



CLAY SCHOOL

OVERVIEW OF FINAL DELIVERABLES

Date:
7.16.2024

Prepared for:
WHEELING CITY COUNCIL





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SCOPE + METHODOLOGY



PURPOSE OF SCOPE

MISSION

To foster a spirit of collaboration between the City of Wheeling and the East Wheeling Community, and discover the possibilities of a positive, community-driven redevelopment on the former Clay School site.

GOALS

01. Partner with East Wheeling Community to Determine Highest and Best Uses of Clay School Site
02. Incorporate Ideas Into Four Development Scenarios, Approved by City and Community
03. Establish Probable Development Budgets
04. Size Levels of Private Capital VS Public Subsidy
05. Provide Recommendations on Potential Funding Sources

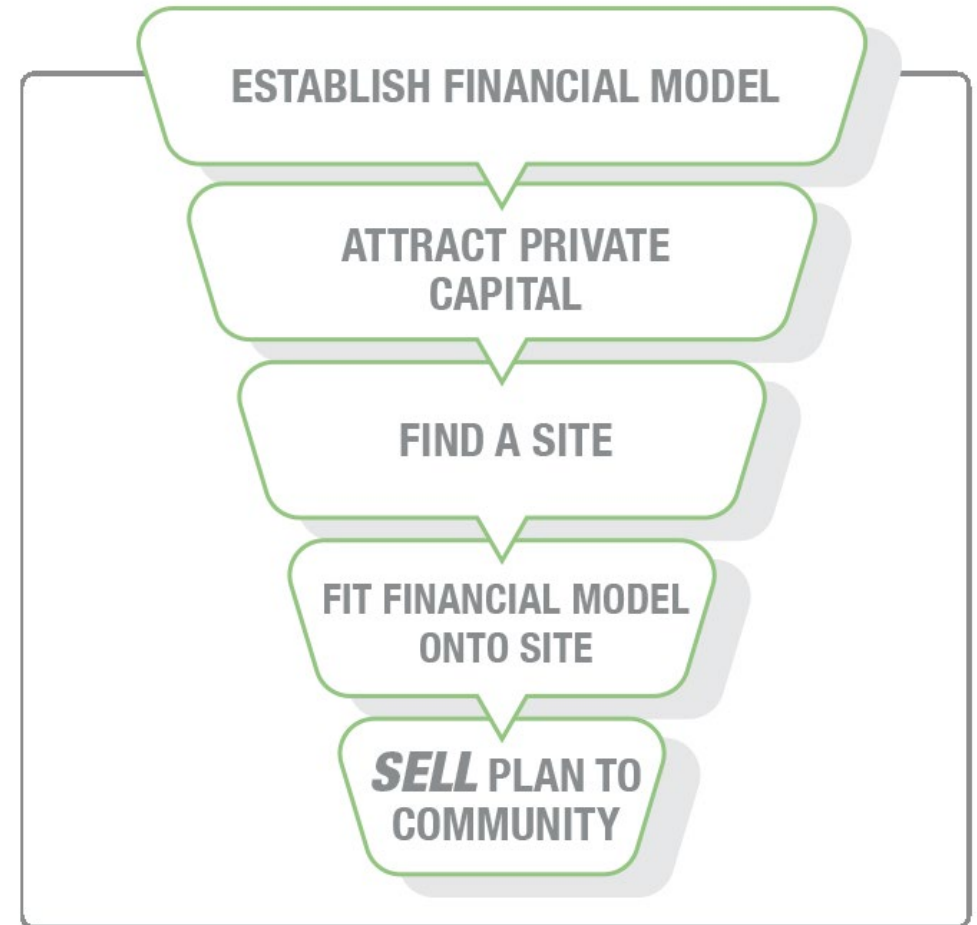


METHODOLOGY

TRADITIONAL INVESTMENT STRATEGIES

In the past, traditional investment and private capital strategies were unable to find a way to financially close on the redevelopment of the building with their ideas. In most cases, they could not successfully acquire a construction loan.

