



## **Call for Community-Minded Tenants to Lease Space in East Durham’s “ABC Center”**

### Overview

Self-Help is in the midst of a large-scale real estate development project in the heart of East Durham’s historic business district: the Angier Business & Children’s Center (“ABC Center”). We seek community-minded tenants to pre-lease space, which should be complete and ready for occupancy in summer 2018. Self-Help is committed to providing high quality facilities for rent at reasonable rates to small businesses and nonprofits that will positively impact East Durham and the broader community. We expect this project to contribute to a re-energized business district by supporting job creation, providing essential goods and services, stimulating seven-day a week activity, and sparking additional like-minded investment.

### Vision

Self-Help envisions East Durham reaching its full potential as a diverse and thriving community through the continued collaborative work of residents, nonprofits, foundations, the private sector, and local government. This vision is grounded in our conversations with neighborhood leaders, and in our careful review of past neighborhood planning documents. Self-Help’s work on this project is guided by an East Durham Advisory Group that we formed in early 2015 to provide advice and feedback. The group comprises approximately one dozen neighborhood residents and business owners who have volunteered their time to engage with us.

Aspirations for East Durham shared with us by Advisory Group members, and found in planning documents, include meeting residents’ needs for goods/services; providing viable employment opportunities; improving educational opportunities and outcomes; attracting new investment that adds vitality, and increases activity on the street and quality of life; and a commitment to building on existing neighborhood assets, including human capital and historic buildings.

Self-Help believes the ABC Center responds to community interests and is a crucial investment for East Durham. We seek qualified, visionary partners interested in joining us as tenants.

## Project Summary

Self-Help owns three property assemblages (each containing multiple parcels) in the heart of East Durham. The properties are shown in the maps at the end of this document and described here:

1. 2101 Angier Avenue includes a historic church sanctuary and attached “education building”, and occupies one city block along Angier Avenue between Ashe Street and Driver Street. The approximately 15,000 square foot sanctuary building will house No Greater Love Christian Church, and will also provide space for other community-oriented uses, such as weddings, community meetings, grassroots performances, and the like. Within the sanctuary building, roughly 2,500 square feet of private space on the ground floor of the sanctuary are set aside for business/office use. The education building includes approximately 21,000 square feet across three floors. The second floor of the building will house the offices of the East Durham Children’s Initiative (EDCI), and the first floor will be occupied by the All My Children childcare center, a four-star facility that will serve 80-plus children from infancy thru pre-K. The third floor in this wing is available for lease. Building renovations will include all new systems, as well as installation of an elevator and security features. Outside will be a brand new playground, as well as 80+ parking spots on site and attractively landscaped open space.
2. 2116 Angier Avenue, a former Wachovia branch bank, sits across the street from 2101 Angier and includes approximately 2,400 square feet of space on one level. The property is well-suited for retail, a health clinic, open office, or community service use, given its location adjacent to other retail storefronts with prominent visibility. Further, it is adjacent to over 50 off-street parking spaces, some of which will be reserved for this building. (Approximately 20 will be made available to the public, in order to support a redeveloped, vibrant Angier/Driver retail district.)
3. 306-310 S. Driver Street, three historic storefronts mid-block directly across from 2101 Angier, which includes approximately 4,400 square feet of space that was originally the home of a general store and US Post Office. The storefronts are available for lease individually, or as multiple combined bays. These early 20<sup>th</sup> century buildings retain historic details like pressed tin ceilings that provide impossible-to-replicate character. All systems, from roof to electrical to plumbing to HVAC, will be replaced to modernize the building. Reserved parking for staff will be available a block away at 2116 Angier, and free one-hour street parking in front of the property is available for customers.

Self-Help’s total development cost for the three property assemblages described above will be approximately \$11 million. The renovations will be historically appropriate to preserve the buildings’ integrity and design aesthetic, but will include new major building systems (roof, HVAC, plumbing,

electrical), new flooring and other finishes, LED lighting and other sustainable design features, and ADA accessibility features installed inside and out.

We expect to complete renovations and be ready to move tenants in by late summer 2018. Self-Help is now seeking to negotiate Letters of Intent with prospective tenants who fit with our community-grounded project vision.

