

# INVESTMENT PROPOSAL

2024 HAROLD E. EISENBERG FOUNDATION REAL ESTATE CHALLENGE

SATURDAY, APRIL 13, 2024

MENDOZA COLLEGE  
OF BUSINESS



SORIN CAPITAL



HAROLD E.  
EISENBERG  
FOUNDATION

# Meet the Team



**DANNY LYNCH**

Master of Science in  
Finance '24



**CONNOR PATRICK**

Team Co-Lead  
Master of Science in  
Management '24



**JACKIE HERRICK**

Master of Business  
Administration '25




**COLLEEN KING**

Team Co-Lead  
Master of Engineering in  
Civil Engineering '24



**MARK GIESEY**

Master of Business  
Administration '25

A blue-tinted photograph of a city street. On the left, there is a large, multi-story building with many windows, some of which appear to be boarded up or empty. A chain-link fence runs along the sidewalk in front of the building. In the background, there are other buildings and a street sign that says "TO INTERSTATE 44-55 64-70" with an upward arrow. A person is walking on the sidewalk in the distance.

**“I hope St. Louisans wonder why so much land sits unused and fallow, and why such beautiful buildings are sitting empty, waiting for someone to use them again.”**

Chris Naffziger  
Journalist





# SITE OVERVIEW

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# Existing Conditions

Cotton Belt Freight  
Building



Sonn Sign Building



Laclede Power Building



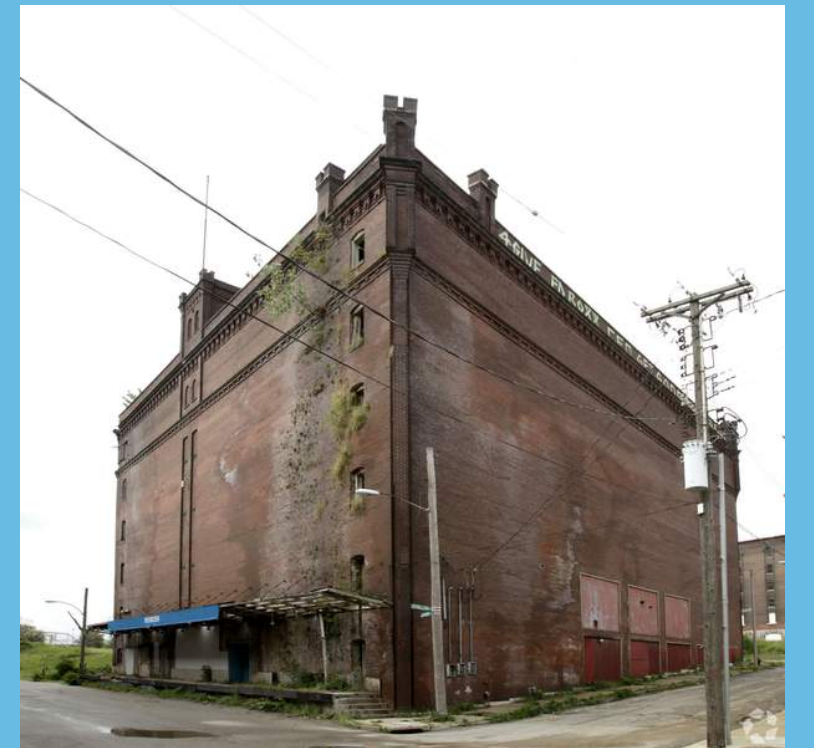


# Existing Conditions

William A. Kerr  
Foundation Building



Peerless Building



Brownfields



# Existing Conditions

Power Lines



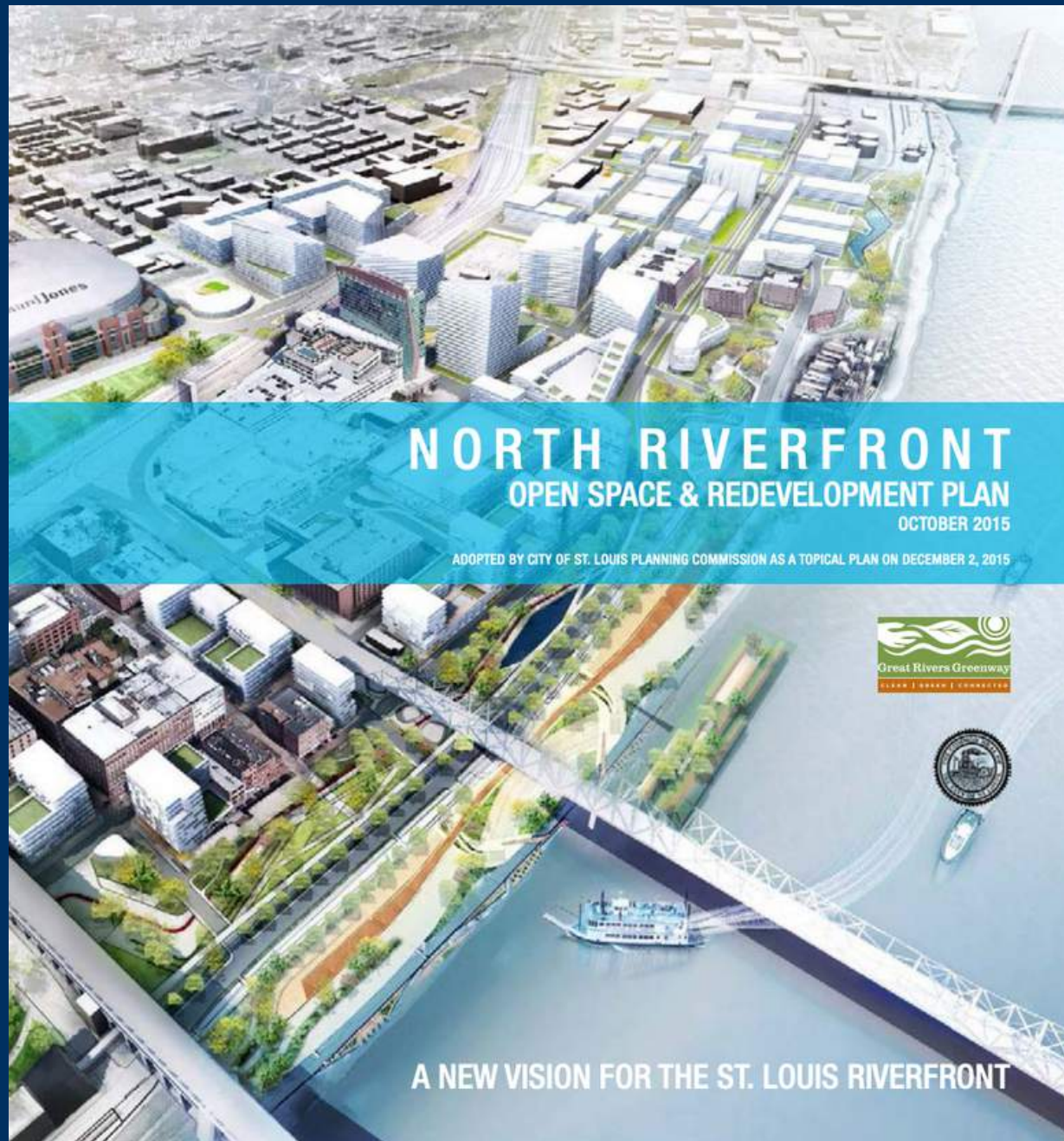
Rootwad Park



Floodwall







2015



2020

Our team spent extensive time reviewing official city action plans related to the Downtown and Near North Riverfront neighborhoods, anchoring our proposal in a desire to meet market demand and serve the demonstrated needs of the people of St. Louis





# PROPOSED REDEVELOPMENT

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# The Power District

## “Energizing St. Louis”

Drawing on the area’s unique industrial heritage - once being home to three concurrently-operating power buildings alone - and capitalizing on its enduring significance today, bringing new energy to the Near North Riverfront and the City of St. Louis

Community feedback and additional market research have revealed a common desire for a new mixed-use riverfront district, featuring residential, retail, dining, entertainment, fitness, connection to nature, access to the Mississippi River, and more

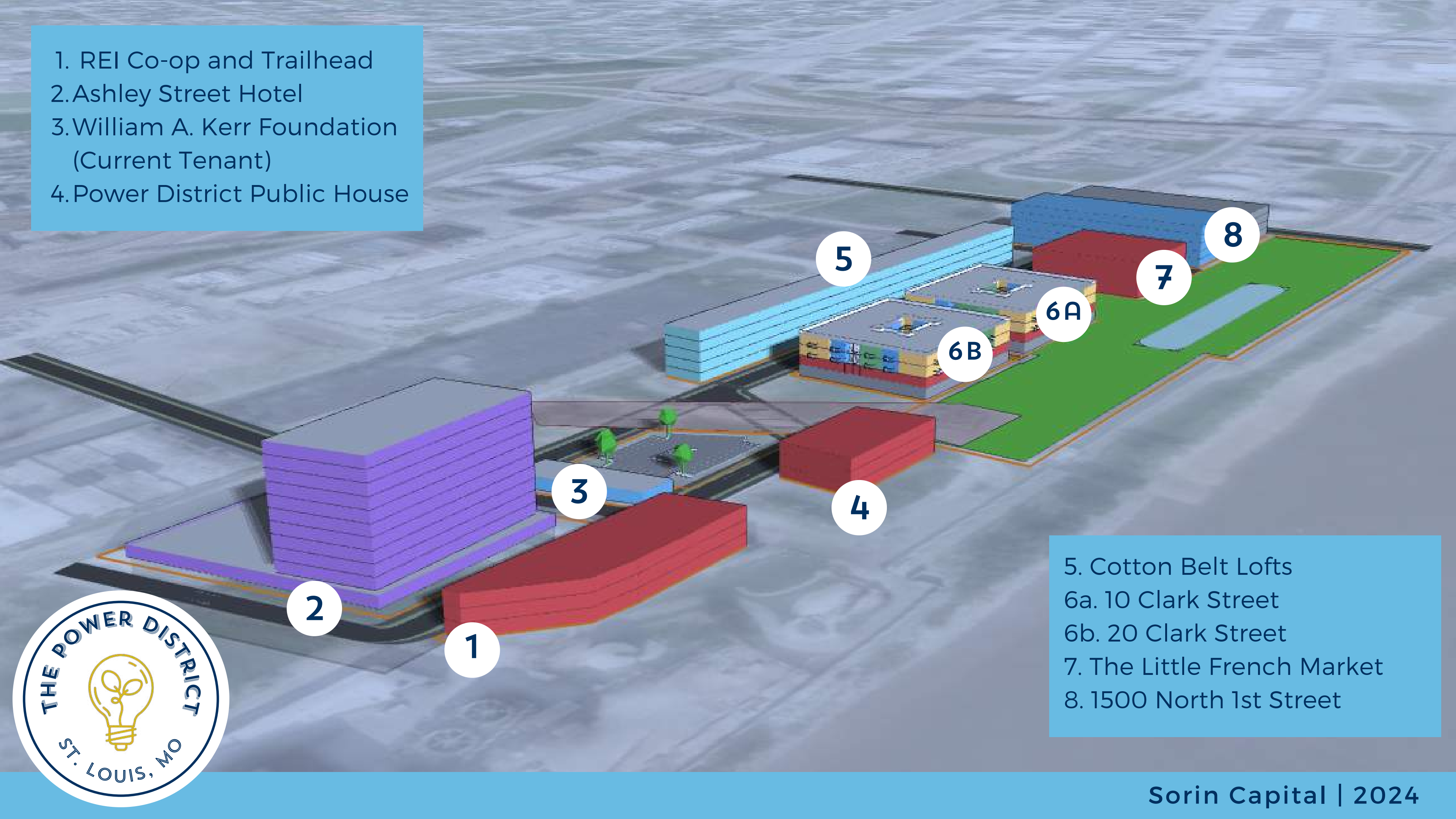
"This is the only opportunity St. Louis will ever get to have a true riverside residential district"  
- Anonymous, “North Riverfront Open Space and Redevelopment Plan”

