



A MESSAGE FROM OUR EXECUTIVE DIRECTOR



CHASE L. CANTRELL
FOUNDER & EXECUTIVE DIRECTOR

Since its inception, Building Community Value has meant many things to the stakeholders involved in its sustainability and in its success. In the literal sense, we have created a space to help Detroiters bring the built environment back to life in our neighborhoods. We have also built a community of developers who understand “value” as a concept beyond economic returns on investment. To our dedicated participants and alumni, creating value is about understanding, leveraging, and working with community. Ultimately, it’s about people.

Through this lens, we understand equitable development - a complex term, increasingly en vogue - as more than just development led by African-Americans or other minority groups. Although it is vitally important that developers in cities like Detroit reflect the communities in which development occurs, “Building Community Value” requires those same developers to help foster healthy and vibrant communities. Neighborhood developers do this by responding to community needs and involving community residents in the visioning and execution of projects.

In four years of operation, we have seen the city’s network of small-scale developers blossom. Evidence includes increases in local development RFP responses and continued interest in programs like our biannual Better Buildings, Better Blocks training course. Luckily, however, our organization is not alone. With other programs like Capital Impact Partners’ Equitable Development Initiative and the monthly networking roundtable led by the Real Estate Association of Developers, the ecosystem is growing. More Detroiters are participating in the reimagining and rebuilding of our communities.

Why is that important? To retain residents and to promote job creation and wealth building, the path to an equitable city - one Detroit for all of us - requires that Detroiters not just be “included” at a table already set. It requires real agency in leading change and implementing projects that represent the unique culture of the people of Detroit. That agency begins with initiatives like ours that provide both knowledge and resources to those residents who wish to lead the charge.

As Building Community Value continues to grow and innovate, we will continue working diligently to build the pipeline of our community’s city builders. Detroit’s future begins today, and as the following pages show, we are deeply proud of the part we have the honor of playing.

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MISSION, VISION & IMPACT

Mission & Vision

MISSION

Building Community Value (BCV) is a Detroit-based 501(c)(3) corporation dedicated to implementing and facilitating real estate development projects in underserved Detroit neighborhoods.

VISION

A robust, connected network of engaged Detroit residents and community development organizations who understand the opportunities for real estate development in Detroit neighborhoods and possess the knowledge and tools to complete development projects.



From left to right: Chase L. Cantrell, Janell O’Keefe, Monique Becker, Adam Kokenakes, Brandon Hodges, Josh Bails, and Dietrich Knoer.

Our Team

LEADERSHIP

- Chase L. Cantrell

Executive Director
- Monique Becker

Manager of Program Implementation

PROGRAM STAFF

- Dietrich Knoer

Course Instructor
- Josh Bails

Technical Assistant
- Brandon Hodges

Technical Assistant
- Adam Kokenakes

Technical Assistant
- Janell O’Keefe

Technical Assistant

Organizational Pillars

BCV responds to the aspirations of the community members who will be most directly impacted by targeted economic development. Our organizational pillars are designed to achieve these aspirations.



PEOPLE
Training & Technical Assistance



PLACE
Consulting with Location-Based Organizations



PROPERTY
Neighborhood Development

Our Partners

Longterm, sustainable partnerships are essential to BCV’s work. Our current organizational partners include:

FUNDING PARTNERS



The Ford Foundation



The Knight Foundation

STRATEGIC PARTNERS



Community Development Advocates of Detroit



The Platform



University of Michigan Detroit Center



University of Michigan School of Social Work Technical Resource Center

2019: A YEAR IN REVIEW

2019 marked Building Community Value’s 4th year in operation. Throughout the year our organization continued to build and innovate, both programmatically and operationally. We developed more resident place-makers, learned more about the state of development in Detroit, and reimagined our work to create a greater impact.

Better Buildings, Better Blocks

In 2019, our *Better Buildings, Better Blocks* training program continued to fulfill our mission and vision by preparing residents to successfully enter Detroit’s development ecosystem.