### Desired Tenants

Self-Help seeks tenants that are committed to the vision described in this document and that are open to the input/advice of our East Durham Advisory Group and other community leaders. Specifically, we seek businesses and nonprofit organizations that want to make a lasting contribution to the neighborhood through the work they do and the goods/services they provide, their hiring practices, their interest in coordinating or collaborating with other tenants, and their ability to draw a diverse range of staff and customers/clients to the business district.

Based on a review of neighborhood planning documents and the input of our East Durham Advisory Group, we specifically seek tenants that fit one or more of the categories below:

- Nonprofit or for-profit organizations focused on issues important to East Durham residents (e.g., childcare, education, health and wellness, job creation, healthy foods access, safety, social services, mental health/counseling);
- Small business, entrepreneurship training, or co-working space;
- Health or wellness clinic providing physical and/or mental health services, with an emphasis on the needs of people of color (e.g., African-Americans and/or Latinos);
- Independent pharmacy;
- Restaurant – full service, grab & go, coffee shop, healthy foods store, etc.;
- Food or other product producer or distributor with active storefront presence; or
- Other community development oriented use similar to the above.

Preference will be given to tenants that fit within the above categories and demonstrate that they:

- Will provide meaningful opportunities for neighborhood residents to apply for and secure jobs;
- Provide a wanted service or good that is currently lacking in the neighborhood;
- Have a track record of service to the neighborhood or its residents, or to neighborhoods with similar demographics, and can demonstrate community support; and
- Have the ability—e.g., via sharing financial statements, financial projections, and a business plan—to pay rents in the range of those required.

Applicants are encouraged to contact Self-Help even if they are uncertain about meeting the above preferences. We will do our best to consider particular circumstances, and to provide technical support or referrals where needed (e.g., connecting small businesses to local resources that can help).

### Lease Terms

In 2101 Angier, Self-Help will provide full service leases to office tenants, meaning as landlord we will be responsible for basic utilities (water, sewer, electric), building hazard insurance, and property taxes. This type of lease provides tenants with predictability of occupancy costs, and allows Self-Help's property management staff to keep the building clean, safe, and in good working order. Pending confirmation of development costs, projected lease rates start at \$16 per square foot full-service, which includes attractively renovated sun-lit offices and access to amenities such as conference rooms, elevator lobby, secured access, and free on-site parking.

In the retail-type spaces (2116 Angier and 306-310 S. Driver buildings), lease rates start at \$15 per square foot, with tenants responsible for utilities.

### About Self-Help

Self-Help was founded in Durham in 1980, and has an organizational mission of creating and protecting ownership and economic opportunity for all. We do this by providing responsible financial services, lending to small businesses and nonprofits, developing real estate, and promoting fair financial practices. While our work benefits communities of all kinds, our focus is on those who may be underserved by conventional lenders, including people of color, women, rural residents, and low-wealth families and communities.

Self-Help Credit Union offers a variety of federally-insured accounts that pay competitive rates to depositors, including its 3,642 Durham members. Deposits are used as capital for lending. For example, Self-Help has made over 1,800 home and consumer loans to residents of Durham, investing nearly \$135 million. Also in Durham, we have originated over 575 commercial loans totaling \$143 million and supporting over 5,500 jobs and 3,400 childcare and school spaces.

Self-Help Ventures Fund, in addition to engaging in lending, is the Self-Help entity that carries out commercial real estate projects--acquiring, renovating, and developing properties. Self-Help owns six buildings in downtown Durham and three buildings in nearby neighborhoods—the West End's Kent Corner development (home to Durham Co-op Market, the Center for Child and Family Health, and others); the Historic East Durham Graded School (home to Maureen Joy Charter School); and East Durham's Historic Holloway Street School (home to KIPP Durham College Prep public charter school). Learn more at [www.self-help.org](http://www.self-help.org).

### Further Information / Space Rental

If you are interested in learning more about space available for lease at the ABC Center, contact Melissa Alford, Self-Help's Leasing & Sales Manager, at [Melissa.Alford@self-help.org](mailto:Melissa.Alford@self-help.org) or 919.956.4447.

### ABC Center – Site Context

Close proximity to downtown, NCCU, Durham Tech, Golden Belt, and other landmarks, with easy access to NC-147, US-70, I-85, Alston Ave, and the East End Connector. A bus stop is within a block of the building and a future light rail stop is a half-mile west.



### ABC Center – Site Detail

The properties under Self-Help's control are highlighted in dashed lines, and include more square footage than the remainder of the business district combined.

