

**DELHI CHARTER TOWNSHIP BROWNFIELD REDEVELOPMENT AUTHORITY MEETING**

**Meeting Location – Community Services Center**

**2074 Aurelius Road, Holt, MI**

**Tuesday, September 30, 2025**

**Immediately Following DDA Board Meeting**

**AGENDA**

**Call to Order**

**Roll Call**

**Set/Adjust Agenda**

**Comments from the Public**

ANYONE WISHING TO COMMENT ON ANY MATTER NOT ON THE AGENDA MAY DO SO AT THIS TIME. PERSONS ADDRESSING THE BOARD MUST STATE THEIR NAME AND ADDRESS FOR THE RECORD AND WILL BE GIVEN TWO (2) MINUTES.

**Set/Adjust Agenda**

**Business**

1. FY 2026 Brownfield Budget – Set Public Hearing for October 28, 2025
2. Elkhorn Pass – Brownfield Plan Presenter: Dave VanHaaren

**Limited Comments**

MEMBERS OF THE PUBLIC MAY TAKE THE OPPORTUNITY TO ADDRESS THE BOARD REGARDING ANY ITEM ON THE AGENDA AT THE TIME SUCH ITEM IS OPEN FOR DISCUSSION BY THE BOARD. ANYONE WISHING TO COMMENT ON ANY MATTER NOT ON THE AGENDA MAY DO SO AT THIS TIME.

**Adjournment**

## **RECOMMENDED MOTIONS – September 30, 2025**

### **A. FY 2026 Brownfield Budget: Set Public Hearing for October 28, 2025**

I move to set a Public Hearing for the proposed Fiscal Year 2026 Brownfield Redevelopment Authority Budget and its subset, Local Brownfield Revolving Fund, to be held during the Tuesday, October 28, 2025 Brownfield Redevelopment Authority Meeting.

A Roll Call Vote will follow:

Ammon, Bachman, Breier, Craig, Dunckel, Fauser, Leighton, Miller, Montemayor





**DELHI CHARTER TOWNSHIP  
DOWNTOWN DEVELOPMENT AUTHORITY**

4410 HOLT ROAD, HOLT, MI 48842

TELEPHONE (517) 699-3866

FACSIMILE (517) 699-3878

[www.delhidda.com](http://www.delhidda.com)

September 30, 2025

To: Delhi Township Brownfield Redevelopment Authority Board Members

From: C. Howard Haas, Executive Director

Re: FY 2026 Budget – Set Public Hearing

The Fiscal Year 2026 Budget for the Brownfield Redevelopment Authority has been prepared and is attached for your review. This budget was subsequently submitted to the Delhi Township Board of Trustees for a budget workshop held on September 9, 2025.

The next step in the process is to schedule a public hearing for our regular meeting on October 28<sup>th</sup>. Following the public hearing, the DDA Board will formally approve the budget.

The attached notice will be published in the *Lansing State Journal* on Sunday, October 12, 2025.

**RECOMMENDED MOTION:**

**I move to set a Public Hearing for the proposed Fiscal Year 2026 Brownfield Redevelopment Authority Budget and its subset, Local Brownfield Revolving Fund, to be held during the Tuesday, October 28, 2025 Brownfield Redevelopment Authority Meeting.**

**DELHI CHARTER TOWNSHIP  
BROWNFIELD REDEVELOPMENT AUTHORITY  
Notice of Budget Public Hearing**

The Delhi Charter Township Brownfield Redevelopment Authority will hold a public hearing on the proposed Fiscal Year 2026 Brownfield Redevelopment Authority budget at the Community Services Center, at 2074 Aurelius Road, Holt, MI on Tuesday, October 28, 2025 at 6:30 p.m. A copy of the budget is available for public inspection at the DDA office located at 4410 Holt Road, Holt, MI as of October 1, 2025.

This notice is posted in compliance with PA 267 of 1976 as amended (Open Meetings Act) MCLA 41.72a (2) (3) and the Americans with Disabilities Act (ADA).

The DDA Board will provide reasonable auxiliary aids and services, such as signers for the hearing impaired and audio tapes of printed materials being considered at the meeting, to individuals with disabilities at the meeting upon (5) working days notice to the Delhi Township Clerk.

Individuals with disabilities requiring auxiliary aids or services should contact the Delhi Township Clerk by writing or calling the following: Evan Hope, Delhi Township Clerk, Community Services Center, 2074 Aurelius Road, Holt, MI 48842. Phone (517) 694-2135. This notice complies with MCL 141.436 and MCL 211.24e.

Nanette Miller, DDA Board Secretary

---

## Brownfield Redevelopment Authority Fund

The primary purpose of the Brownfield Redevelopment Authority is to assist in financing environmental assessment, remediation, and other environmental response activities as authorized by Public Act 381, as amended.

Delhi Charter Township currently has four Brownfields:

- Esker Square (referred to as Brownfield #4).
- Willoughby Estates (referred to as Brownfield #6).
- 4495 Holt Road (referred to as Brownfield #7).
- 2313 Cedar Street (referred to as Brownfield #8).

### Summary

In 2026, we are budgeting \$661,554 for revenue and \$645,184 for expenditures. When compared to the 2025 Original Budget, revenues are expected to increase by \$61,580 (10.3%) and expenditures are expected to increase by \$57,884 (9.9%).

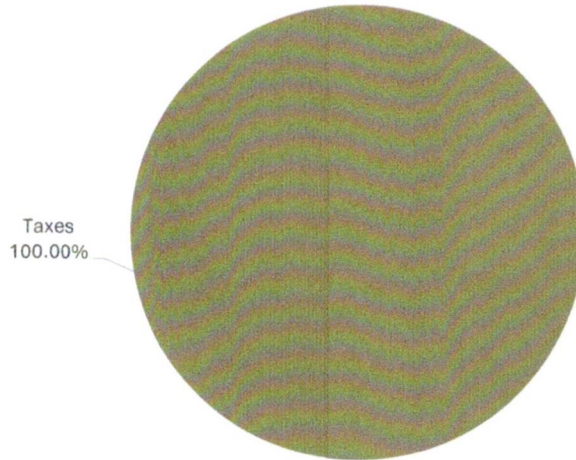
Review the table below to learn how this budget will impact fund balance.

Name	FY2024 Actual	FY2025 Original Budget	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
<b>Beginning Fund Balance:</b>	\$139,392.36	\$106,443.03	\$106,443.03	\$122,589.33	\$138,958.64	\$155,532.98
<b>Revenues</b>						
Taxes	\$536,503.04	\$599,973.48	\$647,055.77	\$661,553.54	\$675,446.16	\$688,955.08
<b>Total Revenues:</b>	<b>\$536,503.04</b>	<b>\$599,973.48</b>	<b>\$647,055.77</b>	<b>\$661,553.54</b>	<b>\$675,446.16</b>	<b>\$688,955.08</b>
<b>Expenditures</b>						
Operating Expenditures	\$569,452.37	\$587,300.00	\$630,909.47	\$645,184.23	\$658,871.82	\$672,181.66
<b>Total Expenditures:</b>	<b>\$569,452.37</b>	<b>\$587,300.00</b>	<b>\$630,909.47</b>	<b>\$645,184.23</b>	<b>\$658,871.82</b>	<b>\$672,181.66</b>
<b>Total Revenues</b>	<b>(\$32,949.33)</b>	<b>\$12,673.48</b>	<b>\$16,146.30</b>	<b>\$16,369.31</b>	<b>\$16,574.34</b>	<b>\$16,773.42</b>
<b>Less Expenditures:</b>						
<b>Ending Fund Balance:</b>	<b>\$106,443.03</b>	<b>\$119,116.51</b>	<b>\$122,589.33</b>	<b>\$138,958.64</b>	<b>\$155,532.98</b>	<b>\$172,306.40</b>



## Revenues

### Budgeted 2026 Revenues by Source



Name	Account Number	FY2024 Actual	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
<b>Revenue Source</b>						
<b>Taxes</b>						
CURR PROP TAX-BRWNFLD #4	243-000.00-403.040	\$96,971.49	\$176,633.78	\$181,061.50	\$184,863.79	\$188,561.07
CURRENT PROP TAXES-BRNFLD # 6	243-000.00-403.060	\$403,673.39	\$434,291.54	\$444,740.87	\$454,080.43	\$463,162.04
CURRENT PROP TAXES-BRNFLD #7	243-000.00-403.070	\$11,984.25	\$12,738.20	\$12,026.45	\$12,279.01	\$12,524.59
CURR PROP TAX-BRNFLD #8	243-000.00-403.080	\$23,873.91	\$23,392.25	\$23,724.71	\$24,222.93	\$24,707.39
<b>Total Taxes:</b>		<b>\$536,503.04</b>	<b>\$647,055.77</b>	<b>\$661,553.54</b>	<b>\$675,446.16</b>	<b>\$688,955.08</b>
<b>Total Revenue Source:</b>		<b>\$536,503.04</b>	<b>\$647,055.77</b>	<b>\$661,553.54</b>	<b>\$675,446.16</b>	<b>\$688,955.08</b>



## Brownfield Administration

### Summary

#### **Purpose or Objective of this Department:**

The Delhi Charter Township Brownfield Redevelopment Authority is a separate legal identity operating in conformity with Delhi Charter Township's policies and procedures. The Brownfield Redevelopment Authority is reported in the Township's financial statements as a discretely presented component unit.

The Brownfield Redevelopment Authority was created pursuant to Public Act 381 of 1996, as amended. Resolution No. 2001-167, adopted by Delhi Charter Township Board of Trustees on September 4, 2001, authorizes its existence.

#### **Activities of this Department**

The primary purpose of the Brownfield Redevelopment Authority is to assist in financing environmental assessment, remediation and other environmental response activities as authorized by PA 381, as amended. All activities of the Authority are conducted in conformance with adopted Brownfield Redevelopment Plans under supervision of the Board of Directors of the Authority. The membership of the Board of Directors of the Brownfield Redevelopment Authority is composed of the Board of Directors of the Delhi Charter Township Downtown Development Authority.

#### **Year 2026 Goals**

The Authority may conduct its activities throughout Delhi Township. The objectives of the Authority are outlined in the most recently adopted Brownfield Redevelopment Plan and are as follows:

1. Clean-up of environmentally challenged properties.
2. Enhance the Township's tax base by preparing environmentally challenged properties for desirable and productive re-uses.
3. Identify sites that are "abandoned" as defined by Michigan law and facilitate their redevelopment.

#### **Current Projects**

Specific projects undertaken by the Brownfield Redevelopment Authority in support of these objectives as a part of the 2026 Budget include:

- Reimbursement of costs related to the remediation of property at Esker Square (referred to as Brownfield #4).
- Reimbursement of costs related to the remediation of property at Willoughby Estates (referred to as Brownfield #6).
- Reimbursement of costs related to the remediation of property at 4495 Holt Road (referred to as Brownfield #7).
- Reimbursement of costs related to the remediation of property at 2313 Cedar Street (referred to as Brownfield #8).
- Identification of future eligible Brownfield projects; preparation of Brownfield Redevelopment Plans and implementation of plans.



### Resources Needed

The 2026 budget requests \$645,184 in expenditures. The 2027 and the 2028 forecast request \$658,872 and \$672,182, respectively.

### Resources Generated

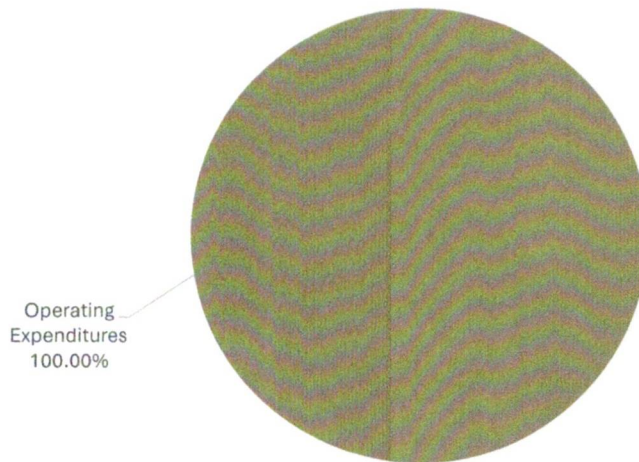
For 2026, tax capture of \$661,553 is anticipated. Forecasting to 2027, we anticipate a tax capture of \$675,446. Finally, forecasting to 2028, we anticipate a tax capture of \$688,955. Changes in tax capture revenues are due to increases in the taxable value of the properties. Accordingly, increases in expenditures for reimbursements to developers are expected.

### Detailed Budgeted Expenditures

Name	Account Number	FY2024 Actual	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
<b>Expense Objects</b>						
LEGAL FEES	243-733.00-801.000	\$15,025.52	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00
AUDIT FEES	243-733.00-807.000	\$250.00	\$255.00	\$270.00	\$280.00	\$290.00
PUBLISHING/LEGAL NOTICES	243-733.00-902.000	\$99.70	\$100.00	\$100.00	\$100.00	\$100.00
REMEDATION PYMT #4-ESKER SQUARE	243-734.00-964.004	\$142,239.30	\$167,802.09	\$172,008.43	\$175,620.60	\$179,133.01
REMEDATION PYMT #6-WILBY ESTATES	243-734.00-964.006	\$378,673.39	\$409,291.54	\$419,740.87	\$429,080.43	\$438,162.04
REMEDATION PYMT #7-4495 HOLT	243-734.00-964.007	\$10,484.25	\$11,238.20	\$10,526.45	\$10,779.01	\$11,024.59
REMEDATION PYMT #8-MSUFCU	243-734.00-964.008	\$22,680.21	\$22,222.64	\$22,538.47	\$23,011.78	\$23,472.02
<b>Total Expense Objects:</b>		<b>\$569,452.37</b>	<b>\$630,909.47</b>	<b>\$645,184.22</b>	<b>\$658,871.82</b>	<b>\$672,181.66</b>

## Summary of Expenditures by Expense Type

### Budgeted 2026 Expenditures by Source



Name	FY2024 Actual	FY2025 Original Budget	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
<b>Expenditures</b>						
Operating Expenditures	\$569,452.37	\$587,300.00	\$630,909.47	\$645,184.23	\$658,871.82	\$672,181.66
<b>Total Expenditures:</b>	<b>\$569,452.37</b>	<b>\$587,300.00</b>	<b>\$630,909.47</b>	<b>\$645,184.23</b>	<b>\$658,871.82</b>	<b>\$672,181.66</b>



## Local Brownfield Revolving Fund

The primary purpose of the Local Brownfield Revolving Fund is to assist in financing environmental assessment, remediation, and other environmental response activities as authorized by Public Act 381, as amended.

### Summary

In 2026, we are budgeting \$0 for revenue and \$1,860 for expenditures. When compared to the 2025 Original Budget, revenues are expected to decrease by \$10,000 (100.0%) and expenditures are expected to decrease by \$9,940 (84.2%).

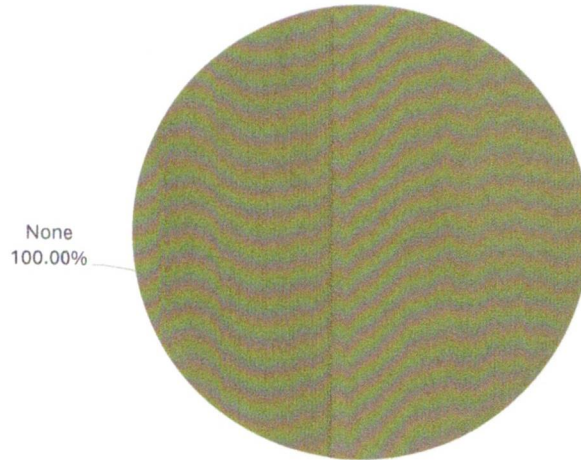
Review the table below to learn how this budget will impact fund balance.

Name	FY2024 Actual	FY2025 Original Budget	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
<b>Beginning Fund Balance:</b>	\$285,564.39	\$256,581.46	\$256,581.46	\$283,114.69	\$281,254.69	\$279,384.69
<b>Revenues</b>						
Grants and Revenue Sharing	\$25,811.91	\$10,000.00	\$36,058.73	\$0.00	\$0.00	\$0.00
<b>Total Revenues:</b>	<b>\$25,811.91</b>	<b>\$10,000.00</b>	<b>\$36,058.73</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Expenditures</b>						
Operating Expenditures	\$54,794.84	\$11,800.00	\$9,525.50	\$1,860.00	\$1,870.00	\$1,880.00
<b>Total Expenditures:</b>	<b>\$54,794.84</b>	<b>\$11,800.00</b>	<b>\$9,525.50</b>	<b>\$1,860.00</b>	<b>\$1,870.00</b>	<b>\$1,880.00</b>
<b>Total Revenues Less Expenditures:</b>	<b>(\$28,982.93)</b>	<b>(\$1,800.00)</b>	<b>\$26,533.23</b>	<b>(\$1,860.00)</b>	<b>(\$1,870.00)</b>	<b>(\$1,880.00)</b>
<b>Ending Fund Balance:</b>	<b>\$256,581.46</b>	<b>\$254,781.46</b>	<b>\$283,114.69</b>	<b>\$281,254.69</b>	<b>\$279,384.69</b>	<b>\$277,504.69</b>



## Revenues

### Budgeted 2026 Revenues by Source



Name	Account Number	FY2024 Actual	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
<b>Revenue Source</b>						
<b>Grants and Revenue Sharing</b>						
STATE GRANTS	242-000.00-572.000	\$25,811.91	\$36,058.73	\$0.00	\$0.00	\$0.00
<b>Total Grants and Revenue Sharing:</b>		<b>\$25,811.91</b>	<b>\$36,058.73</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Total Revenue Source:</b>		<b>\$25,811.91</b>	<b>\$36,058.73</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

## Local Site Remediation

### Summary

#### **Purpose or Objective of this Department:**

The Delhi Charter Township Local Brownfield Revolving Fund (formerly Local Site Remediation Fund) is a separate legal entity operating in conformity with Delhi Charter Township's policies and procedures. The Fund is reported in the Township's financial statements as a discretely presented component unit.

The Local Brownfield Revolving Fund was created pursuant to Public Act 381 of 1996, as amended. The Delhi Charter Township Brownfield Redevelopment Authority adopted Resolution No. 2001-002 on October 23, 2001, which authorized the existence of the Local Brownfield Revolving Fund.

#### **Activities of this Department**

The primary purpose of the Local Brownfield Revolving Fund is to assist in financing environmental assessment, remediation and other environmental response activities as authorized by PA 381, as amended. The membership of the Board of Directors is composed of the Board of Directors of the Delhi Charter Township Downtown Development Authority.

#### **Year 2026 Goals**

The Local Brownfield Revolving Fund may conduct its activities throughout Delhi Township. The objectives are as follows:

1. Clean-up of environmentally challenged properties.
2. Enhance the Township's tax base by preparing environmentally challenged properties for desirable and productive re-uses.
3. Identify sites that are "abandoned" as defined by Michigan law and facilitate their redevelopment.

#### **Resources Needed**

The 2026 budget requests \$1,860 in expenditures. The 2027 forecast requests \$1,870 and the 2028 forecast request \$1,880 to cover audit and environmental investigation costs.

#### **Resources Generated**

After final reimbursement of Brownfield properties, the Local Brownfield Revolving Fund can capture revenue for 5 years. This fund will not collect any tax capture until newer Brownfield Plans reach the end of their cycles.



