



School for the Blind Site Feasibility Study

Michigan State University
Urban and Regional Planning
Program

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Executive Summary

The redevelopment of the School for the Blind site provides an excellent opportunity to serve as a catalyst for further revitalization of the surrounding Comstock Park neighborhood and the City of Lansing. The School for the Blind site has many unique qualities and challenges that have been taken into consideration by our practicum team in determining possible future uses. Through extensive research and analysis we recommend that the following strategy to maximize the benefits of redevelopment.

One of the key themes of our recommendations is to create a center for the Comstock Park neighborhood. A mix of non-residential and residential uses as well as private and public ownership should be pursued to improve livability and economic vitality in the area. Civic uses are featured prominently in our recommendations. A housing improvement and assistance “one stop shop” center operated by the Lansing Housing Commission and the Greater Lansing Housing Coalition will be a valuable tool for the community and will meet significant demand in the neighborhood. The existing auditorium is perfectly suited to become a new performing arts center that incorporates the historic culture of the site, while functioning as a place for community interaction, entertainment and education. The performing arts center could include a theater, classrooms and educational exhibits or a small museum dedicated to the rich history and culture that permeates the old campus. Targeting the health and social care sector is also highly desired. The health sector is one of the Lansing’s fastest growing industries and presents an excellent opportunity to create knowledge-based jobs and support healthy lifestyles for new and existing local residents. Contemporary housing options that support emerging trends in the economy and residential living are also major components of our recommendations. Medium density live-work and attached single family housing options that emphasize green building design, local entrepreneurship and historic character are likely to be most effective in capturing market demand and maximizing win-win opportunities to improve local housing, the neighborhood and the economy.

The interconnectedness of uses and people across the site will help foster a sense of place and strengthen the site’s ability to function as the center of the community. Different occupants of the different buildings will be linked together through different programs and uses. For example, students attending the charter school could become members of a community band that performs at the performing arts center and residents of the senior living center could volunteer at the charter school or be paired with a student, creating relationships that would be mutually beneficial and create social capital in a way that is sorely needed in the neighborhood. We firmly believe that public-private partnerships and extensive community involvement will determine the magnitude of success associated with redevelopment of the site.

We encourage everyone involved in future of the School for the Blind to seize this tremendous opportunity to advance economic and social prosperity, build community pride, and create something as unique as the site itself. We hope these recommendations will help write the next chapter in the great history of this truly special place.

Introduction

Practicum Structure

Practicum is a required capstone course for both the graduate and undergraduate Urban and Regional Planning degree programs at Michigan State University. It is designed to give students in the program practical and professional experience, while applying the knowledge and tools that they have learned from the program. In order to test this knowledge and further refine these skills, the practicum course is organized in a way that puts students together in groups, with each group working on a semester long project. The course requires students to use their analytical, communication, data collection, design, teamwork, and problem solving skills, among others in order to create a thorough and professional product for a client. The client is usually a city government or community organization.

Client Information

The City of Lansing is the client for the School for the Blind practicum project. Dorothy Boone is the main client contact, although the practicum group will also be working Bill Rieske and John Hodges. Dorothy Boone is the development manager for the City of Lansing. Bill Rieske is the interim planning manager for the City of Lansing and John Hodges is a senior planner with the City of Lansing and is the City of Lansing's data specialist.

Background

The School for the Blind site is located in the Comstock Park neighborhood, located in Northwest Lansing. This historically significant site has been looked at by the City of Lansing, the State of Michigan and community leaders as a great potential catalyst for community revitalization. In order to ensure that the development of the property leads to greater community prosperity and renewal, any new development on the property must be carefully planned and take into account the surrounding neighborhood and economic conditions. While stakeholders knew that great opportunities existed, little was known about how the site should be used in the future. In the summer of 2007, the City of Lansing called on the expertise of the Urban and Regional Planning Program at Michigan State University to holistically examine all the options for redevelopment, determine a successful plan of action and provide recommendations for the future development of the School for the Blind site.

