

MARCH 12, 2020

## **AGENDA**

- Purpose
- Data
- Economics of Re-development
- Planning Process
- Recommendations
- Call to Action



**PURPOSE** 

## **PURPOSE**

- Provide vision and consensus of business owners and the community
- Create a revitalization strategy for this important corridor with beautification, vibrant businesses, mixed use development, and living wage employment opportunities
- Establish strategies for creating a "sense of place" upon entering the corridor from Atlanta or Gwinnett County.



## **PURPOSE**

Spring 2019

STEP TWO

STEP THREE

STEP ONE

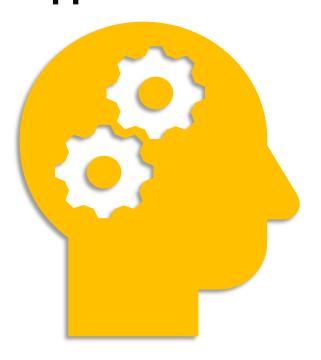
**Understand the Corridor** 

**Identify Opportunities** 

Summer 2019

**Develop a Corridor** Plan

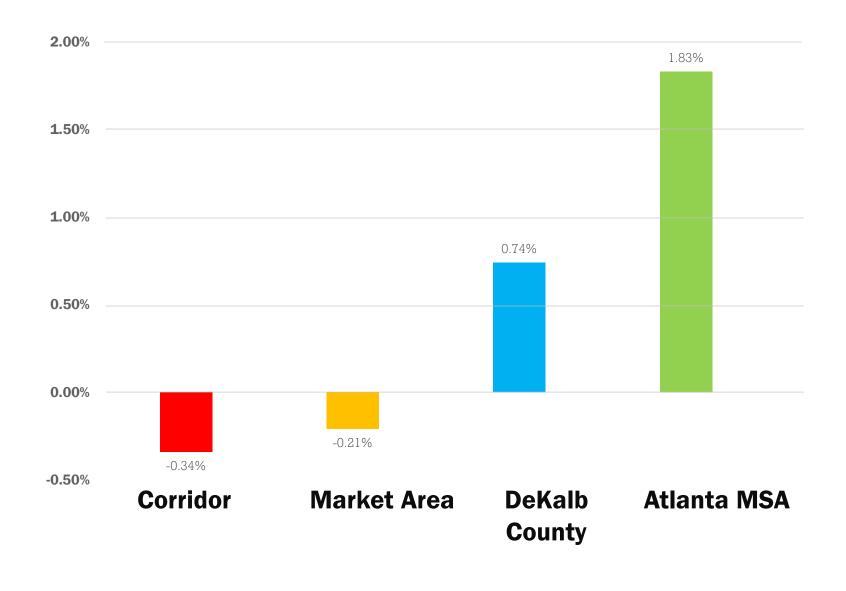
Fall 2019



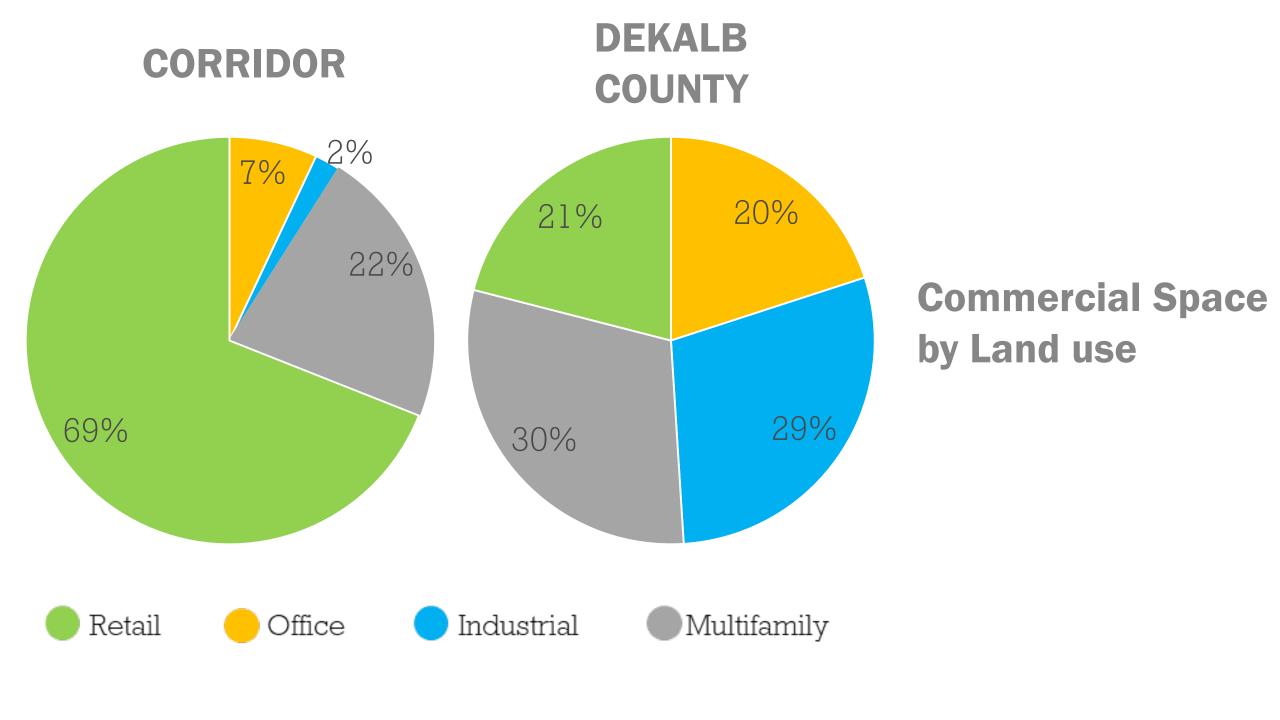


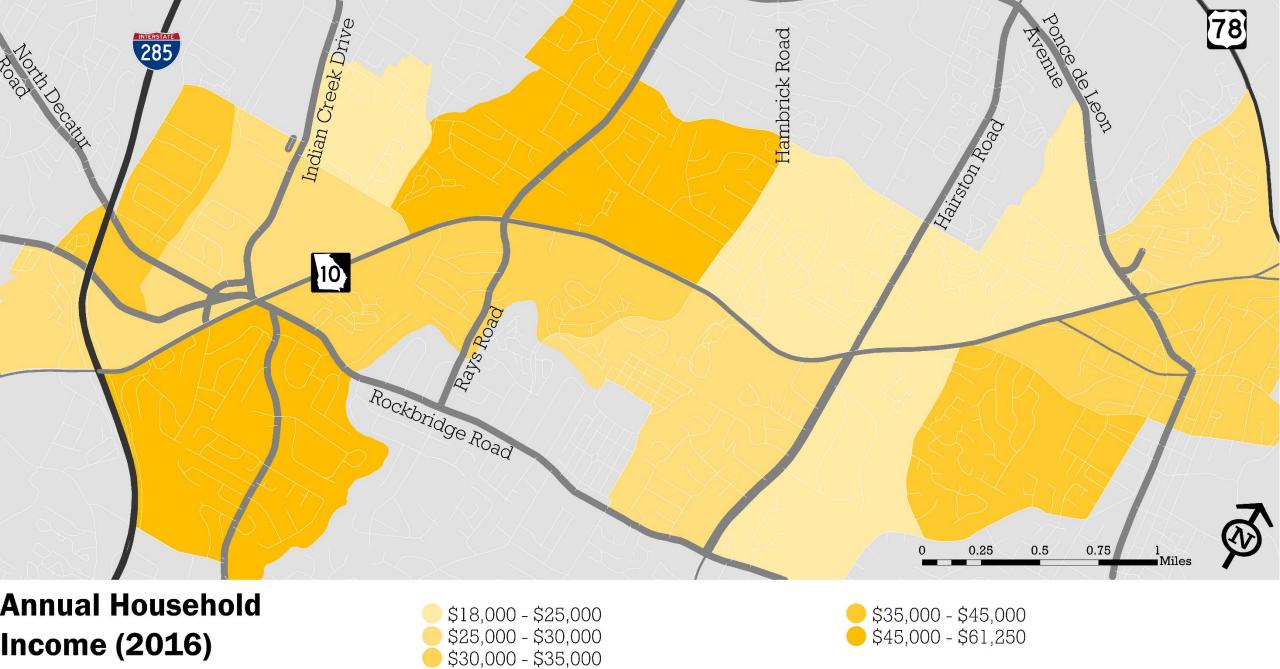


**DATA** 



Historical Population Growth (2000-2019)