*Developing a Destination, Nourishing a Neighborhood*





- 1. REI Co-op and Trailhead
- 2. Ashley Street Hotel
- 3. William A. Kerr Foundation (Current Tenant)
- 4. Power District Public House



- 5. Cotton Belt Lofts
- 6a. 10 Clark Street
- 6b. 20 Clark Street
- 7. The Little French Market
- 8. 1500 North 1st Street





REI Co-op in  
Denver, Colorado



# The Trailhead & REI Co-op

THE LACLEDE POWER BUILDING

## A Reinvigorated Trailhead

Preserve historic Laclede Power Company building, transforming it into a worthy home for a fitting tenant at the head of the St. Louis Riverfront Trail: REI Co-op

Bike shop and rest area inside REI for cyclists and others utilizing the trail

40,000 SF



Target Tenant



Great Rivers Greenway

Community Partner



# Ashley Street Hotel

## Exciting New Views of the City

Capitalize on post-COVID St. Louis hospitality resurgence, offering unparalleled new perspectives of the city for visiting guests

## Rooftop Restaurant and Bar

Dine and relax while enjoying stunning open-air views from St. Louis' northern riverfront: the perfect way to spend an evening out

11,750 Net SF & 26 Rooms Per Hotel Floor  
16,750 Total SF - Rooftop Bar  
402 Garage Parking Spaces



Potential Tenant





# Power District Public House

THE SONN SIGN BUILDING

## Industry Still Happens Here

Transform historic Sonn Sign Building into the Power District Public House: the perfect home for a craft brewery

## Railroad-Inspired Decor

Enjoy pints and pub eats in an outdoor dining area of re-purposed railcars, reflecting the local area's enduring industrial transit significance

**50,000 Total SF**



*Repurposed railcars at "Recess", Chicago*





# The Little French Market

## A Francophilic City

Create a food hall celebrating and exploring St. Louis' extensive French history through diverse food offerings... Bon appétit!

### 34,000 Rentable SF

*la Madeleine*  
FRENCH BAKERY & CAFÉ

Potential Tenant



Potential Tenant

*La Bonne!*  
BOUCHEE

Potential Tenant



# Cotton Belt Lofts

THE COTTON BELT FREIGHT DEPOT

## The Centerpiece of a Neighborhood

Repair and preserve this notorious National Register of Historic Places colossus, creating market-rate loft apartments as well as spaces for community learning and engagement

**Floor 1:** 8,000 SF Loft Amenities, 14,000 SF Retail / Other

**Floors 2-5:** 10 Loft Units Per Floor, 1,800 SF Each

CATALYST  
COFFEE BAR

Potential Tenant

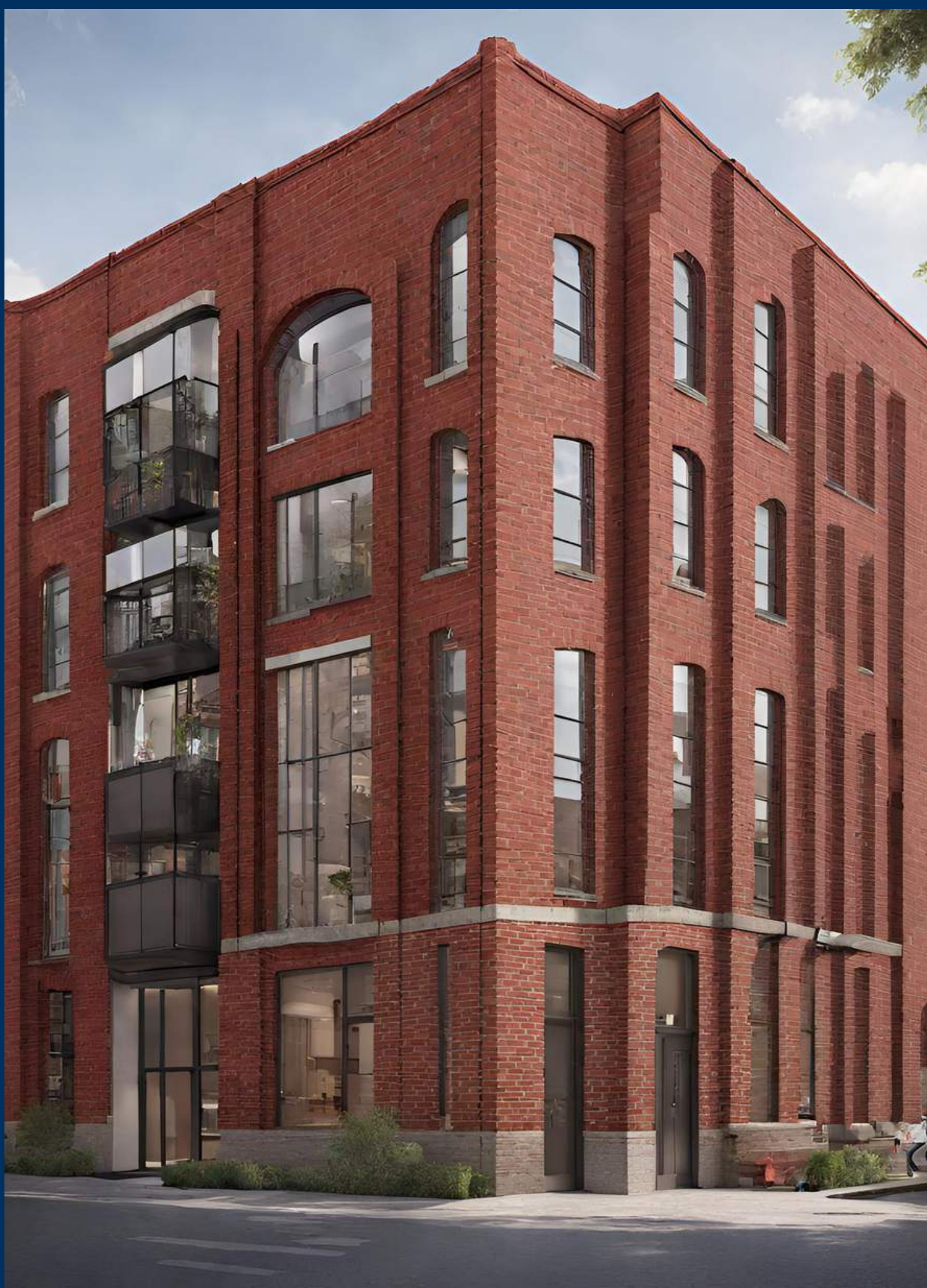
Near North  
Riverfront Visitor  
Center & Museum

Potential Tenant

Art  
Saint  
Louis

Potential Tenant





# 10 Clark Street & 20 Clark Street

## Creating a Community

Develop twin mixed-use buildings, featuring underground resident parking, exciting first floor retail offerings, and upper floor residential units

### 10 Clark Street

**Floor 1:** 25,000 SF Retail  
**Floors 2-4:** 100 Total Units  
**Underground:** 66 Parking Spaces

### 20 Clark Street

**Floor 1:** 25,000 SF Retail  
**Floors 2-4:** 100 Total Units  
**Underground:** 66 Parking Spaces



**Four muddy paws**  
the healthy pet market

Potential Tenant



Potential Tenant



Potential Tenant



# 1500 North 1st Street

## Energizing the Community

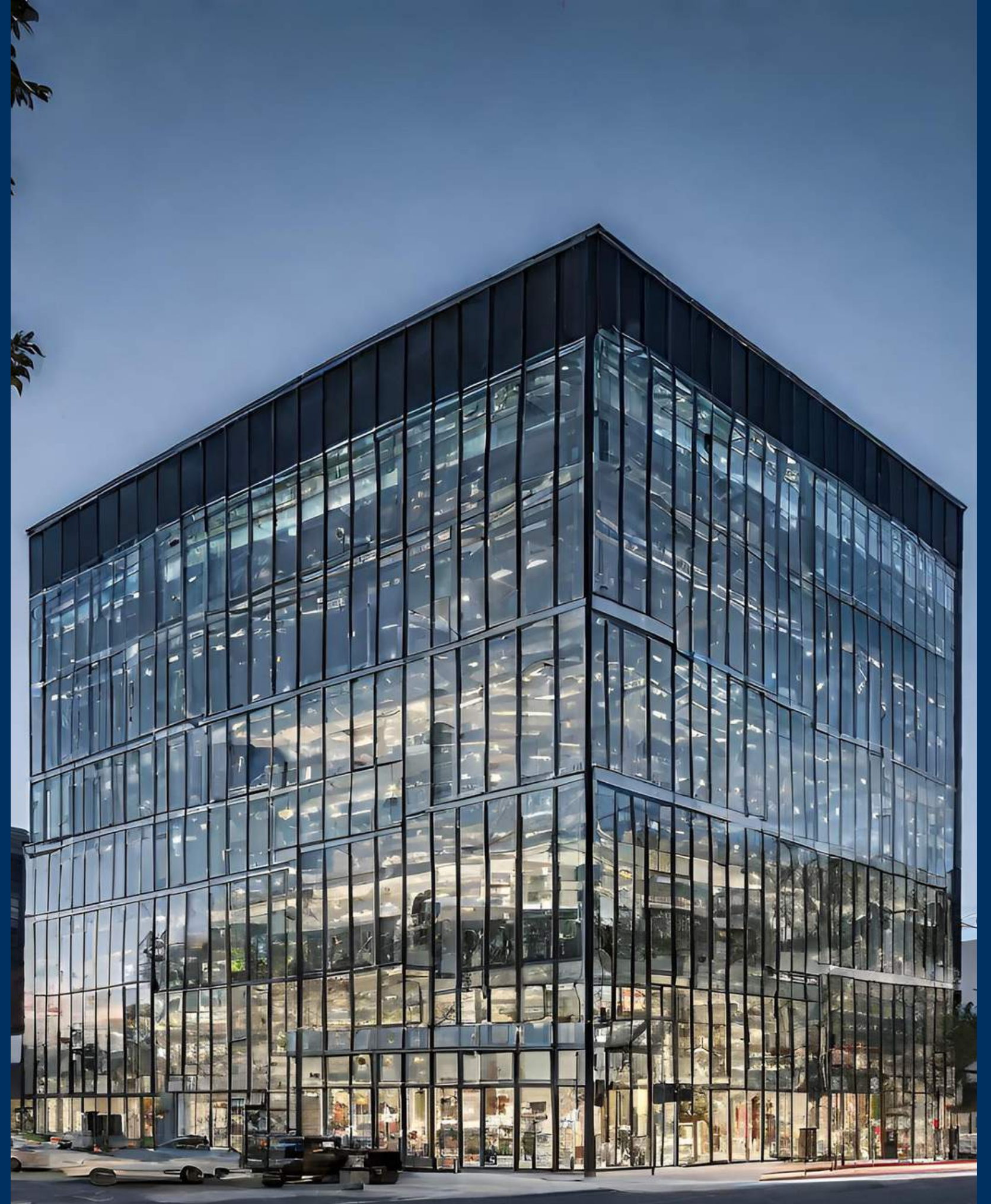
Anchor the north end of the site with a mixed-use development, nourishing the neighborhood with a grocery, fitness center, and co-work opportunities