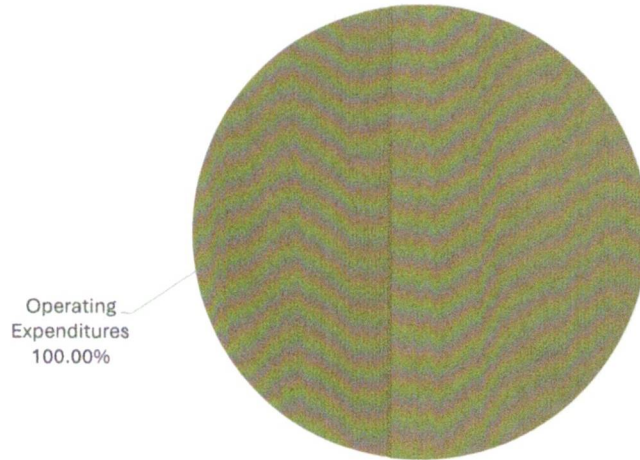
## Detailed Budgeted Expenditures

Name	Account Number	FY2024 Actual	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
<b>Expense Objects</b>						
LEGAL FEES	242-735.00-801.000-DEQGRANT	\$892.05	\$588.00	\$0.00	\$0.00	\$0.00
AUDIT FEES	242-735.00-807.000	\$250.00	\$255.00	\$260.00	\$270.00	\$280.00
CONTRACTUAL SERVICES	242-735.00-818.000	\$0.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00
CONTRACTUAL SERVICES	242-735.00-818.000-DEQGRANT	\$53,553.09	\$7,082.50	\$0.00	\$0.00	\$0.00
PUBLISHING/LEGAL NOTICES	242-735.00-902.000	\$99.70	\$100.00	\$100.00	\$100.00	\$100.00
<b>Total Expense Objects:</b>		<b>\$54,794.84</b>	<b>\$9,525.50</b>	<b>\$1,860.00</b>	<b>\$1,870.00</b>	<b>\$1,880.00</b>



## Summary of Expenditures by Expense Type

### Budgeted 2026 Expenditures by Source



Name	FY2024 Actual	FY2025 Original Budget	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
<b>Expenditures</b>						
Operating Expenditures	\$54,794.84	\$11,800.00	\$9,525.50	\$1,860.00	\$1,870.00	\$1,880.00
<b>Total Expenditures:</b>	<b>\$54,794.84</b>	<b>\$11,800.00</b>	<b>\$9,525.50</b>	<b>\$1,860.00</b>	<b>\$1,870.00</b>	<b>\$1,880.00</b>

# **ACT 381 BROWNFIELD PLAN**

**Green Development Ventures, LLC  
Elkhorn Pass  
Ingham County, Delhi Township  
Delhi Township Brownfield Redevelopment Authority**

**September 14, 2025**



**Prepared by**  
Michigan Growth Advisors  
100 W Michigan Avenue  
Suite #200  
Kalamazoo, MI 49007

**Approved by the Delhi Charter Township Brownfield Redevelopment Authority on -**

\_\_\_\_\_

**Approved by the Delhi Township Board of Trustees on \_\_\_\_\_**

## **TABLE OF CONTENTS**

### **1.0 INTRODUCTION**

- 1.1 Proposed Redevelopment and Future Use for Each Eligible Property
- 1.2 Identification of Housing Need
- 1.3 Eligible Property Information

### **2.0 INFORMATION REQUIRED BY SECTION 13(2) OF THE STATUTE**

- 2.1 Description of Costs to Be Paid for With Tax Increment Revenues
- 2.2 Summary of Eligible Activities
- 2.3 Estimate of Captured Taxable Value and Tax Increment Revenues
- 2.4 Method of Financing and Description of Advances Made by the Municipality
- 2.5 Maximum Amount of Note or Bonded Indebtedness
- 2.6 Duration of Brownfield Plan
- 2.7 Estimated Impact of Tax Increment Financing on Revenues of Taxing Jurisdictions
- 2.8 Legal Description, Property Map, Statement of Qualifying Characteristics and Personal Property
- 2.9 Estimates of Residents and Displacement of Individuals/Families
- 2.10 Plan for Relocation of Displaced Persons
- 2.11 Provisions for Relocation Costs
- 2.12 Strategy for Compliance with Michigan's Relocation Assistance Law
- 2.13 Other Material that the Authority or Governing Body Considers Pertinent

## **EXHIBITS**

### **FIGURES**

- |          |  |
|----------|--|
| Figure 1 | Legal Description and Map of the Eligible Property |
|----------|--|

### **TABLES**

- |         |                           |
|---------|---------------------------|
| Table 1 | Eligible Activities Costs |
| Table 2 | Tax Capture Schedule      |
| Table 3 | Reimbursement Schedule    |

### **ATTACHMENTS**

- |              |                             |
|--------------|-----------------------------|
| Attachment A | Brownfield Plan Resolutions |
| Attachment B | Reimbursement Agreement     |
| Attachment C | Site Plan                   |
| Attachment D | Housing Study               |

# ACT 381 BROWNFIELD PLAN

## 1.0 INTRODUCTION

### 1.1 **Proposed Redevelopment and Future Use for Each Eligible Property**

The proposed redevelopment consists of one vacant parcel totaling approximately 47.217 acres in the Delhi Charter Township. The project will involve preparing the site for development to make way for 148 new single-family homes. The project expects to income restrict approximately 31 of the single-family homes to households at or below 120% of Area Median Income (AMI) for a duration of 10 years. The balance of the units are expected to be offered for rent at market rate. The homes are expected to be built over a 3-year period, with approximately 70 homes delivered in Year 1, 48 homes delivered in Year 2, and 30 homes delivered in Year 3.

The site is expected to have road access at the Southern end of the development to Holt Road. The development is expected to include road connectivity to College Road through an approximately 0.424-acre parcel that is not included as eligible property in this Plan (Parcel ID: 33-25-05-427-006). The housing development will be constructed to preserve existing wetlands throughout the development with additional onsite detention basins. Amenities on the site are expected to include a playground, dog park, pickleball courts, and greenspace.

The total capital investment on the project is expected to be approximately \$48.1 million. Construction on the project is planned to begin in the spring of 2026 and will be completed by fall of 2028.

### 1.2 **Identification of Housing Need**

#### Specific Housing Need

The Tri-County Regional Planning Commission conducted a Housing Assessment for the Greater Lansing Region, which indicated a current demand of 2,602 new housing units in the county, with a projected demand for an additional 9,179 new housing units over the next 5 years (a total of 11,781 new units over the next 5 years). The majority of this demand over the next 5 years, 7,068 units (60%) is a demand for single-family housing. Additionally, the plurality of demand (3,652 units) are required for households between 60% to 120% of Area Median Income ("AMI"). In Delta Charter Township specifically, the 5-year housing demand is estimated at 524 new units, including approximately 104 new housing units delivered per year. The township also has an aging housing stock with approximately 32% of housing units built prior to the 1970s, which creates risk in the existing housing stock.

#### Job Growth Data

According to the Tri-County Regional Planning Commission's Housing Assessment for the Greater Lansing Region, the Lansing Economic Area Partnership (LEAP)



reports that nearly 4,500 jobs are in the pipeline for the region through expansions of existing businesses and new businesses locating in the region. Given there is already a tight labor market in the region, filling these jobs will require future employees to move into the region, which will increase the demand for housing units of all types and price points. According to LEAP's 2023 annual report, there were 560 jobs created in 2023 alone through 8 projects and \$113M in investment to the region.

### **1.3 Eligible Property Information**

#### Basis of Eligibility

Section 2(y)(i) of Public Act 381 of 1996 ("Act 381"), as amended, defines "Housing Property" as "A property on which 1 or more units of residential housing are proposed to be constructed, rehabilitated, or otherwise designated to be used as a dwelling." The development proposes 148 housing units on Parcel #33-25-05-13-476-004, thus this parcel is eligible property under Act 381.

#### Location and Legal Description

**[V/L] Holt Road** Parcel ID: 33-25-05-13-476-004 47.217 Acres  
**Delhi Charter Township, MI 48842**

#### **Legal Description**

D 13-12 COM AT SE COR OF SEC 13, TH N89°39'05"W 400 FT, TH N00°05'W 50 FT TO POB, TH N89°39'05"W ALNG N LN OF HOLT RD 160 FT, TH N00°05'W 190 FT, TH N89°39'05"W 211 FT, TH S00°05'E 190 FT, TH N89°39'05"W 547.85 FT, TH N00°14'30"E 2190.94 FT, TH N89°55'E 809.39 FT TO NW COR LOT 1 COLLEGE RD MANOR SUBD, TH S00°09'10"E 598 FT, TH N89°44'07"E 165 FT TO SW COR OF LOT 4 OF SD SUBD, TH S00°09'45"E 1199.45 FT TO SW COR OF LOT 13, TH N89°55'E 329.61 FT, TH S00°05'E ALNG E SEC LN 153.92 FT, TH N89°39'05"W 400 FT, TH S00°05'E 250 FT TO POB. SEC 13, T3N R2W. 47.04 AC M/L.

## **2.0 Information Required by Section 13(2) of the Statute**

### **2.1 Description of Costs to Be Paid for With Tax Increment Revenues**

Tax increment revenues will be used to reimburse Green Development Ventures, LLC ("Developer") for the cost of eligible activities as authorized by Act 381. Michigan State Housing Development Authority ("MSHDA") approved non-environmental eligible activities and statutorily approved EGLE environmental eligible activities will be reimbursed with local and school tax increment revenues ("TIR").

The total cost of eligible activities including contingency are anticipated to be \$17,671,358. Interest on unreimbursed eligible activities is also included as an eligible activity, which is estimated to be \$7,128,712. Funding to the State Brownfield Redevelopment Fund is anticipated to be \$1,472,844. Administrative fees to the



Brownfield Redevelopment Authority ("BRA") are estimated to be \$2,394,781. The estimated cost of all eligible activities under this plan are summarized in Table 1.

#### Environmental Activities

Department Specific Activities in this Plan include Environmental Site Assessments ("ESAs").

#### Non-Environmental Activities

Because the basis of property eligibility is "Housing Property" under Public Act 381, additional non-environmental costs can be reimbursed through a brownfield plan. This plan provides for reimbursement of eligible "housing development activities" including reimbursement provided to the developer to fill a financing gap associated with the development of housing units priced for income qualified households, and demolition, site preparation and infrastructure activities that are necessary for new housing development for income qualified households on eligible property.

## **2.2 Summary of Eligible Activities**

### **2.2..1 Infrastructure**

Infrastructure activities will include pipework, roadwork, sidewalks, sewer and water connection and fees, home meter fees, gas and electric service, driveways, landscaping, gas infrastructure, electric infrastructure and site lighting, and street trees. Engineering and design of these activities are also included as eligible activities. The total cost of these infrastructure activities is anticipated to be \$8,497,500.

### **2.2..2 Demolition**

Site demolition is included as an eligible activity. Site demolition is expected to cost \$5,000.

### **2.2..3 Site Preparation**

Site preparation activities will include clearing, grading, soil erosion and silt fence, stripping and excavation, backfill, land balance, fill, and finish grading. Engineering and design of these activities are also included as eligible activities. The total cost of these site preparation activities is anticipated to be \$2,666,750.

### **2.2..4 Interest**

Financing costs for the project are considered an eligible activity. This plan allows for 7% simple interest rate on the developer's unreimbursed eligible activities. The total interest associated with eligible activities is anticipated to be \$7,128,712.

### **2.2..5 Contingency**

A 15% contingency on infrastructure, demolition, and site preparation activities is included as an eligible activity. The contingency is estimated to be \$1,675,388.

#### 2.2..6 Financing Gap

Housing development activities, related to reimbursement provided to the developer to fill a financing gap associated with the development of housing units priced for income qualified households' units, are included as eligible activities. The financing gap is calculated utilizing the Total Housing Subsidy formula developed by MSHDA and is anticipated to be \$474,672 in year one of the Plan. With a MSHDA Control Rent of \$3,735 for a 4-Bedroom unit, the annual rent loss and total rent loss over the term of a 10-year affordability period are delineated below. There are anticipated to be 31 income qualified units as a part of this development.

Type	MSHDA Control Rent	Project Rent	Rent Loss	Income Qualified Units	Annual Loss	Total Loss
4-Bed	\$3,735	\$2,459	\$15,312	31	\$474,672	\$4,746,720

#### 2.2..7 Brownfield Plan and Act 381 Work Preparation

The cost to prepare the Brownfield Plan and Act 381 Work Plan is anticipated to be \$20,000.

#### 2.2..8 Brownfield Plan Implementation

The cost of implementing the Brownfield Plan is anticipated to be \$50,000.

#### 2.2..9 Local Brownfield Revolving Fund

Capture to the Local Brownfield Revolving Fund is anticipated to be \$6,450,521.

### 2.3 **Estimate of Captured Taxable Value and Tax Increment Revenues**

An estimate of the captured taxable value for this redevelopment by year is depicted in Table 2. This plan captures all available TIR, including real and personal property TIR.

### 2.4 **Method of Financing and Description of Advances Made by the Municipality**

The developer's eligible activities will be financed by the developer and reimbursed as outlined in this plan and accompanying reimbursement agreement.

### 2.5 **Maximum Amount of Note or Bonded Indebtedness**

No note or bonded indebtedness for this project is anticipated at this time. Therefore, this section is not applicable.

## **2.6 Duration of Brownfield Plan**

The duration of this plan is estimated to be 24 years, inclusive of 5 years of capture to the Local Brownfield Revolving Fund. It is estimated that the redevelopment of the property will be completed in 2029, and that full recapture of eligible costs and eligible administrative costs of the authority will continue until 2050. Capture of TIR is expected to begin in 2027, however could be delayed for up to 5 years after the approval of this plan as permitted by Act 381. In no event shall capture extend beyond 30 years as required by Act 381. An analysis showing the reimbursement schedule is attached as Table 3.

## **2.7 Estimated Impact of Tax Increment Financing on Revenues of Taxing Jurisdictions**

An estimate of the impact of tax increment financing on the revenues of all taxing jurisdictions is illustrated in detail within Table 2.

## **2.8 Legal Description, Property Map, Statement of Qualifying Characteristics and Personal Property**

The property consists of one parcel which is approximately 47.217 acres in size and is located at [V/L] Hold Road, in Delhi Charter Township, Ingham County (Parcel Identification 33-25-05-13-476-004). A legal description of the properties along with a scaled map showing eligible property dimensions, is attached as Figure 1.

The parcel is considered "eligible property" due to the development of residential housing units on the property, as defined within the definition of "Housing Property" in Section 2(y) of Public Act 381 of 1996, as amended.

Taxable personal property, if any, is included in this plan.

## **2.9 Estimates of Residents and Displacement of Individuals/Families**

No persons reside at the property therefore this section is not applicable.

## **2.10 Plan for Relocation of Displaced Persons**

No persons reside at the property thus none will be displaced. Therefore, this section is not applicable.

## **2.11 Provisions for Relocation Costs**

No persons reside at the property thus none will be displaced. Therefore, this section is not applicable.

## **2.12 Strategy for Compliance with Michigan's Relocation Assistance Law**

No persons reside at the property thus none will be displaced. Therefore, this section is not applicable.

## **2.13 Other Material that the Authority or Governing Body Considers Pertinent**

None.

# Figure 1

## Legal Description and Eligible Property Map



[V/L] Hold Road

Parcel ID: 33-25-05-13-476-004

47.217 Acres

Delhi Charter Township, MI 48842

### Legal Description:

D 13-12 COM AT SE COR OF SEC 13, TH N89°39'05"W 400 FT, TH N00°05'W 50 FT TO POB, TH N89°39'05"W ALNG N LN OF HOLT RD 160 FT, TH N00°05'W 190 FT, TH N89°39'05"W 211 FT, TH S00°05'E 190 FT, TH N89°39'05'W 547.85 FT, TH N00°14'30"E 2190.94 FT, TH N89°55'E 809.39 FT TO NW COR LOT 1 COLLEGE RD MANOR SUBD, TH S00°09'10"E 598 FT, TH N89°44'07"E 165 FT TO SW COR OF LOT 4 OF SD SUBD, TH S00°09'45"E 1199.45 FT TO SW COR OF LOT 13, TH N89°55'E 329.61 FT, TH S00°05'E ALNG E SEC LN 153.92 FT, TH N89°39'05"W 400 FT, TH S00°05'E 250 FT TO POB. SEC 13, T3N R2W. 47.04 AC M/L.

# **Table 1**

## **Eligible Activity Costs**



**Eligible Activities Table**  
 Elkhorn Pass  
**Green Development Ventures, LLC**  
 Delhi Charter Township, Michigan  
 September, 2025

EGLE Eligible Activities Costs and Schedule		
EGLE Eligible Activities	Cost	Completion Season/Year
<b>Department Specific Activities Sub-Total</b>	<b>\$ 10,000</b>	<b>Summer 2025</b>
<i>Environmental Site Assessments</i>	\$ 10,000	
<b>EGLE Eligible Activities Sub-Total</b>	<b>\$ 10,000</b>	
MSDHA Housing Development Activities Costs and Schedule		
MSHDA Eligible Activities	Cost	Completion Season/Year
<b>Demolition Sub-Total</b>	<b>\$ 5,000</b>	
<i>Site Demolition</i>	\$ 5,000	
<b>Infrastructure Sub-Total</b>	<b>\$ 8,497,500</b>	<b>Summer 2028</b>
<i>Pipework, Roadwork, Sidewalks</i>	\$ 5,000,000	
<i>Sewer and Water Connection Fees</i>	\$ 75,000	
<i>Home Meter Fees</i>	\$ 712,500	
<i>Sewer and Water Connection</i>	\$ 285,000	
<i>Gas and Electric Service</i>	\$ 90,000	
<i>Driveway Fill, Approach, and Driveway Construction</i>	\$ 645,000	
<i>Landscaping</i>	\$ 250,000	
<i>Sidewalks</i>	\$ 90,000	
<i>Gas Infrastructure</i>	\$ 300,000	
<i>Electric Infrastructure and Site Lighting</i>	\$ 225,000	
<i>Street Trees</i>	\$ 75,000	
<i>Design, Engineering, and Inspections of Above</i>	\$ 750,000	
<b>Site Preparation Sub-Total</b>	<b>\$ 2,666,750</b>	<b>Summer 2028</b>
<i>Site Tree Clearing</i>	\$ 175,000	
<i>Grading</i>	\$ 1,500,000	
<i>Soil Erosion and Silt Fence</i>	\$ 156,250	
<i>Strip and Dig Foundation</i>	\$ 250,500	
<i>Backfill and Land Balance</i>	\$ 187,500	
<i>Fill</i>	\$ 300,000	
<i>Finish Grade</i>	\$ 97,500	
<b>Affordable Housing Financing Gap</b>	<b>\$ 4,746,720</b>	
<b>Brownfield Plan/Act 381 Work Plan Preparation</b>	<b>\$ 20,000</b>	<b>Fall 2025</b>
<b>Brownfield Plan Implementation</b>	<b>\$ 50,000</b>	
<b>MSHDA Eligible Activities Sub-Total</b>	<b>\$ 15,985,970</b>	
<b>Contingency (15%)</b>	<b>\$ 1,675,388</b>	
<b>Interest</b>	<b>\$ 7,128,712</b>	
<b>Total Brownfield Eligible Activities</b>	<b>\$ 24,800,070</b>	

# **Table 2**

## **Tax Capture Schedule**



Elkhorn Pass  
**Green Development Ventures, LLC**  
Delhi Charter Township, Michigan  
September 2025

**Green Development Ventures, LLC**

Delhi Charter Township, Michigan

September 2025

Estimated Taxable Value (TV) Increase Rate: 2.00%

Plan Year	1	2	3	4	5	6	7	8	9	10	11	12	13
Calendar Year	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
*Base Taxable Value	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252
Estimated New TV	\$ 10,546,252	\$ 18,101,177	\$ 23,145,001	\$ 23,607,901	\$ 24,080,059	\$ 24,561,660	\$ 25,052,893	\$ 25,553,951	\$ 26,065,030	\$ 26,586,330	\$ 27,118,057	\$ 27,660,418	\$ 28,213,627
Initial Difference (New TV - Base TV)	\$ 10,500,000	\$ 18,054,925	\$ 23,098,749	\$ 23,561,649	\$ 24,033,807	\$ 24,515,408	\$ 25,006,641	\$ 25,507,699	\$ 26,018,778	\$ 26,540,078	\$ 27,071,805	\$ 27,614,166	\$ 28,167,375

School Capture	Millage Rate															
State Education Tax (SET)	6.0000	\$ 63,000	\$ 108,330	\$ 138,592	\$ 141,370	\$ 144,203	\$ 147,092	\$ 150,040	\$ 153,046	\$ 156,113	\$ 159,240	\$ 162,431	\$ 165,685	\$ 169,004		
School Operating Tax	18.0000	\$ 189,000	\$ 324,989	\$ 415,777	\$ 424,110	\$ 432,609	\$ 441,277	\$ 450,120	\$ 459,139	\$ 468,338	\$ 477,721	\$ 487,292	\$ 497,055	\$ 507,013		
<b>School Total</b>	<b>24.0000</b>	<b>\$ 252,000</b>	<b>\$ 433,318</b>	<b>\$ 554,370</b>	<b>\$ 565,480</b>	<b>\$ 576,811</b>	<b>\$ 588,370</b>	<b>\$ 600,159</b>	<b>\$ 612,185</b>	<b>\$ 624,451</b>	<b>\$ 636,962</b>	<b>\$ 649,723</b>	<b>\$ 662,740</b>	<b>\$ 676,017</b>		

