

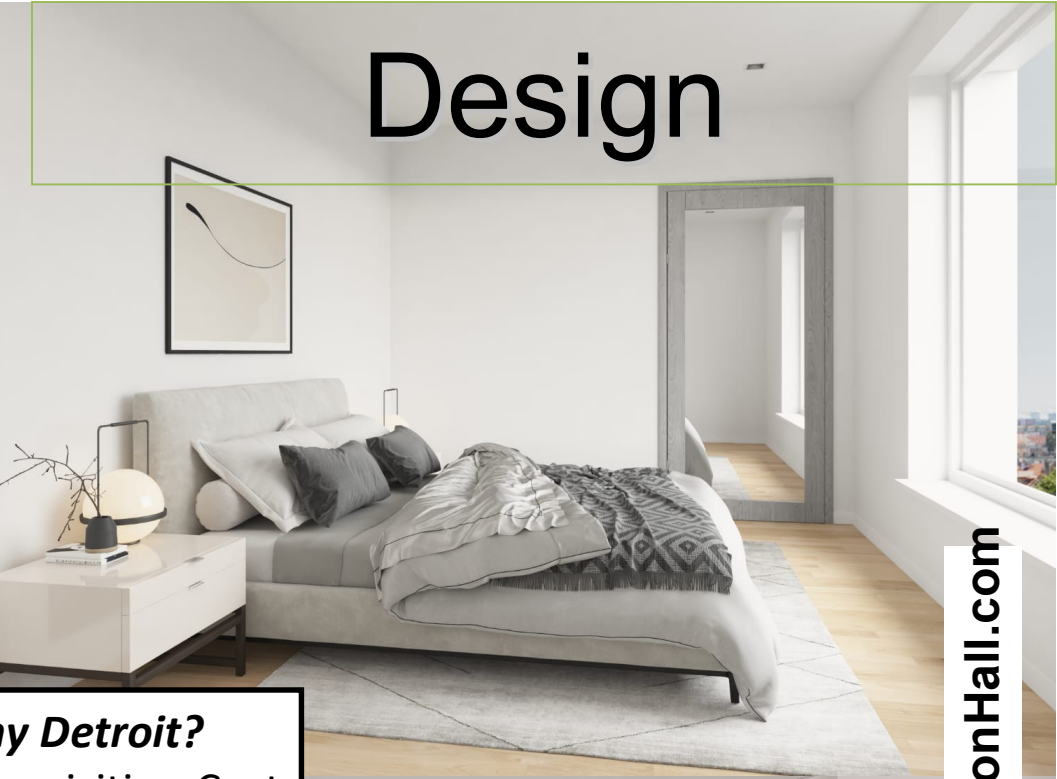


the  
**WESTON HALL**  
DEVELOPMENT

[theWestonHall.com](http://theWestonHall.com)

**Company:** Detroit Landmark Development Corp  
**President:** Richard Fowler

# Design



**Why Detroit?**  
-Low Acquisition Cost  
-Building Codes less Stringed than NY  
- Potential



theWestonHall.com

# Roughing

- Aluminum Awning Windows ( not vinyl) ; 2 tone; All Tempered Glass
- Exterior wall R28 – Spray and Batts
- 75% New Engineered Joist
- 50% New Steel I-beams
- All Copper Piping – No Pex
- Cast Iron Waste and Vents
- All Copper MC Cable – No Aluminum
- Mini VRF for each Unit w/ hidden handlers
- 100% Sprinklered w/ Black Pipe & recessed Heads
- All Corridor walls Double 5/8
- Sound boards, Resilient Clips and Channels, Masonry Walls
- Smart Subpanels
- Smart Water Meters
- Smart Outlets/ Switches
- All metal framing

- Spray Foam Machine
- Metal Studs
- Corner Beads
- Windows
- Cast Iron Pipe / Fittings / Couplings
- Grooves Fittings
- Sprinkler Heads
- VRF
- Exhaust Fans
- ERV
- Engineered Wood Flooring
- Appliances ( Refrigerator, Built in Oven, Hidden Induction Stove, Washer/Dryer Combo)

- Cabinets
- Interior Doors
- Apartment Doors
- Vanity, Toilets
- Faucets ( bath and Kitchen)
- Shower Panel
- Switches / Outlets
- Water Meter
- Wallpaper
- Quartz Countertops
- Tubs

# Imports

- Camera System
- Tiles
- Smart Shades
- Heated Floors Mats
- LED lights/ In-floor Lights
- Bathroom Accessories

theWestonHall.com



# Logistics

## STAFFING ( ...when in Rome..)

- 87% of staff are unskilled workers
- 100% are minority and live in Detroit *not* Detroit Metro Area
- 79% have a criminal history
- 30% are returning Citizens
  
- 20% have quit to start their own home renovation business
- 100% also have “side jobs” using the knowledge they have learned

## THE NUMBERS

- Total of 55 Units ; All @ 80 AMI
- Cost is about 1/3 of today's Development Cost
- LISC ( private equity fund ) is the Sole lender; No tax abatements, Federal, State, or City funding
- Debit Coverage @ 7% vacancy is 1.31

-



# TIP

1. Decide if the your goal is to a) Make Money or b) Build Wealth
2. Understand the building process; at minimum, know the gist of each trade
3. Be willing to get your hand dirty. Sweat equity pays off
4. Be realistic with your capacity; Partners could be a blessing and a curse
5. Money, by itself, cannot be the only motivation.
6. Wisdom learns from other's mistakes. Understand your competition
7. Quality counts. Listen to the market, not the architect.
8. The Developers Toolkit is like the Bible; the information is old and dated but it will put you on the right path to success!

theWestonHall.com

LISC DETROIT





CONTACT

- Richard Fowler
- 347-471-3597
- Info@theWestonHall.com

theWestonHall.com