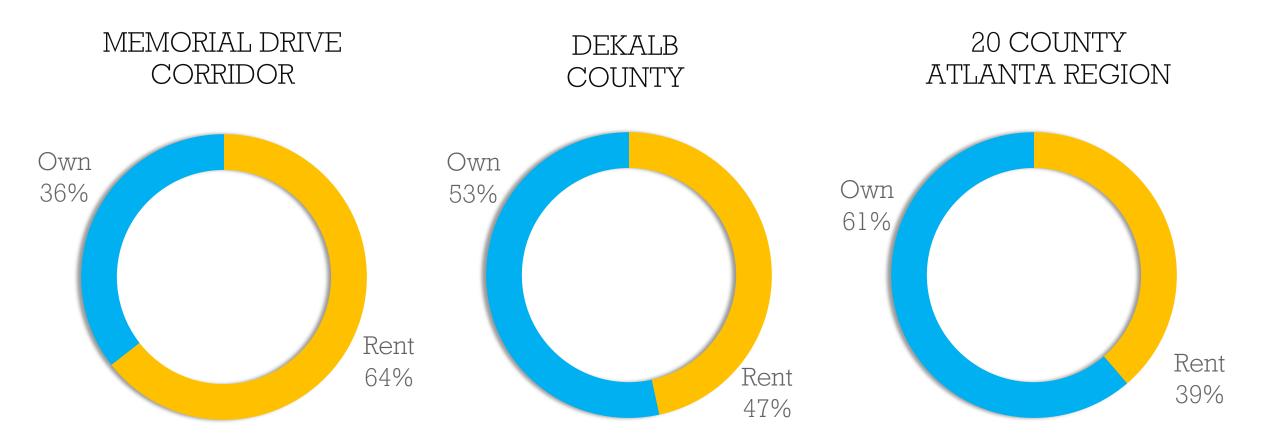




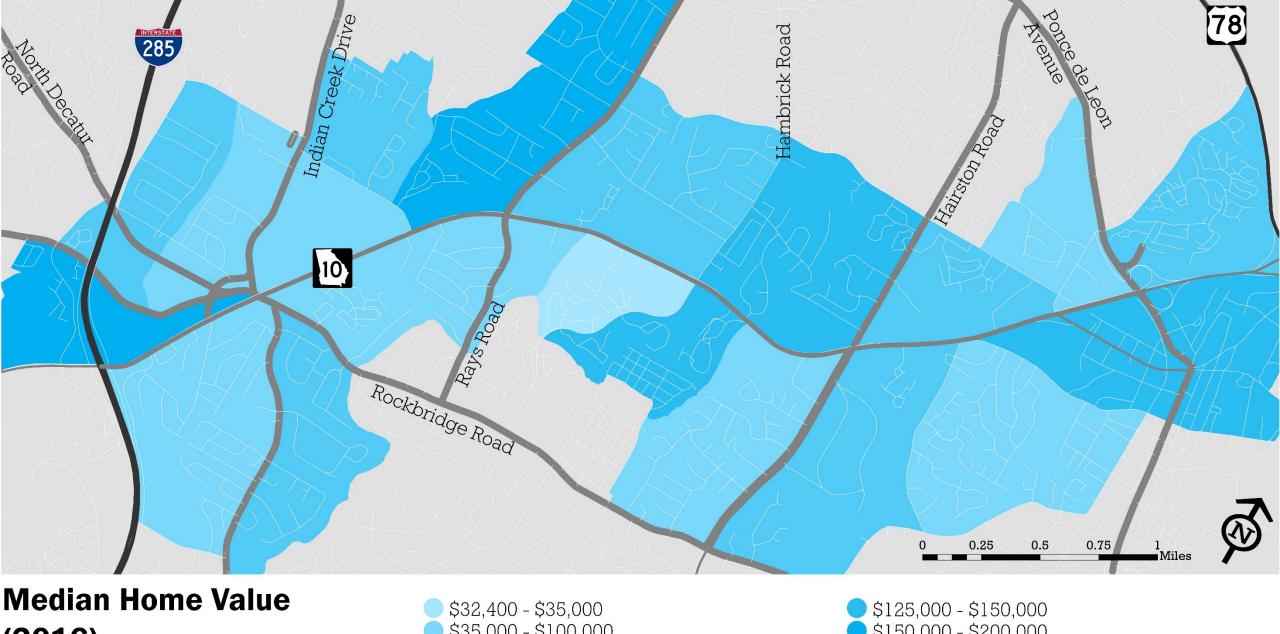
Average Household Income (2016) Corridor Wide: \$32,332

Source: American Community Survey (2012-2016)

### **Home Ownership and Rental Rates**



Source: American Community Survey (2012-2016)



(2016)

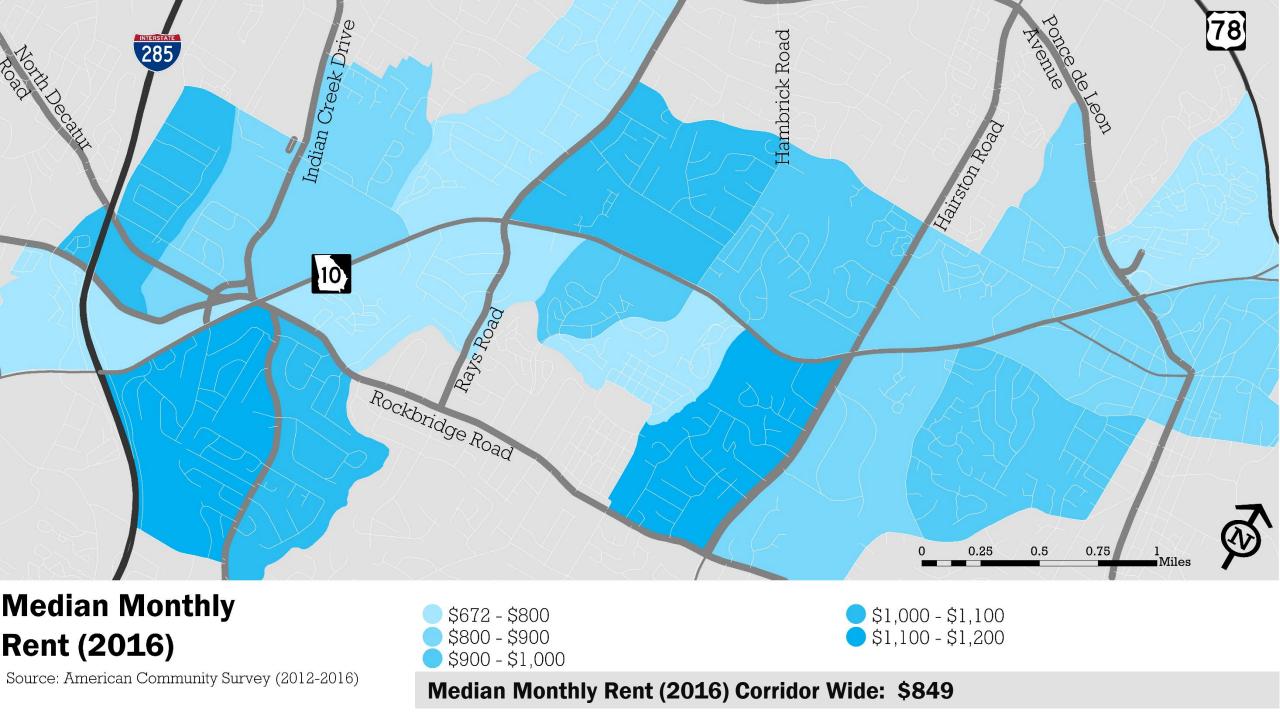
Source: American Community Survey (2012-2016)

