\$243,500
15124810050000	D	0.13	1333 S JEFFERSON ST	\$243,500
15124810060000	E	0.13	1339 S JEFFERSON ST	\$146,100
15124810110000	F	0.25	1314 S WEST TEMPLE ST	\$468,300
15124810100000	G	0.13	1312 S WEST TEMPLE ST	\$243,500
15124810090000	H	0.25	1310 S WEST TEMPLE ST	\$468,300
15124810080000	I	0.25	1308 S WEST TEMPLE ST	\$468,300
15124810070000	J	0.38	1306 S WEST TEMPLE ST	\$711,800
		<b>2.28</b>		<b>\$3,709,100</b>



# CONTEXT

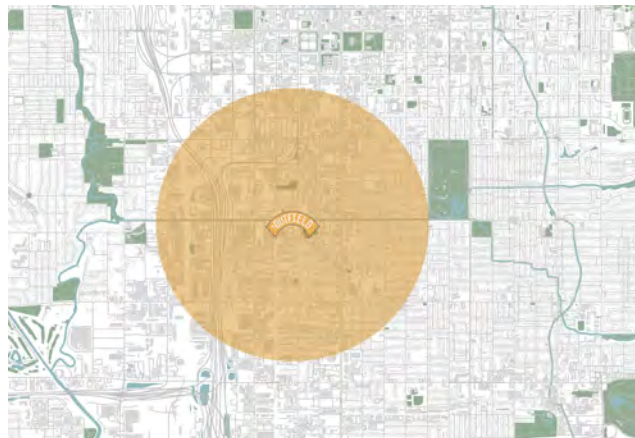
## THE NEIGHBORHOOD

The Ballpark Station Area has one of Salt Lake City's lowest average household incomes. Despite having access to less resources than other neighborhoods, Ballpark has maintained a strong family-oriented identity. Of the 216 apartments this development provides, 25% will be affordable at both 60% and 40% AMI. The intention is that Ballpark Neighborhood families will not be priced out of their community. This development will revitalize the neighborhood economy and the current residents should participate in that growth.

Per our conversation with Darin Mano, the Ballpark's city council representative, he envisions a future for this neighborhood as a national example of walkable urban living. With public transit infrastructure already in place, future development only needs slight guidance to cater to a healthy walking lifestyle. An analysis of walkable assets reveals that this area needs more urban green space and public destinations. Our development proposal includes a park and a public library. These two additions provide a public destination for people to walk to and create a sense of place. Without an interesting location to walk to, even the best walkable urban design can be more-or-less pointless.

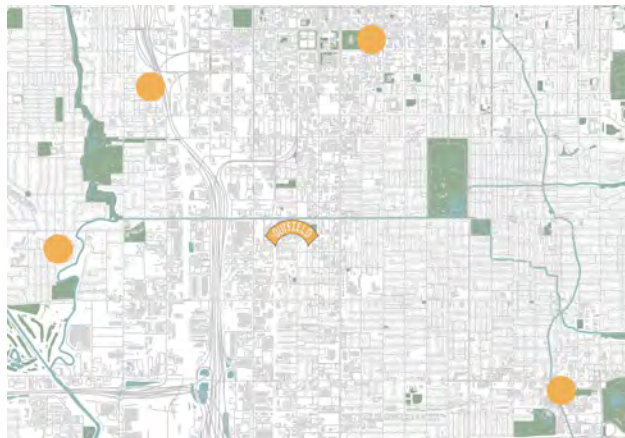
## PARKS

Liberty Park is the closest park to the site, sitting at a mile away. To encourage the neighborhood's goal of walkability, the design incorporates green space into the rest of the structure without sacrificing parking space. The publicly accessible green space is elevated above the parking, which adheres to the zoning requirements while emphasizing public access over private parking



## LIBRARIES

Conducting analysis of the public services in the Ballpark neighborhood reveals an opportunity for a library. Currently, the nearest library is more than a 40 minute walk away. This is a barrier to the primary users of this space. Salt Lake City has indicated they will open a Ballpark Branch and this project provides an ideal location. This creates a destination spot for all residents of the Salt Lake Valley.



## PUBLIC TRANSIT

Salt Lake City is expanding the 400 West trax line and the Ballpark Station will become a transfer point. The Outfield is across the street, providing easy access for both residents heading out and visitors coming in. Additionally, this design also proposes an additional bus stop at 1300 South. The Outfield contributes to Salt Lake City's vision of active and public transit friendly neighborhoods.



	BALLPARK STATION AREA	SALT LAKE COUNTY	UTAH
<b>MEDIAN HOUSEHOLD INCOME</b>	\$26,047	\$76,410	\$73,015
<b>AVERAGE HOUSEHOLD INCOME</b>	\$44,498	\$99,988	\$92,612
<b>PER CAPITA INCOME</b>	\$19,992	\$33,095	\$29,227

Data taken from SLC Ballpark Station Area Plan <https://www.slcdocs.com/Planning/Projects>

# VISION // PROGRAMMING

## VISION

The Ballpark Neighborhood is named after the iconic Smith's Ballpark, home of the Salt Lake Bees baseball team. With the Bees relocating however, this area will sorely miss its centerpiece and will need some form of reinvention. Luckily, it seems the city's current plans are to renovate the existing stadium and transform it into a different asset for the community. RAD's development proposal sits directly across West Temple from the stadium and seeks to combine with it to create a new community-focused hub. Previously, the Ballpark brought visitors from around the Salt Lake Valley and fueled the local economy, but only on game days. The goal for this new development is to achieve the same effect all year-round.

## PROGRAMMING

RAD proposes an innovative program element of including a public library as the main focal point at the front corner of the building. This approach aims to activate the surrounding community, inviting them into the public space and encouraging them to spend time in the shops and restaurants within the development. The street-facing shops and restaurants on West Temple contribute to a walkable neighborhood between The Outfield and the Ballpark.

A more private space is made accessible to the public, featuring ample green space for residents and community members alike to use and enjoy throughout all seasons.

## RESIDENTIAL

The Outfield blends affordability with profitability, allocating 25% of units at 60% and 40% AMI for neighborhood needs. Diverse unit sizes cater to a wide range of choices, emphasizing profitability while upholding social responsibility.