Local Capture	Millage Rate														
County Operating	6.7807	\$ 71,197	\$ 122,425	\$ 156,626	\$ 159,764	\$ 162,966	\$ 166,232	\$ 169,563	\$ 172,960	\$ 176,426	\$ 179,960	\$ 183,566	\$ 187,243	\$ 190,995	
County Voted	5.6114	\$ 58,920	\$ 101,313	\$ 129,616	\$ 132,214	\$ 134,863	\$ 137,566	\$ 140,322	\$ 143,134	\$ 146,002	\$ 148,927	\$ 151,911	\$ 154,954	\$ 158,058	
CRAA	0.6990	\$ 7,340	\$ 12,620	\$ 16,146	\$ 16,470	\$ 16,800	\$ 17,136	\$ 17,480	\$ 17,830	\$ 18,187	\$ 18,552	\$ 18,923	\$ 19,302	\$ 19,689	
CATA	2.9895	\$ 31,390	\$ 53,975	\$ 69,054	\$ 70,438	\$ 71,849	\$ 73,289	\$ 74,757	\$ 76,255	\$ 77,783	\$ 79,342	\$ 80,931	\$ 82,553	\$ 84,206	
CAD Library	1.5590	\$ 16,370	\$ 28,148	\$ 36,011	\$ 36,733	\$ 37,469	\$ 38,220	\$ 38,985	\$ 39,767	\$ 40,563	\$ 41,376	\$ 42,205	\$ 43,050	\$ 43,913	
Ingham ISD	6.2290	\$ 65,405	\$ 112,464	\$ 143,882	\$ 146,766	\$ 149,707	\$ 152,706	\$ 155,766	\$ 158,887	\$ 162,071	\$ 165,318	\$ 168,630	\$ 172,009	\$ 175,455	
LCC	3.7692	\$ 39,577	\$ 68,053	\$ 87,064	\$ 88,809	\$ 90,588	\$ 92,403	\$ 94,255	\$ 96,144	\$ 98,070	\$ 100,035	\$ 102,039	\$ 104,083	\$ 106,168	
Township Operating	4.2410	\$ 44,531	\$ 76,571	\$ 97,962	\$ 99,925	\$ 101,927	\$ 103,970	\$ 106,053	\$ 108,178	\$ 110,346	\$ 112,556	\$ 114,812	\$ 117,112	\$ 119,458	
Fire/EMS	1.4761	\$ 15,499	\$ 26,651	\$ 34,096	\$ 34,779	\$ 35,476	\$ 36,187	\$ 36,912	\$ 37,652	\$ 38,406	\$ 39,176	\$ 39,961	\$ 40,761	\$ 41,578	
Police	1.4761	\$ 15,499	\$ 26,651	\$ 34,096	\$ 34,779	\$ 35,476	\$ 36,187	\$ 36,912	\$ 37,652	\$ 38,406	\$ 39,176	\$ 39,961	\$ 40,761	\$ 41,578	
Parks/Trails/Rec	0.9921	\$ 10,417	\$ 17,912	\$ 22,916	\$ 23,376	\$ 23,844	\$ 24,322	\$ 24,809	\$ 25,306	\$ 25,813	\$ 26,330	\$ 26,858	\$ 27,396	\$ 27,945	
Fire/EMS Equip	0.4960	\$ 5,208	\$ 8,955	\$ 11,457	\$ 11,687	\$ 11,921	\$ 12,160	\$ 12,403	\$ 12,652	\$ 12,905	\$ 13,164	\$ 13,428	\$ 13,697	\$ 13,971	
Local Total	36.3191	\$ 381,351	\$ 655,739	\$ 838,926	\$ 855,738	\$ 872,886	\$ 890,378	\$ 908,219	\$ 926,417	\$ 944,979	\$ 963,912	\$ 983,224	\$ 1,002,922	\$ 1,023,014	

Non-Capturable Millages	Millage Rate															
School Debt	8.2300	\$ 86,415	\$ 148,592	\$ 190,103	\$ 193,912	\$ 197,798	\$ 201,762	\$ 205,805	\$ 209,928	\$ 214,135	\$ 218,425	\$ 222,801	\$ 227,265	\$ 231,817		
<b>Total Non-Capturable Taxes</b>	<b>8.2300</b>	<b>\$ 86,415</b>	<b>\$ 148,592</b>	<b>\$ 190,103</b>	<b>\$ 193,912</b>	<b>\$ 197,798</b>	<b>\$ 201,762</b>	<b>\$ 205,805</b>	<b>\$ 209,928</b>	<b>\$ 214,135</b>	<b>\$ 218,425</b>	<b>\$ 222,801</b>	<b>\$ 227,265</b>	<b>\$ 231,817</b>		
	68.5491															

<b>Total Tax Increment Revenue (TIR) Available for Capture</b>	\$ 633,351	\$ 1,089,057	\$ 1,393,296	\$ 1,421,217	\$ 1,449,698	\$ 1,478,747	\$ 1,508,378	\$ 1,538,601	\$ 1,569,429	\$ 1,600,874	\$ 1,632,947	\$ 1,665,662	\$ 1,699,031
--	------------	--------------	--------------	--------------	--------------	--------------	--------------	--------------	--------------	--------------	--------------	--------------	--------------

**Footnotes:**

\$	150,000	0%
----	---------	----

[illegible]





Tax Increment Revenue Capture Estimates  
Elkhorn Pass  
Green Development Ventures, LLC  
Delhi Charter Township, Michigan  
September 2025

Estimated Taxable Value (TV) Increase Rate:

Plan Year	14	15	16	17	18	19	20	21	22	23	24	TOTAL
Calendar Year	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	
* Base Taxable Value	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ 46,252	\$ -
Estimated New TV	\$ 28,777,899	\$ 29,353,457	\$ 29,940,526	\$ 30,539,337	\$ 31,150,123	\$ 31,773,126	\$ 32,408,588	\$ 33,056,760	\$ 33,717,895	\$ 34,392,253	\$ 35,080,098	\$ -
Incremental Difference (New TV - Base TV)	\$ 28,731,647	\$ 29,307,205	\$ 29,894,274	\$ 30,493,085	\$ 31,103,871	\$ 31,726,874	\$ 32,362,336	\$ 33,010,508	\$ 33,671,643	\$ 34,346,001	\$ 35,033,846	\$ -

School Capture	Millage Rate													
State Education Tax (SET)	6.0000	\$ 172,390	\$ 175,843	\$ 179,366	\$ 182,959	\$ 186,623	\$ 190,361							\$ 2,945,688
School Operating Tax	18.0000	\$ 517,170	\$ 527,530	\$ 538,097	\$ 548,876	\$ 559,870	\$ 571,084							\$ 8,837,065
School Total	24.0000	\$ 689,560	\$ 703,373	\$ 717,463	\$ 731,834	\$ 746,493	\$ 761,445	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 11,782,753

Local Capture		Millage Rate												
County Operating	6.7807	\$ 194,821	\$ 198,723	\$ 202,704	\$ 206,764	\$ 210,906	\$ 215,130	\$ 219,439	\$ 223,834	\$ 228,317	\$ 232,890	\$ 237,554	\$ 4,471,006	
County Voted	5.6114	\$ 161,225	\$ 164,454	\$ 167,749	\$ 171,109	\$ 174,536	\$ 178,032	\$ 181,598	\$ 185,235	\$ 188,945	\$ 192,729	\$ 196,589	\$ 3,700,002	
CRAA	0.6990	\$ 20,083	\$ 20,486	\$ 20,896	\$ 21,315	\$ 21,742	\$ 22,177	\$ 22,621	\$ 23,074	\$ 23,536	\$ 24,008	\$ 24,489	\$ 460,901	
CATA	2.9895	\$ 85,893	\$ 87,614	\$ 89,369	\$ 91,159	\$ 92,985	\$ 94,847	\$ 96,747	\$ 98,685	\$ 100,661	\$ 102,677	\$ 104,734	\$ 1,971,194	
CAD Library	1.5590	\$ 44,793	\$ 45,690	\$ 46,605	\$ 47,539	\$ 48,491	\$ 49,462	\$ 50,453	\$ 51,463	\$ 52,494	\$ 53,545	\$ 54,618	\$ 1,027,962	
Ingham ISD	6.2290	\$ 178,969	\$ 182,555	\$ 186,211	\$ 189,941	\$ 193,746	\$ 197,627	\$ 201,585	\$ 205,622	\$ 209,741	\$ 213,941	\$ 218,226	\$ 4,107,230	
LCC	3.7692	\$ 108,295	\$ 110,465	\$ 112,677	\$ 114,935	\$ 117,237	\$ 119,585	\$ 121,980	\$ 124,423	\$ 126,915	\$ 129,457	\$ 132,050	\$ 2,485,306	
Township Operating	4.2410	\$ 121,851	\$ 124,292	\$ 126,782	\$ 129,321	\$ 131,912	\$ 134,554	\$ 137,249	\$ 139,998	\$ 142,801	\$ 145,661	\$ 148,579	\$ 2,796,398	
Fire/EMS	1.4761	\$ 42,411	\$ 43,260	\$ 44,127	\$ 45,011	\$ 45,912	\$ 46,832	\$ 47,770	\$ 48,727	\$ 49,703	\$ 50,698	\$ 51,713	\$ 973,300	
Police	1.4761	\$ 42,411	\$ 43,260	\$ 44,127	\$ 45,011	\$ 45,912	\$ 46,832	\$ 47,770	\$ 48,727	\$ 49,703	\$ 50,698	\$ 51,713	\$ 973,300	
Parks/Trails/Rec	0.9921	\$ 28,505	\$ 29,076	\$ 29,658	\$ 30,252	\$ 30,858	\$ 31,476	\$ 32,107	\$ 32,750	\$ 33,406	\$ 34,075	\$ 34,757	\$ 654,163	
Fire/EMS Equip	0.4960	\$ 14,251	\$ 14,536	\$ 14,828	\$ 15,125	\$ 15,428	\$ 15,737	\$ 16,052	\$ 16,373	\$ 16,701	\$ 17,036	\$ 17,377	\$ 327,049	
Local Total	36.3191	\$ 1,043,508	\$ 1,064,411	\$ 1,085,733	\$ 1,107,481	\$ 1,129,665	\$ 1,152,292	\$ 1,175,371	\$ 1,198,912	\$ 1,222,924	\$ 1,247,416	\$ 1,272,398	\$ 23,947,811	

Non-Capturable Millages	Millage Rate													
School Debt	8.2300	\$ 236,461	\$ 241,198	\$ 246,030	\$ 250,958	\$ 255,985	\$ 261,112	\$ 266,342	\$ 271,676	\$ 277,118	\$ 282,668	\$ 288,329	\$ 5,426,635	
Total Non-Capturable Taxes	8.2300	\$ 236,461	\$ 241,198	\$ 246,030	\$ 250,958	\$ 255,985	\$ 261,112	\$ 266,342	\$ 271,676	\$ 277,118	\$ 282,668	\$ 288,329	\$ 5,426,635	
	68.5491													

Total Tax Increment Revenue (TIR) Available for Capture \$ 1,733,067 \$ 1,767,784 \$ 1,803,196 \$ 1,839,315 \$ 1,876,158 \$ 1,913,736 \$ 1,175,371 \$ 1,198,912 \$ 1,222,924 \$ 1,247,416 \$ 1,272,398 \$ 35,730,564

Footnotes:

Average Home taxable Value \$ 150,000  
Percentage of Homestead units 0%

New Units Constructed 0  
148 148

## **Table 3**

### **Reimbursement Schedule**



Tax Increment Revenue Reimbursement Allocation Table  
Elkhorn Pass

Green Development Ventures, LLC  
Delhi Charter Township, Michigan  
September 2025

Developer Reimbursement	Proportionality	School & Local Taxes	Local-Only Taxes	Total
State	32.4%	\$ 10,309,909		\$ 10,309,909
Local	67.6%	\$ 21,553,030		\$ 21,553,030
<b>TOTAL</b>		<b>\$ 31,862,939</b>		<b>\$ 31,862,939</b>
EGLE	0.1%	\$ 10,000		\$ 10,000
MSHDA	99.9%	\$ 12,914,638		\$ 12,914,638

Estimated Total  
Years of Plan: 24

Estimated Capture	\$ 35,730,564
Administrative Fees	\$ 2,394,781
State Brownfield Redevelopment Fund	\$ 1,472,844
Local Brownfield Revolving Fund	\$ 6,453,774

Plan Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044
Total State Incremental Revenue	\$ 252,000	\$ 433,318	\$ 554,370	\$ 565,480	\$ 576,811	\$ 588,370	\$ 600,159	\$ 612,185	\$ 624,451	\$ 636,962	\$ 649,723	\$ 662,740	\$ 676,017	\$ 689,560	\$ 703,373	\$ 717,463	\$ 731,834	\$ 746,493
State Brownfield Redevelopment Fund (50% of SET)	\$ 31,500	\$ 54,165	\$ 69,296	\$ 70,685	\$ 72,101	\$ 73,546	\$ 75,020	\$ 76,523	\$ 78,056	\$ 79,620	\$ 81,215	\$ 82,842	\$ 84,502	\$ 86,195	\$ 87,922	\$ 89,683	\$ 91,479	\$ 93,312
State TIR Available for Reimbursement	\$ 220,500	\$ 379,153	\$ 485,074	\$ 494,795	\$ 504,710	\$ 514,824	\$ 525,139	\$ 535,662	\$ 546,394	\$ 557,342	\$ 568,508	\$ 579,897	\$ 591,515	\$ 603,365	\$ 615,451	\$ 627,780	\$ 640,355	\$ 653,181
Total Local Incremental Revenue	\$ 381,351	\$ 655,739	\$ 838,926	\$ 855,738	\$ 872,886	\$ 890,378	\$ 908,219	\$ 926,417	\$ 944,979	\$ 963,912	\$ 983,224	\$ 1,002,922	\$ 1,023,014	\$ 1,043,508	\$ 1,064,411	\$ 1,085,733	\$ 1,107,481	\$ 1,129,665
BRA Administrative Fee 10%	\$ 38,135	\$ 65,574	\$ 83,893	\$ 85,574	\$ 87,289	\$ 89,038	\$ 90,822	\$ 92,642	\$ 94,498	\$ 96,391	\$ 98,322	\$ 100,292	\$ 102,301	\$ 104,351	\$ 106,441	\$ 108,573	\$ 110,748	\$ 112,966
Local TIR Available for Reimbursement	\$ 343,215	\$ 590,165	\$ 755,033	\$ 770,164	\$ 785,598	\$ 801,340	\$ 817,397	\$ 833,775	\$ 850,481	\$ 867,521	\$ 884,901	\$ 902,629	\$ 920,712	\$ 939,157	\$ 957,970	\$ 977,160	\$ 996,733	\$ 1,016,698
<b>Total State &amp; Local TIR Available</b>	<b>\$ 563,715</b>	<b>\$ 969,318</b>	<b>\$ 1,240,107</b>	<b>\$ 1,264,959</b>	<b>\$ 1,290,308</b>	<b>\$ 1,316,163</b>	<b>\$ 1,342,536</b>	<b>\$ 1,369,437</b>	<b>\$ 1,396,875</b>	<b>\$ 1,424,862</b>	<b>\$ 1,453,409</b>	<b>\$ 1,482,527</b>	<b>\$ 1,512,227</b>	<b>\$ 1,542,521</b>	<b>\$ 1,573,421</b>	<b>\$ 1,604,940</b>	<b>\$ 1,637,088</b>	<b>\$ 1,669,879</b>

DEVELOPER	Beginning Balance
DEVELOPER Eligible Activity Balance	\$ 12,924,638 \$ 13,734,086 \$ 14,103,306 \$ 14,148,157 \$ 14,112,836 \$ 13,995,072 \$ 13,792,547 \$ 13,502,899 \$ 13,123,718 \$ 12,652,543 \$ 12,086,868 \$ 10,916,236 \$ 9,612,709 \$ 8,173,626 \$ 6,631,104 \$ 5,057,683 \$ 3,452,743 \$ 1,815,655 \$ 145,776

MSHDA Gap Calc Reimbursement	\$ 4,746,720	\$ 474,672	\$ 474,672	\$ 474,672	\$ 474,672	\$ 474,672	\$ 474,672	\$ 474,672	\$ 474,672	\$ 474,672	\$ 474,672	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
State Tax Reimbursement		\$ 153,590	\$ 153,590	\$ 153,590	\$ 153,590	\$ 153,590	\$ 153,590	\$ 153,590	\$ 153,590	\$ 153,590	\$ 153,590	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Local Tax Reimbursement		\$ 321,082	\$ 321,082	\$ 321,082	\$ 321,082	\$ 321,082	\$ 321,082	\$ 321,082	\$ 321,082	\$ 321,082	\$ 321,082	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Gap Calc Reimbursement Balance		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

MSHDA Housing Development Reimbursement	\$ 12,914,638	\$ -																
State Tax Reimbursement		\$ 66,858	\$ 225,389	\$ 331,227	\$ 340,941	\$ 350,848	\$ 360,954	\$ 371,262	\$ 381,776	\$ 392,501	\$ 403,439	\$ 568,068	\$ 579,449	\$ 591,057	\$ 337,842	\$ -	\$ -	\$ -
Local Tax Reimbursement		\$ 22,116	\$ 268,874	\$ 433,615	\$ 448,735	\$ 464,156	\$ 479,886	\$ 495,931	\$ 512,296	\$ 528,989	\$ 546,016	\$ 884,217	\$ 901,931	\$ 920,000	\$ 706,264	\$ -	\$ -	\$ -
Total MSHDA Reimbursement Balance		\$ 12,825,663	\$ 12,331,399	\$ 11,566,557	\$ 10,776,882	\$ 9,961,877	\$ 9,121,037	\$ 8,253,844	\$ 7,359,772	\$ 6,438,282	\$ 5,488,827	\$ 4,036,542	\$ 2,555,162	\$ 1,044,105	\$ -	\$ -	\$ -	\$ -

EGLE Reimbursement	\$ 10,000																	
State Tax Reimbursement		\$ 52	\$ 175	\$ 256	\$ 264	\$ 272	\$ 279	\$ 287	\$ 296	\$ 304	\$ 312	\$ 440	\$ 449	\$ 458	\$ 262	\$ -	\$ -	\$ -
Local Tax Reimbursement		\$ 17	\$ 208	\$ 336	\$ 347	\$ 359	\$ 372	\$ 384	\$ 397	\$ 410	\$ 423	\$ 685	\$ 698	\$ 712	\$ 547	\$ -	\$ -	\$ -
Total EGLE Reimbursement Balance		\$ 9,931	\$ 9,548	\$ 8,956	\$ 8,345	\$ 7,714	\$ 7,063	\$ 6,391	\$ 5,699	\$ 4,985	\$ 4,250	\$ 3,126	\$ 1,979	\$ 808	\$ -	\$ -	\$ -	\$ -

Interest Accrual	7%	\$ 898,492	\$ 863,866	\$ 810,286	\$ 754,966	\$ 697,871	\$ 638,967	\$ 578,216	\$ 515,583	\$ 451,029	\$ 384,515	\$ 282,777	\$ 179,000	\$ 73,144	\$ -	\$ -	\$ -	\$ -
State Tax Reimbursement															\$ 265,261	\$ 615,451	\$ 627,780	\$ 640,355
Local Tax Reimbursement															\$ 232,346	\$ 957,970	\$ 977,160	\$ 996,733
Total Interest Reimbursement Balance		\$ 898,492	\$ 1,762,358	\$ 2,572,644	\$ 3,327,610	\$ 4,025,481	\$ 4,664,448	\$ 5,242,664	\$ 5,758,247	\$ 6,209,276	\$ 6,593,791	\$ 6,876,568	\$ 7,055,568	\$ 7,128,712	\$ 6,631,104	\$ 5,057,683	\$ 3,452,743	\$ 1,815,655
Total Annual Developer Reimbursement		\$ 563,715	\$ 969,318	\$ 1,240,107	\$ 1,264,959	\$ 1,290,308	\$ 1,316,163	\$ 1,342,536	\$ 1,369,437	\$ 1,396,875	\$ 1,424,862	\$ 1,453,409	\$ 1,482,527	\$ 1,512,227	\$ 1,542,521	\$ 1,573,421	\$ 1,604,940	\$ 1,637,088

LOCAL BROWNFIELD REVOLVING FUND

LBRF Deposits *	
State Tax Capture	\$ -
Local Tax Capture	\$ -
Total LBRF Capture	\$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -

\* Up to five years of capture for LBRF Deposits after eligible activities are reimbursed. May be taken from EGLE & Local TIR only.

