

Westbeth Redevelopment Proposal

Westbeth Artist Housing - Leading the Future of Community and Culture

Team Fluxus - Thomas Bourne, Sebastian Salas, Charlotte Yu

Tab A	<i>Applicant Information and Executive Summary</i>	.....	1
Tab B	<i>Proposal Narrative and Project Summary</i>	.....	3
Tab C	<i>Community Benefits</i>	.....	8
Tab D	<i>Design Narrative</i>	.....	14
Tab E	<i>Financing</i>	.....	28

Tab A

Applicant Information and Executive Summary



Thomas Bourne

Tom is currently a graduate student in the Master of Real Estate Development program at Columbia University. Prior to enrolling in Columbia, he spent three years in Orlando, Florida as a commercial real estate appraiser writing reports on a variety of property types. After leaving the appraisal field, he transitioned to working for a general contractor as an assistant project manager and assistant estimator in Jacksonville, Florida. After graduation, Tom would like to work in development with a focus on socially conscious projects that benefit people of all income levels.



Sebastian Salas

Sebastian is the executive director of Linchpin, a social enterprise that develops mixed-use projects for local communities to create prosperous urban areas and more inclusive communities in Santiago, Chile. Prior to forming Linchpin Sebastian worked for Sanergy a company addressing the urban sanitation crisis in Nairobi, Kenya. Since 2014 he has been a board member of Amanoz Foundation, where he is working towards making healthier and more livable cities for senior citizens. He started his career in the financial industry working as a corporate strategy analyst for MetLife and during college worked as a volunteer for community development institution in Chile (TECHO) and Nepal (PSD).



Charlotte Yu

Charlotte is currently a third-year Master of Architecture student at Columbia University GSAPP. She has worked chiefly in planning and urban design, at Sasaki Associates for campus planning and international competitions, as well as at ONE Architecture & Urbanism for resiliency efforts in Indonesia. In addition, she has worked at Farrells (London) and Estudio Pedro Reyes (Mexico City) on architectural projects. Charlotte is originally from London (UK) and Shanghai (China).

Tab B

Proposal Narrative and Project Summary

0 SQFT housing demolition

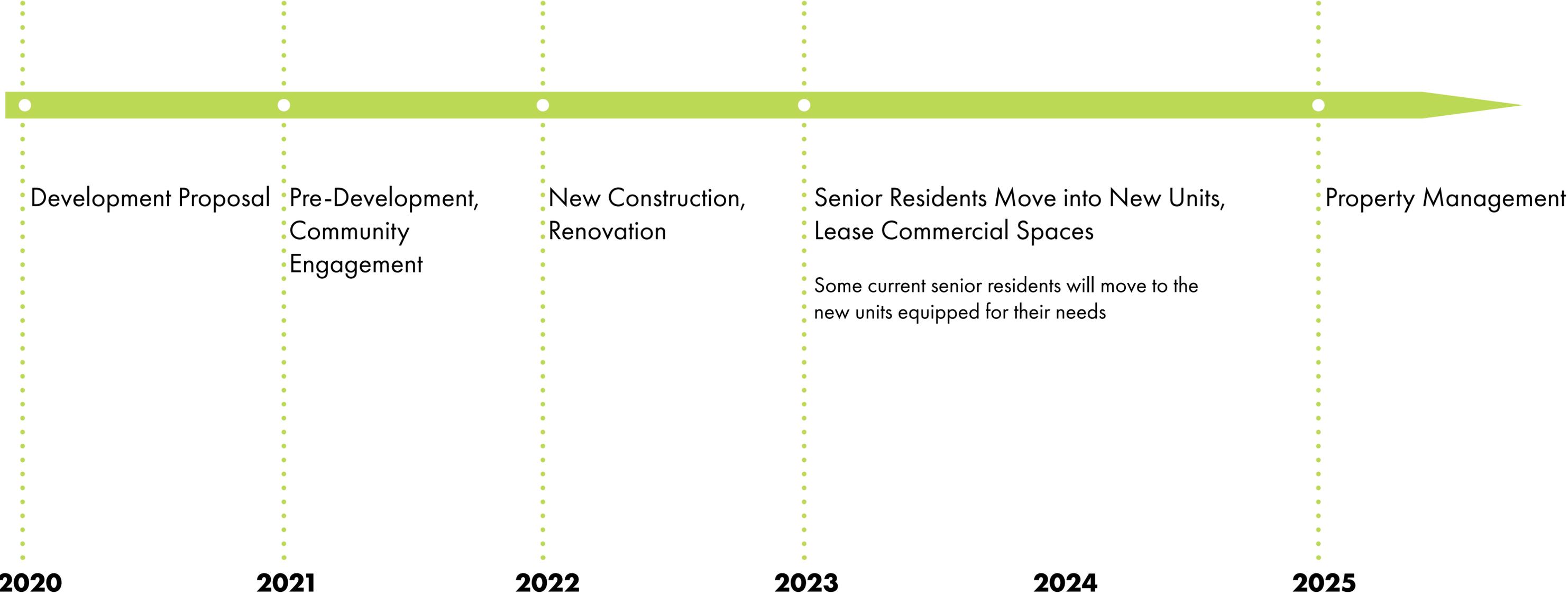
160 additional units of affordable senior housing

9,554 SQFT open air Westbeth Highline Market

20,867 SQFT rooftop garden

\$4 million renovations and energy efficiency upgrades

In order to celebrate and maintain Westbeth's artistic character and innovative building layout, Team Fluxus proposed to use existing air rights to build 160 units of affordable senior housing for existing senior residents, opening up applications for additional artist residents. Revenue from rooftop gardens, an open-air food hall and the senior housing helps to finance both new construction and maintenance and energy efficiency upgrades to the existing Westbeth complex.