\$35,000 - \$100,000

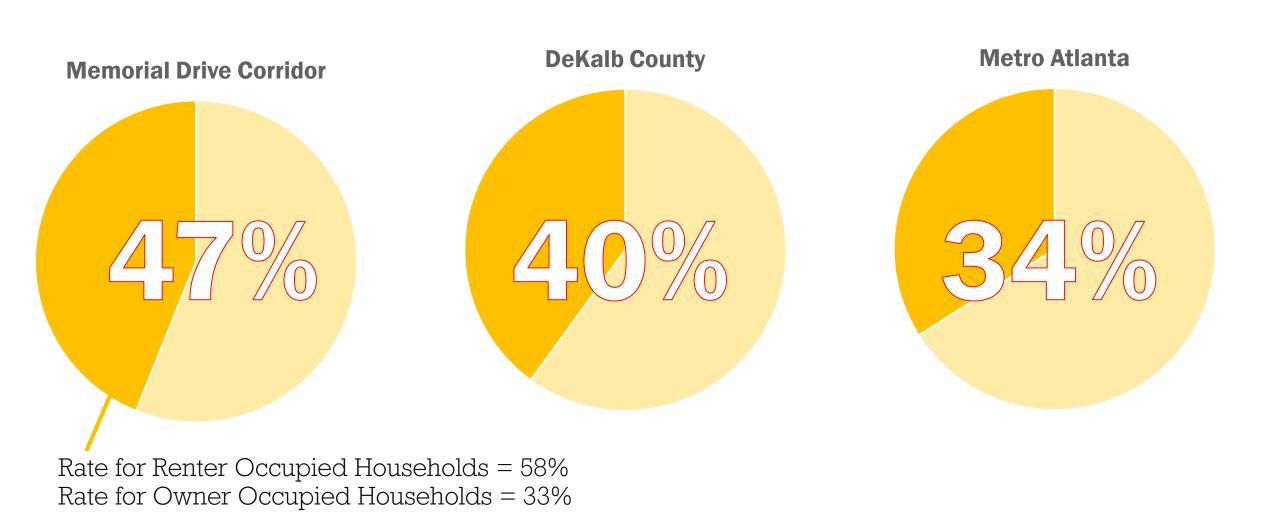
\$100,000 - \$125,000

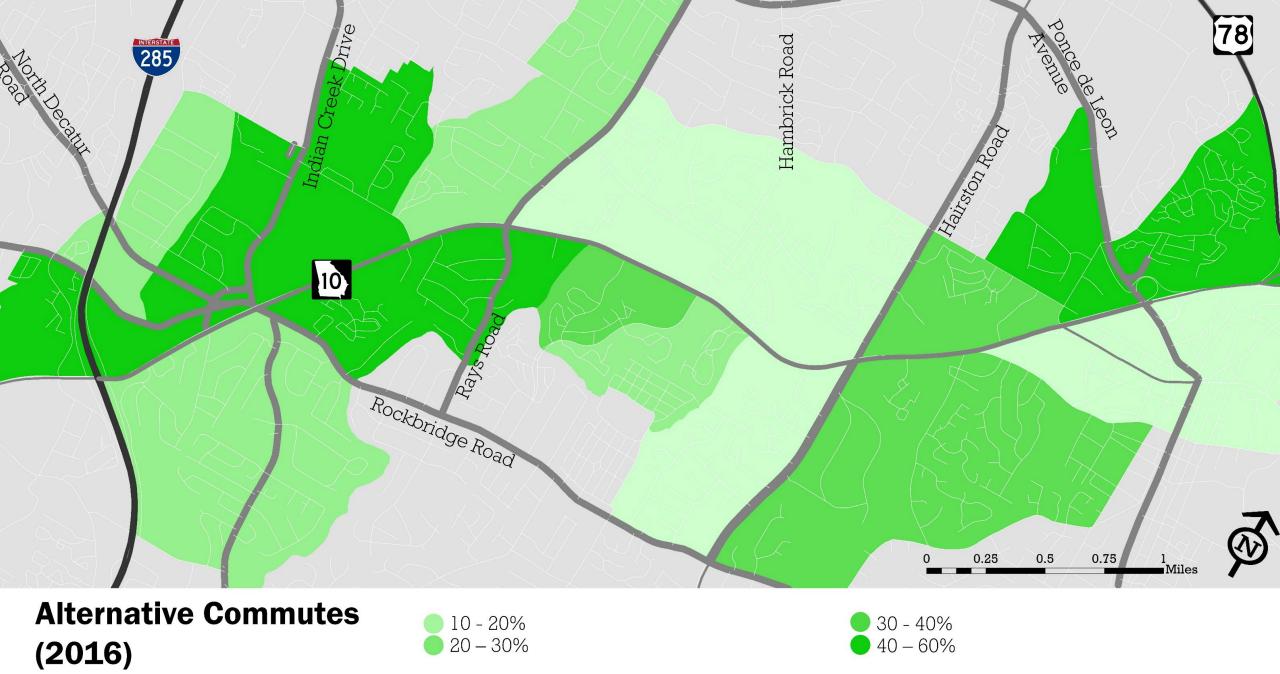
\$150,000 - \$200,000

Median Home Value (2016) Corridor Wide: \$111,396

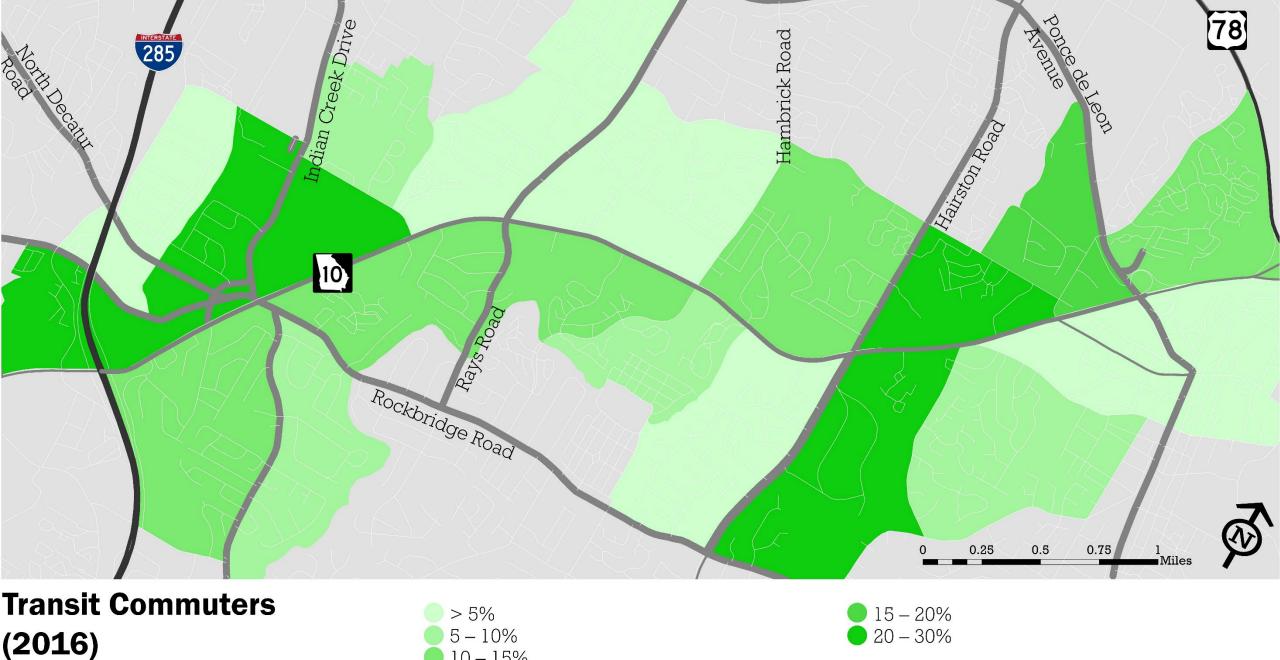


# Housing Cost Burden – Households Paying Over 30% of Their Income for Housing (2016)





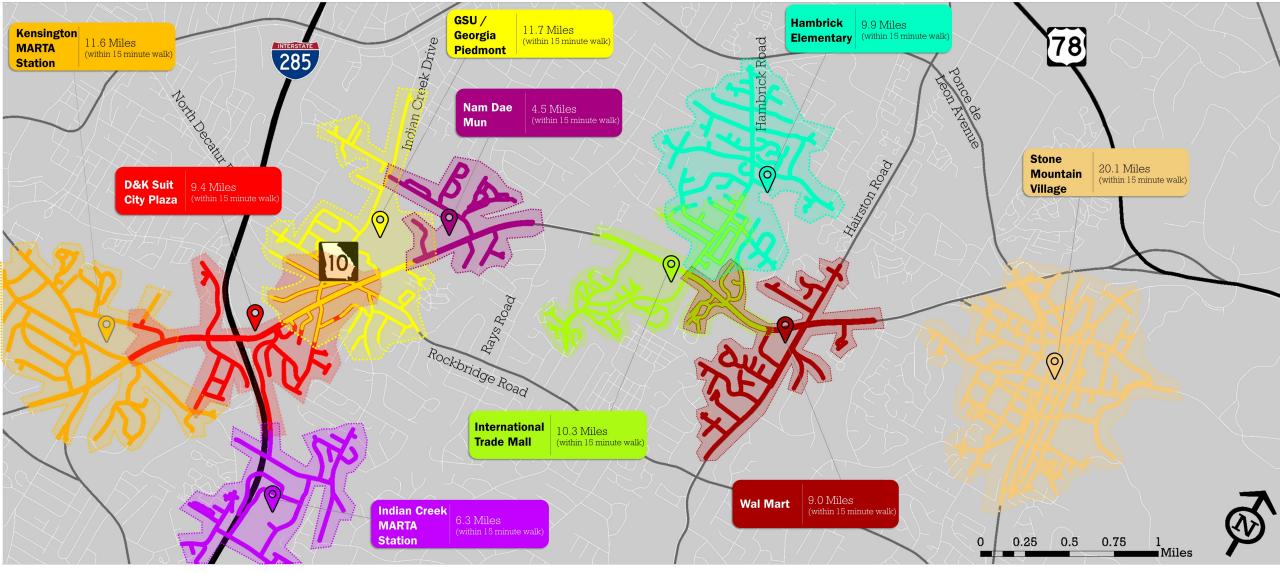
Source: American Community Survey (2012-2016)



Source: American Community Survey (2012-2016)

10 - 15%

**Transit Commuters (2016) Corridor Wide: 10.9%** 

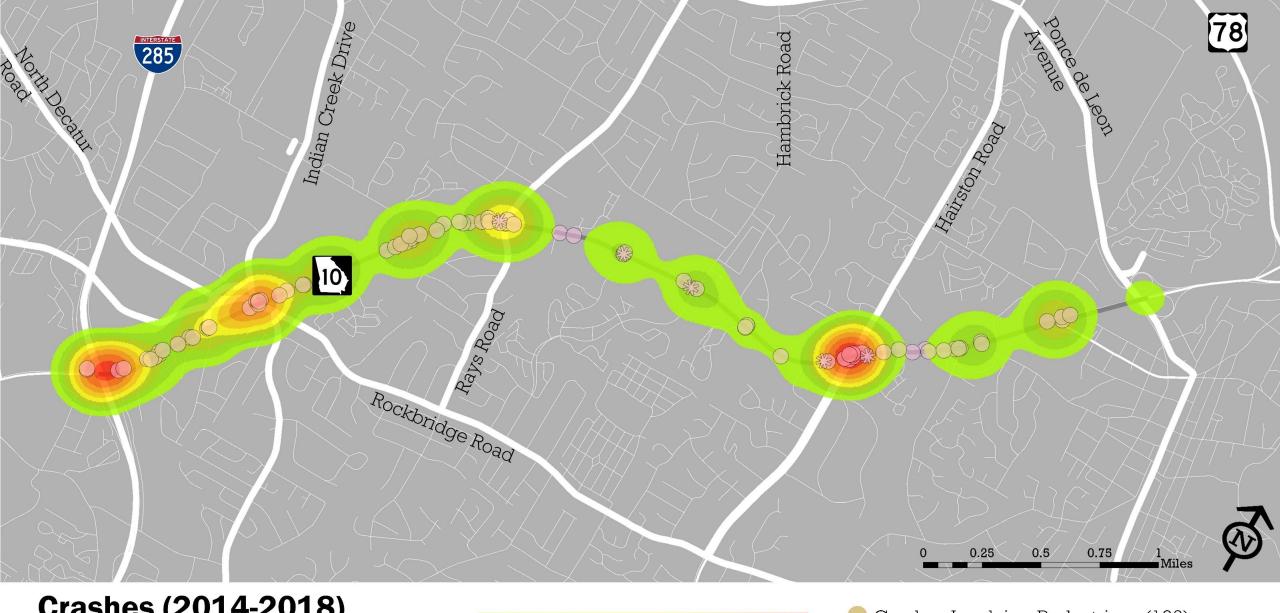


**15 Minute Walk Distances** 









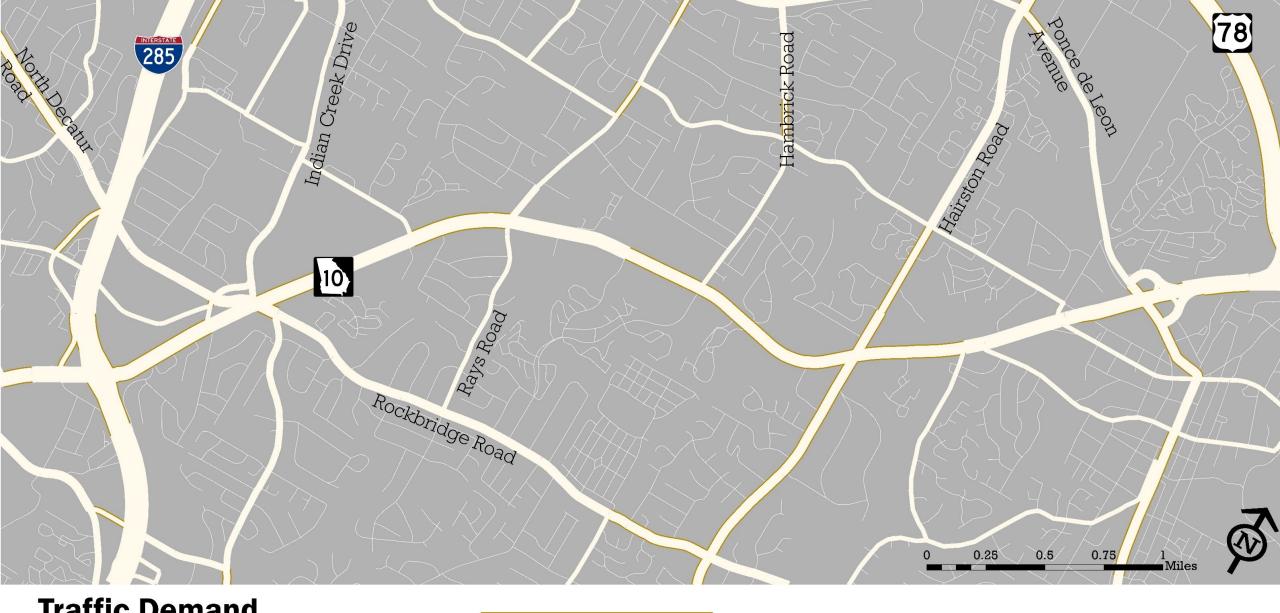
**Crashes (2014-2018)** 

Less Crashes

More Crashes

Crashes Involving Pedestrians (102) \* Crashes Involving Bicyclists (5)