Footnotes:



Tax Increment Revenue Reimbursement Allocation Table  
Elkhorn Pass

Green Development Ventures, LLC  
Delhi Charter Township, Michigan  
September 2025

	19	20	21	22	23	24	
	2045	2046	2047	2048	2049	2050	TOTAL
Total State Incremental Revenue	\$ 761,445						\$ 11,782,753
State Brownfield Redevelopment Fund (50% of \$ 95,181							\$ 1,472,844
State TIR Available for Reimbursement	\$ 666,264						\$ 10,309,909
Total Local Incremental Revenue	\$ 1,152,292	\$ 1,175,371	\$ 1,198,912	\$ 1,222,924	\$ 1,247,416	\$ 1,272,398	\$ 23,947,811
BRA Administrative Fee	\$ 115,229	\$ 117,537	\$ 119,891	\$ 122,292	\$ 124,742	\$ 127,240	\$ 2,394,781
Local TIR Available for Reimbursement	\$ 1,037,062	\$ 1,057,834	\$ 1,079,021	\$ 1,100,631	\$ 1,122,674	\$ 1,145,158	\$ 21,553,030
Total State & Local TIR Available	\$ 1,703,327	\$ 1,057,834	\$ 1,079,021	\$ 1,100,631	\$ 1,122,674	\$ 1,145,158	
DEVELOPER							
DEVELOPER Eligible Activity Balance	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	0
MSHDA Gap Calc Reimbursement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,746,720
State Tax Reimbursement	\$ -	\$ -					\$ 1,535,899
Local Tax Reimbursement	\$ -	\$ -					\$ 3,210,821
Total Gap Calc Reimbursement Balance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,746,720
MSHDA Housing Development Reimbursemen							\$ 12,914,638
State Tax Reimbursement	\$ -	\$ -					\$ 5,301,612
Local Tax Reimbursement	\$ -	\$ -					\$ 7,613,025
Total MSHDA Reimbursement Balance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,914,638
EGLE Reimbursement							\$ 10,000
State Tax Reimbursement	\$ -	\$ -					\$ 4,105
Local Tax Reimbursement	\$ -	\$ -					\$ 5,895
Total EGLE Reimbursement Balance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000
Interest Accrual	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,128,712
State Tax Reimbursement	\$ 47,169	\$ -	\$ -				\$ 2,849,197
Local Tax Reimbursement	\$ 98,607	\$ -	\$ -				\$ 4,279,515
Total Interest Reimbursement Balance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,128,712
Total Annual Developer Reimbursement	\$ 145,776	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 24,800,070
LOCAL BROWNFIELD REVOLVING FUND							
LBRF Deposits *							
State Tax Capture	\$ 10,000						\$ 10,000
Local Tax Capture	\$ 938,455	\$ 1,057,834	\$ 1,079,021	\$ 1,100,631	\$ 1,122,674	\$ 1,145,158	\$ 6,443,774
Total LBRF Capture	\$ 948,455	\$ 1,057,834	\$ 1,079,021	\$ 1,100,631	\$ 1,122,674	\$ 1,145,158	\$ 6,453,774

\* Up to five years of capture for LBRF Deposits

Footnotes:

# **Attachment A**

## **Brownfield Plan Resolutions**

# **Attachment B**

## **Reimbursement Agreement**

# **Attachment C**

## **Site Plan**

# **Attachment D**

## **Housing Study**



An excerpt of the Tri-County Regional Planning Commission's Housing Assessment is included as an attachment to this Plan. The full report can be accessed here:  
<https://www.mitrpc.org/housingdrives>.





## Regional Housing Assessment & Strategy

Prepared for  
Tri-County Regional Planning Commission



**TRI-COUNTY**  
regional planning commission

**DEVELOPMENT STRATEGIES®**





---

## Stakeholders

### FOCUS GROUPS

#### Neighborhood Organizations

[Joan Nelson](#)  
Allen Neighborhood Center

[Melik Brown](#)  
Westside Neighborhood Association

[Peggy Vauhgn Payne](#)  
NorthWest Initiative

#### Faith Based Organizations

[Glenn Ashley](#)  
Action of Greater Lansing

[Susan Cancro](#)  
Advent House

[Travis Myers](#)  
South Naz Church of the Nazarene

#### Non-Profit Organizations

[Jerry Norris](#)  
The Fledge

[Michelle Lantz](#)  
Greater Lansing Food Bank

[Rawley VanFossen](#)  
Capital Area Housing Partnership

[Roxanne Case](#)  
Ingham County Land Bank

[Teresa Kmetz](#)  
Capital Area United Way

#### Planning staff

[Brett Wittenberg](#)  
DeWitt Charter Township

[Brian McGrain](#)  
City of Lansing

[Dave Kudwa](#)  
City of St. Johns

[Elizabeth Hude](#)  
City of Mason

[Tim Schmitt](#)  
Meridian Charter Township

[Tom Fehrenbach](#)  
City of East Lansing

### KEY INTERVIEWS

[Andy Schor](#)  
Mayor, City of Lansing

[Carrie Rosingana](#)  
Capital Area Michigan Works,  
CEO

[Janet Lillie](#)  
Michigan State University,  
Vice President of  
Government Relations





## Steering Committee

### Bob Trezise

Lansing Economic Area Partnership,  
President & CEO

### Brent Forsberg

TA Forsberg Realty, President & CEO

### Carrie Rosingana

Capital Area Michigan Works, CEO

### Cindy Kosloski

Greater Lansing Home Builders  
Association, CEO

### Claudine Williams

Eaton County, Director of Community  
& Economic Development

### Colin Cronin

DTN, Vice President

### Dru Mitchell

Clinton County Catalyst, Executive  
Director

### Janet Lillie

**Michigan State University, Vice  
President of Government Relations**

### Jeffrey G. Jackson

Chief Lending Officer, MSUFCU

### Joan Nelson

Allen Neighborhood Center, Executive  
Director

### Megan Webber

Greater Lansing Association of  
Realtors, CEO

### Pat Gillespie

Gillespie Group, President & CEO

### Rawley Van Fossen

Capital Area Housing Partnership,  
Executive Director

### Teresa Kmetz

Capital Area United Way, CEO

### Tim Daman

Lansing Regional Chamber of  
Commerce, President & CEO

### Vivki Hamilton-Allen

Habitat for Humanity Capital Region,  
President & CEO

## Client Team

### Jim Snell

Tri-County Regional Planning  
Commission, Executive Director

### Nicole Baumer

Tri-County Regional Planning  
Commission, Deputy Director

## Consultant Team

### Development Strategies

Matt Wetli, Principal

Andy Pfister, Project Director

Richa Singh, Project Manager

Miriam Keller, Project Planner

Megan Hinrichsen, Art Director

Anjali Katare, Research & Housing Analyst

Liam Flood, Market Analyst

### Piper & Gold (Media & Community Outreach)

Kate Synder, Principal Strategist

Emma Shelby, Project Director

Shannon Janczewski, Project Manager

Cortez Washington, Diversity Equity &  
Inclusion Specialist

Image credits: Piper & Gold, Development  
Strategies









# Contents

7	Introduction
19	Housing Trends
43	Housing Market Analysis
69	Systems and Barriers
75	Housing Strategy Framework
A	Appendix









### 3

## Housing Market Analysis



## Market Analysis: A Process Overview

**Market analysis helps to understand current conditions and opportunities. It identifies gaps that exist in the housing supply today and likely housing needs in the future, including the specific needs of different populations based on income, age, and physical ability.**

### Supply Analysis

The first step in housing market analysis is to document what exists today. This information tells us a great deal about what the market will support in terms of rents, sale prices, and lease rates. It indicates preferences for specific products or locations. Sometimes, analysis of the competitive market can reveal specific opportunities for types of housing that the region lacks by identifying newer, more competitive types of development that achieve product differentiation by focusing on quality, amenity, design, or service offerings. Supply analysis provides critical foundational information for market analysis and the strategic framework designed to meet critical housing needs.

### Demand Analysis

Demand analysis is fundamentally about people: Who lives in the community today? Where do they live? What are their needs? Who is moving into the community? How many? This requires analysis of standard demographic data like household income, age, and population. It is important to analyze housing demand from multiple angles and for multiple populations. Seniors prefer different housing products than young professionals or families. Workforce housing looks different than upscale housing or housing for at-risk people. Demand analysis allows us to quantify how many units are needed at different price points and income levels.

### Housing Gap Analysis

Housing gap analysis is the comparison of supply and demand. It allows us to determine what is currently missing in the market and what is needed to provide attainable housing for all residents of the tri-county region. This may mean more affordable units so that fewer households are cost burdened, or encouraging the development of more upscale single-family homes and multi-family units to maintain higher-paid professionals.

### 20-Year Demand Projections

Once the supply and demand analysis is complete and key housing gaps are identified, detailed projections are made to close this gap, taking into account projected population and household growth for the next 20 years. This projection, coupled with the strategic framework for housing, provides a practical road map for regional leaders and housing partners to meet current and future demand. Demand projections are made in five-year increments differentiated by for-sale and rental housing by income level, housing tenure for each income group, and housing type.

Chapter three follows this systematic process for market analysis, starting with current supply analysis, followed by demand analysis and identification of market gaps, and concludes with 20-year demand projections.

## Housing Supply Overview

### Multi-Family (Market-Rate)



While a number of new multi-family and mixed-use properties have been developed along the Michigan Avenue corridor in central Lansing and East Lansing, much of the region's existing market-rate rental supply is scattered in more suburban locations near major interstates and highways. Most of the region's existing market-rate rental supply consists of traditional low-rise garden-style communities, although developments built over the past decade are more dense three- and four-story developments. Older condos and newer townhomes with attached garages also represent a sizable portion of the region's existing multi-family rental supply. Vacancy rates declined slowly over the past decade, falling to decade-lows in 2021 in tandem with a 30 percent jump in asking rents, indicating growing demand for non-student market-rate multi-family units.

### Single-Family (For-Sale)



Nearly half of the housing stock in the tri-county region was built before 1970, and another 39 percent was built between 1970 and 2000. Only about 15 percent of the region's housing stock was built over the last two decades, with single-family homes representing nearly two-thirds (64 percent) of all permitting activity since 2000. In 2021, new home prices averaged \$337,000—a 14 percent increase since 2019, while existing homes sold for an average of \$194,000.

### Senior



There are currently 19 independent and assisted living communities serving senior residents with around 1,330 total units. However, less than a handful were built in the past decade, and these newer communities are unaffordable for a large segment of the population. While most properties offer a similar array of services and care options, they vary in terms of amenities, design, and finishes. The high cost of long-term care is a barrier for many seniors, and existing facilities are generally concentrated in the more affluent areas of the region. There is a lack of supply of housing options, such as villa-style development, that allow for aging in place.

### Multi-Family (Affordable)



Affordable housing is an important component of a larger strategy to ensure demographic, economic, and housing diversity and equity throughout the region. The supply of affordable rental options consists of a mix of LIHTC, public housing, project-based and voucher-based Section 8, USDA Section 515, and other subsidy programs, totaling more than 7,300 dedicated affordable units. Approximately 16 percent (1,200 units) of the affordable multi-family supply was built and/or renovated in the last decade. In total, 14 affordable properties were built or renovated in a number of municipalities throughout the tri-county region.

### Single-Family (Rental)



The region's single-family rental market is somewhat limited. These properties vary widely in size and condition, from modest, 700 to 800 square-foot one-bedroom homes in fair condition to larger recently-renovated three- and four-bedroom homes exceeding 1,000 square feet. Investors have purchased a number of single-family homes in and around the more historically affordable neighborhoods of the region—Lansing in particular—marketing them as rentals. While this can be a benefit in diversifying residential uses, speculative buyers may have little incentive to renovate properties until the surrounding neighborhood improves. SFR investors also frequently compete with first-type home buyers.

### Student



Michigan State University acts as the largest attraction to students in the tri-county region. While the university offers some on-campus housing, it is not enough to accommodate all students. Student housing demand is particularly high in the cities of Lansing and East Lansing. More than 60 percent of the enrolled students in Michigan State University live off-campus. Students experience disproportionately high risk towards housing insecurity or finding adequate affordable housing. While student housing is a critical need of the region, it can inflict significant pressure on a limited affordable housing market.

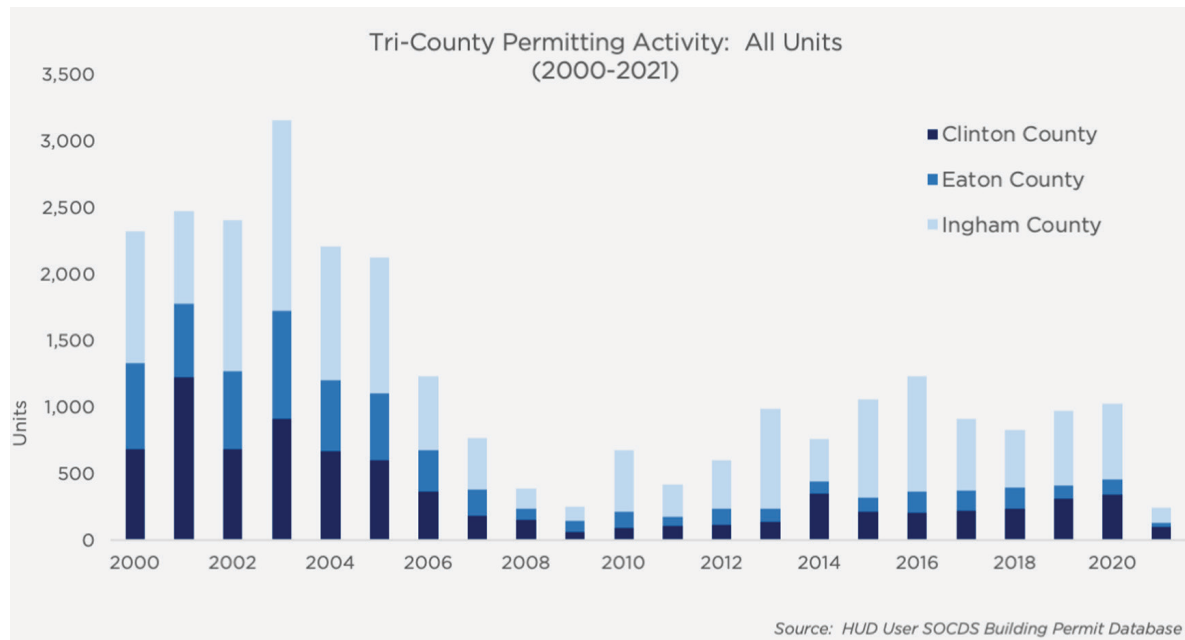
## What are the key supply trends in the region?

**The tri-county region has a very tight housing market, with high occupancy rates increasing rents in the rental market, rapidly escalating prices, and record low supply in the for-sale market.**

According to Census data, the tri-county region added more than 8,200 households from 2010 to 2020 and only 6,540 housing units. Building permit data indicates that permits for 8,410 units were issued during that period; however, some of the permitted units may not have been completed.

The building permit data summarized in the graph to the right shows an important trend that contributed to some of the housing market challenges present today. Permits were issued for an average of nearly 2,100 units annually from 2000 to 2007, before the Great Recession. Permitting and development activity have not returned to pre-Recession levels. Permits were issued for an average of 860 units each year during the past decade, a nearly 60 percent decrease.

While it took at least a few years for the housing market in the region to recover from the Great Recession, the reduced amount of development over the past decade relative to earlier periods contributed to a general supply shortage. The COVID-19 pandemic, escalating lumber and materials prices, labor shortages, and other factors also contributed.



These trends also contributed to the mismatch in supply and demand that we see today because of the housing types developed—predominantly single-family homes and large multi-family properties. Additionally, the price point that the market is able to provide without public intervention or subsidy continues to increase, so much of the product added to the market is priced above median affordability levels.

Roughly half of the past decade's new construction—nearly all subdivision development—occurred in Ingham County, mainly in suburban communities, such as Meridian Township, and outlying exurbs, including Holt and Mason. However, Clinton County's share of single-family permitting activity slowly increased in recent years led by continued population growth in communities such as DeWitt and St. Johns.

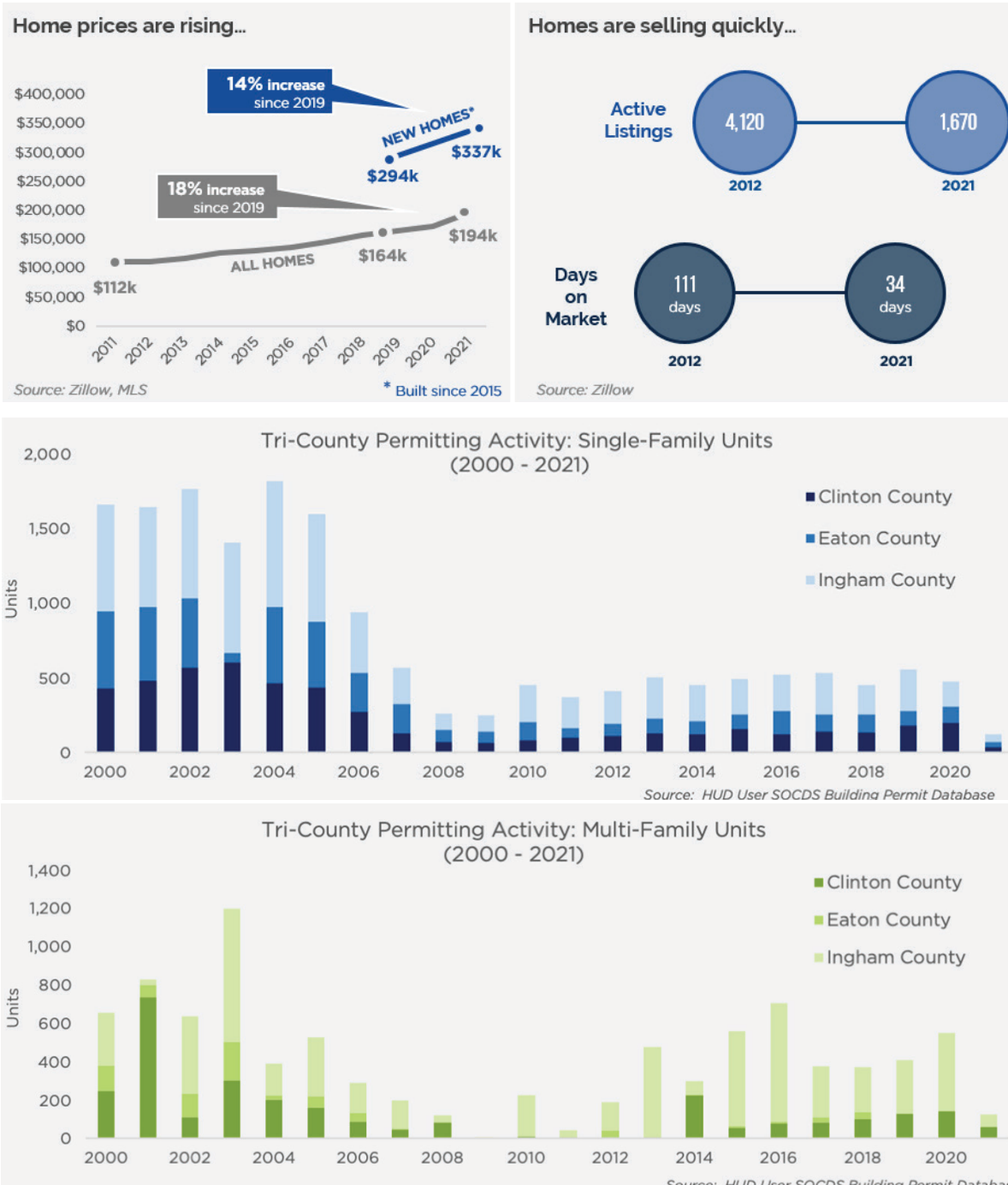
## Single-Family Overview

Low-cost homes comprise a significant portion of the tri-county region's overall housing supply. According to ACS data, approximately 30 percent of all homes in the City of Lansing have a value of less than \$100,000. Even well-maintained homes at these price points face marketability issues, including limited neighborhood amenities, discontinuous utility networks, lack of sidewalks, and the poor condition of many nearby homes. The 2020 Census puts the count of vacant units in the City at around 4,500 units—more than doubling from about 2,000 units in 2010.

As per the MLS data, new home prices in 2021 averaged \$337,000—a 14 percent increase since 2019, while existing homes sold for an average of \$194,000. This rapid increase in home prices is indicative of a tight housing market where active listing have dropped significantly in the last decade (4,120 homes in 2012 to 1,670 homes in 2021). Homes are also selling quickly, averaging about 34 days on market for a new listing, compared to 111 days a decade ago.

## Multi-Family Overview

Multi-family development in the region fluctuated over the last decade, but has picked up in recent years. The steady stream of new apartment development, particularly at the top-end of the regional rental market, is keeping vacancy rates from falling below five percent.





## Single-Family Trends

**With an aging stock of homes available for-sale in and around the urban cores, nearly all of the contemporary construction of the past two decades has occurred in the more suburban and exurban portions of the tri-county region.**

### For-Sale Trends

Single-family homes remain the dominant housing typology in the tri-county region, accounting for 72 percent of total housing units. More than a third (37 percent) of homes across the region are valued below \$150,000; however, these units do little to address the shortage of affordable and workforce housing options in the region given their condition and smaller size. Further, more than half (55 percent) of homes have values ranging from \$100,000 to \$250,000, resulting in a median of around \$180,000.

