



2021

ANNUAL

REPORT



Building Community
Value Detroit



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ABOUT US

Building Community Value

OUR MISSION

Building Community Value is dedicated to facilitating real estate development projects in neighborhoods throughout Detroit. We respond to the aspirations of Detroit residents who are most directly impacted by development in their neighborhoods.

FUNDING PARTNERS



STRATEGIC PARTNERS



*Building the Engine
of Community
Development in
Detroit*



ABOUT US

Building Community Value

OUR TEAM

Chase L. Cantrell	<i>Executive Director</i>
Monique Becker	<i>Manager of Program Implementation</i>
Daisha Martin	<i>Manager of Technical Assistance</i>
Josh Bails	<i>Technical Assistant</i>
Brandon Hodges	<i>Technical Assistant</i>
Adam Kokenakes	<i>Technical Assistant</i>
Janell O'Keefe	<i>Technical Assistant</i>



L-R: Chase L. Cantrell, Monique Becker, Brandon Hodges, Josh Bails, Adam Kokenakes, Janell O'Keefe, and Daisha Martin.

“

I really appreciated how thorough the *Better Buildings, Better Blocks* course was, how kind and patient the course leaders and Technical Assistants were, and how helpful and open my fellow cohort members were to sharing what they know and assisting fellow cohort members.

Malika Pryor

COHORT 11 | BETTER BUILDINGS BETTER BLOCKS



OUR YEAR IN REVIEW

2021 Annual Report

2021 was a year of unprecedented growth for Building Community Value. We continued to perfect our course model, deepened our connection with local developers, expanded our research and policy advocacy efforts, and smashed our fundraising goals.

Organizational Development

In 2021 we reached a new fundraising milestone — raising over \$340,000 to expand our work over the next 3 years.



\$200,000



Fred A. and Barbara M.
Erb Family Foundation

\$75,000



\$50,000



\$15,000



\$5,000



\$2,500

Thank you to our funders for their generous support!

Better Buildings, Better Blocks

2021 PROGRAM HIGHLIGHTS

Last year we continued to improve the **Better Buildings, Better Blocks** curriculum. Our main efforts included updating the residential pro forma and commercial pro forma in our *Flagstar Bank* sponsored course pack, and connecting our participants with more leaders in Detroit's development ecosystem than ever before through quarterly mixers, neighborhood treks, and in-class programming.

