

Community-Owned Real Estate

Development without Displacement



Myeisha Wright
Project Lead, Local Code
Kansas City
Panelist

Mike Leyba
Co-Executive Director, City
Life/Vida Urbana
Panelist

Nikishka Iyengar
Founder, The Guild
Panelist

Damien Goodman
CEO, Crenshaw Rising
Panelist





Myeisha Wright

Local Code Kansas City

As the Project lead for 31st and Prospect Ave Myeisha focuses on managing the logistics, lot assemblage, community engagement and stakeholder relationships for the P31 project. Myeisha started in real estate in 2012 by responding to a craigslist ad to become an independent leasing agent. Myeisha's diligence helped the company grow to a \$20 million dollar fund in which she now operates as the Managing Broker/Business Development for Iron Door Property Management. She is also managing broker of The Real Estate House, LLC in which she manages 14 active real estate agents and oversees the property management division. Myeisha believes in sharing information and education with others about opportunities to enhance their financial situations. That was the drive behind getting into real estate and forming a property management company. Knowing that generational wealth starts with ownership and housing, she wants to be sure she is doing her part in providing and educating others about housing opportunities that can change a community. Myeisha is also an investor owning several affordable rental properties and investing internationally. Myeisha is part of a team of women developers that are completing a housing development in the Dominican Republic.

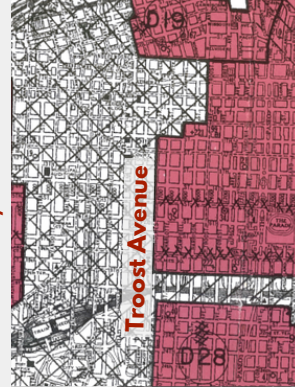
LocalCode Kansas City

LocalCode Kansas City (LCKC) is a minority women-owned, regenerative development company helping low-income communities of color build wealth and wellbeing through local ownership of businesses and real estate.

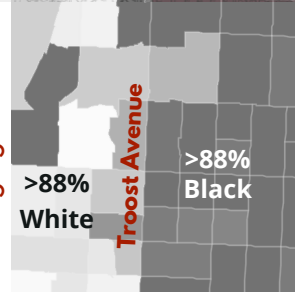
For multiple generations, real estate development has played a central role in discrimination against Kansas City's Black citizens. Combined with redlining, exclusionary zoning, and blockbusting, this resulted in formidable structural inequities. The effects on wealth and wellbeing, in black and white, are evident in the census tract data to the right.

LCKC is flipping the script, turning real estate development over to local leaders, serving the needs of their communities, and building in local ownership for long term generation of wealth and wellbeing. The company's first two developments, The Ladd Project and the multi-phased 31st & Prospect, straddle Prospect Avenue, the main street of Kansas City's Eastside; they represent a \$177 million investment in Kansas City's Eastside community, and in the capacity of our residents to live better lives.

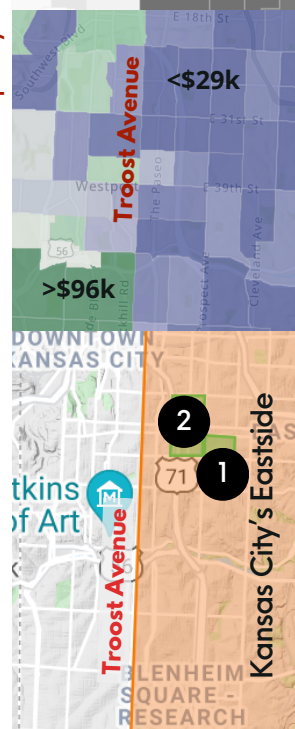
Redlining in Kansas City (1939) divided the city down Troost Ave



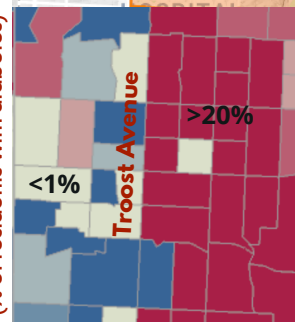
Segregation



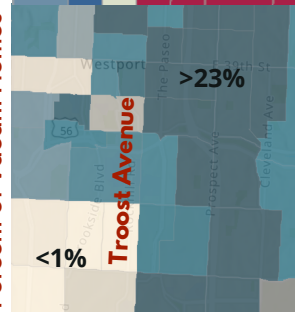
Median Income Disparity



Health Disparity (% of residents with diabetes)