Methodology & Scope of Services

A site feasibility analysis was undertaken to identify and analyze redevelopment opportunities for the former School for the Blind site. The basic premise of a site feasibility analysis is to determine what uses will work and explain why. Upon determining what is feasible and what is not, recommendations and a plan of action are crafted to serve as the foundation of a successful redevelopment strategy.

Three overarching goals were adopted by our practicum team to guide this study:

- Conduct comprehensive demographic, transportation, and economic market analysis at various spatial levels to identify the highest and best use for the School for the Blind redevelopment site.
- Use professional examination and stakeholder input to determine the unique strengths, challenges and opportunities associated with the School for the Blind site, the local neighborhood and surrounding region.
- Provide recommendations and an action plan for redevelopment of the School for the Blind site to maximize the benefits of to the residents and business owners of the Comstock Park neighborhood, City of Lansing and Greater Lansing Region.

The following methodology describes the approach our practicum team used to determine how the School for the Blind site should be used in the future. This methodology section mimics the scope of services that was agreed on by the client and follows the general organization of this report.

Site Description

A “must know” summary of all the critical information and details regarding the history and development of the School of the Blind study site and Comstock Park Neighborhood is provided. The site description includes information of the study site location and boundaries, land use and zoning designations, infrastructure, and other physical characteristics pertaining to the site. Detailed information on the rich history of the site as well as up to date information on future plans and ownership are provided to improve awareness and coordination of redevelopment efforts.

Neighborhood Socioeconomic Profile

A comprehensive assessment of socioeconomic conditions of the Comstock Park neighborhood within the context of Greater Lansing was conducted to determine local support for redevelopment and assess neighborhood needs. Benchmarking data on race, income, households, home value, family size and composition, employment, transportation and educational attainment is included using 1990 and 2000 US Census block group level and census tract data. This portion of the study aims to help the City of Lansing customize the redevelopment project to benefit local residents in the short and long-term.

Transportation and Accessibility Study

Analysis of automobile, transit and pedestrian travel patterns in the Comstock Park Neighborhood and accessibility to the School of the Blind site was completed to determine how the site can and will be used by residents, visitors and patrons in the future. The analysis included studies of major thoroughfares including traffic counts, along with an examination of public transportation and pedestrian accessibility. Visibility, accessibility and transportation were found to be significant influencing factors that shaped other analyses and recommendations.

“Emerging Sectors” Economic and Retail Market Analysis

Analysis of employment and growth trends in emerging economic sectors in the greater Lansing region is critical to identifying market feasibility of redevelopment options. This section of the study aims to explore the many potential redevelopment opportunities inherent in the School for the Blind site which extend beyond traditional residential uses. Economic conditions were analyzed from 2000 to 2005 in Ingham County and in the local neighborhood using contemporary research techniques. Retail uses were also specifically examined in detail as desired by the client. Growing industries supported at neighborhood, city and regional scales are identified for targeted development initiatives.

Housing Market Analysis

Analysis of the existing housing inventory and market within the Comstock Park neighborhood is critical to gauging the potential for new housing development on the School for the Blind site. BS&A data along with US Census data was used to identify housing needs and market potential for various housing types and price ranges supported at the redevelopment site, in Comstock Park Neighborhood and greater Lansing region. The housing analysis also helps identify the character of the surrounding neighborhood.

SWOT Analysis & Stakeholder Questionnaire

Identification of the strengths, weakness, opportunities and threats (swot) for site redevelopment served as a way to interpret the market analyses, socioeconomic profiles, and transportation analysis in a qualitative manner. Interviews with key stakeholders were conducted to help interpret findings of student analyses and to identify the SWOTs of the redevelopment site and Comstock Park neighborhood. A stakeholder questionnaire was conducted to foster stakeholder involvement, identify stakeholder issues, and develop potential opportunities for new partnerships.

