



Mastering the "DIRT" of Development

"DIRT"

Empowering locals to take control of their community





What Will Be Covered Today

- ❖ Why DRI is needed
 - ❖ Community Assessment
 - ❖ Public Input Processes
 - ❖ Development Readiness Training
 - ❖ Group Exercises
-



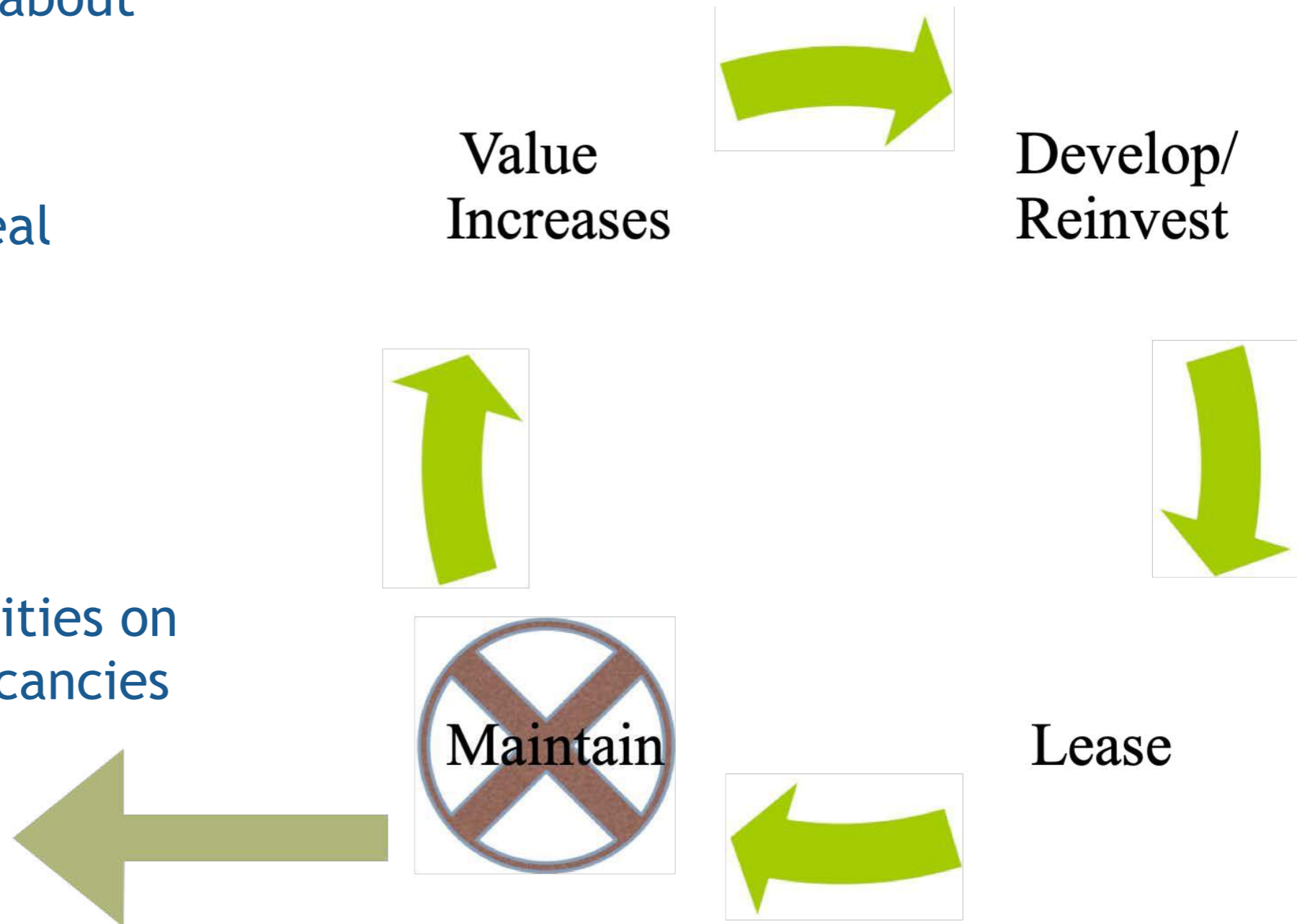
Chapter
1



Need for DRI Training

The Development Readiness training was brought about to help:

- ❖ Break the cycle of disinvestment in real estate
- ❖ Provide training opportunities for communities
- ❖ Educating communities on the true cost of vacancies





The Cycle is Broken

When one property owner breaks the real estate investment and value cycle, the district as a whole retains value and the cycle continues

In many cities, a majority of the property owners stop investing and maintaining and the district breaks the real estate life cycle

The Cost of Vacancy

- Municipalities can't afford vacancy
- Vacancies reduce property values
- Vacancies don't generate income tax
- Vacancies don't generate sales tax
- Vacancies dampen civic pride
- Vacancies discourage additional business development
- Vacancies deter tourism

The Cost of Vacancy

- Building owner - \$8,400 in rents and \$5,040 in property value
- Local Government - \$1000 in property tax \$5,000 in sales tax
- State Government - \$15,000 in sales tax
- Utility Companies - \$4,700 for utilities, telephone and internet
- Banks - \$39,500 in loan demand \$2,200 in bank fees and interest \$17,000 in deposits
- Suppliers - \$1,300 in maintenance and repairs, \$500 in printing and copying, \$900 in supplies
- Professional Services - \$2,700 in insurance premiums , \$900 in legal and accounting fees \$500 in property management fees
- Media - \$6,200 in advertising, marketing and PR expenditures
- Workers - \$56,800 as employees of that business, \$31,500 in business owner's compensation and profit \$24,100 workers elsewhere in the community
- **Total vacancy cost of one average sized downtown mixed use Building - \$214,640**

SOURCE: Estimates of the cost of an empty building were based, in part, on RMA® Annual Statement Studies.

Creating A Baseline

Development Readiness Initiative



Creating a baseline of data about the community will help real estate and economic development efforts.

While this is true, the analysis must go well beyond a simple infrastructure assessment.





A strong platform requires a detailed look at the foundation

Vibrant Community Assessment

- ❖ Understanding what you have and where to build
-

Vibrant Community Assessment

Development Readiness Initiative



Preparing Your Community for Redevelopment

Understanding your community is the first step toward an achievable and implementable revitalization plan. The VCA will assist with that. Elements of the VCA include:

- ❖ Existing conditions Analysis
- ❖ Community Identity Assessment
- ❖ Building Standards Review
- ❖ Connectedness Review
- ❖ Ownership Observations
- ❖ External Appearances

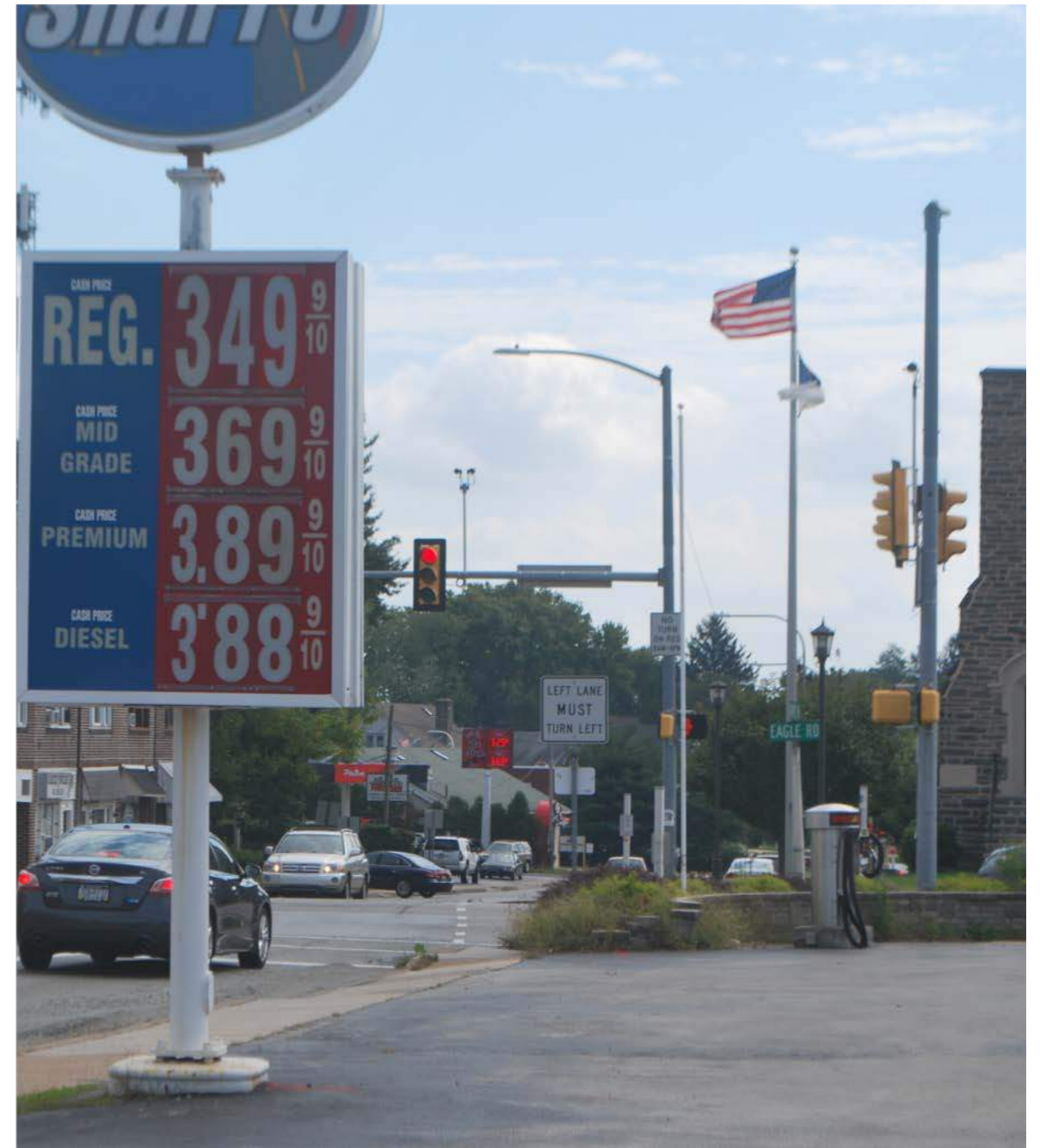




Existing Conditions Analysis

Understanding what your community has will help you understand where you need to go. To this extent, existing conditions analysis should be completed for the following categories:

- ❖ Building Conditions
- ❖ Building utilization
- ❖ Communityness
- ❖ Infrastructure conditions
- ❖ Businesses or amenities