Traditional Real Estate Development



METHODOLOGY

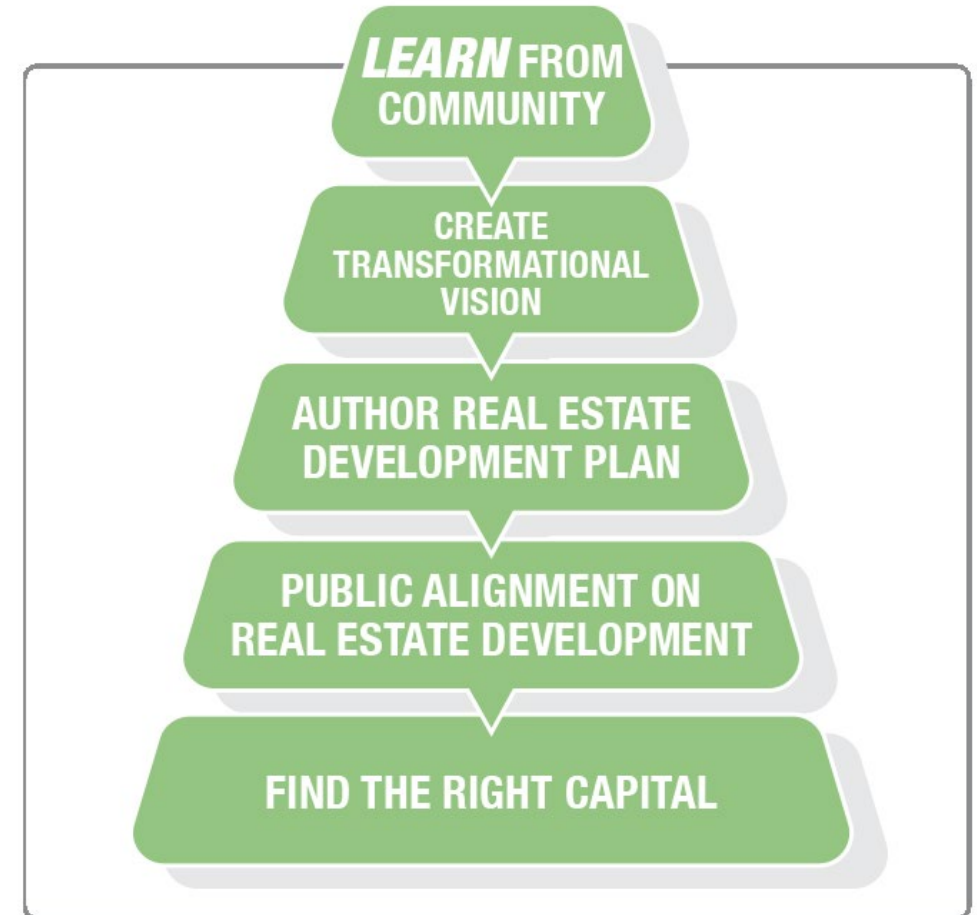
THE TIPPING POINT APPROACH

Tipping Point's methodology creates consensus among community members to discover the experiences and potential uses that maximize positive change in the neighborhood. These ideas are then integrated into development plans to determine how much private capital could theoretically contribute, based on today's market conditions.



TIPPING POINT

— DEVELOPING TRANSFORMATIVE CHANGE —



A SPECIAL THANKS

TO PARTNERSHIPS AND KEY CONTRIBUTORS THROUGHOUT SCOPE

CITY OF WHEELING

- **Robert Herron**, City Manager
- **Michele Rejonis**, Marketing & Community Relations Specialist
- **Rochelle Barry**, Director of Parks and Recreation
- **Josh Blakemore**, Event Coordinator
- **Nancy Prager**, Director of Development

WHEELING HERITAGE

- **Scott Schenerlein**, Executive Director
- **Alex Panas**, Director of Heritage Programming
- **Johnathon Porter**, Digital Content Specialist
- **Dilon Richardson**, Digital Content Specialist

MEN OF CHANGE COMMUNITY LEADERS

- **Ron Scott**
- **Rod Lee**
- **Hayden Cook**
- **Joe Sparksman**
- **Jay Johnson**



EXISTING CONDITIONS + TECHNICAL REALITIES



EXISTING CONDITIONS SUMMARY FROM 2021 REPORT

74,535^{SF}

Total Sf

7,360^{SF}

Basement

28,600^{SF}

1st Floor

16,250^{SF}

2nd Floor

22,325^{SF}

3rd Floor



KEY TAKEAWAYS & RECOMMENDATIONS

- 01. Building's Foundation is Likely Part of Retaining Wall Structural System
- 02. Water Infiltration on Façade Originates from Roof Water Pooling
Could Try to Unclog Roof Stormwater Drains
- 03. Total Structural System of Building is Solid, Despite Water Infiltration
- 04. Hazardous Materials Clean Up Needed

Based off of previously completed report of building enclosure existing conditions documentation.