**Floor 1:** 32,650 SF, Whole Foods Market

**Floors 2-4:** 97,950 SF, Equinox Fitness Club

**Floors 5:** 32,650 SF, ThriveCo Coworking Offices

**Garage:** 250 Parking Spaces



Potential Tenant



Potential Tenant



Potential Tenant





*Winter ice skating at Howard Park in South Bend, IN*



*A Great Rivers Greenway rendering of a riverside park*

PEDESTRIAN BRIDGE / BOARDWALK

CONSTRUCTED WETLAND

# The Park & The Plaza

## Prioritizing Public Space

Integral to the Power District will be a public plaza in front of the former Cotton Belt Freight Depot, bordered by the French Market and 10 Clark Street

## Protecting the Environment

Setting aside over 7 acres of green space for public use - including a beautified bike trail - both serving the community and a planet deeply in need

### ~7 Acres of Green Space



Great Rivers Greenway

Park Developer



# Riverfront Park Possibilities

## WETLAND CREATION

Create a series of wetlands accompanied by native plant species, bringing beauty to the park and sustainably collecting stormwater runoff

## CASSILLY SCULPTURE GARDEN

Potentially relocate Rootwad Park into a new sculpture garden bearing the artist's name in the heart of the Power District's new riverside park

## SUMMER WALKING, WINTER SKATING

Develop an elaborate walking path through the park for use by the public, converting into a unique ice skating attraction in the wintertime

## PUBLIC AMPITHEATER

Construct an amphitheater on the northern edge of the site, with the backdrop of the beautiful Stan Musial Bridge, for performances such as annual events Big Muddy Blues Festival and Artica



# Future Development Phases

## REMOVE POWER LINES AND PYLONS...

By working with Ameren Energy and the City of St. Louis through the St. Louis Rams settlement fund

## APPROXIMATELY 2 ACRES...

Of additional land would become open for development, completing the new mixed-use Power District neighborhood centering on Clark Street

# Zoning Analysis

## CURRENT ZONING

Zone “K” Unrestricted, however...

- Reverts to lower-density zones such as “F” and “G” for building height, side yard, and front yard standards
- Hotels permitted only as a conditional use - requires special approval
- “No building shall be hereafter erected, nor shall any existing building be converted... for dwelling purposes”

## FUTURE ZONING

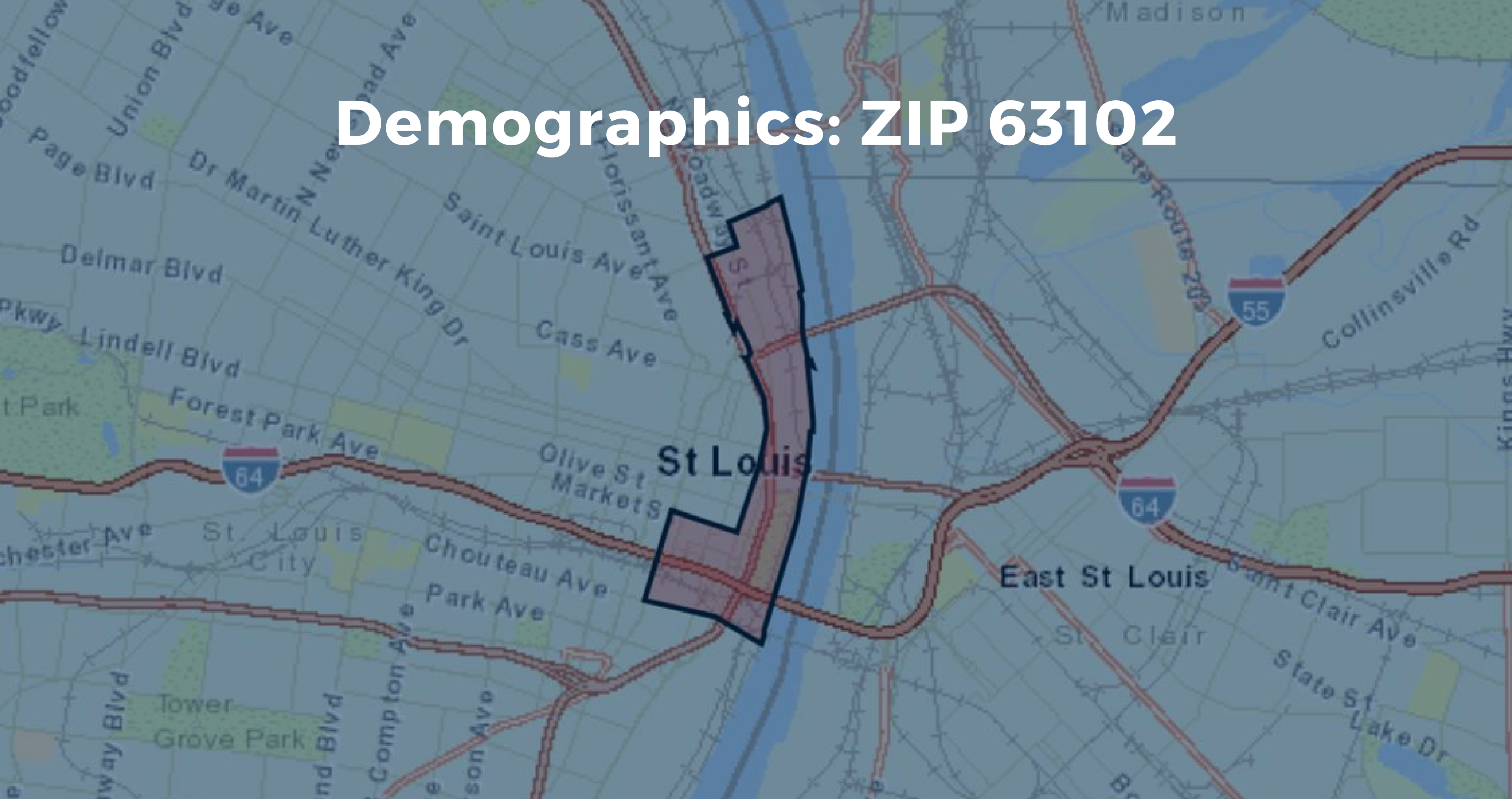
Option A: Seek variances for residential usage, side and front yard deviations, etc

Option B: Establish a “Planned Unit Development” (PUD) District or “Community Unit Plan” (CUP)

- Similar application process to that of a Conditional Use request anyways
- Establishes special “overlay” above current zoning regulations

