

FEBRUARY 14, 2017

Proposal for Redevelopment of the Cal Johnson Building

Submitted By: Conversion Properties, Inc.



"It's the only big urban building I know of that was built by a man who was raised to be a slave."

Jack Neely - January 13, 2016 - Knoxville Mercury





February 13, 2017

City of Knoxville – Office of Purchasing Agent
City/County Building
400 Main Street, Room 667 – 674
Knoxville, TN 37902

RE: Request for Proposals – Funding for Improvements of Historic Buildings

To Whom It May Concern:

On behalf of Jed Corporation, I am pleased to submit this information to the City of Knoxville in response to the Requests for Proposals for the above-referenced fund.

Our proposal is regarding the Cal Johnson Building located at 200 W. Summit Hill Drive. Our team is working to redevelop this Knoxville landmark and preserve it for future generations. We believe that we have assembled an excellent team and that we have a dedicated path forward. We trust this response demonstrates our experience, capability, and sincerity toward moving forward with the City's support and partnership.

In advance, thank you for your time in review of this proposal. We look forward to working with you in the future, and let us know if there are any questions.

Sincerely,

A handwritten signature in blue ink, appearing to read "Jed Dance", is written over a large, stylized blue scribble.

Jed Dance
Owner
Jed Corporation

Care of Conversion Properties, Inc.
Joe Petre
520 W. Summit Hill Drive, Suite 903
Knoxville, TN 37902

(865) 246-1331

**CITY OF KNOXVILLE
REQUEST FOR PROPOSALS
Funding for Façade Improvements for Historic Buildings**

Submission Form S-1

**Proposals to be Received by 11:00:00 a.m., Eastern Time, February 14, 2017,
in Room 667-674, City/County Building, Knoxville, Tennessee.**

IMPORTANT: Proposers shall include seven (7) hard copies (one original and 6 duplicates), as well as one electronic (.pdf format) copy of their submission; the electronic version shall be an exact duplicate of the original, and the electronic version will be the official document exhibited in the contract. **IMPORTANT NOTE:** A minimum of one of the submitted proposals must bear an original signature, signed in ink (duplicated signatures substituted for original ink signatures may result in rejection of the proposals). This document is the official, original submission; the required copies may have copied signatures.

Please complete the following:

Legal Name of Proposer: Jed Corporation

Address: 200 W Summit Hill Dr SW, Knoxville, TN 37902

Telephone Number: Conversion Properties: (865) 246-1331

Fax Number: N/A

Contact Person: Joe Petre, President, Conversion Properties

Email Address: jpetre@conversionprop.com

Signature:  _____

Name and Title of Signer Jed Dance, Owner, JED Corporation

Note: Failure to use these response sheets may disqualify your submission.

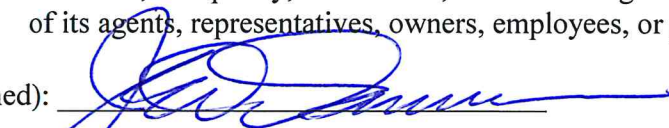
NON-COLLUSION AFFIDAVIT

State of Tennessee

County of Knox

Jed Dance, being first duly sworn, deposes and says that:

- (1) He/She is the Owner of JED Corporation, the firm that has submitted the attached Proposal;
- (2) He/She is fully informed respecting the preparation and contents of the attached Proposal and of all pertinent circumstances respecting such Proposal;
- (3) Such Proposal is genuine and is not a collusive or sham Proposal;
- (4) Neither the said firm nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant, has in any way colluded, conspired, connived or agreed, directly or indirectly, with any other vendor, firm or person to submit collusive or sham proposal in connection with the contract or agreement for which the attached Proposal has been submitted or to refrain from making a proposal in connection with such contract or agreement, or collusion or communication or conference with any other firm, or, to fix any overhead, profit, or cost element of the proposal price or the proposal price of any other firm, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against the City of Knoxville or any person interested in the proposed contract or agreement; and
- (5) The proposal of service outlined in the Proposal is fair and proper and is not tainted by collusion, conspiracy, connivance, or unlawful agreement on the part of the firm or any of its agents, representatives, owners, employees, or parties including this affiant.

