

Miller's Court

Baltimore, Maryland

Applicant: Elaine DiPietro, Enterprise Community Investment, Inc.



2015 RUDY BRUNER AWARD PROJECT DATA



PROJECT DATA

Please answer questions in space provided. If possible, answers to all questions should be typed or written directly on the forms. If the forms are not used and answers are typed on a separate page, each answer must be preceded by the question to which it responds, and the length of each answer should be limited to the area provided on the original form.

Project Name Miller's Court Location _____ City Baltimore State MD

Owner Seawall Development Company

Project Use(s) Mixed-use: residential rental apartments, office space for non-profits and a coffee shop

Project Size 89,000 square feet total Total Development Cost \$21.8 million

Annual Operating Budget (if appropriate) \$532k (operating expense of maintaining Miller's Court, not including debt service)

Date Initiated August 2008 Percent Completed by December 1, 2014 100%

Project Completion Date (if appropriate) 12/11/2009 Project Website (if appropriate) http://millerscourt.com/

Attach, if you wish, a list of relevant project dates _____

Application submitted by:

Name Elaine DiPietro Title Vice President

Organization Enterprise Community Investment, Inc.

Address 11000 Broken Land Parkway City/State/Zip Columbia, MD 21044

Telephone (410) 772-2428 Fax (410) 772-2704

E-mail edipietro@enterprisecommunity.com Website (if appropriate) www.enterprisecommunity.com

Perspective Sheets:

Organization	Name	E-mail
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Public Agencies	<u>Baltimore City Council</u>	<u>Carl Stokes</u>	<u>carl.stokes@baltimorecity.gov</u>
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Architect/Designer	<u>Marks-Thomas Architects</u>	<u>Tom Liebel</u>	<u>toml@marks-thomas.com</u>
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Developer	<u>Seawall Development, LLC</u>	<u>Thibault Manekin</u>	<u>tmanekin@seawalldevelopment.com</u>
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Professional Consultant			
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Community Group	<u>Greater Remington Improvement Assoc.</u>	<u>Chris Merriam</u>	<u>chrismmerriam@gmail.com</u>
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Other	<u>Enterprise Community Partners, Inc.</u>	<u>David Bowers</u>	<u>dbowers@enterprisecommunity.org</u>
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Please indicate how you learned of the Rudy Bruner Award for Urban Excellence. (Check all that apply).

- Direct Mailing Direct Email Previous Selection Committee member Other (please specify)
 Online Notice Previous RBA entrant Professional Organization Joseph B. McNeely recommendation
 Social Media Bruner/Loeb Forum

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Signature Edi Pietro Date 12/9/2014

2015
RUDY BRUNER AWARD
PROJECT
AT-A-GLANCE



PROJECT AT-A-GLANCE

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This sheet, the Project Data sheet, and the representative photo will be sent to the Committee in advance as the *Project Overview*.

Project Name _____

Address _____

City/State/ZIP _____

1. Give a brief overview of the project. Approximately 500 words.

2. Why does the project merit the *Rudy Bruner Award for Urban Excellence*? (You may wish to consider such factors as: effect on the urban environment; innovative or unique approaches to any aspect of project development; new and creative approaches to urban issues; design quality.) Approximately 500 words.

2015 RUDY BRUNER AWARD PROJECT DESCRIPTION



PROJECT DESCRIPTION

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1. Describe the underlying values and goals of the project. What, if any, significant trade-offs were required to implement the project? Approximately 500 words.

2. Briefly describe the project's urban context. How has the project impacted the local community? Who does the project serve? How many people are served by the project? Approximately 500 words.

PROJECT DESCRIPTION (CONT'D)

3. Describe the key elements of the development process, including community participation where appropriate. Approximately 400 words.

4. Describe the financing of the project. Please include all funding sources and square foot costs where applicable. Approximately 400 words.

5. Is the project unique and/or does it address significant urban issues? Is the model adaptable to other urban settings? Approximately 400 words.

2015
RUDY BRUNER AWARD
COMMUNITY
REPRESENTATIVE
PERSPECTIVE



COMMUNITY REPRESENTATIVE PERSPECTIVE

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This sheet is to be filled out by someone who was involved, or represents an organization that was involved, in helping the project respond to neighborhood issues.

Name	Chris Merriam	Title	Community Leader
Organization	Greater Remington Improvement Association - Founding Member	Telephone	(443) 798-1066
Address	303 W 27th St	City/State/ZIP	Baltimore MD 21211
Fax ()		E-mail	chrismmeriam@gmail.com

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Signature		Date	12/9/14
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1. How did you, or the organization you represent, become involved in this project? What role did you play? Approximately 400 words.

I am a homeowner in the Remington neighborhood. I have learned much about the history of Remington and found that it was a neighborhood with healthy commercial development prior to the construction of Interstate 83. Two of the main neighborhood streets were converted to one-way at that time in order to funnel traffic rapidly to and from I-83, slicing through the heart of the neighborhood. That, coupled with an exodus during the 1970s and 1980s, left many of the homes and businesses vacant. As a community leader and an early member of the Greater Remington Improvement Association, I have a direct interest in new development in the Remington neighborhood and I focus my efforts on making it a stable living environment.

I personally became involved in the project when Seawall Development Company approached me to discuss their development plans and seek input from the community.

2. From the community's point of view, what were the major issues concerning this project? Approximately 400 words.

The community at first was skeptical that something positive for the community could come out of Miller's Court. There had been previous failed attempts at development of the building into high end condominiums, and neighboring residents were concerned that the building would result in gentrification of the neighborhood and push long time residents out. Seawall worked hard to include community members, neighborhood associations and prospective tenants in the design discussions. This sincere effort to be inclusive garnered great support from the community and contributed to the success of Miller's Court and the follow-on development in the neighborhood. The principals of Seawall often say this is not their work but rather the work of the neighborhood.

Both the conditions on-site and in the surrounding neighborhood presented a number of challenges for the redevelopment, however Seawall saw the potential for a catalytic development in a disinvested section of Baltimore.

COMMUNITY REPRESENTATIVE PERSPECTIVE (CONT'D)

3. Has this project made the community a better place to live or work? If so, how? Approximately 400 words.

Miller's Court represents the rehab of a vacant building on a contaminated site in an area with an unemployment rate of more than 1.5 times the national average. The building (once a tin can manufacturing plant) is in the heart of Remington, a formerly forgotten Baltimore neighborhood, and sat largely vacant from the 1950s until 2009 as one of many vacant properties that contributed to a perception of disinvestment in the neighborhood. According to the U.S. Census American Community Survey, the residential vacancy rate remained constant at around 19 percent from 2005-2009 in the Remington area. The median household income around Miller's Court from 2005-2009 was estimated at \$28,390 (as compared to \$38,738 for the city of Baltimore), classifying the area as a highly distressed census tract. In addition to commercial and residential vacancies and low household incomes, the neighborhood had a long struggle with high crime rates and a dangerous reputation, especially at the time of the development at Miller's Court.

Seawall Development transformed an abandoned building into a mixed-use, LEED Gold Certified development providing affordable housing and a collaborative environment for Baltimore City teachers and nonprofit organizations.

Miller's Court has helped to ease the negative perception of the Remington neighborhood. The residential vacancy rate decreased from 19 percent to 16 percent in 2010, and anecdotally it seems likely that it has decreased even further since then. Annual crime data from Baltimore City Police confirms that crime has decreased since Miller's Court opened, bucking the citywide trend - Baltimore as a whole has experienced an increase of crime over the same time period. In addition, Remington has also attracted significant new investment and attention since Miller's Court opened.

Overall, Remington has become a more desirable neighborhood - this is supported both by statistics and by feelings and perceptions. Residents of the neighborhood are proud to say they live in Remington, and outsiders are largely aware of the new investment and positive energy in Remington. I have personally invested in the area as a homeowner and I find the area to be a great place to live. Miller's Court has helped create new demand for long-term renting and homeownership in the Remington area.

4. Would you change anything about this project or the development process you went through? Approximately 400 words.

No, more projects should be developed in this manner.

2015
RUDY BRUNER AWARD
PUBLIC AGENCY
PERSPECTIVE



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This sheet is to be filled out by staff representative(s) of public agency(ies) who were directly involved in the financing, design review, or public approvals that affected this project.

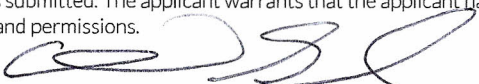
Name **Carl Stokes** Title **Baltimore City Council - 12th District**

Organization **City of Baltimore** Telephone **(410) 396-4811**

Address **100 N. Holliday Street - Room 509** City/State/ZIP **Baltimore, MD 21202**

Fax **(410) 576-9425** E-mail **carl.stokes@baltimorecity.gov**

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Signature  Date **12-9-14**

1. What role did your agency play in the development of this project? Describe any requirements made of this project by your agency (e.g., zoning, public participation, public benefits, impact statements). Approximately 400 words.

The city of Baltimore played a number of key roles in the development of Miller's Court and the subsequent growth in the Remington neighborhood that came as a result of the success of Miller's Court. Working closely with the developer, Seawall Development Co., the city provided both formal and informal support in all phases of development to help facilitate growth while simultaneously preserving the neighborhood's affordability. In fact, Baltimore so fully committed to the success of Miller's Court that the Department of Housing and Community Development ("DHCD") provided a \$750,000 low interest loan to help finance a gap in the the development budget. The terms of the DHCD loan require that Miller's Court provide 10 apartments that are affordable to people living at or below specific income limits: 2 one-bedroom apartments must be occupied by a household at or below 85% Area Median Income ("AMI"); 3 one-bedroom apartments must be occupied by a household at or below 90% AMI and 5 two-bedroom apartments must be occupied by a household at or below 100% AMI. The terms of other sources of financing also require at least 8 apartments be occupied by and affordable to a household at or below 80% AMI – further strengthening the affordability of the neighborhood while providing quality housing and amenities.

2. How was this project intended to benefit your city? What trade-offs and compromises were required to implement the project? How did your agency participate in making them? Approximately 400 words.

The original goal of Miller's Court, and Seawall's subsequent Remington projects, was to convert a vacant, deteriorated former manufacturing building into usable mixed use projects that would provide first class apartments for the workforce, state of the art office space for non-profit organizations and activate neighborhood retail. The actual benefits were far more transformational, as described below. In addition to the \$750,000 low-interest loan that the city provided, Miller's Court received a 10-year real estate property freeze as a result of the Enterprise Zone credit.