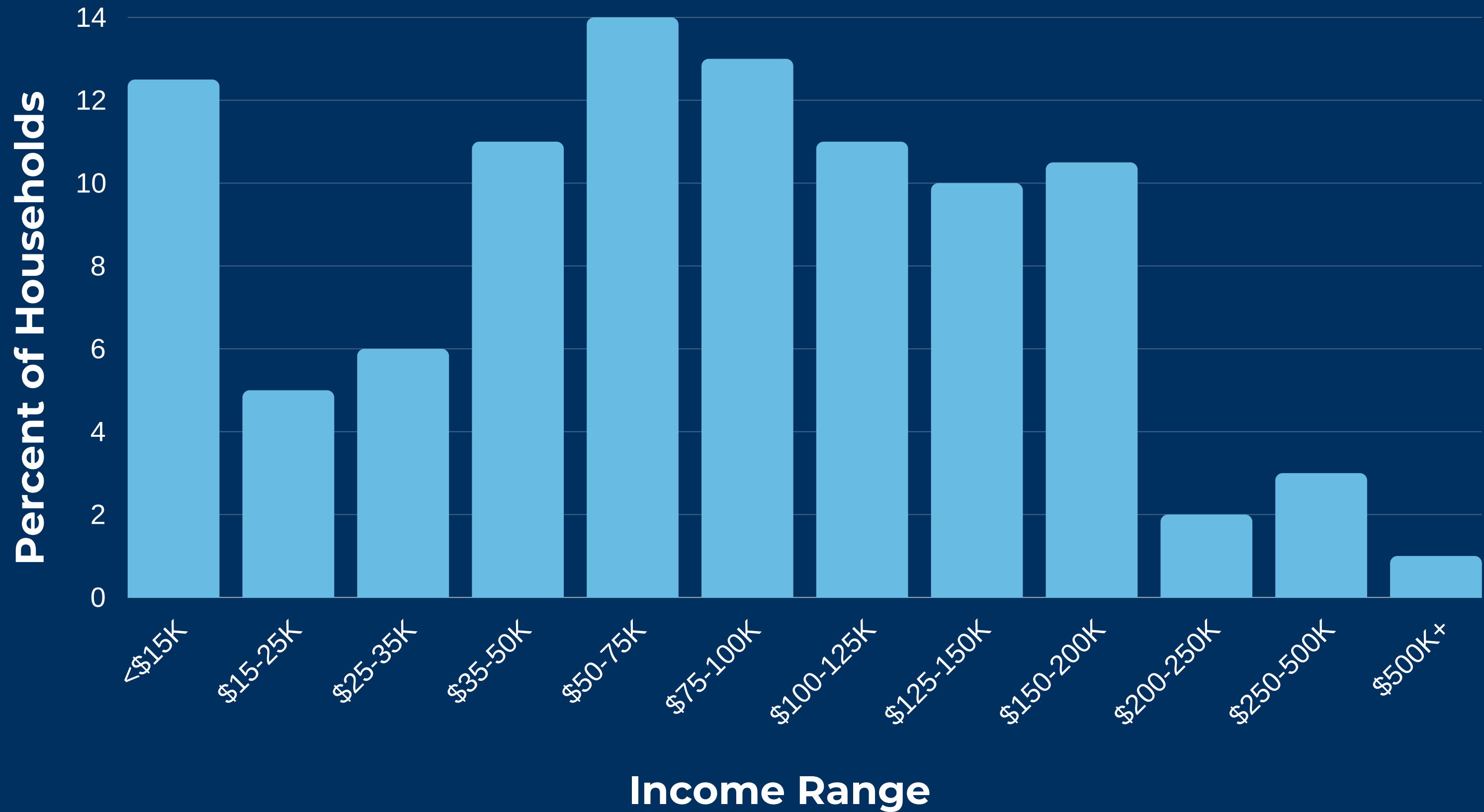


# Demographics: ZIP 63102





# Income

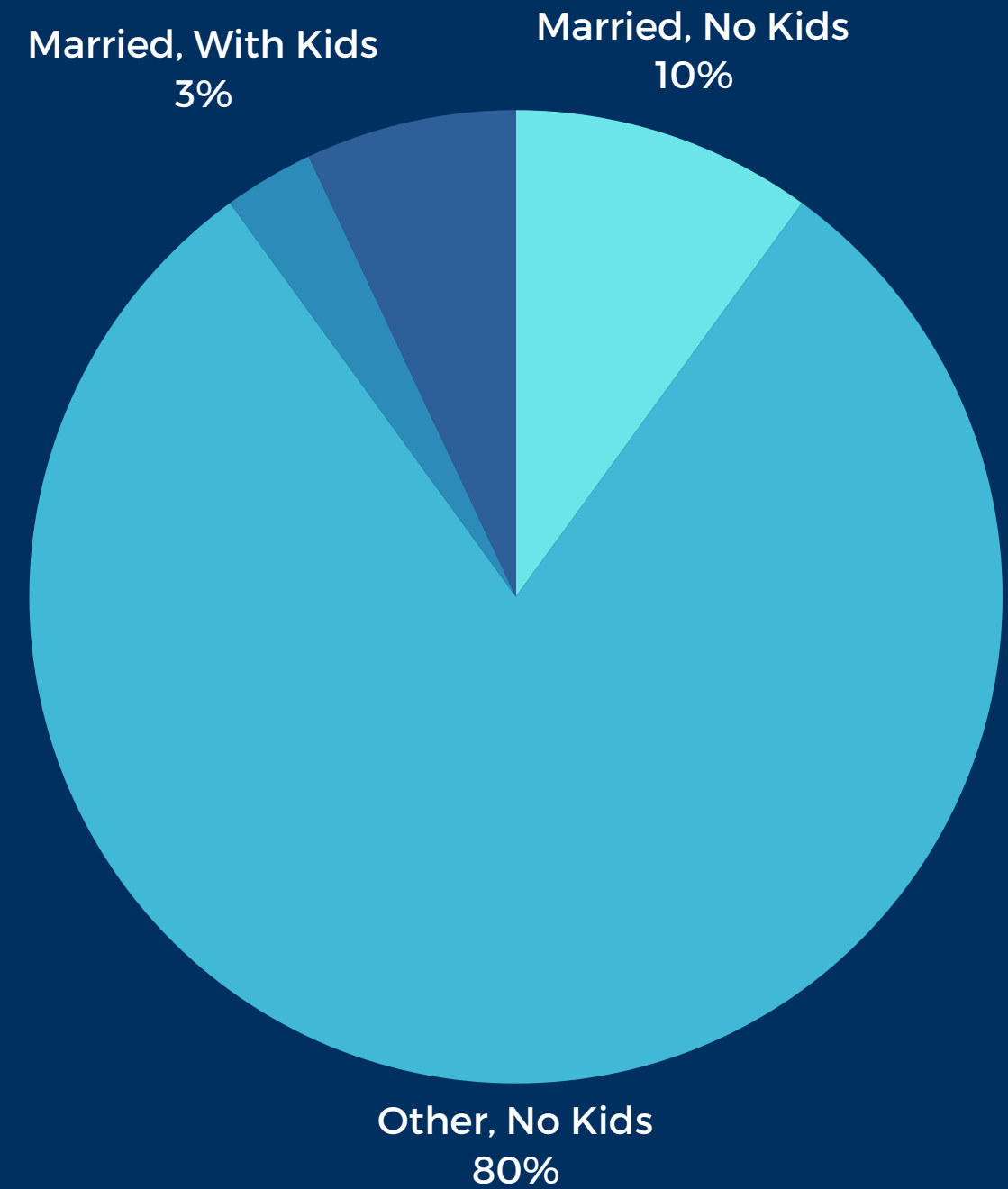
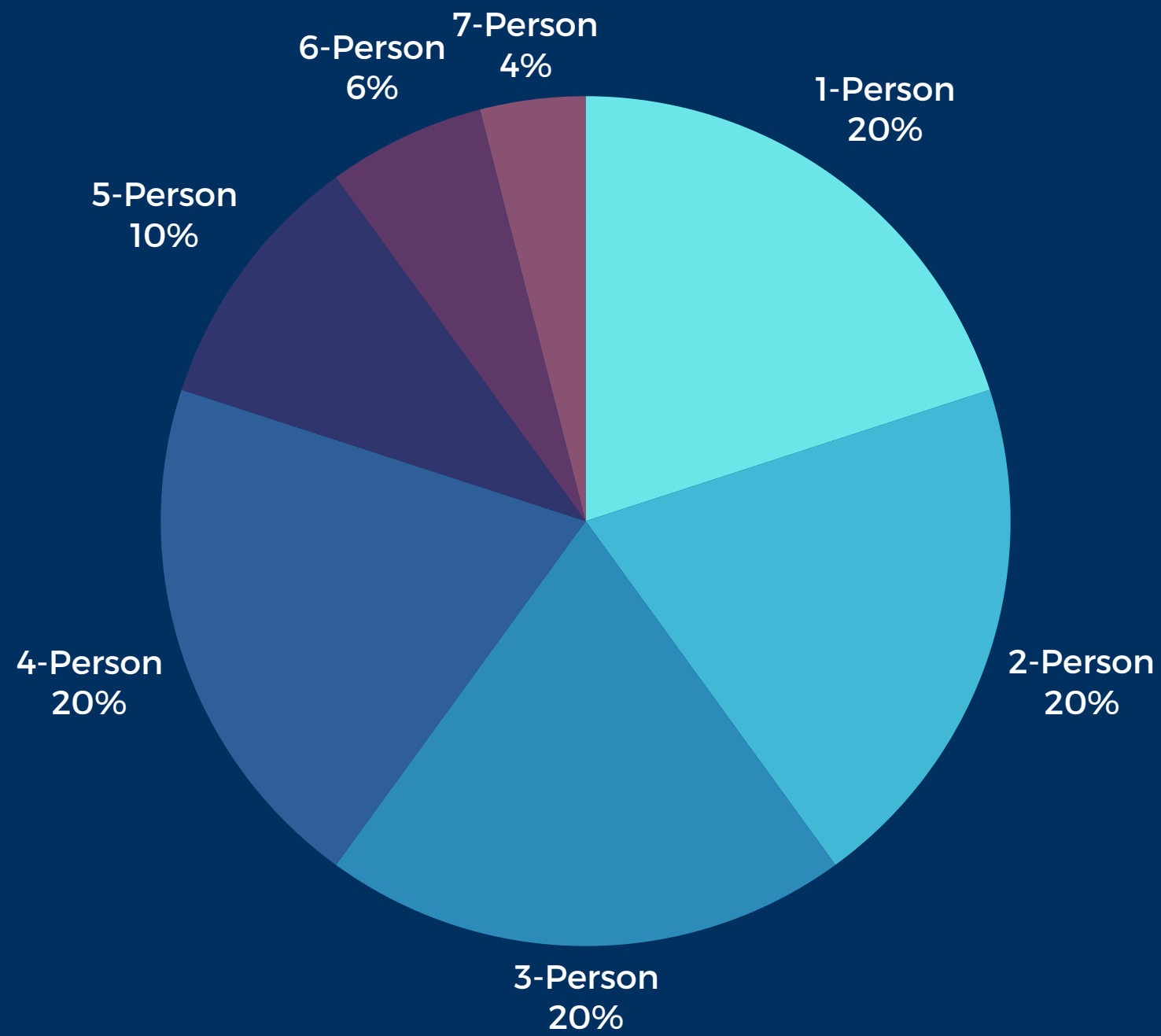