Source: Georgia Department of Transportation

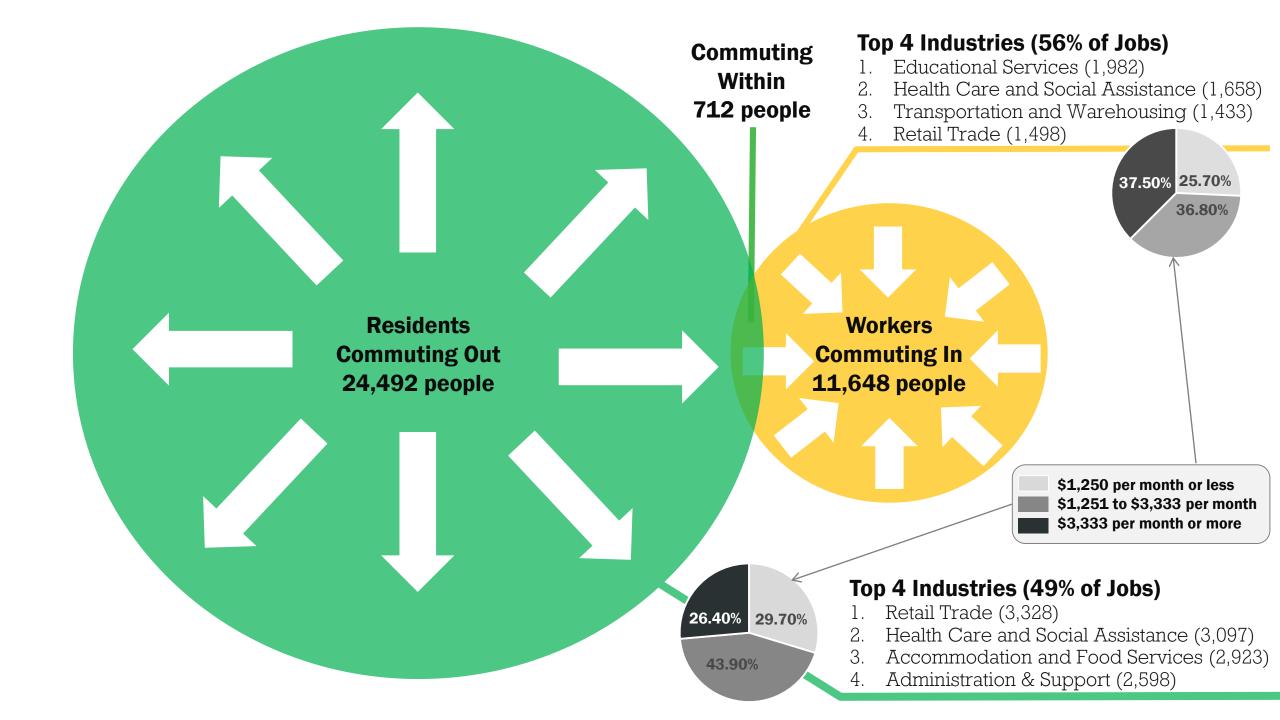


**Traffic Demand** (2015 & 2040)

Source: Atlanta Regional Commission Activity Based Model

2015 Traffic Volume (Line Weight Indicates Relative Demand)

—Additional Traffic Anticipated to Be Added Through 2040
(Line Weight Indicates Relative Demand)



## **CHALLENGES**

### **Demographic & People**

- Declining Population
- Lower Household Incomes and Spending Potential
- Market Area Median Income is 61 Percent of Regional Median

### **Built Environment and Infrastructure**

- Auto-Centric Environment Not Conducive to Pedestrians
- Implied Evidence of Safety Challenges for Pedestrians
- Disconnected Network
- Large Setbacks

### **Market Conditions**

- Aging Buildings
- Below-Average Commercial Rents
- Lack of Private Investment
- Buildings Perform Well Enough to Maintain Status Ouo
- Lack of Diversification in Commercial Uses

## **STRENGTHS**

### **Demographics & People**

- Unique Diversity of Corridor Residents
- Secondary Education Facilities (GSU and Georgia Piedmont) Create large Daytime Student and Faculty Population
- DeKalb Government Acts as Institutional Anchor
- Near Stone Mountain Park

### **Built Environment and Infrastructure**

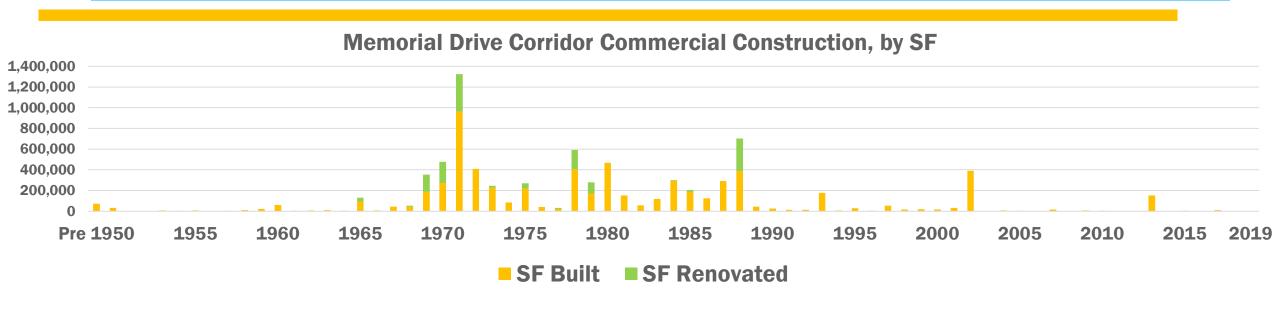
- Strong Public Investment in Infrastructure
- Close to MARTA Rail Stations and Park and Ride Lot
- Interstate 285 Connects Corridor to Larger Region

### **Market Conditions**

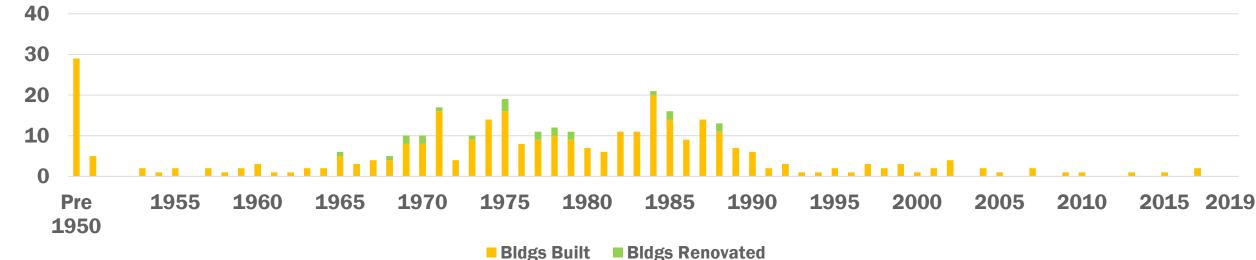
- Limited Retail Competition to South
- Regional Redevelopment Patterns Starting to Move Towards Corridor
- Housing Affordability Relative to Region



## **ECONOMICS OF RE-DEVELOPMENT**







### Why do aging shopping centers and apartments stay that way?

### Why can't they do something better?

- Investment goal is cash flow.
  - Not redevelopment (buy and hold).
  - Not public service or community building.
  - Part of an investment portfolio.

### Low operating costs:

- Property taxes
- Operating & management costs
- Minimal maintenance & repair
- No debt Service

#### Modest but steady revenue flow:

- Tenants paying rent
- Manageable vacancy rate
- As long as **revenue > operating costs**, the owner is making money with low risk and low effort.



### Redevelopment is hard!

- It takes time & effort
- It is really hard work
- Existing leases & tenants make change difficult
- No revenue from rent during redevelopment
- It requires large amounts of capital & debt
- It usually requires complicated financing
- It involves assuming a higher level of risk
- Many property owners are not experienced or comfortable with the business of redevelopment

### **Cash Flow Before Redevelopment**

Gross

Income

# Units

X

\$ Rent

Net

Income

**Operating Costs** 

**Taxes** 

### **Cash Flow After Redevelopment**

Gross

Income

More Units

X

More Rent

Net Income

**Operating Costs** 

**Taxes** 

**Capital + Profit** 

**Debt Service** 

**Lost Income** 

(during redevelopment)

**Sales & Marketing** 

# There are two scenarios where redevelopment makes sense

### 1. Revenue falls below operating costs

increasing vacancy, declining rents, or increased costs

# 2. Revenue potential justifies disruption of current land use, increased risk, and increased effort.

- Potential to capture higher rents and values
- Potential to create more density
- Potential to create a new "place"
- Potential to capture "brand", and energy of character of nearby areas





### Mid 2000s

In an initial wave of growth of an area known previously for light industrial uses and occasional crime, Octane Coffee (pictured here) and similarly minded businesses begin opening in repurposed buildings. It is often pioneering businesses such as restaurants, coffeeshops, and artist spaces that lead the private sector into seeing the opportunities of redevelopment.

### Early to Mid 2010s

Following a slowdown in momentum due to the Great Recession, the area begins to revitalize in earnest with several 3-5 story mixed use buildings (such as this one which opened in 2015) containing ground floor retail and apartments on upper floors.

### **Late 2010s**

With redevelopment increasingly profitable, property owners and developers become more ambitious and build taller, such as this 13 story building which currently (2019) being constructed.





### **ENGAGING THE COMMUNITY**

A centerpiece of the Memorial Drive Revitalization Corridor Plan was the planning team's commitment to and incorporation of community engagement into the planning process. Through meetings, "Pop Up" events, design workshops, surveys, and interactive maps, the planning team developed the plan's recommendations 'hand in hand' with the hundreds of corridor residents, business owners, and interested stakeholders who participated in the planning process.

#### May 18, 2019

A second "Pop Up" event is held at the International Trade Mall to talk to area residents



#### April 2019

DeKalb County begins planning process.

#### June 11, 2019

The Memorial Drive Business Development Advisory Committee (BDAC), a group comprised of business owners and operators, area non-profits, and residents, meets for the first time.

#### Summer 2019

Over 900 people take our online survey and provide comments and feedback on an interactive map of the corridor.



#### August 19, 2019

A second meeting of the BDAC serves as a 'dry-run' for a full Design Workshop held a few days later. An initial land use vision and concept is developed.



#### November 16, 2019

The community engagement component of the process ends with a celebratory "Taste of Memorial" event where nearly 100 people sampled food from various businesses along the corridor and learned about the final recommendations for the



#### September 24, 2019

A third meeting of the BDAC includes discussion of the emerging recommendations, focusing on the illustrative drawings and concepts that articulate the collective vision for the corridor.

#### October 30, 2019

A final BDAC meeting is held as part of the process to discuss various recommendations and strategies to achieve the intended vision for the corridor.



#### April 23, 2019

The planning team holds their first "Pop Up Event" to discuss the future of the corridor with college students at Georgia State University's Clarkston Campus.



# June 20, 2019 Yet another "Pop Up"! This time at the Nam Dae Mun grocery store.

#### June 25, 2019

Over 200 people attend the first Community Open House! Residents and business owners participated in discussions and exercises to help define a vision for the corridor, determine areas the planning team should focus on, and advise on the appropriate scale of activity on the corridor.



#### August 21, 2019

A multi-hour Design Workshop was held where members of the community worked side by side with our planning team to refine and develop concepts along the corridor for Land Use & Density, Connectivity, and Placemaking.