Much of the housing stock in the tri-county region was built before the 1970s and averages 1,500 square feet in size. Due to the size, finishes, layout, high cost of maintenance, dated utility systems, and condition, a portion of the region's stock does not meet the needs and preferences of the current housing market. As such, investment in programs to rehab and retro-fit the current supply to meet not only today's current market standards, but the needs of existing senior residents, will be crucial.

### Recent Housing Sales Trends

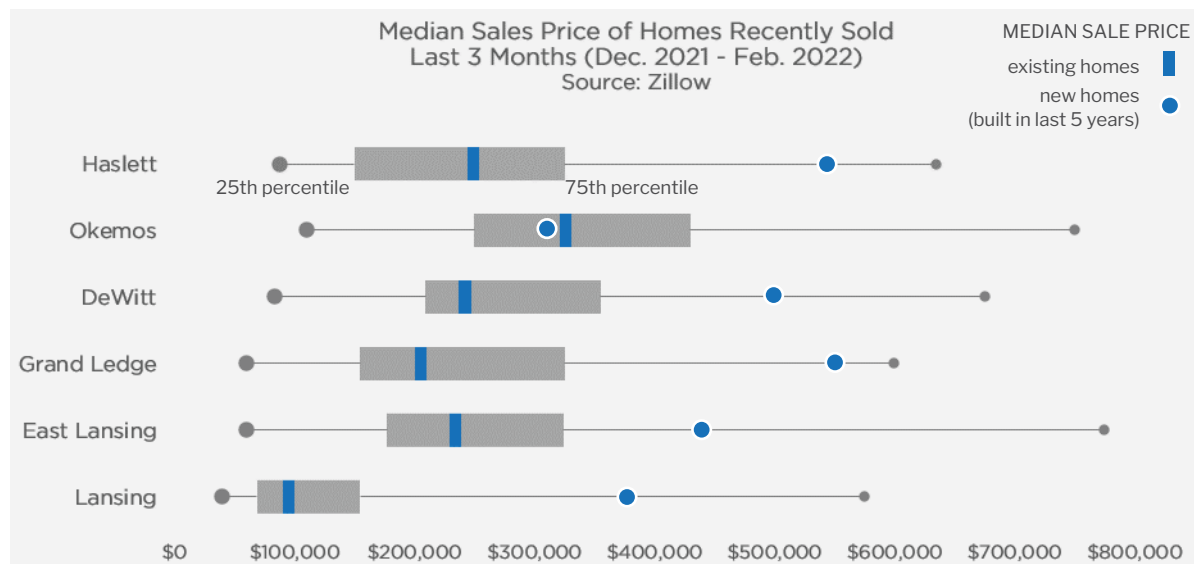
The region has a strong and increasingly tightening for-sale housing market. Home values in the region have shown tremendous growth in the last decade and particularly over the last year (13 percent), as record-low mortgage rates have bolstered demand.

According to Zillow, median home values in the tri-county region increased considerably over the past decade by 74 percent, or nearly \$83,000. Home values across the region were still recovering from the 2008 recession at the beginning of the decade and did not begin to increase too dramatically until 2014. Between 2015 and 2020, however, home values increased rapidly at an average pace of six percent annually. Recent sales trends are great indicators of the level of market demand. The chart below shows median sale prices for homes sold in the last three months. Housing typologies and conditions vary considerably across the region, reflected by a wide range in recent sales prices.

### Recent Single-Family Rental Trends

Single-family rentals can be a stable rental housing option for a variety of households and population segments where, for a variety of reasons, homeownership is not currently attainable.

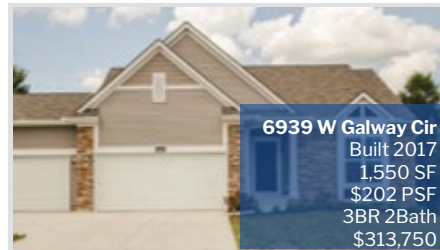
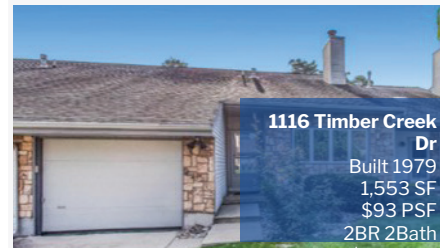
Single-family homes also represent a considerable portion of the tri-county region's existing rental supply, with an overwhelming proportion scattered throughout the core neighborhoods of Lansing. While more than 70 percent of housing units are single-family attached and detached, only about a third of all housing units are renter-occupied. ACS data for housing tenure and occupancy indicates there are approximately five percent single-family homes for rent region-wide. The region's single-family rentals in good condition that fit the preferences of families with children are priced relatively high, while much smaller, more affordable homes tend to be in below average to fair condition.



## URBAN



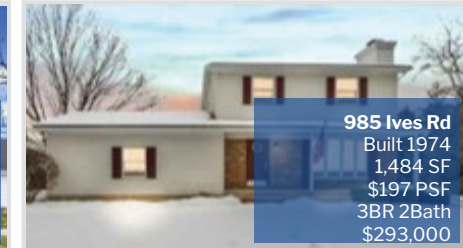
## SUBURBAN



## EXURBAN



## RURAL



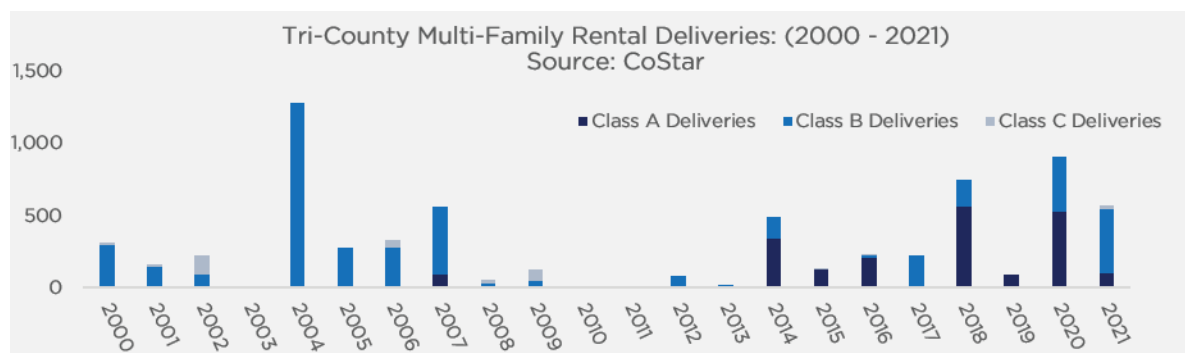
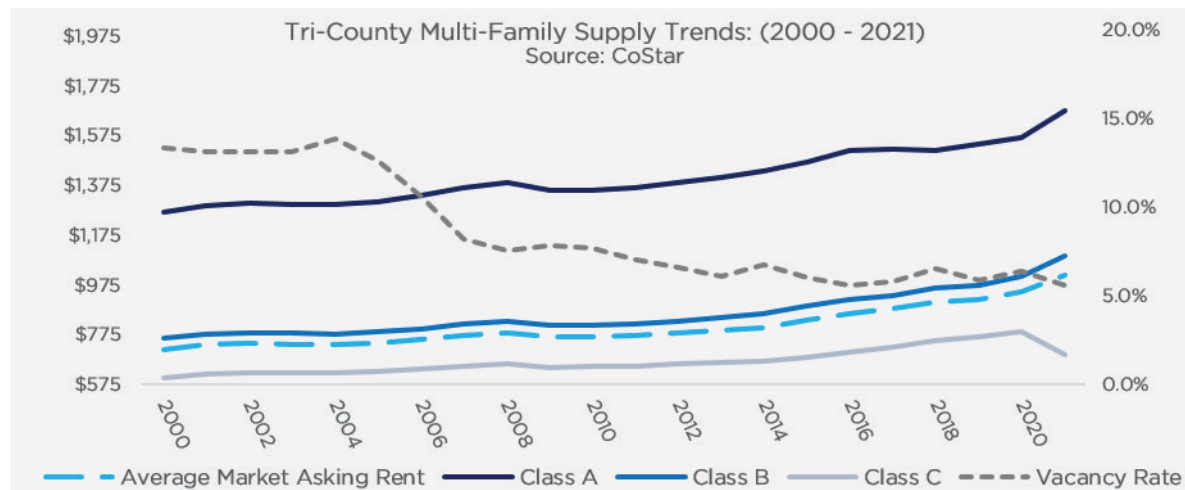
## Market Rate Multi-Family Trends

While there is recent momentum in new larger-scale multi-family development in Lansing, East Lansing, and other eastern suburbs, much of the region's existing market-rate rental supply consists of a variety of traditional low-rise garden-style apartment communities.

The tri-county region has a current inventory of approximately 35,000 professionally-managed market rate multi-family units, contained primarily within suburban-style garden apartment communities. According to CoStar, multi-family development fluctuated over the last decade, but has picked up in recent years with about 45 percent of new units delivered in the past three years.

Vacancy rates declined slightly over the past decade, hovering between five and six percent. The steady stream of new apartment development, particularly at the top-end of the regional rental market, is keeping vacancy rates from falling below five percent. Average asking rent growth averaged around two percent annually between 2011 and 2020.

Following national trends, average rents spiked between seven and eight percent annually over the last two years, indicating growing demand. Newer developments fetch healthy market rents, ranging from \$1,200 for one-bedroom to upwards



of \$2,500 for three-bedroom units. These newer, Class A multi-family units receive average rents of \$1,700, while somewhat older, Class B and C properties receive rents of \$1,100 and \$700, respectively. Additionally, CoStar reports Class B and C properties represent approximately 94 percent of the existing multi-family supply.

### Naturally Occurring Affordable Housing (NOAH)

An important component of the housing market is NOAH, or moderately-priced apartments that are generally older (30 to 50 years), reasonably

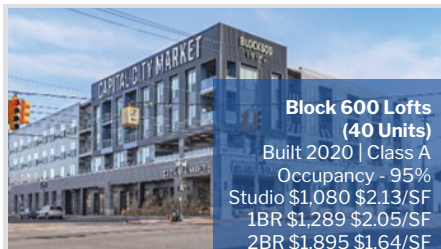
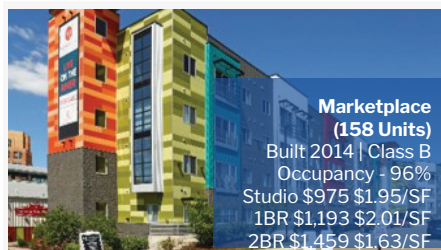
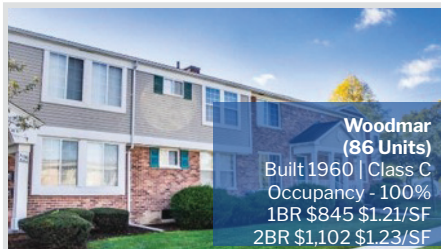
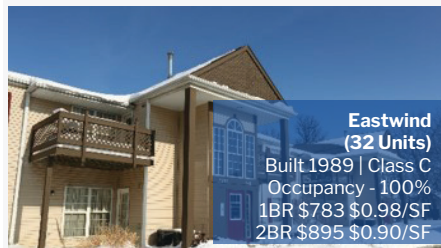
maintained, and typically have original finishes and fixtures. In other words, they are naturally affordable because of their age and features.

These properties are also attractive to investors and developers because of their upside potential that can be realized through renovation and increasing rents.

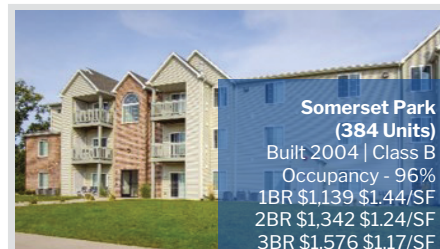
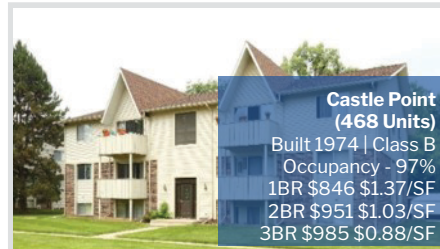
Preserving the units while maintaining quality is an important component of preserving regional affordable housing options.



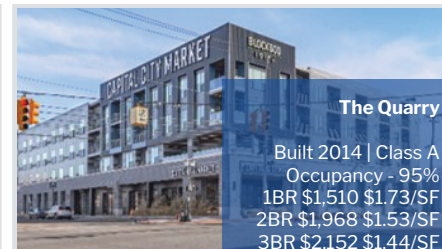
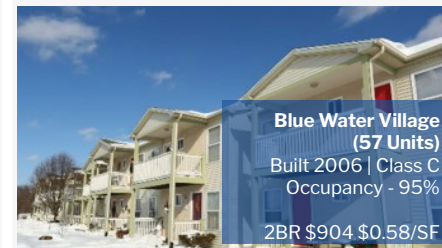
## URBAN



## SUBURBAN



## EXURBAN



## RURAL





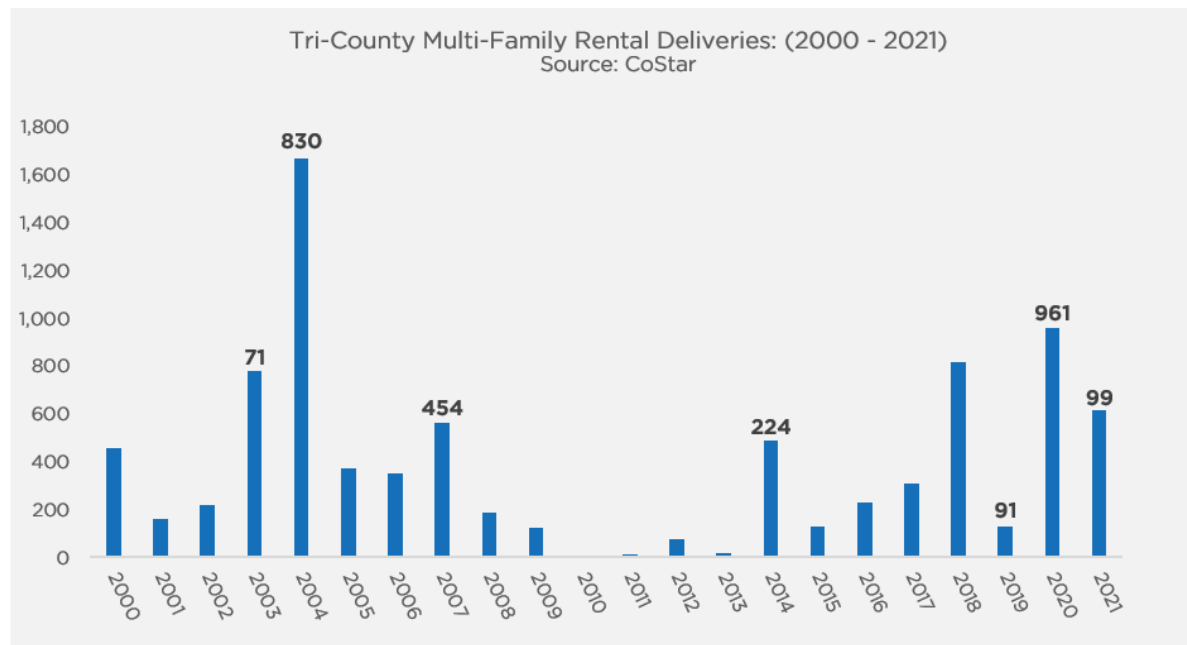
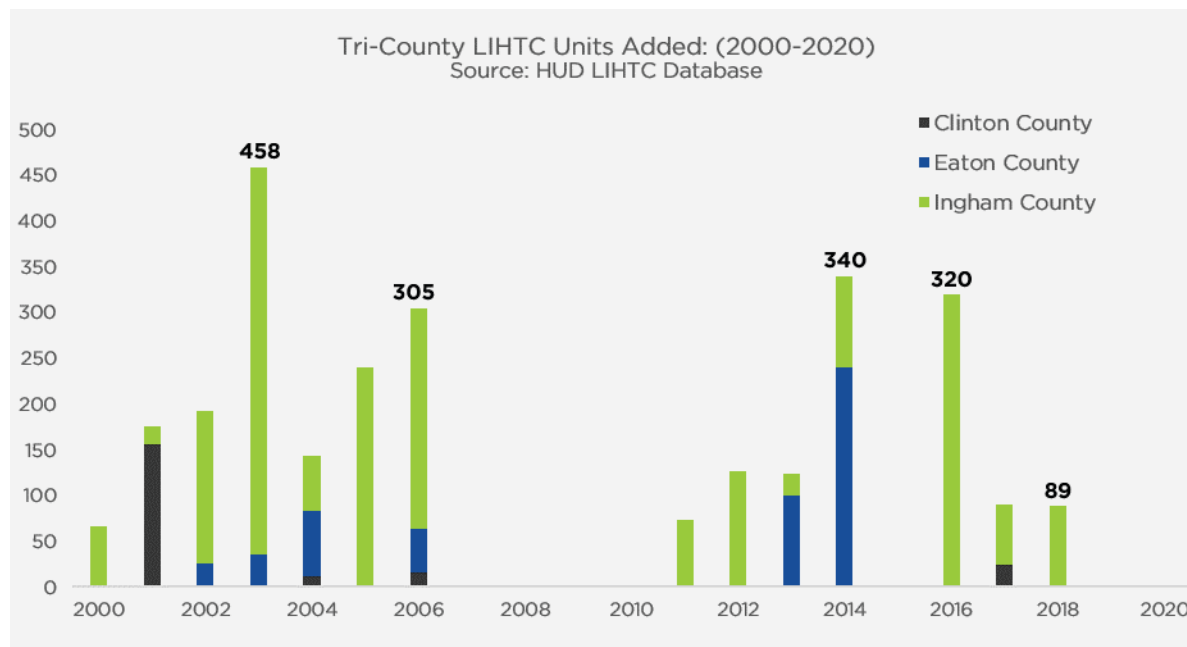
## Dedicated Affordable Housing Trends

**The tri-county region's supply of affordable rental options consists of a mix of LIHTC properties, public housing, and other deeply-subsidized units.**

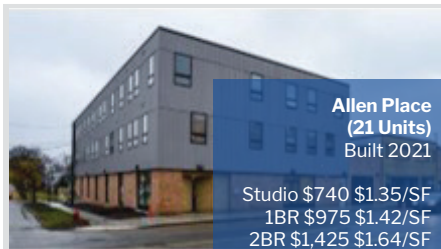
The tri-county region has a total supply of about 7,300 affordable units, including nearly 3,200 LIHTC units, 550 public housing units, and around 3,500 units contained within scattered properties supported by project-based vouchers. Further, according to HUD data, roughly 3,800 Housing Choice Vouchers are administered throughout the region and used by tenants at various properties.

Affordable housing is an important component of a larger strategy to ensure demographic, economic, and housing diversity throughout the region. While a variety of affordable housing programs are available, LIHTC communities—affordable communities financed with low-income housing tax credits administered by MSHDA—are most common and represent the bulk of affordable housing built across the nation today.

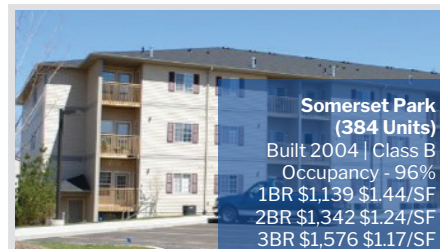
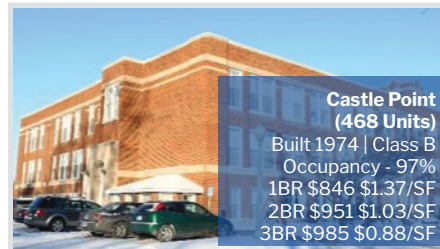
A relatively small portion (16 percent) of the existing affordable supply was built in the last decade. Roughly 14 newly constructed or renovated LIHTC communities have been delivered since 2011, with most targeting low-income seniors. A notable portion of the region's existing supply, built in the latter half of the 20th century and early 2000s, is not only aging but potentially nearing the end of their LIHTC compliance periods.