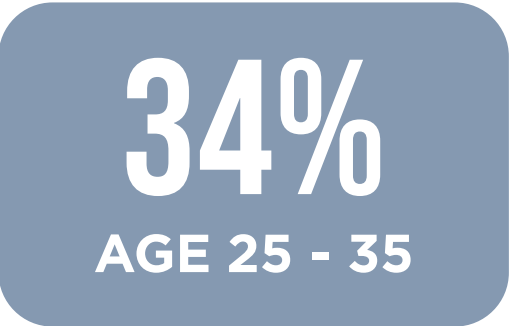


COMMUNITY ENGAGEMENT



SURVEY DISTRIBUTION + PARTICIPATION BREAKDOWN

- 01. Collaborated with Men of Change to create Community Survey
- 02. Distributed via Community Leaders, City of Wheeling PR Campaign, Wheeling Heritage
- 03. Revealed Survey Results at the Oct 23 Block Party and In-Person Listening Session to Establish Development Themes



KEY TAKEAWAYS

ATTITUDES TOWARDS THE OVERALL COMMUNITY & PROJECT

ALL RESPONDANTS DESIRE A POSITIVE PROJECT IMPACT

POSITIVES IN COMMUNITY

- Diversity
- Proximity To Downtown
- Community Organizations
- Community Pride
- Emerging Amenities

DESIRES FOR COMMUNITY

- Continued Growth / Development
- Neighborhood Clean Up
- Enhancing Accessibility To Field
- Education And Support Services
- Childcare / Youth Programs