## RETAIL

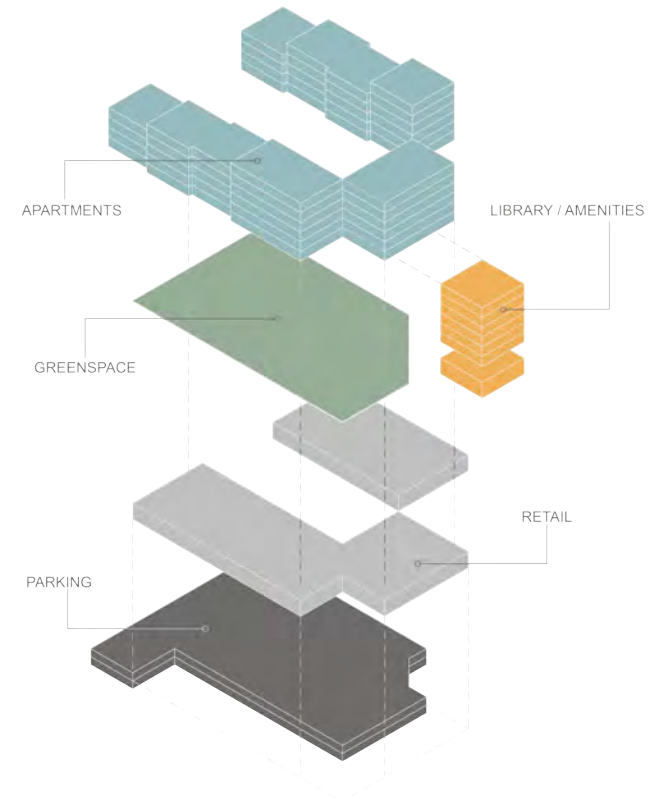
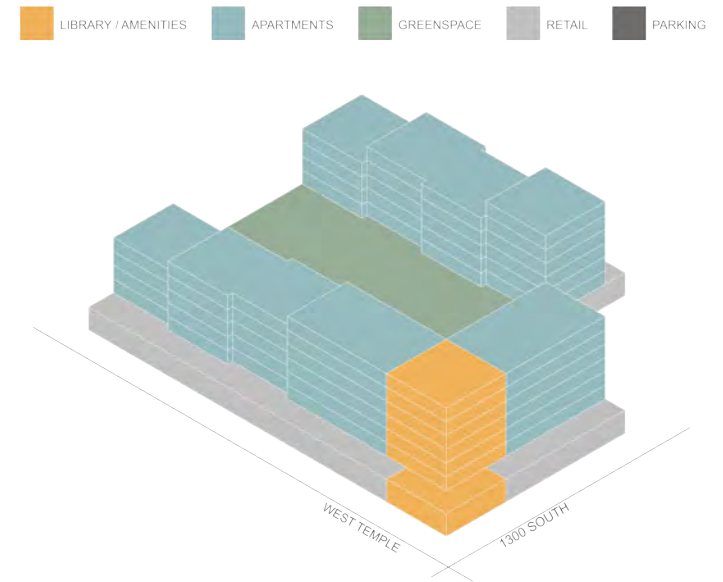
Retail value is maximized both indoors and outdoors. Internally, each space features high ceilings, flexible square footage, and direct access to the parking garage. Externally, each unit is street-facing and covered by an all-season shading structure.

## COMMUNITY

With the inclusion of amenities such as a library, green space, and family oriented retail, the neighborhood fosters a strong sense of community. Here, everyone feels welcome and secure, encouraging active participation from all residents.

## FEATURES

- Wellness Center
- Clubhouse
- Secure Unit Access
- Covered Parking
- Diverse Tenant Mix
- Street Activation
- Protected Walkway
- Covered Parking
- Access to Services
- Quiet Study / Work Space
- Fire Pits
- Green Space

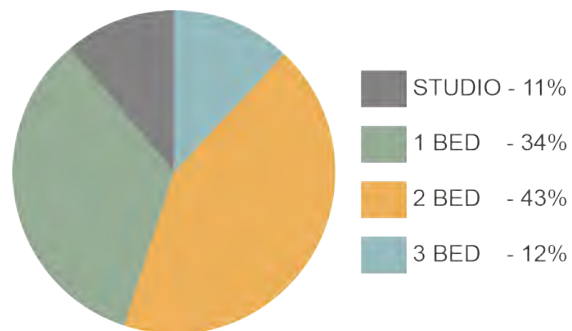
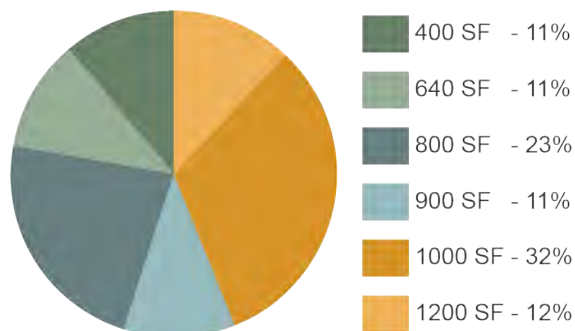


# RESIDENTIAL UNITS

## UNIT MIX

The Outfield presents an intentionally family-centric combination of floor plan options. Our unit mix offers a range of housing types, from large three-bedroom & two-bathroom units to smaller one-bedroom & one-bathroom all the way to studio apartments. Our project is positioned to support the families of Ballpark community to ensure they are given opportunities for housing within the Ballpark community. The unit mix is strategically fragmented, offering 55% of all units to be two-bedrooms and two-bathrooms or larger, with our two bedrooms representing 43% of all floor plans. Initial lease up rents can be found below:

	# of Units	SF	% Split	AMI	\$/SF	Monthly Rent	Annual Revenue
Studio - Market	18	400	75%	100%	\$3.36	\$1,345	\$290,501
1x1 A - Market	18	640	75%	100%	\$2.85	\$1,823	\$393,870
1x1 B - Market	38	800	75%	100%	\$2.87	\$2,294	\$1,046,265
2x2 A - Market	18	900	75%	100%	\$2.60	\$2,339	\$505,307
2x2 B - Market	51	1000	75%	100%	\$2.77	\$2,772	\$1,696,725
3x3 A - Market	20	1200	75%	100%	\$2.48	\$2,975	\$713,885
<b>Market Total</b>	<b>163</b>						<b>\$4,646,553</b>
Studio - Affordable	6	400	25%	60%	\$2.78	\$1,114	\$80,190
1x1 A - Affordable	6	640	25%	60%	\$1.99	\$1,272	\$91,598
1x1 B - Affordable	12	800	25%	60%	\$1.59	\$1,272	\$183,197
2x2 A - Affordable	6	900	25%	40%	\$1.06	\$954	\$68,715
2x2 B - Affordable	17	1000	25%	40%	\$0.95	\$954	\$194,693
3x3 A - Affordable	6	1200	25%	40%	\$0.88	\$1,060	\$76,320
<b>Affordable Total</b>	<b>53</b>						<b>\$694,713</b>
<b>Total</b>	<b>216</b>						<b>\$5,341,266</b>



## COMPARABLES



	IZZY	Seven02 Main	Slate
	\$1,537 - Studio	\$1,448 - Studio	\$1,328 - Studio
	\$2,337 - 1 Bed	\$1,727 - 1 Bed	\$1,635 - 1 Bed
	\$3,068 - 2 Bed	\$2,320 - 2 Bed	\$1,985 - 2 Bed
	\$3,381 - 3 Bed	\$2,768 - 3 Bed	N/A

# RESIDENTIAL AMENITIES



## WELLNESS CENTER

A 3,600 SF wellness center houses weight, cardio, and yoga / meditation focused amenities.