Regeneration without Displacement



Westbeth Board

Do Well by Doing Good



HPD/HDC/HCR

Westbeth Highline Market:
A Community-led Open Air Market



**Community Board &
Department of City Planning**

Tab C

Community Benefits

Neighborhood Analysis

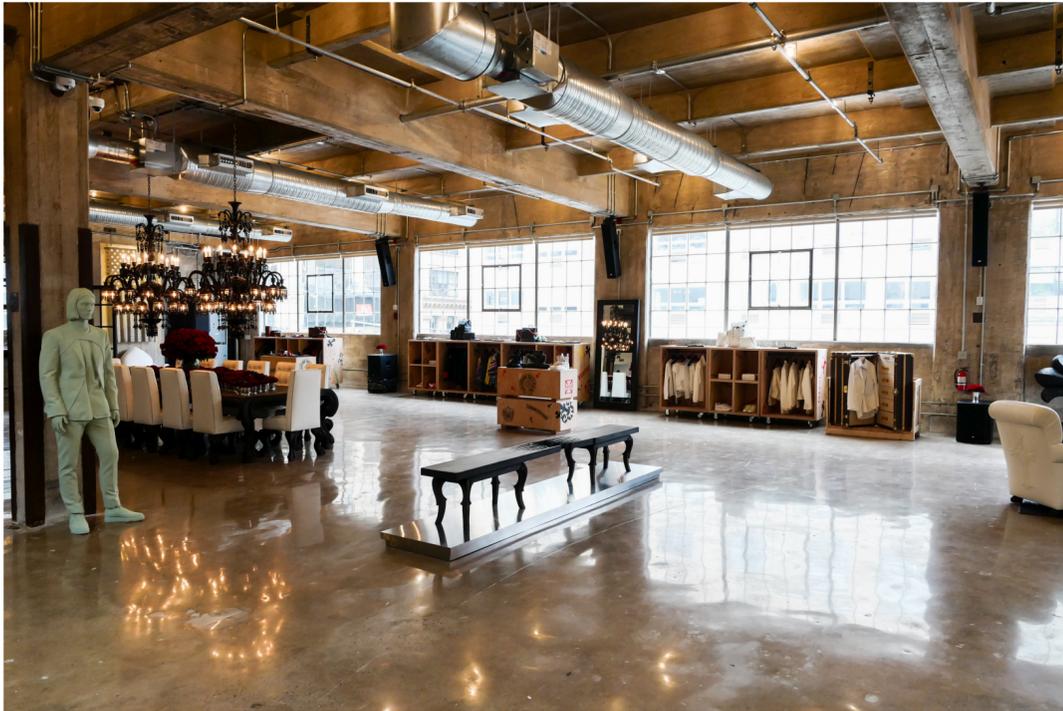
Team Fluxus - Thomas Bourne, Sebastian Salas, Charlotte Yu



Location:

Westbeth has three subway stations within a ten minute walk. It is steps away from the Hudson River Greenway, a dedicated bike path that runs 11 miles along the Hudson River. The High Line is a six minute walk and is a very highly traveled area in the city. Two Citi Bikes within a five minute walk allows for easy access to bikes for short trips.

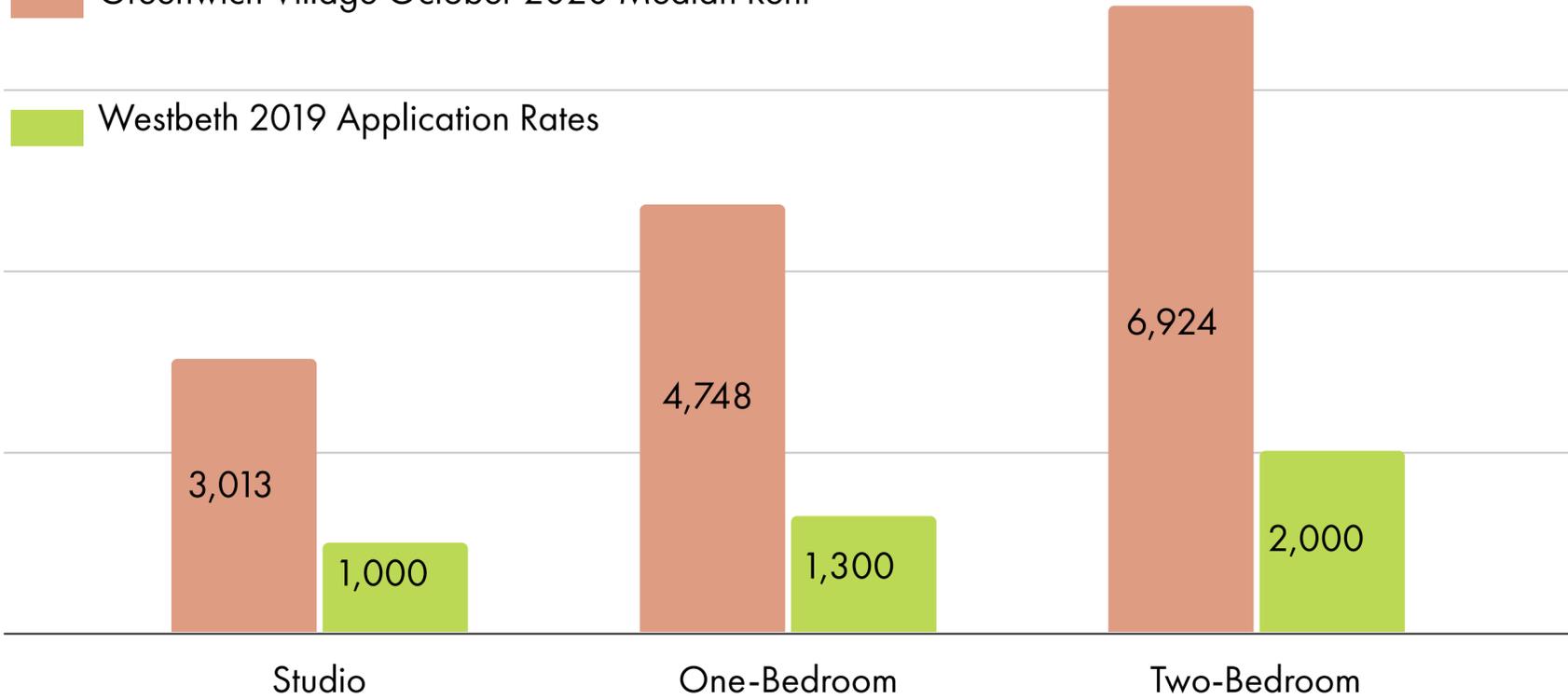
Left: Street views at Bank Street, Bethune Street, Westside Highway, Washington Street