Regional Assessment

Regional characteristics and trends play a major role in any redevelopment project no matter how small. The regional assessment serves to truly understand what is best for the site, neighborhood, city and region, which lays the foundation for future investment and other

decisions. The regional assessment includes a socio-economic profile, description of transportation networks, and a description of the tax climate, regional costs and quality of life.

Site Assessment

This comprehensive assessment of the site assesses and compares the feasibility for different residential and nonresidential uses by applying a state of the art ranking system. The criteria of the ranking system are formulated based on quantitative analyses and the conclusions of the SWOT analysis. Ranking criteria include:

- ◆ Location
- ◆ Access
- ◆ Infrastructure
- ◆ Compatibility
- ◆ Market support

Recommendations

Recommendations founded in professional analysis and interpretation identifies uses and redevelopment options that could be pursued. An action plan is laid out to assist in the implementation of recommendations.

The School for the Blind is located in the Comstock Park Neighborhood in northwest Lansing.

The boundaries of the Comstock Park neighborhood are:

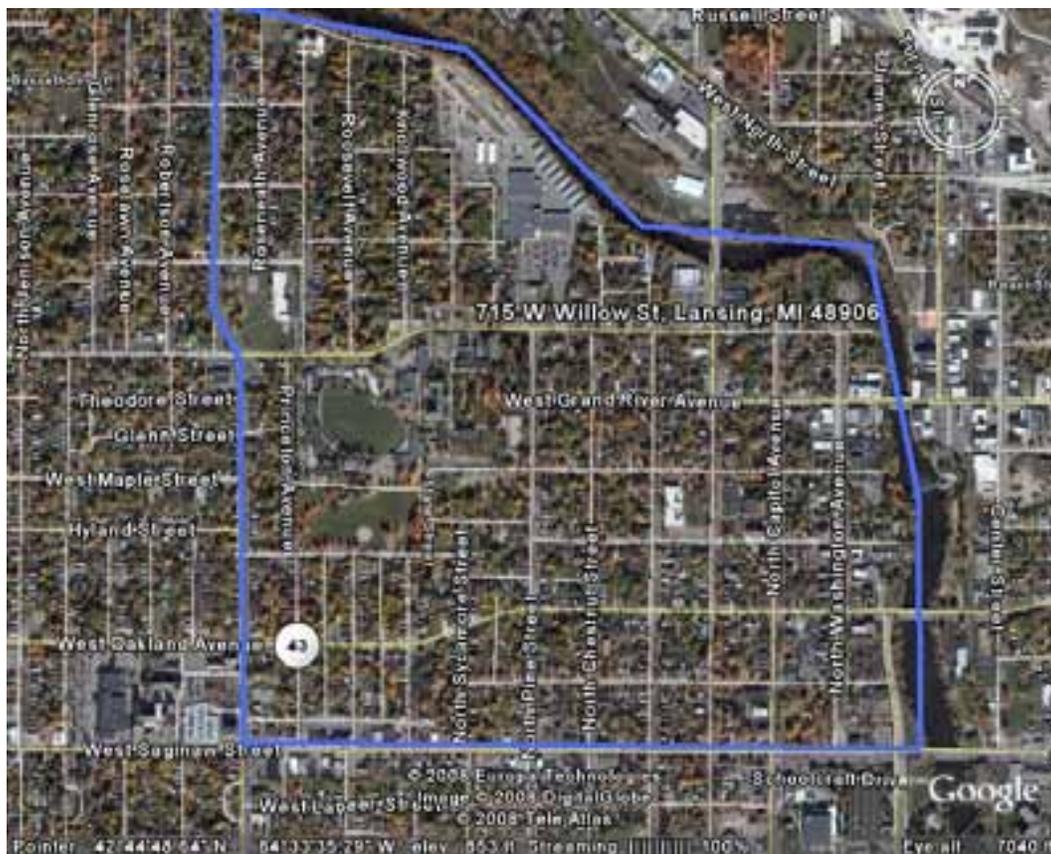
West: Martin Luther King Jr. Blvd.