BIGGEST FEARS FOR PROJECT

#1

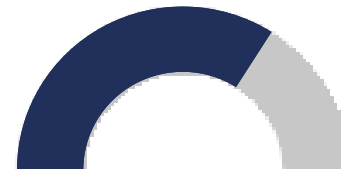
Too Expensive
To Build

#2

Long Term
Operational Costs

#3

Getting People To
Agree



68%

Would Actively
Promote to **Raise
Money**

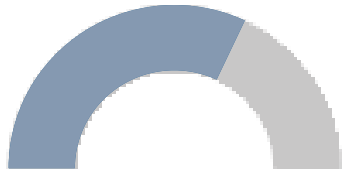


KEY TAKEAWAYS

SITE SPECIFIC RESPONSES

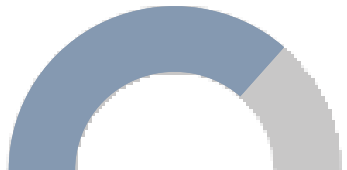
TOP 5 PRIORITIES FOR THE SITE

- Youth
- Education & Training
- Recreation
- Commercial Tenants
- Housing



64%

Would Like the
**Nelson Jordan
Center** on Site



73%

Would Like the
Site **Integrated
Into Field**

50 / 50

TO SAVE VS DEMOLISH

LIVE POLLING RESULTS

PRIMARY SITE USE

55%

EDUCATION &
RECREATION

21%

Housing

18%

Youth

6%

Commercial

COMPLIMENTARY SITE USES

45%

EDUCATION

30%

Recreation

12%

Commercial

6%

Education

6%

Housing

SAVE VS DEMOLISH & BUILD NEW

50%

SAVE

50%

DEMOLISH

SUPPORT FOR EPA BROWNFIELD GRANT

94%

YES

6%

No

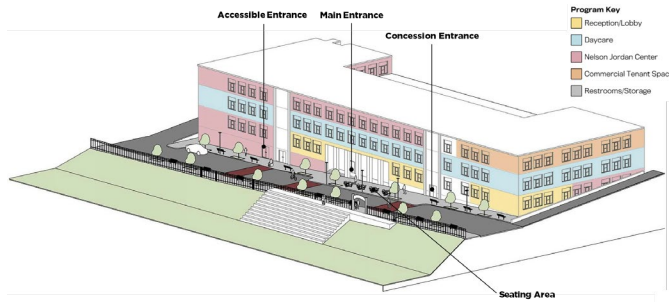


DEVELOPMENT SCENARIOS



SCENARIO 1

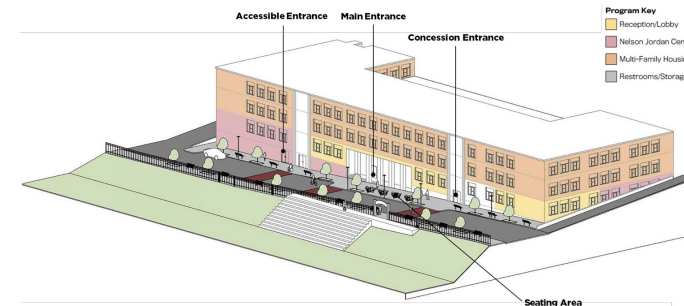
ALL RECREATION AND COMMUNITY SERVICES



**PRIVATE
OWNERSHIP**

SCENARIO 2

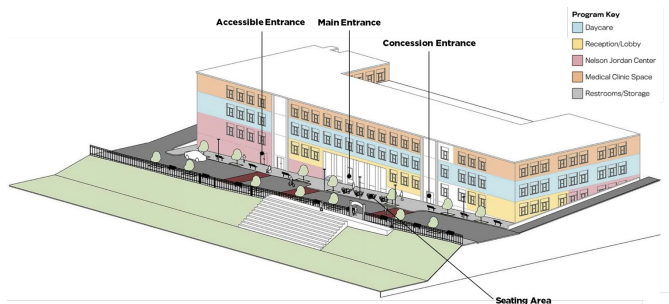
NELSON JORDAN CENTER + HOUSING



**PRIVATE
OWNERSHIP**

SCENARIO 3

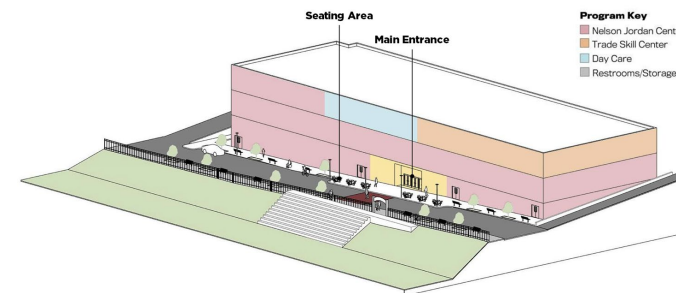
NELSON JORDAN CENTER AND MEDICAL TENANT



**PRIVATE
OWNERSHIP**

SCENARIO 4

DEMOLISH AND BUILD NEW – ALL COMMUNITY REQUESTS



**CITY
OWNERSHIP**



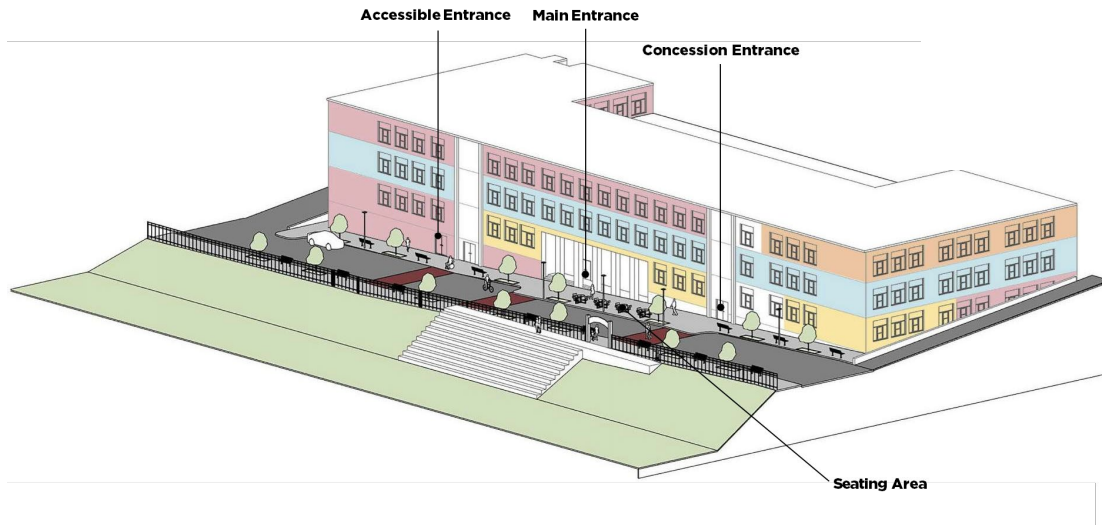
INVESTOR SCENARIOS



SCENARIO 1

ALL RECREATION & COMMUNITY SERVICES

- Reception / Lobby
- Daycare
- Commercial Tenant Space
- Nelson Jordan Center
- Restrooms / Storage