Seawall's Miller's Court, Miller's Square, Tire Shop and now Remington Row projects have all met and succeeded several of Baltimore City's key goals:

- Returning vacant properties to productive use
- Creating/Strengthening main streets
- Increasing housing choices
- Creating open green space
- Attracting new families to Baltimore

3. Describe the project's impact on your city. Please be as specific as possible. Approximately 400 words.

The development of Miller's Court served as both a starting point and a tipping point in what has become a renaissance of one of Baltimore's emerging neighborhoods in Remington. On a fundamental level, a formerly vacant building was completely transformed. What was once a dwelling spot for drug and criminal activity now has become a haven for teachers, young professionals and others who desire a safe, affordable home in a connected, transit-oriented, emerging neighborhood. And it was done while respecting the historical integrity of both the building and neighborhood.

In terms of community impact, Miller's Court has played a significant role in the reduction of crime in Remington. Annual crime data tracked by Baltimore City Police Department shows that within 1/4 mile around the Miller's Court building, street larceny (theft) dropped by 38% in the year following the building's opening (2009), and there has been a steady decrease in the number of total crimes reported since 2009.

Meanwhile, the neighborhood has benefited from an influx of new, local businesses, including coffee shops, bakeries and restaurants. Directly across the street from Miller's Court, a former tire shop was recently transformed into a local community theater along with non-profit office space and a destination restaurant and butcher shop owned by a nationally renowned chef. All of this activity is positive for the neighborhood, residents, businesses and city.

As a sign of long-term commitment, the success of Miller's Court spurred Seawall to acquire, rehabilitate and sell 30 homes "at cost" in a project that they called Miller's Square. Over 50% of these homes were purchased by teachers (former residents of Miller's Court) who wanted to put down permanent roots in Remington and Baltimore. Home ownership has numerous benefits to the community – increasing property tax revenue, which provides an opportunity for additional school funding; increasing property values for surrounding homes (reducing vacant and derelict homes); and pride of ownership improves the overall conditions of the neighborhood. From 2010 to 2012, the value of homes in the 1/4 mile radius surrounding Miller's Court increased 46%, and home sales increased 40%. These statistics are even stronger when compared to the average for the city overall, which saw a decrease in property values of 12% and an 18% decrease in the number of home sales.

4. Did this project result in new models of public/private partnerships? Are there aspects of this project that would be instructive to agencies like yours in other cities? Approximately 400 words.

This project is exemplary of public/private partnerships. Combining federal (New Markets Tax Credits ("NMTC") and Historic Tax Credits ("HTC")), state (HTC and loan dollars) and city resources with private investment has resulted in greater community impact than any of these groups working alone. The city is pleased to have continued supporting Seawall Development Co. as it continues its work in Remington and the city of Baltimore. Seeing this success has encouraged the city to participate in similar projects and to support NMTC investment around Baltimore.

5. What do you consider to be the most and least successful aspects of this project? Approximately 400 words.

Miller's Court has had a catalytic impact on the entire neighborhood of Remington. Successfully redeveloping a blighted, vacant building would have met the original goal. But moving beyond that and encouraging others to invest in Remington while helping grow an urban community in which teachers and other young professionals are not only working, but also putting down permanent roots in the form of home ownership, is where the true success lies. This kind of commitment on both a residential and commercial level is exactly the type of success that other neighborhoods would do well to replicate. As previously described, the positive impact goes beyond the residents of the building, to the students taught by happier teachers in city schools, to the business owners and reaches even to the long-term sustainability of the city. It is difficult to name unsuccessful aspects of the project. Challenges and obstacles were overcome by working together, being creative and tireless. We applaud Seawall and their inaugural project of Miller's Court.

2015
RUDY BRUNER AWARD
DEVELOPER
PERSPECTIVE



DEVELOPER PERSPECTIVE

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This sheet is to be filled out by the person who took primary responsibility for project financing or is a representative of the group which did.

Name _____ Title _____

Organization _____ Telephone () _____

Address _____ City/State/ZIP _____

Fax () _____ E-mail _____

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Signature _____  _____ Date _____

1. What role did you or your company play in the development of this project? Describe the scope of involvement. Approximately 400 words.

2. What trade-offs or compromises were required during the development of the project? Approximately 400 words.

3. How was the project financed? What, if any, innovative means of financing were used? Approximately 400 words.

4. What do you consider to be the most and least successful aspects of the project? Approximately 400 words.

2015
RUDY BRUNER AWARD
ARCHITECT
OR DESIGNER
PERSPECTIVE



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This sheet is to be filled out by a design professional who worked as a consultant on the project, providing design, planning, or other services. Copies may be given to other design professionals if desired.

Name	Tom Liebel, FAIA, LEED Fellow	Title	Principal
Organization	Marks, Thomas Architects	Telephone	(410) 400-7484
Address	1414 Key Highway, 2nd Floor	City/State/ZIP	Baltimore, MD 21230
Fax	(410) 539-0660	E-mail	toml@marks-thomas.com

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Signature	Tom Liebel	Date	December 8, 2014
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Digitally signed by Tom Liebel
DN: cn=Tom Liebel, o=Marks, Thomas Architects, ou, email=toml@marks-thomas.com, c=US
Date: 2014.12.08 10:22:42 -0500

1. Describe the design concept of this project, including urban design considerations, choice of materials, scale, etc. Approximately 400 words.

Miller's Court is an exemplary model of preserving a landmark historic building that has gone beyond bricks and mortar to revitalize an entire community and integrate sustainable design principles. Constructed in 1874, the former H. F. Miller and Son's Tin Box and Can Manufacturing Company served as a manufacturing site for the American Can Company. Abandoned for 20 years, this landmark building has now experienced a renaissance as a mixed-use redevelopment offering affordable apartments for teachers in loft-style residences, collaborative office space for like-minded non-profit organizations and rent-free conference facilities.

Listed on the National Register of Historic Places, the renovation of this brownfield site has followed the Secretary of the Interior's Standards for Rehabilitation, while also conforming to the requirements for LEED-NC Gold Certification on an aggressive construction budget. The rehabilitation of this four-story structure has spurred the revitalization of the surrounding community, creating a sense of stability and long-term commitment in this transitional urban neighborhood.

Besides the progressive notion of creating common areas for collaboration amongst both residential and office tenants, there are many other innovative design strategies.

- A strong emphasis was placed on energy efficiency, and through the creative capture of waste heat generated in the commercial office and conference areas the design team was able to reduce the mechanical loads for both office and residential tenants, resulting in a 35.2% reduction in utility costs.
- The team also created unique twelve foot wide, two-story "row houses-in-the-sky" apartments on the fourth floor level to take advantage of unused volume in the roof trusses of the original building.
- LEED-NC Gold Certified
- Followed the Secretary of the Interior's Standards for Rehabilitation
- Received both state and federal historic preservation tax credits

2. Describe the most important social and programmatic functions of the design. Approximately 400 words.

The design of the building, its mix of uses, and even the manner in which it is lit at night are all intended to foster the integration of the building into the greater community. When first constructed well over a century ago, this facility was the center of the community, as the surrounding houses were constructed to house the workers who toiled in the factory building. One of the project's goals was to reestablish the centrality of this building within the surrounding community.

One of the key features that distinguishes Miller's Court from other projects is the developer's desire to intentionally build community, both amongst the tenants in the building and between the tenants and surrounding neighborhood.

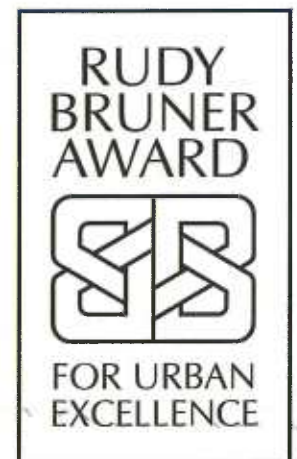
- The surrounding community has been engaged throughout the planning and construction of the project, and a coffee shop requested by the community has been provided, to allow residents, commercial tenants and neighbors to meet and interact.
- The developers are ardent supporters of the Baltimore City Public School System, and to assist the city schools the commercial office space is targeted at non-profit organizations that support the local school system, while the apartments are targeted at teachers new to Baltimore – many of which participate in the Teach for America program. Teach for America also happens to be one of the lead tenants in the commercial office space.
- Significant emphasis was placed on creating communal spaces for the tenants to interact with one another to allow a sense of community and support to flourish.
- A loosely defined structure was set in place that has allowed the residents to program activities as interest develops – this grassroots, rather than top-down, approach to programming has created the opportunity for programs to emerge that are truly desired by the residents, rather than providing programs that management thinks is a good idea but in actuality not that interesting to the residents.
- On the office side, rent free shared conference rooms were created to reduce the need for individual tenant meeting space and to increase the opportunity for chance encounters and collaborations between tenants.
- On the residential side a dedicated teacher resource center with 24 hour access has been provided to let teachers print class materials, prepare lesson plans and provide in-house the services that a resident would otherwise need to run to a copy center late at night.
- Both commercial and residential tenants share access to a lush central courtyard, designed to foster community interaction with a mixture of hardscape, plantings, open space, an outdoor fireplace and a bocce court.

ARCHITECT OR DESIGNER PERSPECTIVE (CONT'D)

3. Describe the major challenges of designing this project and any design trade-offs or compromises required to complete the project. Approximately 400 words.

4. Describe the ways in which the design relates to its urban context. Approximately 400 words.

2015
RUDY BRUNER AWARD
OTHER
PERSPECTIVE



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Name	David Bowers	Title	Vice President & Market Leader, Mid-Atlantic
Organization	Enterprise Community Partners, Inc.	Telephone	(202) 649-3925
Address	10 G Street NE, Suite 580	City/State/ZIP	Washington DC 20002
Fax ()		E-mail	dbowers@enterprisecommunity.org

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Signature		Date	12/5/2014
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1. What role did you play in the development of this project? Approximately 400 words.

Enterprise Community Partners, Inc. and its affiliate Enterprise Community Investment, Inc. (together "Enterprise") provided New Markets Tax Credit allocation to help finance the project as well as technical assistance to Seawall Development, LLC for structuring the financing of the project. The New Markets Tax Credit ("NMTC") has been called one of the most successful job creation programs in the United States. It is a tax credit created in 2000 with the goal of spurring new or increased investments in low-income communities. NMTC is run by the Community Development Financial Institutions Fund ("CDFI Fund") under the US Department of Treasury. The CDFI Fund provides NMTC allocation authority to community development entities like Enterprise under an extremely competitive application process. Applicants must demonstrate that they will use the allocation authority to provide financing for highly impactful projects in qualified low-income areas. In the 14 years of NMTC, Enterprise is one of the most successful NMTC allocation authority recipients.