(Signed): 

Title: Owner, JED Corporation

Subscribed and sworn to before me this _____ day of _____, 20__.

NOTARY PUBLIC

My Commission expires _____

FORM I

STATEMENT OF INTENT OF MOB/WOB UTILIZATION (TO BE SUBMITTED WITH THE BID/PROPOSAL)

We, JED Corporation, do certify that on the
(Bidder/Proposer)
Cal Johnson Building
(Project Name)
 (TBD)
(Dollar Amount of Bid)

MOB/WOB's will be employed as contractor(s), vendor(s), supplier(s), or professional service(s). The estimated **dollar value** of the amount that we plan to pay the MOB or WOB subcontractor(s), vendor(s), supplier(s), or professional service(s) is \$ TBD.

MOB/WOB Utilization			
Description of Work	MOB Amount	WOB Amount	Name of MOB/WOB
TBD	TBD	TBD	TBD

The undersigned understands that they are to report the annual amount disbursed to these MOB(s)/WOB(s) on June 30th of each year. Moreover, the undersigned understands that he/she is required to report the total amount disbursed to MOB(s)/WOB(s) for this project at the completion of the project and that payments may be withheld until these reporting requirements are met.

DATE: 2/10/17 COMPANY NAME: Denark Construction

SUBMITTED BY: 
(Authorized Representative)

TITLE: Grant Rosenberg, Vice President

ADDRESS: 1635 Western Ave

CITY/STATE/ZIP CODE: Knoxville, TN 37921

TELEPHONE NO: (865)637-1925

II. PROJECT DESCRIPTION & EVIDENCE OF PRE-PLANNING

Q1. Start by telling us why you need to undertake the proposed improvement project. Then show us that you have thought through the project from start to finish with demonstrable pre-planning (in other words, tell us about any appraisals, architectural/engineering plans, environmental reviews, financing packages, etc., that you have already undertaken and show us the associated paperwork).

Property Significance, Objective, and History

As one of downtown Knoxville's last remaining historic properties, the goal of the owner and their project team is to restore and revive the Cal Johnson Building for our community. To preserve the value of the buildings history and the local legacy of the man who built it. We are responding to encouragement from the City, and outcry from the public, to save a building that speaks to a story that our community is proud of and wishes to preserve for generations to come.

Included with these pages, you will find an enclosed historical narrative/article that speaks to the history and corresponding significance of this property.

The project will be a certified historic renovation, rebuilt per the standards of the National Park Service and our local Historic Zoning Commission. The building is constructed of brick and wood, and it stands three stories tall. We will be renovating from the ground up, completely gutting the building and restoring the property. Our goal will be to salvage every bit of character and historically relevant aspect to the building as can be found within it. The owner's desire is to restore this property to the former character and beauty that it had when it was first built in 1898. Within this process are many hurdles to overcome, and we are approaching the City regarding the heavy cost associated with this project to restore and rebuild the exterior shell of the building. Specifically, the cost to rebuild the building façade, brick, and storefront.

Process and Outcome

As you will see in our included floor plan, we anticipate building ten residential apartment units and approximately 4,200 square feet of Restaurant/Retail space. The entire property will be put back into public use as it will be available for lease both residentially and commercially.

In general, the structure of the building is sound and will be able to be salvaged. However, due to time and water, there is significant work required to repair and shore up the existing structure. This work will not come cheaply. The exterior brick will require re-tucking in almost its entirety. A significant portion of the façade facing State Street is separating from the rest of the structure. Parapet wall on the top of the building has fallen and loose brick remains. The existing storefronts are not from a relevant period. They are rotten and will need to be completely rebuilt. Every window in the property, including its frame and window sash, is rotted and must be replaced.