Percent of Vacant Homes



1 THE LADD PROJECT

- One City Block (3.6 Acres)
- \$27 Million, Mixed-Use Development
- 90,000sf Historic + New Construction
- 51 Units of Affordable & Workforce Housing
- Health & Wellness Center
- Restaurant & Cafe/Bookstore
- Auditorium & Indoor/Outdoor Event Space
- Community Events and Programming

Ajia Morris,
 Founder, [LocalCode KC](#)
 Project Lead, [The Ladd Project](#)
 Lives 4 blocks from the site.

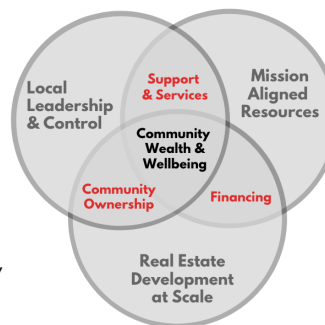
2 31ST AND PROSPECT

- 2 ½ City Blocks (8 Acres)
- \$150 Million, Mixed-Use Development
- 345,000sf New Construction (in Three Phases)
- 340 Units of Affordable & Workforce Housing
- Commuter Plaza with Transit Oriented Retail
- Adjacent to Public Library with Social Services
- Solar Power Generation Canopy over the Plaza
- The epicenter for transit oriented development in KC.

Myeisha Wright
 Project Lead, [31st & Prospect](#)
 Fourth generation homeowner on the central block of the site.

LCKC is 100% committed to regenerative development principles and to the communities we serve. Our team includes local leaders, experienced local and national developers, and national leaders in social enterprise.

LCKC is supported by LocalCode, a national non-profit providing mission aligned development expertise, financing, and local ownership structure.



The Ladd Project

3640 Benton Blvd, Kansas City, Missouri

60,000 sf - Historic Renovation

30,000 sf - New Construction



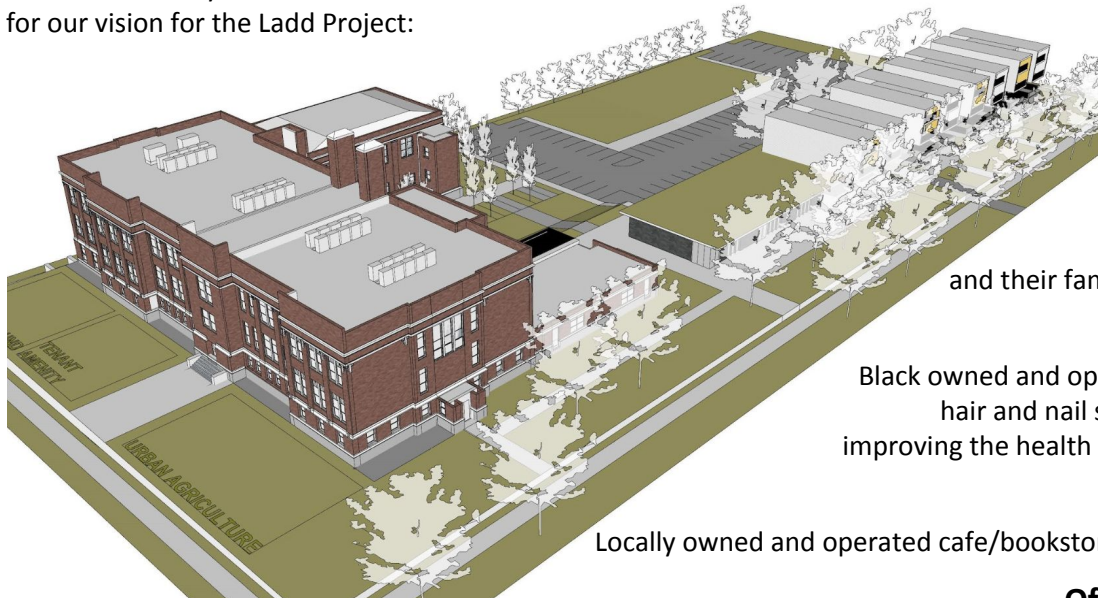
LocalCode Kansas City will transform the former Ladd School from a symbol of disinvestment and exclusion to a vibrant community asset