## CLUBHOUSE

Mass timber clubhouse - great views features pool / ping-pong table and reservable lounging / event spaces.



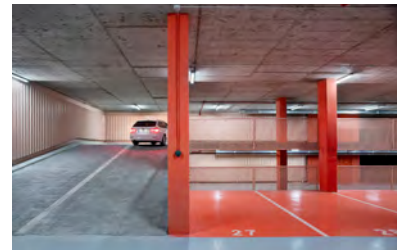
## LIBRARY ACCESS

The library features private rooms where residents can work from home in a more professional setting.



## BIKE STORAGE

Free and secure interior bike storage provides spatial freedom within their new home.



## COVERED PARKING

Two levels of covered parking with residential spaces separated from public retail parking spaces.



## FIRE PITS

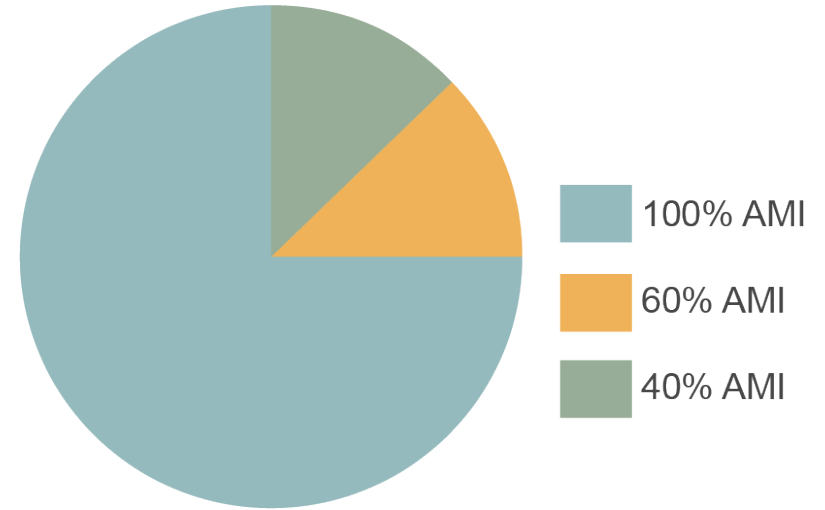
Outdoor gathering spaces encourage community gathering and interaction between residents and visitors.



# AFFORDABILITY

The Outfield encourages the residence of families from all backgrounds. Utilizing partnership financing from the Salt Lake City Redevelopment Agency and the Olene Walker Housing Loan Fund, our project offers a range of unit sizes with varying levels of affordability. Spreading out the affordability ranges beyond one set of affordability is beneficial for multiple reasons. Research from the MacArthur Foundation suggests that promoting mixed-income communities can expand the social networks of low-income households, which can include those with more education, income, and racial diversity. These opportunities can help families build social capital that might help with future job prospects and upward mobility. The Outfield will offer 53 units split between 40% and 60% AMI to encourage these positive community-driven benefits. In contrast to common practice, we've prioritized our deepest affordability for two and three bedroom units rather than studio and one bedroom apartments. This approach aims to keep Ballpark families within the neighborhood.

Our project seeks to provide ample housing affordability for the Ballpark Neighborhood. Over the next four years, RAD plans to submit applications for all project-based vouchers that become available via Salt Lake Housing Authority' Request for Proposal (RFP) process. The RFP process for project-based vouchers can be highly competitive and to combat this, we intend to work closely with the Salt Lake Housing Authority to ensure we are keenly aware of future project-based voucher availability.



# RETAIL // TENANT MIX

## RETAIL SPACE

The Outfield retail mix spans from smaller spaces of 1,100 SF to larger spaces of 4,100 SF. This unique mixture of sizes intends to encourage tenants of all sizes to fill space in our project. The objective of our ground floor retail is to create an environment that our tenants want to live near, but also an area where surrounding neighbors and Salt Lake Valley citizens want to explore. The covered walkway allows for a year-round opportunity for tenants to market their goods and services outdoors, in addition to offering outside dining options. The retail units that face West Temple have even more value with Salt Lake City planning on transforming West Temple into a festival street.

## IDEAL TENANT MIX

- Coffee Shop // Café
- Local Breakfast // Lunch
- Fast Casual Food
- Family-Friendly Restaurants
- Ice Cream // Frozen Yogurt
- Soda // Boba Tea
- Barber // Salon
- Bodega // Marketplace
- Child Care
- Gym // Exercise Chain
- Boutique // Clothing Stores
- Record // Game Stores

## COMPARABLES



PaperBox	The Wells	Granary Campus
\$36/SF	\$38/SF	\$40/SF



# LIBRARY

## ACCESS TO SERVICES

Historically, libraries have always been one of the greatest assets to the communities they serve. Underrepresented populations can find much-needed help and services through their local library branch, and RAD believes that the Ballpark Neighborhood would benefit from these services. Not only are traditional physical books available for checkout, but each library also provides many other services such as workspace, digital catalogs, passport services, research assistance, discounted printing, and access to various digital subscriptions found online. Each of these services aims to support the local community. Additionally, access to library services and education is essential in overcoming economic barriers, and RAD believes this is a crucial need for the area. We would love to be a part of supporting this initiative.



# PUBLIC-PRIVATE PARTNERSHIP

## BENEFITS

With most public libraries typically being standalone buildings, RAD proposes a new design for SLC that integrates the Ballpark Station Library into the Outfield mixed-use retail space. This approach not only reduces financial costs for the city but also provides a more dynamic environment for residents of the community.