South: West Saginaw

North: Grand River

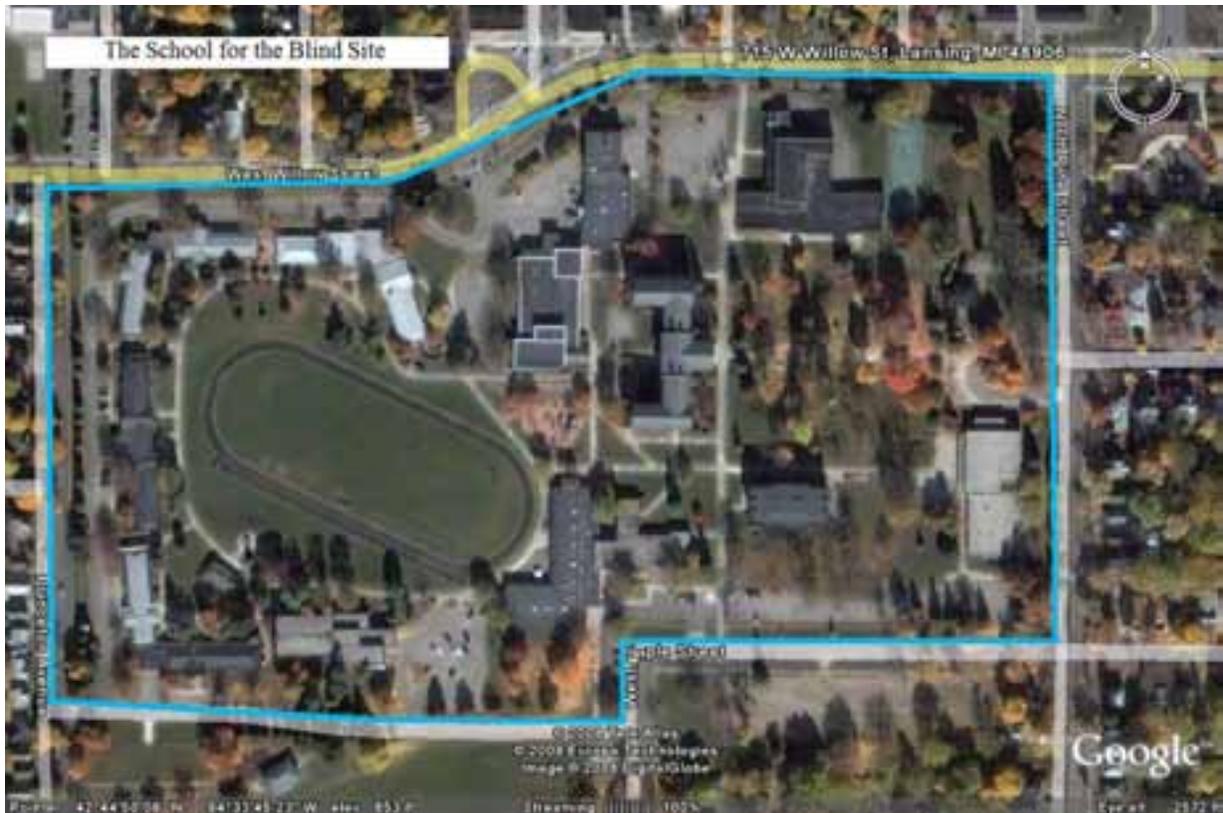
East: Grand River

Figure 1.2 The Boundaries of Comstock Park Neighborhood



The School for the Blind campus, which is the focus of this report, is located near the northwest corner of the intersection of Pine and Willow.

Figure 1.3 The School for the Blind Campus



1.2 Zoning and Land Use

Zoning

The School for the Blind site is zoned as B Residential-Single, and DM-1 Residential-Multiple. The Comstock Park neighborhood is predominately zoned as B Residential-Single, A Residential Single, and C Residential-2 Unit.