Monthly Rental Data Comparison

Greenwich Village October 2020 Median Rent

Westbeth 2019 Application Rates



Upper left: Westbeth Flea Market
Lower left: Chrome Hearts x Louis Vuitton Menswear debut, across the street

Westbeth Community



Young Artists

Segmented value proposition to achieve the approval of owners and the community

Studio space, art selling points



Parents with toddlers

Common areas for kids, open spaces, studios renovations



Families with teenagers

Studio renovations, extra sources of income (e.g-flea markets, art selling points)

Westbeth Community



Established Artists

Segmented value proposition to achieve the approval of owners and the community

Exhibitions & Commerce align with "Westbeth vibe"



Senior Residents

Senior activities, placemaking, accessible infrastructure for the elderly



Legendary Residents

Accessible infrastructure for the elderly



Westbeth Community

Must-haves

- No displacement
- Maintain Westbeth spatial logic and unique community
- “Noninvasive” design of new developments
- Investment and renovations on current infrastructure

Solutions

- Maintain affordable housing for current residents
- Develop a placemaking/public market strategy
- Community-driven, noninvasive design
- Revenue from housing and market pay for infrastructural renovations



HDC, HPD

- Affordable housing for the city
- Proposal must meet public program criteria
- Full and punctual loan payback

- 160 more affordable units following the SARA (Senior Affordable Rental Apartments) program



LPC

- Adherence to the city’s Landmarks Preservation Law

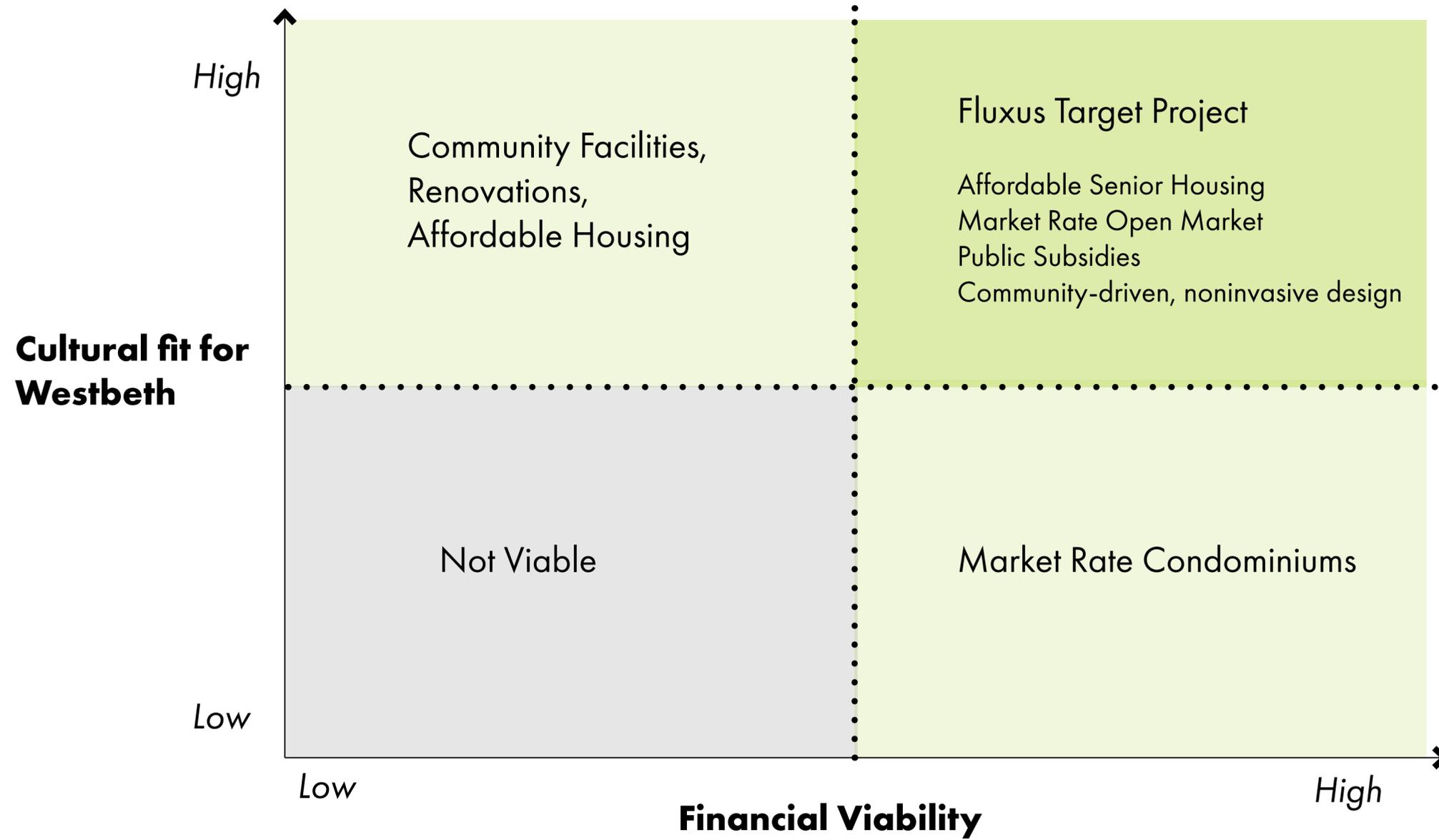
- No building demolition at Westbeth



DEVELOPERS

- Profitability
- Cultural fit for Westbeth

- New affordable housing
- Westbeth Highline Market
- Rooftop Gardens



Tab D

Design Narrative



Westbeth Architecture:

When it opened in January 1970, Westbeth became the first and largest federally subsidized artists' colony in the country. Richard Meier envisaged Westbeth as an "integrated, self-sufficient community...a total environment in which artists could pursue their work, from conception to performance or display." He repurposed the 13 utilitarian steel-and-concrete structures that comprised Bell Labs—at one time the biggest industrial research center in America—to include 383 loft spaces ranging from studios to three-bedrooms to duplexes. The facility also has galleries, theatrical spaces, and studios for painting, printmaking, ceramics, film, photography, and dance.

Notable and celebrated architectural features:

- Skip-stop elevators and conversion of industrial interiors with tall ceilings to artist live-work lofts
- Series of courtyards and hallways allow for informal gatherings
- Lack of partition walls, except around wet areas, eliminates hierarchy among domestic programs
- The last undeveloped segment of the High Line runs through the eastern portion of Westbeth

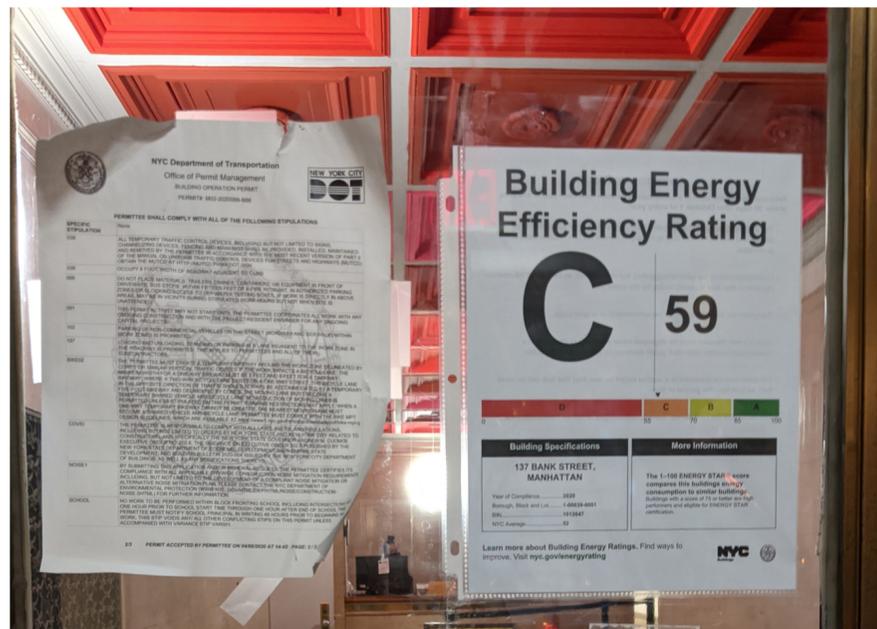
Above: Bell Labs' tall, scalloped ceilings were ideal for letting in ample light in the complex's conversion into artist lofts

Below: Freight rail infrastructure is a defining characteristic of Westbeth's Washington Street frontage



Despite resiliency improvements to Westbeth’s ADA and power infrastructure, Westbeth currently has a building energy efficiency rating of C. Westbeth residents complain of significant deferred maintenance, including insufficient weatherproofing, acknowledging that the current Westbeth board’s hands are tied due to insufficient funding.

A key driver for the project is to enable Westbeth’s sustainability and resiliency goals in observance with Local Laws 92, 94, and 97. LL 92/94 require either green roofs or solar panels for new buildings and complete roof replacements, while LL97 creates carbon emissions limits for most buildings over 25,000 square feet, including Westbeth. Failure to comply with carbon emissions targets will result in fines starting in 2024.