Nationally, communities of color have historically experienced disinvestment and exclusion. The impact to these communities is evidenced by vacant commercial properties, outdated manufacturing facilities, dilapidated housing stock, substantially lower per capita income, and the inadequate access to services – particularly education and healthcare service providers.

In Kansas City, this impact is seen in the Ladd School, a historic landmark in the heart of the Oak Park neighborhood. For years, **LocalCode Kansas City** founder Ajia Morris has passed this empty building a few blocks from her home. In conversations with neighbors and friends, ideas were shared on how this building could be reused to benefit the community. These conversations inspired Ajia to choose Ladd as LCKC's first project.

“YOU CAN'T BE WHAT YOU CAN'T SEE”

In our discussions with the community, this phrase has guided our understanding of the community's needs and has become the cornerstone for our vision for the Ladd Project:



Residential Apartments

Designed for Black professionals and their families to make Oak Park their home.

Health, Wellness & Beauty

Black owned and operated medical and health services, hair and nail shops, and massage/spa treatment, improving the health and wellness of Oak Park residents.

Restaurant & Café

Locally owned and operated cafe/bookstore, restaurant and area food trucks.

Offices, Co-Working & Day Care

Neighborhood scale commercial spaces serving working mothers and local businesses.

Community Center & Event Space

Ladd's auditorium, gym and grounds become event space for neighborhood meetings, farmers markets, arts and cultural events, music, movies, weddings, birthdays and other community gatherings.

Why We Focus on Ownership

As with communities of color across the country, Kansas City's Eastside has suffered from generations of disinvestment and exclusion, resulting in low income communities with high crime rates, blighted neighborhoods, and broken families. The Ladd Project changes the game by creating the opportunity for local ownership.

Local ownership generates wealth, creates jobs, develops local leaders - and builds capacity within the community to prosper.



Investment in the Community

The Ladd Project investors support the mission of local ownership. Once the building is complete and operating profitably, the community will be able to buy shares at a non extractive price so this development is owned by and for the community's benefit over the long run.



The Numbers

The high cost of construction often causes developers to charge high rents. In order to achieve profitability while maintaining affordability for the community, the Ladd Project leverages Historic Tax Credits, New Market Tax Credits, Opportunity Zone incentives, and Integrated Capital investments.

<u>Sources of Funds</u>	<u>Amount</u>	<u>Uses of Funds</u>	<u>Amount</u>
Senior Loan	4,542,800	Acquisition	312,500
Convertible NFP Debt	4,000,000	Pre-Development Expenses	330,000
New Market Tax Credit Equity	3,697,200	Site Work	1,290,650
Federal Historic Tax Credit Equity	2,336,410	Construction Hard Costs	18,633,988
State Historic Tax Credit Equity	3,429,390	Soft Costs	1,532,860
Public Incentives (Grants)	3,500,000	Finance Fees	870,923
Owner/Investor Equity	5,167,434	Debt Service Reserve	764,435
Deferred Developer Fee	200,000	Operating Reserve	690,901
		Developer Fee	2,086,977
		CDE Placement Fees	360,000
Total Sources	26,873,234	Total Uses	26,873,234

Overview

Mixed-Use Development
\$26.9 Million
60,000 sf Historic Renovation
30,000 sf New Construction

Residential

14 Studio Apartments
24 One Bedroom Apartments
13 Two Bedroom Apartments

Commercial

7,000 sf Community and Event Space
5,000 sf Office and Retail Space
4,000 sf Restaurant and Cafe Space
10,000 sf Health and Wellness Center
50,000 sf Parking / Outdoor Event Space

About LocalCode Kansas City

LocalCode Kansas City is a regenerative real estate development company. It's operating model is designed to shift ownership of real estate to local owners over time, creating opportunities to build and keep wealth within their respective neighborhoods.