II. PROJECT DESCRIPTION & EVIDENCE OF PRE-PLANNING

Our team is still early in our process with our plans and financing. However, we are making quick progress forward, and as I am certain you will note, the project team pulled together is one that has extensive experience renovating historic properties such as this. We have several lenders that we are currently engaged in talking with about this project. Our intent is to begin this renovation work by the end of 2017. We are currently in schematic drawings and are working to establish firm pricing. We have attached our initial floor plans and elevations of the building for your review. We are expecting to find that the building contains lead paint and some moderate amount of asbestos located in pipe wrap and ceiling tile. We will be ordering testing on these items very soon.



Taylor Lofts

In general, the project we are designing is one that takes advantage of the historic character and charm of the property. We will have six (6) 1-bedroom and four (4) 2-bedroom residential apartments, for a total of ten (10) residential apartment rentals. This building strongly resembles another property that we renovated in downtown Knoxville at 430 S. Gay Street. This property is now known as *Taylor Lofts*.

Our design for the Cal Johnson Building is based on the look and feel of the work that we did, only a few blocks away, at *Taylor Lofts*. The apartments will have high ceilings, big space, large windows, custom cabinetry, stainless appliances, quartz counter tops, and the maintained character of the building we are constructing within. The following photos should give you a comparable idea of what we are planning and designing at the Cal Johnson Building.



II. PROJECT DESCRIPTION & EVIDENCE OF PRE-PLANNING



II. PROJECT DESCRIPTION & EVIDENCE OF PRE-PLANNING

City Assistance

As a part of our overall development plan, our request is for the City of Knoxville's Historic Preservation Fund to provide a deferred payment loan to the Cal Johnson Building in the amount of **\$100,000.00** that will be forgivable upon completion of the project and compliance with all terms, covenants, and obligations outlined in the RFP and City loan documents.

The following are included in the Appendix as our Architectural Plans for the project:

- Proposed Exterior Rendering
- Proposed Exterior Elevation
- Proposed Floor Plan of Retail
- Proposed Floor Plan of 2nd and 3rd Floor

II. PROJECT DESCRIPTION & EVIDENCE OF PRE-PLANNING

BUILT 1898. CALVIN F. JOHNSON.

In 1898, this building was constructed by Cal Johnson, who has got to be one of the more interesting people to ever live in Knoxville. It is a contributing structure in the National Register of Historic Places as recorded in the *Gay Street Commercial Historic District, est. March 1986*. It was also recently placed under an H-1 Zoning by the City.

The following article was written by Jack Neely in January of 2016 and published in the Knoxville Mercury. It does a fantastic job of outlining who Cal Johnson was, what is known about the history of the building, and what he did in our community. For information regarding the history of the property, please review the following:

The Cal Johnson Building: New Hope for a Neglected Landmark
in "The Scruffy Citizen" by Jack Neely
January 13, 2016

THE CAL JOHNSON BUILDING IN DOWNTOWN KNOXVILLE

Last month, the Rogero administration made an executive decision about one of the very few decrepit buildings left downtown. The three-story brick building on State Street known as the Cal Johnson Building now has a city-imposed H-1 overlay, a historic-preservation initiative that's rarely used in Knoxville. That status sends future building permits to the Historic Zoning Commission, which encourages preservation and complicates demolition. H-1 is intended to make fixing up or selling more attractive options. It doesn't always work, but it's the strongest gesture available to a city to save a building.

Maybe it doesn't look like much: from a distance, a battered, boarded-up brick building of that dull purplish brown that disappoints kids get when they try to use all the crayons in the box. The bottom floor was once converted into a garage of some sort. The iron ladders and landings on the front look ornate, even if they're just part of an Victorian-era fire escape.

But there may not be another building like it in East Tennessee. It tells an extraordinary story.

The owner, Bacon & Co., who once used it for storage, has been mum about any long-term plans for it. But they took the trouble a few years ago to board up the windows and repair the roof, so it wouldn't keep raining into the place.

II. PROJECT DESCRIPTION & EVIDENCE OF PRE-PLANNING

What is in one respect the most forlorn-looking historic building downtown is in a couple of respects also the rarest building downtown. You might not notice it at first, but if you look up at the small white stone tablet on the second floor, and you'll see part of the story: "BUILT 1898. CALVIN F. JOHNSON".

It's the only big urban building I know of that was built by a man who was raised to be a slave.