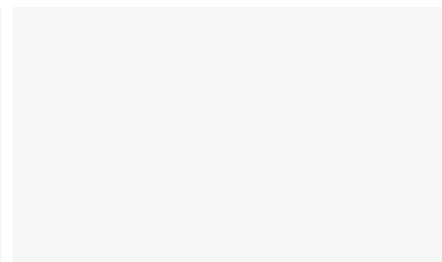
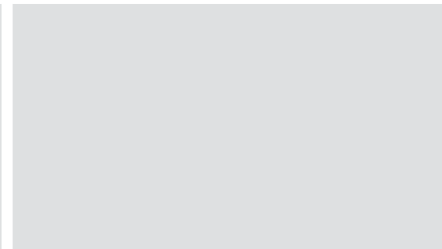
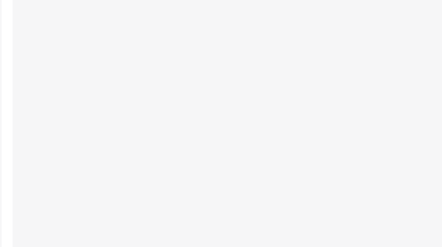
## URBAN



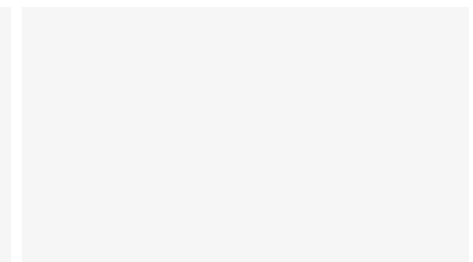
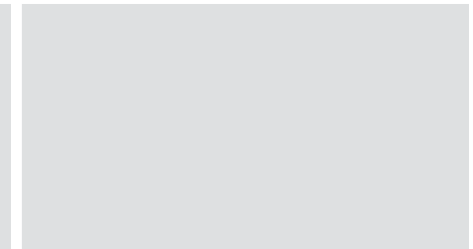
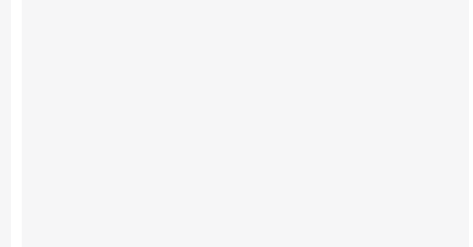
## SUBURBAN



## EXURBAN



## RURAL



## Market Rate Senior Housing

**A relatively small proportion of the region's overall housing supply is tailored to the unique needs of senior residents, particularly empty nesters and seniors who want to downsize and maintain an active lifestyle.**

The senior living market has steadily moved towards contemporary independent living, assisted living, and memory care communities that provide a greater degree of independence while providing assistance with activities of daily living in a comfortable, attractive environment. The tri-county region has roughly 1,300 units dedicated to senior living.

Much of the existing supply is representative of an earlier generation completed in the 1980s and

1990s. Though somewhat dated, these properties offer a nearly identical array of amenities and services compared to the relatively newer communities built over the last two decades.

According to Genworth's 2021 Cost of Care Survey, the median monthly cost of assisted and independent living in the tri-county region is \$4,300 and \$3,000 per month, respectively.

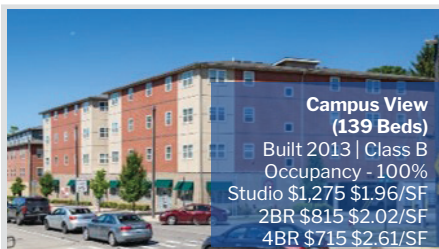
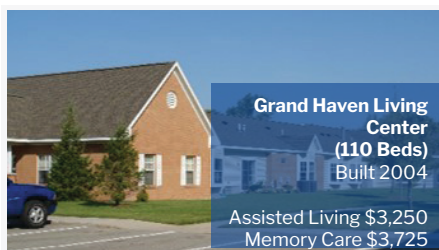
However, our survey of existing communities found current base rates can exceed \$6,000 for assisted living and \$5,000 for independent living. While there are affordability concerns for a wide spectrum of senior households—an issue addressed at greater length in the demand section—these existing long-term care facilities will continue providing quality options across several price points. Additionally, the distribution of these properties throughout the region is somewhat uneven, with the majority of facilities concentrated in East Lansing and Meridian

Township. As a result, senior households west of Highway 127 have few long-term care options nearby.

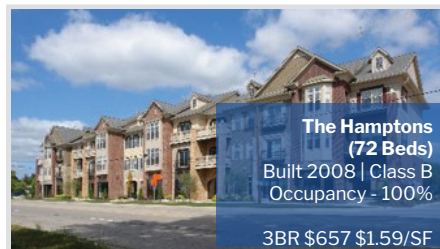
In addition, age-restricted multi-family communities that fit the lifestyle preferences of baby boomers and seniors looking to downsize have become increasingly prevalent nationwide. Newman Lofts is the only modern, accessible, and amenitized market rate apartment community available for seniors in the region. While this property fills a need, it remains highly unaffordable to the majority of aging households in the region.

There is a limited supply of senior-oriented properties outside of traditional independent and assisted living facilities and, with growth in the senior age cohorts, a more diverse array of senior housing options is needed.

### URBAN



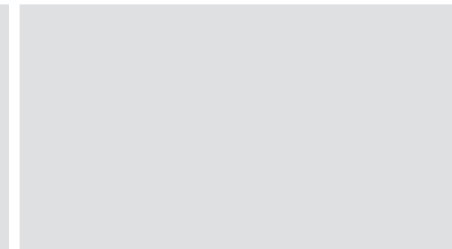
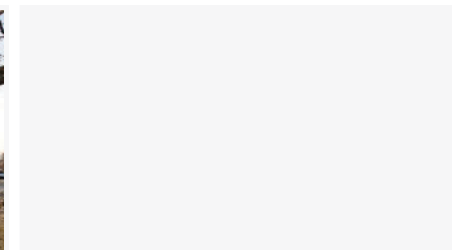
### SUBURBAN



### EXURBAN



### RURAL









## Demand

**There is demand for housing—for-sale and rental—across the affordability spectrum. The current condition of the region's housing stock, particularly in older neighborhoods in the urban core, is a key challenge in meeting demand.**

### Quantifying Demand

Demand for housing comes from a number of “demand segments,” which consist of existing residents and new residents moving to the region. Generally, the needs of these segments are different—many existing residents need access to quality affordable housing, while attracting new residents will require improving the conditions and marketability of neighborhoods and the region as a whole. For the region to be successful and economically vibrant, it will need to address the housing needs of both segments.

### Existing Residents

An important goal of a comprehensive housing study is to address the needs of existing residents. The existing housing stock is a result of a number of compounding factors, such as historic housing policies, economic trends, and preferences of residents at various points in history. Much of the housing stock in the tri-county region is less competitive in today's housing market. While this is a major challenge region-wide, housing needs vary significantly by cities, neighborhoods and resident income. Thus, a variety of approaches is required to address diverse needs. Some residents will need help in upgrading their homes and assistance in making housing payments, while

others will benefit from investments in public amenities and efforts to improve desirability of the region and its neighborhoods.

### New Residents

Several cities within the tri-county region are set to add new jobs in industries ranging from AgTech, Mobility to Medical Technology. It is anticipated that the region will add as many as 13,000 jobs over the next several years. This has the potential to invigorate economic activity in the region by bringing in new individuals and families, including new students in K-12 schools, revenue for municipal services, shoppers for commercial centers, new renters, and homeowners.

Therefore, the next tier of the demand analysis is identifying the impact of growing jobs in the region and potential households who would move to the tri-county region. Understanding what potential types and affordability levels of housing is needed to support this growth will give the region a competitive advantage.

### Demand Analysis

Determining market demand for the different needs and aspirations of existing and potential future residents requires a multi-faceted approach. To arrive at an overall housing demand for the region, five different approaches were undertaken that contribute in different ways:

#### Conventional Demand Analysis

- Assesses income variables within the tri-county region to determine the amount and types of units that are affordable to existing residents.

### Target Market Analysis

- Considers consumer profiles of residents within the market area to determine desirable housing products that can attract them to the region.

### Affordable Housing Demand

- Uses household income levels and projected population growth to determine future demand.

### Senior Housing Demand

- Uses age group projections, senior demographic data, and supply information from the market to determine future demand.

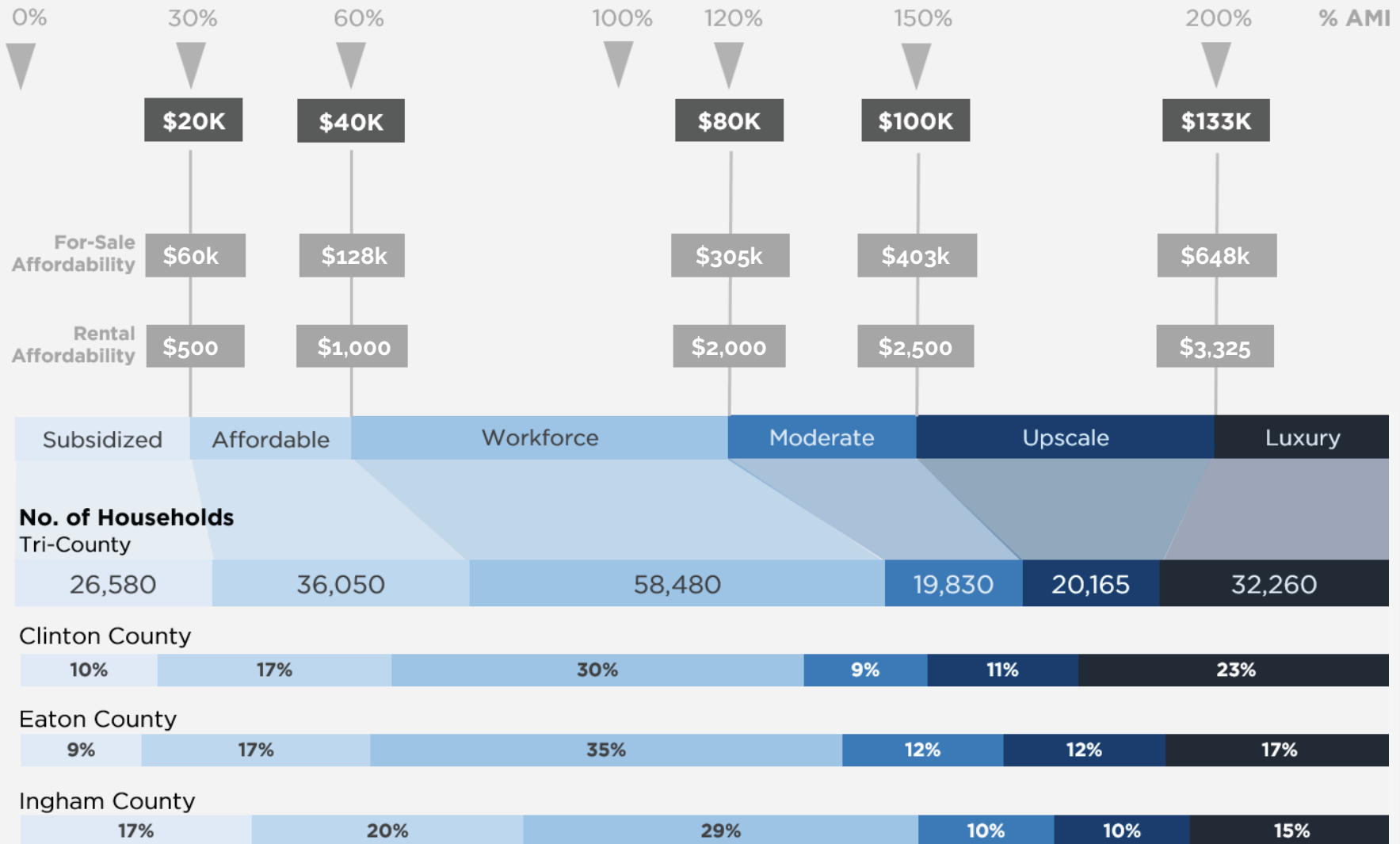
### Impact of Growing Jobs

- Assesses the projected job growth in the region to determine future demand and desirable housing products.

Quantifying the number of households by affordability levels and product segments can inform the price and rent levels required, as well as inform the scale of the need in the market to address demand. The graphic on the right distills the HUD-determined Area Median Income (AMI) of the region, adjusted for the region's average household size, into various affordability levels. At each affordability level, ideal equivalent housing prices are set so that no resident is cost-burdened. This allows us to break up the market into different segments, which corresponds to different types of housing products. Using American Community Survey data, the number of households in the tri-county region that fall within each price bracket is also shown, with a further breakdown by each of the three counties.

## AFFORDABILITY METRICS AND INCOME DISTRIBUTION

**\$66,640**  
HUD Median Family Income  
*Adjusted for the tri-county region*



Source: Income Limits – HUD, ESRI, Development Strategies 2021

Note: Calculations for for-sale affordability include down payment, mortgage (3.5 percent interest @ 30 years), property taxes, and insurance. Calculations for rental affordability include monthly rent payment and utilities, assuming a maximum of 30 percent of the household income towards housing costs.

### Conventional Demand Analysis

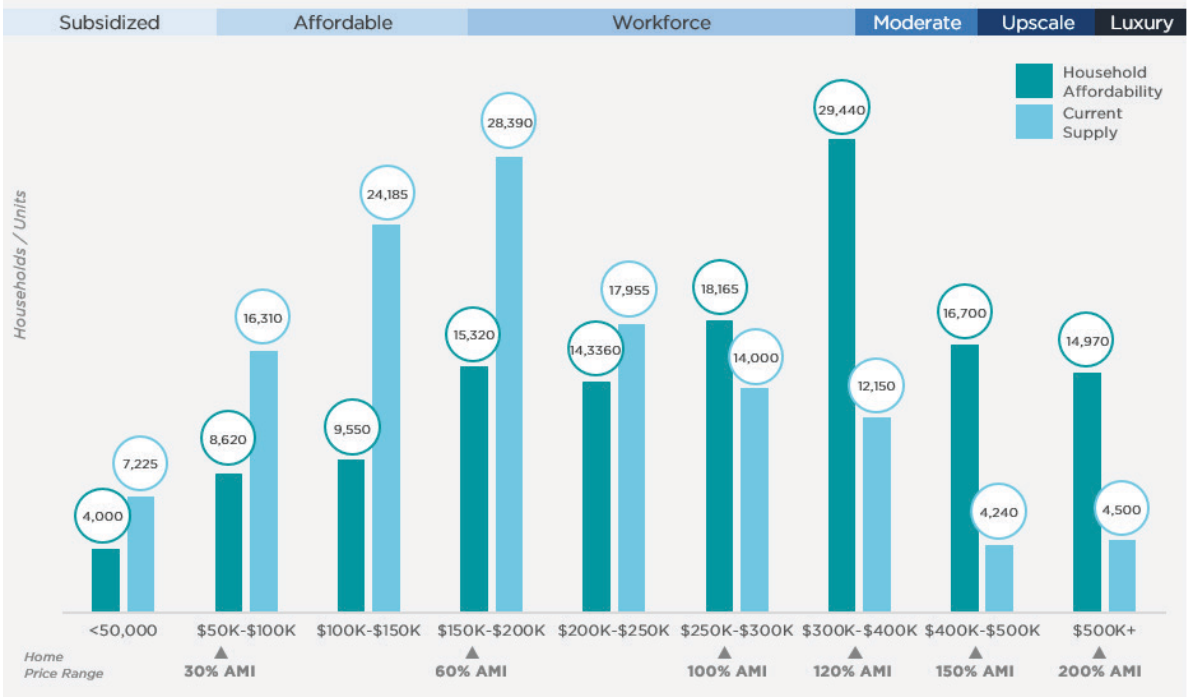
Quantifying demand for housing in the near term will be driven by the income and affordability levels of existing households in the region. Additional demand will be generated by attracting households from the broader metro area with diverse housing products that are currently in limited supply.

#### Quantifying Demand-Supply

Conventional market demand analysis uses household income data to determine for-sale and rental price points with the greatest degree of potential market support. Such analysis highlights potential opportunities for development where gaps exist between the existing supply and household affordability. This analysis can provide a more nuanced look at how idealized spending for housing (without being cost-burdened) by households in the region line up with supply currently available.

The American Community Survey provides income distribution data by housing tenure, as well as the share of owner and renter households in the tri-county region. The ‘household affordability’ bars represent the number of households able to afford residential products at various price points, taking into account appropriate housing spending patterns at various income levels, while not being cost-burdened. However, this does not represent their existing spending on housing.

AFFORDABILITY GAPS: OWNER



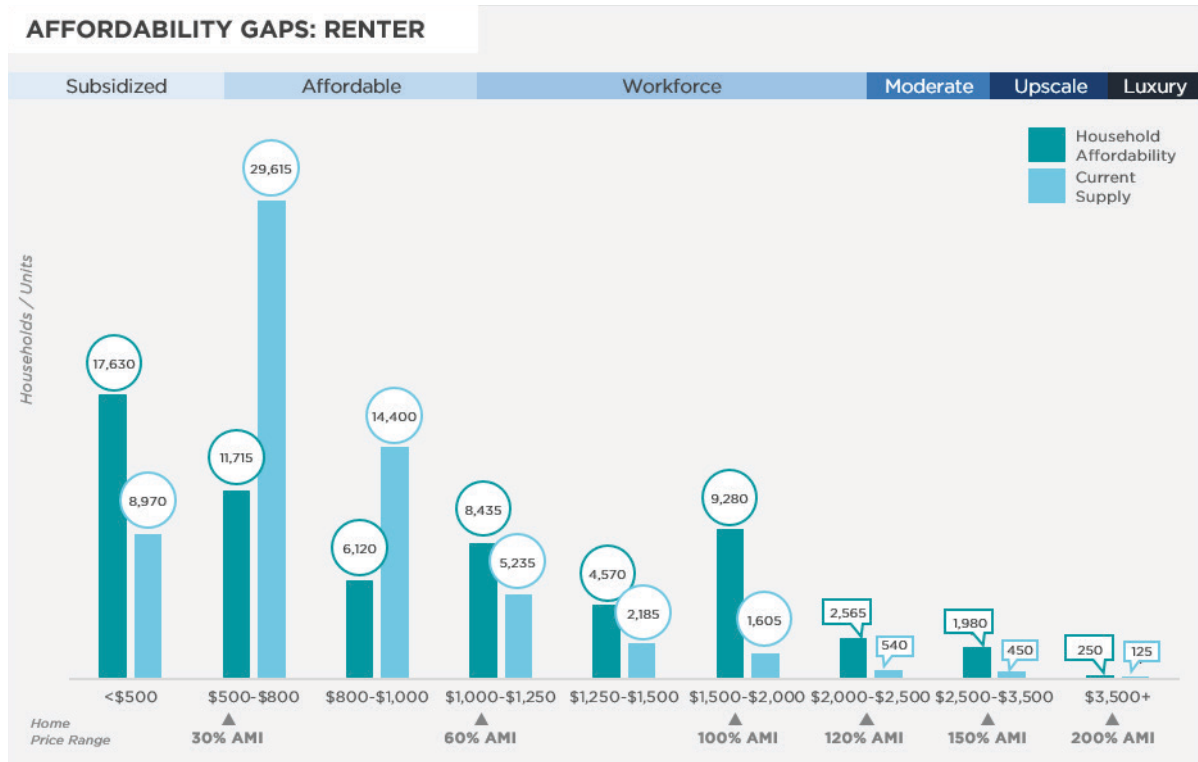
In some cases, households are spending more than what they can actually afford on housing, while others may spend significantly less due to higher saving levels, the absence of a desired housing typology, or a number of other factors.

Each housing cost range (mortgage or rent) is assigned to a housing type to pair product with affordability, ranging from subsidized units to luxury housing products.

#### Affordability Gap Analysis: Owner

The affordability gap analysis graph shows a substantial oversupply of homes priced between \$50,000 and \$200,000 (within range of the

Median Home Value of the region of \$180,000), which is 60 percent of the supply in the region. Note that the viability of homeownership for many of the households in the lower AMI levels will vary in the real world. In an ideal case, an income at 100 percent AMI allows for affording a home priced between \$250,000 and \$300,000 without being cost-burdened. This implies that a mismatch exists because a significant portion of the supply in the tri-county region is of low value (likely because of its lower quality). Additionally, based on conversations with Realtors and stakeholders, the oversupply of ‘affordable’ priced homes below \$200,000, does not meet market preferences. Thus, a substantial portion



of the existing supply is not marketable because of condition, style, location, or a number of other factors. A significant portion of the housing stock priced below \$100,000 is in “below average” condition, meaning that it requires significant upgrades and may not be suitable for habitation. While inexpensive to purchase, this housing is typically unaffordable because of the amount of work needed to stabilize it; therefore, much of this housing stock is not currently in the condition to meet housing needs. There is no uniform, region-wide data on housing condition and it is a recommendation of this study to implement a housing condition survey and mapping tool so that local communities can better address condition-related challenges.

The affordability gap analysis for owners also shows that there are many households in the region that could afford more expensive homes than they currently live in, specifically homes \$250,000 or higher. At the same time, increased investment in improving the condition of homes priced between \$100,000 and \$200,000 will also improve supply.