#### October 7, 2019

A community open house is held where the initial recommendations are presented and discussed. These recommendations focus on (1) connectivity options, (2) gateway features, (3) illustrative redevelopment ideas, and (4) land use concepts





Use of a multi-pronged approach focusing on a community-driven planning process

- **Community Meetings (4)** Traditional opportunities to meet and discuss the plan with the public.
- Business Development Advisory Committee Meetings (4) focused group intended to represent primarily private sector and non-profit perspective.
- **Pop Ups and Intercepts (4)** tactical events intended to engage with specific populations
- Online Engagement online opportunities to get input and share information



It's In DeKalb

June 25 - 3

Join DeKalb County Planning and Sustainability tonight from from 6 to 8 p.m. for a Community Open House to discuss the Memorial Drive Corridor. The open house will be at the DeKalb County Watershed Management Office. To take the survey: https://planningatpond.com/memorialdrivecorridorplan...



corridor.

https://planningatpond.com/memorialdrivecorridorplan







#### **Commissioner Steve Bradshaw**

DeKalb County District 4

Please join us for the second public meeting for the Memorial Drive Corridor Revitalization Plan on August 21st from 1-4 and 5-8 p.m. at the DeKalb Conference Center at Georgia Piedmont Technical College, 495 North Indian Creek Drive. Drop in at any time and stay for the presentation. If you are unable to attend, please be sure to check out the website and take the community survey here.

#### TAKE AN ACTIVE ROLE IN THE REVITALIZATION OF THE MEMORIAL DRIVE CORRIDOR!

Collaborate with our Planning Team at our upcoming



#### **Atlanta Regional Commission**

Live, shop, or work near Memorial Drive? Come learn more about plans for the corridor's future and share your thoughts at an open house Tuesday, June 25. Drop by between 6:00 and 8:00 p.m: 4572 Memorial Drive, Decatur, Ga. 30032 Meanwhile, take this survey to share your thoughts--> https://

planningatpond.com/memorialdrivecorridorplan#/



PLANNINGATPOND.COM

Social Pinpoint - Memorial Drive Corridor Plan A Place to engage your Community



Memorial Drive Revitalization Corridor Plan



Over 400 community meeting attendees

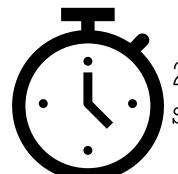




Over 1,000 online surveys submitted



Over 950 interactive map comments

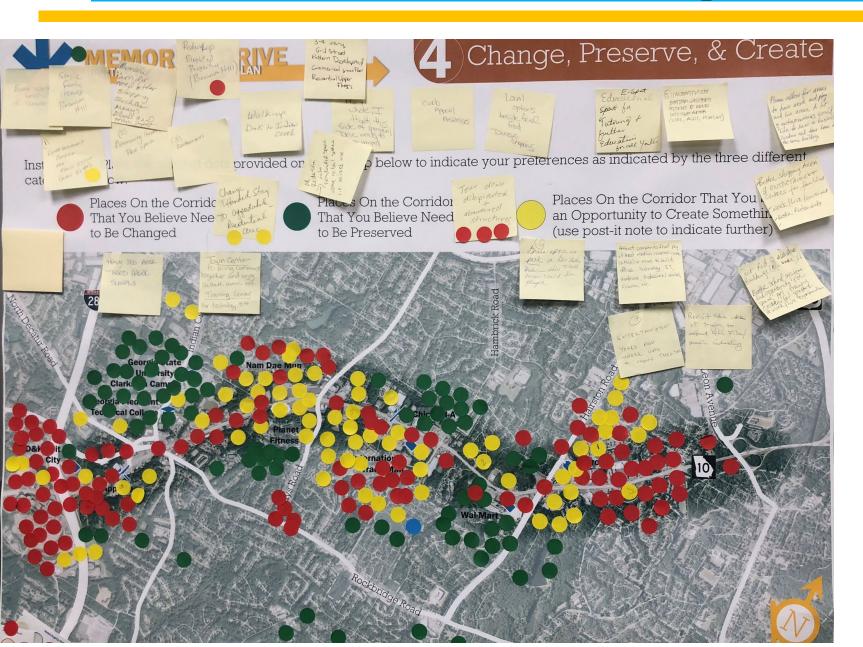


2:42 (average time spent on website)

## PLANNING PROCESS | Community Meetings



VISIONING OPEN HOUSE – June 25, 2019



VISIONING OPEN HOUSE – June 25, 2019

**DESIGN WORKSHOP –** August 21, 2019



**DESIGN WORKSHOP –** August 21, 2019



**DESIGN WORKSHOP –** August 21, 2019





A WALK THROUGH MEMORIAL DRIVE-October 7, 2019



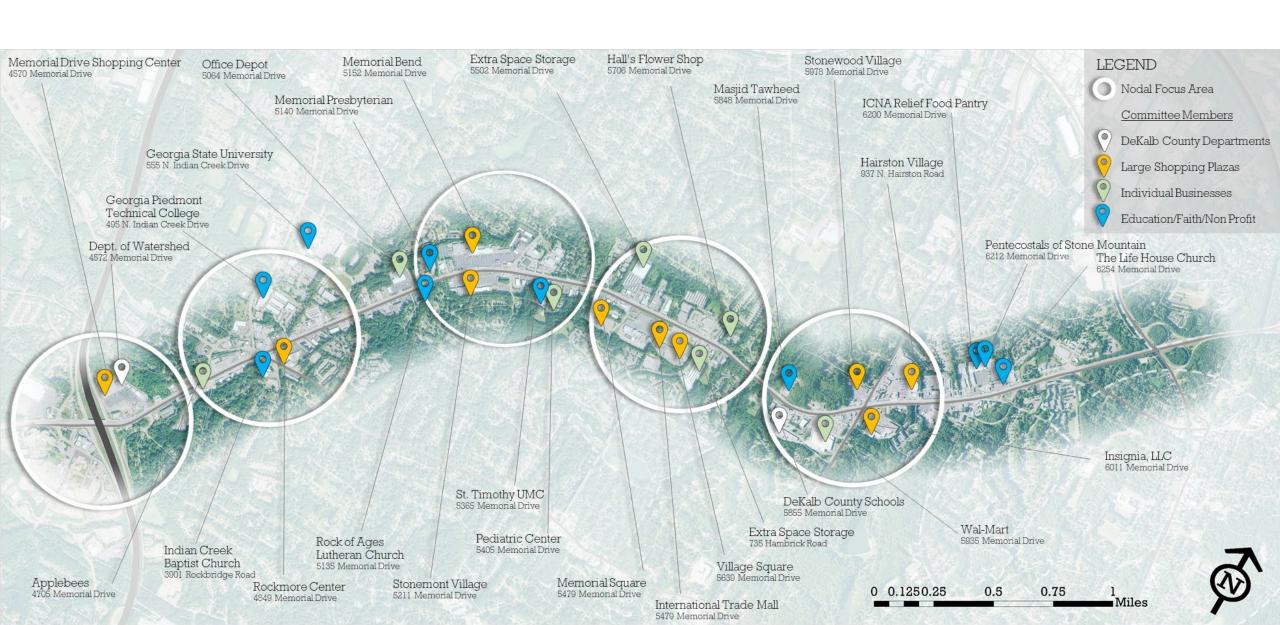
A WALK THROUGH MEMORIAL DRIVE-October 7, 2019

A CELEBRATION OF MEMORIAL DRIVE-November 16, 2019



#### PLANNING PROCESS |

### **Business Development Advisory Committee**



### PLANNING PROCESS Business Development Advisory Committee

- Group formed to ensure specific conversations with commercial property owners, business operators, and non-profits on the corridor
- Goal was to understand what County can be doing to support these organizations and groups
- Items discussed included everything from high-level vision to specific topics such as grease trap permitting.

#### PLANNING PROCESS | Pop Ups

- Georgia State University Clarkston Campus – April 23, 2019
- International Trade Mall May 18, 2019
- Nam Dae Mun June 21, 2019
- DeKalb County Tax
   Commissioner Office June 25, 2019

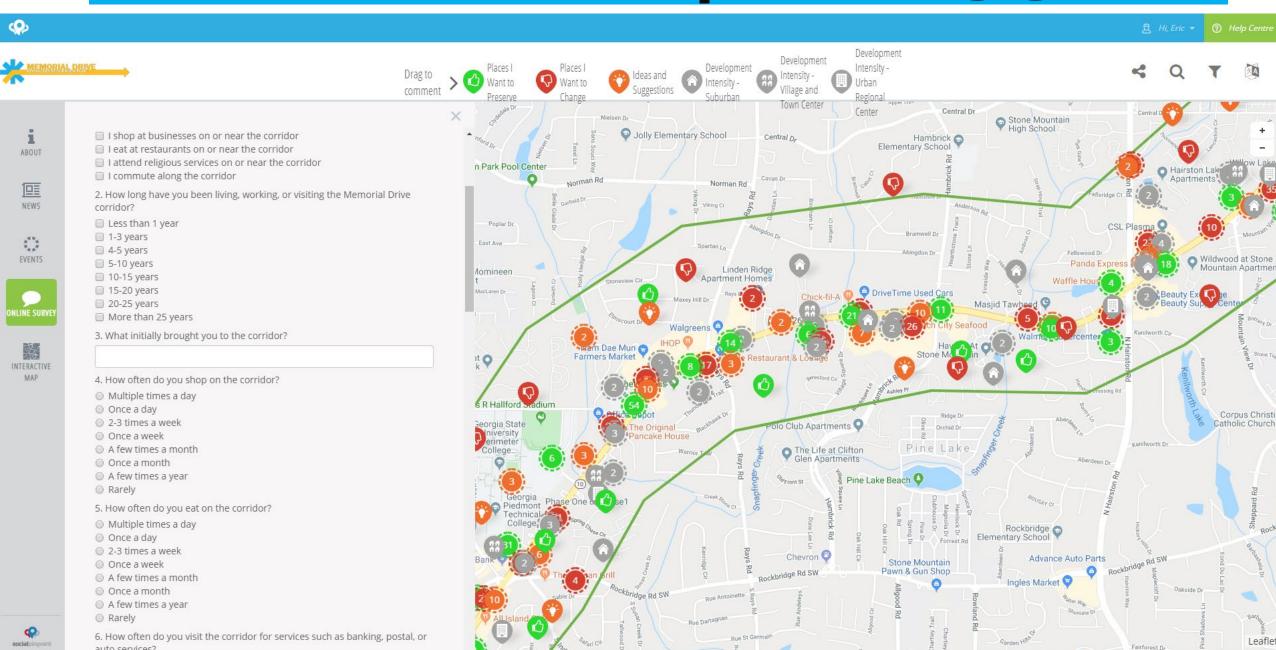






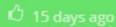


### PLANNING PROCESS | Online Engagement



#### PLANNING PROCESS | Online Engagement

Chick-fila is the best food establishment in the community.





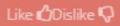
Crime infested. Unsupervised youth in the community. Apparently, low income with no regard to property or upkeep. Not invested in the community.

√
15 days ago



No used auto lot or auto dealership.

√ 15 days ago



The area in and round Rockbridge Road can be like a city center with Urban Intensity development



16 days ago



this was a dairy queen and my family and I enjoyed going until they stop caring about the restaurant and tons of individuals started hanging out there. We need an ice cream shop on Memorial as well.