PROGRAM DESCRIPTION

The *Better Buildings, Better Blocks* training curriculum is designed to teach the nuts and bolts of small-scale real estate development to Detroit, Hamtramck or Highland Park residents over the age of 18. During the 3-month course, participants learn the basics of identification, acquisition, financing, leasing, and project management for neighborhood-based residential and commercial development projects. Participants are also connected to resource partners - an intentionally cultivated network of businesses and organizations that have the resources necessary to complete development projects. BCV currently implements 2 cohorts of the program each year.

2019 COHORT HIGHLIGHTS

Last year we trained 72 aspiring and semi-experienced property developers that were eager to take their skills and projects to the next level.

WINTER 2019	SUMMER 2019
39 Participants 139 Applicants	33 Participants 79 Applicants

In addition to our training, BCV was happy to continue our practice of awarding fiscal resources to participants whose final rehabilitation project presentations showed particular promise.

WINTER COHORT	\$3,000
SUMMER COHORT	\$4,500
TOTAL FUNDS AWARDED	\$7,500



Summer 2019 Better Buildings, Better Blocks Cohort.



Winter Cohort Awardees (l-r): Dennis Mitchell, Wayne Moore, Dietrich (BCV team), Rema Vassar, Dominic Arellano, and Chase L. Cantrell (BCV team)



Summer Cohort Awardees (l-r): Shakina and Khadijah Russell (team), Corey Johnson, and Kija Gray.

2019: A YEAR IN REVIEW

Expanding Team BCV



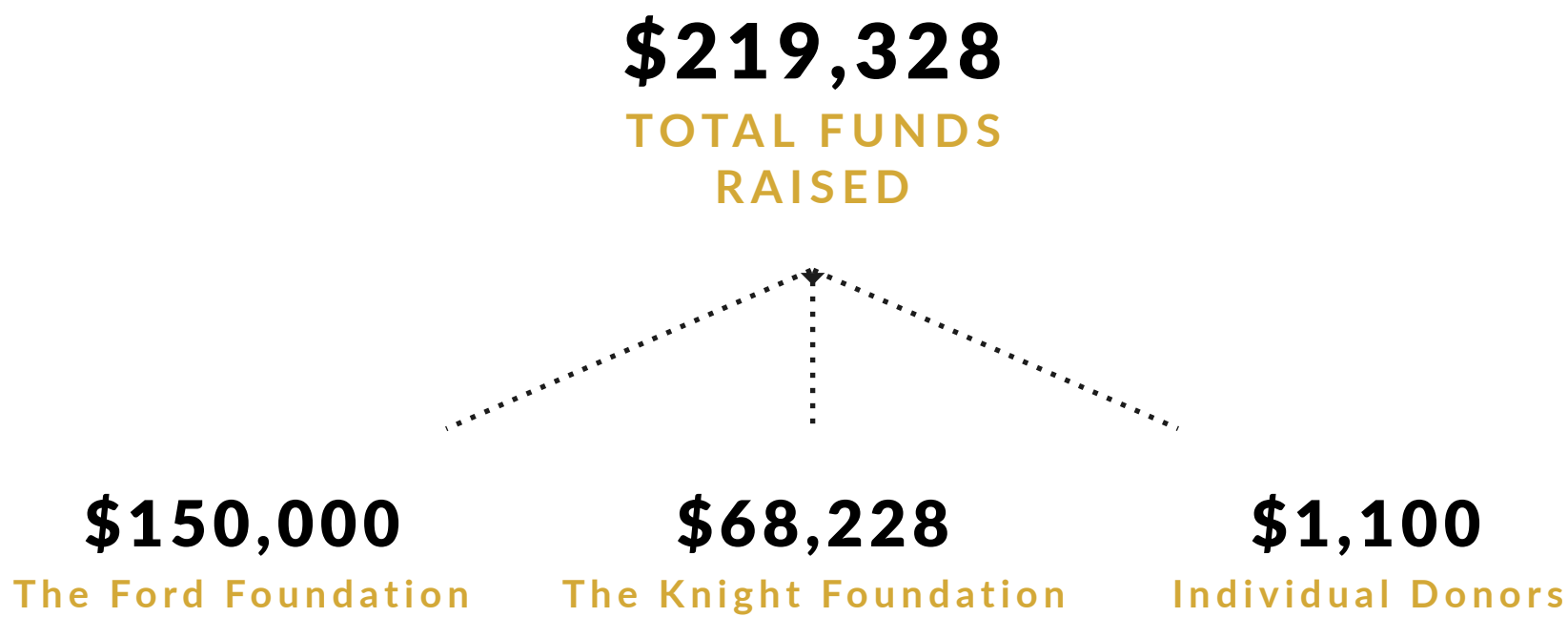
MONIQUE BECKER
Manager of Program Implementation

