



Urban Development Solutions

For more information, please contact:

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Company Profile (Our Work – Past & Present)

URBAN DEVELOPMENT SOLUTIONS is an award-winning niche developer committed to fostering sustainable development and revitalization in underserved markets throughout Florida.

UDS was founded in 2003 and completed its flagship project in 2005 – the 47,000 square foot **Tangerine Plaza Shopping Center**, anchored by a Sweetbay Supermarket.

PAST & CURRENT PROJECTS

Lakewood Apartments

Happy Workers Children's Center

13th Avenue Dream Center

21 Single-Family Housing

Popeye's Restaurants

Miami Art & Technology Center

The Midtown Enterprise & Retail Ctr

The MLK, Jr. Enterprise Center

The McCollum Hall Revitalization Project

Industry Honors

UDS is recognized as a pioneer in the field of inner-city development



- Winner of the *2006 Outstanding Project of the Year Award* by the Florida Redevelopment Association
- Winner of the *2006 Best of the Best Project Award* by the Florida Redevelopment Association
- Winner of the *2007 Outstanding Minority Business of the Year Award* by the St. Petersburg Area Chamber of Commerce
- Listed in 2009 in the *Who's Who Tampa Bay Reference Guide* for "Raising New Forms of Wealth."
- Winner of the *2009 Community Developer of the Year Award* by the Florida Minority Community Reinvestment Coalition

Unique Skill Sets

UDS is one of the few developers in the nation who has won multiple consecutive awards of specialized “social equity” funding sources, including **EDGE Loans, Community Economic Development Grants, Affordable Housing Program** financing, **Low Income Housing Tax Credits**, and a nationally-recognized model of **New Markets Tax Credits utilization**

SPECIALTY SKILL SETS INCLUDE:

“Social Equity” Redevelopment Financing & Funding
Tenant Marketing & Leasing
Community Wealth Building & Asset Development

Our Team



Larry Newsome, CEO

Former SVP & CFO for Progress Credit Corp. and Echelon Int'l Development, CPA, Certified Tax Instructor, former Licensed Broker, Licensed Appraiser, with an MBA in Finance who has served on the core development team for over \$500 million in commercial real estate development

Priscilla Williams, CFO

Tamara Felton, CAO



The Deal Structure: Filling the Social Equity Gap

The Difficult Model



- The first project where UDS used tax credits is Tangerine Plaza, where tax credits are provided using a **discounted cash flow model**. I call this model the difficult model.
- It requires that the borrower have a very good understanding of how tax credits work and how deals are structured. The primary advantage of the cash flow model is that it provides you with **hard cash** and makes it possible for a substantial amount of the benefit of tax credits to pass along to the borrower. Because of the high transaction costs, this model is not feasible for projects under \$5 million. For borrowers who do not have a background in tax credits, it is advisable to hire a consultant with the expertise.

The Easy Model



- The second project where UDS is utilizing credits is the SunTrust Bank Building, a 13,100 square foot office building anchored by a SunTrust branch. Totaling \$3.7 million, the project will use what I call “the easy model.”
- The bank simply provides a discount on the interest rate, in our case 350 basis points.
- Some lenders provide loans with this model on projects as small as \$1.5 million. However, the smaller the project the smaller the discount and any debt borrowed has to be repaid.

Tangerine Plaza/Sweetbay



Tangerine Plaza is a 48,000 square foot strip shopping center, anchored by a Sweetbay Supermarket with 39,000 square feet, with 9,000 square feet leasable to 6 additional, preferably local tenants.

Sources of Funds



| Financial Institution | Type Financing | Amount (millions) |
|-------------------------------|-----------------------|------------------------------|
| BB&T | First Mortgage | \$3.2 |
| NLP | Second Mortgage | \$2.0 |
| BB&T/Fifth Third OCS & UDS | Third Mortgage | \$3.5 |
| TOTAL | | \$8.7 |

First Mortgage utilized FHLB EDGE Loan with a 3.4% int rate for 7 years
Second mortgage partially funded by City of St. Pete with a 2.4% interest rate for 7 years
Third Mortgage funded by BB&T and Fifth Third Bank through sale of tax credits,
OCS through a grant and UDS through part of its Developer's Fee.

Uses of Funds



| Activity | Amount (millions) |
|------------------------------|------------------------------|
| Pay off of Construction Loan | \$6.7 |
| Working Capital | \$0.5 |
| Community Outreach | \$0.2 |
| Tenant Assistant | \$0.5 |
| Developer's Fee | \$0.2 |
| Transaction Costs | \$0.6 |
| TOTAL | \$8.7 |

The way we are providing tenant assistance is ground breaking. We are providing funds for working capital, rent buy down, as well as build out assistance.