PROJECT	LOCATION	COST	SIZE
<b>LIBRARY + APARTMENTS</b>	Mission Bay Branch: San Francisco Public Library	Library: \$4 Million	Total: 7,500SF
<b>LIBRARY + MULTIPURPOSE SPACE + PARKING GARAGE</b>	Burien Library: King County Library System	Library: \$12.3 Million	Library: 32,000 SF
		Total: \$20.7 Million	Total: 49,000 SF
<b>LIBRARY + SUBSIDIZED APARTMENTS</b>	Villard Square Branch: Milwaukee Public Library	Library: \$3.8 Million	Library: 12,770 SF
		Total: \$9.5 Million	Total: 69,787 SF
<b>LIBRARY + AFFORDABLE HOUSING + CAFE</b>	Hollywood Library in Portland, OR	Library: \$4.65 Million	Library: 13,000 SF
		Total: \$11.3 Million	Total: 57,815 SF

<https://ced.sog.unc.edu/wp-content/uploads/sites/1176/2016/08/librray.png>



## ECONOMIC WIN // WIN

Embedding a library into mixed-use developments, seen in cities like Milwaukee and New York, presents a mutually beneficial relationship. This model reduces the public burden on library costs while attracting new residents and tenants, supporting services like high-speed internet access and STEM training all located within the same building.

## FINANCIAL BOOST

Incorporating a public library not only ensures a steady stream of visitors but also enhances the overall attractiveness of the mixed-use development, attracting more patrons to the retail establishments. This increased foot traffic not only benefits the retail tenants but also fuels economic cycles within the community, ultimately catalyzing further development initiatives.

## SHARED INFRASTRUCTURE

Shared parking opportunities, highlighted in projects like the Independence Branch Library in Chicago, IL, demonstrate the practicality of combining library and residential components for optimized construction and operational efficiency. Sharing resources can reduce the overall impact of high cost items such as construction and maintenance.

## COMMUNITY TRANSFORMATION

Success stories like the Northtown Public Library and Affordable Apartments showcase the transformative impact of combining libraries with affordable housing. RAD's Outfield aligns with this approach, contributing to neighborhood resilience and sustainability throughout the entire project in areas such as programming and construction.

## LASTING CIVIC IMPACT

Former Chicago Housing Authority CEO Eugene E. Jones, Jr.'s recognition of co-located libraries emphasizes their lasting impact as community anchors. This aligns with RAD's vision for The Outfield as a vibrant hub fostering social interaction, cultural enrichment, and economic growth. Such projects contribute to neighborhood vitality and sustainability.

# GREEN SPACE // PLACE MAKING

## PLACE MAKING

Place-making in urban design, coupled with art installations, plays a pivotal role in shaping vibrant mixed-use residential communities. By strategically incorporating appealing public spaces and engaging artworks, foot traffic naturally increases, fostering a sense of community and identity. This creates an inviting atmosphere that not only attracts residents but also draws visitors from diverse locations, contributing to the community's vitality and making it a destination for shared experiences and cultural enrichment.

## GREEN SPACE

Urban green space is linked to increased exercise, mental health, and overall well-being. Raising the courtyard above the parking allows for more public space and introduces an element of curiosity to draw visitors in to explore.

## EVENT SPACE

The paved portion of the courtyard offers a versatile space for hosting community-driven events, which can be organized by the library or other members of the community. Here are a few examples: Yoga or fitness classes, story-time sessions for children, & farmers' markets.

## ART INSTALLATIONS

The most powerful sense of place comes from displaying local culture and history. Art installations are a great way to showcase unique pieces of Ballpark culture and make the space engaging. Installations can often double as interesting forms of outdoor seating as well.



# TRANSIT // PARKING



## TRANSIT ORIENTED

Supporting the neighborhood's walkable vision, this development is oriented towards a public transportation lifestyle for residents. With bus stops and a UTA trax station across the street, public transportation is already a viable option. The retail tenant mix is meant to support residents within a walkable distance. Residents should find everything they need within their own neighborhood with public transit to support anything beyond.

## UTA

The Outfield is situated opposite of a UTA bus and trax station that services the SL valley. RAD proposed adding an additional N/S bus stop on 13th South, up-cycling Bee's stadium seats, as well as a Salt Lake Public School bus stop on West Temple. UTA is planning on upgrading the Ballpark trax station into a transfer point that connects the Salt Lake Valley to this point. With this transit hub across the street, residents have more transportation options and visitors can more easily access the site.

## PARKING

The 328 covered parking spaces nestled below the raised courtyard allow ample parking without the need to go subterranean. 100 parking spaces are dedicated to retail and 228 to residents. Offering a parking ratio greater than 1:1. Due to demand for urban green space, raised courtyard construction methods have improved to avoid maintenance issues. Local examples that highlight successful implementations of this approach include Temple Square and Astra Tower.

# SUSTAINABILITY

## PASSIVEHAUS STANDARD

The Outfield strives to achieve all PassiveHaus standards for maximum passive sustainability. We believe that small changes can be made to improve building performance and provide a space that focuses on longevity.

## VENTILATION HEAT RECOVERY

Airtight buildings need highly efficient ventilation systems to keep the air fresh. Ventilation systems recover heat and moisture from exhaust air. In this dry climate, recycling humidity goes a long way towards thermal comfort.

## WINDOWS WITH VERTICAL SHADING

High performance windows with multiple low-e coated panes and argon fillers provide the best protection. Adjustable vertical shading on west and east balconies protect against unwanted solar heat gain.

## WATER BARRIER

The brick facade is separated from the structure by a thin layer of air. Within this small air gap, any water that penetrates the brick can drip all the way down and drain out the bottom. As a result, the vapor barrier, insulation, and other components of the wall remain unaffected by rainwater.

## CONTINUOUS INSULATION

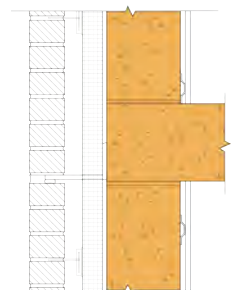
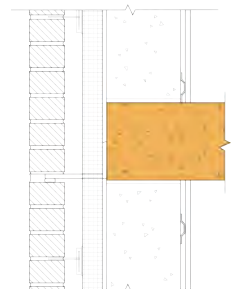
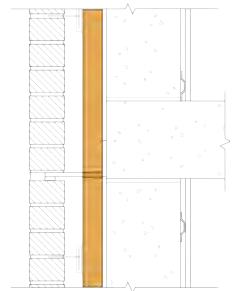
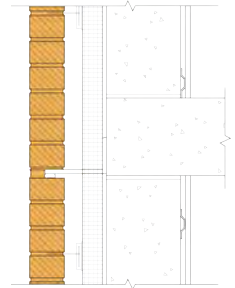
Rigid insulation covers the entire exterior without any gaps, facilitated by the absence of protruding balconies. This continuous insulation significantly enhances thermal retention performance. Additionally, the green roof is a strong layer of insulation.