ϔ 6 months ago



This was a Shoney's then ?, then used car lot which is closing now. Needs to be a nice sit down eatery. Memorial Drive used to have tons of family eateries. lets bring them back.

🖓 6 months ago

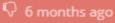


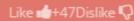
what is this big space with a cars behind a gate? this space can be used for something else and must go.

ϔ 6 months ago

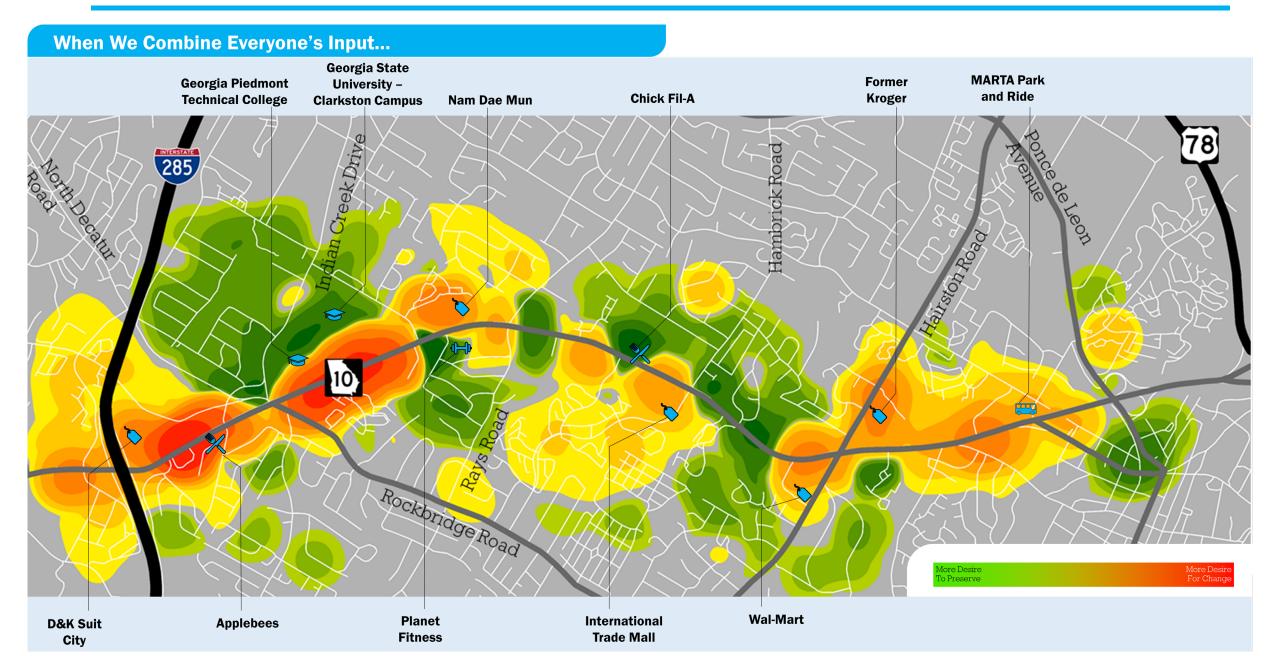


needs to go.



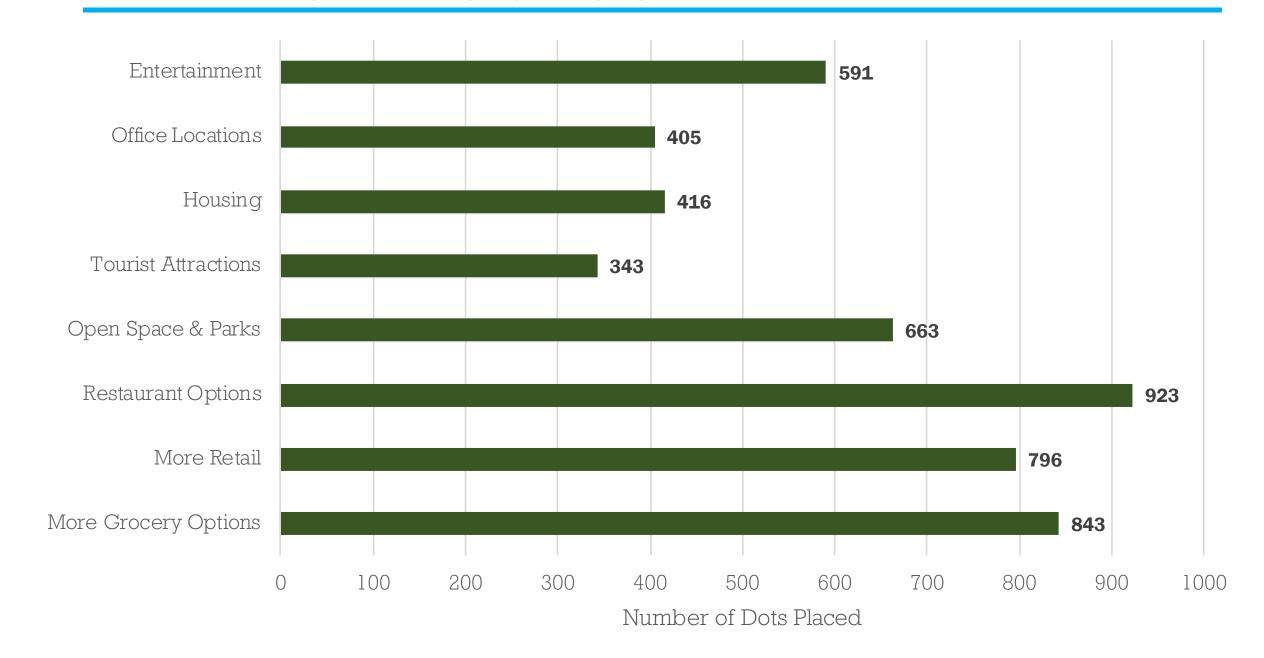


#### PLANNING PROCESS



#### PLANNING PROCESS When We Combine Everyone's Input **Georgia State** Neighborhood Regional Town **Georgia Piedmont** University -Center Center Center **Chick Fil-A Technical College Clarkston Campus** Nam Dae Mun Indian Creek Drive Rockbridge Road Wal-Mart International **Planet Applebees D&K Suit Trade Mall Fitness** City

#### PLANNING PROCESS





#### PLANNING PROCESS

	Focus Areas								
Development Types	Gateway West	Global City	Hambrick Village	Gateway East					
Entertainment	<b>•</b>	<b>*</b>		<b>•</b>					
Office Locations	<b>•</b>	<b>*</b>		<b>•</b>					
Housing	<b>•</b>	<b>*</b>	<b>•</b>	<b>*</b>					
Tourist Attractions	<b>•</b>		<b>*</b>						
Open Space & Parks	<b>•</b>	<b>*</b>	<b>*</b>	<b>*</b>					
Restaurant Options	<b>•</b>	<b>*</b>	<b>*</b>	<b>*</b>					
Retail Options	<b>•</b>	<b>♦</b>	<b>*</b>	<b>•</b>					
More Grocery Options	<b>•</b>	<b>*</b>	<b>*</b>	<b>•</b>					