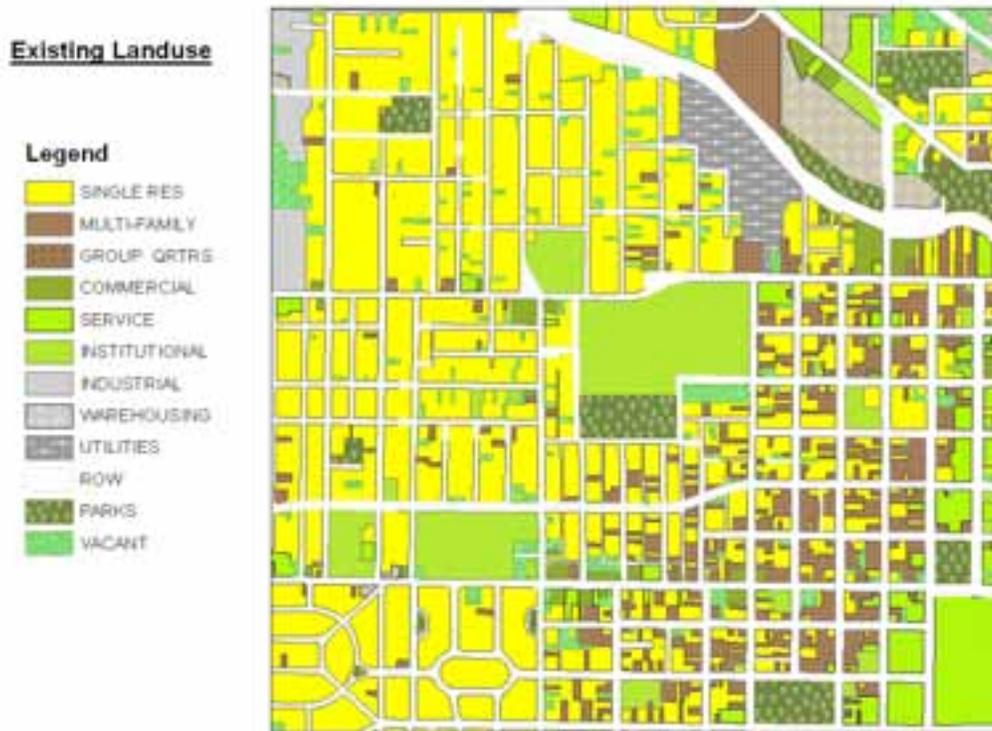
Figure 1.4 Zoning Map



Existing Land Use

The current land use for the School for the Blind site is institutional. The rest of the Comstock Park neighborhood is mainly used as single residential, multi-family, or institutional.

Figure 1.5 Existing Land Use Map



1.3 Physical Characteristics

The former School for the Blind site covers 44-acres in a campus-like setting and includes several buildings in various physical conditions, including buildings of historical significance. There are several mature trees located throughout the site along with pathways connecting each of the buildings. Sidewalks connect the site to the rest of the neighborhood. Many of the buildings also have shrubs and bushes near the entrances, with some bordering the buildings. There is a large track located in the western portion of the site that is in poor condition.

Figure 1.6: Site Boundaries and Description



Parcel A



Structure: Existing cottage buildings used as dormitory rooms

Quality of Structure: Good

Structure Design:

- Single story
- Mid-century design
- Typical building is 7200 sq. ft.
- Wooden truss construction

Parcel Area: 10.56 acres

Parcel Assets:

- Ring road exists between structures and road; buffered by mature pines
- Steep slope (10 feet) to the back of buildings; could support underground parking
- Back of buildings accessed by internal pathways
- Several mature trees
- Existing statue
- Existing shed in good shape; quality architecture
- Existing lift station; quality architecture
- Track; poor condition

Current Ownership: Lansing Housing Commission

Future Plans: To be sold

Potential Future Ownership: Ingham County Land Bank is currently conducting a site feasibility analysis to determine if they will purchase the property

Notes on Future Use:

- Every developer who toured the site said they would demolish the dormitory buildings (Stuchell).
- Hamilton Anderson suggests that dorms could be used for senior units if feasible. Buildings could be 4, 6 or 8 units each.