## NO THERMAL BRIDGES

Continuous insulation limits thermal bridging, which occurs when interior materials are exposed to the exterior, facilitating heat transfer through conduction. Utilizing concrete floor slabs as thermal masses helps maintain more consistent temperatures, rather than fluctuating with exterior conditions.

## AIR TIGHT

The majority of heating and cooling energy in buildings is lost through air escaping the building envelope. These well-sealed walls will retain conditioned air more effectively, resulting in better utilization of HVAC energy.



# SUSTAINABILITY



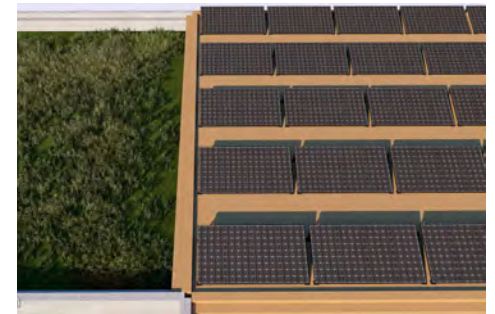
## GREEN ROOF

Green roofs serve multiple sustainable purposes, they provide better insulation values and require less maintenance than typical roof constructions. Also, they prevent precipitation from pooling on the roof and leaking, while also resisting urban heat island effects and reducing solar heat gain in the building.



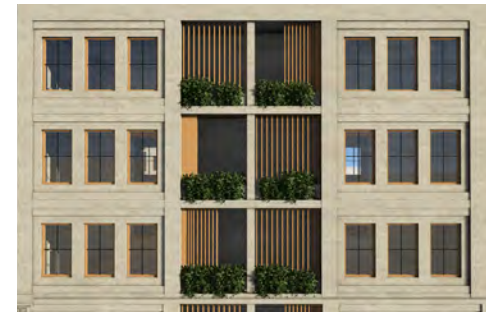
## PV PANELS

Efficient PV panels are worthwhile even in small numbers. An array of panels covering the mass timber portion of the roof is enough to offset the electrical energy costs of the library and other amenities. Another potential option would be solar water heaters to supplement residential hot water usage.



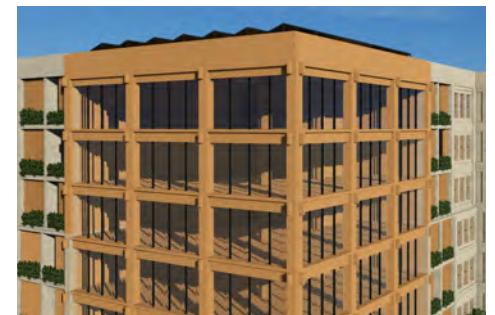
## CONCRETE

Most of the building is constructed in a 20' x 20' reinforced concrete structural grid. This structural grid size minimizes floor slab thickness and saves on material costs. Concrete buildings have a lifespan of up to 100 years, double that of light timber construction. This development is built to last.



## MASS TIMBER

Mass timber sequesters carbon and prevents deforestation when sourced responsibly. Mass timber is more fire resistant than traditional light timber construction. The carbon cost of producing and constructing with mass timber is up to 26.5% less than concrete and steel.





# INNOVATION

## SEAMLESS GRID

In development, RAD found a grid system that would help seamlessly transition between the concrete structure in the retail / residential to the mass timber of the library. With this system, we found that many other factors and choices were influenced in a positive manner.



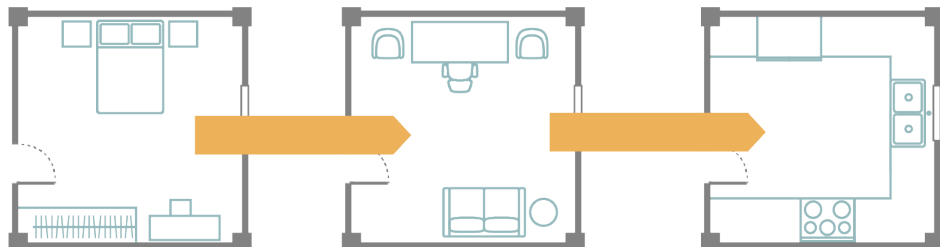
## REDUCED CONCRETE USE

Because of this 20'x20' grid, we were able to reduce the amount of concrete used by 31%. While more columns would be used, each column would be smaller and use less concrete overall. The same principal was applied to each slab, creating a massive saving in concrete that not only saves on money, but also on carbon emissions.



## LONGEVITY

The strict structure of this grid also enables significant flexibility in the internal spatial arrangement of the floor plan. Because the columns are positioned in a repeating pattern, the building is highly adaptable to various configurations and uses. With such a long effective lifespan, it can be adaptively reused to meet the evolving needs of the community. A step beyond sustainability is building resiliency; being built to last and adapt to future uses is environmentally responsible.



## THE LIBRARY

RAD proposes an innovative program element that includes a public library as the focal point of our project and the hottest future hangout spot in the neighborhood. This strategic approach intends to draw crowds from far and wide to make use of the new public space while also contributing to a sense of community within the revitalized neighborhood. The Outfield finds itself in an ideal location to contribute to Salt Lake City's vision of incorporating a Festival Street along West Temple.

Our unique partnership with Salt Lake City creates the opportunity for a new public library to be built in a neighborhood in need of the resources that come with a local library at no up-front cost to the city. The perpetual and substantially discounted rent charged to the library as an anchor tenant positions the city to start operations with less capital.

The library is connected to the project's outdoor event space so it can expand its available area when hosting events accessible to residents and all community members.



# HIGHEST & BEST USE



## PHYSICALLY POSSIBLE

The 2.28-acre site provides ample space for creating a seamless built environment within the neighborhood and is strategically positioned adjacent to the future Ballpark Redevelopment. Moreover, the surrounding infrastructure is primed for additional development, offering promising opportunities for growth. By incorporating a mix of Type II and Type IV construction, as outlined in the 2024 IBC, the design ensures physical feasibility. This is achieved by adhering strictly to a structural grid in both construction types, enabling streamlined planning and execution while maximizing the site's potential.

## LEGALLY PERMISSIBLE

The site is currently zoned as General Commercial but is slated for a transition to a new form-based code known as Mixed Use-8. The Outfield project is designed to align with the principles of MU-8 zoning, which entails features such as 10-foot step backs, vibrant ground floor activities, and inviting public plazas. The City currently owns an alley within the site. In accordance with City Ordinance Chapter 14.52, we aim to collaborate with SLC to acquire this parcel, thereby facilitating seamless integration and alignment with the envisioned development goals.