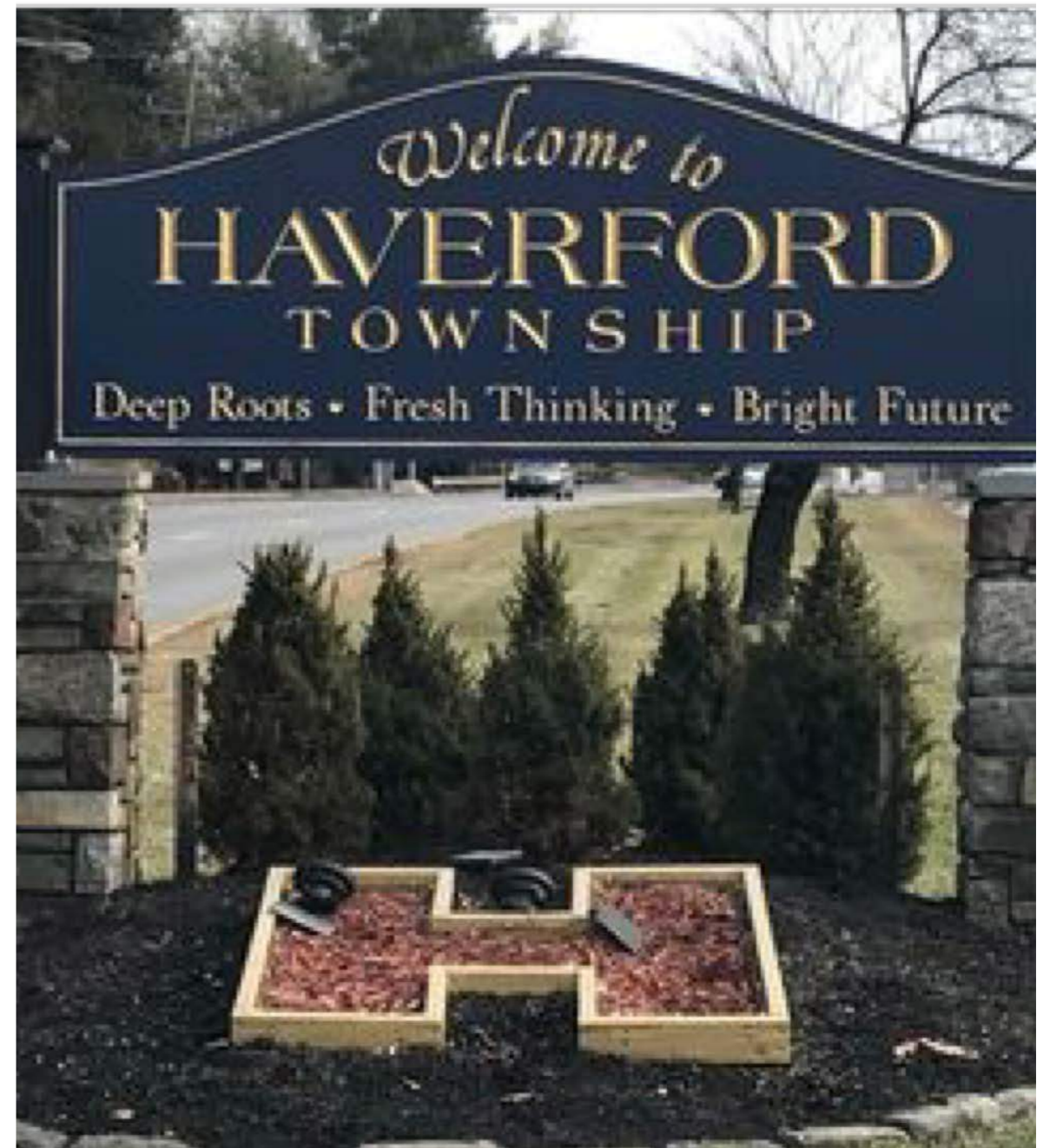


Community Identity Assessment



A “COMMUNITY” is not something that has a set definition, yet it is required to make a place feel like HOME.

- ❖ How do you define your community?
- ❖ What can you identify in your community that people have in common?
- ❖ Are there common traditions?
- ❖ Does your community support a common vision?



Building Standards Assessment

Development Readiness Initiative



Preparing Your Community for Redevelopment

Building standards are not in place to restrict a private property owner, yet they are in place to ensure all people are required to meet the same set of standards

- ❖ If you ask more out of people, they typically will live up to the challenge
- ❖ Lowering expectations, lowers results

Building standards are a collective set of decisions we, as a community, agree upon regarding the look, feel and behavior of a community



Connectedness



To experience a sense of place, people must get together. Improving how your community connects will improve your community.

- ❖ Personal relationships are the foundation of a community
- ❖ Find reasons to get people together, or get people together for no reason at all
- ❖ To experience place, people must meet face-to-face





Ownership Observations

A vested citizen understands it is **THEIR** community and the overall well-being of a community is up to them

- ❖ Residents serve the community, and the community, in-turn, serves the residents
- ❖ Individual actions mount to a large community benefit
- ❖ Apathy is the true community killer

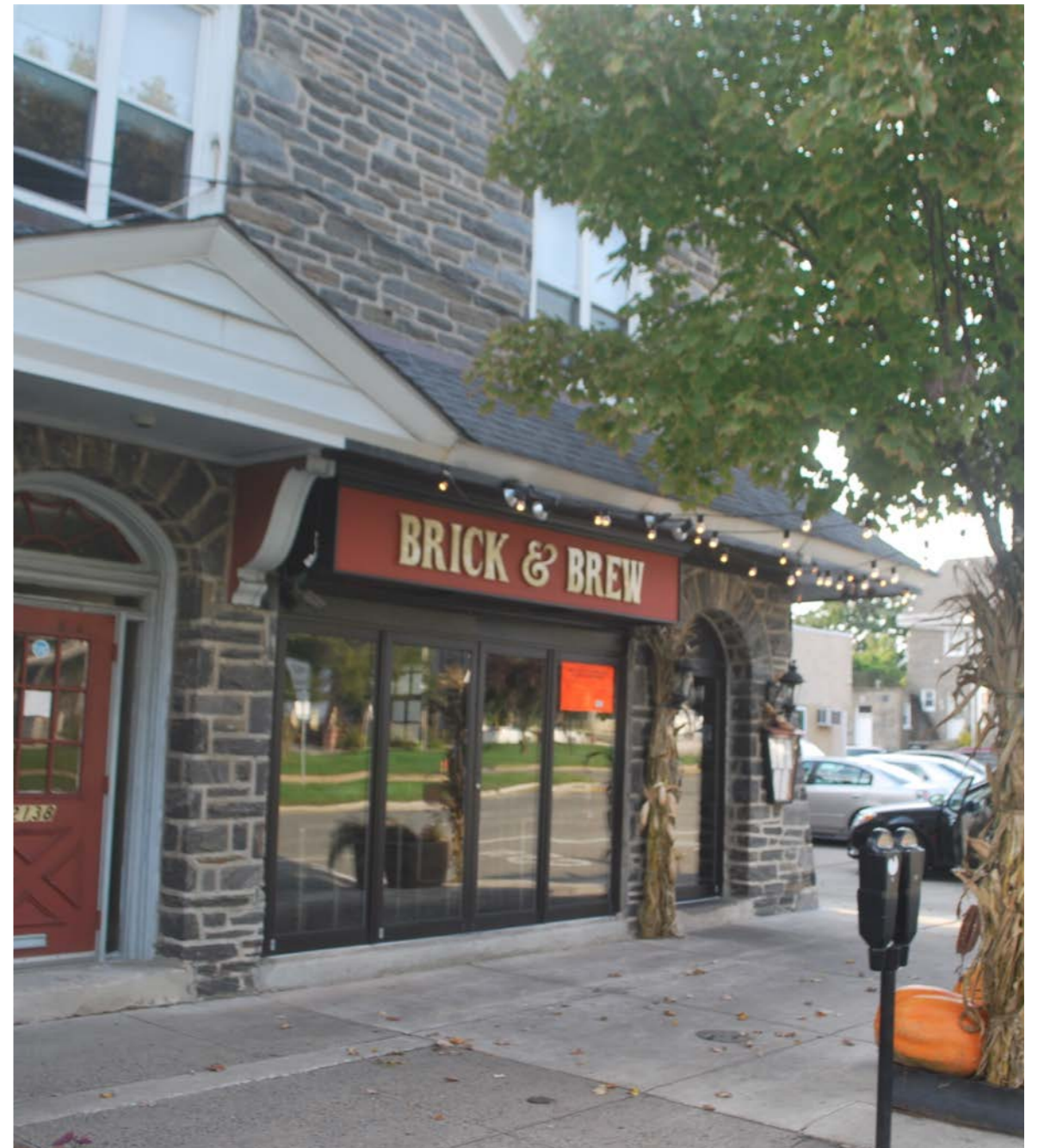




External Appearances

The first impression a visitor or prospective resident has of your community is lasting. While the outside appearance is not the most important, it does affect your image.

- ❖ Appearances shape opinion
- ❖ If a town is blighted, it will affect the feeling of residents
- ❖ Appearances of travelers shape the perception of travelers





At the end of the Vibrant Community Assessment, each community should be provided with:

- ❖ A list of strengths and weaknesses
- ❖ A list of opportunities for improvements
- ❖ A background of elements that can be part of the community-wide vision
- ❖ Strong research data, both quantitative and qualitative, to share with the residents in the vision creating process



Chapter
2



Community Engagement Toolbox

Adding some tools to assist your community revitalization



A revitalization must be supported by the community

Effective community engagement

- ❖ Offering solutions for gathering input in the digital era

Roadblocks to Engagement



Lets start by talking about the roadblocks to engagement methods:

- ❖ Old methods
- ❖ Apathy
- ❖ Unresponsive community
- ❖ Municipalities that are hearing, yet not truly listening



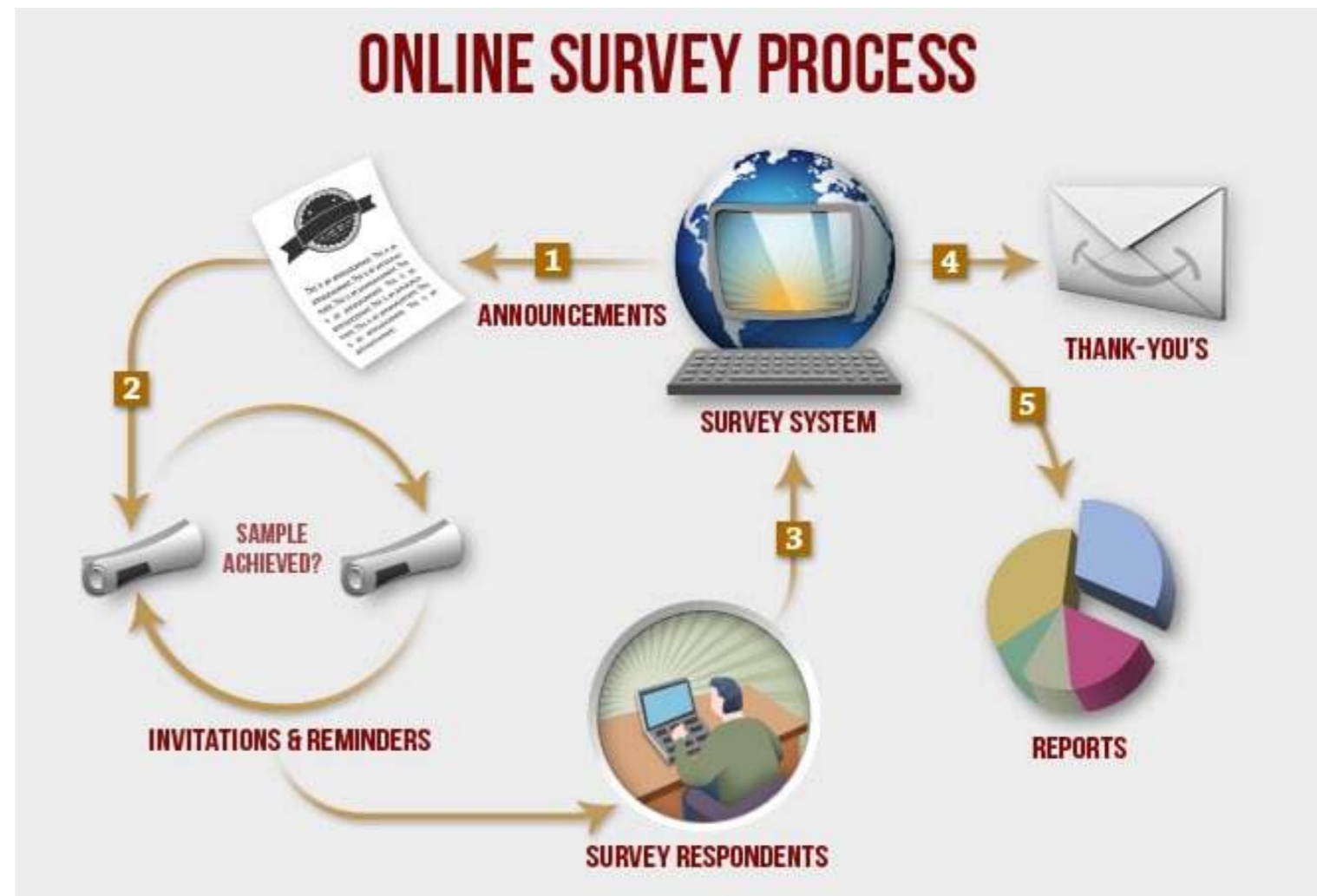


Old Styled of Engagement

What is old, is not always what is good

- ❖ Older community engagement styles are not meeting new residents needs
- ❖ Residents are not being properly questioned or petitioned

It is important to not entirely remove these methods of input, yet more importantly provide a more inclusive effort



Changing Trends



As the world becomes more digital, social and empowered; it is important to plan for all people. Some growing trends are:

- ❖ Inclusive marketing
- ❖ Less social media and more local based
- ❖ Person-to-person interaction
- ❖ Inclusion at community events
- ❖ Creating local celebrations
- ❖ Understand your residents



Livening up the Public Input Meeting



Options for livening up the public input meetings include:

- ❖ Providing a multi-sensory experience
- ❖ Less programmed feedback and more open mic
- ❖ Providing increased methods of communication





Multi-sensory experience

By providing a multi-sensory experience, participants will be:

- ❖ More engaged
- ❖ Provide increased amounts of feedback
- ❖ Feel more open to provide their true thoughts or feelings





Program less, Receive more

By programming the style of meetings less, communities will receive more valuable feedback:

- ❖ Allowing individuals to focus on matters that are critically important to them & not those that do not matter
- ❖ Providing a way for community residents of similar interest to chat and make a change
- ❖ Creating an inclusive environment, regardless of socio-economic status





Increased Communication

In the era of constant communication, it is more important than ever to have transparency in communications:

- ❖ Inclusion of social media?
- ❖ Mixing old and new communication methods
- ❖ Providing a consistent message
- ❖ Allowing all to speak, and all voices to be equal





Chapter
3



Mastering the DIRT of Development

What will we cover today?