#### Affordability Gap Analysis: Renter

The affordability gap analysis for renters takes the mismatch between idealized demand and supply even further. The oversupply in the ‘affordable’ segment, representing 70 percent of the region’s rental supply, points largely to the condition

challenges of the rental housing stock, especially in the private rental market. The high demand for publicly-funded assisted housing, the slow pace of new affordable development of newer affordable housing units, and the level of cost-burdened households in the region suggests the need for significant investment in the rental housing stock.

There is considerable unmet demand for very affordable housing—affordable to those earning at or below 30 percent of AMI—at rents \$500 and below. Additionally, there is substantial unmet demand for rental housing at workforce segment and above, or \$1,000 and up, which can be met with new construction, renovations and natural aging of existing quality market-rate units.

#### Conclusions

The affordability gap analysis provides a high-level overview of where there are clear mismatches between supply and demand. However, several other factors are important to consider. Housing condition is generally substandard at lower affordability levels. While these units are “affordable,” their condition leads to higher utility bills and potential health and safety hazards.

Smaller for-sale units—condos and townhomes—can be positioned at a more accessible price point for workforce and moderate-income households than larger detached single-family homes. Diversity in housing stock can fill these gaps and create a pathway to homeownership for a broader range of households. Renovating the existing housing stock will be key to meeting future demand, and a wide range of housing needs.



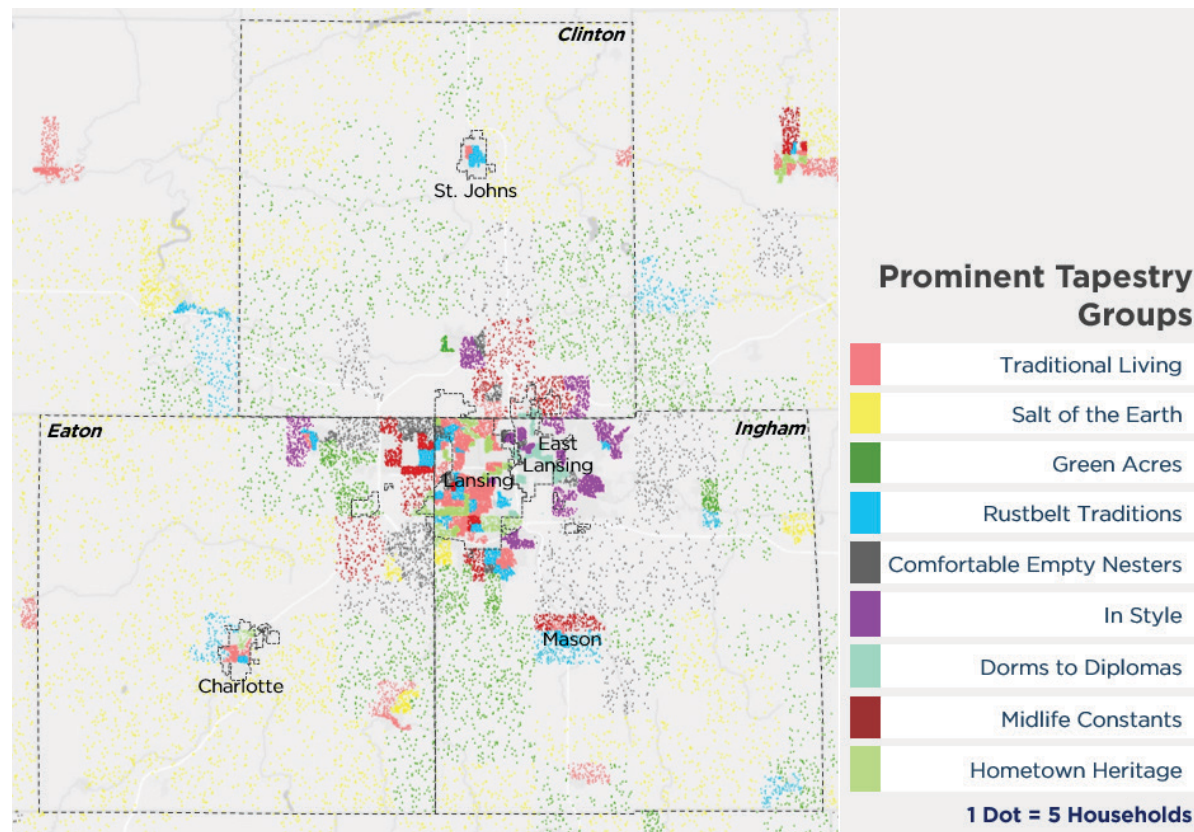
## Market Segmentation

Target market analysis is used to determine demand based not only on geography and demographic traits, but also on consumer preferences. As a result, desired product types can be determined, in addition to affordability. Just as market segmentation is used to determine tendencies to buy different types of consumer products, data on market segments can be used to identify demand for different types of housing products at a particular location. The segments present in the tri-county region (mapped on the right) are identified using ESRI's Community Tapestry™ data, which use algorithms to link demographic, geographic, and psychographic data to create 65 unique geodemographic segments.

Using the past population growth trends estimated by ESRI we can estimate that more than half of the new potential households in the tri-county region will belong to the following tapestry segments.

**Dorms to Diplomas:** This group mainly consists of college students–young single households. Residents of this group are likely to share housing costs with a roommate to help defray high rents. The presence of MSU is a key factor in the projected growth of this tapestry segment in the region.

**In Style:** This group is older and more likely to have children, but consists primarily of professional couples or single-person households. These households are mid-career and relatively affluent, with a median household income of more than \$70,000. Some of these households may be interested in downsizing to an urban townhome or condo.



**Green Acres:** A majority of these households are older married couples with or without children. This group tends to prefer rural settings in metropolitan areas. They are primarily interested in single-family homes with high acreages.

**Middleburg:** This group is typically family households–young couples with children located in semi-rural locales within metropolitan areas. Households within this group are predominantly interested in affordable single-family housing options.

**Salt of the Earth:** Citizens in this group are primarily older, and many have grown children that have moved away. Homeownership rates for this group are very high (83 percent).

Potential new households as well as preferred housing typologies for each of the above-mentioned tapestry segments are illustrated on the facing page.

# NEW POTENTIAL HOUSEHOLDS



Dorms to Diplomas

New Households  
**5,300**

Median HH Income: \$17k  
Average HH Size: 2.22  
Owner-occupancy: 8%



Typology:  
**Apartments  
Duplex**  
  
Affordable Rents:  
**\$500-\$1,000**

RENTAL FOR-SALE



In Style

New Households  
**2,500**

Median HH Income: \$73k  
Average HH Size: 2.35  
Owner-occupancy: 67%



Typology:  
**Townhomes**  
  
Affordable Rents:  
**\$1,500-\$2,000**

Typology:  
**Single-Family  
Attached**

Affordable Home Prices:  
**\$250k-\$270k**



Green Acres

New Households  
**2,200**

Median HH Income: \$77k  
Average HH Size: 2.70  
Owner-occupancy: 86%

Typology:  
**Single-Family**

Affordable Home Prices:  
**\$250k-\$300k**



Middleburg

New Households  
**1,400**

Median HH Income: \$60k  
Average HH Size: 2.75  
Owner-occupancy: 73%

Typology:  
**Apartments  
Duplex**

Affordable Rents:  
**\$500-\$1,000**

Typology:  
**Single-Family**

Affordable Home Prices:  
**\$200k-\$300k**



Salt of the Earth

New Households  
**1,200**

Median HH Income: \$56k  
Average HH Size: 2.59  
Owner-occupancy: 83%

Typology:  
**Single-Family**

Affordable Home Prices:  
**\$180k-\$250k**



Source: ESRI 2021

## Affordable Housing Demand

**Affordable housing is typically developed with tax credits used as equity to help finance the development of a property, while subsidized housing is generally provided through federal programs that provide a rent subsidy. Strategic usage of these programs throughout the tri-county region could improve housing conditions for a large share of current residents.**

The implications of the housing market analysis for affordable housing are significant. Low Income Housing Tax Credit and mixed-income properties help diversify the existing rental

housing stock. Such properties provide quality residential options in neighborhoods that cannot support market rate development.

Housing affordability for the Lansing-East Lansing metro area is based on HUD-published household income limits for households, as well as tenure data from the ACS. Using this data, there are roughly 57,800 households that would be income-eligible for units at 60 percent AMI. Of those, 23,100 households are very low-income households at or below 30 percent AMI. This far exceeds the existing supply of about 11,150 low-income affordable units in the tri-county region. Some portion of this excess demand could be met with a combination of federal programs that include LIHTC, Section 8 subsidies, and other development incentives.

At achievable LIHTC rents, roughly 15,380 renter households in the tri-county region would be income-qualified for affordable rental housing at 60 percent AMI without additional project-based rental assistance. Applying a capture rate of ten percent indicates that a series of affordable properties containing up to 1,500 additional units could be added to the market if appropriate sites are available.

Demand projections were made for affordable housing over the next 20 years and several factors were considered, as summarized on the following page.





First, we determined the number of households whose incomes indicate they need affordable housing at or below 60 percent of AMI in order to not be cost-burdened. There are 57,800 such households. Next, the number of dedicated affordable housing units, or those subsidized through LIHTC, HUD, and other programs, as well as housing choice vouchers, was identified—11,150 units.

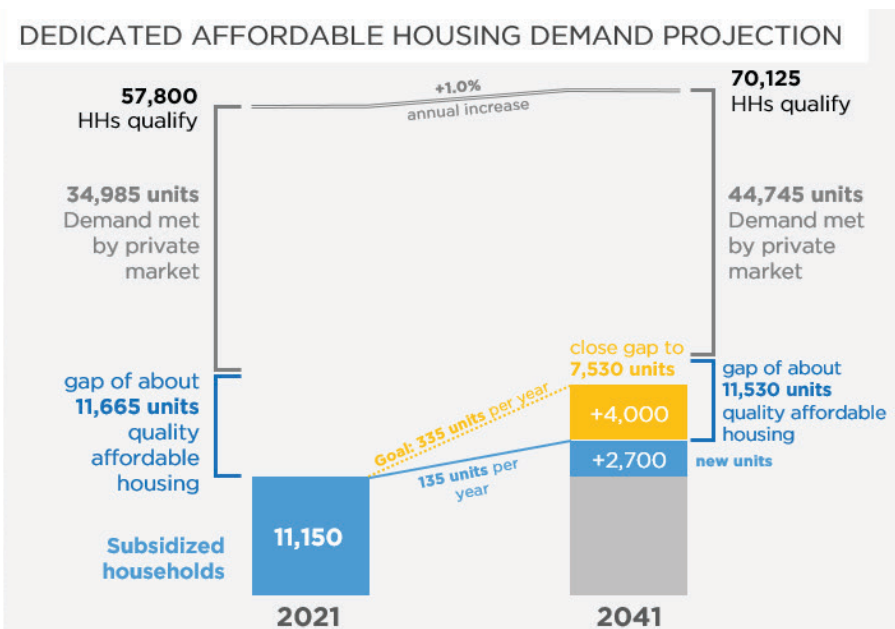
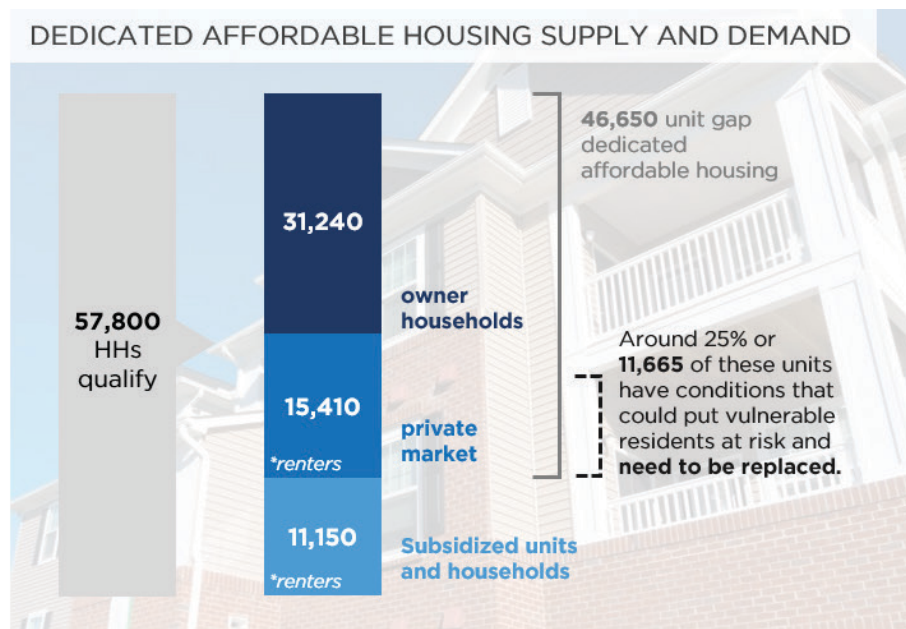
The remaining 46,650 households find their housing in the private market, both as homeowners and renters. Many of these households find suitable and affordable housing on the open market and are not cost-burdened, although there is not significant data defining what proportion of households fit that category. At the high end, we know that nearly 25 percent of households are cost-burdened or have another housing problem, as defined by HUD. Most households that face cost-burden or housing problems earn less than 50 percent of AMI.

Assuming a conservative estimate range above and below 30% of the units in the affordable segment to be substandard, we get around 11,665 units that need to be replaced. Then, the remaining households live in decent affordable housing provided by the private market.

The final step is to project demand over the next 20 years. Forecasts by the Michigan Bureau of Labor Market Information and Strategic Initiatives for the tri-county region for 2040 suggests an annual increase of one percent. Based on affordable housing production, primarily through the LIHTC program, approximately 135 units were added each year over the past two decades. If these trends persist, about 2,700 new units would be added to the market, bringing the total gap of dedicated affordable housing down to 11,530 units.

However, if new tools were created and funding sources aligned to support an average of 200 additional units per year—335 units in total—4,000 additional new dedicated affordable housing units would be constructed over the next 20 years, moving the tri-county region much closer to meeting its affordable housing demand, and reducing the gap to 7,530 units by 2041.

There is a projected need for approximately 11,530 quality affordable units over the next 20 years (7,380 rental and 4,150 for-sale), although some or many of these units could be provided by renovating existing homes.



Production based on past 20 years of LIHTC allocations; demand based on estimate of households below 60% AMI; growth based on 2040 forecast by Michigan Bureau of Labor Market Information and Strategic Initiatives.

## Senior Housing Demand

**Seniors continue to live longer, yet many prefer to no longer care for a single-family home. New housing typologies will be necessary to allow seniors to remain in current neighborhoods.**

Like many regions in the Midwest—and across the country—the senior population in the tri-county region is expected to grow at a much faster rate than the population overall over the next several years. While many seniors will choose to stay in their homes as long as possible, alternative housing arrangements may be necessary as care needs change. This often presents a challenge in low-income areas due to the high costs of

senior care. Additional senior housing options can accomplish at least two important goals: freeing up existing housing stock for first-time buyers, and providing seniors with a more suitable housing option to meet their lifestyle preferences.

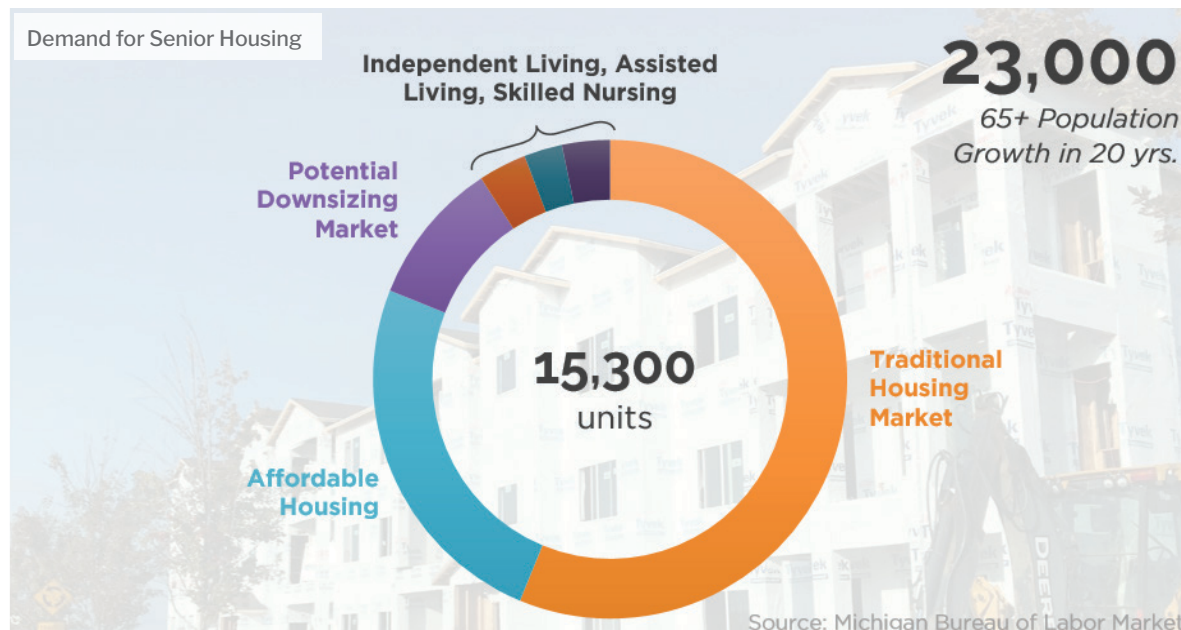
The senior market has moved away from more institutional settings such as nursing and skilled care facilities over the past few decades, with contemporary assisted living, memory care, and independent living communities comprising the bulk of the current supply. Costs for these properties are often prohibitively high for even moderate-income senior households, with monthly rates exceeding \$3,000. Low housing values contribute to this challenge, as seniors often rely on selling their home to cover a significant portion of these costs.

As described in prior sections, the population of those aged 65 and older is expected to grow

substantially over the next 20 years, so demand for senior-oriented housing is expected to continue to grow. A total of approximately 15,300 housing units will be needed to meet senior housing demand.

As illustrated in the graphic below, demand for senior-oriented housing makes up a relatively small share of overall housing demand created by the senior population.

- Nearly 56 percent (8,600) of households will find appropriate housing on the traditional housing market. This would consist of primarily for-sale single-family homes and for-sale or rental villas/attached homes,
- One-fourth, or 3,800 households, will need affordable housing of some kind (60% of AMI or less). The primary type of affordable housing needed is rental, one-bedroom and two-bedroom units, as well as affordable aging-in-place options.
- Ten (10) percent, or 1,530 households, make up the potential downsizing market, or primarily those who would sell their existing, often larger (three- or four- bedroom) home for something smaller. Villas, townhomes, condominiums, and other similar missing middle products are the primary home types for this cohort.
- Approximately 2.5 percent to 3.5 percent of the senior population lives in independent living, assisted living, or skilled nursing facilities, respectively, based on national and state-wide trends. This means there will be demand for 400 to 500 additional units of each product.



## Impact of Growing Jobs

### Projected job growth in the tri-county region will increase demand for a diverse range of housing products.

Lansing Economic Area Partnership (LEAP) reports that nearly 4,500 jobs are in the pipeline for the region through expansions of existing businesses and new businesses locating in the area. With an already tight labor market, filling these jobs will require future employees to move to the region, increasing demand for housing of almost all types.

The graphic to the right illustrates the approximate distribution of wages for each of the companies that have made public announcements based on the reported average wage and industry data (U.S. Department of Labor, Bureau of Labor Statistics) on wage ranges for different positions. This analysis is illustrative in showing the price point of housing that would be supported by these industries.