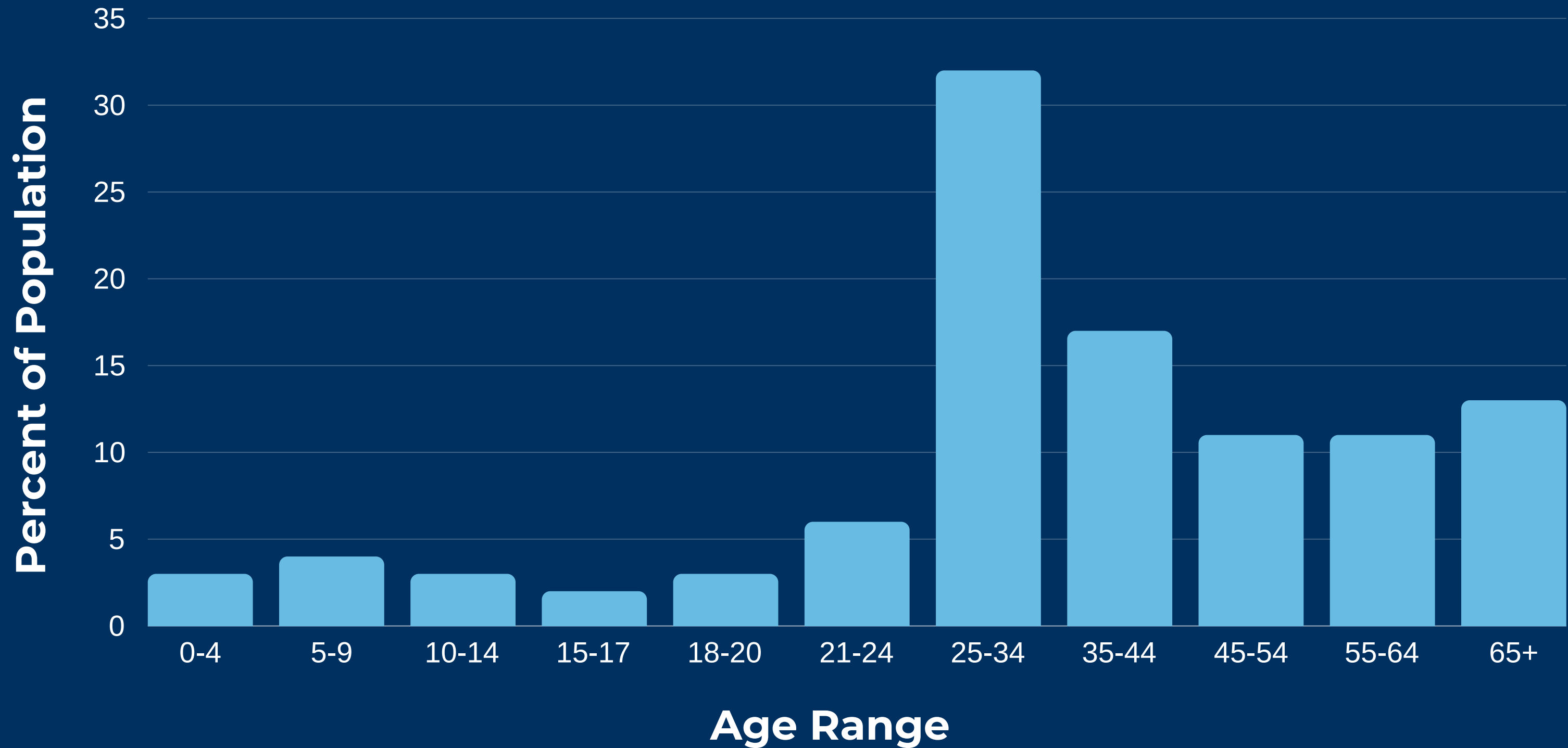


# Household Composition

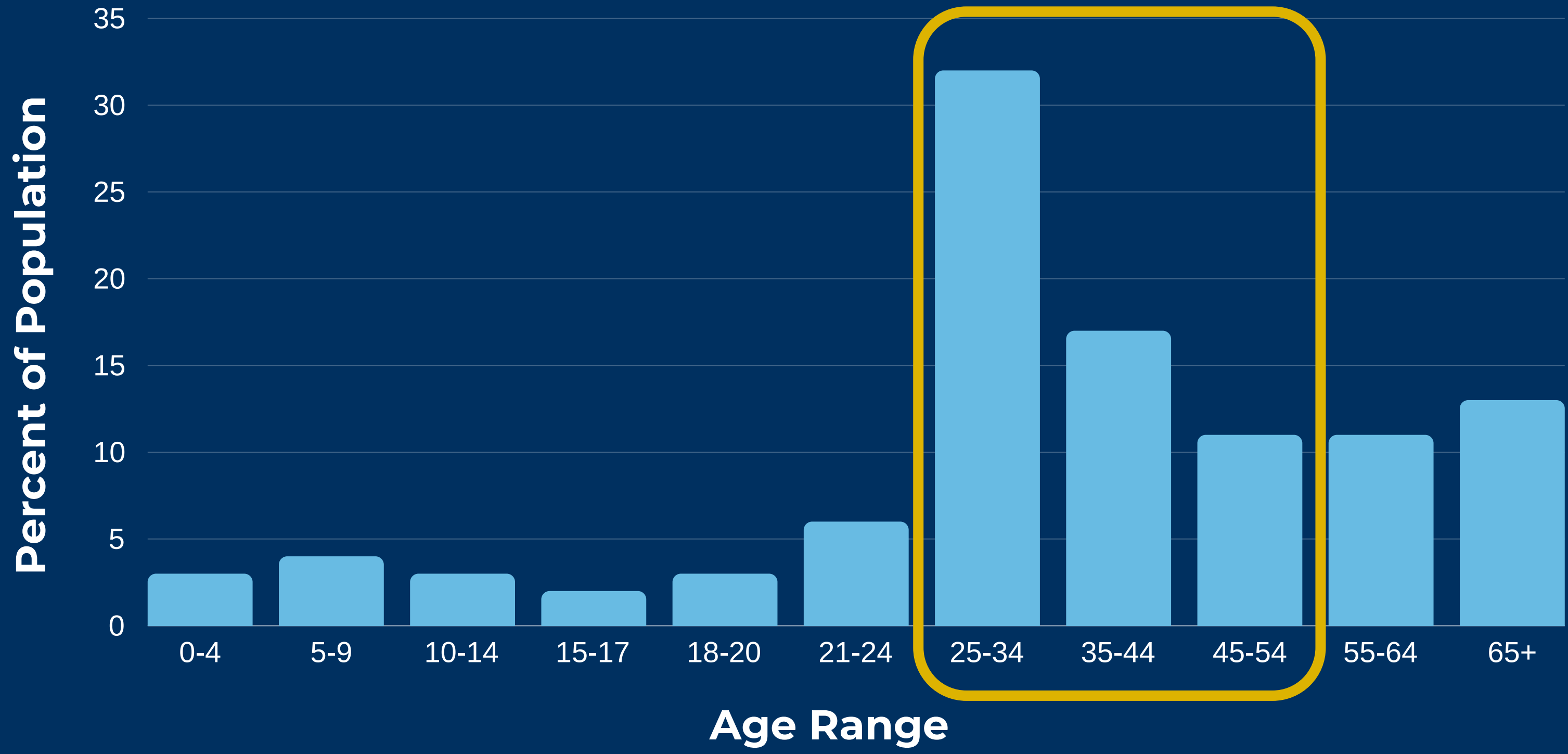




# Age Range

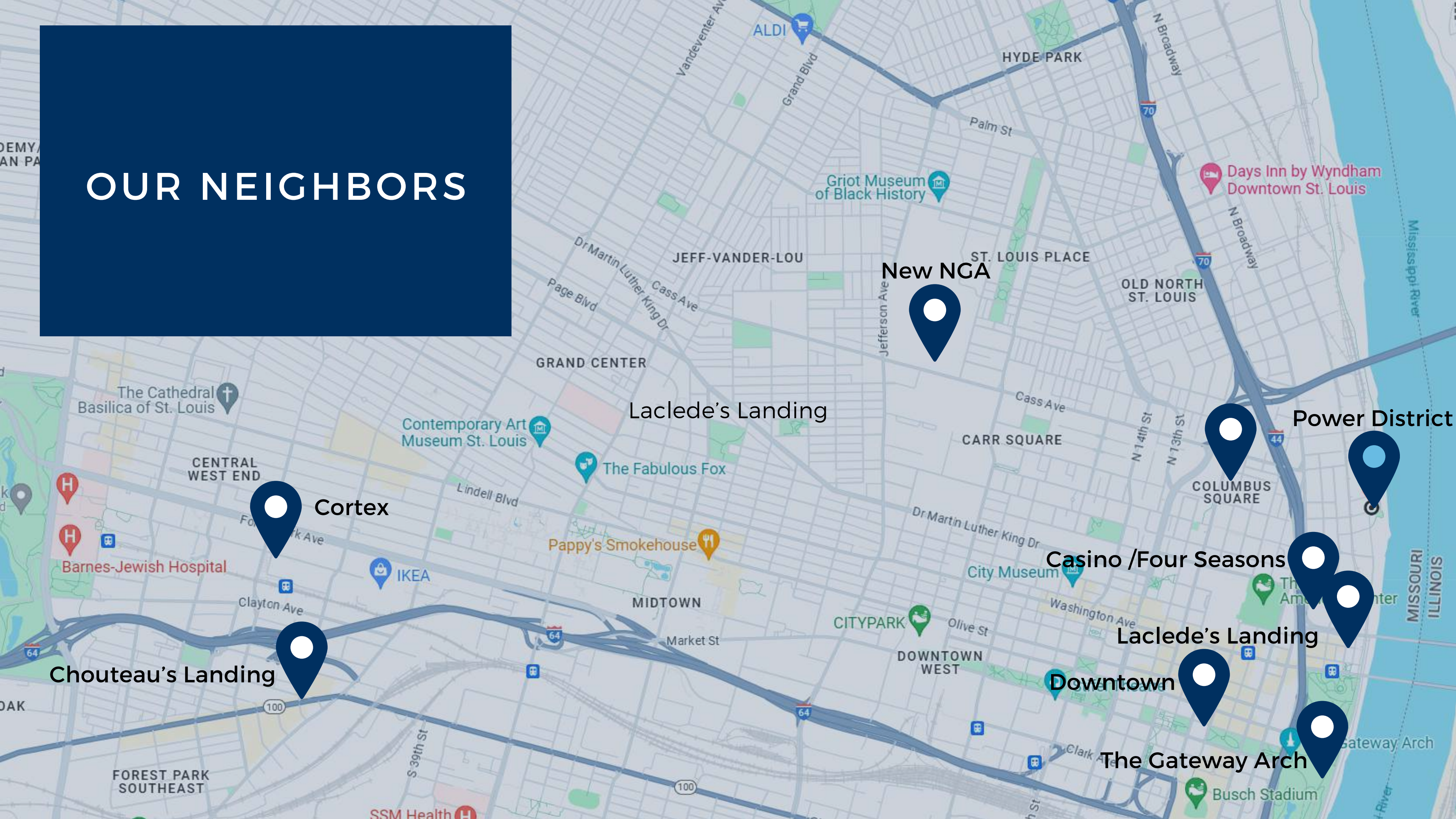








# OUR NEIGHBORS



New NGA

Laclede's Landing

Cortex

Chouteau's Landing

Casino / Four Seasons

Downtown

The Gateway Arch

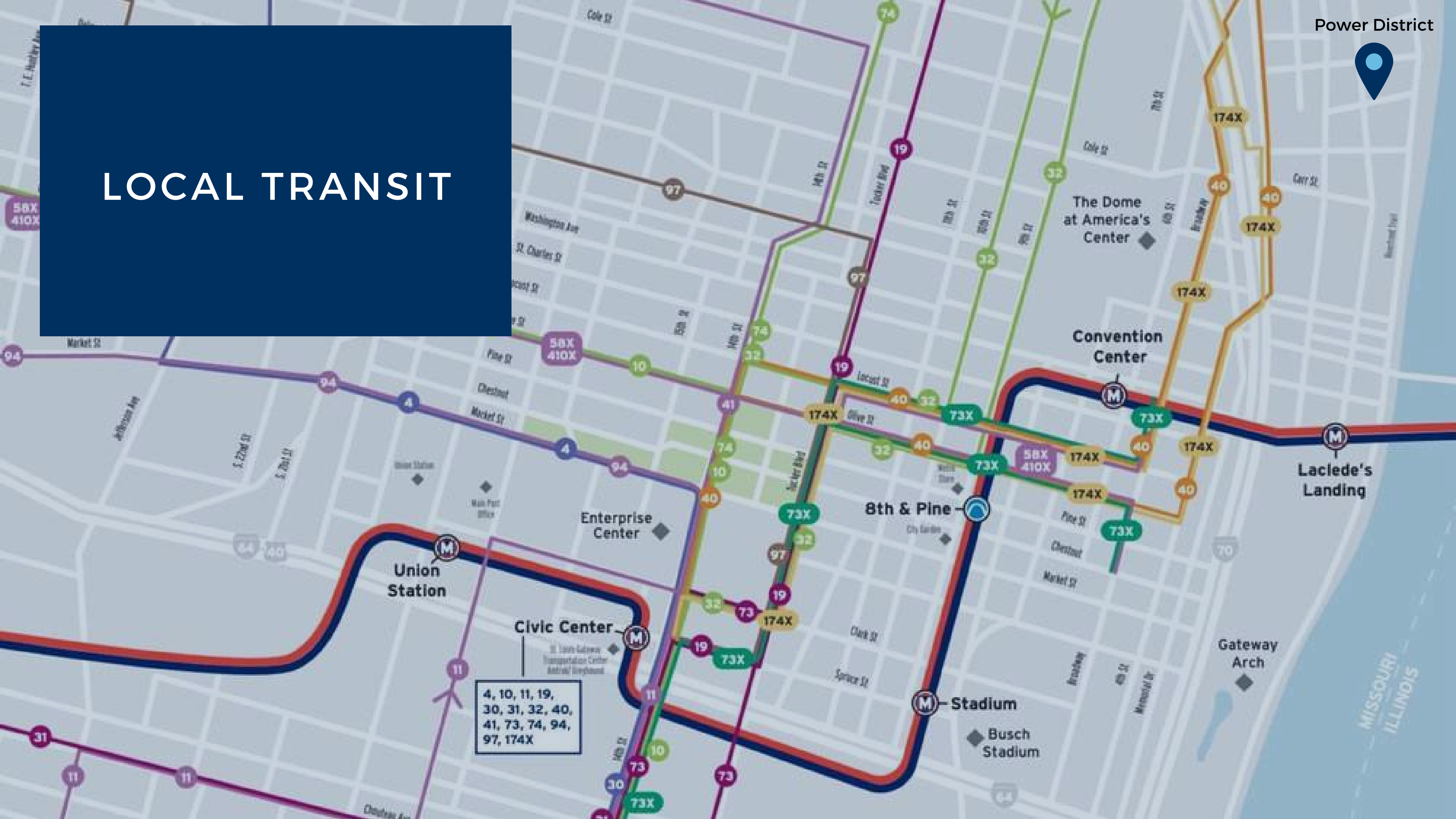
Power District

Laclede's Landing





# LOCAL TRANSIT



- 4, 10, 11, 19,
- 30, 31, 32, 40,
- 41, 73, 74, 94,
- 97, 174X



# SWOT Analysis

## STRENGTHS

- Transportation hub
- < 1 mi from The Gateway Arch
- Adjacent redevelopments
- Office clientele
- Trailhead

## WEAKNESSES

- Cut off from downtown
- Train tracks at entry points
- Power plant
- Power lines
- 2 brownfields

## OPPORTUNITIES

- Destination spot
- Historic sites
- New NGA HQ < 2 mi away
- Population growth
- Mitigated flood risk
- Flexible zoning

## THREATS

- Difficult market conditions
- Crime and political tensions
- New residential competition
- High salary workers leaving downtown

# Personas



**CHRIS**

IT Manager

Works for an IT firm with Cortex that won a contract with the NGA. New to St. Louis and wants to live downtown and meet other young people.



**BRIANA**

RN

Recently graduated from Wash U and is working in a local hospital. Health is a priority and she wants to have everything she needs when she comes home,



**EMILY**

Financial Advisor

Suburban mom in her early 30's who wants to go downtown for date night. When friends visit, she wants to show them The Gateway Arch and stay for the day.