USES WERE CREATED TO ATTRACT **PRIVATE CAPITAL** WHILE IMPLEMENTING COMMUNITY NEEDS AND DESIRES

74,535 SF

Gross SF

43,500 SF

***Rentable SF**

**excluding amenity and common areas of facility*

15,500 SF

Daycare

52,335 SF

Nelson Jordan Center

3,900 SF

Commercial Space

2,800 SF

Recreation Offices



DEVELOPMENT BUDGET

SCENARIO 1

TOTAL SF

74,535 SF

**CONTINGENCY
+ EQUIPMENT**

\$2,092,914

***ESTIMATED PROJECT
SOFT COSTS**

**Inclusive of architecture, engineering,
project management.*

\$2,518,846

***ESTIMATED DEVELOPER
SOFT COSTS**

**Costs developers carry for legal,
accounting, bank and developer fees.*

\$2,821,785

**TOTAL CONSTRUCTION
COST**

\$15,588,464

\$23,022,009

TOTAL



FINANCIAL MODEL – YEAR 1

SCENARIO 1

RENTABLE SF

43,500 SF

POTENTIAL
CONSTRUCTION LOAN

\$3,701,390

EFFICIENCY

58%

POTENTIAL PRIVATE
INVESTMENT

\$370,139

OPERATING EXPENSES

**Excluding Taxes*

\$313,750

PROJECTED REVENUE

\$789,643

\$18,950,480

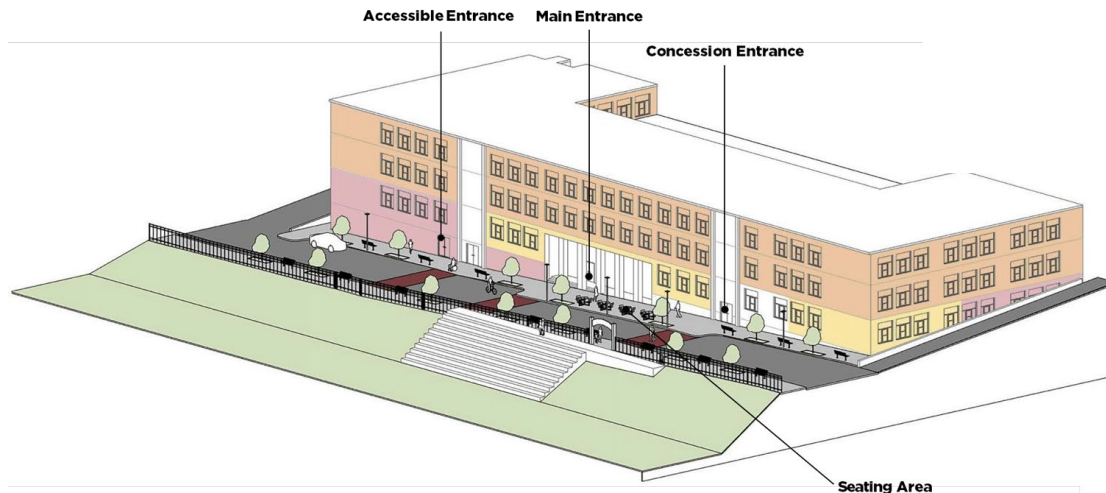
POTENTIAL PUBLIC SUBSIDY



SCENARIO 2

NELSON JORDAN CENTER AND HOUSING COMPONENT

- Reception / Lobby
- Nelson Jordan Center
- Multi-Family Housing
- Restrooms / Storage