COHORT 11

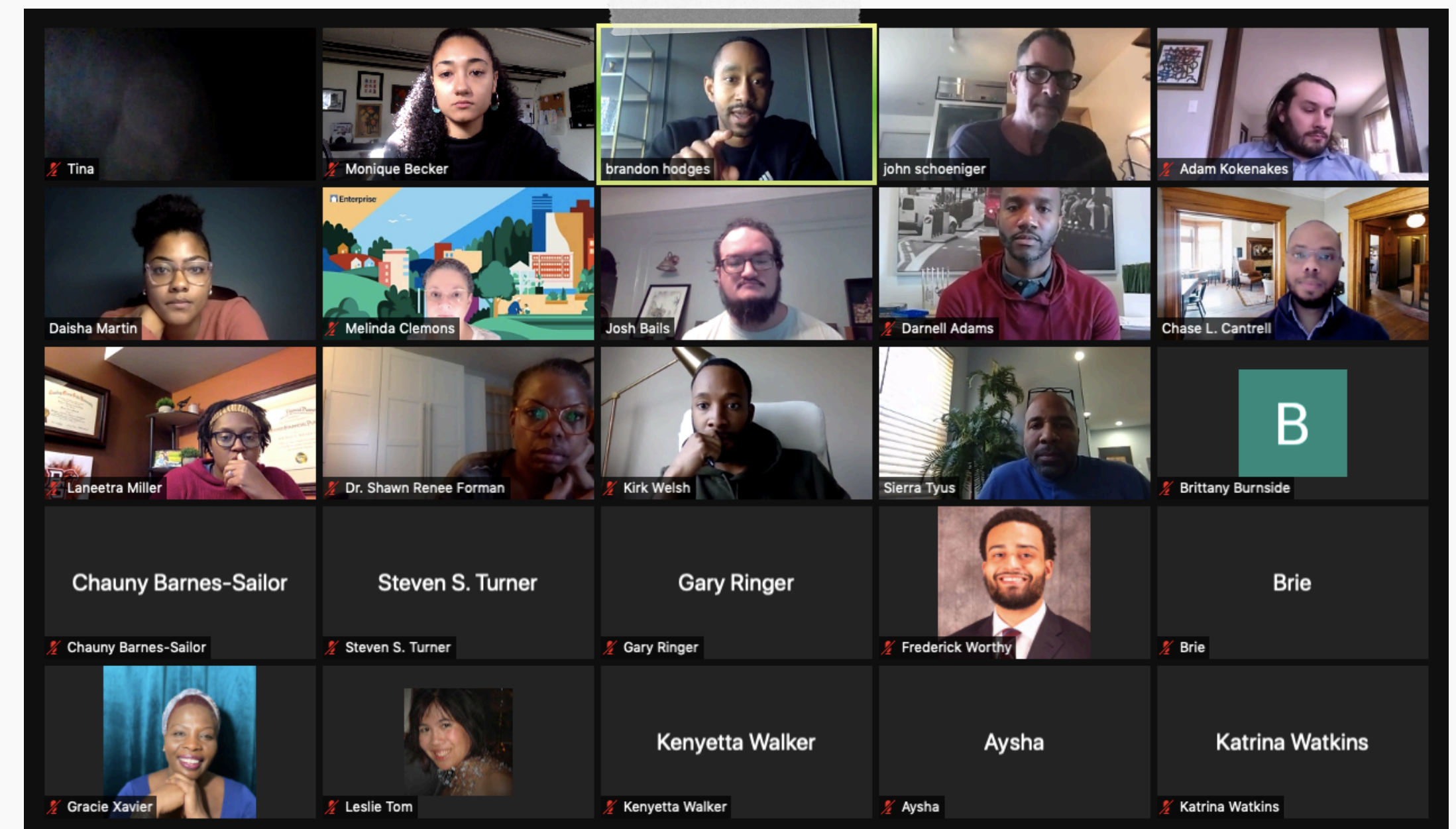
21 Participants

COHORT 12

28 Participants

RESOURCE PARTNERS

We'd like to extend a special thank you to our 2021 resource partners. This intentionally curated group of businesses and organizations provides resources necessary for successful real estate development in Detroit.



Cohort 12 Group Photo

Better Buildings, Better Blocks

GUEST SPEAKERS

Last year, we took advantage of the accessibility of our virtual format by incorporating panels where local real estate development leaders shared their expertise with our cohorts.

Darnell Adams
Gilbert Family Foundation

Clifford Brown
Woodborn Partners

Tarolyn Buckles
Onyx Enterprises

Laura Chavez-Wazeerud-Din
Flagstar Bank

Melinda Clemons
Enterprise Community Partners

Kimberly Dokes
Dokes Design Architecture

Kimani Jeffrey
City of Detroit

Mitch & Celeste Kuffa
Inspections by MJK & Associates

Jason Malone
I&M Appraisals

Katrina Martin
WOW Tax & Advisory Services

Tyler Petersen
Opportunity Resource Fund

Lisa Royster
Huntington Bank

Jermaine Ruffin
City of Detroit

Tanya Saldivar-Ali
AGI Construction Services

John Schoeniger
Detroit Development Fund

Ashlen Sharpe
Federal Home Loan Bank Indianapolis

Jacob Walker
DTE Energy

Rebecca ‘Bucky’ Willis
Bleeding Heart Design

Elyse Wolf
Mona Lisa Development



DESIGN & CONSTRUCTION PANEL
L-R: **Tarolyn Buckles** (Onyx Enterprises, Inc.), **Elyse Wolf** (Mona Lisa Construction, Inc.), **Kimberly Dokes** (Dokes Design & Architecture), **Tanya Saldivar-Ali** (AGI Construction Solutions), **Rebecca ‘Bucky’ Willis** (Bleeding Heart Design), and **Monique Becker** (BCV)

Better Buildings, Better Blocks

COHORT DEVELOPMENT PROJECTS AWARDS

In 2021, we were happy to award \$6,250 to support promising real estate projects developed by our participants.