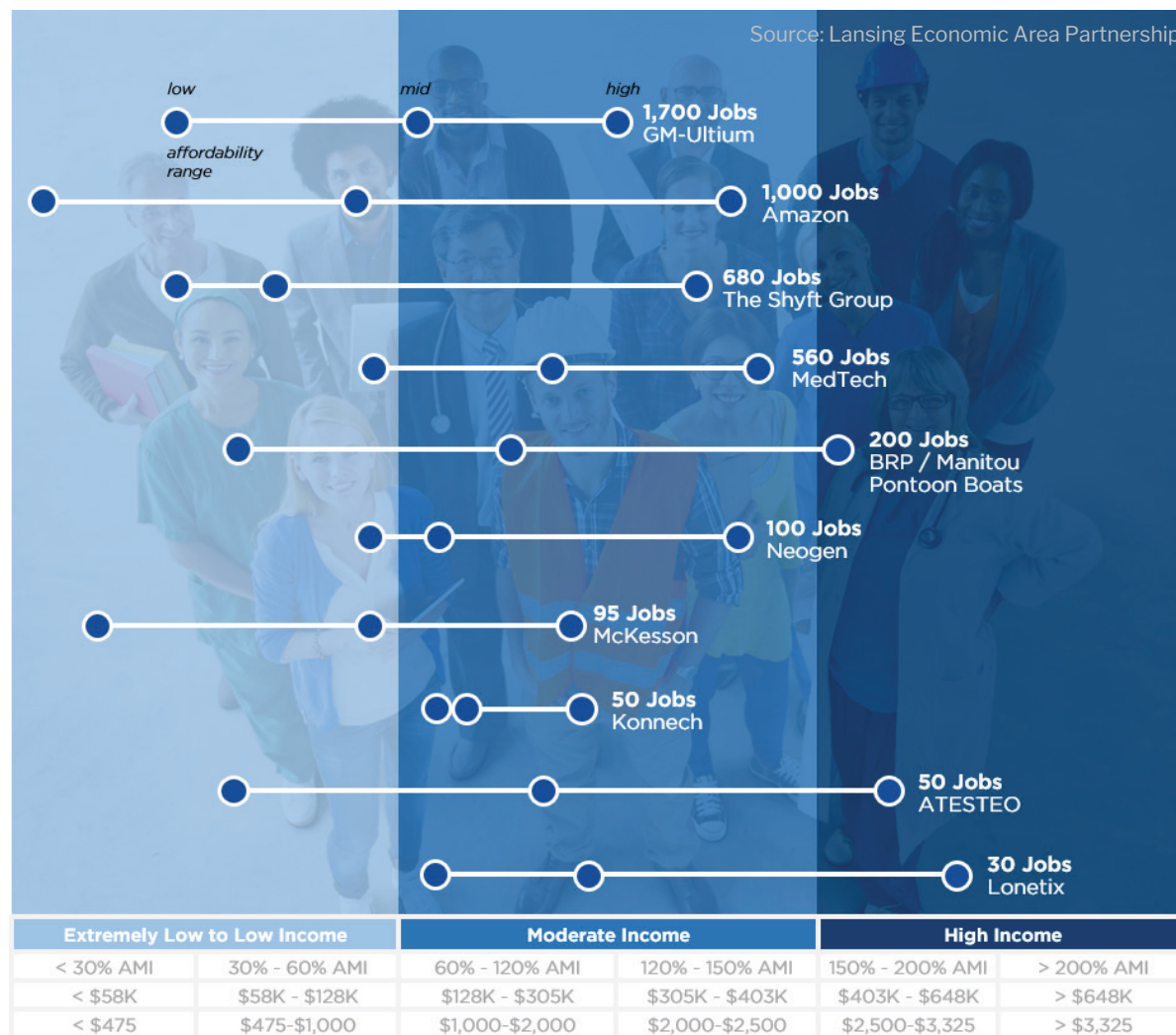
For instance, most jobs at Amazon will range between \$18 and \$50 per hour, which would support housing priced \$128,000 to \$300,000, or rents of \$1,000 to \$2,000, assuming a single-earner household.

This job growth will continue to fuel demand for housing, with most wages falling in the moderate income category, indicating that for-sale products priced between \$128,000 and \$405,000 and rental products priced between \$1,000 and \$2,500 per month, including utilities, are attainable.

These jobs will also create demand for housing across the affordability spectrum, with attainable housing needed for lower-income workers, as well as those earning top wages.

It is important to note that 4,500 new jobs does not necessarily mean 4,500 new housing units. Existing residents will fill some of the jobs, as will two members of the same household.

The takeaway is that much of the demand will be in the moderately-priced range, and that it is difficult to produce most of those price points, particularly on the for-sale side, with the existing policies and tools.





## 20-Year Demand Projections

**New housing demand will be driven primarily by the replacement of aging housing stock, continued growth in the region, and the capture of a larger proportion of regional growth.**

Demand for new housing generally consists of a combination of household growth and the replacement of obsolete residential units. Demographic indicators over the next five years estimate continued population growth in the tri-county region.

While replacement housing provides a baseline for new housing demand, it can result in increased vacancy in the urban core, particularly in cities where vehicular access to regional amenities and employment centers remains very good from more suburban areas.

Serving new demand—by workforce moving into the region—requires the addition of new housing options currently absent from the market.

A mix of smaller, more affordable for-sale typologies such as condos or townhomes can attract urban-minded residents into denser neighborhoods by offering walkable access to various amenities and services. These typologies are limited in the region and could serve to leverage ongoing renovation and district creation.

Demand estimates in the short-term reflect the existing condition and quality of the housing stock, and the need for replacement housing. The projection below illustrates new demand, which includes demand for new construction units, as well as demand that could be met by the existing housing stock if renovations and general modernization were to occur. Growth is projected over the next 20 years and, to accommodate some of that growth, the housing vacancy rate may decrease.

## Demand Summary

There is a need for the following housing to support demand and provide equitable housing choices over the next 20 years:

- 11,530 units of affordable housing (7,380 rental and 4,150 for-sale). Rents of less than \$1,000 per month and for-sale prices of less than \$150,000.
- 14,865 units of workforce-affordable housing (4,240 rental and 10,625 for-sale). Rents of \$1,000 to \$2,000 per month and for-sale prices of \$150,000 to \$300,000.
- 10,000 units of market-rate housing (940 rental and 9,060 for-sale). Rents of more than \$2,000 per month and for-sale prices of \$300,000 and up.
- Within these categories, there is also demand for 15,300 units of senior housing (3,800 affordable, 1,500 potential downsizing market, 8,600 traditional for-sale and rentals, and 1,400 independent and assisted living).

20-Year Projections: Demand by Income Level and Housing Tenure

INPUTS						NET DEMAND									
AMI	Income	Households	% Owner	For Sale	For Rent	Current		5 Year		10 Year		15 Year		20 Year	
						Sale	Rent	Sale	Rent	Sale	Rent	Sale	Rent	Sale	Rent
30 %	\$19,900	23,339	15%	3,501	19,838	48	272	169	960	199	1,126	129	732	116	657
60 %	\$39,900	34,692	50 %	17,444	17,248	239	237	844	835	990	979	644	636	578	571
120 %	\$79,800	58,795	68%	40,209	18,586	552	255	1,946	899	2,283	1,055	1,484	686	1,332	616
150 %	\$99,700	19,898	81%	16,028	3,870	220	53	776	187	910	220	591	143	531	128
200 %	\$133,000	20,376	89%	18,085	2,292	248	31	875	111	1,027	130	667	85	599	76
>200 %	>\$133,000	32,567	92%	29,853	2,714	410	37	1,445	131	1,695	154	1,101	100	989	90
Units per period						1,716	885	6,055	3,124	7,103	3,664	4,617	2,382	4,145	2,139
Total Units						1,716	885	7,771	4,009	14,875	7,674	19,491	10,055	23,637	12,194

## Demand by Housing Type

The dominant housing type in the tri-county region is the single-family home. There will be a need for different housing types as trends shift over the next 20 years.

As detailed in this study, single-family homes were the primary type of housing built in the tri-county region over the past decade, although some submarkets had a relatively healthy balance of single-family and multifamily construction. The most significant change from prior years was that the pace of new construction never recovered to pre-recession levels.

The market analysis clearly concludes that there is a need for a diversity of housing types to retain and/or attract residents, particularly for young families and seniors. While single-family homes will continue to be the dominant housing type, there will be more demand for attached and/or maintenance-free homes, as well as for quality multi-family options over the long term. Therefore, it is important to assess how demand for different housing types will change over the 20-year demand projection period.

The table below summarizes demand projections for different housing types, with adjustments to the ratios to allow for a more diverse housing stock.

Understanding the projected shift in housing type over the next 20 years will allow the tri-county region to identify ideal sites, work with land and housing developers, and review zoning codes and comprehensive plans across municipalities to ensure that these types are adequately supported.

### 20-Year Projections: Demand by Housing Type

DESCRIPTION		NET DEMAND									
Units in Structure	Current Distribution	Current		5 Year		10 Year		15 Year		20 Year	
		% Share by Unit Type	# Units	% Share by Unit Type	# Units	% Share by Unit Type	# Units	% Share by Unit Type	# Units	% Share by Unit Type	# Units
Single-Family*	72%	60 %	1,561	60 %	5,507	60 %	6,461	60 %	4,199	60 %	3,770
Duplex	5%	5 %	130	5 %	459	5 %	538	5 %	350	5 %	314
Fourplex	2%	5 %	130	5 %	459	5 %	538	5 %	350	5 %	314
Small Multifamily (5-19 units)	14%	15 %	390	15 %	1,377	15 %	1,615	15 %	1,050	15 %	943
Large Multifamily (20+ units)	7%	15 %	390	15 %	1,377	15 %	1,615	15 %	1,050	15 %	943
<b>Total Unit Demand</b>		<b>2,602</b>		<b>9,179</b>		<b>10,768</b>		<b>6,998</b>		<b>6,284</b>	

### 20-Year Projections: Demand by Unit Size

DESCRIPTION		NET DEMAND				
Unit Size	Share Interested	Current	5 Year	10 Year	15 Year	20 Year
		# Units	# Units	# Units	# Units	# Units
Studio	5%	130	459	538	350	314
1 Bedroom	15%	390	1,377	1,615	1,050	943
2 Bedroom	25%	650	2,295	2,692	1,750	1,571
3 Bedroom	35%	911	3,213	3,769	2,449	2,199
4 Bedroom	15%	390	1,377	1,615	1,050	943
5 or more Bedroom	5%	130	459	538	350	314
<b>Total Unit Demand</b>		<b>2,602</b>	<b>9,179</b>	<b>10,768</b>	<b>6,998</b>	<b>6,284</b>



# Data Summary Book

Delta Charter Township

## KEY REGIONAL FINDINGS

There is a mismatch between what is being built and what is attainable.

Growth in senior population will drive demand for housing.

Home prices escalated rapidly, pricing many out of the market.


Many residents continue to struggle to make monthly housing payments.

The condition of the older housings stock is a challenge.

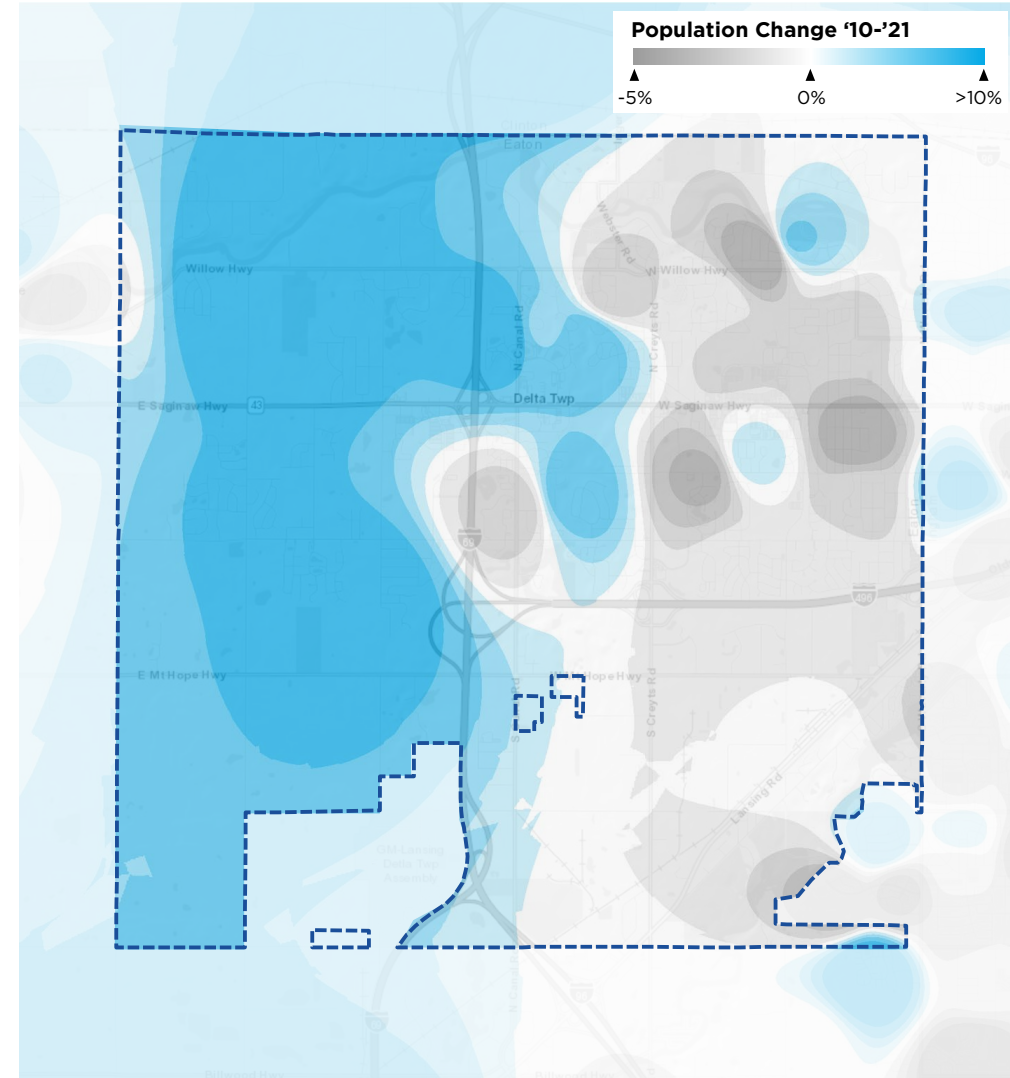
There is a jobs, housing, and transportation mismatch.

The region's reliance on institutions creates unique challenges.



 DEMOGRAPHIC KEY METRICS	Population		Households		Median Household Income		Median Age		% Population > 65 years	
	32,870	473,535 REGION	14,750	192,320 REGION	\$75,760	\$66,640 REGION	43.8	37.2 REGION	7.330	80,630 REGION
REGIONAL COMPARISON	7% of regional population		8% of regional households		1.1x of area median income		Older than the region		9% of regional population > 65 years	

- Delta Charter Township is part of Eaton County in tri-county region.
- It has **32,870 residents** and **grew at a similar rate** (2.3%) compared to the region during the past decade.
- Delta Charter Township added **562 households** during the past decade, a **slightly slower growth rate** (3.8%) than the tri-county region.
- The median household income in Delta Charter Township is approximately **\$12,100 higher than in the region**, with 65 percent of jobs in the township having median wages \$50,000 or higher.
- The median age is **higher than the region**. The largest cohort, ages 50-64 (*Empty Nesters*), makes up nearly a fifth (21 percent) of all households.
- It has a larger proportion of seniors 65 and older compared to the tri-county region (22% vs. 17%), and this cohort is anticipated to grow substantially, indicating a **need for housing options that support aging in place.**

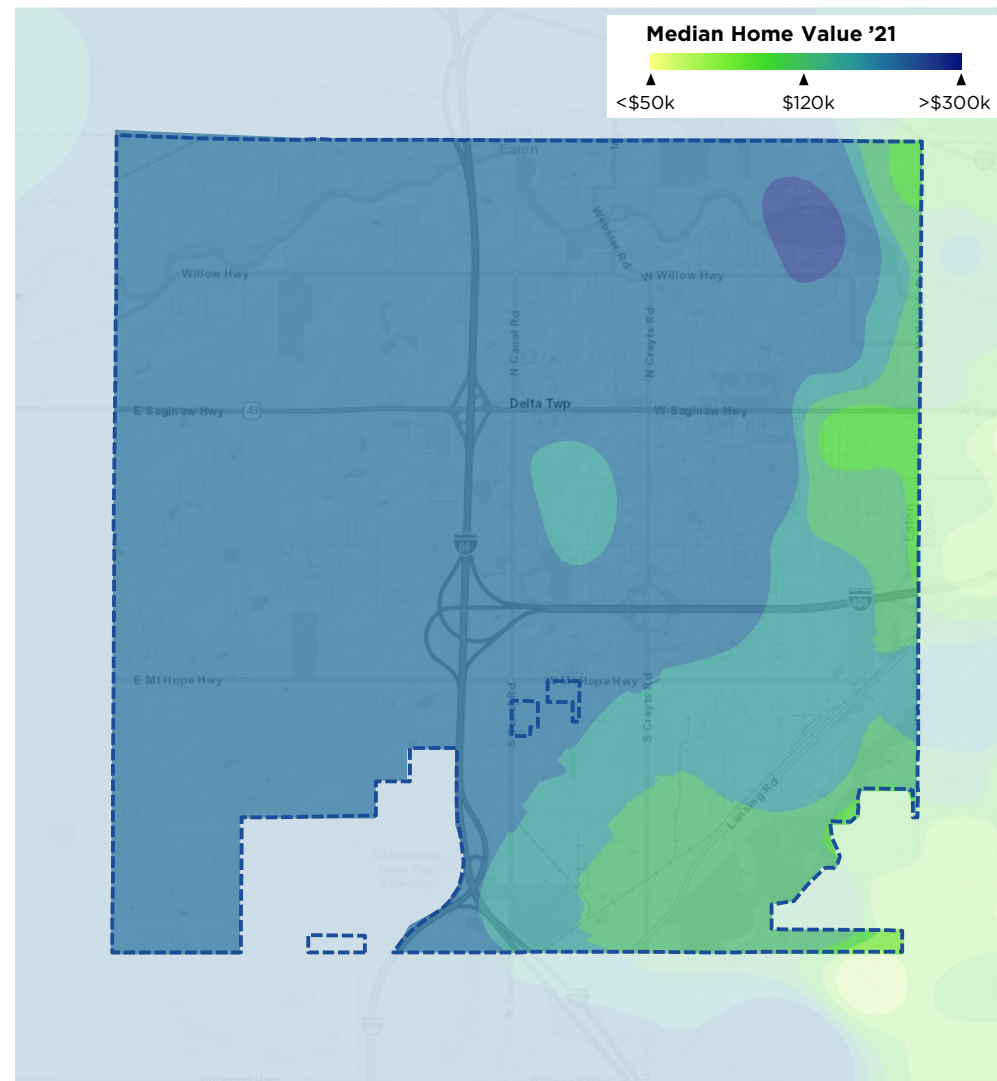


## KEY OBSERVATIONS

- Modest growth rate. Very high owner-occupied housing rates and senior population shares and growth rates.

HOUSING KEY METRICS	Housing Units		Vacancy Rate		Median Home Value		Median Rent		% Units < 10 years old		Median Sale Price
	15,365	206,680 REGION	4%	7% REGION	\$197,720	\$196,925 REGION	\$963	\$898 REGION	2.8	3.6 REGION	\$250,000 SINGLE FAMILY
REGIONAL COMPARISON	3% of regional housing units		3% less than the region		At Par regional home values		1.1x than the region		Lower than the region		120% of region

- Delta Charter Township's median sale price of \$250,000 (about \$120 per sq.ft.) **is slightly above** that of the Eaton County (\$208,200 @ \$119 per sq.ft.).
- The township has a diverse mix of housing types in the region, with nearly a third of the supply in the multi-family typology.
- Aging housing stock with nearly **32 percent** of housing units **built prior to 1970s**. The preservation and renovation of these units will be critical to meeting future housing demand.
- Delta Charter Township has approximately **nine percent of the region's dedicated affordable** housing supply, and eight percent of the region's households. The township seems to maintain a good balance of attainable vs. market rate development in the region.



As the township matures with continued growth, greater diversity in affordability and housing types, including rental housing will be crucial. Senior housing options will also be important.

DELTA CHARTER TOWNSHIP  
HOUSING NEEDS OVERVIEW

DEMAND & HOUSING NEEDS:

- Assuming the *current growth rate*, Delta Charter Township would need 525 units over the next five years.
- More than half (59 percent) of this demand will be at a more attainable price point for moderate-income households earning between \$39,900 to \$99,700.

CONCLUSIONS:

Key Challenges:

- Tight housing market
- Economics of housing development
- Production continues to lag demand
- Lack of a diversity of price-points in housing supply

Opportunities for meeting the Housing Demand

- Diversify housing types
- Maintaining affordability of existing units
- New development at a variety of price-points



DEMAND SUMMARY

KEY ASSUMPTIONS

Share of Tri-County Region Households	7%
Within the <a href="#">West Submarket</a>	
Submarket Population Capture	52%

5 YEAR DEMAND PROJECTIONS

	For-Sale	Rental	TOTAL
Housing Units Needed	362	163	524
Avg. Units/Year	72	32	104

DEMAND PROJECTIONS BY INCOME RANGE

	Affordable Home Price Range	For-Sale Demand	Affordable Rent Range	Rental Demand	Total Demand
Less than \$19,900	<\$58k	4	<\$475	30	34
\$19,900 to \$39,900	\$58k-\$128k	44	\$475-\$1,000	40	84
\$39,900 to \$79,800	\$128k-\$305k	133	\$1,000-\$2,000	82	215
\$79,800 to \$99,700	\$305k-\$403k	92	\$2,000-\$2,500	3	95
\$99,700 to \$133,000	\$403k-\$648k	52	\$2,500-\$3,325	7	59
More than \$133,000	>\$648k	36	>\$3,325	1	37