USES WERE CREATED TO ATTRACT **PRIVATE CAPITAL** WHILE IMPLEMENTING COMMUNITY NEEDS AND DESIRES

74,535 SF
Gross SF

45,200 SF
*Rentable SF
**excluding amenity and common areas of facility*

35,960 SF
Nelson Jordan Center

38,575 SF
Multi-Family Housing



DEVELOPMENT BUDGET

SCENARIO 2

TOTAL SF

74,535 SF

CONTINGENCY
+ EQUIPMENT

\$2,089,985

***ESTIMATED PROJECT
SOFT COSTS**

**Based on a construction loan & the
fees & expenses needed to acquire it.*

\$2,509,033

***ESTIMATED DEVELOPER
SOFT COSTS**

**Based on a construction loan & the
fees & expenses needed to acquire it.*

\$2,813,148

**TOTAL CONSTRUCTION
COST**

\$15,490,326

\$22,902,492

TOTAL



FINANCIAL MODEL – YEAR 1

SCENARIO 2

RENTABLE SF

45,200 SF

POTENTIAL
CONSTRUCTION LOAN

\$4,250,400

EFFICIENCY

61%

POTENTIAL PRIVATE
INVESTMENT

\$425,040

OPERATING EXPENSES

**Excluding Taxes*

\$321,593

\$18,227,052

PROJECTED REVENUE

\$868,073

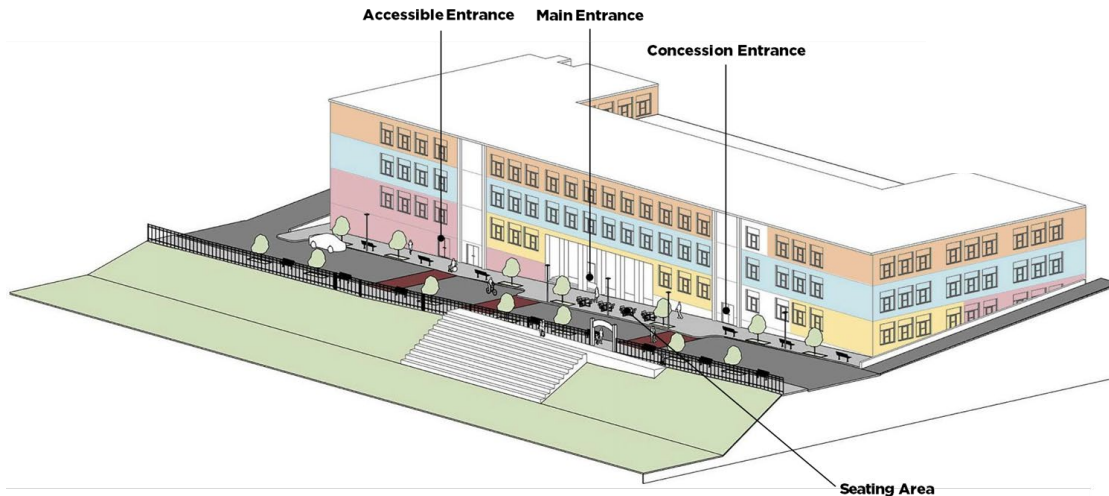
POTENTIAL PUBLIC SUBSIDY



SCENARIO 3

NELSON JORDAN CENTER AND MEDICAL / WELLNESS CLINIC TENANT

- Reception / Lobby
- Daycare
- Nelson Jordan Center
- Medical Clinic Space
- Restrooms / Storage