## FINANCIALLY FEASIBLE

Funded through financing solutions involving the Redevelopment Agency, the Olene Walker Housing Loan Fund, and the Department of Housing and Urban Development 221(d)(4) program, our project ensures a high DSCR throughout the ownership phase, thanks to favorable loan terms. The blend of multifamily residences and retail spaces guarantees a positive cash flow model. The projected returns present an opportunity for the intersection of affordability and profitability, promising sustainable financial success while addressing housing needs.

## MAXIMALLY PRODUCTIVE

This project is meticulously designed to address every essential aspect of daily life for Ballpark families. By offering a range of transit options, entertainment venues, and a diverse array of food and retail choices, we have curated a comprehensive hub that caters to the diverse needs of residents. Our aim is to not only meet but exceed expectations, ensuring that the development significantly enhances the overall quality of community life in Ballpark. The longevity and adaptability of the project also ensures that it will continue to be the best use for its full lifespan.

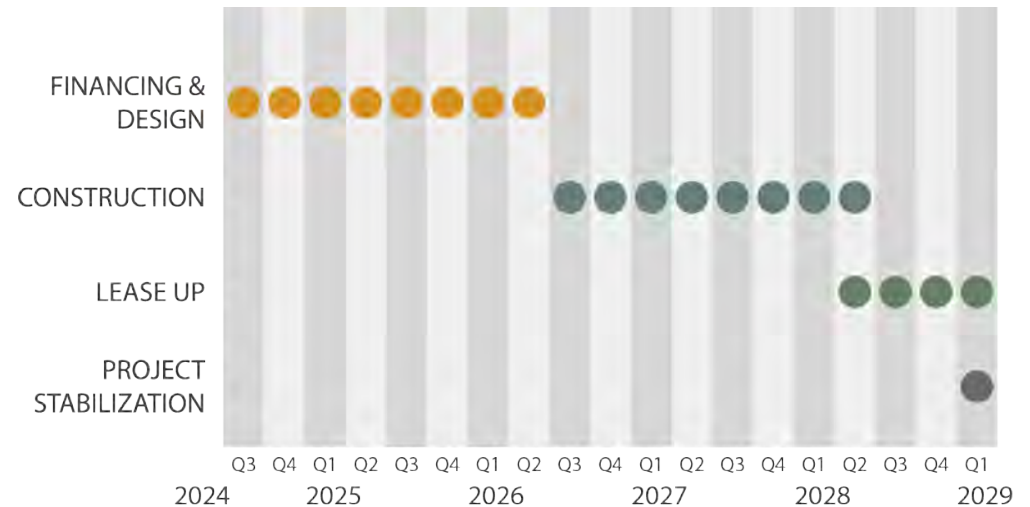
# CONSTRUCTION BUDGET // TIMELINE

## DEVELOPMENT COSTS

<b>Land</b>	<b>\$75/Sf</b>	<b>\$7,945,344</b>
<b>Hard costs</b>		
Site work / Demo	\$20/sf	\$1,986,336
Construction Cost	\$240/sf	\$64,800,000
Mass Timber	\$275/sf	\$6,930,000
Parking	\$30k/Stall	\$9,840,000
Utilities		\$99,317
Elevators		\$945,000
Landscaping		\$554,000
FF&E Clubhouse/Gym		\$172,800
Grease Traps		\$100,000
Tenant improvements		\$1,600,000
HC Contingency		\$4,280,400
<b>Total Hard Costs</b>		<b>\$91,307,853</b>
<b>Soft Costs</b>		
Development Fee		\$2,823,154
Architectural & Eng.		\$1,597,887
Building Permit & Fees		\$74,488
Impact Fees		\$124,146
Geotech, Env, Traffic & Survey		\$74,488
Bank Inspections		\$49,658
RE Taxes		\$198,634
Property Insurance		\$88,560
Legal, Org, Title, Closing, Appraisal		\$114,214
Mgt Start-up & Marketing		\$32,400
SC Contingency		\$442,800
Loan Origination Fee		\$850,000
Interest Reserve (I/O)	5%	\$4,024,019
<b>Total Soft Costs</b>		<b>\$10,494,448</b>
<b>Total Project Costs</b>		<b>\$109,747,645</b>



## PROJECT SCHEDULE



# LOAN STRUCTURE // CAPITAL STACK

## DEBT

	FHA HUD 221(d)(4)	RDA Loan	OWHLF	Total
Loan Amount	\$83,027,552	\$2,550,132	\$2,000,000	\$87,577,684
LTV	70%	2.15%	1.69%	74%
LTC	76%	2.32%	1.82%	80%
DSCR	1.24			1.20
All-in Interest Rate	5.20%	1.00%	2.00%	N/A
Term (months)	120	120	120	120
Amortization (years)	40	40	40	40