We are proud to announce that Monique Becker has joined our team as the Manager of Program Implementation. A Detroit native who loves the city’s hustle, Monique believes working alongside block clubs, community development corporations, and community leaders is fundamental to building understanding, trust, and sustained growth in the city. The BCV Team is excited to welcome Monique onboard!



Fundraising

Last year Building Community Value took our fundraising to the next level, securing significant resources to reach more residents and scale our impact.



2019: A YEAR IN REVIEW

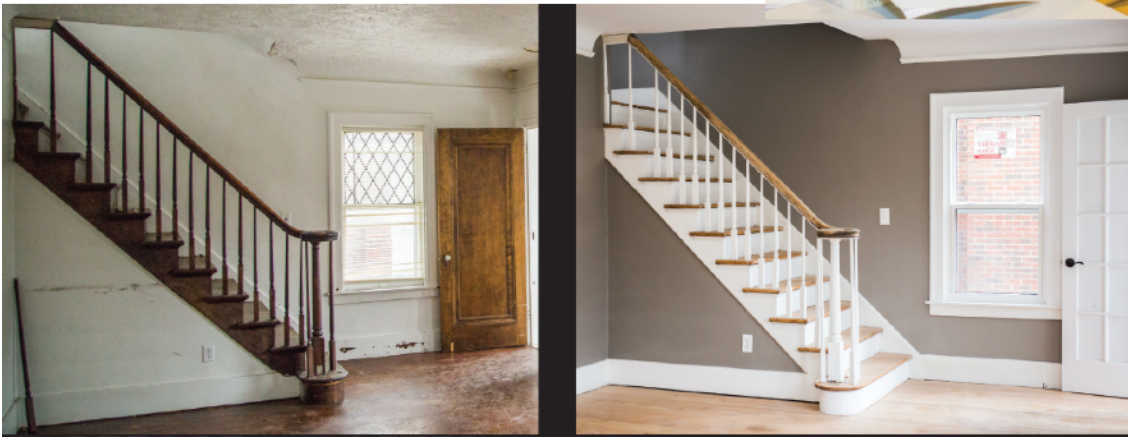


Media & Recognition

Building Community Value, our team, and our alumni are grateful for the recognition we received from the following publications for our development expertise, organizational impact, and successful projects.



The Power of
Neighborhood
Visionaries
Spurring Small-Scale Development
in Detroit Neighborhoods
By Chase L. Cantrell



Resource Partnerships

Throughout the year, BCV continued strengthening and developing resource partnerships that provide significant support to our participants and alumni.