USES WERE CREATED TO ATTRACT **PRIVATE CAPITAL** WHILE IMPLEMENTING COMMUNITY NEEDS AND DESIRES

74,535 SF

Gross SF

43,300 SF

*Rentable SF

**excluding amenity and common areas of facility*

16,250 SF

Daycare

35,960 SF

Nelson Jordan Center

22,325 SF

Medical Clinic Space



DEVELOPMENT BUDGET

SCENARIO 3

TOTAL SF

74,535 SF

**CONTINGENCY
+ EQUIPMENT**

\$2,229,032

***ESTIMATED PROJECT
SOFT COSTS**

**Based on a construction loan & the
fees & expenses needed to acquire it.*

\$2,633,418

***ESTIMATED DEVELOPER
SOFT COSTS**

**Based on a construction loan & the
fees & expenses needed to acquire it.*

\$2,922,608

**TOTAL CONSTRUCTION
COST**

\$16,734,183

\$24,519,241

TOTAL



FINANCIAL MODEL – YEAR 1

SCENARIO 3

RENTABLE SF

43,300 SF

POTENTIAL
CONSTRUCTION LOAN

\$3,485,650

EFFICIENCY

58%

POTENTIAL PRIVATE
INVESTMENT

\$348,565

OPERATING EXPENSES

**Excluding Taxes*

\$310,668

PROJECTED REVENUE

\$758,823

\$20,685,026

POTENTIAL PUBLIC SUBSIDY



POTENTIAL FUNDING SOURCE COMPARISON

OPTIONS 1 - 3

SCENARIO 1

ALL RECREATION AND COMMUNITY SERVICES

\$3,701,390

POTENTIAL
CONSTRUCTION LOAN

\$18,950,480

POTENTIAL
PUBLIC SUBSIDY

SCENARIO 2

NELSON JORDAN CENTER AND HOUSING COMPONENT

\$4,250,400

POTENTIAL
CONSTRUCTION LOAN

\$18,227,052

POTENTIAL
PUBLIC SUBSIDY

SCENARIO 3

NELSON JORDAN CENTER AND MEDICAL CLINIC TENANT

\$3,485,650

POTENTIAL
CONSTRUCTION LOAN

\$20,685,026

POTENTIAL
PUBLIC SUBSIDY



POTENTIAL SUBSIDIES



POTENTIAL PUBLIC FUNDING SOURCES

01. FEDERAL HISTORIC TAX CREDITS – 20% OF QREs

02. STATE HISTORIC TAX CREDITS – 25% of QREs

03. NEW MARKET TAX CREDITS – PROPORTIONAL TO LEVERAGED LOAN

04. APPALACHIA REGIONAL COMMISSION – DEPENDENT ON PROGRAM

05. RECREATION / TOURISM STATE FUNDS – BASED ON INITIATIVE

06. AMLER GRANT – UP TO \$10 MILLION



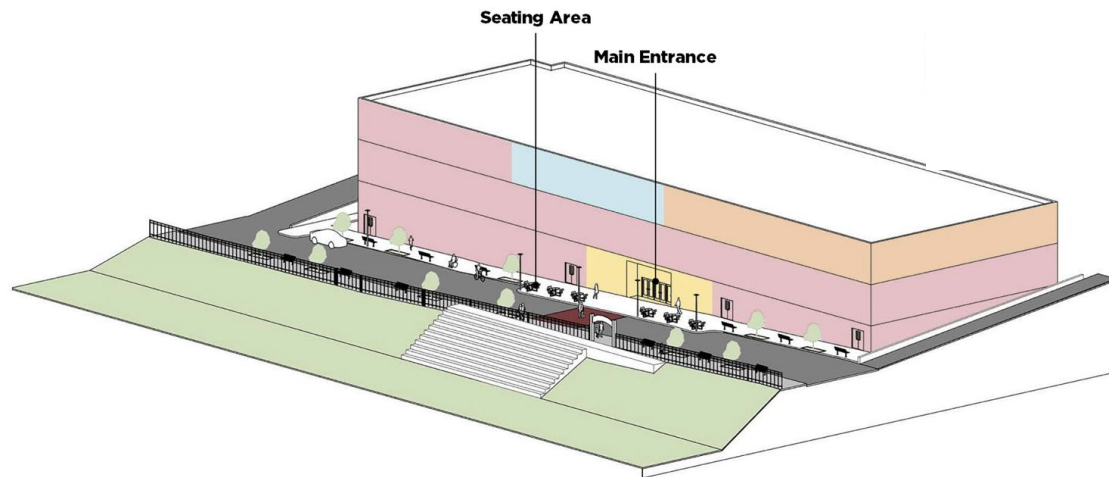
CITY-OWNED SCENARIO



ORIGINAL SCENARIO 4

DEMOLISH AND BUILD NEW

- Nelson Jordan Center
- Trade Skill Center
- Daycare
- Restrooms / Storage



BASED ON **COMMUNITY FEEDBACK ONLY**, AND
WAS A CONCEPTUAL ATTEMPT TO MAXIMIZE THE
TOP EXPERIENCES PRIORITIZED BY COMMUNITY

82,800 SF

Gross SF

59,100 SF

Nelson Jordan Center

7,000 SF

Trade Skill Center

5,900 SF

Daycare



DEVELOPMENT BUDGET

ORIGINAL SCENARIO 4

TOTAL SF

82,800 SF

CONTINGENCY
+ EQUIPMENT

\$3,020,831

***ESTIMATED PROJECT
SOFT COSTS**

**Based on a construction loan & the
fees & expenses needed to acquire it.*

\$2,796,390

**BASED ON COMMUNITY FEEDBACK ONLY, AND
WAS A CONCEPTUAL ATTEMPT TO MAXIMIZE THE
TOP EXPERIENCES PRIORITIZED BY COMMUNITY**