- What is the “DIRT of development”
- How to tell if your community already masters development DIRT
- How to master the DIRT of development
- Benefits of mastery



What is it? and Why is it important?

Development Readiness Initiative



Preparing Your Community for Redevelopment

What does dirt mean?



D
DURATION

I
INTENSITY

R
RATE

T
TIMING



Why is Dirt Important?

- ❖ DIRT dictates where services or amenities are provided
- ❖ It provides a method for a community or residents to control desired end users and the impact on their neighborhoods
- ❖ The community will become development ready
- ❖ LOCAL residents will be empowered to become LOCAL developers
- ❖ Allows residents to become part of community-wide revitalization and catalyst change efforts
- ❖ Aids in opportunity zone marketing and success





Is your community already mastering the "DIRT" of development



How to grade your community

Development Readiness Initiative



Preparing Your Community for Redevelopment

Below are a few simple questions that can let you know if your community has mastered the DIRT of development

- ❖ Does your community have congruent future land use maps and development/zoning code?
- ❖ Does your community have a GAP analysis completed to identify underserved amenities or services?





- ❖ Has your community recently listened to the public about their desired goals?
- ❖ Has your community been successful at attracting developers to targeted areas or for the desired purpose?





- ❖ Have long term blights or vacant buildings been properly marketed and prepared for development?
- ❖ Does your community support private development, and not just through fiscal incentives?

you answered NO to any of these questions, your community is not ready for development





Common Excuses

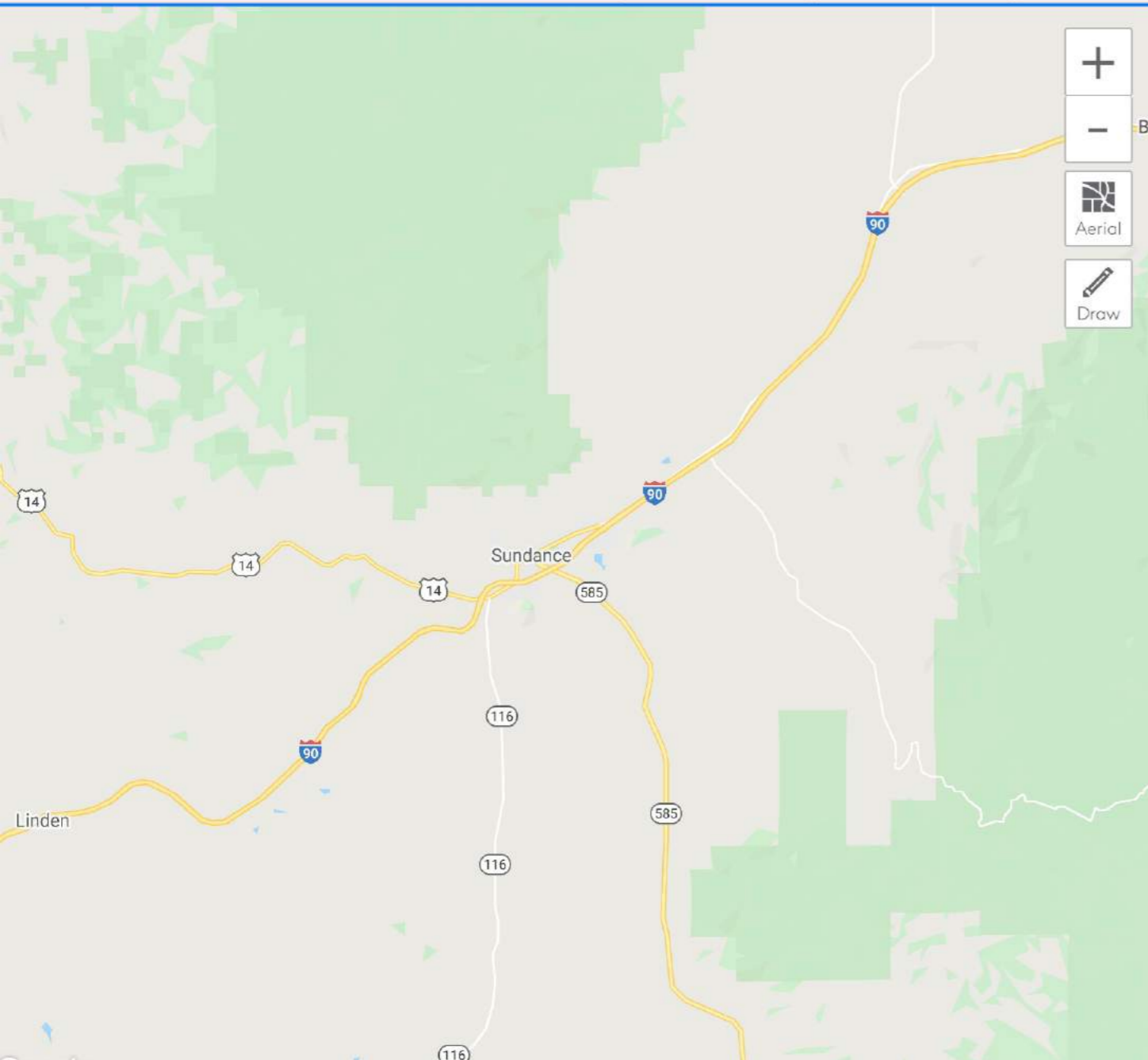
When talking to clients about economic development, we often hear the below complaints:

- ❖ Developers are not interested in our community
- ❖ We don't have the right demographics to attract development
- ❖ Developers show interest, but never follow through with implementation
- ❖ Our town is fine the way it is, we don't want change

All of these are EXCUSES. They are often provided for communities who lack the technical knowhow or ability to master the DIRT of development.

Most communities are correct for development. It is a matter of identifying the correct style and density to ensure implementation

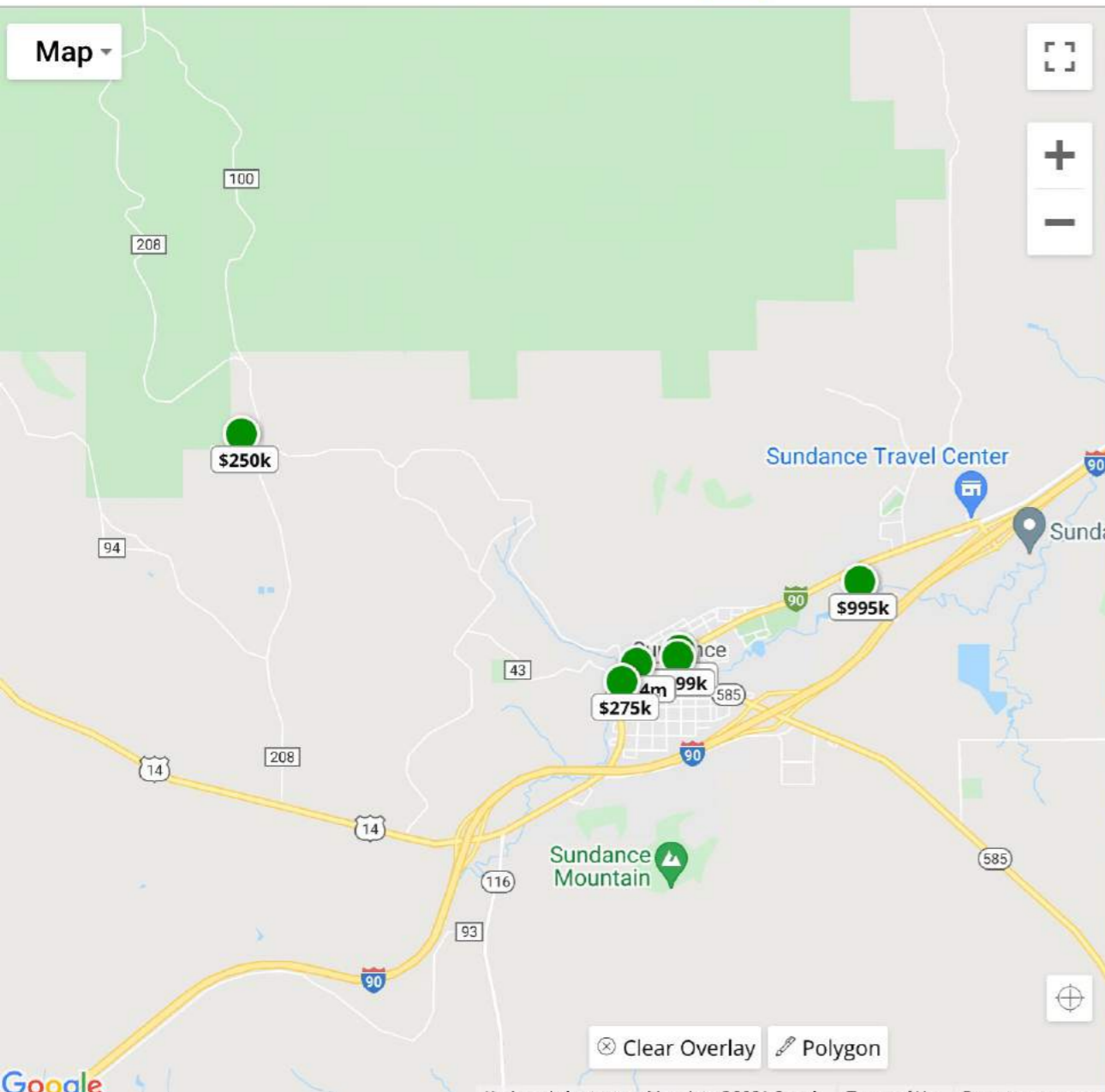




Your search did not match any properties.
Modify Your Search to find matching properties.



Sundance, WY [X] GO [All Properties v] [Price v] [Size v] [More v] [Save Search] [View Market Stats]



6 results in search
Sort by price: High to Low | Low to High
Sort by age: Newest to Oldest | Oldest to Newest



MLS # 21-881
214 E Main St E
Sundance, WY 82729
.22 Acres | Commercial
\$1,399,000 | ● Active
Favorite Visit Map



MLS # 21-1124
108 Abbey Lane
Sundance, WY 82729
.99 Acres | Commercial
\$1,200,000 | ● Active
Favorite Visit Map



