



Property Purchase Application

Thank you for your interest in obtaining a Richmond Land Bank (RLB) property. The RLB is committed to returning vacant, abandoned, surplus, or tax-delinquent property to productive use that benefits and enriches the community, with a priority placed on the creation of permanently affordable housing. All applications shall be reviewed for (1) relevance and alignment with the Annual Plan and (2) strength of applicant's narrative and qualifications. ***In order for a Property Purchase Application to be considered, the applicant must first be eligible as a Qualified Applicant. For additional information on becoming a Qualified Application please refer to <https://www.richmondlandbank.com/apply>. Before making a final decision regarding an applicant's eligibility, the RLB may request additional documentation or materials.***

1. Applicant Information

Name:	Daniel Kleyman / Evolve Development, Inc
Address:	3420 Pump Rd Suite 169 Richmond, VA 23233
Phone:	804-991-4111
Email:	DVK5F@Yahoo.com

2. Have you been approved by the RLB as a Qualified Applicant? (only Qualified Applicants are eligible to apply for properties) YES NO

3. Property Information

List the address(es) of the property(ies) you are interested in purchasing and their intended use.

Address	Building or Lot?	Intended Use	Price
1029 N. 30 th St	lot	mixed-use	\$151,000

Are you interested in placing your completed home in the **Community Land Trust Program**?

YES NO

4. Development/Management Plan*For Buildings - Please Check Box***Redevelopment**

- Renovate/Rehabilitate
- Occupy/Operate As-Is
- Demolish/Deconstruct
- New Construction

Management

- Redevelop and re-sell to an owner occupant
- Operate this property as a rental
- Occupy this property with my own business

Compliance to Building Standards: Your proposal must comply with current zoning regulations and adhere to Virginia state building codes. To find out about obtaining permits in the City of Richmond visit: <http://www.richmondgov.com/PlanningAndDevelopmentReview/> Additionally, RLB encourages developers to include energy efficiency standards in homes.

Redevelopment Plan: Be as specific and detailed as possible with providing information to support your proposal.

Please attach

- Plan to contract with qualified individuals to complete the project
- Estimated timeline for completion
- Project budget form (attached), including status of any funding such as:
 - Loan Pre-Qualification Letter
 - Grant Award/Funding Commitment
- Schematics/sketches/drawings of redevelopment plan
- A description of applicant's experience completing similar projects, their qualifications or training to complete the project
- Documentation, if available, of ongoing or past work in the surrounding neighborhood
 - Provide demographics of past project residents, including, but not limited to AMI level, race, gender, household size, age
- Reasons for interest in the property (i.e. type of structure, neighborhood/location, price, personal connection). Please provide at least a 3-5 sentence description.
- How does your project address community inequities?
 - Please address the community need that you are serving with statistics about the neighborhood.
 - Provide demographic targets for future project residents, including, but not limited to, AMI level, race, gender, household size, age.
 - Provide the target purchase price or rent
- Letters of support (community leaders, neighboring residents, neighborhood associations, etc.)

Rental Management Plan: If you plan to manage the property as a rental, please demonstrate your capacity to manage and maintain the property either as an established landlord or as a new one.

- Completed copy of Management Income Expense Budget (attached)
- Narrative description of your marketing plan
- Narrative description of management procedures
- Standard lease agreement
- Anticipated market served
 - Will accept Housing Choice Vouchers: YES NO

If total income meets our criteria

Maintenance Plan:

If you plan to use a local property manager, list their contact information below:

Name/Phone Number:	Daniel KLEYMAN 804-991-4111
Company	Virginia Premier Investments LLC

If you are working with a real estate agent, list their contact information below:

Name/Phone Number:	
Company	

5. Statements of Understanding: Please initial beside the following statements to demonstrate full understanding of RLB terms.

DW I understand that the RLB may receive multiple bids or offers to purchase properties and that it is at the sole discretion of the RLB to accept or reject any and all bids or offers. RLB may choose to withhold the transfer of this property if no applicant meets desired requirements.

DW I understand that there is no binding agreement with the RLB until the signing of the Purchase & Sales agreement.

DW I understand that I will be responsible for ensuring this property is not in violation of city codes and that it meets all regulations as soon as it comes into my ownership.

* see my letter
* I understand that I will be given six (6) months to obtain all necessary permits and eighteen (18) months to complete proposed work. I acknowledge that my failure to meet these requirements will invoke the reversion clause in the development agreement, returning the property to the RLB's stewardship.