## SOURCES

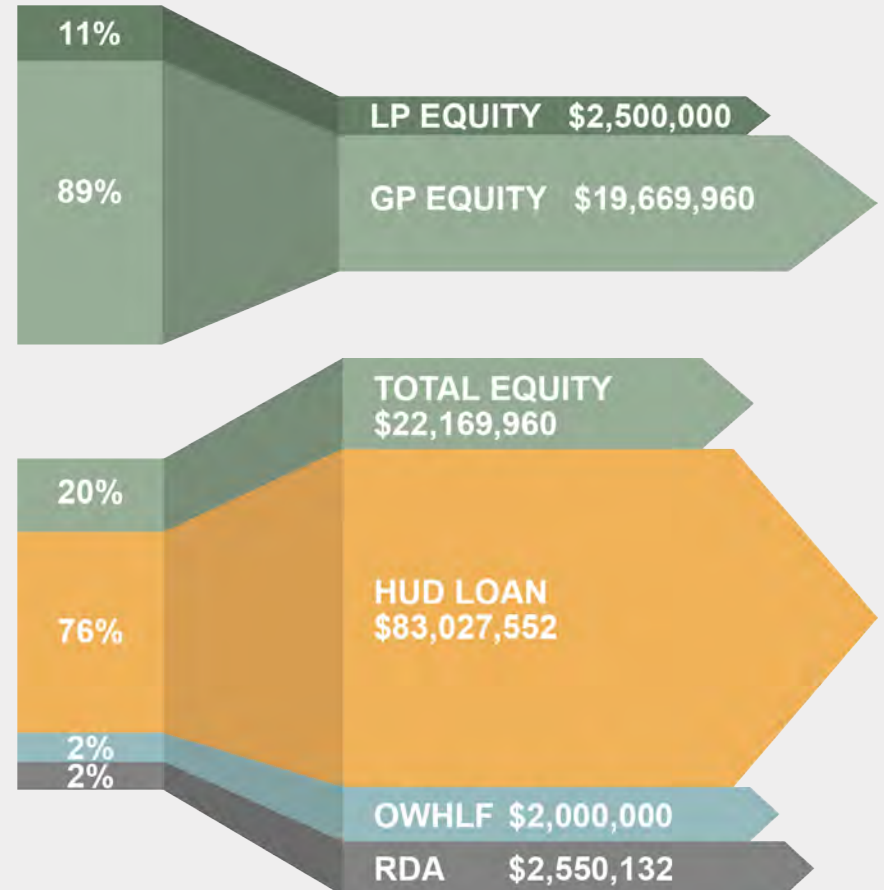
			Per Unit	Per SF
LP Equity	\$19,669,960	18%	\$91,065	\$67
GP Equity	\$2,500,000	2%	\$11,574	\$8
<b>Total Equity</b>	<b>\$22,169,960</b>	<b>20%</b>	<b>\$102,639</b>	<b>\$75</b>
HUD Loan	\$83,027,552	76%	\$384,387	\$281
OWHLF	\$2,000,000	2%	\$9,259	\$7
RDA	\$2,550,132	2%	\$11,806	\$9
<b>Total Debt</b>	<b>\$87,577,684</b>	<b>80%</b>	<b>\$405,452</b>	<b>\$297</b>
<b>Total</b>	<b>\$109,747,645</b>	<b>100%</b>	<b>\$508,091</b>	<b>\$372</b>

## USES

			Per Unit	Per SF
<b>Land Acquisition</b>	<b>\$7,945,344</b>	<b>7%</b>		<b>\$80</b>
Hard Costs	\$11,870,021	11%		\$237
Soft Costs	\$1,364,278	1%		\$27
<b>Total Retail Uses</b>	<b>\$13,234,299</b>	<b>12%</b>		<b>\$265</b>
Hard Costs	\$79,437,832	72%	\$367,768	\$324
Soft Costs	\$9,130,170	8%	\$42,269	\$37
<b>Total Residential Uses</b>	<b>\$88,568,002</b>	<b>81%</b>	<b>\$410,037</b>	<b>\$361</b>
Land Acquisition	\$7,945,344	7%	\$36,784	\$27
Hard Costs	\$91,307,853	83%	\$422,722	\$309
Soft Costs	\$10,494,448	10%	\$48,585	\$36
<b>Total</b>	<b>\$109,747,645</b>	<b>100%</b>	<b>\$508,091</b>	<b>\$372</b>

## PRIMARY LENDER REQUIREMENTS

The HUD221(d)(4) loan imposes specific requirements for approval. Commercial space must be limited to less than 25% of Net Rentable Square Feet, and income cannot exceed 30% of Effective Gross Income. At stabilization, the Debt Service Coverage Ratio must be at least 1.15, with a 4% working capital reserve, half of which is designated as construction contingency. The Outfield occupies less than 17% of NRSF, contributes less than 20% of total income, and operates at a 1.20 DSCR at stabilization, which increases to 1.32 DSCR by the fifth operating year. Our interest reserve accounts for 5% of total construction costs, and the final 2% working capital reserve requirement has been waived due to our high DSCR and the rigorous underwriting standards applied to our project. The loan interest rate includes a MIP of .25 bps.



# PROFORMA

## STABILIZED PROFORMA

Residential Income	Annual \$
Gross Potential Rent	\$5,501,504
Parking	\$608,112
Ratio Utility Billing System	\$509,850
Other income	\$117,667
Vacancy/ Collection Lost (6%)	\$(330,090)
<b>Net Residential Income</b>	<b>\$6,407,043</b>
<b>Retail Income</b>	
Gross Potential Rent (NNN)	\$1,697,941
Vacancy (7%)	\$(118,856)
<b>Net Retail Income</b>	<b>\$1,579,085</b>
<b>Total Income</b>	<b>\$7,986,128</b>
<b>Residential Expenses</b>	
Payroll	\$309,000
CAPEX Maintenance/Repairs	\$154,500
Management Fee (3%)	\$132,036
Utilities	\$463,500
Marketing	\$46,511
General & Administrative	\$94,760
Property Taxes	\$449,443
Insurance	\$110,210
Capital Reserves	\$51,500
<b>Total Residential Expenses</b>	<b>\$1,811,461</b>
<b>Retail Operating Expenses</b>	
Management Fee (3%)	\$40,751
Capital Reserves	\$15,450
<b>Total Retail Operating Expenses</b>	<b>\$56,201</b>
<b>Total Expenses</b>	<b>\$1,867,661</b>
<b>Total Project NOI</b>	<b>\$6,118,467</b>

## Project KPI's

Income/Unit/Year	Opex/Unit/Year	Cost/Unit	Project OPEX Ratio	Avg. Retail \$/SF
\$29,662	\$8,287	\$410,037	28.16%	\$30
Avg. Residential Rent	Avg. Affordable Rent	Average Unit Size	Retail % Income	Retail % SF
\$2,376	\$1,092	860 SF	20.13%	16.94%