Parcel B



Structure: Main Building referred to as “The Abigail”

Quality of Structure: Excellent

Structure Design:

- Three story
- Neo-classical revival style
- Built in 1916

Parcel Area: 6.8 acres

Parcel Assets:

- Service hall and cafeteria
- Maintenance building
- Covered Entrance with drop off
- Patio space near door
- Historical significance
- Front, rear, and side access to pathways
- Several trees in front of building
- Open space in front

Current Ownership: Lansing Housing Commission

Future Plans: Main building will be redeveloped to provide subsidized elderly housing units and the LHC office.

Service building will be removed to provide parking

Maintenance building will remain

Notes on Future Use:

- Open space to be maintained

Parcel C



Structure: Existing auditorium building

Quality of Structure: Good

Structure Design:

- Single story
- Brick building

Parcel Area: 2.43 acres

Parcel Assets:

- Existing auditorium with capacity to seat 350 people, quality stage and existing theater infrastructure
- Existing box office, training and fitting rooms
- 7 Classrooms
- Wind organ built into building
- Serviced by all utilities

Current Ownership: Lansing Housing Commission

Future Plans: To be sold.

Could possibly be used as an Auditorium or theatre space.

Notes on Future Use:

Lansing Civic Players have expressed interest in purchasing the site (Stuchell)

Parcel D



Structure: Former High School Building

Quality of Structure: Good

Structure Design:

- Light colored brick and limestone building
- ~18,000 SF
- Three story

Parcel Area: 1.74 acres

Parcel Assets:

- Historical significance
- Access to pathways
- Several trees in front of building
- Water and sewer and electrical utilities stop at the building and are not connected

Current Ownership: Lansing Housing Commission

Future Plans: Possible office space

Notes on Future Use: Will require extra parking spaces if used as office space.

Parcels E, F & G



Structure: Vacant lots

Parcel Area: .45 acres each

Parcel Assets:

- Frontage on Pine Street and Willow
- Vehicular entrance off Willow Street
- Several mature trees
- Front walks connected to Pine Street and rest of the site.

Current Ownership: Ingham County Land Bank

Future Plans: Ingham County Land Bank is currently conducting a site feasibility analysis to assess redevelopment options.

Notes on Future Use: Desire to create something unique and “urban” (Schertzing)

Parcel H



Structure: Former Superintendent's Residence

Quality of Structure: Good

Structure Design:

- Two story
- Brick, bungalow type

Parcel Area: .81 acres

Parcel Assets:

- Historic designation
- Nice details
- Garage
- Access for the disabled

Current Ownership: Lansing Housing Commission

Future Plans: To be sold.

Could possibly be used as Bed and Breakfast for visitors.

Notes on Future Use: Desire to renovate historic structure (Stuchell)

Parcel I, J, K & L



Structure: Former Library Building

Quality of Structure: Good

Structure Design:

- Single story
- ~17,500 SF

Parcel Area: .5 acres each

Parcel Assets:

- Open floor plan
- Patio on west side
- Several mature trees
- Access to pathways
- Frontage on Pine Street and Maple Street
- Great space west of building
- Plaza space on west side with planters
- Needs connection to services from the street

Current Ownership: Lansing Housing Commission

Future Plans: Greater Lansing Housing Coalition currently leases the space to provide “one-stop shop” housing assistance for the Comstock Park and other Lansing neighborhoods

Notes on Future Use: GLHC has expressed desire to purchase the property

Parcel M



Current Ownership: Mid-Michigan Leadership Academy

Structure:

- Gymnasium
- 2 Low Rise School Buildings

Quality of Structure: Good, in use

Parcel Assets: Fully functional educational uses

Parcel 2, 3 & 4



Structure: New residential housing

Quality of Structure: Excellent

Parcel Area: .23 acres each

Parcel Assets:

- Frontage on Pine Street and Maple Street
- Parking lot in close proximity
- Access to pathways

Future Plans: To be sold

1.5 Site Ownership

The Lansing Housing Commission (LHC) Non-Profit Development Corporation (a subsidiary of the Lansing Housing Commission) owns the Administration building, the High School building, and the Superintendent's House. The existing cottage buildings, previously used as dormitories are also owned by the LHC, along with the Auditorium or Vocational building. The former Library building is currently leased by the Greater Lansing Housing Coalition and owned by the LHC. The Ingham County Land bank currently owns the vacant parcels in the northeast corner of the site. The Land Bank is a public authority and a strategic economic tool created to hold, manage, and develop tax-foreclosed properties. Involvement with the Land Bank brings extra incentives and added flexibility to the redevelopment process.

1.6 Infrastructure

Water and Sewer

According to the Engineering Division of the Public Service Department, the entire School for the Blind campus is connected to the public sanitary main. The sanitary sewer in the area was constructed in the early 1900's. Chad Gamble, Director of Public Service states that "the services available to the site paid for by the owner's sewage bill are operation, maintenance and equipment replacement of the City's wastewater collection system (sanitary sewer pipes), pump stations, and the wastewater treatment plant. The bill also pays for administration and engineering, the Industrial Pretreatment Program, debt service, Capital Improvement Projects (CIP) and contingency funding, billing & collection services, and the majority of the cost to continue the 30-year Combined Sewer Overflow (CSO) separation project, which is designed to improve Lansing's critical infrastructure and protect our water resources." The site is connected to public sewers, which are also connected to the Comstock Neighborhood.¹

Gas

The site is also equipped with natural gas. Consumer Energy Specialist, Ryan Fuller, has stated that "Consumer Energy Company maintains gas distribution facilities that will adequately supply natural gas to the entire proposed complex or development."

¹ LHC Non-Profit Development Corporation: Low Income Housing Tax Credit Application

Electric

According to the Board of Water and Light (BWL), “the Administration Building on the School for the Blind campus is currently believed to be provided by a customer owned 4,160V cable-in-duct system from a vault in the SW corner of the maintenance building.” As stated by BWL, “subject to verification of duct size and availability, a new BWL service considers BWL primary cables that may be installed in the duct system to a BWL padmount transformer at or near the existing electric vault serving the Administration Building.”

Phone and Cable

Upon installation by the communications provider, the site shall have phone and cable connection. The equipment shall be provided and installed by the contractor. LHC has listed Comcast as the site provider.

Internet

The School for the Blind site does not currently have contact to the internet, but shall upon installation by the contractor. According to the Architect’s Certification Form, “Michigan’s Qualified Allocation Plan for 2005-2006 requires new construction projects to provide certification from the architect that all units will be equipped for high-speed Internet capability. It may be accomplished by connecting each unit to a separate data network using either Category 5e wiring or by installing a wireless Local Area Network (LAN) server.” The Lansing Housing Commission plans to have the site equipped with a wireless server. Through wireless servers the entire School for the Blind site may be connected to the internet.

1.7 Neighboring Amenities

The School for the Blind site is located in a residential neighborhood, except for at its northern border, which is bound by W. Willow Street, on which there are numerous commercial and civic establishments. The School for the Blind site is bound by W. Maple Street and Comstock Park to the south, Princeton Avenue to the West and N. Pine Street to the East. Willow is a major thoroughfare while the other streets are residential. The sidewalks connect to the surrounding neighborhood, and the surrounding streets have sidewalks and are pedestrian friendly. The campus-like setting blends in well with the neighborhood, allowing for the more

imposing and distinguished buildings such as the Abigail to be set back, away from the residential areas bordering the site.