Cohort 11 Awardees

\$1,250 Marie Streety & Wanda Terry
\$750 Xavier Cornelius
\$750 Theodore McNeal



Cohort 12 Awardees

\$1,250 Kirk Welsh
\$750 Dr. Shawn Forman & Leslie Tom
\$750 BrieAnn Bell
\$500 Laneetra Miller

BCV Alumni Engagement

Our alumni have continued to thrive and make their stamp on Detroit's real estate development ecosystem. Throughout 2021, BCV hosted four (4) virtual alumni mixers where we fellowshiped and learned about the progress our past participants have made with respect to their development projects and goals.

Each mixer had a different theme giving attendees a deep dive into various aspects of the real estate development industry.

2021 ALUMNI MIXER TOPICS

March | City of Detroit + Equitable Development
Development in Highland Park

May | DTE & Environmental Sustainability
Community Engagement Best Practices

August | Local Commercial Real Estate Development

November | BSEED + Permits



FALL 2021
*Better Buildings,
Better Blocks*
Join us for our
**VIRTUAL
ALUMNI MIXER**
Thursday, November 11
6:00 -7:30 PM

We welcome you and your beverage of choice as we hear from James Foster from the City of Detroit Buildings, Safety, Engineering and Environmental Department (BSEED) on permitting, fees and inspections. As always, we will close the evening with updates from all of you. **Cheers!**

Zoom Link
bcvdetroit.org/mixer

Presented by  Building Community Value
Detroit

SUMMER 2021
*Better Buildings,
Better Blocks*
Join us for our
**VIRTUAL
ALUMNI MIXER**
Tuesday, August 10, 2021
6:00 -7:30 PM

We welcome you and your beverage of choice as we hear from BCV alum, Abbey Waterman (Cohort 8) and Darius Smith (Cohort 5) on their development projects. TA, Brandon Hodges, Director of Development at East Jefferson Development Corporation will also share his insights into the local commercial real estate market before we close the evening with updates from all of you. **Cheers!**

Zoom Link
bcvdetroit.org/mixer

Presented by  Building Community Value
Detroit

Virtual Neighborhood Treks

In order to understand the impact of your development, you need to actually get in the neighborhood. This year we helped our stakeholders do this, by teaming up with resident developers to host virtual neighborhood treks throughout Detroit.

During these treks, we toured each resident's neighborhood development project, and discussed the impacts and goals of real development from a grassroots perspective.

LOCATIONS + HOSTS

East English Village & Morningside

Darnell Adams, Latisha Johnson, Allen Penniman, and Joe Rashid

Highland Park

Anthony Askew, Angela Lugo-Thomas, and Juan Shannon

LaSalle Gardens & Virginia Park

George Adams, Joyce Moore, and Julian Witherspoon

SUMMER 2021

BUILDING COMMUNITY VALUE

Join us for our
Virtual
Neighborhood Real Estate Trek:
Morningside / East English Village

This free event will explore the state of the real estate markets in Morningside and East English Village, opportunities for growth through community development, and strategies to chart sustainable paths forward.

AUGUST 11TH, 2021
5PM-6:30PM

Registration is Free:
<https://www.bcvdetroit.org/events>

Questions:
daisha@bcvdetroit.org or (248) 210 - 4886

Allen Penniman
Urban Planner
City of Detroit

LeTisha Johnson
Community Organizer
Founder of MECCA Development

Darnell Adams
Real Estate Developer
Vice President at Invest Detroit

Joe Rashid
Real Estate Developer
Founder of East Warren Development Corp.

Detroit Landlord Assessment

In early 2021, the *Erb Family Foundation* awarded BCV \$75,000 to conduct a Detroit Landlord Assessment in partnership with *Wayne State University's Center for Urban Studies*.

This project focuses on understanding the rental landscape in Detroit through over 65 one-on-one interviews with Detroit landlords regarding their development practices, barriers to their work, and the resources needed to be successful in the ecosystem.