CURRENT RESOURCE PARTNERS

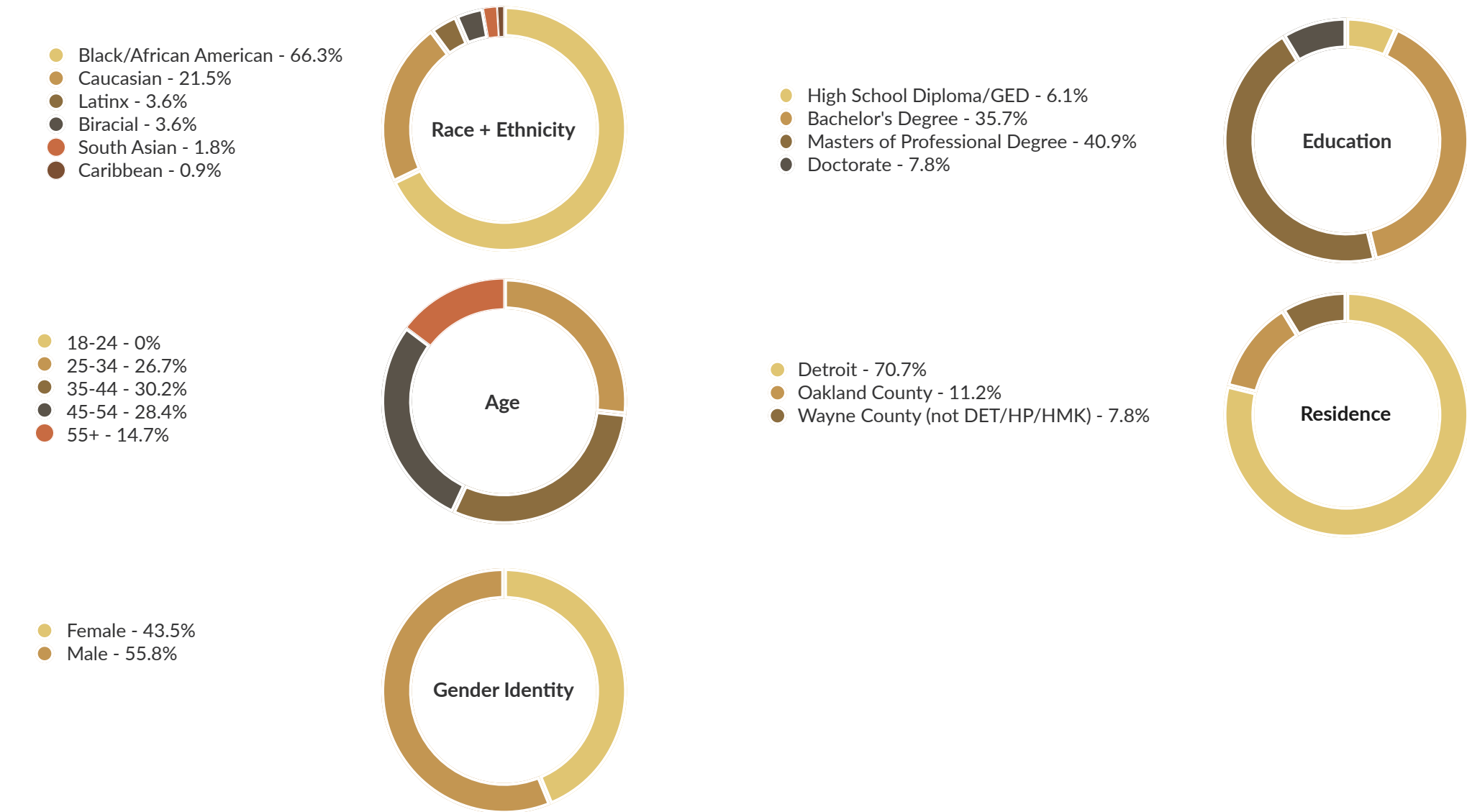


2019: A YEAR IN REVIEW

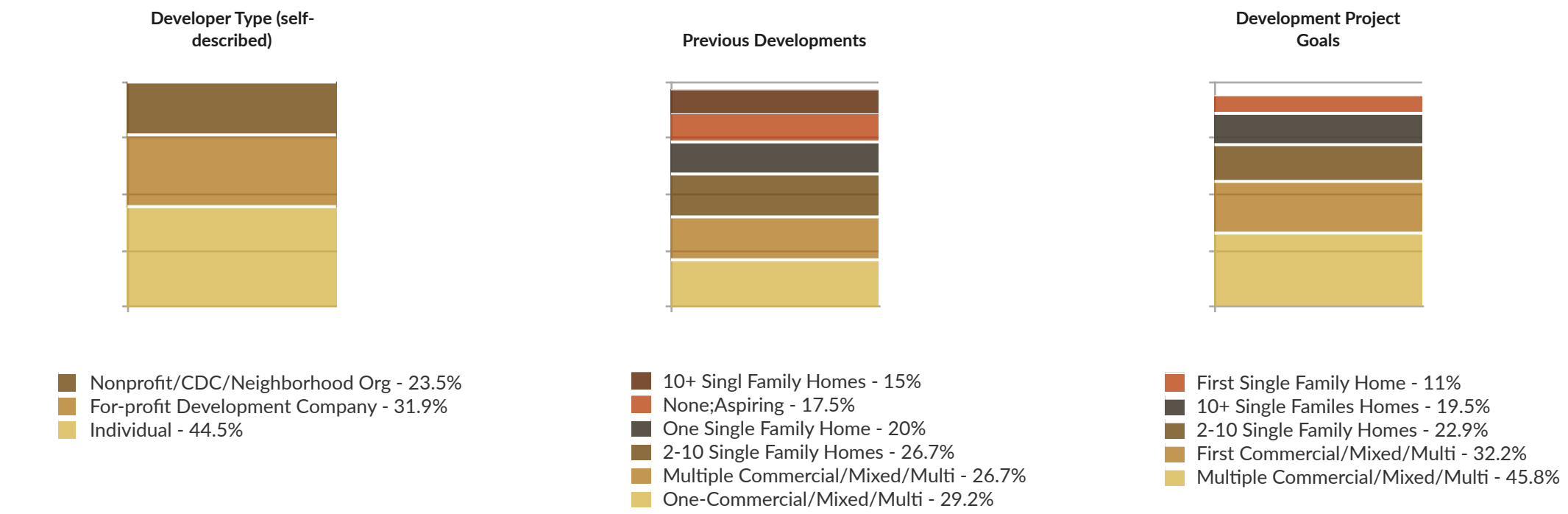
Detroit Developer Ecosystem Assessment

In Summer 2019, Building Community Value conducted an assessment to better understand the current ecosystem for developers in Detroit. The findings from this assessment will inform our work in 2020 and - we hope - provide much needed insight for other actors working on economic development in the city. A snapshot of the insights gained from the 120 assessment respondents are outlined below.