DW I understand that all property is sold as is and any potential hazards are not the responsibility of the RLB upon transfer.

2910 Q St. 13 Apartments + Commercial

EVOLVE
DEVELOPMENT INC



2910 Q St. 13 Apartments + Commercial



801 N. 23rd St (Commercial + 3 Apartments)



801 N. 23rd St (Commercial + 3 Apartments)



801 N. 23rd St (Commercial + 3 Apartments)



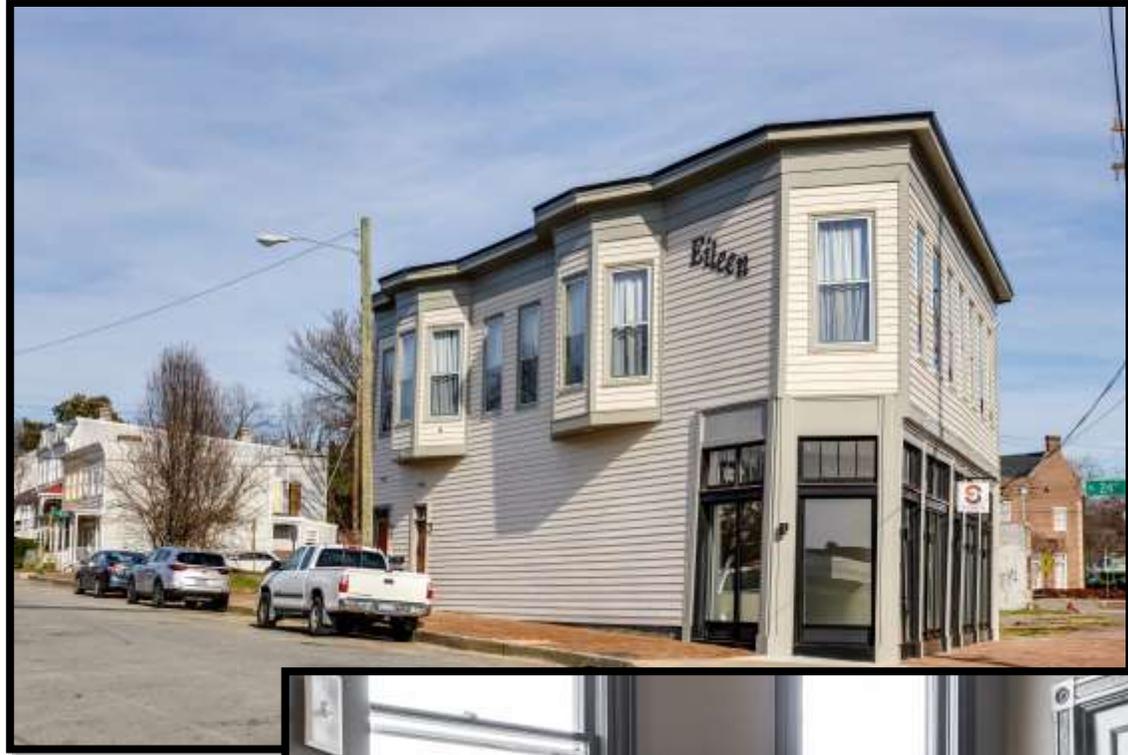
801 N. 23rd St (Commercial + 3 Apartments)



2402 Jefferson Ave (2 Commercial Bays + 4 Apartments)



2402 Jefferson Ave (2 Commercial Bays + 4 Apartments)



2402 Jefferson Ave (2 Commercial Bays + 4 Apartments)





Daniil Kleyman
Evolve Development, Inc
804-991-4111 (direct)

July 21, 2020

Thank you for evaluating this property purchase application for 1029 N. 30th st. I feel that the highest and best use for this vacant lot would not be a single family dwelling, which it's currently zoned for. Rather the highest and best use – one that would serve the community best and have a better shot at creating affordable housing – would be a mixed use building with a commercial space on the ground floor and two stories of apartments above.

Redevelopment Plan:

Based on roughly a 50% lot coverage ratio, this would allow for a ~3,000 sq ft building on 3 floors. Ground floor would contain a small commercial space which can serve as an affordable neighborhood take out spot or market. It could also serve as offices for a local business.

Upper floors would feature 2 or possibly 3 apartments.