# DISCOUNTED CASH FLOWS

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
<b>Net Operating Income</b>	<b>\$4,706,857</b>	<b>\$6,118,467</b>	<b>\$6,333,586</b>	<b>\$6,523,593</b>	<b>\$6,719,301</b>	<b>\$6,920,880</b>	<b>\$7,128,507</b>	<b>\$7,342,362</b>	<b>\$7,562,633</b>	<b>\$7,789,512</b>	<b>\$8,023,197</b>
<b>Financing</b>											
Developer Equity	(\$22,169,960)										
Permanent Loan Proceeds	N/A										
Permanent Loan Debt Service - FHA	\$(4,317,433)	\$(4,936,990)	\$(4,936,990)	\$(4,936,990)	\$(4,936,990)	\$(4,936,990)	\$(4,936,990)	\$(4,936,990)	\$(4,936,990)	\$(4,936,990)	\$(4,936,990)
Permanent Loan Debt Service - RDA	\$(77,378)	\$(77,378)	\$(77,378)	\$(77,378)	\$(77,378)	\$(77,378)	\$(77,378)	\$(77,378)	\$(77,378)	\$(77,378)	\$(77,378)
Permanent Loan Debt Service - OWHLF	\$(72,678)	\$(72,678)	\$(72,678)	\$(72,678)	\$(72,678)	\$(72,678)	\$(72,678)	\$(72,678)	\$(72,678)	\$(72,678)	\$(72,678)
DSCR	1.05	1.20	1.25	1.28	1.32	1.36	1.40	1.44	1.49	1.53	
<b>Cash Flow After Debt Service</b>	<b>\$239,368</b>	<b>\$1,031,421</b>	<b>\$1,246,540</b>	<b>\$1,436,548</b>	<b>\$1,632,255</b>	<b>\$1,833,834</b>	<b>\$2,041,461</b>	<b>\$2,255,316</b>	<b>\$2,475,587</b>	<b>\$2,702,466</b>	
<b>Sale Calculations</b>											
	Blended Cap Rate										
	5.28%										
Sale Value	\$111,244,849	\$115,156,106	\$118,610,789	\$122,169,113	\$125,834,186	\$129,609,212	\$133,497,488	\$137,502,413	\$141,627,485	\$145,876,310	
Less: costs of sale	\$2,224,897	\$2,303,122	\$2,372,216	\$2,443,382	\$2,516,684	\$2,592,184	\$2,669,950	\$2,750,048	\$2,832,550	\$2,917,526	
Remaining Loan Balance - HUD	\$82,393,014	\$81,724,682	\$81,020,755	\$80,279,340	\$79,498,439	\$78,675,949	\$77,809,655	\$76,897,225	\$75,936,201	\$74,923,996	
Remaining Loan Balance - RDA	\$2,498,017	\$2,445,378	\$2,392,211	\$2,338,509	\$2,284,268	\$2,229,482	\$2,174,146	\$2,118,254	\$2,061,800	\$2,004,779	
Remaining Loan Balance - OWHLF	\$1,967,021	\$1,933,376	\$1,899,051	\$1,864,034	\$1,828,311	\$1,791,866	\$1,754,685	\$1,716,755	\$1,678,058	\$1,638,581	
<b>Net Sale Proceeds</b>	<b>\$22,161,900</b>	<b>\$26,749,549</b>	<b>\$30,926,556</b>	<b>\$35,243,847</b>	<b>\$39,706,485</b>	<b>\$44,319,730</b>	<b>\$49,089,052</b>	<b>\$54,020,131</b>	<b>\$59,118,876</b>	<b>\$64,391,428</b>	
<b>CFADS + Net Sale Proceeds</b>	<b>\$22,401,268</b>	<b>\$27,780,969</b>	<b>\$32,173,096</b>	<b>\$36,680,394</b>	<b>\$41,338,740</b>	<b>\$46,153,565</b>	<b>\$51,130,512</b>	<b>\$56,275,447</b>	<b>\$61,594,463</b>	<b>\$67,093,894</b>	

# PROJECT RETURNS

## Equity Waterfall Structure

Equity Hurdles	IRR Hurdles	GP Cash Flow Split	LP Cash Flow Split
Preferred Return	14%	11%	89%
1	16%	20%	80%
2	18%	25%	75%
3	20%	30%	70%

## Waterfall Return Metric

Project Level IRR	Project Level Equity Multiple	GP Promote
14.47%	3.75 X	\$797,758

## General Partner Returns Limited Partner Returns

General Partner Returns		Limited Partner Returns	
Distribution	\$7,678,869	Distribution	\$53,342,715
Contribution	\$2,500,000	Contribution	\$19,669,960
Net Profit	\$5,178,869	Net Profit	\$33,672,754
IRR	15.33%	IRR	14.35%
Equity Multiple	3.1 X	Equity Multiple	2.7 X

## Total Equity Split

Total Equity Split	\$22,169,960	100%
Limited Partner	\$19,669,960	89%
General Partner	\$2,500,000	11%

## % Breakdown

# SENSITIVITY

## HUD Interest Rates

	Stress Case (5.45%)	Base Case (5.20%)	Best Case (5.10%)
Project IRR	13.95%	14.47%	14.67%
Project Equity Multiple	3.66 X	3.75 X	3.79 X
Project Cash on Cash	6.85%	7.62%	7.93%

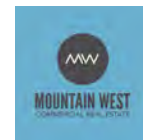
## Exit Cap Rate

	Stress Case (5.75%)	Base Case (5.50%)	Best Case (5.25%)
Project IRR	12.75%	14.47%	16.69%
Project Equity Multiple	3.18 X	3.75 X	4.65 X
Sale Value	\$139,533,862	\$145,876,310	\$152,822,801

## Total Residential Revenue

	Stress Case (10% decrease)	Base Case (No Change)	Best Case (10% Increase)
Project IRR	10.16%	14.47%	20.42%
Project Equity Multiple	2.61 X	3.75 X	5.97 X
Project Cash on Cash	5.28%	7.62%	12.15%
Yield on Cost - Exit	6.51%	7.10%	7.68%
Sale Value	\$133,921,320	\$145,876,310	\$157,831,300

# SPONSORS



## IN SUMMARY...

“We want those empty storefronts full of local businesses. We want a nice mixture of denser, owner-occupied housing. I’m hoping this is a neighborhood where younger families can get a foothold in Salt Lake City, maybe choose to make it their long-term home. I would love to hear about families moving into the neighborhood instead of moving away.”

- Amy Hawkins  
Current Ballpark Community Council chair

Drawing upon this sentiment, as well as numerous similar expressions from residents and proponents of the Ballpark Neighborhood, we have designed The Outfield to align with what the community envisions for itself. Our aim is for this development to act as a catalyst for neighborhood enhancement, supporting both the families already residing here and newcomers seeking a place to settle.

This proposal brought to you by Red Arch Development:



RED ARCH DEVELOPMENT



Camden Woll

Finance // Development

UofU MRED 2025



Kristofer Long

Finance // Development

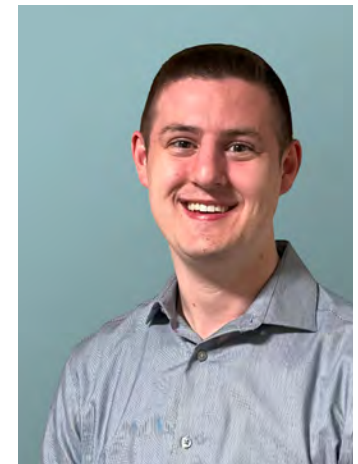
UofU MRED / MSF 2025



Sagan Gotberg

Architecture // Design

UofU MArch 2025



Vance Siebers

Architecture // Design

UofU MArch 2025