MLS # 21-290
117 S 21st St S
Sundance, WY 82729



101 E Cleveland St E

Sundance, WY 82729

0.21 Acres | Commercial | MLS# 21-899



©2021 Copyright

Full gallery available exclusively for members

Login or Register >



Active

\$275,000

Request Info

Est. Payment: \$988/mo*

Favorite

Share

Views: 27

Days On Site: 124

Go Tour This Listing



Schedule A Showing



Steps to Master the DIRT of Development

Development Readiness Initiative



Preparing Your Community for Redevelopment



The critical first step

Existing Conditions Analysis

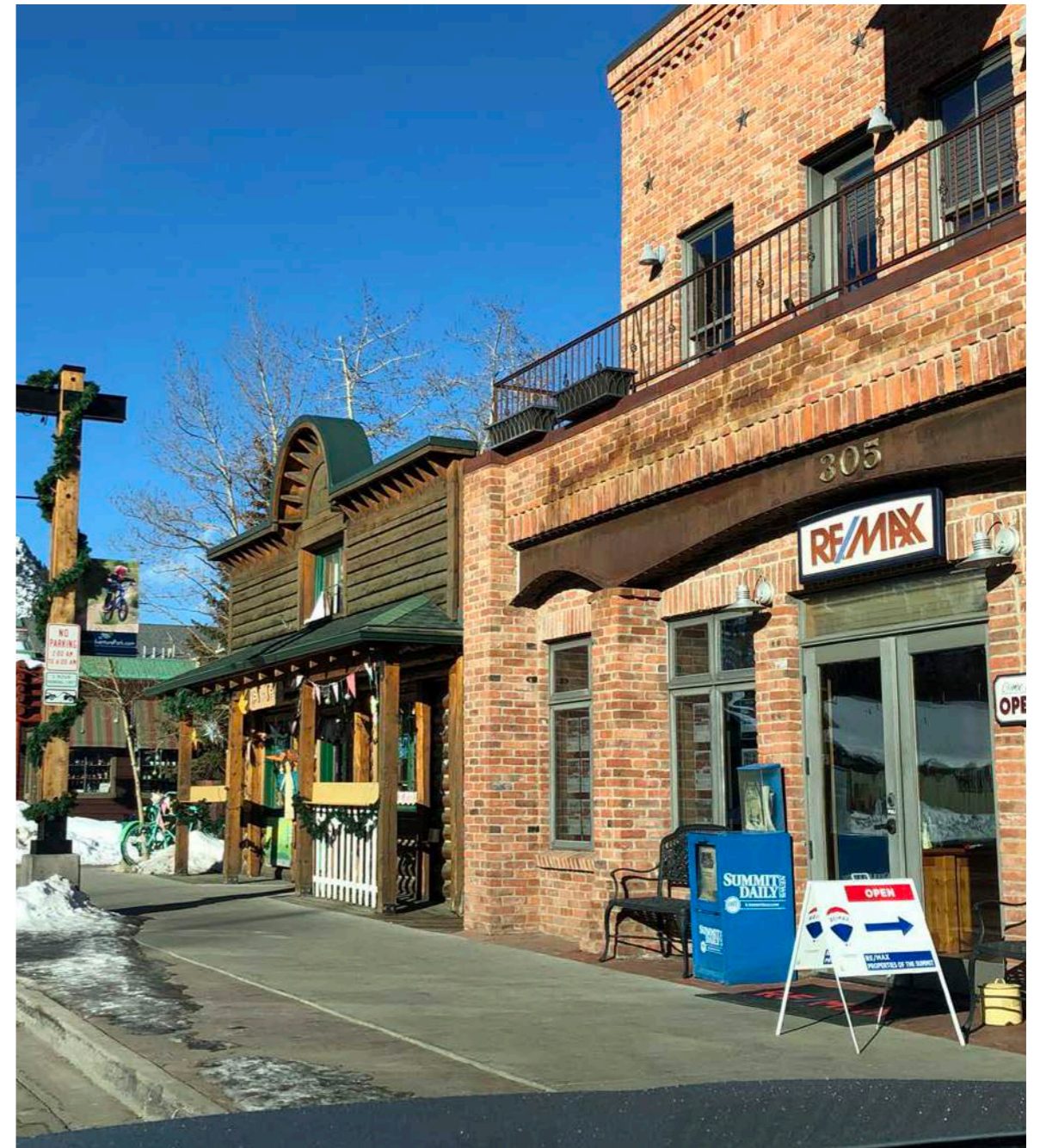
- ❖ The first step to mastering is understanding

Understanding Conditions



Before a community can master the DIRT of development, they must first understand what assets, opportunities or weaknesses are present:

- ❖ Conduct a SWOT analysis
- ❖ Understand the availability of both reuse and greenfield sites
- ❖ Review the conditions of and access to necessary infrastructure
- ❖ Complete a community visioning and participation campaign
- ❖ Identify the unique assets available to the community
- ❖ Create a unified goal for the future of the community





Understanding your community will determine your sustainability

“GAP” Market Analysis

- ❖ Providing missing services and amenities will provide a new tax base

Identifying the "GAP"



Retail MarketPlace Profile

Lamar City, CO
 Lamar City, CO (0843110)
 Geography: Place

Summary Demographics

2018 Population
 2018 Households
 2018 Median Disposable Income
 2018 Per Capita Income

2017 Industry Summary

| | NAICS | Demand (Retail Potential) | Supply (Retail Sales) | Retail Gap | Leakage |
|-------------------------------------|-----------|------------------------------|--------------------------|---------------|---------|
| Total Retail Trade and Food & Drink | 44-45,722 | \$65,367,573 | \$84,515,308 | -\$19,147,735 | -1 |
| Total Retail Trade | 44-45 | \$59,389,248 | \$75,418,019 | -\$16,028,771 | -1 |
| Total Food & Drink | 722 | \$5,978,325 | \$9,097,289 | -\$3,118,964 | -2 |

2017 Industry Group

| | NAICS | Demand (Retail Potential) | Supply (Retail Sales) | Retail Gap | Leakage |
|---|----------|------------------------------|--------------------------|---------------|---------|
| Motor Vehicle & Parts Dealers | 441 | \$13,041,876 | \$11,538,663 | \$1,503,213 | 1 |
| Automobile Dealers | 4411 | \$10,202,840 | \$7,703,644 | \$2,499,196 | 2 |
| Other Motor Vehicle Dealers | 4412 | \$1,735,084 | \$0 | \$1,735,084 | 1 |
| Auto Parts, Accessories & Tire Stores | 4413 | \$1,103,952 | \$3,835,019 | -\$2,731,067 | -2 |
| Furniture & Home Furnishings Stores | 442 | \$1,880,596 | \$1,475,200 | \$405,396 | 0 |
| Furniture Stores | 4421 | \$1,154,717 | \$740,642 | \$414,075 | 0 |
| Home Furnishings Stores | 4422 | \$725,879 | \$734,558 | -\$8,679 | -1 |
| Electronics & Appliance Stores | 443 | \$1,931,169 | \$2,889,456 | -\$958,287 | -1 |
| Bldg Materials, Garden Equip. & Supply Stores | 444 | \$3,868,681 | \$1,210,257 | \$2,658,424 | 2 |
| Bldg Material & Supplies Dealers | 4441 | \$3,581,002 | \$1,022,550 | \$2,558,452 | 2 |
| Lawn & Garden Equip & Supply Stores | 4442 | \$287,679 | \$187,707 | \$99,972 | 0 |
| Food & Beverage Stores | 445 | \$10,546,166 | \$16,369,790 | -\$5,823,624 | -1 |
| Grocery Stores | 4451 | \$8,576,825 | \$12,192,831 | -\$3,616,006 | -1 |
| Specialty Food Stores | 4452 | \$850,685 | \$266,098 | \$584,587 | 0 |
| Beer, Wine & Liquor Stores | 4453 | \$1,118,656 | \$3,910,861 | -\$2,792,205 | -1 |
| Health & Personal Care Stores | 446,4461 | \$4,942,409 | \$2,180,903 | \$2,761,506 | 0 |
| Gasoline Stations | 447,4471 | \$5,966,670 | \$12,852,903 | -\$6,886,233 | -1 |
| Clothing & Clothing Accessories Stores | 448 | \$2,421,775 | \$1,032,696 | \$1,389,079 | 0 |
| Clothing Stores | 4481 | \$1,633,888 | \$429,798 | \$1,204,090 | 0 |
| Shoe Stores | 4482 | \$322,416 | \$602,898 | -\$280,482 | -1 |
| Jewelry, Luggage & Leather Goods Stores | 4483 | \$465,471 | \$0 | \$465,471 | 1 |
| Sporting Goods, Hobby, Book & Music Stores | 451 | \$2,137,416 | \$97,604 | \$2,039,812 | 0 |
| Sporting Goods/Hobby/Musical Instr Stores | 4511 | \$1,920,853 | \$97,604 | \$1,823,249 | 0 |
| Book, Periodical & Music Stores | 4512 | \$216,563 | \$0 | \$216,563 | 1 |
| General Merchandise Stores | 452 | \$9,408,931 | \$23,668,895 | -\$14,259,964 | -1 |
| Department Stores Excluding Leased Depts. | 4521 | \$6,034,444 | \$20,314,286 | -\$14,279,842 | -1 |
| Other General Merchandise Stores | 4529 | \$3,374,487 | \$3,354,609 | \$19,878 | 0 |
| Miscellaneous Store Retailers | 453 | \$2,223,378 | \$845,880 | \$1,377,498 | 0 |
| Florists | 4531 | \$84,144 | \$151,426 | -\$67,282 | -1 |

❖ Location Quotient

Lamar

- 74 total businesses
- 0 Jewelry stores
- 0% of all business are Jewelry Stores
- Deficient in Jewelry Stores

Boulder

- 835 total businesses
- 11 Jewelry stores
- 1.3% of all businesses are jewelry stores
- Deficient in Jewelry Stores

74 total business x 1.3% = 1 business
 1 jewelry business is projected to have an annual revenue of \$465,471
 This will capture \$32,117.49 per year in sales tax at Lamar's 6.9% sales tax rate
 This will provide a total additional revenue direct to Lamar of \$13,964.13 annually





Retail MarketPlace Profile

Sundance DRI Training
Sundance town, WY
Geography: Place

Summary Demographics

| | |
|-------------------------------|----------|
| 2021 Population | 1,257 |
| 2021 Households | 568 |
| 2021 Median Disposable Income | \$54,206 |
| 2021 Per Capita Income | \$31,226 |

NOTE: This database is in mature status. While the data are presented in current year geography, all supply- and demand-related estimates remain vintage 2017.

| | NAICS | Demand (Retail Potential) | Supply (Retail Sales) | Retail Gap | Leakage/Surplus Factor | Number of Businesses |
|---|----------|------------------------------|--------------------------|---------------|---------------------------|-------------------------|
| 2017 Industry Summary | | | | | | |
| Total Retail Trade and Food & Drink | 44-45 | \$15,558,183 | \$20,452,754 | -\$4,894,571 | -13.6 | 17 |
| Total Retail Trade | 44-45 | \$14,138,941 | \$18,959,554 | -\$4,820,613 | -14.6 | 13 |
| Total Food & Drink | 722 | \$1,419,242 | \$1,493,200 | -\$73,958 | -2.5 | 4 |
| 2017 Industry Group | | | | | | |
| Motor Vehicle & Parts Dealers | 441 | \$3,170,390 | \$891,158 | \$2,279,232 | 56.1 | 1 |
| Automobile Dealers | 4411 | \$2,545,510 | \$0 | \$2,545,510 | 100.0 | 0 |
| Other Motor Vehicle Dealers | 4412 | \$365,931 | \$891,158 | -\$525,227 | -41.8 | 1 |
| Auto Parts, Accessories & Tire Stores | 4413 | \$258,949 | \$0 | \$258,949 | 100.0 | 0 |
| Furniture & Home Furnishings Stores | 442 | \$363,620 | \$0 | \$363,620 | 100.0 | 0 |
| Furniture Stores | 4421 | \$210,724 | \$0 | \$210,724 | 100.0 | 0 |
| Home Furnishings Stores | 4422 | \$152,896 | \$0 | \$152,896 | 100.0 | 0 |
| Electronics & Appliance Stores | 443 | \$327,941 | \$0 | \$327,941 | 100.0 | 0 |
| Bldg Materials, Garden Equip. & Supply Stores | 444 | \$1,036,300 | \$415,059 | \$621,241 | 42.8 | 1 |
| Bldg Material & Supplies Dealers | 4441 | \$984,582 | \$415,059 | \$569,523 | 40.7 | 1 |
| Lawn & Garden Equip & Supply Stores | 4442 | \$51,718 | \$0 | \$51,718 | 100.0 | 0 |
| Food & Beverage Stores | 445 | \$2,317,268 | \$1,970,406 | \$346,862 | 8.1 | 1 |
| Grocery Stores | 4451 | \$1,987,681 | \$1,970,406 | \$17,275 | 0.4 | 1 |
| Specialty Food Stores | 4452 | \$73,450 | \$0 | \$73,450 | 100.0 | 0 |
| Beer, Wine & Liquor Stores | 4453 | \$256,137 | \$0 | \$256,137 | 100.0 | 0 |
| Health & Personal Care Stores | 446,4461 | \$700,798 | \$1,434,440 | -\$733,642 | -34.4 | 2 |
| Gasoline Stations | 447,4471 | \$1,981,078 | \$14,031,248 | -\$12,050,170 | -75.3 | 6 |
| Clothing & Clothing Accessories Stores | 448 | \$418,211 | \$0 | \$418,211 | 100.0 | 0 |
| Clothing Stores | 4481 | \$245,643 | \$0 | \$245,643 | 100.0 | 0 |
| Shoe Stores | 4482 | \$59,939 | \$0 | \$59,939 | 100.0 | 0 |
| Jewelry, Luggage & Leather Goods Stores | 4483 | \$112,629 | \$0 | \$112,629 | 100.0 | 0 |
| Sporting Goods, Hobby, Book & Music Stores | 451 | \$366,618 | \$0 | \$366,618 | 100.0 | 0 |
| Sporting Goods/Hobby/Musical Instr Stores | 4511 | \$311,003 | \$0 | \$311,003 | 100.0 | 0 |
| Book, Periodical & Music Stores | 4512 | \$55,615 | \$0 | \$55,615 | 100.0 | 0 |
| General Merchandise Stores | 452 | \$2,831,463 | \$0 | \$2,831,463 | 100.0 | 0 |
| Department Stores Excluding Leased Depts. | 4521 | \$2,370,431 | \$0 | \$2,370,431 | 100.0 | 0 |
| Other General Merchandise Stores | 4529 | \$461,032 | \$0 | \$461,032 | 100.0 | 0 |
| Miscellaneous Store Retailers | 453 | \$561,874 | \$217,243 | \$344,631 | 44.2 | 2 |
| Florists | 4531 | \$39,509 | \$217,243 | -\$177,734 | -69.2 | 2 |
| Office Supplies, Stationery & Gift Stores | 4532 | \$163,419 | \$0 | \$163,419 | 100.0 | 0 |
| Used Merchandise Stores | 4533 | \$51,913 | \$0 | \$51,913 | 100.0 | 0 |
| Other Miscellaneous Store Retailers | 4539 | \$307,033 | \$0 | \$307,033 | 100.0 | 0 |
| Nonstore Retailers | 454 | \$63,380 | \$0 | \$63,380 | 100.0 | 0 |
| Electronic Shopping & Mail-Order Houses | 4541 | \$19,558 | \$0 | \$19,558 | 100.0 | 0 |
| Vending Machine Operators | 4542 | \$7,063 | \$0 | \$7,063 | 100.0 | 0 |
| Direct Selling Establishments | 4543 | \$36,759 | \$0 | \$36,759 | 100.0 | 0 |
| Food Services & Drinking Places | 722 | \$1,419,242 | \$1,493,200 | -\$73,958 | -2.5 | 4 |
| Special Food Services | 7223 | \$11,823 | \$0 | \$11,823 | 100.0 | 0 |
| Drinking Places - Alcoholic Beverages | 7224 | \$65,169 | \$304,535 | -\$239,366 | -64.7 | 2 |
| Restaurants/Other Eating Places | 7225 | \$1,342,250 | \$1,188,665 | \$153,585 | 6.1 | 2 |