DEMOGRAPHICS



DEVELOPER PROFILE



RESOURCES + FINANCING

TOP 3 DEVELOPMENT RESOURCE NEEDS

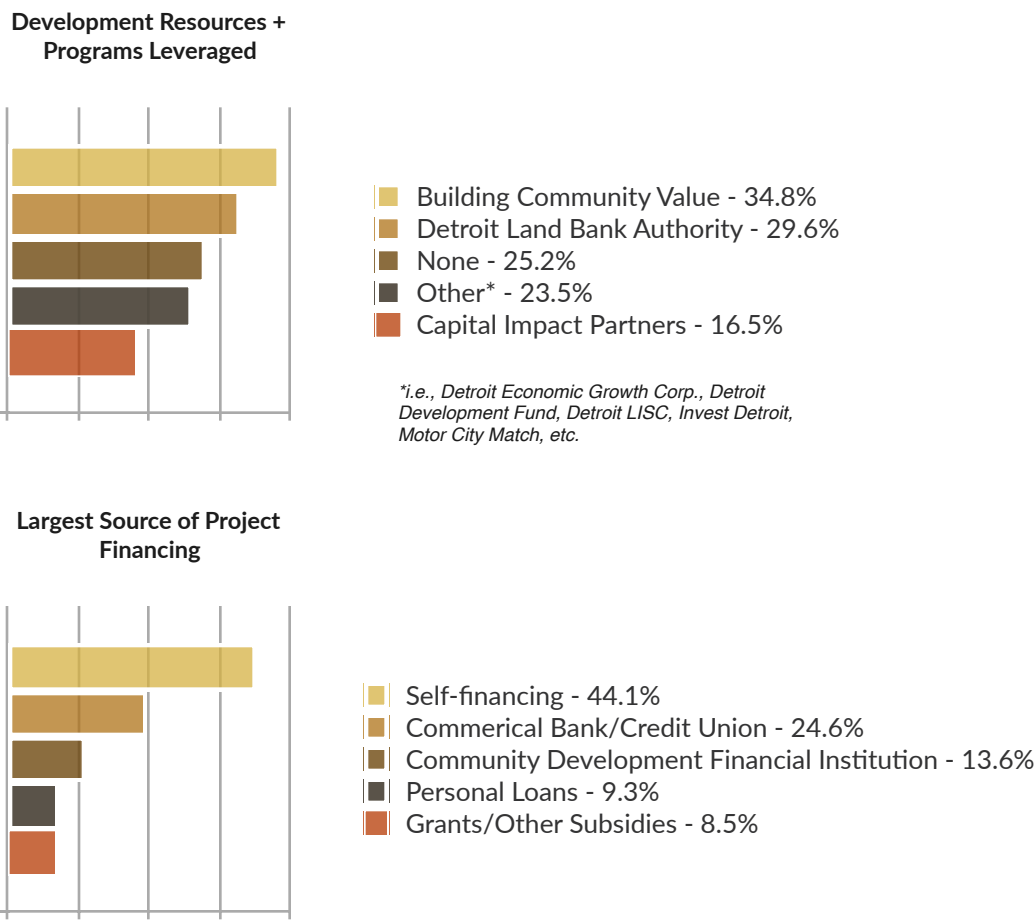
Capital
Mentoring
Team Building

MOST NEEDED PROJECT RESOURCES

Access to Capital + Financing
Acquisition Assistance
Mentoring
