



Office of Business
Inclusion and Advancement

City of Winston-Salem
P.O. Box 2511
Winston-Salem, NC 27102
CityLink 311 (336.727.8000)
www.cityofws.org

Memorandum

TO: Mayor, Mayor Pro Tempore, and Members of City Council
FROM: Ken Millett, Economic Development Director
DATE: June 15, 2023
SUBJECT: Marshall Street Project Sources and Uses
CC: Lee Garrity, City Manager
Ben Rowe, Assistant City Manager

During the discussion of the Marshall Street Project item at the June 13th Finance Committee meeting, Council Members requested an updated Sources and Uses breakdown for 1001 Marshall (Phase II). The attached form includes a separate line item for the requested \$1 million from the City.

The developer will be attending the City Council meeting and can provide additional detail and answer questions you may have about the project or financing.

In the meantime, please let me know if you have any questions.



Call 311 or 336-727-8000
citylink@cityofws.org

City Council: Mayor Allen Joines; Denise D. Adams, Mayor Pro Tempore, North Ward; Barbara Hanes Burke, Northeast Ward; Robert C. Clark, West Ward; John C. Larson, South Ward; Jeff MacIntosh, Northwest Ward; Kevin Mundy, Southwest Ward; Annette Scipio, East Ward; James Taylor, Jr., Southeast Ward; City Manager: Lee D. Garrity

Sources and Uses

1007 Marshall SW St.

Sources of Funds (post-completion)	\$	\$/Net SF	% / Total
Federal Historic Equity	1,637,981	97.12	10%
State Historic Tax Credit Equity	2,380,787	141.17	15%
New Market Tax Credit Equity	3,159,000	187.31	19%
Debt	2,450,000	145.27	15%
Equity	1,700,000	100.80	10%
City of WS: General Obligation Bond	1,000,000	59.29	6%
Grants	3,918,457	232.34	24%
Total Sources	\$ 16,246,225	\$ 963.31	100%

Uses of Funds	\$	\$/Net SF	% / Total
Lease & Acquisition	1,352,000	80.17	8%
Construction	9,104,050	539.82	56%
A&E + Environmental	671,000	39.79	4%
Marketing/Public Relations	190,000	11.27	1%
Organizational/Professional	515,000	30.54	3%
Financing & Settlement	1,050,250	62.27	6%
Carrying Costs	1,461,693	86.67	9%
Development Costs	1,215,938	72.10	7%
Contingency	686,294	40.69	4%
Total Uses	\$ 16,246,225	\$ 963.31	100%

1001 Marshall SW St.

Sources of Funds	\$	\$/Net SF	% / Total
Federal Historic Equity	3,971,618	38.04	13%
State Historic Tax Credit Equity	4,500,000	43.11	14%
New Market Tax Credit Equity	7,897,500	75.65	25%
Debt	9,706,762	92.98	31%
Equity	2,500,000	23.95	8%
City of W-S General Obligation Bond	1,000,000	9.58	3%
Other Grants	1,600,000	15.33	5%
Total Sources	\$ 31,175,879	\$ 298.63	100%

Uses of Funds	\$	\$/Net SF	% / Total
Acquisition	774,273	7.42	2%
Construction	16,955,225	162.41	54%
A&E + Environmental	2,151,262	20.61	7%
Marketing/Public Relations	161,052	1.54	1%
Organizational/Professional	595,037	5.70	2%
Financing & Settlement	2,192,669	21.00	7%
Carrying Costs	4,372,565	41.88	14%
Development Fee	815,631	7.81	3%
Development Management	1,720,309	16.48	6%
Contingency	1,437,855	13.77	5%
Total Uses	\$ 31,175,879	\$ 298.63	100%