The company is majority owned and led by Ajia Morris, a local leader living on Kansas City's Eastside. LCKC was founded on the principle that local leadership, supported by world class, mission aligned partnerships, will result in development that not only provides lasting benefit to the community, but represents the cutting edge of urban infill and adaptive reuse.



Photo: Rick Usher

LocalCode Kansas City Development Principles

LocalCode Kansas City follows the principles of regenerative development, based on whole systems thinking and rooting development in place. The company integrates these principles throughout its operations, from site selection and design to continuous community engagement and recruitment from within the community for project leadership. Other development practices include transit-oriented development, integration of renewable energy generation, green space, and designing for energy efficiency and low operating costs post construction.

"From the inside out," community engagement as a never ending practice

Leadership from within the community

Mentorship and collaboration between local leaders and development practitioners

Mission aligned financing with a non-extractive appreciation rate

Community equity and ownership built into the operating model

Anti-displacement built into operations and engagement throughout the project neighborhood

Regenerative design and development



Local Leadership & Mission Aligned Partners

LCKC teams up with neighborhood organizations, a world-renowned architect, experienced local and national developers, and national leaders in social enterprise. Please visit localcode.co for more information.



Ajia Morris, JD
Founder
LocalCode KC



Myeisha Wright
Prospect & 31st
Project Lead



Chip Walsh
Development
Partner



Elisse Douglass
Development
Partner



Jeff Mendelsohn
Founder
LocalCode



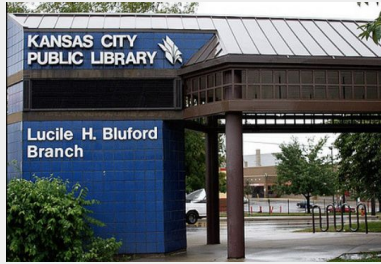
Bob Berkebile
Strategic Advisor



Daniel Fireside
Capital Advisor

31st & Prospect

Three phase, mixed use redevelopment
of 2.5 city blocks between 30th and 31st Street
on the Prospect Commercial Corridor, Kansas City, MO



“The epicenter for transit oriented development in Kansas City.”

RideKC / KC Area Transit Authority

31st and Prospect will catalyze economic activity at a major intersection on the Prospect Street Commercial Corridor, the main street of Kansas City’s Eastside. Served by Kansas City’s MAX rapid bus line, it is the highest use public transportation location in Kansas City. The site is anchored by the city’s busiest public library, a bank, a grocery store, and additional retail along Prospect avenue. Working closely with the neighborhood association and other stakeholders, the development plan directly serves the community’s needs now and into the future. 31st and Prospect will help return the vibrancy this historically Black neighborhood, with positive ripple effects throughout KC’s Eastside.



The Development Team

Myeisha Wright, The Wright Way Group, is project lead and is working in close collaboration with key stakeholders to deliver a development that transforms the neighborhood. Her roots in the community go back four generations. Co-developer LocalCode Kansas City, led by Ajia Morris, originated the project, provided the initial financing, and is structuring it for long-term ownership by the local community.

The Proposed Project

Based on the feedback from community members, the team aims to deliver the following:

340+ Family and Workforce Apartment Homes

Safe, sustainable and affordable homes for working families in low and medium density buildings surrounded by green space and amenities

Commercial Hub with Essential Services & Community Space

30,000 SF of social services, local small and micro businesses on site to increase access and support the wellbeing of working commuter families

New Library Discovery Center

The project site adjoins Kansas City’s most used library. The team is collaborating with KC Public Library which has plans for a social services campus and expanded facility.

\$150 Million Investment along the Prospect Corridor since 2018
(highlights below)



The Wright Way Development Group

The Wright Way Group is a minority woman owned real estate development and management company. Its focus is utilizing an aggregated approach to wealth building principles through affordable housing and investment options.

This is done by gathering external resources to provide an out-the-box approach to building real estate ownership models that diminishes the barrier of entry into real estate ownership.



Myeisha Wright, Founder



Ajia Morris, Founder

LocalCode Kansas City

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Why We Focus on Ownership

Local ownership generates wealth, creates jobs, develops local leaders, and builds capacity within the community to prosper.