**GATEWAY WEST GLOBAL** 

GLOBAL CITY HAMBRICK VILLAGE

**GATEWAY EAST** 

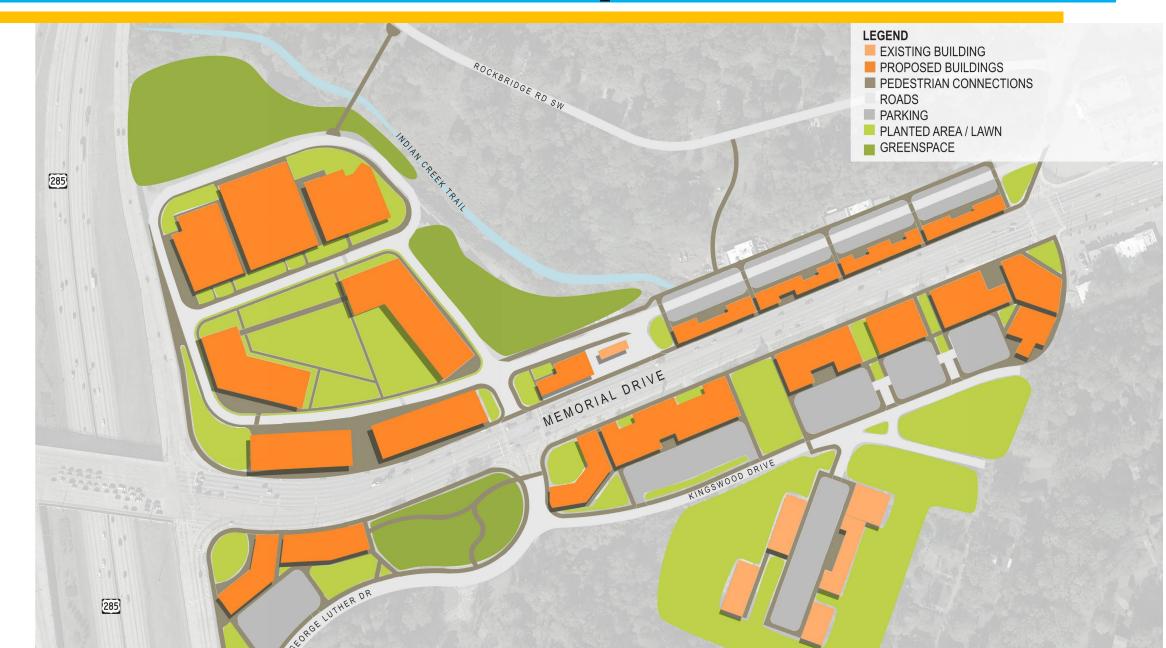


#### RECOMMENDATIONS





## LONG-TERM?



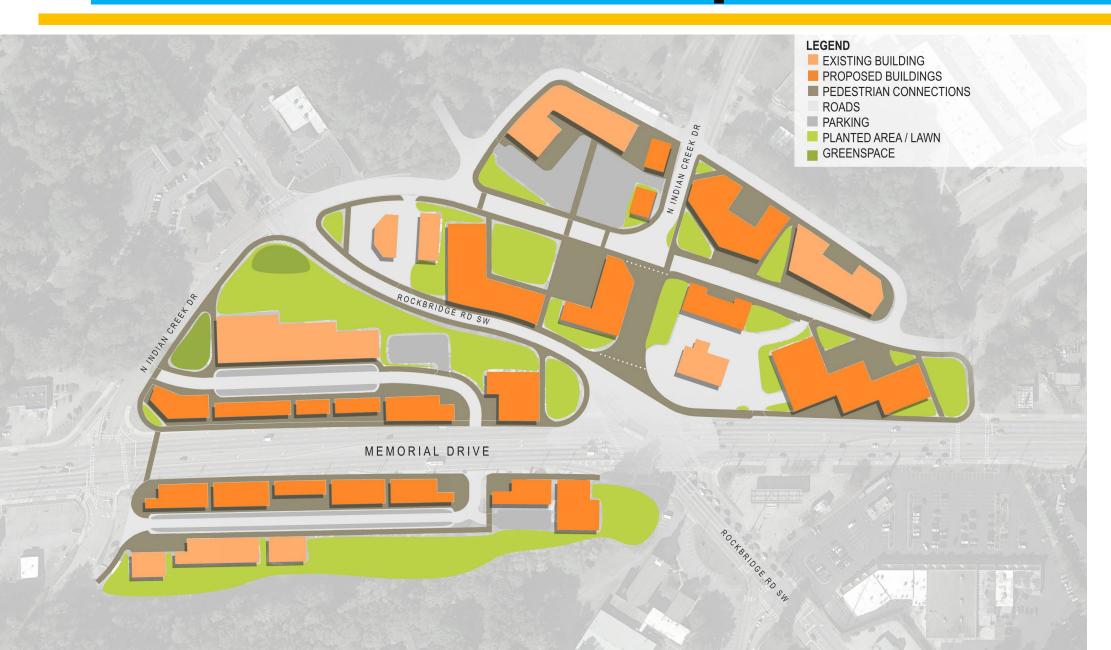
GLOBAL CITY TODAY





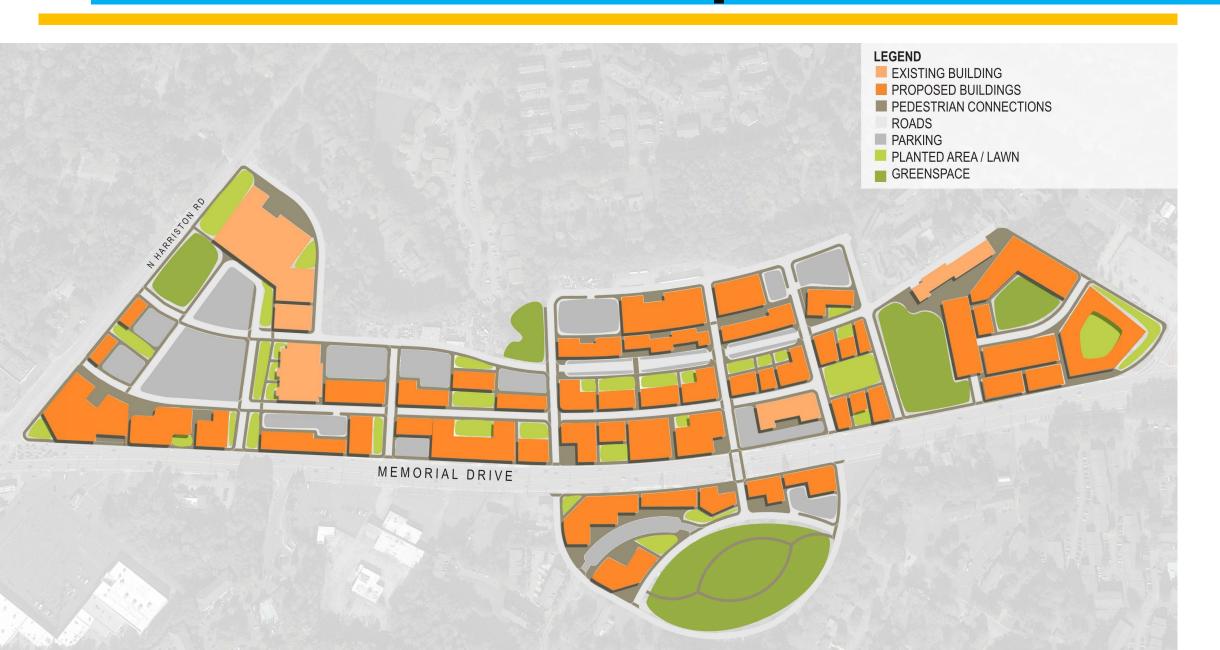
#### LONG-TERM?











STRATEGY

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#### **CHANGE THE PERCEPTION**

While there are many notable and positive things happening on the corridor, this section of Memorial Drive has a perception problem. Initiatives and activities need to take place to encourage people to rethink these perceptions and see the corridor in a different light.

STRATEGY

#### **CREATE DEMAND**

Because it has effectively been 30 years since there was demand for new development on the corridor, public sector initiatives will need to take place that fill in that gap and create demand where there is currently none by the private sector. By leading the way, private sector investment can follow.

STRATEGY

3

## ENCOURAGE HEALTHY REDEVELOPMENT

A positive regulatory environment can make it easier for the private sector to invest in the corridor by offsetting the risk associated with redevelopment.

						ential Frame							Pote TimeF	ential Frame		
Initiative	Potential Responsibilities	Likely Costs	Potential Funding Source	Immediate	Short-Term	Mid-Term	Long-Term	Initiative	Potential Responsibilities	Likely Costs	Potential Funding Source	Immediate	Short-Term	Mid-Term	Long-Term	
l.l Façade Improvement Program	DeKalb County Department of Community Development, Decide DeKalb	Minimum of \$25,000 per location. Potentially much more.	General Funds		•			1.6 Re-Brand the Corridor	DeKalb County Department of Planning & Sustainability, Private Sector, Potential CID	\$50,000- \$100,000	General Funds, Private Investment		•			
1.2 Leverage the	DeKalb County Department of Planning &	Varies/No	General Funds	•				1.7 Enhance Safety & Security	DeKalb County Police, Potential CID	\$500,000+ annually	Police Funds, CID Funds		•	•		
County's Tree Bank  1.3  Investigate the Feasibility of and	Sustainability  DeKalb County Board of Commissioners,	\$100,000+	General Funds, Additional Tax Assessments of Commercial	•				1.8 Market for Filming	DeKalb County Board of Commissioners, Discover DeKalb, Decide DeKalb	\$100,000+	General Funds, Private Investment		•			
Implement a CID  1.4  Hold Public Events & Embrace Tactical Urbanism	Private Sector  DeKalb County, Private Sector, Potential CID, Discover DeKalb	Minimum of \$25,000 per event	Properties  General Funds with Hope to be Self Funded	•				1.9 Improve Visibility to GSU and Georgia Piedmont	DeKalb County Department of Transportation, GDOT, GSU, Georgia Piedmont	\$500,000+	General Funds			•	•	
	DeKalb County Department of							1.10 Foster Partnerships	Varies	Varies	Varies	•				
1.5 Food Tours	Planning & Sustainability, Private Sector, Potential CID,	\$2,500+ per tour	Ideally Self Funded		•			STRATEGY		E TH	E PERCE	P1	10	N		

Potential CID, Discover DeKalb



#### **CHANGE THE PERCEPTION**

#### **KEY INITIATIVES**

- Investigate the Feasibility of and Implement a CID
- Hold Public Events and Embrace Tactical Urbanism
- Market for Filming
- Foster Partnerships

Transportation; GDOT; GSU; Path Foundation

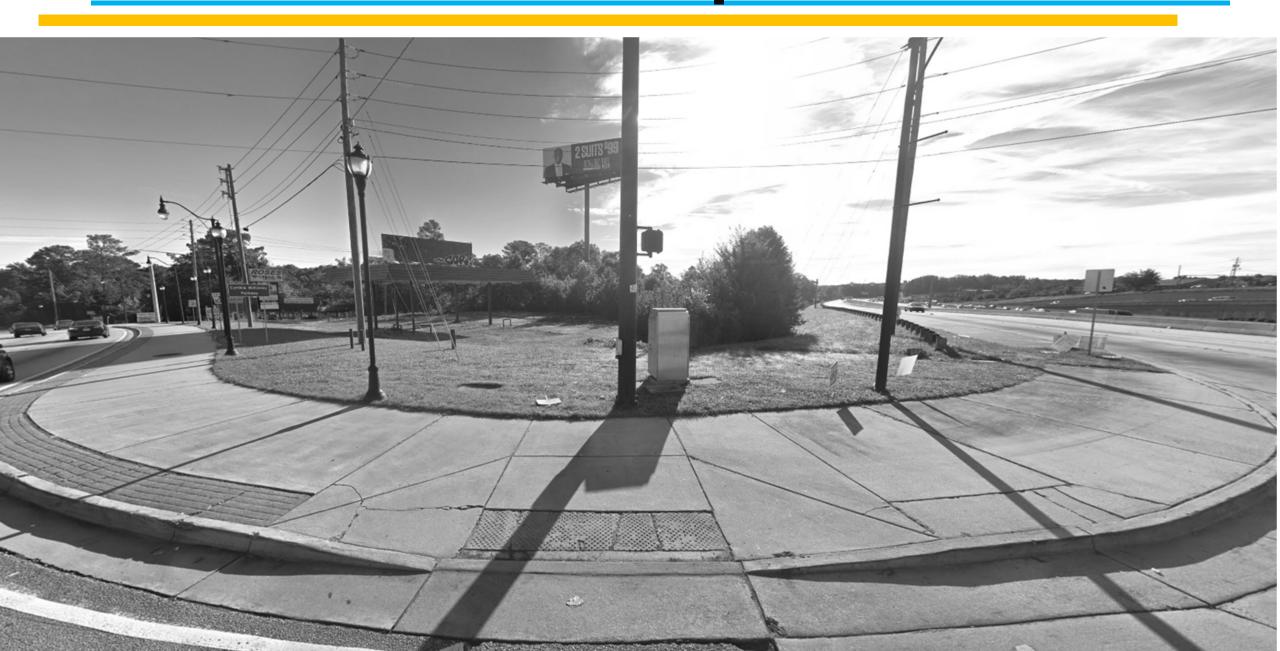
					Pote Time	ential Fram	e					Potent TimeFra			
Initiative	Potential Responsibilities	Likely Costs	Potential Funding Source	Immediate	Short-Term	Mid-Term	Long-Term	Initiative	Potential Responsibilities	Likely Costs	Potential Funding Source	Immediate	Short-Term	Mid-Term	Long-Term
2.1 Gateways to the Corridor	DeKalb County Departments of Public Works, Parks and Recreation, and Planning & Sustainability; Park	\$500,000+ per location	General Funds		•			2.4 Address Pedestrian Needs	DeKalb County Departments of Public Works, DeKalb County Department of Transportation, GDOT, Peds	Varies, Initial Road Safety Audit between \$50,000- \$100,000	Transportation Funds (including potential state and federal dollars)	*	•	•	•
2.2 Establish an Arts Corridor	Pride  DeKalb County Departments of Public Works, Parks and Recreation, and Planning &	Will vary considerably, but at least \$5,000 per installation	General Funds		•			2.5 Enhance Active Mode and Aesthetic Experience Along Memorial Drive	DeKalb County Departments of Public Works, DeKalb County Department of Transportation, GDOT	\$3.0 million a mile on average	Transportation and Park/Recreation Funds				•
Contact	Sustainability; Park Pride; Property Owners; Discover DeKalb	but can be significantly more.						2.6 Direct Investment in the Corridor	DeKalb County Board of Commissioners, Explore DeKalb	Varies, but likely expensive	General Fund		•	•	•
2.3 Implement a Trail Network	DeKalb County Departments of Public Works, Parks and Recreation, Department of	\$2.5 million a mile on average	Transportation and Park/Recreatio n Funds			•	•	CRE	ATE D	EM/		TRATI	EGY		