Enterprise chose to provide NMTC allocation to Miller's Court out of approximately 200 other projects because of our belief in the vision of Seawall and their ability to achieve and exceed the goals of the project. By bringing our \$9.4 million of NMTC allocation to this project, we provided flexible financing that made possible the affordable rents charged to tenants of the project. Without the NMTC allocation, the project would not have been able to move forward - no commercial bank was willing to provide enough debt to finance the renovation because the poor conditions in the neighborhood. Any financing that Seawall may have been able to attract would have come at too high of a financing cost, forcing Seawall to charge higher rents to be able to pay the required debt service. Residents and office tenants that could afford such a high cost would not have been willing to live or work in the neighborhood in its current condition prior to the incredible impact of Miller's Court.

In addition to the financing, Enterprise was able to provide technical assistance to navigate the complexities of an NMTC financing.

2. Describe the impact that this project has had on the your community. Please be as specific as possible. Approximately 400 words.

As I am sure other respondents are expressing, the impact of Miller's Court is extreme. To walk the streets today as compared to 2007 almost feels like a different world. The magic of Miller's Court and Seawall's other work in Remington, however, is that it maintains the best of the neighborhood's characteristics and did not displace former residents. The impacts are tangible. There is less trash on the street, there are less vacant and abandoned buildings, people have put up window boxes and planted flowers, there are new businesses opening, and people from other parts of Baltimore are seeking out Remington as a place to live, work, and visit.

As a result of Miller's Court, Seawall went on to renovate 30 abandoned homes (in a scattered site project coined Miller's Square) which encouraged home ownership in the community. As a national advocate for affordable housing and community development, Enterprise understands the value of homeownership to a community, and how those 30 new families can support even more stability and progress in the neighborhood. Seawall also renovated an old tire shop, which is now home to a destination restaurant, a community theater and additional office space. Seawall's next project is called Remington's Row - just 3 blocks from Miller's Court and the old tire shop, Remington's Row is the continuation of the rebirth of the neighborhood. Enterprise is pleased to be providing additional NMTC financing to support Remington's Row.

OTHER PERSPECTIVE (CONT'D)

3. What trade-offs and compromises were required during the development of the project? Did you participate in making them? Approximately 400 words.

Because NMTC allocation is a very scarce resource, one of the trade-offs of providing allocation to Miller's Court is that the NMTC allocation could then not go to another project. We very carefully review and screen each investment opportunity before choosing where to invest our NMTC. Miller's Court has consistently exceeded even our high hopes for the impact our NMTC investment could make.

As part of the financing process, trade-offs or compromises had to be made to make the financing structure work. These included phasing the financing to reduce transaction costs for the project which resulted in decreased revenue for Enterprise. We were willing to make this compromise because of our commitment to achieving the intended community outcomes of the project.

4. What do you consider to be the the most and least successful aspects of this project? Approximately 400 words.

The most successful aspect of the project is the way that Miller's Court started the overall rebirth of Remington. Miller's Court resulted in over 100 permanent jobs and 150 jobs were created during the construction period. The non-profit tenants at Miller's Court are able to pay below market rent for quality office space and devote their limited resources to supporting additional programmatic activities rather than rent. The organizations also benefit from collaboration and synergies with like-minded organizations. Sue Malone, the executive director of Wide Angle Youth Media says 20% of their work is collaborative with other tenants of Miller's Court.

Baltimore city school students also benefit - a survey of teacher-residents at Miller's Court shows 81% of the teachers felt that living in the building made their jobs easier and therefore resulted in better educational outcomes for the students.

There are no unsuccessful aspects from our viewpoint - this project exemplifies Enterprise's mission of providing affordable housing and connections to opportunity for low-income people.



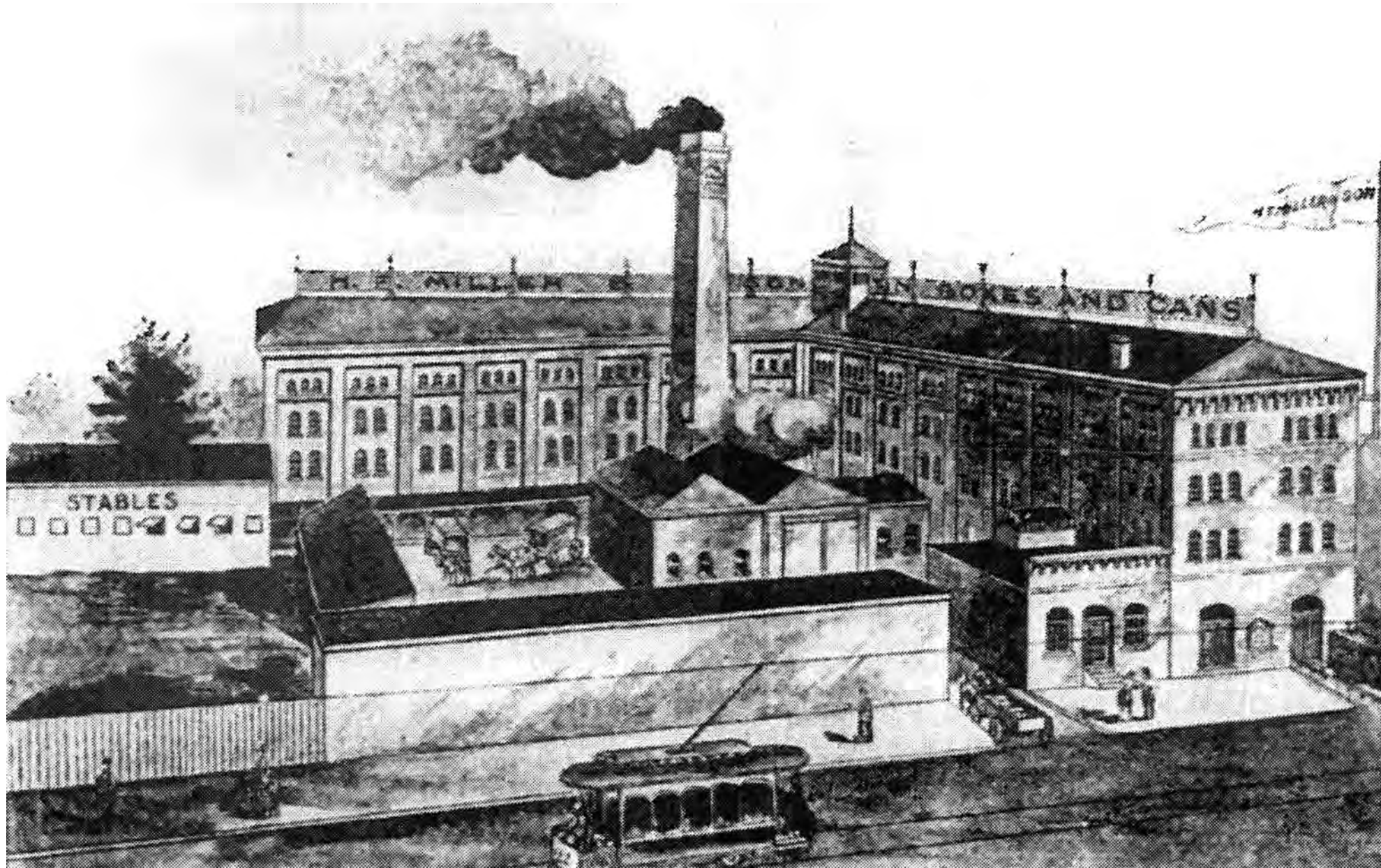


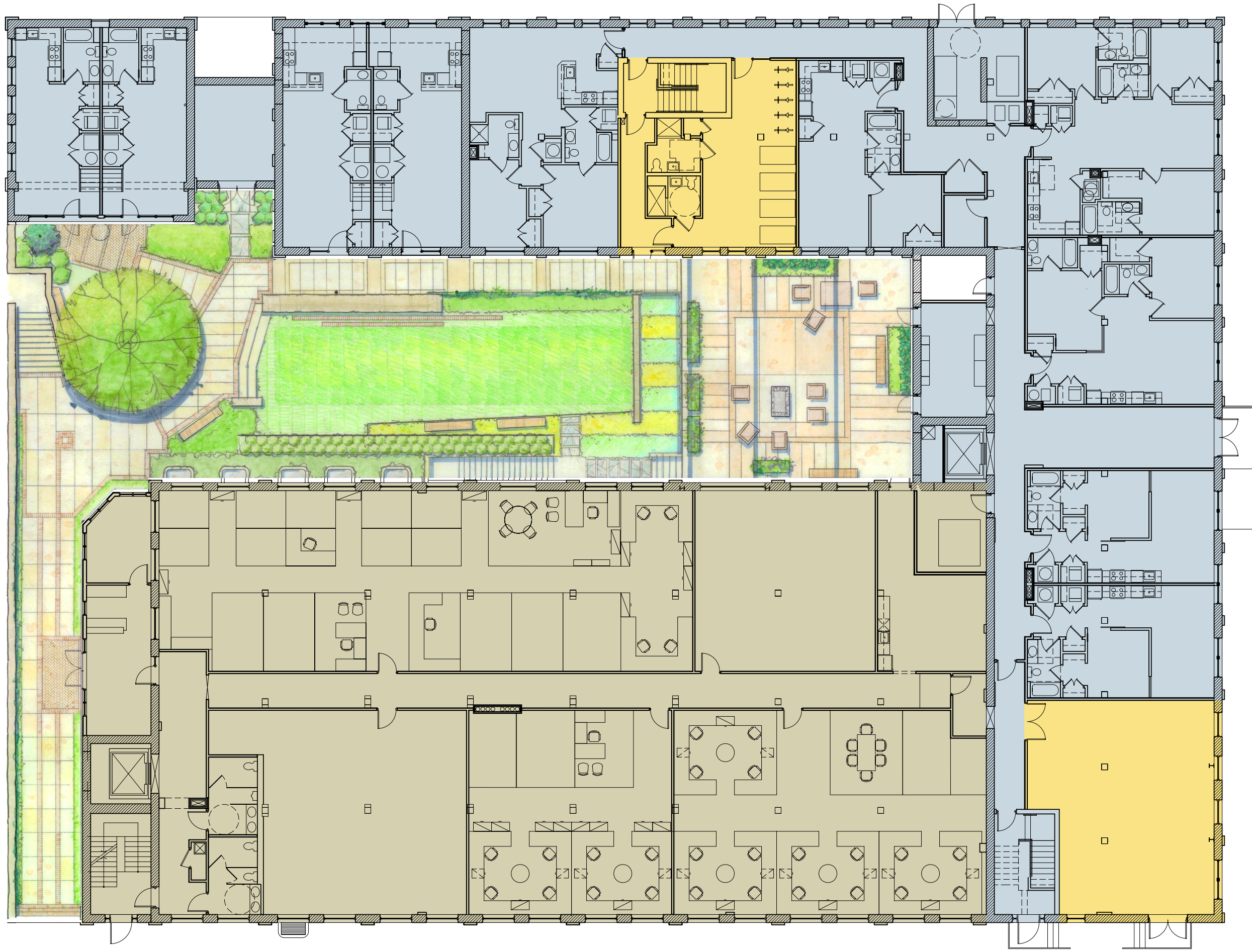
Illustration of H.F. Miller & Son plant (1898)