# Welcome to The Power District

[READ MORE](#)

[EVENTS](#)

Energizing St. Louis



# FINANCING

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SORIN CAPITAL

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# Construction Timeline

**2024-2025:** Demolition of Peerless Building, environmental remediation, re-zoning application, historic rehabilitation and construction of new buildings commences, marketing of new neighborhood begins

**2025-2026:** New construction continues, historic preservation work concludes, marketing and leasing activities continue

**Late 2026/Early 2027 to 2038:** All buildings completed, marketing and leasing activities continue year after year

**2038:** End date, sell all assets

# 1. REI Co-op and Trailhead

Project Name	HEEF
Analyst	Sorin Capital
Address	305 McCourtney Hall Notre Dame, IN 46556
Date	5-Apr-24

Sources	14,303,811
<b>40.00% Equity</b>	<b>5,721,525</b>
10.00% Sponsor (GP)	572,152
90.00% Investor (LP)	5,149,372
<b>60.00% Debt</b>	<b>8,582,287</b>
100.00% Tranche 1	8,582,287
0.00% Tranche 2	
Uses	14,303,811
(1) Land & Related	200,000
(2) General & Administrative	340,000
(3) Development Charges & Municip	115,000
(4) Hard Cost Construction	13,482,000
(5) Soft Cost Construction	(234,848)
(6) Building Operations	165,000
(7) Finance Expenses	236,659
<b>Surplus/(Deficit)</b>	<b>-</b>

Schedule	Inputs
Purchase Date	Purchase_Date 1-Jan-25
Development Months	Dev_Mos 12
Commercial Operating Date (COD)	COD 1-Jan-26
Lease-Up Months	Lease_Up_Mos 10
Sale Date	Sale_Date 31-Dec-36

Permanent Facility (Loan Sizing)		
Take-Out Date	Take_Out_Date	1-Jan-27
Tranche 1 EoP Balance		8,109,895
Tranche 2 EoP Balance		-
<b>Total Take-Out (Existing Principal)</b>		<b>8,109,895</b>
<b>NOI @ Take-Out Month (Annualized)</b>		<b>818,795</b>
Permanent Loan Sizing Methodology		
<b>(1) DSCR Methodology</b>		
DSCR (Debt Service Coverage Ratio)		1.25
NOI DSCR Adjusted		655,036
U/W Loan		
Interest		4.00%
Amortization (Yrs)		30
DSCR Indicated Loan		11,433,726
<b>(2) LtV Methodology</b>		
Capitalization Rate (Loan Sizing)		7.50%
Property Value @ Take-Out Date		11,135,617
LtV Ratio		75%
LtV Indicated Loan		8,351,713
<b>Permanent Take-Out (Min(DSCR v LtV))</b>		<b>8,351,713</b>
<b>Perm Loan Sizing (Max(Existing Princ v Take-Out))</b>		<b>8,351,713</b>
<b>Total Take-Out (Existing Pricing)</b>		<b>8,109,895</b>
<b>Total Cash-Out</b>	<b>Cash_Out</b>	<b>241,818</b>

PV Operating	787,054	12.47%
PV Reversion	5,523,099	87.53%
<b>Total PV</b>	<b>6,310,153</b>	<b>100.00%</b>
CF <sub>0</sub>	(5,721,525)	
NPV	588,628	
IRR	8.94%	

Valuation		Inputs
Capitalization Rate	Cap_Rate	5.00%
Sales Expense	Sales_Exp	6.00%
Discount Rate	Discount_Rate	8.00%

Waterfall		Inputs
<b>Tier 1</b>		<b>8.00%</b>
Sponsor (GP)		10.00%
Investor (LP)		90.00%
<b>Tier 2</b>		<b>10.00%</b>
Sponsor (GP)		20.00%
Investor (LP)		80.00%
<b>Residual</b>		
Sponsor (GP) - Promote		40.00%
Sponsor (GP)		10.00%
Investor (LP)		90.00%

Performance		Results
<b>Project IRR</b>		<b>8.94%</b>
Profit		9,472,886
Multiple		3.66
DSCR (Min)		0.68
Cash-on-Cash (Min)		1.78%
<b>Sponsor (GP) IRR</b>		<b>9.80%</b>
% of Total Profits		11.57%
Multiple		2.91
<b>Investor (LP) IRR</b>		<b>8.84%</b>
% of Total Profits		88.43%
Multiple		2.63



# 2. Ashley Street Hotel

Project Name	HEEF
Analyst	Sorin Capital
Address	305 McCourtney Hall Notre Dame, IN 46556
Date	5-Apr-24

Sources	52,548,444
40.00% Equity	21,019,378
10.00% Sponsor (GP)	2,101,938
90.00% Investor (LP)	18,917,440
60.00% Debt	31,529,066
100.00% Tranche 1	31,529,066
0.00% Tranche 2	
Uses	52,548,444
(1) Land & Related	248,248
(2) General & Administrative	1,250,000
(3) Development Charges & Municip	465,000
(4) Hard Cost Construction	48,331,500
(5) Soft Cost Construction	1,040,322
(6) Building Operations	355,000
(7) Finance Expenses	858,374
Surplus/(Deficit)	(0)

Schedule	Inputs
Purchase Date	Purchase_Date 1-Jan-25
Development Months	Dev_Mos 12
Commercial Operating Date (COD)	COD 1-Jan-26
Lease-Up Months	Lease_Up_Mos 10
Sale Date	Sale_Date 31-Dec-36

Permanent Facility (Loan Sizing)		
Take-Out Date	Take_Out_Date	1-Jan-27
Tranche 1 EoP Balance		29,793,623
Tranche 2 EoP Balance		-
<b>Total Take-Out (Existing Principal)</b>		<b>29,793,623</b>
<b>NOI @ Take-Out Month (Annualized)</b>		<b>9,444,575</b>
Permanent Loan Sizing Methodology		
(1) DSCR Methodology		
DSCR (Debt Service Coverage Ratio)		1.25
NOI DSCR Adjusted		7,555,660
U/W Loan		
Interest		4.00%
Amortization (Yrs)		30
DSCR Indicated Loan		131,884,826
(2) LtV Methodology		
Capitalization Rate (Loan Sizing)		7.50%
Property Value @ Take-Out Date		128,446,219
LtV Ratio		75%
LtV Indicated Loan		96,334,664
<b>Permanent Take-Out (Min(DSCR v LtV))</b>		<b>96,334,664</b>
<b>Perm Loan Sizing (Max(Existing Princ v Take-Out))</b>		<b>96,334,664</b>
<b>Total Take-Out (Existing Pricing)</b>		<b>29,793,623</b>
<b>Total Cash-Out</b>	<b>Cash_Out</b>	<b>66,541,041</b>

PV Operating	14,624,882	11.02%
PV Reversion	118,051,052	88.98%
<b>Total PV</b>	<b>132,675,934</b>	<b>100.00%</b>
CF <sub>0</sub>	(21,019,378)	
NPV	111,656,556	
IRR	82.43%	

Valuation		Inputs
Capitalization Rate	Cap_Rate	5.00%
Sales Expense	Sales_Exp	6.00%
Discount Rate	Discount_Rate	8.00%

Waterfall		Inputs
<b>Tier 1</b>		<b>8.00%</b>
Sponsor (GP)		10.00%
Investor (LP)		90.00%
<b>Tier 2</b>		<b>10.00%</b>
Sponsor (GP)		20.00%
Investor (LP)		80.00%
<b>Residual</b>		
Sponsor (GP) - Promote		40.00%
Sponsor (GP)		10.00%
Investor (LP)		90.00%

Performance	Results
<b>Project IRR</b>	<b>82.43%</b>
Profit	224,325,543
Multiple	12.67
DSCR (Min)	1.14
Cash-on-Cash (Min)	5.60%
<b>Sponsor (GP) IRR</b>	<b>220.63%</b>
% of Total Profits	45.32%
Multipile	49.36
<b>Investor (LP) IRR</b>	<b>59.39%</b>
% of Total Profits	54.68%
Multiple	7.48

# 3. William A. Kerr Foundation

<b>Project Name</b>	HEEF
<b>Analyst</b>	Sorin Capital
<b>Address</b>	305 McCourtney Hall Notre Dame, IN 46556
<b>Date</b>	5-Apr-24

Sources	189,357
<b>40.00% Equity</b>	<b>75,743</b>
10.00% Sponsor (GP)	7,574
30.00% Investor (LP)	68,168
<b>60.00% Debt</b>	<b>113,614</b>
100.00% Tranche 1	113,614
0.00% Tranche 2	
<b>Uses</b>	<b>189,357</b>
(1) Land & Related	90,000
(2) General & Administrative	17,500
(3) Development Charges & Mu	17,000
(4) Hard Cost Construction	92,925
(5) Soft Cost Construction	(38,185)
(6) Building Operations	5,500
(7) Finance Expenses	4,617
<b>Surplus/(Deficit)</b>	<b>0</b>

Schedule	Inputs
Purchase Date	Purchase_Dat: 1-Jan-25
Development Months	Dev_Mos: 12
Commercial Operating Date (C/OOD)	1-Jan-26
Lease-Up Months	Lease_Up_Mo: 10
Sale Date	Sale_Date: 31-Dec-36

Permanent Facility (Loan Sizing)		
Take-Out Date	Take_Out_Dat	1-Jan-27
Tranche 1 EoP Balance		107,360
Tranche 2 EoP Balance		-
<b>Total Take-Out (Existing Principal)</b>		<b>107,360</b>
<b>NOI @ Take-Out Month (Annualized)</b>		<b>23,489</b>
Permanent Loan Sizing Methodology		
<b>(1) DSCR Methodology</b>		
DSCR (Debt Service Coverage Ratio)		1.25
NOI DSCR Adjusted		18,791
U/W Loan		
Interest		4.00%
Amortization (Yrs)		30
DSCR Indicated Loan		328,005
<b>(2) LtV Methodology</b>		
Capitalization Rate (Loan Sizing)		7.50%
Property Value @ Take-Out Date		319,453
LtV Ratio		75%
LtV Indicated Loan		239,590
<b>Permanent Take-Out (Min(DSCR v LtV))</b>		<b>239,590</b>
<b>Perm Loan Sizing (Max(Existing Princ v</b>		<b>239,590</b>
<b>Total Take-Out (Existing Pricing)</b>		<b>107,360</b>
<b>Total Cash-Out</b>	<b>Cash_Out</b>	<b>132,229</b>

PV Operating	30,318	10.28%
PV Reversion	264,651	89.72%
<b>Total PV</b>	<b>294,969</b>	<b>100.00%</b>
CF <sub>0</sub>	(75,743)	
NPV	219,227	
IRR	41.81%	

Valuation		Inputs
Capitalization Rate	Cap_Rate	5.00%
Sales Expense	Sales_Exp	6.00%
Discount Rate	Discount_Rate	8.00%

Waterfall		Inputs
<b>Tier 1</b>		<b>8.00%</b>
Sponsor (GP)		10.00%
Investor (LP)		90.00%
<b>Tier 2</b>		<b>10.00%</b>
Sponsor (GP)		20.00%
Investor (LP)		80.00%
<b>Residual</b>		
Sponsor (GP) - Promote		40.00%
Sponsor (GP)		10.00%
Investor (LP)		90.00%

Performance	Results
<b>Project IRR</b>	<b>41.81%</b>
Profit	492,640
Multiple	8.50
DSCR (Min)	1.14
Cash-on-Cash (Min)	3.05%
<b>Sponsor (GP) IRR</b>	<b>97.65%</b>
% of Total Profits	44.84%
Multiple	30.17
<b>Investor (LP) IRR</b>	<b>33.40%</b>
% of Total Profits	55.16%
Multiple	4.99