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector. For more information on the Retail MarketPlace data, please click the link below to view the Methodology Statement.

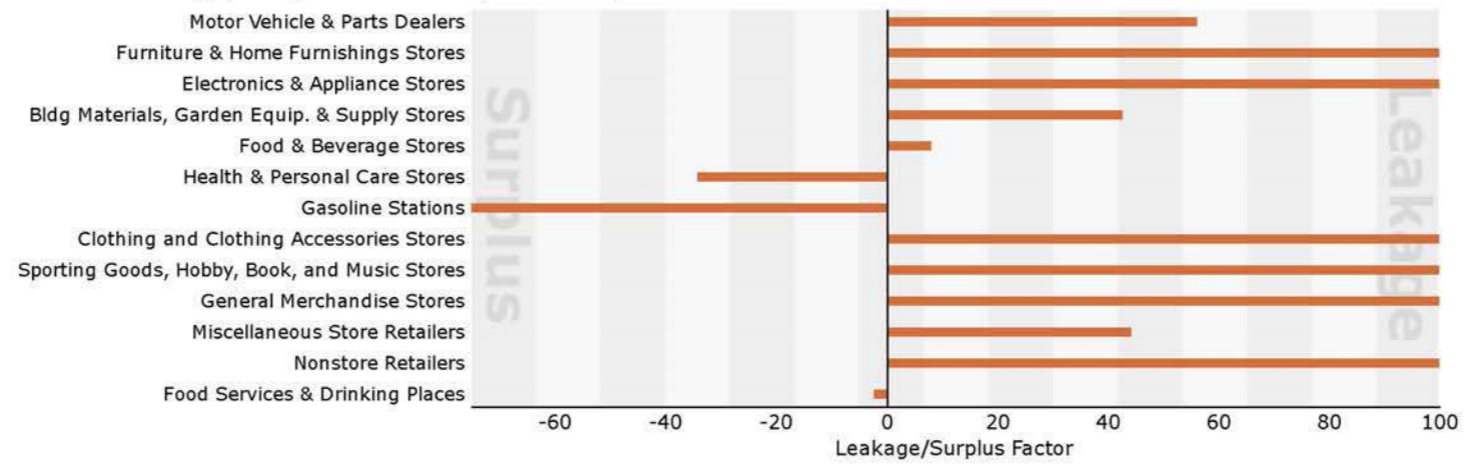
<http://www.esri.com/library/whitepapers/pdfs/esri-data-retail-marketplace.pdf>

Source: Esri and Data Axle. Esri 2021 Updated Demographics. Esri 2017 Retail MarketPlace. ©2021 Esri. ©2017 Data Axle, Inc. All rights reserved.

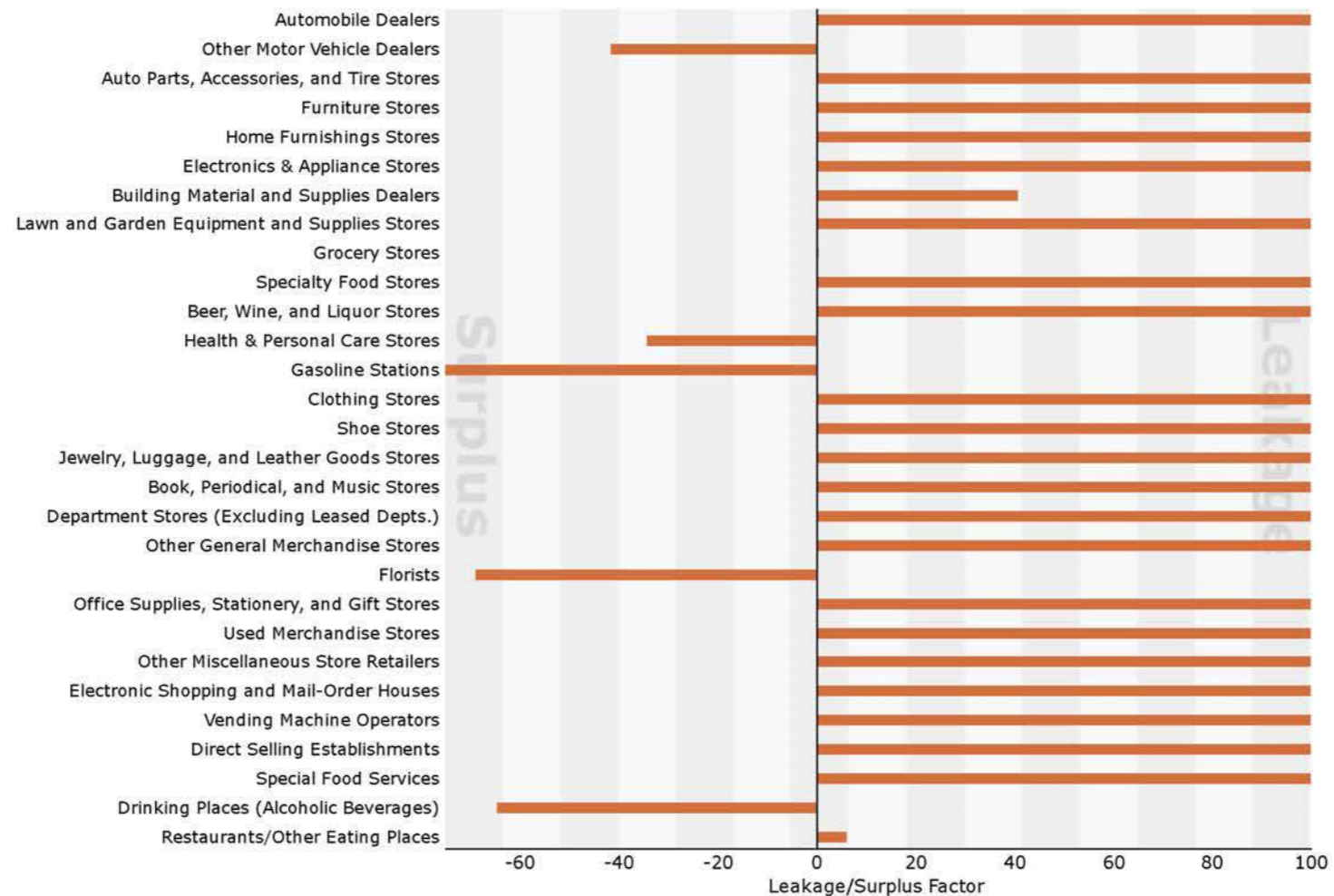


Sundance DRI Training
Sundance town, WY
Geography: Place

2017 Leakage/Surplus Factor by Industry Subsector



2017 Leakage/Surplus Factor by Industry Group



Source: Esri and Data Axle. Esri 2021 Updated Demographics. Esri 2017 Retail MarketPlace. ©2021 Esri. ©2017 Data Axle, Inc. All rights reserved.



House and Home Expenditures

Sundance DRI Training
 Sundance town, WY
 Geography: Place

| 2021 Housing Summary | | 2021 Demographic Summary | |
|--|--------------------------|--------------------------|-------------|
| Housing Units | 615 | Population | 1,257 |
| 2021-2026 Percent Change | 2.28% | Households | 568 |
| Percent Occupied | 92.4% | Families | 350 |
| Percent Owner Households | 85.4% | Median Age | 51.5 |
| Median Home Value | \$240,361 | Median Household Income | \$62,113 |
| | Spending Potential Index | Average Amount Spent | Total |
| Owned Dwellings | 86 | \$12,217.51 | \$6,939,545 |
| Mortgage/Other Loan Payments & Basics | 84 | \$8,904.76 | \$5,057,905 |
| Mortgage Interest | 83 | \$2,729.76 | \$1,550,501 |
| Interest Paid on Home Equity Loan | 79 | \$27.26 | \$15,482 |
| Interest Paid on Home Equity Line of Credit | 85 | \$107.91 | \$61,293 |
| Mortgage Principal | 83 | \$1,964.65 | \$1,115,922 |
| Principal Paid on Home Equity Loan | 87 | \$60.47 | \$34,348 |
| Principal Paid on Home Equity Line of Credit | 83 | \$230.39 | \$130,863 |
| Special Lump Sum Mortgage Payments | 100 | \$776.46 | \$441,027 |
| Special Assessments | 59 | \$6.59 | \$3,741 |
| Closing Costs | 78 | \$238.03 | \$135,202 |
| Property Taxes | 80 | \$2,191.82 | \$1,244,954 |
| Homeowners Insurance | 83 | \$489.24 | \$277,886 |
| Ground Rent | 119 | \$82.19 | \$46,686 |
| Maintenance and Remodeling Services | 92 | \$2,647.35 | \$1,503,696 |
| Maintenance and Remodeling Materials | 93 | \$570.94 | \$324,293 |
| Property Management and Security | 79 | \$94.46 | \$53,651 |
| Rented Dwellings | 53 | \$2,793.66 | \$1,586,799 |
| Rent | 52 | \$2,698.50 | \$1,532,750 |
| Tenant's Insurance | 53 | \$17.31 | \$9,831 |
| Maintenance and Repair Services | 79 | \$51.36 | \$29,174 |
| Maintenance and Repair Materials | 91 | \$26.49 | \$15,045 |
| Other Lodging | 84 | \$477.53 | \$271,239 |
| Owned Vacation Homes | 85 | \$410.69 | \$233,270 |
| Principal Paid on Home Loans | 92 | \$59.63 | \$33,870 |
| Closing Costs on Purchase of Property | 74 | \$24.59 | \$13,970 |
| Interest Paid on Home Loans | 96 | \$81.35 | \$46,208 |
| Property Taxes | 86 | \$117.09 | \$66,506 |
| Homeowners Insurance | 75 | \$10.23 | \$5,811 |
| Maintenance and Remodeling | 73 | \$88.01 | \$49,989 |
| Property Management and Security | 106 | \$29.78 | \$16,915 |
| Housing While Attending School | 77 | \$66.85 | \$37,970 |
| Household Operations | 76 | \$1,685.14 | \$957,158 |
| Child Care | 64 | \$338.51 | \$192,275 |
| Care for Elderly or Handicapped | 80 | \$50.03 | \$28,417 |
| Appliance Rental and Repair | 81 | \$20.25 | \$11,502 |
| Computer Information Services | 73 | \$486.15 | \$276,135 |
| Home Security System Services | 74 | \$31.60 | \$17,950 |
| Non-Apparel Household Laundry/Dry Cleaning | 74 | \$17.87 | \$10,149 |
| Housekeeping Services | 84 | \$159.76 | \$90,745 |
| Lawn and Garden | 87 | \$435.70 | \$247,478 |
| Moving/Storage/Freight Express | 85 | \$60.68 | \$34,467 |
| Installation of Computers | 95 | \$0.35 | \$199 |
| PC Repair (Personal Use) | 79 | \$5.47 | \$3,104 |
| Reupholstering/Furniture Repair | 83 | \$8.48 | \$4,816 |
| Termite/Pest Control | 83 | \$35.18 | \$19,980 |
| Water Softening Services | 88 | \$5.19 | \$2,945 |
| Internet Services Away from Home | 74 | \$3.08 | \$1,751 |
| Other Home Services (1) | 86 | \$26.84 | \$15,244 |

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.