#### **CREATE DEMAND**

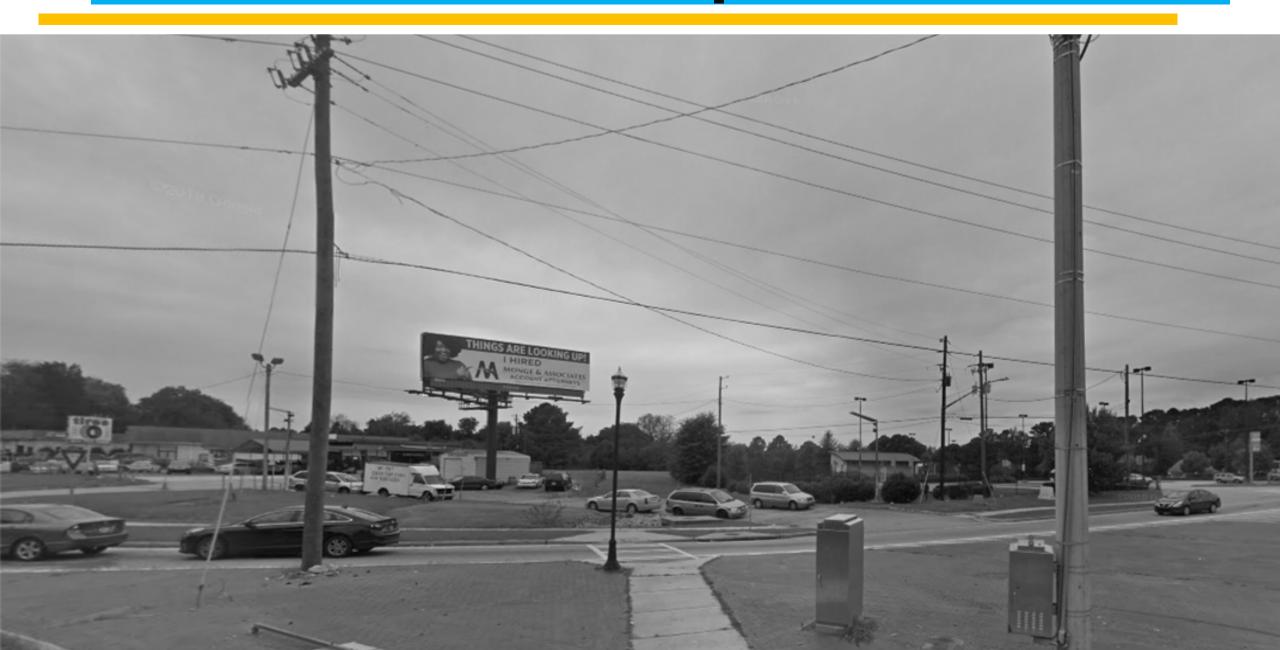
strategy
2

#### **KEY INITIATIVES**

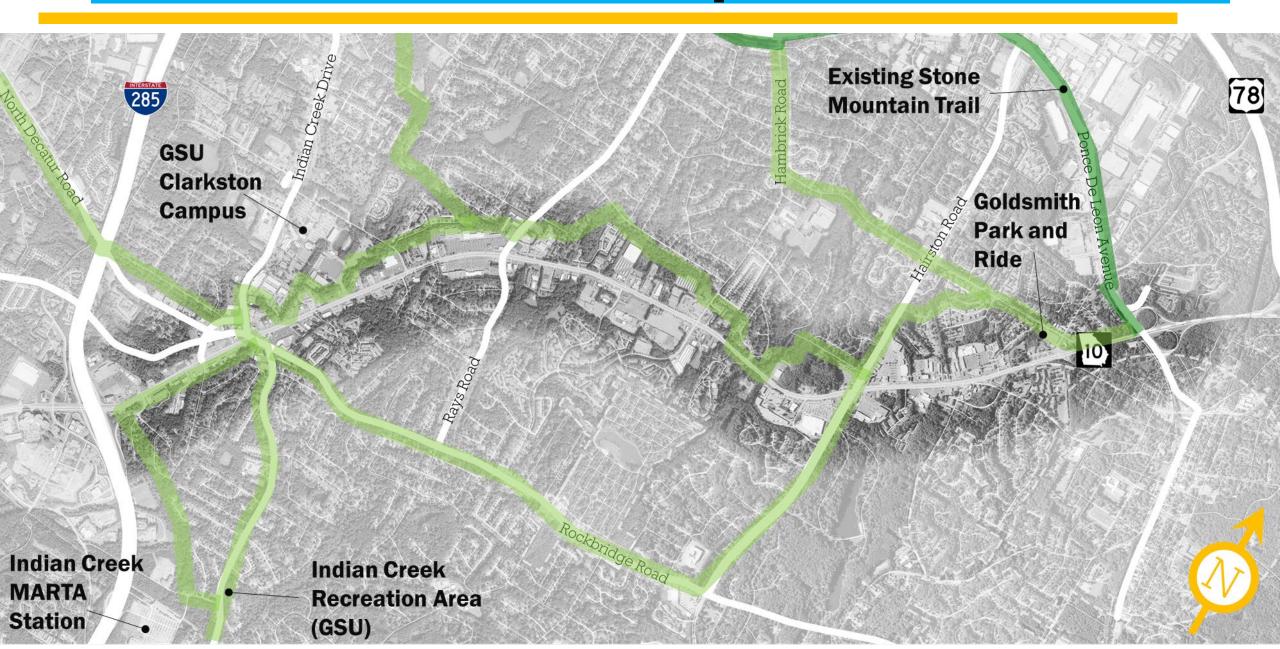
- Gateways to the Corridor
- Establish an Arts Corridor
- Implement a Trail Network
- Address Pedestrian needs











				Potential TimeFrame						
Initiative	Potential Responsibilities	Likely Costs	Potential Funding Source	Immediate	Short-Term	Mid-Term	Long-Term			
3.1 Address Changes in the Comprehensive Plan and Zoning	DeKalb County Department of Planning & Sustainability	Minimal	Staff Time	•	•					
3.2 Expedite Permitting & Approvals	DeKalb County Department of Planning & Sustainability	Varies, but generally minimal when coordinated with other initiatives	Staff Time, General Fund		•	•	*			
3.3 Investigate Investor Programs	DeKalb County Department of Planning & Sustainability, Decide DeKalb	Initially \$50,000- \$100.000	Staff Time, General Fund		•	•	*			
3.4 Detailed Study & Marketing of Sites	DeKalb County Department of Planning & Sustainability	Varies, but generally expensive (\$500,000 but likely much more)	Staff Time, General Fund		•	•	*			
3.5 Opportunity Zones	DeKalb County Department of Planning & Sustainability	Minimal	Staff Time, General Fund		•	•	•			
3.6 Become an Active Development Partner	DeKalb County Board of Commissioners, DeKalb County Department of Planning & Sustainability, Decide DeKalb	Varies, but generally very expensive	Staff Time, General Funds, CDBG Grants			*	*			

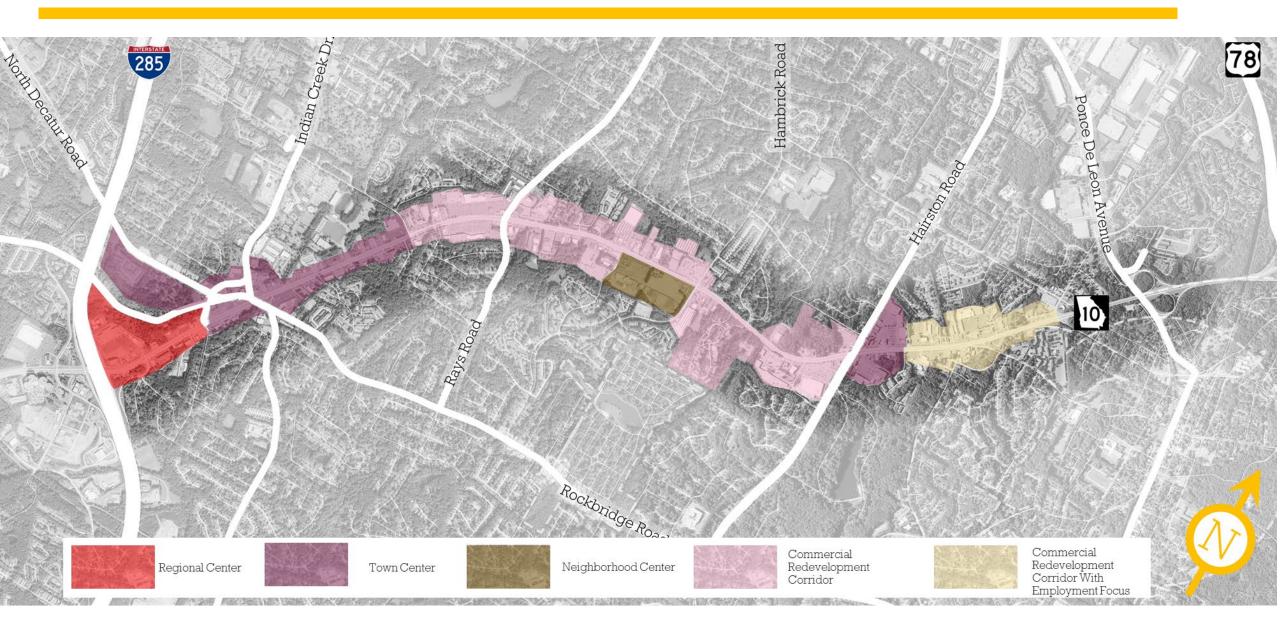
				Potential TimeFrame							
Initiative	Potential Responsibilities	Likely Costs	Potential Funding Source	Immediate	Short-Term	Mid-Term	Long-Term				
3.7 Create a Corridor Tax Allocation District	DeKalb County Board of Commissioners, DeKalb County Department of Planning & Sustainability, DeKalb County Public Schools Decide DeKalb	Self funding	Staff Time to Set Up, Self Funding		*	*	•				

ENCOURAGE HEALTHY REDEVELOPMENT

# 3 ENCOURAGE HEALTHY REDEVELOPMENT

#### **KEY INITIATIVES**

- Address Changes in the Comprehensive Plan and Zoning
- Detailed Study & Marketing of Sites
- Investigate Investor Programs





**CALL TO ACTION** 

#### RECOMMENDATIONS | Call to Action

- Pursuing these initiatives will be a multi-year, multi-pronged process
- A key element interfacing with most initiatives is "Foster Partnerships"
- To support this, we are looking for volunteers to be advocates for these initiatives through a

#### **Community Action Group**