The end result would be a building that effectively anchors the corner on what is arguably the most prominent street in this area (Q st), creates:

- A walkable amenity for the neighborhood
- Some local jobs
- A few small apartments with price points within reach of most people.

This also will generate higher tax revenue for Richmond City, which ultimately will benefit our City and the neighborhood.

Estimated Timeline and Hurdles:

A project such as this would require a Special Use Permit from Richmond City. Once an SUP is obtained, a Plan of Development would need to be submitted, after which a building permit can go in. Rough timeline for the entire execution:

Architectural Drawings (SUP set): 3 months

SUP Application and Approval: 6 months to 18 months, depending on existence of community opposition or level of support, buy-in from Planning Commission, and outside factors such as shutdowns due to COVID-19. Based on what we know about the Richmond City Master Plan and the attitude of the Planning Department, we believe this project would be welcomed at the City. There is likely to be some level of community opposition based on

additional parking on street that a project like this would bring. From our experience, these concerns can be addressed adequately.

Plan of Development: 6 months

Building Permit: 3-4 months (welcome to Richmond City)

Construction: 12 months

Total timeline to completion: +/- 36 months

Project Budget:

Based on past projects completed, construction for a building like this will run around \$150/ft, or roughly \$450,000 not including soft costs.

Because we have not had time to draw up specific plans, I am not providing a budget worksheet as any budgeting right now beyond a ballpark number would be pure guessing.

Experience:

There are very few developers with my experience of executing these small mixed-use infill projects, especially in Church Hill. We have a phenomenal, tested team in place of contractors, sub-contractors, architects, civil engineers, MEP and structural engineers, as well as a land use attorney to help with zoning variances and Special Use Permits. We have, to date, gotten more than a dozen SUP requests approved in Richmond City and have never had one rejected.

Some similar projects my firm has completed (specifically mixed use):

2910 Q st. This is a mixed use building directly across the street from the subject property that we are in the process of completing. This was 2 vacant lots that were assembled together. New building will have 13 apartments and a corner commercial space that we are currently leasing out. The hope is to bring in an affordable food provider for the neighborhood.

2402 Jefferson Ave. This is a mixed use historic renovation completed in December 2019. Prior to my purchase of this building, it was on the verge of falling down. After a significant investment and 18 months of hard work, this newly rebuilt historic structure houses 2 local Richmond-based businesses and 4 small apartments above it.

801 N. 23rd St. This was a historic renovation of another 100+ year old building in very rough condition. It's now home to a wonderful restaurant downstairs, creating dozens of local jobs and 3 small apartments above.

In addition to the projects listed above, my company owns and operates dozens of other high-quality, safe, affordable rental properties in Church Hill and we're in the process of building more. We typically do not sell our properties and hold them long term. That means we're very invested in the community and are incentivized to make each project high-quality and manage each property at the highest level of excellence.

Funding:

During the pre-qualification phase, I provided bank statements for 2 of our accounts. We have 7 figures of cash or cash-equivalent liquidity and an additional \$2.6 million in open credit lines. Additionally, I have 3 local banking relationships that provide all of our construction and take-out financing. There is absolutely no doubt that one of them will gladly fund this project for us.

I am happy to provide any additional proof or documentation upon request and with a bit of time.

Property Management after Construction is Complete:

We have an in-house property management company, Virginia Premier Investments, which manages all of our rental properties. It does not manage any outside assets so the focus is solely on taking amazing care of our tenants and our properties. Feel free to check out google reviews for Virginia Premier Investments or check out our website:

www.VirginiaPremierInvestments.com

We have a stellar reputation in the Richmond market for property management and maintenance. This particular property, if developed as per the concept outlined above would have the following unit and tenant mix:

Ground Floor: Commercial space. Rents somewhere around \$17-\$18/ft NNN

2nd Floor: 1-bedroom apartment. Approximate rent \$999/month.

3rd Floor: 1-bedroom apartment. Approximate rent \$999/month

Even though these would essentially be market rate apartments, as you can see by the gross price point, not only would this be on the affordable side for most people earning below 80% AMI, but it's also far below what similar apartments cost at new big-box developments in Richmond City.

I am happy to provide any additional information required about our property management procedures or anything else you require.

Please feel free to reach out to me directly with any questions.

Daniil Kleyman

804-991-4111

Dvk5f@yahoo.com