Calvin F. Johnson (1844-1925) was one of the most remarkable people who ever lived in Knoxville. He was born a stone's throw from here, up on Gay Street, a slave to one of the McClung families. His father, Cupid Johnson, was a slave, too, but was a respected trainer of horses. Some of that rubbed off on Cal. Emancipated as a very young man, Cal scratched out a living, taking on some jobs others wouldn't handle, like disinterring war dead in Cumberland Gap and reburying them with their families.

In the 1870s, he was still a young man when he rented a saloon known as the Poplar Log on the corner of Vine and Crozier—what's now Summit Hill and Central—and made a success of it. He later owned a couple of saloons on Gay Street. Cal Johnson was black, and he ran some saloons mainly for blacks, but some of his saloons were for whites. After seven years, he made so much money that he bought the Poplar Log. He opened a saloon on the 200 block of Gay Street called the Lone Tree, named for the fact that the only tree growing on Gay Street in the 1890s was the one right in front of his saloon. He was a non-drinker himself, but made his money selling alcoholic beverages. He was a man of paradox if not contradiction, but he made a very good living.

Popular even as a young man, in the 1880s, he was elected to two terms on Knoxville's Board of Aldermen. He diversified. By the 1890s, some claimed he was a millionaire. He was involved in horse racing. He owned a string of nationally competitive racehorses, one of which showed well at the 1893 Chicago World's Fair—you never know whether to take those claims of world speed records seriously, but maybe—and he also owned whole racetracks, one in South Knoxville and later near Chilhowee Park, the Cal Johnson Racetrack.

He and his wife lived in a good-sized Victorian house on State Street, when it was considered a mixed-race middle-class residential street. He was in his mid-50s when he built a three-story clothing factory next door to his home.

The 19th century suited Cal Johnson well. But in 1907 we banned his saloons, along with everybody else's. Soon after, we banned gambling, which doomed his famous racetrack.

But even in his mid-60s, Johnson was nimble. He established Knoxville's first movie theater for blacks. The Lincoln Theatre on South Central was in fact one of Knoxville's first movie theaters of any sort. The Cal Johnson Racetrack, built for horse racing, saw the beginning of local

II. PROJECT DESCRIPTION & EVIDENCE OF PRE-PLANNING

automobile racing. In 1910, the 66-year-old not-quite-retired Johnson made special arrangements for his old racetrack to host Knoxville's first landing of an airplane. He became a bit of a philanthropist, helping establish what would be known as Cal Johnson Park, on old Mulvaney Street, by donating a big marble fountain to it.

Most of his legacy has been torn down. His house on State is long gone. His movie theater's gone. All his saloons are gone. The Lone Tree Saloon was still standing until the 1970s, when we decided it was in the way of the Summit Hill Drive project. We cut down the tree, too.

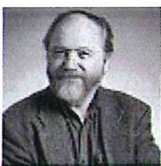
The marble fountain he donated to the public was somehow misplaced during urban renewal. No one knows what happened to it. But the recreation center later built there was named for him.

The Cal Johnson Racetrack in East Knoxville was redeveloped as a residential neighborhood. Today the half-mile oval is known as Speedway Circle. The tiny little street that connects it to Fern Street is called Calvin Street.

Somehow his old clothing factory, with his name high on the front, survives. It's been little more than a warehouse for 80 or 90 years. For decades, Knoxville didn't care much about State Street. But with the completion of Marble Alley—the biggest residential development downtown in decades—just across the street, the old Cal Johnson Building is suddenly central to a high-density, affluent residential area.

There were once at least two other buildings each known as "the Cal Johnson Building," but they were torn down many years ago. This is the only one that remains.

One thing I've learned: When physical remnants of even the most remarkable and inspiring life vanish, people tend to forget about them. That's hardly surprising, because everything they did is gone. That's not quite true for Cal Johnson.



Jack Neely

Jack Neely is the director of the Knoxville History Project, a nonprofit devoted to exploring, disseminating, and celebrating Knoxville's cultural heritage. He's also one of the most popular and influential writers in the area, known for his books and columns. The Scruffy Citizen surveys the city of Knoxville's life and culture in the context of its history, with emphasis on what makes it unique and how its past continues to affect and inform its future. You can reach Jack at jack@jackneely.com.