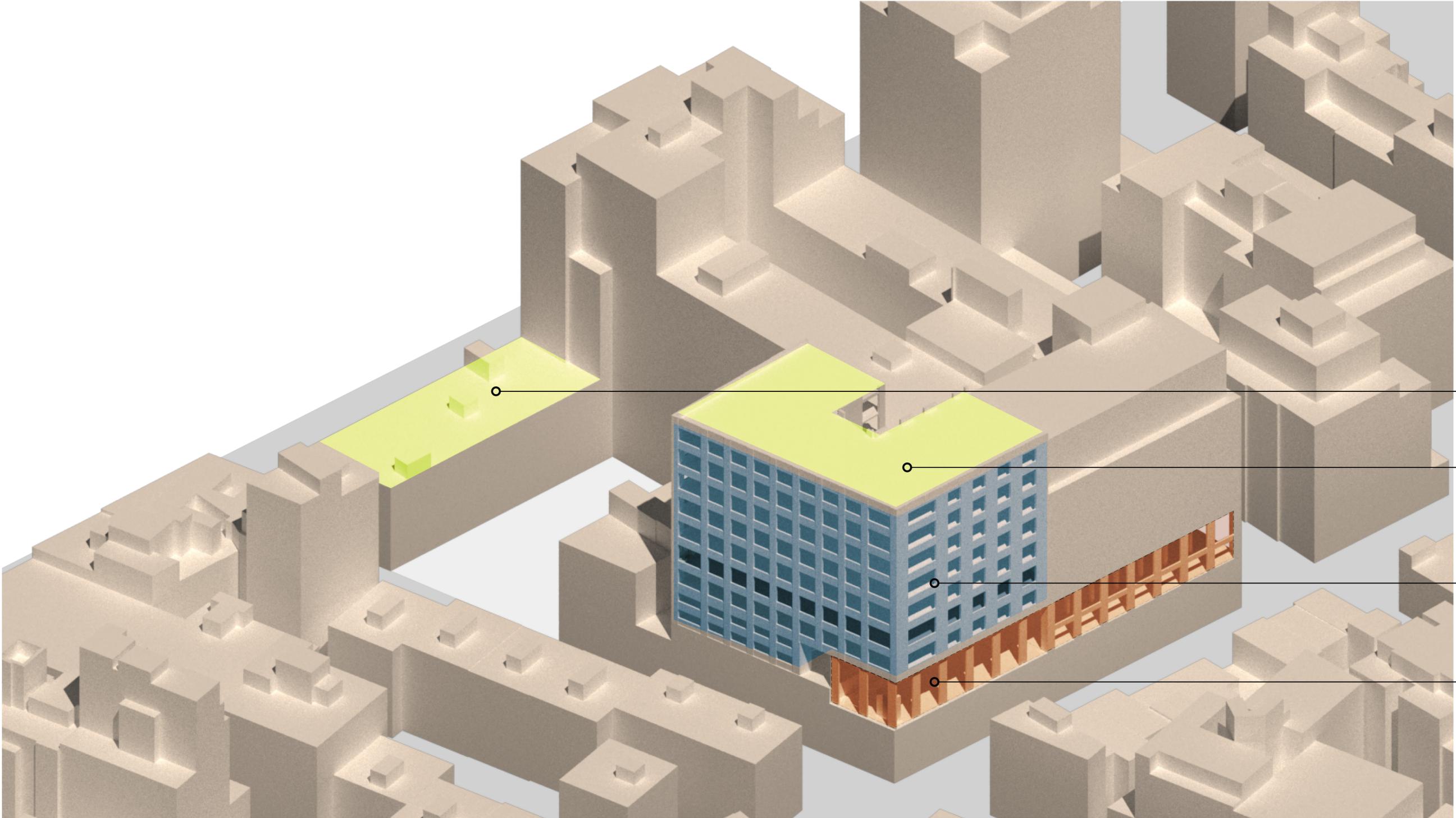


Above: A new emergency backup generator and an ADA ramp on the west entrance are two projects funded by NYC’s Build it Back program after Hurricane Sandy. Below: Westbeth has a Building Energy Efficiency Rating at 59/100 (C); many apartments are still fitted with original fittings, which after 50 years of use, offer lackluster insulation.

- ADA access for senior residents
- Quality of interior renovation
- Weatherproofing
- Rooftop utilization