Networking
Training

TOP 3 INVESTMENT DECISION CRITERIA

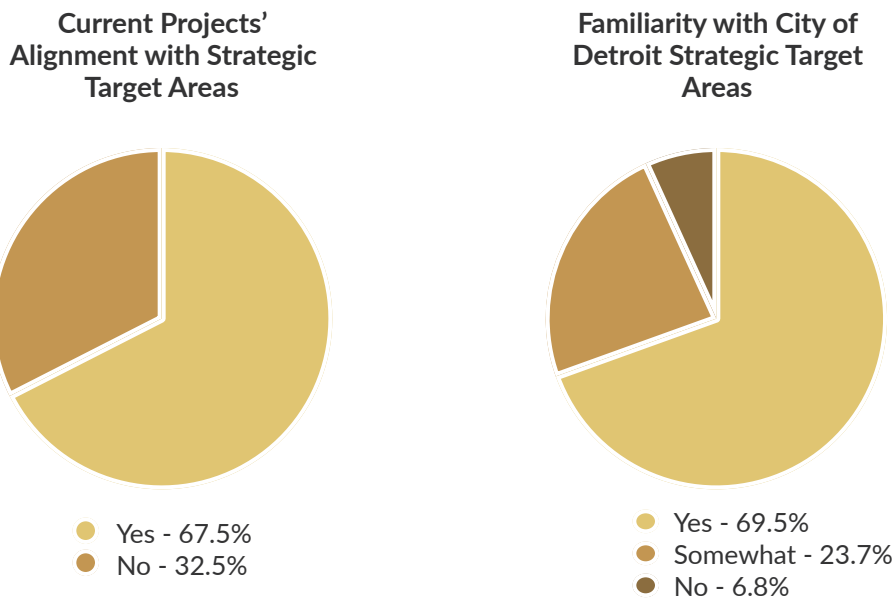
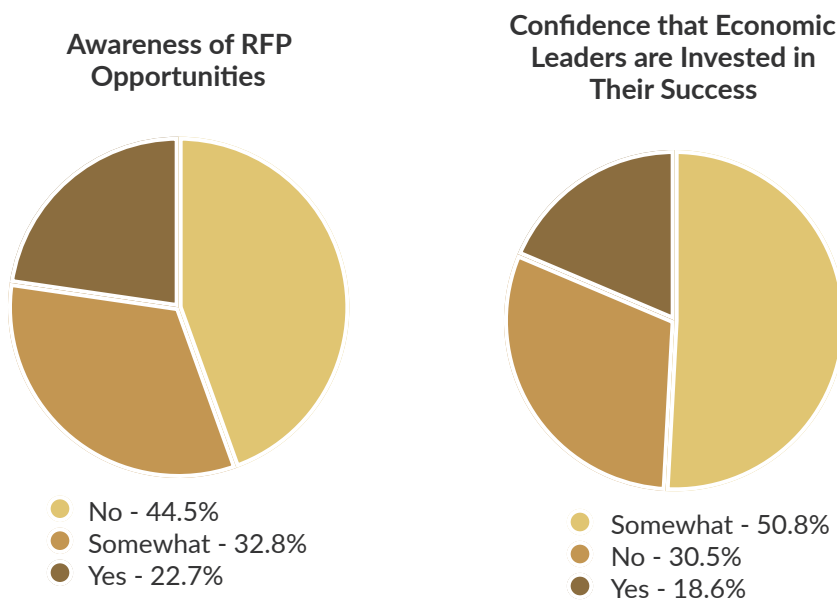
Neighborhood Ties + Financial Upside (Tie)
Economic Momentum in the Area
Strategic Boundaries + Social Impact (Tie)