III. COST ESTIMATES & PROJECT TIMETABLE

Q2: Proposals must contain cost estimates or quotes for the proposed project. These must be provided by licensed businesses and/or contractors, usually in the form of a written quotation for the work to be performed. Estimates/quotes must contain the detailed written descriptions and/or drawings of the work to be performed for that cost, and must state a reasonable period of time that it will take to complete the quoted project. Proposals should include a list of all sources of funding and amounts for each source and how the funds will be used during the project. Proposals must demonstrate the need for City funding in order to fill a gap so that the project can be completed. For commercial projects, an operating pro-forma should be provided in the submission.

The following financial information demonstrates this projects need for additional support. As we know you are aware, the cost to renovate and keep these older historic properties tends to far outweigh the properties own ability to financially support itself after renovation. Monetarily speaking, it is often most practical to tear down an older structure and replace it with a new modern structure rather than keep it. However, in doing so, when this does occur, we as the public believe that we are losing a piece of the history in our community that we cherish.

Because of this, we appreciate the Mayor's Office and its vision to establish a fund that is intended to help fill the financial gap that is often created by historic projects such as this one.

Financially, once renovated and put back into service, the Cal Johnson Building will support a debt service of just over \$2.4 million dollars. The income the property produces places a limit from the lender on what debt the asset can carry. The full cost to renovate this property will be just over \$3.45 million. The dividing and missing approximate \$1 million dollars is a difference so great as to render the property worthless. Why? Because the invested \$1 million, once spent, cannot make a return. Or, in short, without assistance, this is a non-feasible and insoluble project.

Please review the following Sources and Uses demonstrating our financials for the Cal Johnson project. In short, it demonstrates a spread of equity required that is too great to allow this project to be viable without the support of outside sources. **The short-fall of funding that we anticipate is over \$432,000.00.** The enclosed and following numbers demonstrate this. Our request for a grant from this Historic Preservation Fund is a significant portion of how we intend to close the gap that will make this project viable.

Also enclosed is a construction estimate from Denark Construction regarding our project's cost and a short bio from each member of the development team. This project will take 18 months to complete once we begin.

In addition to cash and other equity that the owner will place into the project, our team will be pursuing a multi-faceted funding approach that accomplishes public partnership grants such as this, and a historic tax credit partnership with an experienced credit investor. Without the assistance of this program, this project will not happen.

III. COST ESTIMATES & PROJECT TIMETABLE

Please review the following financials that demonstrate our comments above (Proforma is included in Appendix):

Sources and Uses of Funds			
Cal Johnson Building			
200 W. Summit Hill Drive Knoxville, TN			
Total Development Cost		\$	3,459,604
Sources			
	Bank Loan	\$	2,421,723
	Public Grants/Entitlements	\$	150,000
	Historic Tax Credit Partnership	\$	380,556
Total		\$	2,952,279
	Cash Investment From Owner	\$	507,325
Total Sources		\$	3,459,604
Uses			
	Rehab Cost - Hard Cost	\$	2,848,475
	Soft Cost	\$	592,629
	Leasing Commission	\$	50,616
	Environmental Testing	\$	4,500
	Legal	\$	48,424
	Property and Liability Insurance	\$	12,324
	A/E Fee	\$	170,908
	Appraisal Fee	\$	2,565
	Property Survey	\$	1,800
	Carry Cost on Construction Loan	\$	76,542
	PILOT Cost	\$	30,600
	Knox Heritage Consulting Fee	\$	6,000
	Other Misc. Cost	\$	10,850
	Development Fees	\$	175,000
	National Park Service and Downtown Design Review Fee	\$	2,500
	Bank Fees and Closing Cost	\$	18,500
Total Uses		\$	3,459,604

III. COST ESTIMATES & PROJECT TIMETABLE

Development Team

Jed Dance – Owner
President
Bacon & Company
1990 – 2017

Jed Dance is the owner of Bacon and Company, a one-stop shop for custom embroidery, screen printing, promotional products, personalized gifts and other specialty items. In business since 1925, the company caters to retail dealers and corporate businesses. Their dedication to quality and excellent customer service is second to none in the Knoxville area.