The recommendations resulting from this assessment will be used by BCV to guide future programming, and by the City of Detroit to guide future policy making.



Youth Real Estate Development Curriculum

Last year we expanded our audience, partnering with *Building the Engine of Community Development in Detroit* to develop a real estate development curriculum for students at Southwestern High School. This truncated version of **Better Buildings, Better Blocks** introduced youth to key concepts of real estate development, including types of developments, career options in the industry, and the potential impact of development in their communities. We look forward to continuing these kinds of partnerships in the future.

SAMPLE CURRICULUM MODULES



Media & Recognition

2021 was a big year for BCV and our team! We received recognition for our work and impact in multiple publications, and had the opportunity to share our expertise on various media platforms.

PUBLICATIONS

Crain's Detroit Business | [20 in their Twenties](#)

Crain's Detroit Business | [2021 Notable Real Estate Executives](#)

DBusiness | [30 in Their Thirties 2021](#)

Detour Detroit | [How Building Community Value puts local development into the hands of Detroiters](#)

Model D | [This is Black development in Detroit](#)

Next City | [Developers of Color Still Swimming Against the Current in Commercial Real Estate](#)

PODCASTS + PANELS

[The Streets Are Planning](#) hosted by Jermaine Ruffin (podcast)

Authentically Detroit | [July 2021](#) & [August 2021](#) (podcast)

Black Women Lead hosted by Piper Carter | Episode #7 (podcast)

[Smart Growth America](#) (panel)

[Building Black Futures](#) powered by Urban Consulate Detroit (panel)

[Black Places Matter](#) powered by Urban Consulate Cincinnati (panel)

[Local First Arizona - Impact Series](#) (panel)

[Noir Design Parti](#) (event)

“

The interaction between the cohort, Technical Assistants, and Chase was phenomenal. Classes were interactive and office hours made the course that much better. Even with this being a virtual course, I truly felt a sense of community and built some incredible relationships through BCV.

Lamar Turner

COHORT 11 | BETTER BUILDINGS BETTER BLOCKS

WHAT'S TO COME

2022 Prospective

This year, Building Community Value is focused on building upon the projects we started in 2021, and launching new resources to strengthen the network of local developers that we've trained and supported over the past 6 years.

LOOKING FORWARD

2022 Prospective

BETTER BUILDINGS, BETTER BLOCKS

We are excited to bring back Better Buildings, Better Blocks - but the course will look a bit different this year. Our team will only teach one round of our course, with Cohort 13 taking place from March 2022 to November 2022. We have also expanded our curriculum to include 9 sessions and new experiential learning activities such as off-site visits to development projects throughout Detroit.

BCV ALUMNI PORTAL

This year we are expanding the support provided to our course graduate through a new BCV Alumni Portal. Past participants will be able to access all the most recent versions of our pro-forma and course documents, connect with each other, and learn about upcoming BCV events and resources.

This portal is the first of many steps we will take to deepen our connection with alumni throughout 2022.



LOOKING FORWARD

2022 Prospective

DETROIT LANDLORD WHITE PAPER

We look forward to completing our Detroit Landlord Assessment project early this year. Once complete, we will release a white paper detailing our findings and recommendations. These recommendations will also be used by the City of Detroit to guide their future policies with respect to landlords and rental housing in our communities.

POLICY ADVOCACY

This year, Building Community Value is working with partners to revamp Detroit's Real Estate Association of Developers. The new iteration of the membership and advocacy organization will support Black developers – ensuring they have the guidance, resources, and access needed to overcome traditional barriers to development in the city. We are excited to share more about this work in the coming months.



“

[Better Buildings, Better Blocks] has become more successful every year. [Our last cohort was the best group yet.] Their projects were polished. Their numbers made sense. Every cohort, we get better at teaching. As new things arise (in the industry), we are able to incorporate them in our teaching.

Chase L. Cantrell

DETOUR DETROIT (SEPTEMBER 2021)

**We appreciate
all of your
support!**



BCVDetroit.org



chase@bcvdetroit.org



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