Once the construction is complete and the project is operating profitably, the ownership transition will commence. Local ownership will be driven by philanthropic donation, exit of the the initial investors at a non extractive appreciation rate, and a direct public offering to the community at favorable terms.



It's the community that will activate the development and create value - they are the rightful beneficiaries of its success.

Mission Aligned Partners

bnim a world-renowned architecture firm headquartered in Kansas City.

Elisse Douglass, BBF Co., national development partner with a focus on catalyzing growth in Black economies

E.F. Chip Walsh, Mercier Street, a Kansas City based development partner and strategic advisor

Jeff Mendelsohn, LocalCode, nonprofit partner to LCKC, providing mission aligned financing, local ownership model, and support & services

Daniel Fireside, Uncommon Capital Solutions, financial advisor



Regenerative development - building local capacity, wealth, and wellbeing.



Damien Goodman

Downtown Crenshaw Rising

Labeled a “visionary” by the LA Times, Damien Goodman is the architect and director of the Liberty Ecosystem. With a mission to liberate and advocate for marginalized people by building a community-driven, people-centered, environmentally-sustainable local economy, the Liberty Ecosystem has been lauded as a high-impact scalable model for equitable community development.

As the CEO of the nonprofit Downtown Crenshaw Rising, he led the 2020 - 2021 community-based effort to acquire the Baldwin Hills Crenshaw Mall located in South Central Los Angeles. Raising over \$34 million in philanthropy and \$90 million in commitments from impact investors and debt partners, it is the most successful capital raise for a community-owned real estate project in American history.



Mike Leyba

City Life / Vida Urbana

Mike is a mapmaker, legend and myth writer, futurist, and community weaver. He is the Co-Executive Director for the Boston-based tenant organizing group City Life/Vida Urbana and has been a part of this community since 2012.

A chicano from Los Angeles, Mike became an activist fighting for equal marriage for LGBT+ people. He has managed and worked on many local electoral campaigns, both in Boston and Los Angeles. He currently serves on the Investment Committee of Boston Impact Initiative and is currently developing a Boston-focused community land trust building acquisition fund.





Nikishka Iyengar

The Guild

Nikishka (she/her) has over a decade of experience in building the solidarity economy as an entrepreneur, consultant, organizer and writer. She uses a 'systems thinking' and emergent strategy approach across her work in finance, racial justice, urban development, and climate action. She is the Founder and Ecosystem Director at The Guild, a cooperative building a local solidarity economy in Atlanta through community-owned real estate, entrepreneurship programs, and access to capital for marginalized communities. Nikishka believes "another world [beyond capitalism] is not only possible, she is on her way" (word to Arundhati Roy).

She is a co-host and producer of Road to Repair — a podcast exploring our journey out of a "business-as-usual" economy toward justice, collective healing, and liberation. Her writing on issues of economic justice have been published in Next City, Bon Appetit, Canopy Atlanta, and others. Nikishka is also an inaugural Community Advisory Board member at the Olamina Fund, working to address the racial wealth gap and deploy non-extractive capital to and with Black and Indigenous communities.

Building a local solidarity economy through community-owned real estate, entrepreneurship programs, and access to capital for Black and other communities of color



@guildatl



@guildcommunity

www.theguild.community



The Guild is a worker-owned cooperative building community-owned models of land, housing and real estate.

Private, for-profit ownership (and the real estate industry at-large) has been at the heart of nearly every injustice and inequity — from gentrification and food apartheid, to the defunding of public education and funding of the carceral system.

We take a "whole systems" approach to building an alternative paradigm of economic development, by transforming tenets of ownership and capital.



Our work is rooted in a framework of restorative economics, which informs our priorities.