Source: Esri forecasts for 2021 and 2026; Consumer Spending data are derived from the 2018 and 2019 Consumer Expenditure Surveys, Bureau of Labor Statistics.

November 16, 2021



House and Home Expenditures

Sundance DRI Training
 Sundance town, WY
 Geography: Place

| | Spending Potential Index | Average Amount Spent | Total |
|--|--------------------------|----------------------|-------------|
| Utilities, Fuels, Public Services | 76 | \$3,788.81 | \$2,152,044 |
| Bottled Gas | 146 | \$76.52 | \$43,462 |
| Electricity | 75 | \$1,362.46 | \$773,878 |
| Fuel Oil | 154 | \$124.03 | \$70,447 |
| Natural Gas | 63 | \$326.88 | \$185,669 |
| Phone Services | 74 | \$1,278.80 | \$726,356 |
| Water and Other Public Services | 77 | \$595.95 | \$338,502 |
| Coal/Wood/Other Fuel | 315 | \$24.17 | \$13,731 |
| Housekeeping Supplies | 75 | \$583.55 | \$331,457 |
| Laundry and Cleaning Supplies | 72 | \$161.30 | \$91,620 |
| Postage and Stationery | 80 | \$124.31 | \$70,606 |
| Other HH Products (2) | 75 | \$297.94 | \$169,231 |
| Household Textiles | 73 | \$73.99 | \$42,029 |
| Bathroom Linens | 66 | \$10.65 | \$6,050 |
| Bedroom Linens | 73 | \$38.68 | \$21,970 |
| Kitchen, Dining Room and other Linens | 88 | \$8.34 | \$4,736 |
| Curtains and Draperies | 72 | \$11.49 | \$6,527 |
| Slipcovers, Decorative Pillows | 74 | \$4.83 | \$2,746 |
| Furniture | 70 | \$447.05 | \$253,926 |
| Mattresses and Box Springs | 67 | \$77.99 | \$44,298 |
| Other Bedroom Furniture | 68 | \$78.41 | \$44,537 |
| Sofas | 69 | \$122.48 | \$69,571 |
| Living Room Chairs | 77 | \$39.94 | \$22,686 |
| Living Room Tables | 62 | \$10.93 | \$6,209 |
| Kitchen, Dining Room Furniture | 66 | \$34.76 | \$19,741 |
| Infant Furniture | 55 | \$6.94 | \$3,940 |
| Outdoor Furniture | 85 | \$31.25 | \$17,751 |
| Wall Units, Cabinets, Other Furniture (3) | 78 | \$44.35 | \$25,194 |
| Major Appliances | 79 | \$299.55 | \$170,146 |
| Dishwashers, Disposals & Range Hoods | 86 | \$28.03 | \$15,920 |
| Refrigerators and Freezers | 77 | \$80.58 | \$45,770 |
| Clothes Washers & Dryers | 81 | \$85.56 | \$48,596 |
| Cooking Stoves and Ovens | 76 | \$41.62 | \$23,641 |
| Microwave Ovens | 77 | \$14.50 | \$8,239 |
| Window Air Conditioners | 101 | \$7.92 | \$4,497 |
| Electric Floor Cleaning Equipment | 80 | \$22.42 | \$12,736 |
| Sewing Machines and Miscellaneous Appliances | 77 | \$18.92 | \$10,746 |

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.

Source: Esri forecasts for 2021 and 2026; Consumer Spending data are derived from the 2018 and 2019 Consumer Expenditure Surveys, Bureau of Labor Statistics.

November 16, 2021



House and Home Expenditures

Sundance DRI Training
 Sundance town, WY
 Geography: Place

| | Spending Potential Index | Average Amount Spent | Total |
|--|--------------------------|----------------------|-----------|
| Other Household Furnishings and Equipment | | | |
| Rugs | 77 | \$24.31 | \$13,811 |
| Housewares | 77 | \$68.11 | \$38,686 |
| Small Appliances | 79 | \$41.69 | \$23,681 |
| Sewing/Needlework/Quilt Materials/Items | 113 | \$12.61 | \$7,164 |
| Window Coverings | 78 | \$22.91 | \$13,015 |
| Lamps/Lighting Fixtures/Ceiling Fans | 62 | \$32.37 | \$18,388 |
| Infant Equipment | 67 | \$13.17 | \$7,482 |
| Rental of Furniture | 59 | \$3.85 | \$2,189 |
| Laundry and Cleaning Equipment | 74 | \$21.58 | \$12,259 |
| Closet and Storage Items | 77 | \$18.50 | \$10,507 |
| Luggage | 69 | \$11.56 | \$6,567 |
| Clocks and Other Household Decoratives | 89 | \$195.57 | \$111,083 |
| Telephones and Accessories | 61 | \$60.96 | \$34,626 |
| Outdoor Equipment | 69 | \$31.11 | \$17,671 |
| Power Tools | 68 | \$31.32 | \$17,791 |
| Hand Tools | 75 | \$7.50 | \$4,259 |
| Office Furniture/Equipment for Home Use | 66 | \$9.74 | \$5,532 |
| Computers and Hardware for Home Use | 77 | \$129.21 | \$73,392 |
| Portable Memory | 95 | \$4.13 | \$2,348 |
| Computer Software | 85 | \$8.13 | \$4,617 |
| Computer Accessories | 74 | \$13.31 | \$7,562 |
| Other Household Appliances | 75 | \$17.03 | \$9,671 |
| Misc Equipment incl Ladders/Sheds/Etc | 68 | \$80.86 | \$45,930 |

(1) **Other Home Services** include miscellaneous home services and small repair jobs not already specified.

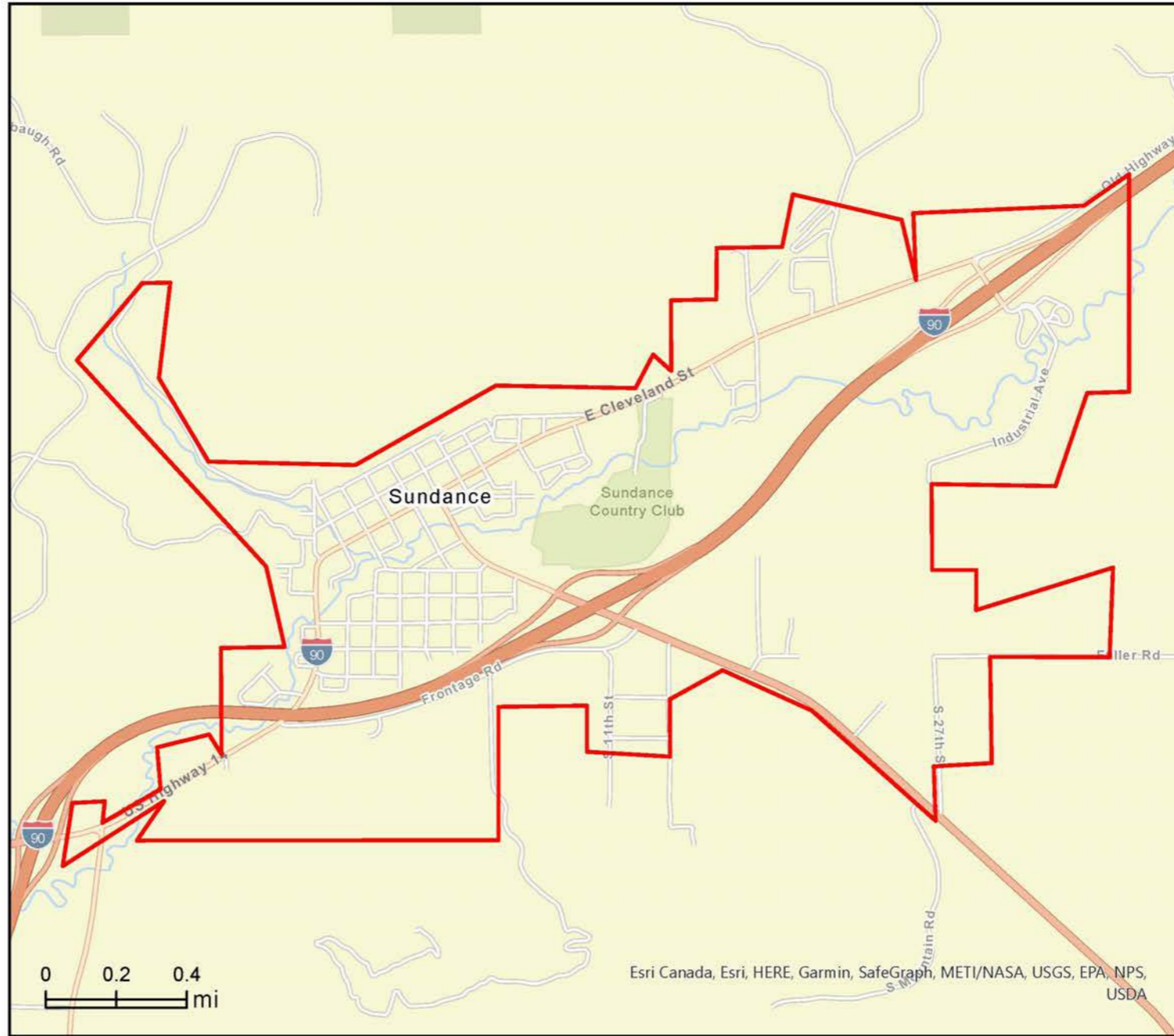
(2) **Other HH Products** includes paper towels, napkins, toilet tissue, facial tissue, and miscellaneous household products, such as paper, plastic and foil products.

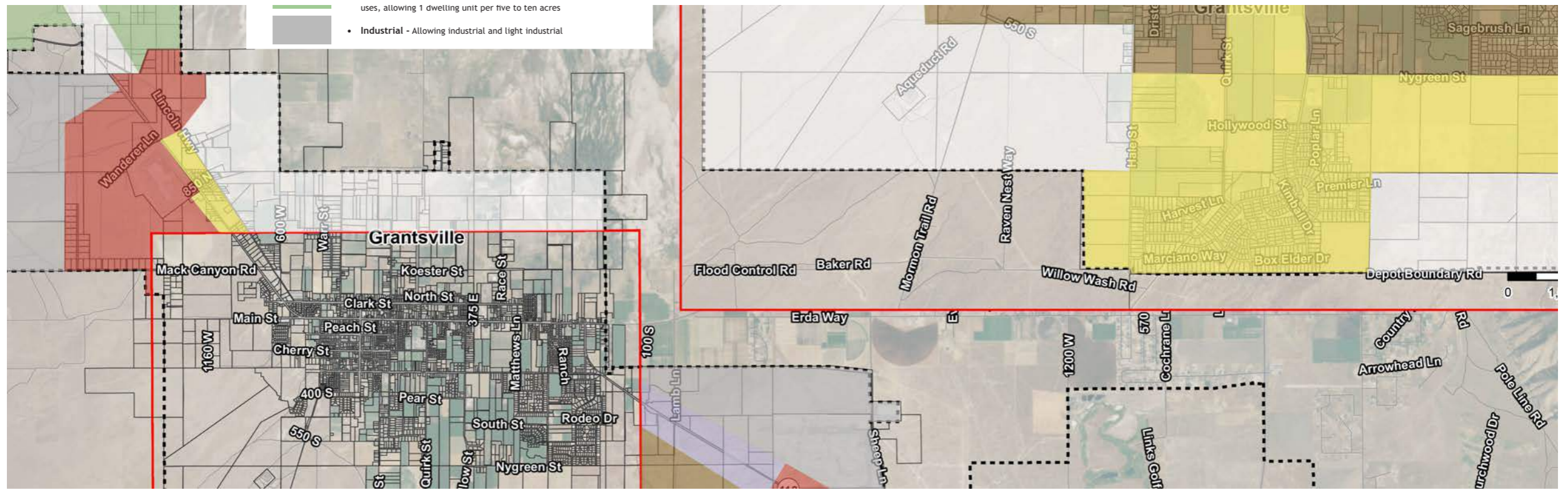
(3) **Wall Units, Cabinets, Other Furniture** includes entertainment centers, bookcases, cabinets, desks and other family, recreation, or living room furniture.

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.

Source: Esri forecasts for 2021 and 2026; Consumer Spending data are derived from the 2018 and 2019 Consumer Expenditure Surveys, Bureau of Labor Statistics.