1/16" = 1'-0"



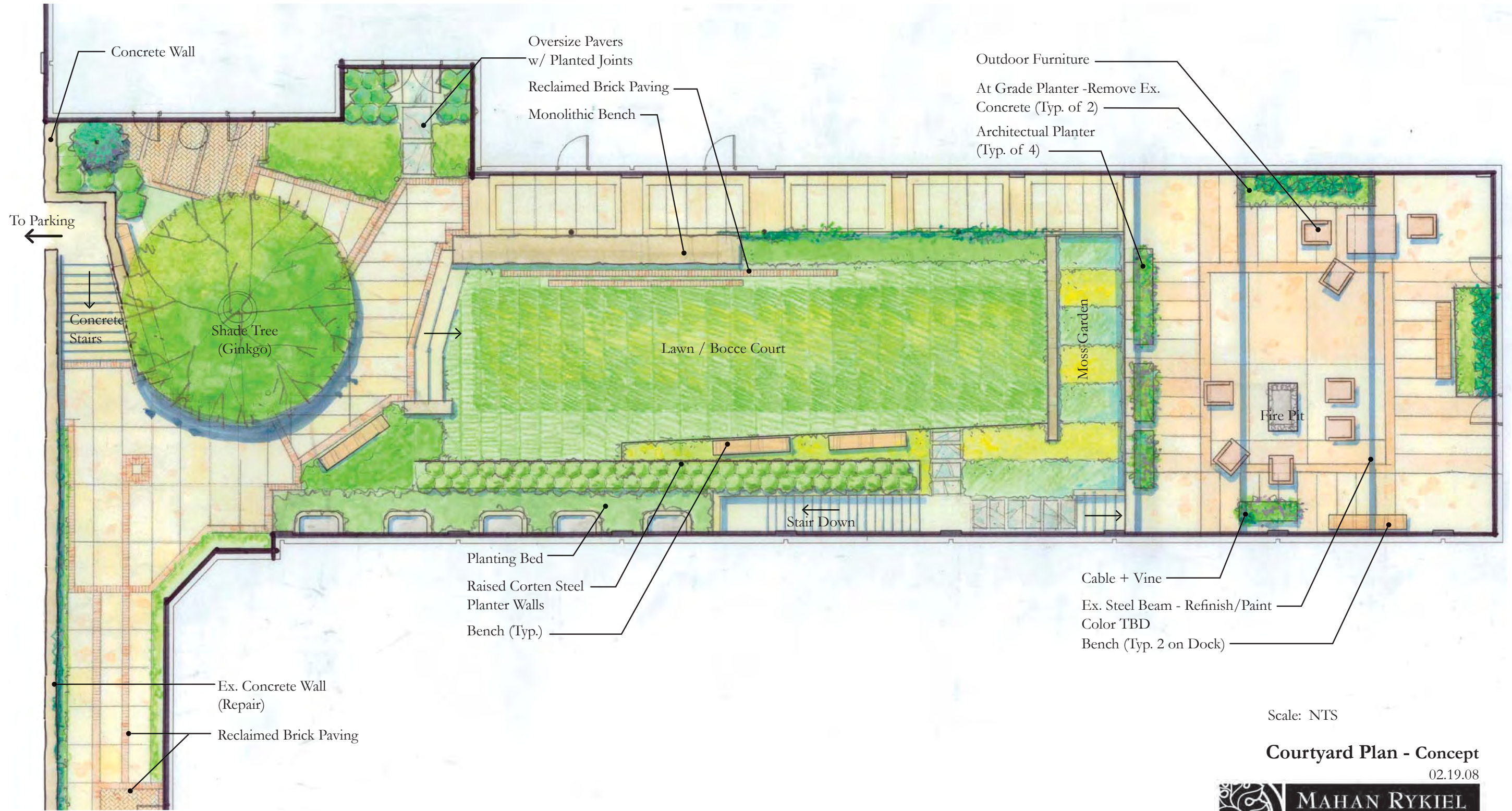
- Residential
- Building Amenities
- Office



Cannery Square @ Charles Village
Howard & 26th Street Baltimore, Maryland

Seawall Development Company

MARKS, THOMAS ARCHITECTS



Scale: NTS

Courtyard Plan - Concept
02.19.08



Cannery Square @ Charles Village
Howard & 26th Street Baltimore, Maryland

Seawall Development Company

MARKS, THOMAS ARCHITECTS



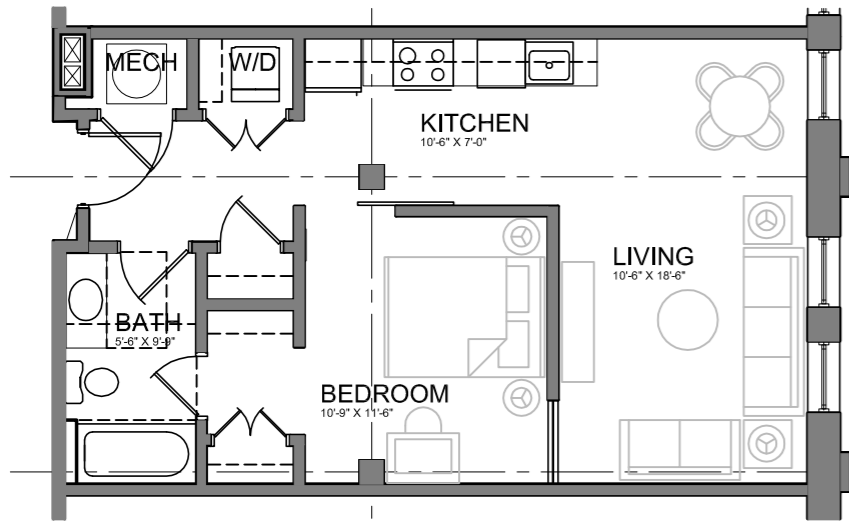
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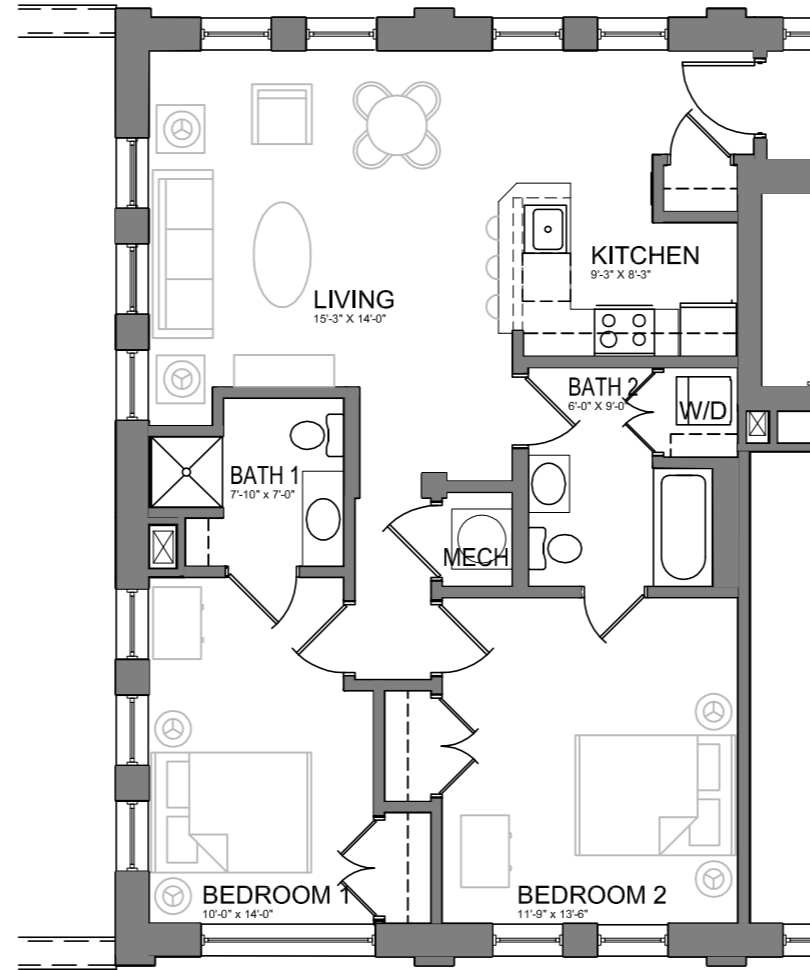
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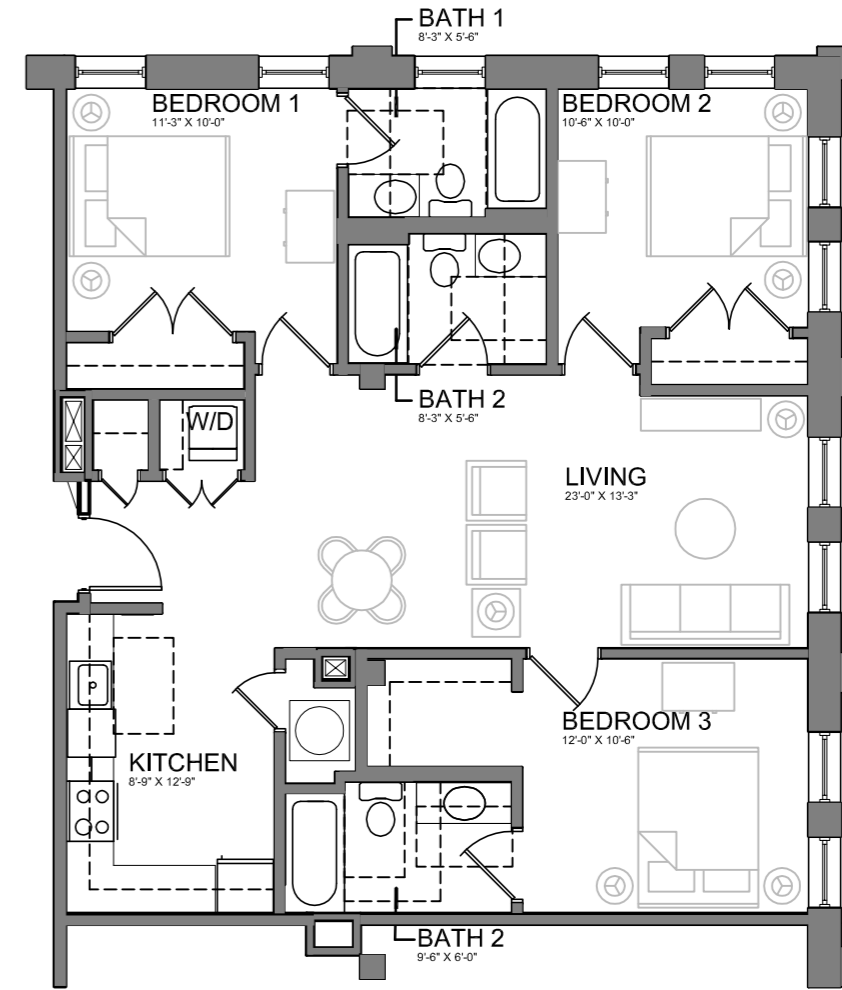
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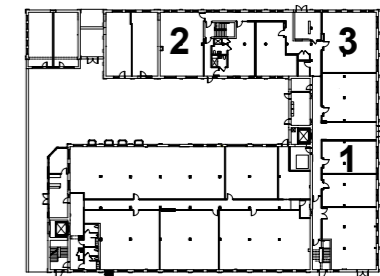
Typical 1-Bedroom Apartment