Restorative Economics, a framework by Nwamaka Agbo, CEO Kataly Foundation



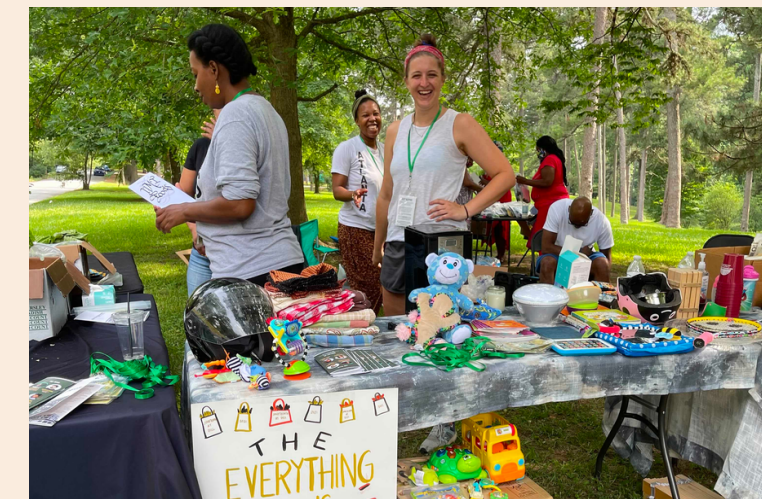
Local and Democratic Control

Neighborhoods should be governed and controlled by the people with the most vested interest in them: those who live there and have lived there for decades/generations.



Decommodification of Housing

We believe housing is a human right, not a commodity for maximizing profits. Our models create quality affordable housing and remove real estate from the speculative market.



Community Wealth Building

Rather than maximizing individual profits, we're prioritize community wealth building where the communities' needs are met in a way that addresses the root causes of inequality



Pilot Project #1: **918 Dill Ave. SW** **Atlanta, GA, 30310**

The project is located at the intersection of Dill Avenue and Sylvan Road in the Capitol View neighborhood of Atlanta. The project will renovate a vacant 7,000 sf, 1-story building built in 1930 back into retail use, including a grocery store (in a food desert) with 3 attached commercial kitchens for local food businesses. It will also build 2 floors of permanently affordable apartments over top. The Guild facilitated a series of co-design sessions with residents and organizers that helped inform the goals of the project, embedding a sense of ownership early in the development. As our project has been in pre-development, we've worked with community partners to conduct mutual aid programs on site to weave meaningful community relationships and meet neighbors' material needs. Once construction is complete, the project moves into our Community Stewardship Trust.

21,000 SF

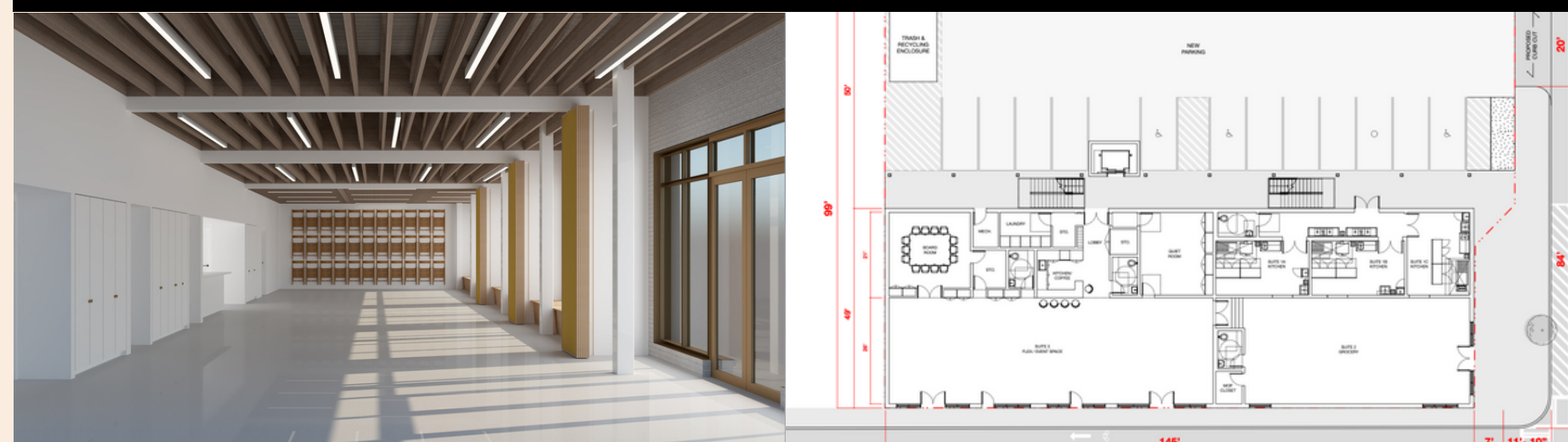
TOTAL PROJECT AREA

\$11M

TOTAL PROJECT COST

7,000 SF of commercial space including a grocery store, 3 small commercial kitchens, and community gathering and meeting spaces.