Sundance DRI Training
Sundance town, WY
Geography: Place





RED TAPE is not the issue, Lack of knowledge is the true hinderance

Legislative and Regulatory Review

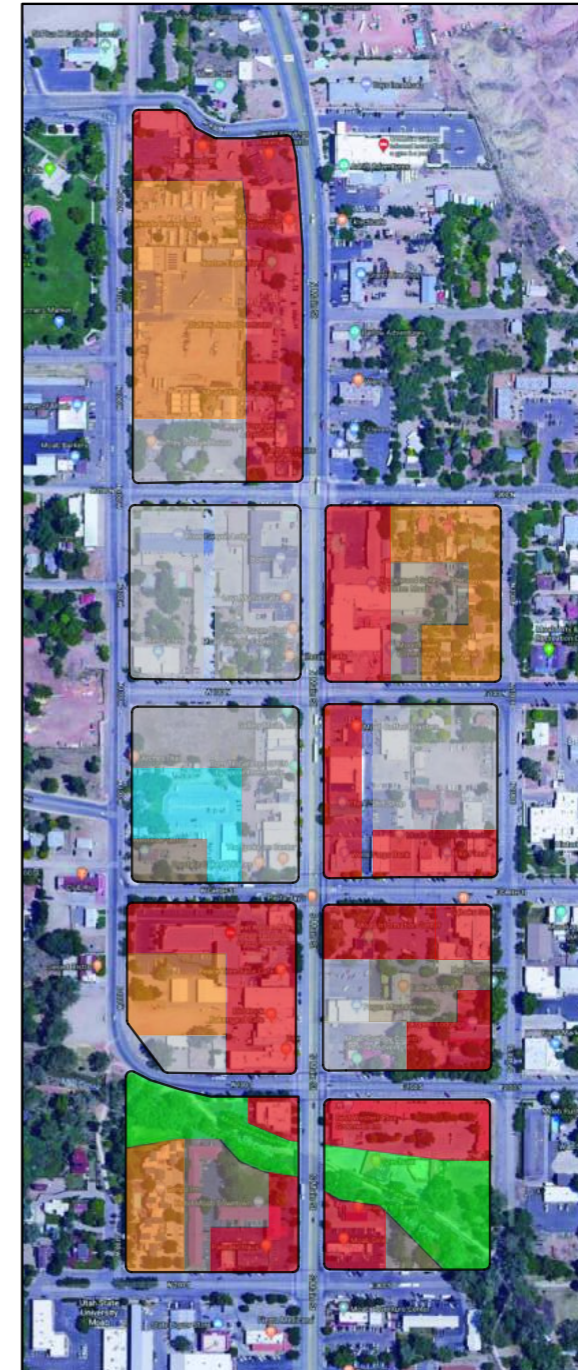
- ❖ Understanding the impediments or **“RED TAPE”** hindering development

Maps and Codes



The city can begin to dictate desired community goals (public participation required) by ensuring the future land use maps and codes are congruent with the overall community goal:

- ❖ Future Land Use Maps
- ❖ Zoning/Development Code
- ❖ Design Guidelines
 - ❖ Architectural
 - ❖ Facade





To re-use is better than to tear down

Building Transformation Strategies

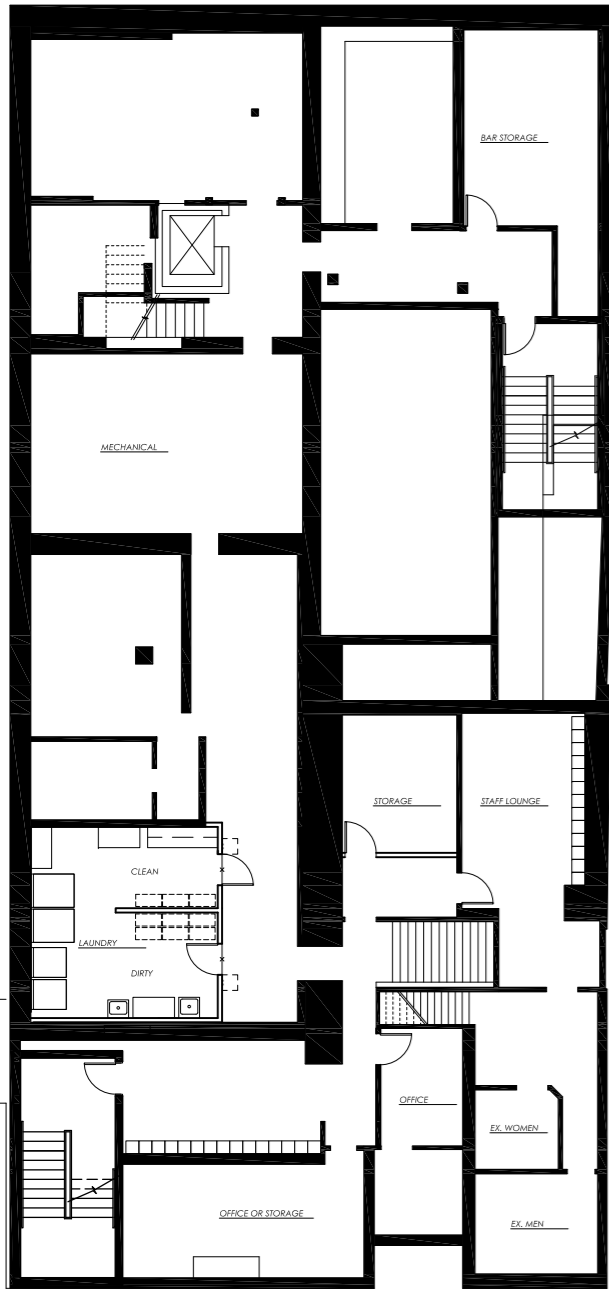
- ❖ Understanding the possible uses of a building will increase the potential end-users

How do we use our buildings?

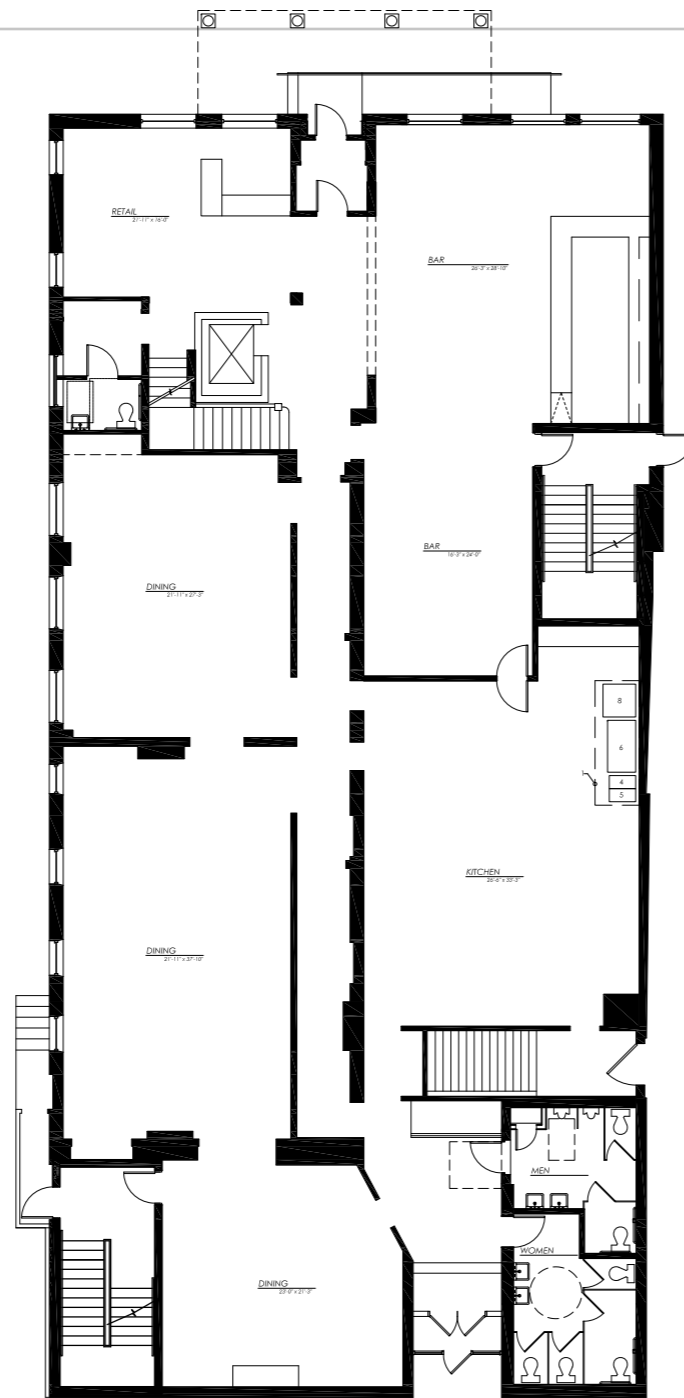
Development Readiness Initiative



Preparing Your Community for Redevelopment



1 BASEMENT FLOOR PLAN
Scale: 1/8" = 1'-0"



2 FIRST FLOOR PLAN
Scale: 1/8" = 1'-0"



ADA Applicability?



ADA accessibility is often quoted as an insurmountable barrier for adaptive reuse projects. This is often not true based on:

- ❖ ADA is not a reason to stop adaptive reuse projects
- ❖ Work with code enforcement to meet the minimum requirements
- ❖ Hire a good architect to walk through the process





Chapter
4



Kaufman House

105 S. Main St, Zelienople, PA 16063



Building

A true gem in the rough, the Kaufman House is a regionally known destination located in the Borough of Zelienople, PA. This facility has served a multitude of uses, most recent-

If no one knows your community is ready, there will be no development

Developer Due Diligence Reports

- ❖ Documents that will advertise your community to the development realm





What's included?



120 SANTA FE AVE ABOUT THE PROPERTY

La Junta CO, 81050

Outlined on this page are details about the above listed property. For additional details please refer to the back side of this page.



AGENCY
REALTOR
CONTACT INFORMATION



ADDITIONAL RENTALS
The building has additional rental space on the 2nd floor

UNIQUE ARCHITECTURE
The building has unique architectural elements

GREAT LOCATION
Located between downtown and the highway

2018
Year the building was last vacated by a tenant

HOSPITALITY LAYOUT
Current layout is set up for hospitality uses

ZONED COMMERCIAL
This building is zoned C1, commercial

PROPERTY OWNER:
ANDY MANZANARES
Partially funded by USDA Rural Development



View Website

120 SANTA FE AVE

- Community details -

The City of La Junta is a community in the midst of a revitalization process, breathing new life into their downtown core to create a more sustainable economy. Evidence of their recent efforts can be seen throughout the City and in the community demographics, yet the most important are outlined below:

- Average household income of, \$39,567 or 131% the state average
- Average expendable income (per household) – \$30,711.20
- 20.4% of residents have a bachelor's degree or higher
- Median age of 38.9
- Undersaturated services include:
 - Clothing and home goods
 - Furniture and office supplies
 - Mid-grade dining
- City serves as the regional hub boasting the courthouse and other necessary services

The building at 102 1/2 Santa Fe Ave is a structure with a long history of restaurant and hospitality uses, carefully selected to complement the downtown core of La Junta. Additional building and parcel data includes:

- Multiple stories, each providing separate rental opportunities
- Easy identification as a community landmark
- A prominent location between the downtown core and highway 50
- In the primary commercial corridor experiencing downtown revitalization
- Open internal spaces to support multiple uses

PROPERTY HIGHLIGHTS

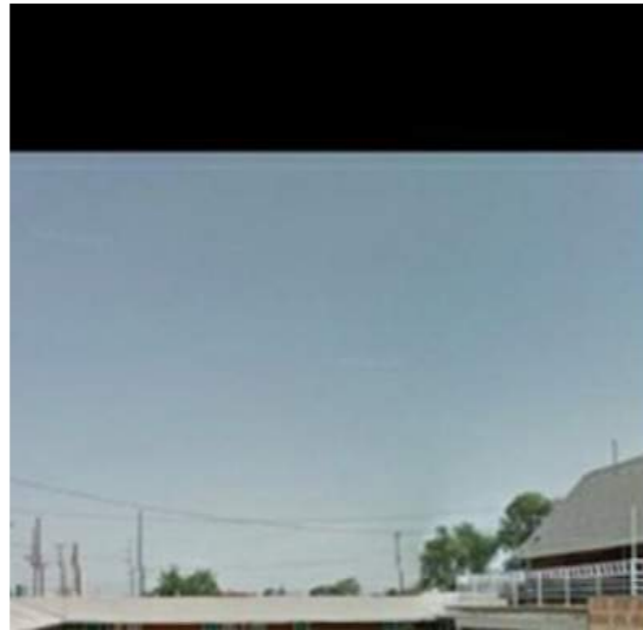
- 14,000 vehicles drive past the property daily.
- Adjacent to the downtown core and other service/hospitality locations.
- Local notoriety as a destination or landmark.