Above:
Corridor annotation on Westbeth 3rd and 7th floor plans

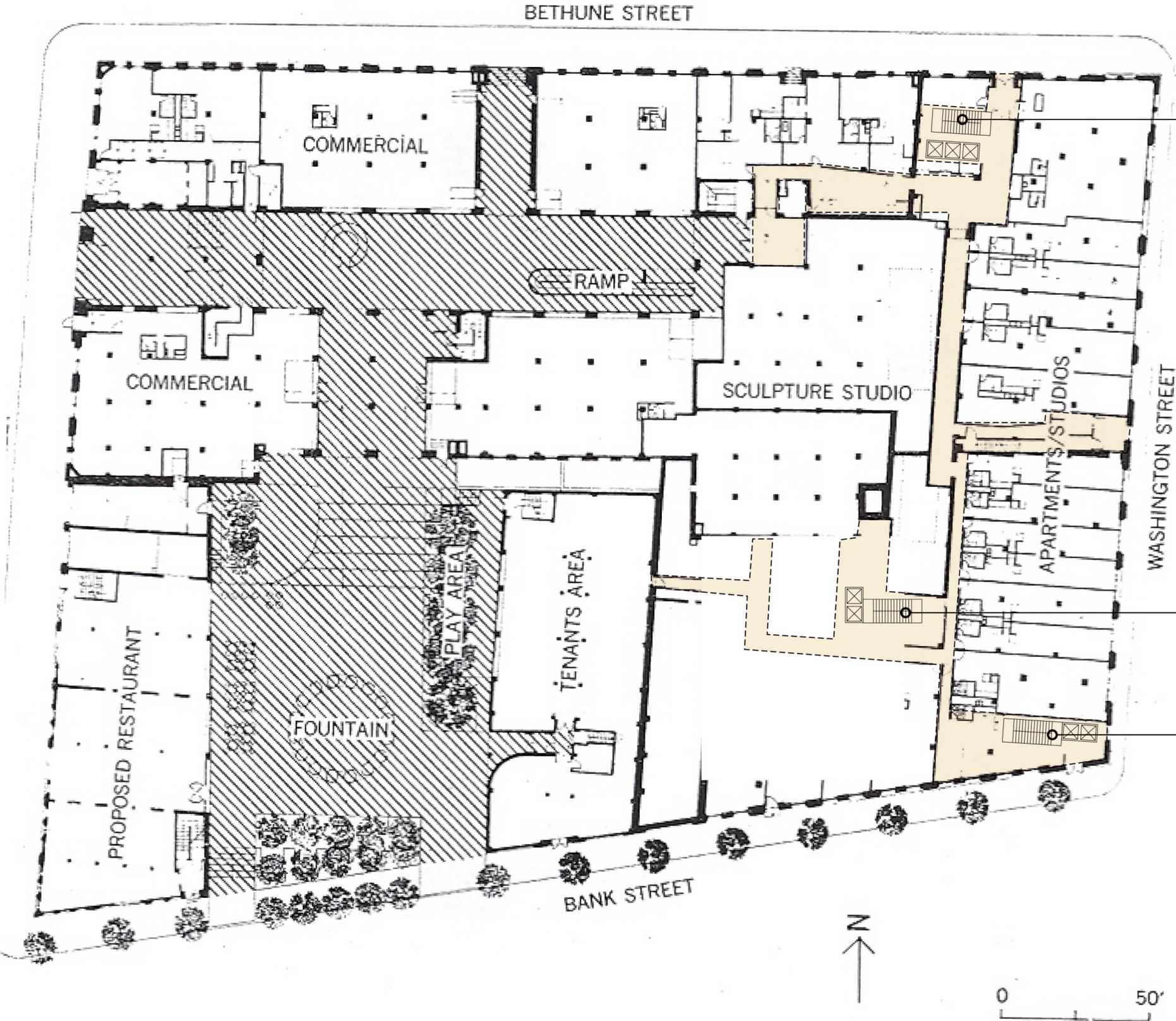


Rooftop Garden
8,090 SQFT

Rooftop Garden
12,777 SQFT

Senior Affordable Housing
(9 stories, 160 units)
103,196 SQFT

Westbeth Highline Market
9,554 SQFT

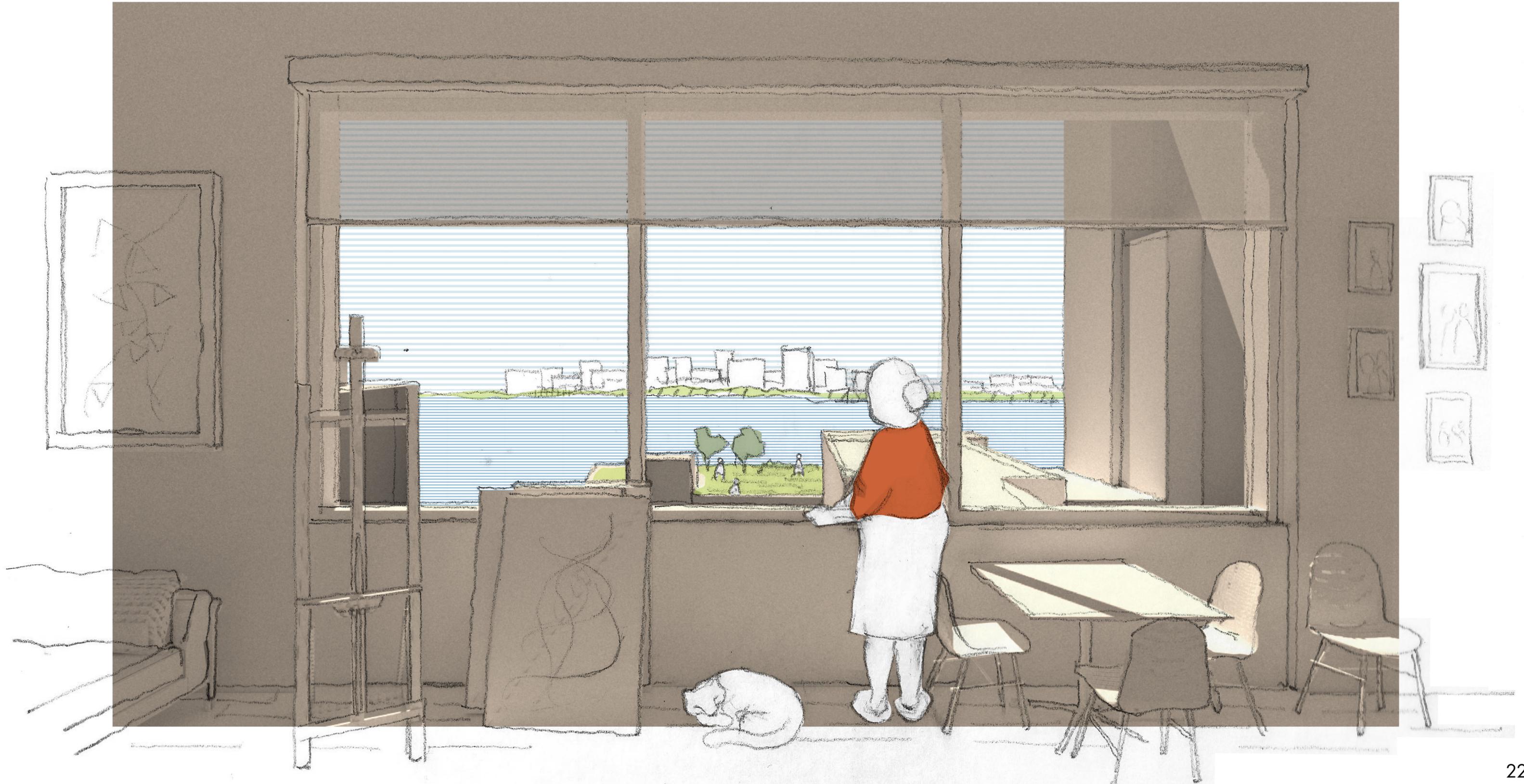


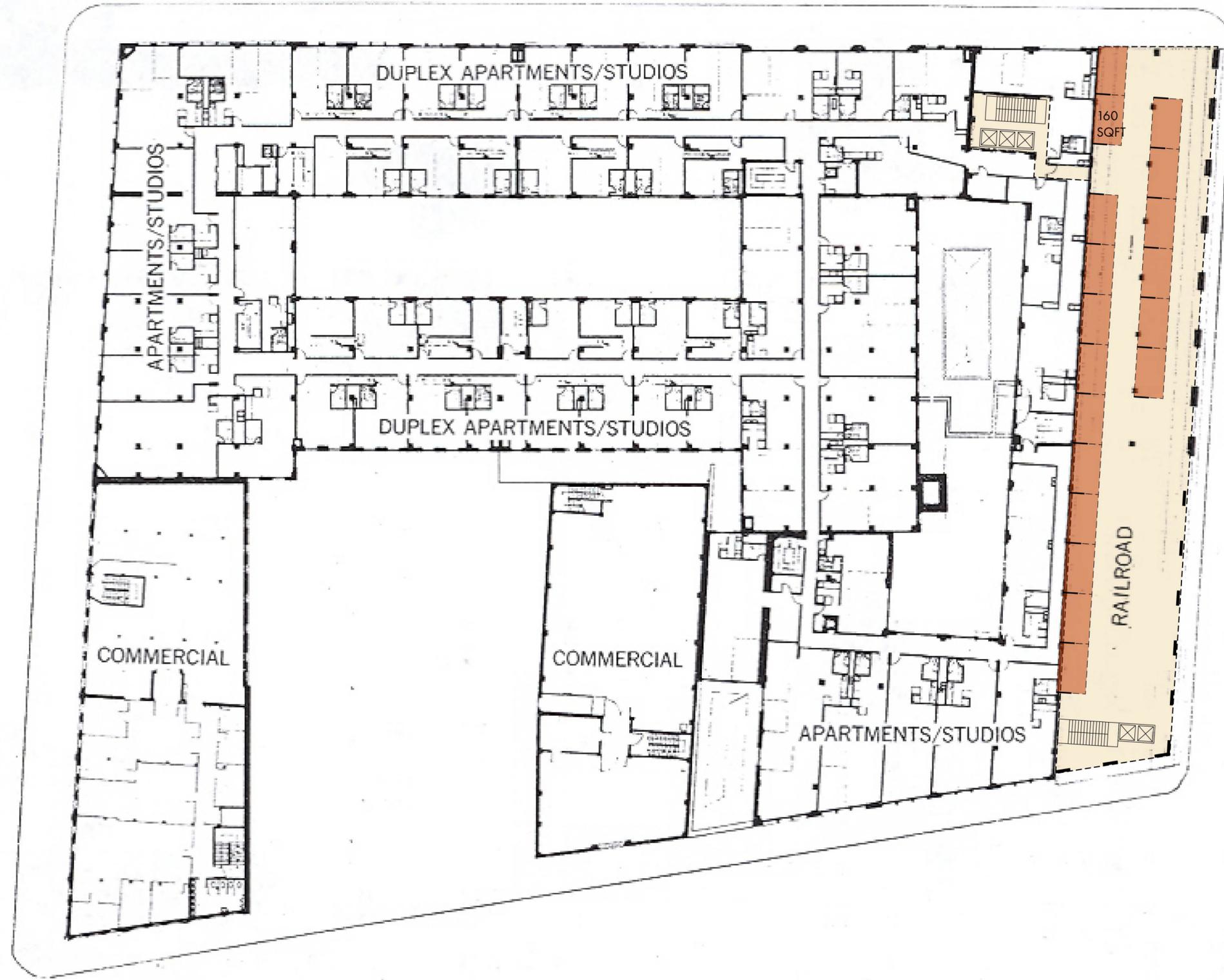
Existing vertical circulation/
Market emergency egress