DEVELOPMENT STRATEGY

EXPERIENCE ENGAGING WITH RFPs

- ▶ Many respondents had no, limited or negative experiences
- ▶ Multiple people perceived the RFP process as biased toward large developers
- ▶ Respondents with the most experience gained it through professional work/networks.
- ▶ Respondents were most familiar with RFPs from the following localities and entities: Detroit, DEGC, Highland Park, Invest Detroit, KIP:D and Southfield.



LONGTERM DEVELOPMENT GOALS

- ▶ Single and multifamily home developments
- ▶ Commercial and mixed-use development
- ▶ Developing projects in partnership with community-based organizations
- ▶ Fostering access to capital for other developers
- ▶ Owning and operating properties
- ▶ Investing in other developers and developments

2020: DRIVING THE NEEDLE

This year Building Community Value is ready to build on our momentum - ramping up the impact of our work and continuing to drive the needle to fulfill our mission and vision.

Better Buildings, Better Blocks 2.0

In 2020, BCV is introducing a revamped, recharged version of our staple training course, *Better Buildings, Better Blocks*. Going forward, participants can look forward to the following program components:

- ▶ New curriculum featuring a full course pack that is tailored to small-scale developers in Detroit.
- ▶ Updated, user-friendly pro forma based on the context in which Detroit developers are working.
- ▶ Quarterly meet-ups where current participants can connect with program alumni.

In addition to these programmatic changes, the course will now run on a Winter/Fall cycle - with cohorts starting in January and September of each calendar year.

WINTER 2020

The Winter 2020 Cohort launched in January 2020 with **38 participants** selected from a pool of 68 applicants.



Introducing the BCV Wishlist

This year we are launching the BCV Wishlist - which outlines areas of support needed to ensure maximum impact of our development programs and initiatives. We envision this fund as a platform for individuals and entities who are passionate about community-centered, community-driven development to fiscally support Detroit residents of color that are seeking to achieve those objectives.

Funds donated to the BCV Wishlist will be used to support development education, project implementation, networking, and community development initiatives. To learn more about the wishlist and how you can get involved, please visit www.bcvdetroit.org/donate.

Engaging BCV Alumni

2020 will mark an expanded effort to provide ongoing support to our *Better Buildings, Better Blocks* alumni. In addition to our yearly Alumni Reunion, BCV will host quarterly meet-ups where these budding developers can network, share lessons learned, and continue building on their knowledge, resources and relationships with other property developers in Detroit, Hamtramck and Highland Park.



*Thank You to our Funders, Partners, Participants
and the Detroit Community for Your Continued
Support!*