18 apartments @ 60-80% AMI, with units dedicated to housing vouchers, structured as a housing co-op



Pilot Project #2: 1187 Ira Street Atlanta, GA, 30310



The development is located at the intersection of University Avenue and Ira Street in the Pittsburgh neighborhood of Atlanta. Community Movement Builders is a grassroots Black organizing collective based in the Pittsburgh neighborhood, and focused on anti-gentrification, mutual aid, and Black cooperative development. The Guild supported Community Movement Builders with the purchase of land (at a critical location, across from Pittsburgh Yards) and is serving as developer of a 15,000 SF, 3-story, mixed-use building. This project is a joint pilot in support of Community Movement Builders' Liberated Zones theory, in which residents maintain a maximized sphere of control of properties and institutions in an area, as a means of communal self-determination.

15,000 SF

TOTAL PROJECT AREA

\$7,500,000

TOTAL PROJECT COST

3,000 SF of commercial space including a neighborhood scale grocery store, and community gathering and meeting spaces.

12 apartments @ 40-60% AMI, structured as a housing co-op



Pilot Project #3: 1026 Washington St. SW Atlanta, GA, 30315



As The Guild expands its investment in community ownership models across metro Atlanta, it was important for us to double up and serve as a movement infrastructure partner to community-based organizations on the frontlines of the fight for housing justice. To that end, our partnership with Housing Justice League (HJL) serves to establish a community land trust for organized tenants in HJL's base that are currently grappling with an eviction proceeding.

Our current acquisition is focused on getting Ms. Juliet a home and developing a larger land trust around this development to house similar residents. Details on Ms. Juliet's case can be [found here on this WABE story.](#)



Our entrepreneurship programs work synergistically with our real estate development work as we provide affordable space and technical assistance to BIPOC small businesses

In 2019 we partnered with Invest Atlanta to launch the **Accelerate Southside Community Wealth Building Accelerator**.

The 3-month program selected 21 businesses to participate in a business resilience curriculum, awarding three with downpayment assistance funding to locate along the Beltline.

Since then, The Guild has continued to offer technical assistance and direct support to a growing ecosystem of POC-owned businesses and organizations. In Spring of 2020, we partnered with one of our Accelerator businesses (FLR:PLN) to open a brick and mortar boutique on Auburn Avenue to support emerging Black-owned streetwear brands with retail space.

In 2024, our pilot project on Dill Ave. will house some of the food businesses from our Accelerator.



We're launching a \$10M fund in 2023 to scale up community ownership of land, housing and real estate across Metro Atlanta



In an ecosystem, ground cover forms the layer of vegetation that provides protection of the topsoil from erosion and drought. Our name is a metaphor for our mission – to prevent the erosion of poor, working-class and communities of color

- To get to critical mass and momentum for the collective ownership movement that we envision, the 'deal by deal' approach akin to our first pilot is not sufficient, especially given the long investment durations and trying to adequately match non-extractive sources of capital to our uses
- When properties do come on the market, community-based organizations often don't have the capital (liquidity) to act quickly to purchase them for communal ownership and stewardship
- Even if communities are sufficiently organized to acquire and develop assets in their neighborhoods, they are often considered too small for investors and banks or CDFIs

For general terms and details, visit www.groundcover.us





THE COMMUNITY STEWARDSHIP TRUST (CST)



The Guild's Community Stewardship Trust brings local residents together to own, govern, and steward properties in their neighborhoods, like affordable housing, grocery stores, and spaces for local businesses and organizations. This helps residents build collective power and create a future where everyone thrives.



Want to get involved or learn more?

Use the QR code to take our short intake form

For more info visit www.theguild.community