BUILDING HIGHLIGHTS

- Unique architectural style, creating a distinct building.
- Current space configuration will support hospitality or dining services.
- The building has front and rear access for retail and rear access for upper floor spaces.





Golden Arrow Motel

611 E Olive St, Lamar, CO 81052

Preparing development for your target area will ensure the community goals are met

Developer Packages

- ❖ Providing necessary documentation for developer preparation

Municipal Concessions

About Parachute

The Town of Parachute is located along I-70 freeway that runs east into Mesa County and Grand Junction, and the Colorado Highway 215 that runs northwest into the northern counties of Rio Blanco and Moffat. The I-70 corridor has an average annual daily traffic of 20,000, and the state highway 215 has an average annual daily traffic of 5,000 going north and 9,000 going south. Additionally, the geographic draw of Parachute is a 20 mile radius (+/-2 miles), creating a strong marketable base of potential shoppers to support a new facility.

It is with these figures that the Town of Parachute is an ideal location for a grocery store and ancillary uses. Through implementation of a grocery facility on the identified parcels (page 2), a 160,000 square footage full-service grocery store or a price-impact warehouse facility could be constructed, improving the quality of life for residents while also meeting necessary return on investment for the potential grocer.

At this time, the Town of Parachute is facilitating discussions with interested parties and entertaining offers of development on a first-come, first-served basis. Due to the high-profile location and visibility of the potential development site, numerous end-users have expressed interest in the property. Yet it is the desire of the residents and municipal officials that these parcels should be primarily utilized for a grocery store facility. We welcome the chance to discuss the development opportunity with interested grocery stores (chain or non-chain) and will provide site and community tours as requested.





Zoning Map

Applications & Forms

General Plan

City Code

Standard Land Use Code

Housing Resources

Business Licensing

TOD Guidelines

Planning Commission

Home > Departments > Departments A-H > Community & Economic Development

Community & Economic Development Department

Overview

The Community and Economic Development Department is charged with overseeing the orderly growth and development of Murray City and to enhance the welfare of the citizens in the community by providing planning and economic development efforts, which contribute to the enhancement of prosperity and bettering our community. The following are the core functions of the Department.

Community Development

- **Business Licensing** - Processes all business license applications for the City and coordinates with all departments for review in this process
- **Interact with and serve customers** - Provide information and assistance to all of our customers with dignity and respect, and to provide this in a timely manner
- **Current Planning** - Create, manage, and implement the zoning, subdivision, and other manuals or protocols relevant to better implement the City's General Plan; Site Plan Review

CONTACT US

Community and Economic Development

Physical Address

4646 S. 500 W.
Murray, UT 84123

Phone: (801) 270-2420

Fax: (801) 270-2414

[Directory](#)

Melinda Greenwood

Community and Economic Development Director

[Email](#)

Phone: (801) 270-2420

A single point of contact to answer all questions will offer an easier process for developers

Creation of a SPOC

- ❖ Dedicating a knowledgeable individual will streamline the process



Commercial and Industrial Property Development Checklist

City of Waverly Zoning Office
200 1st St. NE, Waverly, Iowa, 50677

Phone: (319) 352-9208 Fax: (319) 352-5772

Supply This Sheet with Building Permit Application And Dimensioned Site Plan to the Zoning Office

Address of Property: _____ Owner: _____

Owner Phone Number: _____ Owner Address: _____

Contractor: _____ Contractor Phone Number: _____

Contractor Address: _____

Today's Date: _____

Anticipated Construction Start (at least five days after today's date): _____

Zoning District: (Call Zoning office at 319-352-9208 if unknown) _____

Checklist for Applicant:

Step One: The Following Items Shall be demonstrated to the Zoning Office along with a Dimensioned Plot Plan accompanied by a Completed Building Permit Application to for Review:

(Mark n/a if not applicable to your proposal and expect approximately 3-5 business days to review)

- ✓ **Verified Proposed Use is Allowed within Zoning Designation.** (Contact Zoning Office at 319-352-9208 to Verify Information and to Arrange for Meeting if Necessary). _____
- ✓ **For Developments Greater Than One Acre in Size,** applicants must think about how to stabilize the disturbed surface area and obtain approval of a National Pollutant Discharge Elimination Systems (NPDES) Permit through the Iowa Department of Natural Resources to account for storm water or snow melt run-off from a cleared construction site greater than one acre. This shall be supplied at the time of application for construction of any proposed project. _____ (Contact IDNR first at (515) 281-7017 to obtain "General Permit No. 2" or Public Works at 319-352-9065 for requirements)
- ✓ **Water, Sewer Service and Storm water Connections** to service the property have been verified through the Waverly Public Works Office. (Contact Public Works at 319-352-9065 for requirements) _____
- ✓ **Setbacks** from Front, Side and Rear Property lines shown on dimensioned plot plan. _____ (must be dimensioned or it will be rejected)
- ✓ **Height** of Structure(s) shown/indicated on plot plan. _____ (check with Zoning office or zoning code section 100 as zoning designation would dictate allowable height)

.....Continued on Next Page



Example: Waverly, IA

- ✓ **Proposed Driveway(s)** with dimensions at curb and property lines shown. _____
(Contact Public Works at 319-352-9065 for permit in order to complete driveway approach work in the right of way. If locating on a State Highway, Such as 4th St. SW (Bus. Hwy. 218) or Bremer Ave. (Hwy 3.), you will want to contact Iowa Dept. of Transportation at 319-235-1832)
- ✓ **Sidewalk Connections** with dimensions of sidewalks shown. _____
(Check with Zoning office on connectivity for area)
- ✓ **Parking Lot Number of Spaces** has been verified for proposed usage with Zoning office and clearly shown on the plan. _____
(Check with Zoning office or zoning code section 100.19)
- ✓ **Parking Lot Surface** will be designed so as to be set back at least five (5) feet from right of way line. _____
(In addition to being set back five (5) feet from any adjoining "R" district and effectively screen planted. (Check with Zoning office or zoning code section 100.19.04)
- ✓ **Parking Lot Surface** will be surfaced with an asphaltic or Portland cement binder pavement or such other equivalent surface so as to provide an all dust free surface, shall be so graded and drained as to dispose of all surface water accumulation within the area, and shall be so arranged and marked as to provide for orderly and safe loading or unloading and parking and storage of self-propelled vehicles. (Check with Zoning office or zoning code section 100.19.04) _____
 - **Note:** Waverly does charge a fee for all parking lot surfaces created at the fee of \$10 per 1,000 square feet of paved area (effective March 2011). This excludes all approach work in the right-of-way, sidewalk work along buildings and non-paved islands. Make check payable in calculated amount to "City of Waverly" when dropping off completed site plan to the Zoning Office. Contact the Zoning Office with any questions on this requirement.
- ✓ **Lighting** used to illuminate any off-street parking area, including commercial parking lot, shall be so arranged as to reflect the light away from adjoining premises in any "R" district. _____
- ✓ **Any Proposed Signage** on the property will require a separate permit and one may show any proposed free-standing signage on the property. _____
 - **Note:** Waverly does charge a fee for all signs erected at the fee of \$5 for under 40 s.f., \$10 for 40-100 s.f., \$25 for over 100 s.f. Contact the Zoning Office with any questions on this requirement. This may be applied for at a later time.

Step Two: Once Reviewed, the Zoning Office will Follow Up If Necessary and Instruct the Applicant to Proceed with Construction Plan Drawing. The Plans will be dropped off to the Zoning Office and Submitted to the Bremer County Building Inspections Office, the Acting Building Inspector For Waverly.

- For Any Questions Regarding Construction Plan Requirements and Fees, Contact Bremer County Building Inspections Office at 319-352-0332

Step Three: After Review (and Consultation with Applicant if Necessary), the Building Inspector will Approve Construction Plans and Construction May Commence.

.....Continued on Next Page

Development Readiness Initiative



Preparing Your Community for Redevelopment

Example: Waverly, IA

For More Information:

City of Waverly Contacts

- **City of Waverly Zoning Office** (Land Use, Property Layout, Parking Lot and Landscaping): www.waverlyia.com , 319-352-9208
- **Bremer County Building Inspections Office** (Building Construction Standards and Review of Construction Plans): www.waverlyia.com, 319-352-0332
- **City of Waverly Public Works Office** (Water, Sewer, Driveway, Storm water Management Questions): www.waverlyia.com, 319-352-9065
- **Waverly Economic Development Office** (Financial Incentive Availability for Project): www.waverlyia.com, 319-352-9210
- **Waverly Light and Power** (Power Supply and Connectivity): <http://wlp.waverlyia.com> , 319-352-6251

State of Iowa Contacts

- **Iowa Department of Natural Resources** (For Surface Area Grading and Drainage Permitting Requirements): www.iowadnr.gov, 515-281-7017



Example: Waverly, IA



Parachute, CO - Available Properties

— CONTACT US —

Creating a central location for these reports will increase use

Creation of a database

- ❖ Now that the documentation is prepared, it must be stored and advertised



Development Guidelines

- ❖ Preparing text, in place of a person performing

PARTNER ORGANIZATIONS

Northern Lakes Economic Alliance

The Northern Lakes Economic Alliance (NLEA) is a 501(c)(3) non-profit organization that serves Antrim, Charlevoix, and Cheboygan Counties. NLEA focuses on creating private-public sector partnerships to assist business leaders and innovators in creating or retaining high quality jobs for residents in Northeast Michigan. Developers and business owners seeking to add retail, commercial, or industrial employment positions to Charlevoix through their projects should visit the NLEA's website to view the financial incentives and community tools they have posted. [Click here to visit the "Community Tools" page on the Northern Lakes Economic Alliance website.](#)

To contact the Northern Lakes Economic Alliance, call (231) 582-6482 or email info@northernlakes.net.



Supporting a unified look

Design Guidelines

- ❖ Design Guidelines are a collective

Risk Vs Red Tape

Development Readiness Initiative



- Don't confuse easy with enticing
- Municipalities assume reducing red tape will increase investment, this is a fallacy
- The process to invest must be straightforward but this doesn't mean without hoops
- **Risk is the developers biggest concern!**
- Regulation reduces risk





Training locals, building expertise

BR&E Strategies

- ❖ Preparing strategies for attraction and retention



1

Organize Task Force

The Task Force, including diverse community stakeholders, will discuss which industries or businesses should be targeted and work on developing the questions to ask them.

2

Gain Support

Each Task Force member will invite another community stakeholder to help determine community readiness. Information about the BR&E program will be shared through a variety of media outlets selected by the Task Force.

3

Gather Information

4

Analyze Results

5

Report Findings

Meeting needs, building capacity

KPI's - What to Measure

❖ Ideas for Moorcroft



KPI 1 -

-
-
-
-

KPI 2 -

-
-
-

KPI 3 -

-
-
-
-



Site Selection



Site selection and marketing is one of the final, yet most critical steps in the development readiness process. It includes:

- ❖ Identifying potential uses or end users for a site
- ❖ Preparing site clean-up reporting or processes
- ❖ Coordinating with local regulatory agencies to ensure the site is developable





Where and How to Master DIRT

❖ Prioritize & Promote



Prioritize

Where a community decides to use their mastery of development is as critical as the steps taken to become a master of development:

- ❖ Areas where infill development or adaptive reuse can be highlighted
- ❖ Targeted areas of development as outlined in general plan
- ❖ Opportunity zones, RDA's or DDA's
- ❖ Downtown cores and commercial corridors





Promote

Promoting and implementing the mastery of development will take time. Highlighted suggestions include:

- ❖ Think incremental development
- ❖ Focus on the “low hanging fruit”
- ❖ Underserved needs are a priority
- ❖ Think local before outsider
- ❖ It all comes down to the “dollars and cents”





Benefits of Mastery

Development Readiness Initiative



Preparing Your Community for Redevelopment

Potential Benefits

Development Readiness Initiative



- ❖ Improved control over the WHO, WHAT and WHERE of development
- ❖ Being proactive with development to meet community goals





Potential Benefits

- ❖ Meeting underserved needs to retain residents
- ❖ Providing uses for underutilized buildings or parcels





Potential Benefits

- ❖ Vested locals making catalyst changes in their own community
- ❖ Hanging an “open for business” sign for developers





Questions/Comments?

Contact:

Ben Levenger

Ben@DTRedevelopment.com