Mr. Dance's community involvement projects include work for the East Tennessee Foundation, FCA, the Tennessee Theatre, UT Retail and Hospitality Board, West High School Foundation, Fort Sanders Foundation and the UT Medical Center Compass Society.

Conversion Properties, Inc. - Owner's Representative



Founded in 2006, **Conversion Properties** is a full-service real estate firm specializing in brokerage, development, property management and consulting, created to serve the real estate needs of the Southeast Region. Leveraging the founder's vast experience in downtown Knoxville, Conversion began with a concentration in brokerage and redevelopment, and the company quickly expanded within the East Tennessee Region. The team today concentrates on four key areas of real estate: Brokerage, Development, Property Management, and Consulting predominantly in the commercial arena. Designed to be a true service company, the needs of the client come first. We take pride in advising, guiding and obtaining results in the time frame each client desires. Our founder, Joe Petre, states, "Our core value is creating value." Whether it is within the realm of brokerage, development, management, or consulting our priority remains the same: to serve each client to ensure their investment works.

Brokerage

Whether our client is a building owner or a tenant looking for lease space, our goal remains the same: to serve each client with excellence and meet their individual needs. Our team has decades of leasing and sales experience within Knoxville and surrounding markets, and we leverage that experience to help clients reach their goals. As we meet with landlords and tenants or buyers and sellers we listen to our clients and develop a brokerage strategy that will maximize their success.

III. COST ESTIMATES & PROJECT TIMETABLE

Brokerage takes on various forms: Leasing Agent for building owners, Listing Agent for owners who wish to sell, Tenant Representative for those looking for lease space, Buyer's Agent for those wishing to invest. Conversion Properties is first and foremost a service company, and whatever role we are tasked, we take pride in serving the client's need in a very individualized way.

Development

Conversion Properties predominantly works in two areas of development, owner representation and at-risk development.

Owner Representation

We represent the owner in all facets of development from the purchase of the land for a new building or the purchase of a building to be redeveloped through the final punch out of the finished product. We take an owner through the total development process including services such as: concept planning, preliminary design, investment performance and pro forma, financing, project design and budget, architect selection, contractor selection, construction contracts, and construction. We can lease and manage the project after completion if desired by the Owner.

Through all phases, we represent the owner and guide them through the process. Owners have varying levels of competency within the development process, so we allow the Owner to choose what services they require from our team.

At Risk Development

Under certain circumstances, we develop for our own account, partnering with investors and parties related to the firm. This allows us to share risk with our investor clients and build lasting partnerships among firm members. Risk aligns the interest of all partners and sharpens our skills.

Property Management

The key to managing a property with the highest level of commitment is to treat each building as if it's our own. This is precisely what our experienced management team accomplishes through our full-service property management. Each client can expect to be served with accurate bookkeeping, prompt responses to maintenance issues, and extreme care of both the tenants and vendors. We work hard to be both efficient and effective in our management strategies, which is evident in how we find high quality vendors and provide a high level of communication with each building owner. Quick and wise decisions are made to ensure smooth operations with each property we manage.

III. COST ESTIMATES & PROJECT TIMETABLE

Consulting

The number of years in the industry and the variety of real estate experiences combine to enable our team at Conversion Properties to offer excellent consulting for clients who come to us with a multitude of goals. Understanding that each client is different and has different needs, we dig deep into the prospective assignment before developing our strategy. Our prudent consulting covers all aspects within a transaction: brokerage, construction management, development, entitlements, financing, government relations, marketing, and creating proformas. We are successful when our client is successful.

III. COST ESTIMATES & PROJECT TIMETABLE

Contractor - Denark Construction



Founded in 1985, Denark Construction, Inc. has been a recognized leader as a full-service Construction Manager/General Contractor with over **\$1.3 Billion** in completed contracts in the last 15 years. Due to our significant net worth and working capital, our clients enjoy the **security of a strong financial base and a bonding capacity of \$150 Million**. We are proud that over **65%** of our business is from **repeat clients from multiple sectors**.