Typical 2-Bedroom Apartment



Typical 3-Bedroom Apartment





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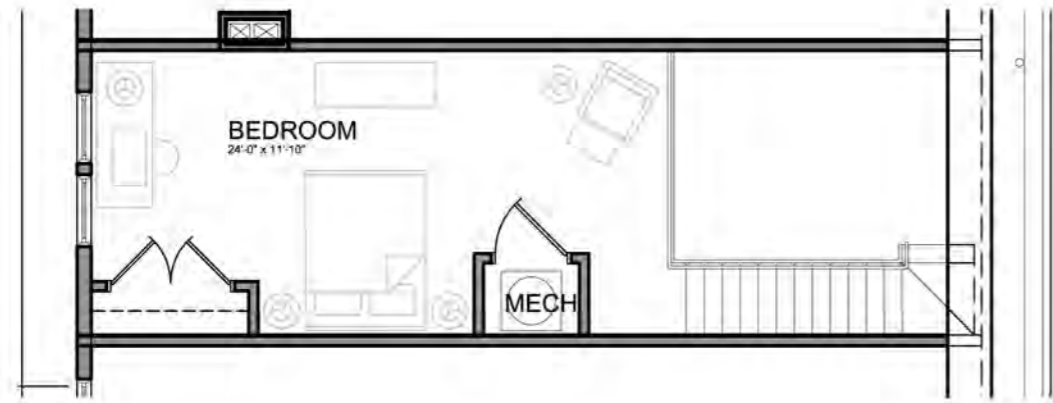
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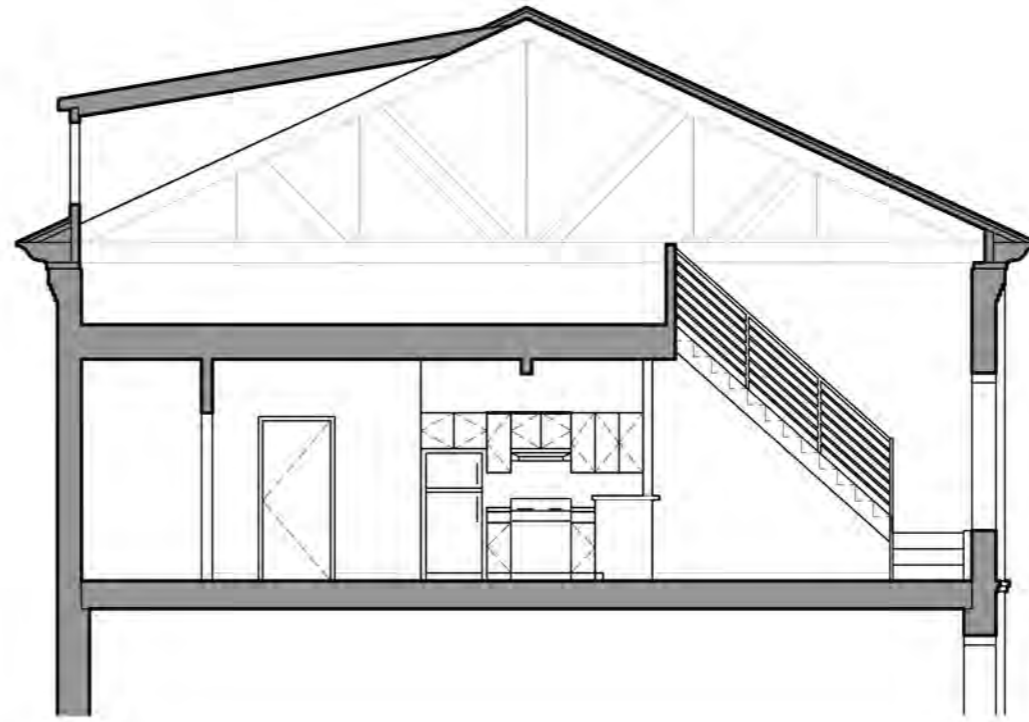


First Floor

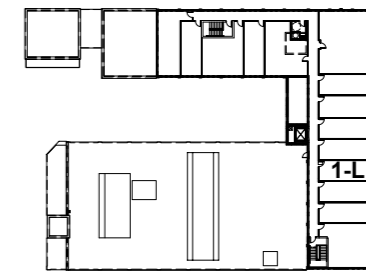


Second Floor

1-Bedroom Loft Unit



Section



Cannery Square @ Charles Village
Howard & 26th Street Baltimore, Maryland

Seawall Development Company



- Residential
- Office
- Courtyard
- Parking



**Miller's Court
Before & After Pictures**



**Miller's Court
Before & After Pictures**



**Miller's Court
Before & After Pictures**



**Miller's Court
Before & After Pictures**



**Miller's Court
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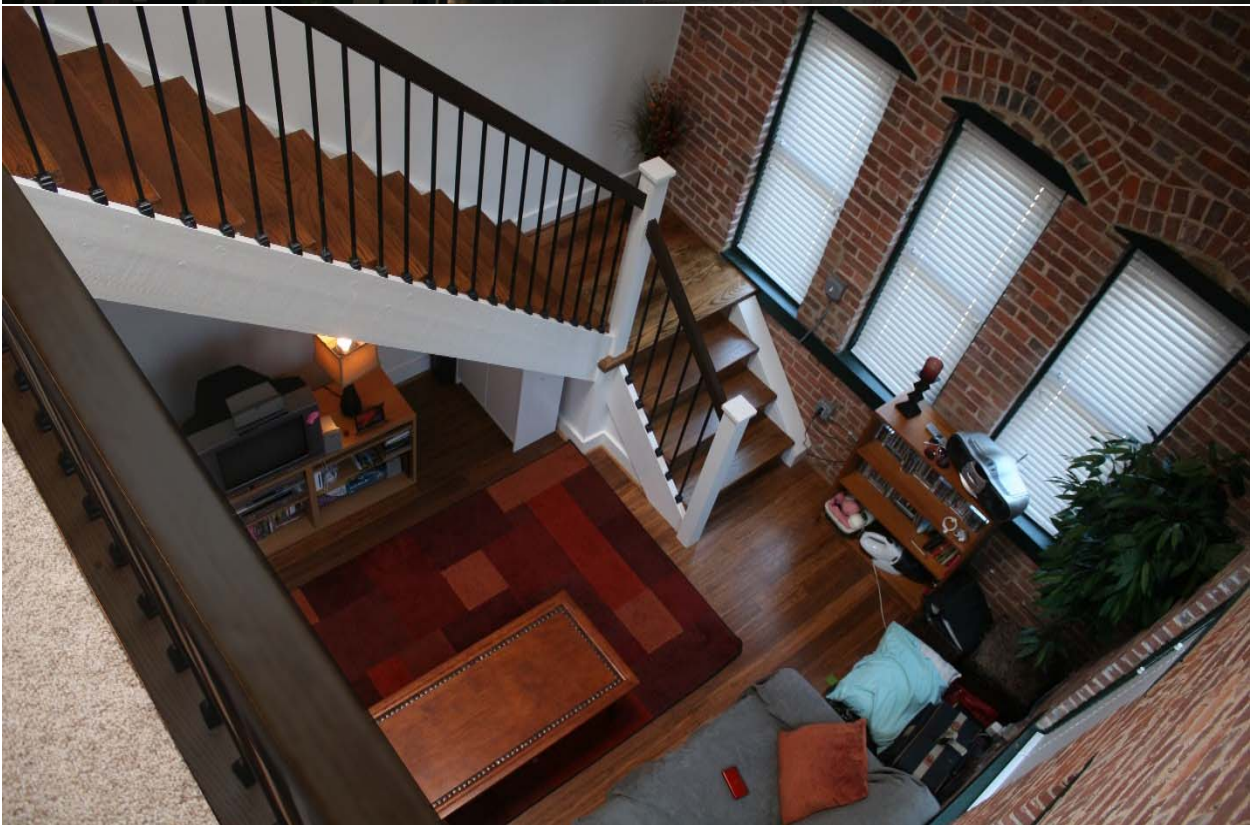
**Miller's Court
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Miller's Court Before & After Pictures



Miller's Court a Safe Haven for Young Teachers

Local dignitaries celebrated the grand opening of [Miller's Court](#) on Monday, Sept. 14. The newly renovated Miller's Court, at 2601 N. Howard St., formerly the home of tin box manufacturer Miller and Sons, now provides 40 apartments targeted to teachers and office space for [Teach for America](#) and other educational nonprofits. Jamie Gwynn, a Teach for America corps member and first-year 4th-grade teacher at William Paca Elementary School, is one of the founding residents of Miller's Court, and here he writes about his time there so far.