New senior housing vertical circulation

Market entrance/
vertical circulation







 F+B booths







Westbeth Market will drive an urban sustainable development for NYC

Benefits:

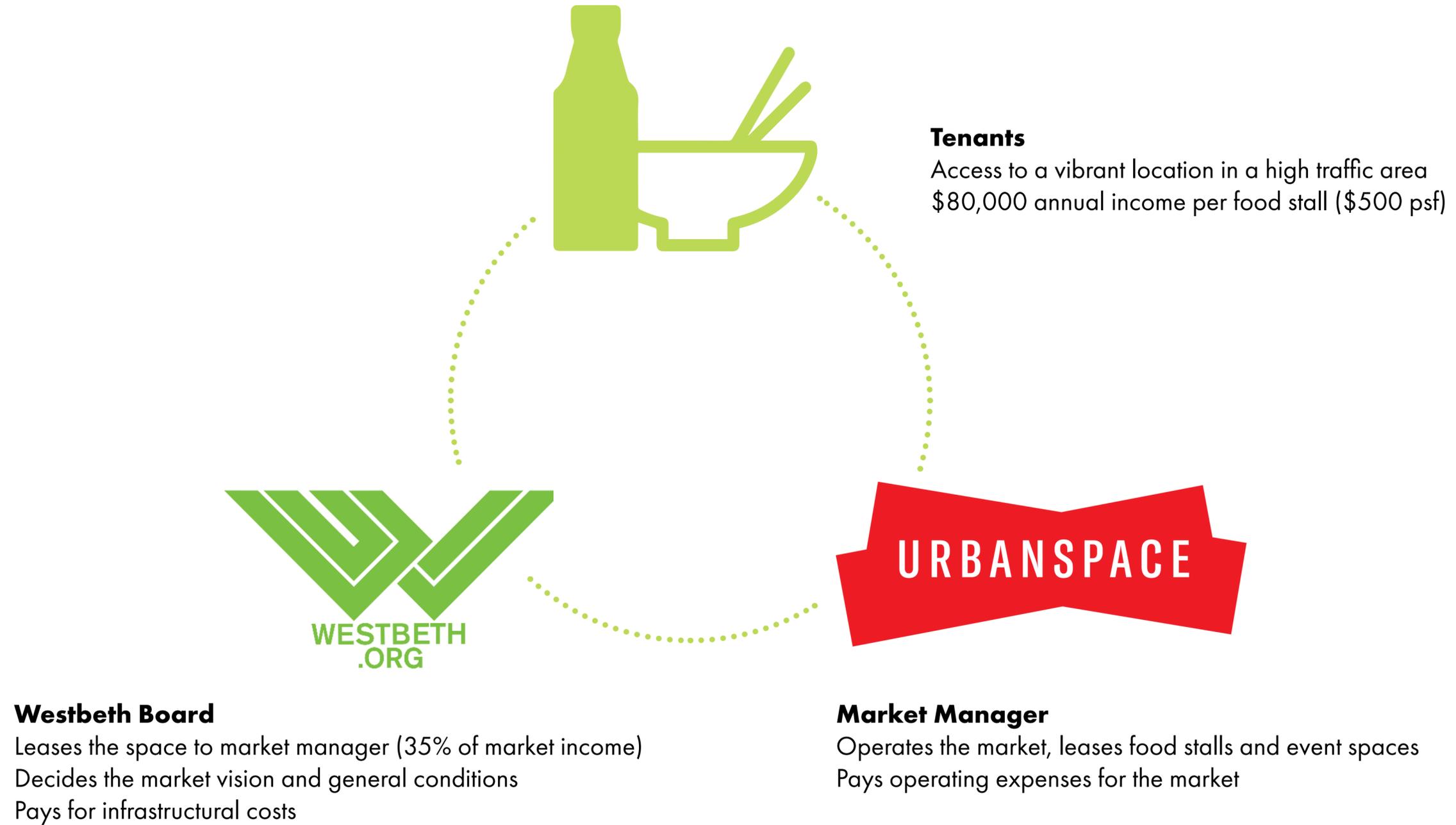
- Employment Opportunities
- Healthy Lifestyle and Food
- Local Retail and Commerce
- Social & Cultural Services
- Economic & Ecological Added Value
- Improvement of Public Realm
- Tourist Attraction