The primary reason for Denark's successful repeat business stems from four core performance attributes:

1. Professional Preconstruction Services that eliminate surprises.
2. Quality throughout the project.
3. On-time or early completion of projects.
4. Award-winning Safety Performance.

Denark has had the good fortune to extend its business from East Tennessee to several states in the Southeast and is licensed in the following states.

- State of Tennessee, Contractor License 23232; Classification BC, Unlimited
- State of Alabama, Contractor License 41312
- State of Florida, License CGC041828
- Commonwealth of Kentucky, ID No. 0536659.09
- State of North Carolina, Contractor License 49711
- State of South Carolina, Contractor License G108330
- State of Indiana, Business Control No. 2012123100349

III. COST ESTIMATES & PROJECT TIMETABLE

Project Types

- Renovation/Historical Restoration
- Public/Institutional
- Educational
- Industrial/Manufacturing/Warehousing
- Information Technologies/Utilities
- Hospitality/Retail
- Multi-family Residential
- Compressed Natural Gas (CNG) Facilities
- Religious
- Sports Facilities
- Healthcare/Medical
- Tenant Upgrades and Finishes

Project Delivery Methods

The following is a breakdown of the percentage of delivery methods by volume of major projects completed since 1996:

- Collaborative Type (includes CM, CM At-Risk & Design-Build) 64%
- Lump Sum (Hard Bid) 36%

III. COST ESTIMATES & PROJECT TIMETABLE

Architect - Michael Brady, Inc.



Established in 1990, Michael Brady Inc. (MBI) is recognized as one of the top rated architectural and engineering design firms in the Southeast. Our services are diverse and comprehensive, resulting in continued success in both the public and private sectors. Our firm offers the security of complete architectural and engineering design coordinated under one roof with in-house architectural, civil, structural, mechanical, electrical, and fire protection engineering, construction management services, surveying, interior design and support staff.

With staff currently registered in all 50 states and more than 90 employees, MBI was one of the first firms in the nation to employ Building Information Modeling (BIM). This technology offers our clients the opportunity to experience LIVE DESIGN - a design concept that moves projects from inception to construction in substantially less time by offering 3D models and renderings of projects. Our commitment to BIM technologies takes document production and discipline coordination to a higher level, providing better visual communication and coordination to all parties vested.

IV. DESIGN SUITABILITY & BENEFITS OF THE PROJECT

Q3: Proposals must communicate to the City how the proposed improvement project will improve or stabilize the building's long-term life, benefit the neighborhood's overall appearance, and/or enhance local property values. Commercial building projects must communicate the type of business, potential for job creation, and/or how the business will benefit the community.

A grant from the Historic Preservation Fund will help to save the Cal Johnson Building. All funding from the Historic Preservation Fund, if provided by the City, will be used in the following ways:

- To re-tuck point the building's exterior brick.
- To install historically accurate store fronts facing State Street, historically relevant exterior lighting, and renovate the buildings front facade.
- To stabilize and re-connect the upper stories of the buildings front façade to the building walls.
- If there are any funds remaining, they will be applied to the purchase of new, historically relevant, windows for the building.

The City's partnership on this project will benefit the neighborhood and enhance local property values. This building will once again become inhabitable and available for rent to the public. It will create approximately 80 temporary construction jobs and approximately 20 long term jobs within the retail level business and long term management of the property. The goal of the development group is to draw a quality restaurant to the retail level of the building. This will yield a new draw onto a street that currently has zero retail commercial space. This project will further push the borders of downtown Knoxville. It will be a catalyst for the area expanding the market into a new direction. The Cities involvement will save this historic landmark and we are hopeful that you will see fit to move forward with us.

Thank you for your time and consideration of our proposal.

1. Proposed Exterior Rendering of Building
2. Proposed Exterior Elevation of Building
3. Proposed Floor Plan of Retail
4. Proposed Floor Plan of 2nd and 3rd Floor of Building
5. Proforma