I'll never forget the feeling I had while driving south toward freedom on I-83. Four years of hard work and dedication paved the way to that moment of blissful uncertainty. I had little understanding of what was in store for my future self--as a Baltimore City Public Schools teacher--but I did have control of where and how I would live.

I knew I was moving from Wilkes University in Pennsylvania to a wonderful city with tons of support. And I knew that I was in good hands at Miller's Court. I did my research, and I believed that being surrounded by other teachers would help with the biggest transition of my life. And it has.

I had high expectations prior to becoming a teacher. My expectations haven't changed. As the school year becomes busier and more difficult, I find the help that I need is literally steps away in my safe haven of an apartment. If I need a graphic organizer and can't find one I like online, there are several 4th-grade teachers a floor or two below. If I need a late-night copy, there's no need for a late night run to the 24-hour print shop because I'm two minutes away from that luxury as well. The convenience of Miller's Court cannot be trumped.

I also found great friendship and laughter in socializing with other young teachers. We laugh as we talk about our classrooms, and we bring each other back when we have one foot out the door. And it's that ultimate feeling of truly knowing that I am not alone that makes Miller's Court special.

To survive in an environment that is as new and challenging as this one, self-motivation is not enough to get you through the days. You need more resources than you'll understand during the moment. And to excel, you need to surround yourself with creative and energetic believers who share in the daily highs and lows that is teaching.

That's Miller's Court to me.



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City, state officials praise project housing teachers, nonprofit offices

Building was developed with 'brownfield' funds

By Annie Linskey | annie.linskey@baltsun.com

September 15, 2009

City and state officials on Monday praised a development team who renovated a former tin factory into affordable housing aimed at teachers and inexpensive office space for nonprofits.

"It is an extraordinary building that will house extraordinary individuals," said Baltimore Mayor Sheila Dixon, a former teacher, during a dedication ceremony for Miller's Court.

The 77,000-square-foot brick building was constructed in 1874 but had become a hangout for drug dealers and squatters. The project qualified for funds dedicated to developing former industrial sites, known as brownfields.

"How many times did you ride past this corner and say 'I wish somebody would do something with this old building?' " asked Gov. Martin O'Malley. He said developers Donald and Thibault Manekin, with Seawall Development Corp., demonstrated leadership and vision.

The \$21 million project included refurbishing the brick building to include 40 apartments with rents between \$700 and \$1,500 a month. The building, at Howard and 26th streets, is already fully leased and teachers moved in earlier this year. There is a waiting list of roughly 100 to move into the building, said Thibault Manekin.

Architects on the project consulted with teachers, their target tenants, to determine a wish-list of amenities. Based on those conversations they included a copy center in the building to help teachers prepare materials for classes.

Nonprofits can lease office space for \$18 a square foot, and tenants include Teach for America, Baltimore Urban Debate League and Experience Corps.

The building was built to high environmental standards. "We were trying to prove that you can produce green affordable housing affordably," said Kelly Cartales, a vice president with Enterprise Community Partners Inc., which helped finance the project.



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Miller's Court Opens; Features 40 Affordable Homes for Teachers

Published: September 16, 2009

Baltimore--Miller's Court, a new mixed-use apartment building (pictured) with 40 affordable homes targeted for teachers and office space with reduced rent for Teach for America and other educational nonprofits serving Baltimore City Public Schools, has now opened.



Miller's Court is a brownfield reclamation development seeking U.S. Green Building Council LEED (Leadership in Energy and Environmental Design) Gold certification for environmentally sustainable design and development.

"It is an honor to be here today to unveil this beautiful building, which will provide valuable office space and affordable housing for teachers," Governor O'Malley said at the opening of the building. "We have what Education Week magazine says are the best public schools in the nation, our graduation rates are up, and more and more of our kids are leaving high school better prepared and ready to go to college or enter the workforce. Every single hardworking teacher in our state is a big part of those achievements. We owe it to them to support them in the important work that they do."

Originally built at the turn of the 20th century as the H.F. Miller and Sons tin box manufacturing company, Miller's Court recently underwent a \$21.9 million renovation with financing from a \$9.4 million New Markets Tax Credit (NMTC) allocation from Enterprise Community Investment Inc. and a \$9.5 million allocation from SunTrust Community Capital LLC. Additional financing was provided by federal and state historic tax credit equity and loans from the state of Maryland and the city of Baltimore. U.S. Bancorp's Community Development Corp. served as Enterprise's NMTC and historic tax credit investor. SunTrust Bank funded a \$5.8 million leverage loan and SunTrust Community Capital LLC served as the NMTC and historic tax credit investor to SunTrust Community Development Enterprises LLC.

Teach for America was instrumental in the conception of the project and will lease office space in the new building, which had been abandoned for more than a decade. The 77,000-square-foot Miller's Court now serves as a catalyst for additional development in the mostly residential Charles Village neighborhood in Baltimore, which is located near the Homewood campus of Johns Hopkins University and the Baltimore Museum of Art. The building offers educational, health and human services organizations, including Catholic Charities, a consolidated location and the ability to keep costs down through sharing facilities and services such as conference and training rooms, reception areas and technology resources.

In May 2009, Enterprise, through its subsidiary ESIC New Markets Partners LP, received \$95 million in NMTC authority from the U.S. Treasury Department's Community Development Financial Institutions Fund. SunTrust, through its subsidiary SunTrust Community Development Enterprises LLC has received three allocations of NMTC authority from the U.S. Treasury Department's Community Development Financial Institutions Fund. SunTrust Community Development Enterprises LLC's NMTC authority totals \$225 million to date.

(Photo Courtesy: Harry Connolly)

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NEW MARKETS TAX CREDITS

From Homeroom to Home

Development brings together teachers, nonprofits

BY DONNA KIMURA

BALTIMORE

Young teachers coming to work in the public school system here have found a home at Miller's Court, a new mixed-use development built with them in mind.

The innovative project features 40 apartments plus office space for nonprofit organizations serving the Baltimore City Public Schools.

Each year, the school system hires a significant number of teachers from around the country. "Many of them accept this challenge and come in without having any knowledge of Baltimore, where to live and where to go," says developer Donald Manekin, who has a special connection with the local schools.

Manekin has spent most of his career working in real estate, but he stepped in to serve as COO of the school district in 2000. He held the post for two years and grew to appreciate the hundreds of young educators who move to Baltimore each year. He also recognized the need



About 75 teachers are living at Miller's Court, which is also a new home for several nonprofits working with the Baltimore schools. (Photo by Billy Michels)

for them to have a collaborative environment, especially in the tough early years.

Manekin and his son, Thibault, turned the idea into a reality at Miller's Court. Their firm, Seawall Development Co., financed much of the \$21 million project with New Markets Tax Credits (NMTCs) and historic preservation tax credits. Without the tax credits, the project likely would never have been built.

Inside the building

Built in 1874, the building was home to H.F. Miller and Sons, a tin box factory,

before being used by various other tenants. It then sat empty since the early 1990s, becoming an eyesore.

Despite its rough condition, the developers saw potential in the nearly 80,000-square-foot building.

When designing the project, Tom Liebel, associate principal at Marks, Thomas Architects, worked with several teachers to better understand their needs. It soon became known that they were making late-night runs to Kinko's to copy their lesson plans for the next day.

That led to the development team to dedicate and outfit a space as a copy room, a "mini-Kinko's" for the building.

Liebel also added numerous green features that are expected to reduce the building's energy usage by about 30 percent.

Manekin says the apartments are offered to anyone, but the marketing was aimed at teachers to bring them into the project.

The educators get the benefit of discounted rents. For example, a one-bedroom unit is regularly about \$1,000 to \$1,200, but teachers get a \$300 dis-

\$5 Billion in NMTCs Announced

Ninety-nine community development entities (CDEs) have been selected to receive \$5 billion in New Markets Tax Credits (NMTCs), announced Treasury Department officials at the end of October.

The awards, which include \$1.5 billion from the American Recovery and Reinvestment Act (ARRA), make up the seventh allocation round for the federal program, which aims to stimulate economic and community development in low-income neighborhoods by bringing in private capital. The credit provided to an investor totals

39 percent of the investment in a CDE and is claimed over seven years.

Based on the estimates of allocatees, it is anticipated that about \$2.8 billion will be invested in major urban areas, \$1.2 billion in minor urban areas, and \$921 million in rural areas.

The Community Development Financial Institutions Fund did a good job spreading the wealth, says Gary Perlow, managing principal of the Baltimore office of Reznick Group, an accounting and business advisory firm. Typically, there have been 65 allocatees per

round. With the additional ARRA funds, officials increased that number rather than just making larger awards to the same number of organizations, says Perlow.

NMTC investments can be used to finance a variety of activities. In this round, about \$2.9 billion is expected to go toward making loans or equity investments in real estate projects in low-income communities. Another \$2.1 billion will be used to finance and support loans to or investments in businesses, and about \$79 million will likely capitalize other CDEs.

Legislation has been introduced to extend the NMTC program for another five years. ■

FINANCE

count and pay \$700 to \$900 in rent.

Completing Miller's Court is approximately 30,000 square feet of commercial space. Teach for America, which recruits college graduates to teach in public schools, and other nonprofits that underpin the success of the school district will lease the office space.

"Living at Miller's Court is a great way to foster camaraderie among our teachers," says Omari Todd, executive director of Teach For America-Baltimore. "It's also helped to make Baltimore feel like home."

Catholic Charities, Experience Corps, and Baltimore Urban Debate League are among the other groups sharing the building and achieving an economy of scale, says Manekin. About 75 percent of the space was pre-leased at opening.

Multiple pieces of financing were needed for the project, including NMTC equity from two separate sources.

SunTrust Banks, Inc., through subsidiary SunTrust Community Develop-

ment Enterprises, LLC, provided \$9.5 million through NMTCs. SunTrust also provided a \$5.8 million leverage loan.

A separate \$9.4 million NMTC allocation was made by Enterprise Community Investment, Inc., with U.S. Bancorp Community Development Corp. as its NMTC and historic tax credit investor.

NMTCs can be used to provide either loans or equity investments to a project. In this case, the deal was structured to provide equity to Miller's Court.

