

### Development Analysis Experience with Urban Advisors

#### City of Buffalo NY; US DOT Grants; Benefit-Cost Analysis; 2011-2022

- “Complete streets” to renovate the streetscape for the Main Street streetcar
- Conducted the benefit/cost analysis quantifying the impacts
- Evaluated land productivity, residual value of right of way improvements, employment, retail spending and reduction in injury
- Considered the aspects of each benefit advanced successful arguments
- Received a \$15 million grant in 2011, \$18 million grant in 2015, and \$25 million in 2022

#### Amherst & Tonawanda, NY; Willow Ridge & Parkview Action Plan; 2022

- Described the obstacles facing new retail along the corridor
- Determined demand for housing and identified conditions that would support new development
- Provided proforma analysis of proposed development under existing and alternative regulations
- Demonstrated financial impact of development under alternative regulations
- Conducted GIS analysis:
  - demonstrated extent of underutilized land
  - quantified feasible development and fiscal impact under existing and proposed regulations

#### Village of Fairport, NY; Comprehensive Plan; Economic Analysis; 2021

- Provided background analysis of demographics, retail and employment
- Projected demand for new uses
- Conducted GIS analysis
  - demonstrated problems with existing code though non-conforming lots
  - analyzed potential for new development and opportunity for accessory dwelling units

#### Newton, MA; Washington St Corridor; Development & Code Analysis; 2019

- Determined projected housing demand and analyzed affordability
- Projected support for retail uses and employment space
- Conducted proforma development analysis to guide designs
- Determined capacity to support development under new regulations:
  - feasibility testing based on development costs and new building values
  - projected value of development with sf by use and number of units

#### Providence, RI; Woonasquatucket River Corridor; Development Analysis; 2018

- Provided economic and proforma analysis of development scenarios
- Evaluated public costs and benefits and economic impacts
- Formulated the building typology nick-named “Maker Boxes”:
  - inexpensive concrete sheds for artists and fabricators
  - preserves affordable working space and business incubation
- Established priorities and framework for evaluating public investments

#### South Bend, IN; Market & Development Analysis; 2018

- Provided demographic data on local market preferences and retail support
- Suggested reducing 40k sf grocery to 12k sf with ancillary hardware store
- Demonstrated inexpensive retrofit to sub lease stalls forming a market arcade for food service providers and artists