



## WHAT WE DO + HOW WE DO IT

We help communities restore **their “American Village”** to boost community pride and make small town America a place where people have enhanced opportunities for personal and professional growth. Our overarching objective is **100%** restoration to modern standards of as many historic/strategic buildings in your downtown core or city limits as possible, enabling them to last for another 100+ years. Once this work is completed, the community will have a built environment that helps its people and businesses **thrive and fosters population growth**. There are five basic steps to our process: Property Acquisition, Design & Financing, Construction, Property Management, and Event Planning.



### STEP 1: PROPERTY ACQUISITION (12-24 MONTHS)

1. Create a downtown trust in partnership with a community foundation and/or community investors. Estimated costs to purchase 40 buildings would be \$3.5M. This budget will be market-dependent
2. Hire PAGO USA as a consultant to assess the target area and document the total number of buildings, owners, square footage, condition, and value, create a purchasing budget and prioritize the buildings to purchase
3. Strategically purchase buildings as efficiently as possible, based on collective prioritization



### STEP 2: DESIGN AND FINANCING (12-18 MONTHS POST ACQUISITION)

1. PAGO USA and Model Group (MG) put together a plan and financial model to restore and lease up 10-20 buildings (a Phase 1 project)
2. PAGO USA and MG recommend architect and engineering firms suitable for this work and Owner makes hiring decision to design the project and develop construction documents
3. PAGO USA and MG acquire federal, state and local tax incentives with a goal to cover ~60% of the project
4. PAGO USA and MG work with Owner to acquire bank debt/Indiana Main Street Fund Loan and secure buyer(s) for tax credits
5. Owner commits to funding equity
6. Closing



### STEP 3: CONSTRUCTION (18 MONTHS FROM CLOSING)

1. MG manages construction process per plan
2. MG reports monthly progress to owner
3. Owner manages change order decisions with counsel from MG



### STEP 4: PROPERTY MANAGEMENT

1. PAGO USA and MG recommend Property Management (PM) companies and Owner makes hiring decision, or
2. Owner forms a PM company and General Manager (GM) to form PM team
3. PM team rents apartments and commercial space (with input from Owner, curates the retail, restaurant, and office experience)



### STEP 5: EVENT PLANNING

1. Owner/community ensures that sufficient community events are occurring to help support the investment in revitalization and to showcase all the community offers (e.g. plan and execute 52 weekend events per year and 24 weekday events per year)