It was a unique financing structure with two community development entities, both limited partners in the deal, says Christopher Sears, vice president at SunTrust Community Capital. This allowed for a larger equity piece than typically can be provided by a single NMTC provider and helped the development team make the project work.

The tax credits provided the means to rehabilitate an empty building in an area that needed a shot in the arm, says

Joseph Wesolowski, senior vice president at Enterprise. He oversees the firm's structured finance operations, including leveraging NMTCs to provide real estate capital for commercial and mixed-used developments in underserved markets.

Created in 2000, the federal program aims to spur private investment in low-income and underserved neighborhoods. Miller's Court is a prime example of a mixed-use development. A common question is whether the program can be used for rental housing. It can as long as the project meets the 80/20 test, says Wesolowski, explaining that at least 20 percent of the project's revenue has to come from non-residential activity.

The building's long history also qualified the project for historic tax credits, and additional financing was provided by the state of Maryland and the city of Baltimore.

Officials hope that Miller's Court will be a model for similar projects across the nation. ■

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MDP Relases Transit-Oriented Development Planning Tools As Demand For TOD Increases

[The Buzz One Four](#)

July 18, 2014 **Remington Rising: How a Historic Renovation Jumpstarted a Neighborhood**

Valerie Berton [Redevelopment and Revitalization](#) [Baltimore City](#), [historic rehabilitation](#), [infill development](#), [miller's court](#), [Redevelopment](#), [Remington](#), [remington baltimore](#), [Revitalization](#) [Leave a comment](#)



Staff at Charmington's coffee shop, ground floor Miller's Court

Baltimore's Remington neighborhood could be urban revitalization nirvana for smart growth advocates. In the last decade, the central Baltimore community has undergone eye-catching changes, from a historic renovation of a warehouse into apartments and offices, to rehabbed rowhouses, to popular new businesses. At the same time – and likely as a result – Remington has seen a population increase fueled by an influx of young people.

Between 2000 and 2010, Remington's population went up 7 percent, while Baltimore's population remained level or fell. Meanwhile, the population of young people (those aged 25 to 34) jumped an amazing 55 percent in the decade.



Remington Rowhouses

The Maryland Department of Planning has highlighted Remington as a Spotlight Community, launching a [webpage](#) that details the neighborhood's change through an online [story map](#) highlighting 34 neighborhood landmarks with photos and video clips, interviews with those who live

and work in Remington, a timeline and more.

Central to Remington's renaissance has been Maryland's [Sustainable Communities Tax Credit program](#), which played a pivotal role in Remington's rejuvenation. The tax credit helped fund the historic renovation of an old tin manufacturing warehouse into Miller's Court, a dynamic presence that has brought scores of young teachers into the neighborhood.

Why else are people moving to Remington?

It's partly changing preferences among young people who, studies show, are choosing city lifestyles over the suburbia their parents sought. And it's also thanks to Remington's strategic location, near I-83 and the Jones Falls Trail, the city's center and Johns Hopkins University.

Remington, many attest, is a great place, a neighborhood on the rise. The walkable, leafy community has a decided sense of cool. The diverse mix of housing has been augmented in the last few years by a popular coffee shop, a relocated acclaimed playhouse, a restaurant headed by a coveted Baltimore restaurateur and a microbrewery. Heralding its appeal was *City Paper's* designation of Remington in 2013 as Baltimore's Neighborhood of the Year.

The tax credit program has proven to be a powerful economic development tool across Maryland. When property owners redevelop historic buildings, it often leads to substantial, positive changes in the surrounding neighborhood.



Miller's Court After

Investments in the Miller's Court development started a domino effect of positive change. Results throughout Remington have been dramatic: a relocation of a popular [theater](#) at the site of an old automobile repair shop, 30 renovated rowhouses for teachers sprinkled throughout the neighborhood, and redevelopment of the 29th Street commercial area. Community gardens and public art

dress up the streetscape.

Plans are underway for more redevelopment in Remington. Last month, the city's urban design panel [approved plans](#) for a Remington Avenue project that would renovate a warehouse into more than 100 apartments, 15,000 square feet of retail space and 30,000 square feet of nonprofit office space.

Remington's revitalization is listed in the Maryland Sustainable Growth Commission's upcoming [Infill, Redevelopment & Revitalization](#) report by as a "best practice" community, reinforcing at the state level the positive use of renewal strategies such as the Sustainable Communities Tax Credit.

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BY ELIZABETH EVITTS DICKINSON

building communities



Left to right: Matt Pinto, Evan Morville, Kristen Shackleford, Jon Constable, Thibault Manekin and Donald Manekin atop the former Lebow Clothing Factory in Station North, which Seawall is redeveloping into the Baltimore Design School.

Seawall Development Corp. could be making millions by turning Baltimore's forgotten buildings into apartments or offices. So why is it creating spaces for teachers and nonprofits instead?

When you're born into a clan that runs a successful business, it's often presumed that you'll follow your forebears into the family enterprise. But that wasn't the case for Thibault Manekin. Even though his last name is synonymous with real estate—his grandfather co-founded Manekin Corp., one of the most successful commercial real estate businesses in the Mid-Atlantic, and his father, Donald, worked there for nearly three decades—Thibault initially took a different career path. “I had always been around real estate growing up but never had much of an interest,” he says.

Instead, Thibault traveled the world after college working with PeacePlayers International, a nonprofit that uses basketball to inspire kids who live in divided communities, like post-apartheid South Africa, where Nelson Mandela became a supporter. “I spent my career influencing change from the grassroots level and we were always looking for successful businesses to help us in that work,” Thibault says. Then, he had an epiphany. “It seemed there was no better resource than real estate. On any given day we're working with plumbers, attorneys, residents, the governor, the mayor. I don't know of any other industry that touches so many people.”

At 28, Thibault returned to Baltimore with a new perspective: What if real estate could galvanize people and become an agent of change? What if a building could

be the lightning rod that sparks transformation—not just of physical space but of social need, as well?

A year later, in 2007, Thibault approached his father about starting a new social enterprise in Baltimore: a real estate company that would be fueled by a triple bottom line, creating social, environmental and economic value. Donald liked the idea so much he came out of retirement, and Seawall Development Corp. was born. “It's an incredible honor to have your kids ask to help start their future,” says Donald, 62.

Five years later, Seawall Development Corp.—led by co-founders Donald and Thibault and partner Evan Morville—is housed in an unassuming office tucked into the corner of Union Mill, the formerly unoccupied, 90,000-square-foot historic stone textile mill in Hampden that the company helped turn into a bustling mixed-use building of businesses, apartments and a cafe.

If an office could tell the story of its occupants, this one speaks volumes. Two couches and a coffee table center a small room with exposed wood ceiling beams and stone. Modest offices for Seawall's six employees rim the perimeter, some clad in transparent plexiglass, others demarcated by open cubicles crafted from 150-year-old wood planks recovered during the renovation. Functional, beautiful, open and simple, the historic architecture takes center stage, offering an unobstructed opportunity to contemplate the craftsmanship that built this mill, stone by stone, in the 1860s. Besides a few houseplants, a 10-foot-tall wooden weather vane salvaged from the bell tower serves as the sole decoration. It's a nice touch for a company whose success hinges on reading the erratic whims of the real estate market.

And the team at Seawall appears to be excellent forecasters. Since its inception, Seawall has corralled \$90 million to restore some of Baltimore's most daunting properties, transforming more than 300,000 square feet of building space and reversing a combined total of more than 60 years of abandonment. Seawall has saved historic buildings from demolition, revived moribund properties that others couldn't and fostered good will within communities through an inclusive approach that involves neighborhood participation in the building's redesign.

Union Mill easily could have become market rate apartments and fancy shops, but instead it offers rent subsi-



dized housing for city schoolteachers and commercial offices for educational nonprofits like Teach for America. Seawall's goal is to not only resuscitate buildings, but to also breathe life back into urban education by attracting teachers to Baltimore with affordable, well-designed living and by supporting educational nonprofits with rent-stable office space. "Creating something from scratch and redefining how things are done has always been appealing to all of us at Seawall," says Thibault. "I like to say that there's nothing more powerful than an idea whose time has come."

The employees at Seawall are less developers in the traditional sense and more consensus builders and social entrepreneurs. "In many ways, Seawall is committed to the city and the development of communities as much as they are to having the numbers work," says Michael Braverman, deputy commissioner at the Baltimore City Department of Housing.

It was with one of its earliest projects, Miller's Court located in the Remington neighborhood, that the company intuitively stumbled into its business model and its focus on urban education. The 1860s former tin can factory on North Howard Street had been vacant for decades and multiple redevelopment attempts had failed. "I didn't think we would bite off 85,000 square feet right out of the box," Donald says. Let alone a wreck of a building with flaking lead paint, sagging floors and a leaking underground fuel tank.

But the company saw potential. Before committing to a plan, Seawall invited the neighborhood and potential tenants for a tour. A group of teachers navigated the crumbling building and daydreamed about where the

washer and dryer might go in a rental unit. The developers listened and took notes. The idea of adding a coffee shop (which became the popular Charmington's cafe) came from the community, which asked if it could have a space to host meetings. The developers also put together a creative financing package that included historic and new market tax credits to make the numbers work.

"Most developers talk to real estate brokers or to national brands, like big box stores, when doing market research on a project," says Ben Stone, executive director of the Station North Arts & Entertainment District, where Seawall has a project now under construction. Stone also is trained as an urban planner with experience in property development and has participated in a community design conversation hosted by Seawall. "Developers don't usually invite in the community and say: 'We are open to your ideas. We don't know what to do with this building and we want to hear what you think,'" he says.

Miller's Court opened in 2009 with 40 affordable apartment units for teachers and 35,000 square feet of office space. The design preserved the integrity of the building, amplifying its unique attributes with exposed wood trusses and brick. New windows flooded the interior with light. "The building itself is the architectural feature we're trying to highlight," says partner Evan Morville. "Our aesthetic is clean and modern and we focus on what's authentic."

They dubbed Miller's Court a "Center for Educational Excellence," a prototype that they replicated at Union Mill, which opened in 2011 with 60 apartments and 10 non-profits. Neither building required any advertising. Word of mouth saw both leased to capacity before construction finished and today there's

a waiting list of nearly 300 for apartments.

Seawall's unique approach to development earned the company an invitation to the White House last year as part of the President's Champions of Change initiative that recognizes "ordinary Americans doing extraordinary things in their communities," to quote the White House.

The staff is quick to deflect the "extraordinary" accolade. "We don't see these as 'our' projects," says Thibault. "Our whole philosophy is that these projects have souls. The idea already exists, it's on the tip of the universe's tongue, and we simply help to shape it."