Left: La Boqueria, Barcelona



“Here I am paying about \$720 psf annually for my 300 square feet of space. That’s about \$36,000 per year. If I would have opened my own standalone restaurant, I would have been in the \$60 per-square-foot range for 2,000 square feet. That would have been \$720,000 per year and it would have been for space that generates nowhere near the traffic of this place. I would not have been able to afford that, but here I am thriving.”

Source: Food Halls of America, Cushman & Wakefield, 2016



Tab E

Financing

	Total SF	Annual Rent/SF	Annual Rent
Commercial	9,554	\$52.75	\$504,000
Rooftop Garden	20,867	\$5.00	\$104,335
Total Commerical and Rooftop Income			
\$608,335			
HUD LI (60% AMI)			
Unit Size	Monthly Max Rent	Number of Units	Annual Rent
Studio	\$1,760	94	\$1,985,280
1 BR	\$1,801	57	\$1,231,884
2 BR	\$2,053	9	\$221,724
Total Annual Income			
\$3,438,888			
Total Annual Project Income			
\$4,047,223			

160 units affordable senior housing
18 market stalls
10,000 sqft vibrant outdoor market
\$4 million project income

Effective Incomes		Year 1	Year 5	Year 10
Residential Income	5% vacancy	\$3,266,944	\$3,970,990	\$5,068,102
Commercial Income	5% vacancy	\$478,800	\$581,984	\$742,776
Rooftop Garden Income	5% vacancy	\$99,118	\$111,558	\$129,327
Total Income		\$3,844,862	\$4,664,533	\$5,940,205
Expenses				
Residential Expenses	\$6,500/ D.U.	\$1,040,000	\$1,040,000	\$1,040,000
Total Expenses		\$1,040,000	\$1,040,000	\$1,040,000
NOI		\$2,644,862	\$3,464,533	\$5,034,628
Debt Service		\$612,425	\$612,425	\$612,425
Net Cash Flow		\$2,032,437	\$2,852,108	\$4,422,204

\$2.0 million year 1 net cash flow
\$2.9 million year 5 net cash flow
\$4.4 million year 10 net cash flow

Sources	Total	Per SF	% of Total
HDC First Mortgage	\$19,379,826	\$140.38	27.89%
LIHTC	\$21,669,409	\$156.96	31.18%
HDC ELLA Equity	\$12,000,000	\$86.92	17.27%
HPD SARA Equity	\$12,000,000	\$86.92	17.27%
HYC Historic Properties Fund	\$300,000	\$2.17	0.43%
Grant, Green Roof Projects	\$626,010	\$4.53	0.90%
Deferred Developer Fee	\$3,512,561	\$25.44	5.05%
Total Sources	\$69,487,807	\$503.33	100%

Uses	Total	Per SF	% of Total
Hard Costs	\$46,834,148	\$339.24	67.40%
Soft Costs	\$11,708,537	\$84.81	16.85%
Energy Efficiency Renovations	\$2,000,000	\$14.49	2.88%
ADA-Required Upgrades	\$1,920,000	\$13.91	2.76%
Developer Fee	\$7,025,122	\$50.89	10.11%
Total Uses	\$69,487,807	\$503.33	100.00%

\$24 million in public subsidies

\$22 million tax credits

\$19 million first mortgage

\$1 million grants

Supports general renovations to the existing complex

Supports Westbeth's compliance to Local Laws 92/94: Green and Solar Roof Requirements for New Buildings and Complete Roof Replacements

Supports Westbeth's compliance to Local Law 97 on drastically cutting the existing complex's operational carbon emissions through weatherproofing and upgrading power generators

Supports elderly and handicapped residents circulating through and remaining in the original complex

 Renovations

0 SQFT housing demolition
160 additional units of affordable senior housing
9,554 SQFT open air Westbeth Highline Market
20,867 SQFT rooftop garden
\$4 million renovations and energy efficiency upgrades