# 4. Power District Public House

Project Name	HEEF
Analyst	Sorin Capital
Address	305 McCourtney Hall Notre Dame, IN 46556
Date	5-Apr-24

Sources	14,303,811
<b>40.00% Equity</b>	<b>5,721,525</b>
10.00% Sponsor (GP)	572,152
90.00% Investor (LP)	5,149,372
<b>60.00% Debt</b>	<b>8,582,287</b>
100.00% Tranche 1	8,582,287
0.00% Tranche 2	
<b>Uses</b>	<b>14,303,811</b>
(1) Land & Related	200,000
(2) General & Administrative	340,000
(3) Development Charges & Municip	115,000
(4) Hard Cost Construction	13,482,000
(5) Soft Cost Construction	(234,848)
(6) Building Operations	165,000
(7) Finance Expenses	236,659
<b>Surplus/(Deficit)</b>	<b>-</b>

Schedule	Inputs
Purchase Date	Purchase_Date 1-Jan-25
Development Months	Dev_Mos 12
Commercial Operating Date (COD)	COD 1-Jan-26
Lease-Up Months	Lease_Up_Mos 10
Sale Date	Sale_Date 31-Dec-36

Permanent Facility (Loan Sizing)		
Take-Out Date	Take_Out_Date	1-Jan-27
Tranche 1 EoP Balance		8,109,895
Tranche 2 EoP Balance		-
<b>Total Take-Out (Existing Principal)</b>		<b>8,109,895</b>
<b>NOI @ Take-Out Month (Annualized)</b>		<b>1,036,820</b>
Permanent Loan Sizing Methodology		
<b>(1) DSCR Methodology</b>		
DSCR (Debt Service Coverage Ratio)		1.25
NOI DSCR Adjusted		829,456
U/W Loan		
Interest		4.00%
Amortization (Yrs)		30
DSCR Indicated Loan		14,478,245
<b>(2) LtV Methodology</b>		
Capitalization Rate (Loan Sizing)		7.50%
Property Value @ Take-Out Date		14,100,757
LtV Ratio		75%
LtV Indicated Loan		10,575,568
<b>Permanent Take-Out (Min(DSCR v LtV))</b>		<b>10,575,568</b>
<b>Perm Loan Sizing (Max(Existing Princ v Take-Out))</b>		<b>10,575,568</b>
<b>Total Take-Out (Existing Pricing)</b>		<b>8,109,895</b>
<b>Total Cash-Out</b>	<b>Cash_Out</b>	<b>2,465,673</b>

PV Operating	1,176,542	11.75%
PV Reversion	8,834,670	88.25%
<b>Total PV</b>	<b>10,011,212</b>	<b>100.00%</b>
CF <sub>0</sub>	(5,721,525)	
NPV	4,289,687	
IRR	15.04%	

Valuation		Inputs
Capitalization Rate	Cap_Rate	5.00%
Sales Expense	Sales_Exp	6.00%
Discount Rate	Discount_Rate	8.00%

Waterfall		Inputs
<b>Tier 1</b>		<b>8.00%</b>
Sponsor (GP)		10.00%
Investor (LP)		90.00%
<b>Tier 2</b>		<b>10.00%</b>
Sponsor (GP)		20.00%
Investor (LP)		80.00%
<b>Residual</b>		
Sponsor (GP) - Promote		40.00%
Sponsor (GP)		10.00%
Investor (LP)		90.00%

Performance	Results
<b>Project IRR</b>	<b>15.04%</b>
Profit	15,884,057
Multiple	4.78
DSCR (Min)	0.86
Cash-on-Cash (Min)	1.74%
<b>Sponsor (GP) IRR</b>	<b>24.12%</b>
% of Total Profits	30.80%
Multipile	9.55
<b>Investor (LP) IRR</b>	<b>13.21%</b>
% of Total Profits	69.20%
Multiple	3.13

# 5. Cotton Belt Lofts

Project Name	HEEF
Analyst	Sorin Capital
Address	305 McCourtney Hall Notre Dame, IN 46556
Date	5-Apr-24

<b>Sources</b>	<b>39,202,816</b>
<b>40.00% Equity</b>	<b>15,681,127</b>
10.00% Sponsor (GP)	1,568,113
90.00% Investor (LP)	14,113,014
<b>60.00% Debt</b>	<b>23,521,690</b>
100.00% Tranche 1	23,521,690
0.00% Tranche 2	
<b>Uses</b>	<b>39,202,816</b>
(1) Land & Related	136,064
(2) General & Administrative	725,000
(3) Development Charges & Municip	220,000
(4) Hard Cost Construction	40,388,250
(5) Soft Cost Construction	(3,135,863)
(6) Building Operations	210,000
(7) Finance Expenses	659,365
<b>Surplus/(Deficit)</b>	<b>-</b>

Schedule	Inputs
Purchase Date	Purchase_Date 1-Jan-25
Development Months	Dev_Mos 12
Commercial Operating Date (COD)	COD 1-Jan-26
Lease-Up Months	Lease_Up_Mos 10
Sale Date	Sale_Date 31-Dec-36

Permanent Facility (Loan Sizing)		
Take-Out Date	Take_Out_Date	1-Jan-27
Tranche 1 EoP Balance		22,226,994
Tranche 2 EoP Balance		-
<b>Total Take-Out (Existing Principal)</b>		<b>22,226,994</b>
<b>NOI @ Take-Out Month (Annualized)</b>		<b>1,860,042</b>
Permanent Loan Sizing Methodology		
<b>(1) DSCR Methodology</b>		
DSCR (Debt Service Coverage Ratio)		1.25
NOI DSCR Adjusted		1,488,033
U/W Loan		
Interest		4.00%
Amortization (Yrs)		30
DSCR Indicated Loan		25,973,775
<b>(2) LtV Methodology</b>		
Capitalization Rate (Loan Sizing)		7.50%
Property Value @ Take-Out Date		25,296,566
LtV Ratio		75%
LtV Indicated Loan		18,972,425
<b>Permanent Take-Out (Min(DSCR v LtV))</b>		<b>18,972,425</b>
<b>Perm Loan Sizing (Max(Existing Princ v Take-Out))</b>		<b>22,226,994</b>
<b>Total Take-Out (Existing Pricing)</b>		<b>22,226,994</b>
<b>Total Cash-Out</b>	<b>Cash_Out</b>	<b>-</b>

PV Operating	(162,891)	-1.47%
PV Reversion	11,250,568	101.47%
<b>Total PV</b>	<b>11,087,677</b>	<b>100.00%</b>
CF <sub>0</sub>	(15,681,127)	
NPV	(4,593,450)	
IRR	5.05%	

Valuation	Inputs
Capitalization Rate	Cap_Rate 5.00%
Sales Expense	Sales_Exp 6.00%
Discount Rate	Discount_Rate 8.00%

Waterfall	Inputs
<b>Tier 1</b>	<b>8.00%</b>
Sponsor (GP)	10.00%
Investor (LP)	90.00%
<b>Tier 2</b>	<b>10.00%</b>
Sponsor (GP)	20.00%
Investor (LP)	80.00%
<b>Residual</b>	
Sponsor (GP) - Promote	40.00%
Sponsor (GP)	10.00%
Investor (LP)	90.00%

Performance	Results
<b>Project IRR</b>	<b>5.05%</b>
Profit	13,085,527
Multiple	2.83
DSCR (Min)	0.57
Cash-on-Cash (Min)	0.07%
<b>Sponsor (GP) IRR</b>	<b>5.05%</b>
% of Total Profits	10.00%
Multiple	1.83
<b>Investor (LP) IRR</b>	<b>5.05%</b>
% of Total Profits	90.00%
Multiple	1.83



# 6a. 10 Clark Street

Project Name	HEEF
Analyst	Sorin Capital
Address	305 McCourtney Hall Notre Dame, IN 46556
Date	5-Apr-24

Sources	20,200,598
<b>40.00% Equity</b>	<b>8,080,239</b>
10.00% Sponsor (GP)	808,024
90.00% Investor (LP)	7,272,215
<b>60.00% Debt</b>	<b>12,120,359</b>
100.00% Tranche 1	12,120,359
0.00% Tranche 2	
Uses	20,200,598
(1) Land & Related	136,064
(2) General & Administrative	340,000
(3) Development Charges & Munic	115,000
(4) Hard Cost Construction	15,844,500
(5) Soft Cost Construction	3,281,940
(6) Building Operations	165,000
(7) Finance Expenses	318,094
Surplus/(Deficit)	-

Schedule	Inputs
Purchase Date	Purchase_Date 1-Jan-25
Development Months	Dev_Mos 12
Commercial Operating Date (COD)	COD 1-Jan-26
Lease-Up Months	Lease_Up_Mos 10
Sale Date	Sale_Date 31-Dec-36

Permanent Facility (Loan Sizing)		
Take-Out Date	Take_Out_Date	1-Jan-27
Tranche 1 EoP Balance		11,453,222
Tranche 2 EoP Balance		-
<b>Total Take-Out (Existing Principal)</b>		<b>11,453,222</b>
<b>NOI @ Take-Out Month (Annualized)</b>		<b>2,314,366</b>
Permanent Loan Sizing Methodology		
(1) DSCR Methodology		
DSCR (Debt Service Coverage Ratio)		1.25
NOI DSCR Adjusted		1,851,493
U/W Loan		
Interest		4.00%
Amortization (Yrs)		30
DSCR Indicated Loan		32,317,996
(2) LtV Methodology		
Capitalization Rate (Loan Sizing)		7.50%
Property Value @ Take-Out Date		31,475,375
LtV Ratio		75%
LtV Indicated Loan		23,606,531
<b>Permanent Take-Out (Min(DSCR v LtV))</b>		<b>23,606,531</b>
<b>Perm Loan Sizing (Max(Existing Princ v Take-Out))</b>		<b>23,606,531</b>
<b>Total Take-Out (Existing Pricing)</b>		<b>11,453,222</b>
<b>Total Cash-Out</b>	<b>Cash_Out</b>	<b>12,153,309</b>

PV Operating	3,354,941	10.93%
PV Reversion	27,331,246	89.07%
<b>Total PV</b>	<b>30,686,187</b>	<b>100.00%</b>
CF <sub>0</sub>	(6,470,114)	
NPV	24,216,073	
IRR	56.15%	

Valuation		Inputs
Capitalization Rate	Cap_Rate	5.00%
Sales Expense	Sales_Exp	6.00%
Discount Rate	Discount_Rate	8.00%

Waterfall		Inputs
<b>Tier 1</b>		<b>8.00%</b>
Sponsor (GP)		10.00%
Investor (LP)		90.00%
<b>Tier 2</b>		<b>10.00%</b>
Sponsor (GP)		20.00%
Investor (LP)		80.00%
Residual		
Sponsor (GP) - Promote		40.00%
Sponsor (GP)		10.00%
Investor (LP)		90.00%

Performance	Results
<b>Project IRR</b>	<b>36.64%</b>
Profit	47,413,189
Multiple	7.87
DSCR (Min)	1.14
Cash-on-Cash (Min)	3.56%
<b>Sponsor (GP) IRR</b>	<b>75.68%</b>
% of Total Profits	44.73%
Multiple	27.25
<b>Investor (LP) IRR</b>	<b>30.08%</b>
% of Total Profits	55.27%
Multiple	4.60