***ESTIMATED DEVELOPER
SOFT COSTS**

**Based on a construction loan & the
fees & expenses needed to acquire it.*

N/A

**TOTAL CONSTRUCTION
COST**

\$18,363,901

\$24,181,122

TOTAL



WHAT IF WE DOWN-SIZED? ALTERNATIVE SCENARIO 4

DEMOLISH AND BUILD NEW – RECREATION ONLY



— Nelson Jordan Center

BASED ON COMMUNITY FEEDBACK, WHILE
KEEPING IN MIND WHAT IS FINANCIALLY FEASIBLE
FOR THE CITY TO BUILD AND MAINTAIN

40,000 SF
Gross SF

35,000 SF
Nelson Jordan Center

5,000 SF
Child Center



DEVELOPMENT BUDGET

ALTERNATIVE SCENARIO 4

TOTAL SF

40,000 SF

CONTINGENCY
+ EQUIPMENT

\$1,258,478

***ESTIMATED PROJECT
SOFT COSTS**

**Based on a construction loan & the
fees & expenses needed to acquire it.*

\$1,131,680

**BASED ON COMMUNITY FEEDBACK, WHILE KEEPING
IN MIND WHAT IS FINANCIALLY FEASIBLE FOR THE
CITY TO BUILD AND MAINTAIN**

***ESTIMATED DEVELOPER
SOFT COSTS**

**Based on a construction loan & the
fees & expenses needed to acquire it.*

N/A

\$13,706,958

**TOTAL CONSTRUCTION
COST**

\$11,316,800

TOTAL



PRIVATE OWNERSHIP

SCENARIOS 1 - 3

\$22,902,492 - \$23,022,009

POTENTIAL DEVELOPMENT BUDGET

\$18,227,052 - \$20,685,026

PROJECTED PUBLIC SUBSIDY

PUBLIC OWNERSHIP

ALTERNATIVE SCENARIO 4

\$24,181,122

POTENTIAL DEVELOPMENT BUDGET
EVERYTHING THE COMMUNITY PRIORITIZED

\$13,706,958

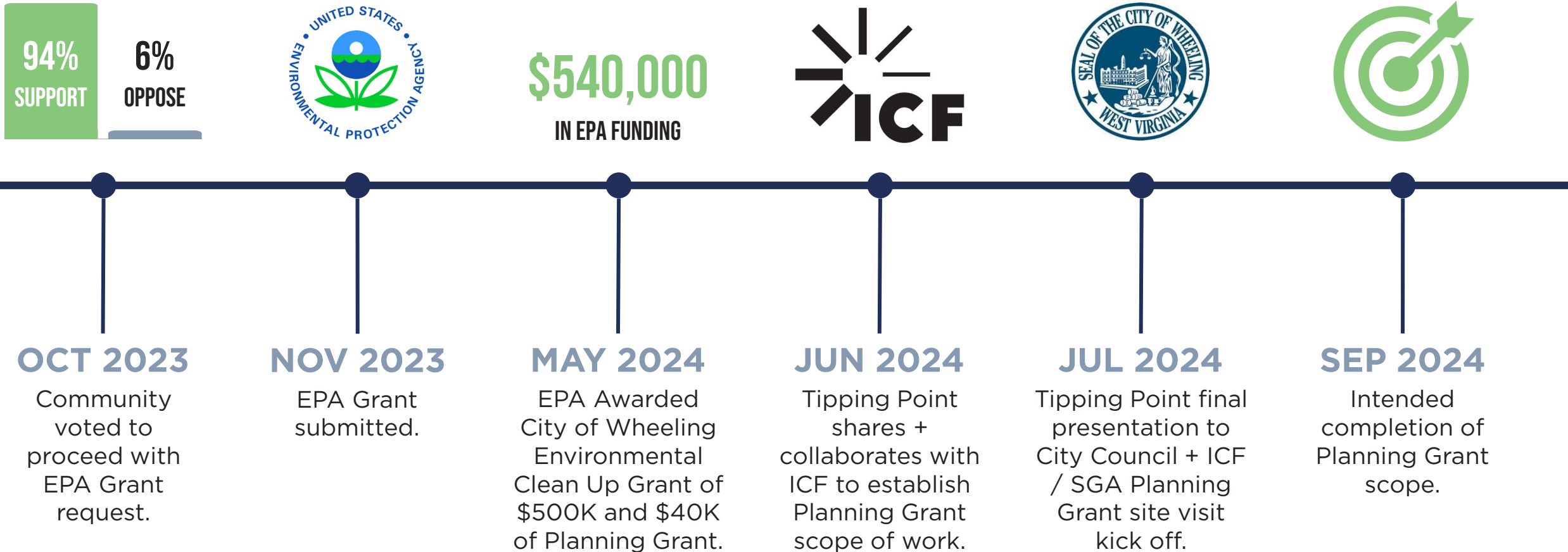
POTENTIAL DEVELOPMENT BUDGET
DOWNSIZED RECREATION + CHILDCARE



EPA GRANT



EPA TIMELINE



NEXT STEPS



NEXT STEPS AND IDEAL SCHEDULE...

1. CLOSING OUT TIPPING POINT SCOPE

- **July 16** – City Council Final Presentation
- **July 18** – Attend EPA Technical Assistance Site Visit + Introduce them to Men of Change
- **July 31** – Final Report + Deliverables Created Throughout Scope to City Manager's Team

2. EPA TECHNICAL ASSISTANCE SCOPE

- **July 18** – Site Visit + Project Kick Off
- **August** – Draft of New Construction Plans + Community and City Feedback
- **September** – Final Plan

3. EPA BROWNFIELD CLEAN UP SCOPE

- **October** – First month the dollars are qualified to be spent, City's Environmental contractors + team will advise on process.
- If City desires, Tipping Point can remain involved and scope a new contract that reflects needs



THANK YOU.

Jim Ambrose

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