"It's a team effort and we're like the orchestra conductors," adds Donald.

Seawall's success can be attributed not just to its unique approach to architecture and affordability, but also to its property management style. Seawall manages its own properties—a rare decision for developers—and rarer still, they endeavor to provide white glove, concierge-like services to the teachers in an effort to keep them teaching in Baltimore. Jon Constable joined Seawall in 2009 as an in-house property manager and he remembers the interview with Thibault and Donald that won him the job. "They said nonchalantly that their goal was to reinvent the way property management was done," Constable says.

Over the years, Constable has fielded calls from anxious, out-of-state parents, counseled tenants about staying in the teaching field and provided services beyond any landlord's obligation. A tenant once asked to borrow tools to assemble a new bike. Instead, Constable put the bike together as a surprise and left it in the tenant's apartment with a handwritten note saying to have fun and wear a helmet. "We have personal relationships with all of



Left to right: Seawall Development Corp. is transforming 30 rowhouses in Remington that the company will sell to teachers and first responders for as low as \$150,000. The neighborhood's Miller's Court—and its attractive apartments—was used as a model for the company's next project, Union Mill in Woodberry.

our tenants and we treat them as if they own \$5 million penthouses," says Constable, who recently passed the property management duties on to a new employee in order to concentrate on development.

Sarah and Kenneth Rogers are teachers who moved to Miller's Court from Ohio in

Ziger/Snead Architects is working with Seawall to turn the former Lebow Clothing Factory on Oliver Street in the Greenmount West neighborhood/Station North Arts & Entertainment District into a permanent home for the Baltimore Design School, the city's first public middle and high school fo-

hole-in-the-wall restaurant and listen as he talked," Thibault says.

"To meet with the owner in New York and build trust and eventually reach the point where they could acquire the building, I don't know that anyone else could have done it," Braverman says.

"From the initial conceptualizing of the project, they involve the communities that they ultimately plan to serve," says Ziger. "It's refreshing."

2010. They say that Seawall's personal approach persuaded them to stay in Baltimore. "They create a safe space for newcomers in their buildings and then they give you the opportunity to explore the city," Sarah says, citing regular emails from the company about neighborhood events and volunteer opportunities. When her husband, Kenneth, published a science fiction novel, Seawall helped promote the book.

Soon, tenants like the Rogerses approached Seawall for help buying a home. In September, the company announced its "30 by 13" initiative to redevelop 30 dilapidated rowhouses in the Remington neighborhood by next year and sell them for as low as \$150,000 to teachers and first responders. The Rogerses signed on to buy and, as with other developments, Seawall convened focus groups to help with the redesign.

"From the initial conceptualizing of the project, they involve the communities that they ultimately plan to serve," says Baltimore architect Steve Ziger. "This approach is unique. It's refreshing."

ocused on architecture, fashion, graphic and product design. Built in 1915, the factory was abandoned after an out-of-state owner shut its doors more than 30 years ago. All attempts to acquire the building failed and the city finally brought suit against the owner, spurring a thorny legal proceeding that resulted in a court-ordered demolition in 2009. "No one was able to convince the owner to sell and the building was at the point of no return. Vandals were breaking in and setting fires, among other things," says Braverman. "Then Seawall stepped up and said: 'We can make that building work. How can we avoid this demolition?'"

Donald had a personal connection to the property. "My mother's maiden name is Lebow and it was her father's business. My bar mitzvah suit was made there. My uncle worked there," he says.

And it was through a personal connection that Donald eventually convinced the owner to sell. "For a year, every week or two, dad was on the train to New York and he would sit with the 90-year-old owner at this

Seawall is now exporting its Center for Educational Excellence model to other cities, with a \$40 million renovation of a factory in Philadelphia and another building under contract in New Orleans. But this doesn't mean that its work in Baltimore is done. After years of negotiation, the company just announced plans to turn an underused tire shop across the street from Miller's Court into an arts complex with a restaurant, a state-of-the-art theater run by Single Carrot Theatre and office space dedicated to the arts. Combined with Miller's Court and the 30 rowhouse renovations, they see this project as the linchpin for change in the Remington neighborhood.

Back at the Seawall headquarters in Union Mill, Constable notes that one decorative element is missing from the office. A photo of the company's namesake, Seawall beach in Maine. Donald first saw this remote stretch of rocky coastline as a camp counselor at age 18 and his family returns there every year. It's a beautiful beach, massive but mostly deserted because it's accessible primarily by swimming across a river or hiking over a mountain. Seawall beach is symbolic of something pivotal to the Manekin family and to the philosophical underpinning of this venture. Place matters. And when you believe in a place, you commit to its people and its success, knowing that no matter how challenging the journey, the end result is worth the effort. □

**ESIC NEW MARKETS PARTNERS LIMITED PARTNERSHIP
NEW MARKETS TAX CREDIT PROGRAM
TENANT COMMUNITY BENEFITS REPORT**

FOR YEAR ENDED: 12/31/13

Project name: Miller's Court
Tenant name: Wide Angle Youth Media
Address of tenant: 2601 N. Howard Street, Suite #160
 Baltimore, MD 21218

Person completing this report: Susan Malone

Date report completed: 2/12/14

1. Please complete the following table with respect to your employees.

Employee Characteristics	#
Full-Time Employees (35 hours/week)	4
Men	1
Women	3
African American	0
Latino	0
Other Racial / Ethnic Minority	0
Using Public Transportation to Work	0
Living within 10 Minutes of Work	2
Living in same Zip Code as tenant space	1
Making < 80% of Median Wage *	1
Making 80% of Median to Livable *	2
Making > Livable Wage *	1
* Baltimore, MD 2012 Median Wage-\$29,722 2012 Livable Wage- \$49,240	

Benefits Offered Full-Time Employees	# of Employees Receiving
Paid Holidays	4
Paid Vacation	4
Paid Sick Days	4
Health Insurance	4
Dental Insurance	4
Insurance for Dependents	2
Short-Term Disability	0
Long-Term Disability	0
Life Insurance	1
401(k) / Other Retirement	0
Child Care	0
Education / Training	4

2. How many part-time employees do you have? 8
a. What is the average number of hours that a part-time employee works each week? 12

Opportunities for training and advancement for employees at who are low-income persons or residents of low-income communities include: We train 350 young people in media education and hire them for production work and as paid peer mentors. Every year we hire 8 youth who are low income. Overall, in our High School programs over 30 youth are served and receive stipends for participating. Of those 60% are low income. In our middle school programs over 85% of our students are low income and receive service-learning hours for participation.

3. What have been the benefits of locating in (or remaining in) this development? Please check all that apply and then provide additional detail below relating to the cost savings associated with the lower rents, more favorable lease terms, etc.

Lower rent than otherwise available in the market	<u> </u>
More favorable lease terms than otherwise available	<u> </u>
More space for operations	<u> x </u>
Better security than in other locations	<u> x </u>
Higher quality building than other options	<u> x </u>
No particular benefits	<u> </u>
Other (please describe)	<u> x </u>

Additional description of benefits checked above:

Collaborative Environment and Increased common areas such as the communal kitchen, fitness room for staff, and training rooms for workshops.

“Low-Income Community” means any population census tract satisfying the definition of Low-Income Community under the New Markets Tax Credit program as set forth in Internal Revenue Code Section 45D(e), including any population census tract if (1) the poverty rate for such tract is at least 20%, or (2) (a) in the case of a tract not located within a metropolitan area, the median family income of such tract does not exceed 80% of statewide median family income, or (b) in the case of a tract located within a metropolitan area, the median family income for such tract does not exceed 80% of the greater of statewide median.

“Low-Income Person” means any individual having an income, adjusted for family size, of not more than: (1) for metropolitan areas, 80% of the area median family income; and (2) for non-metropolitan areas, the greater of (a) 80% of the area median family income or (b) 80% of the statewide non-metropolitan area median family income family income or the metropolitan area median family income.

ESIC NEW MARKETS PARTNERS LIMITED PARTNERSHIP

NEW MARKETS TAX CREDIT PROGRAM

TENANT COMMUNITY BENEFITS REPORT

FOR YEAR ENDED: 12/31/13

Project name: **Playworks Education Energized** _____

Tenant name: **Playworks Baltimore** _____

Address of tenant: **2601 N. Howard, MD 21218** _____

Person completing this report: **Melissa Van Hoosen** _____

Date report completed: **2/25/2014** _____

1. Please complete the following table with respect to your employees.

Employee Characteristics	#
Full-Time Employees (35 hours/week)	44
Men	21
Women	23
African American	20
Latino	1
Other Racial / Ethnic Minority	1
Using Public Transportation to Work	3
Living within 10 Minutes of Work	15
Living in same Zip Code as tenant space	3
Making < 80% of Median Wage *	0
Making 80% of Median to Livable *	39
Making > Livable Wage *	5
* Baltimore, MD 2013 Median Wage-\$30,279 2013 Livable Wage- \$50,040	

Benefits Offered Full-Time Employees	# of Employees Receiving
Paid Holidays	44
Paid Vacation	40
Paid Sick Days	40
Health Insurance	27
Dental Insurance	18
Insurance for Dependents	6
Short-Term Disability	44
Long-Term Disability	44
Life Insurance	44
401(k) / Other Retirement	7
Child Care	0
Education / Training	0

2. How many part-time employees do you have? 0
 a. What is the average number of hours that a part-time employee works each week?

3. Opportunities for training and advancement for employees at who are low-income persons or residents of low-income communities include:
NA

4. What have been the benefits of locating in (or remaining in) this development? Please check all that apply and then provide additional detail below relating to the cost savings associated with the lower rents, more favorable lease terms, etc.

- Lower rent than otherwise available in the market x
- More favorable lease terms than otherwise available
- More space for operations x
- Better security than in other locations x
- Higher quality building than other options x
- No particular benefits
- Other (please describe)

Additional description of benefits checked above:

 Parking and access to other nonprofits

“Low-Income Community” means any population census tract satisfying the definition of Low-Income Community under the New Markets Tax Credit program as set forth in Internal Revenue Code Section 45D(e), including any population census tract if (1) the poverty rate for such tract is at least 20%, or (2) (a) in the case of a tract not located within a metropolitan area, the median family income of such tract does not exceed 80% of statewide median family income, or (b) in the case of a tract located within a metropolitan area, the median family income for such tract does not exceed 80% of the greater of statewide median.

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