# 6b. 20 Clark Street

Project Name	HEEF
Analyst	Sorin Capital
Address	305 McCourtney Hall Notre Dame, IN 46556
Date	5-Apr-24

Sources	16,175,285
<b>40.00% Equity</b>	<b>6,470,114</b>
10.00% Sponsor (GP)	647,011
90.00% Investor (LP)	5,823,103
<b>60.00% Debt</b>	<b>9,705,171</b>
100.00% Tranche 1	9,705,171
0.00% Tranche 2	
<b>Uses</b>	<b>16,175,285</b>
(1) Land & Related	136,064
(2) General & Administrative	340,000
(3) Development Charges & Municip	115,000
(4) Hard Cost Construction	15,844,500
(5) Soft Cost Construction	(694,561)
(6) Building Operations	165,000
(7) Finance Expenses	269,282
<b>Surplus/(Deficit)</b>	<b>0</b>

Schedule	Inputs
Purchase Date	Purchase_Date 1-Jan-25
Development Months	Dev_Mos 12
Commercial Operating Date (COD)	COD 1-Jan-26
Lease-Up Months	Lease_Up_Mos 10
Sale Date	Sale_Date 31-Dec-36

Permanent Facility (Loan Sizing)		
Take-Out Date	Take_Out_Date	1-Jan-27
Tranche 1 EoP Balance		9,170,973
Tranche 2 EoP Balance		-
<b>Total Take-Out (Existing Principal)</b>		<b>9,170,973</b>
<b>NOI @ Take-Out Month (Annualized)</b>		<b>2,314,366</b>
Permanent Loan Sizing Methodology		
<b>(1) DSCR Methodology</b>		
DSCR (Debt Service Coverage Ratio)		1.25
NOI DSCR Adjusted		1,851,493
U/W Loan		
Interest		4.00%
Amortization (Yrs)		30
DSCR Indicated Loan		32,317,996
<b>(2) LtV Methodology</b>		
Capitalization Rate (Loan Sizing)		7.50%
Property Value @ Take-Out Date		31,475,375
LtV Ratio		75%
LtV Indicated Loan		23,606,531
<b>Permanent Take-Out (Min(DSCR v LtV))</b>		<b>23,606,531</b>
<b>Perm Loan Sizing (Max(Existing Princ v Take-Out))</b>		<b>23,606,531</b>
<b>Total Take-Out (Existing Pricing)</b>		<b>9,170,973</b>
<b>Total Cash-Out</b>	<b>Cash_Out</b>	<b>14,435,559</b>

PV Operating	3,354,941	10.93%
PV Reversion	27,331,246	89.07%
<b>Total PV</b>	<b>30,686,187</b>	<b>100.00%</b>
CF <sub>0</sub>	(6,470,114)	
NPV	24,216,073	
IRR	56.15%	

Valuation	Inputs
Capitalization Rate	Cap_Rate 5.00%
Sales Expense	Sales_Exp 6.00%
Discount Rate	Discount_Rate 8.00%

Waterfall	Inputs
<b>Tier 1</b>	<b>8.00%</b>
Sponsor (GP)	10.00%
Investor (LP)	90.00%
<b>Tier 2</b>	<b>10.00%</b>
Sponsor (GP)	20.00%
Investor (LP)	80.00%
<b>Residual</b>	
Sponsor (GP) - Promote	40.00%
Sponsor (GP)	10.00%
Investor (LP)	90.00%

Performance	Results
<b>Project IRR</b>	<b>56.15%</b>
Profit	51,513,203
Multiple	9.96
DSCR (Min)	1.14
Cash-on-Cash (Min)	4.45%
<b>Sponsor (GP) IRR</b>	<b>147.96%</b>
% of Total Profits	45.07%
Multiple	36.89
<b>Investor (LP) IRR</b>	<b>42.39%</b>
% of Total Profits	54.93%
Multiple	5.86



# 7. The Little French Market

Project Name	HEEF
Analyst	Sorin Capital
Address	305 McCourtney Hall Notre Dame, IN 46556
Date	5-Apr-24

Sources	14,306,353
<b>40.00% Equity</b>	<b>5,722,541</b>
10.00% Sponsor (GP)	572,254
90.00% Investor (LP)	5,150,287
<b>60.00% Debt</b>	<b>8,583,812</b>
100.00% Tranche 1	8,583,812
0.00% Tranche 2	
<b>Uses</b>	<b>14,306,353</b>
(1) Land & Related	200,000
(2) General & Administrative	340,000
(3) Development Charges & Municip	115,000
(4) Hard Cost Construction	12,920,250
(5) Soft Cost Construction	331,950
(6) Building Operations	165,000
(7) Finance Expenses	234,153
<b>Surplus/(Deficit)</b>	<b>-</b>

Schedule	Inputs
Purchase Date	Purchase_Date 1-Jan-25
Development Months	Dev_Mos 12
Commercial Operating Date (COD)	COD 1-Jan-26
Lease-Up Months	Lease_Up_Mos 10
Sale Date	Sale_Date 31-Dec-36

Permanent Facility (Loan Sizing)		
Take-Out Date	Take_Out_Date	1-Jan-27
Tranche 1 EoP Balance		8,111,336
Tranche 2 EoP Balance		-
<b>Total Take-Out (Existing Principal)</b>		<b>8,111,336</b>
<b>NOI @ Take-Out Month (Annualized)</b>		<b>717,515</b>
Permanent Loan Sizing Methodology		
<b>(1) DSCR Methodology</b>		
DSCR (Debt Service Coverage Ratio)		1.25
NOI DSCR Adjusted		574,012
U/W Loan		
Interest		4.00%
Amortization (Yrs)		30
DSCR Indicated Loan		10,019,435
<b>(2) LtV Methodology</b>		
Capitalization Rate (Loan Sizing)		7.50%
Property Value @ Take-Out Date		9,758,200
LtV Ratio		75%
LtV Indicated Loan		7,318,650
<b>Permanent Take-Out (Min(DSCR v LtV))</b>		<b>7,318,650</b>
<b>Perm Loan Sizing (Max(Existing Princ v Take-Out))</b>		<b>8,111,336</b>
<b>Total Take-Out (Existing Pricing)</b>		<b>8,111,336</b>
<b>Total Cash-Out</b>	<b>Cash_Out</b>	<b>-</b>

PV Operating	210,812	4.52%
PV Reversion	4,458,259	95.48%
<b>Total PV</b>	<b>4,669,071</b>	<b>100.00%</b>
CF <sub>0</sub>	(5,722,541)	
NPV	(1,053,470)	
IRR	6.21%	

Valuation	Inputs
Capitalization Rate	Cap_Rate 5.00%
Sales Expense	Sales_Exp 6.00%
Discount Rate	Discount_Rate 8.00%

Waterfall	Inputs
<b>Tier 1</b>	<b>8.00%</b>
Sponsor (GP)	10.00%
Investor (LP)	90.00%
<b>Tier 2</b>	<b>10.00%</b>
Sponsor (GP)	20.00%
Investor (LP)	80.00%
<b>Residual</b>	
Sponsor (GP) - Promote	40.00%
Sponsor (GP)	10.00%
Investor (LP)	90.00%

Performance	Results
<b>Project IRR</b>	<b>6.21%</b>
Profit	6,111,179
Multiple	3.07
DSCR (Min)	0.60
Cash-on-Cash (Min)	0.37%
<b>Sponsor (GP) IRR</b>	<b>6.21%</b>
% of Total Profits	10.00%
Multiple	2.07
<b>Investor (LP) IRR</b>	<b>6.21%</b>
% of Total Profits	90.00%
Multiple	2.07

# 8. 1500 North 1st Street

Project Name	HEEF
Analyst	Sorin Capital
Address	305 McCourtney Hall Notre Dame, IN 46556
Date	5-Apr-24

Sources	50,482,927
<b>40.00% Equity</b>	<b>20,193,171</b>
10.00% Sponsor (GP)	2,019,317
90.00% Investor (LP)	18,173,854
<b>60.00% Debt</b>	<b>30,289,756</b>
100.00% Tranche 1	30,289,756
0.00% Tranche 2	
<b>Uses</b>	<b>50,482,927</b>
(1) Land & Related	144,020
(2) General & Administrative	575,000
(3) Development Charges & Municip	255,000
(4) Hard Cost Construction	48,027,000
(5) Soft Cost Construction	441,164
(6) Building Operations	210,000
(7) Finance Expenses	830,743
<b>Surplus/(Deficit)</b>	<b>-</b>

Schedule	Inputs
Purchase Date	Purchase_Date 1-Jan-25
Development Months	Dev_Mos 12
Commercial Operating Date (COD)	COD 1-Jan-26
Lease-Up Months	Lease_Up_Mos 10
Sale Date	Sale_Date 31-Dec-36

Permanent Facility (Loan Sizing)		
Take-Out Date	Take_Out_Date	1-Jan-27
Tranche 1 EoP Balance		28,622,527
Tranche 2 EoP Balance		-
<b>Total Take-Out (Existing Principal)</b>		<b>28,622,527</b>
<b>NOI @ Take-Out Month (Annualized)</b>		<b>3,133,718</b>
Permanent Loan Sizing Methodology		
<b>(1) DSCR Methodology</b>		
DSCR (Debt Service Coverage Ratio)		1.25
NOI DSCR Adjusted		2,506,974
U/W Loan		
Interest		4.00%
Amortization (Yrs)		30
DSCR Indicated Loan		43,759,491
<b>(2) LtV Methodology</b>		
Capitalization Rate (Loan Sizing)		7.50%
Property Value @ Take-Out Date		42,618,558
LtV Ratio		75%
LtV Indicated Loan		31,963,919
<b>Permanent Take-Out (Min(DSCR v LtV))</b>		<b>31,963,919</b>
<b>Perm Loan Sizing (Max(Existing Princ v Take-Out))</b>		<b>31,963,919</b>
<b>Total Take-Out (Existing Pricing)</b>		<b>28,622,527</b>
<b>Total Cash-Out</b>	<b>Cash_Out</b>	<b>3,341,391</b>

PV Operating	3,456,192	12.96%
PV Reversion	23,202,592	87.04%
<b>Total PV</b>	<b>26,658,784</b>	<b>100.00%</b>
CF <sub>0</sub>	(20,193,171)	
NPV	6,465,613	
IRR	10.96%	

Valuation	Inputs
Capitalization Rate	Cap_Rate 5.00%
Sales Expense	Sales_Exp 6.00%
Discount Rate	Discount_Rate 8.00%

Waterfall	Inputs
<b>Tier 1</b>	<b>8.00%</b>
Sponsor (GP)	10.00%
Investor (LP)	90.00%
<b>Tier 2</b>	<b>10.00%</b>
Sponsor (GP)	20.00%
Investor (LP)	80.00%
<b>Residual</b>	
Sponsor (GP) - Promote	40.00%
Sponsor (GP)	10.00%
Investor (LP)	90.00%

Performance	Results
<b>Project IRR</b>	<b>10.96%</b>
Profit	40,892,204
Multiple	4.03
DSCR (Min)	0.84
Cash-on-Cash (Min)	1.93%
<b>Sponsor (GP) IRR</b>	<b>14.93%</b>
% of Total Profits	17.71%
Multipile	4.59
<b>Investor (LP) IRR</b>	<b>10.40%</b>
% of Total Profits	82.29%
Multiple	2.85



# A Lasting Impact



**“This very location, where the city meets the river, offers a one-of-a-kind chance to create a unique new urban community. By leveraging it’s historic past, and century of innovations, it can ensure a promising future.”**

- The North Riverfront Open Space and Development Plan

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