There are many community institutions that are located near the School for the Blind site in the Comstock Park neighborhood. Willow Elementary School is located directly northwest of the School for the Blind site. It is a neighborhood elementary school with 13 classrooms; the building is of historic nature and was built in 1951, with an addition built in 1961. The St. Lawrence campus of the Sparrow Health Care System, is a major anchor for the North West area of Lansing, and is located southwest of the School for the Blind site. It is also a potential job source for residents of the neighborhood, including potential residents of any housing units that go onto the School for the Blind Site. Another potential major employer for both existing residents of the neighborhood and future residents of possible housing on the School for the Blind site is the Consumers Energy customer service complex located to the north east of the site.

Comstock Park is located directly south of the School for the Blind site. The park contains open playfields, basketball courts and other amenities to be found in a neighborhood park. It is used, although the client has said that they feel the park is underutilized. However, it is a green space asset that could be more fully utilized through the coordination of city, community and other resources along with the increased investment in the neighborhood because of the redevelopment of the School for the Blind site.

1.8 History and Previous Uses

The redevelopment site was originally established as the Michigan Female Seminary, more commonly known as the Michigan Female College. Abigail Rogers and her sister Delia were responsible for the establishment of the seminary in 1858 when there was male-only enrollment at the University of Michigan and the Michigan Agricultural College. The school shut down in 1869 following the death of Abigail Rogers and also due to a lack of adequate funding. Over one thousand women had attended during the life of the seminary.²

In 1871 the Grand order of Odd Fellows purchased the property and established the Odd Fellows Institute to house their elderly members. During this time the north wing of the college

² City Pulse: <http://archives.lansingcitypulse.com/060322/news/index4.asp> ,
<http://archives.lansingcitypulse.com/060118/news/index4.asp>

building was donated to the Odd Fellows Institute along with 45 acres of land from Lansing citizens, transforming the site into a campus like setting.

In 1880 the Odd Fellows Institute was having trouble funding the site and sold it to the State of Michigan. The site was meant to be temporarily converted into the present 40-acre campus of the School for the Blind, but was made permanent. The Lansing City Pulse states that according to Polk's 1883 Lansing City Directory, the school had about 80 students and only three buildings: a boy's dormitory, a main edifice, and a laundry. None of those buildings currently remain. As of present, the oldest surviving buildings of the campus are the Administration building, the Superintendent's house, and the High School Building on the east end of the campus. All were built in the early to mid 1910's by famous local architect Edwyn Boyd.

The School for the Blind was in use from 1880 till 1995 and has a rich history. The most famous alum is the legendary musician Stevie Wonder, who played the grand piano in the halls of the main building. In 1961 and 1963 the schools wrestling team won the state championship.

In 1995 the School for the Blind was abandoned when the students were transferred to Flint. Shortly after the School for the Blind closed, the Mid-Michigan Leadership Academy began leasing a portion of the grounds from the State of Michigan to operate as a charter school and is still operating there. In 2005 legislation was introduced by Representative Michael Murphy that would allow the Mid-Michigan Leadership Academy the first opportunity to purchase the entire property. After a heated controversy between the public school system and the charter school, a substitute bill was enacted to allow part of the property to be sold to the MMLA and part to be sold to the Lansing Housing Commission.

In 2006, Michigan LISC loaned \$867,900 to the Lansing Housing Commission to acquire the 44 acre Michigan School for the Blind site. This sale made sure the charter school couldn't expand and the vacant land would be used towards increasing tax base. Currently the former School for the Blind Campus is owned by the Lansing Housing Commission, the Mid-Michigan Leadership Academy, and the Ingham County Land Bank Authority.

1.9 Historical Designation Status

The City of Lansing has asked for half the property to be federally recognized as a local historical district and its status is currently under the consideration by the federal government. The historically significant buildings are the Administration building, the Superintendent's house, and the High School Building. These buildings were built between the years of 1912 and 1916. The city is hoping to gain historic tax credit to help fund the redevelopment of historical portions of the site.

1.10 Future Plans and Ownership

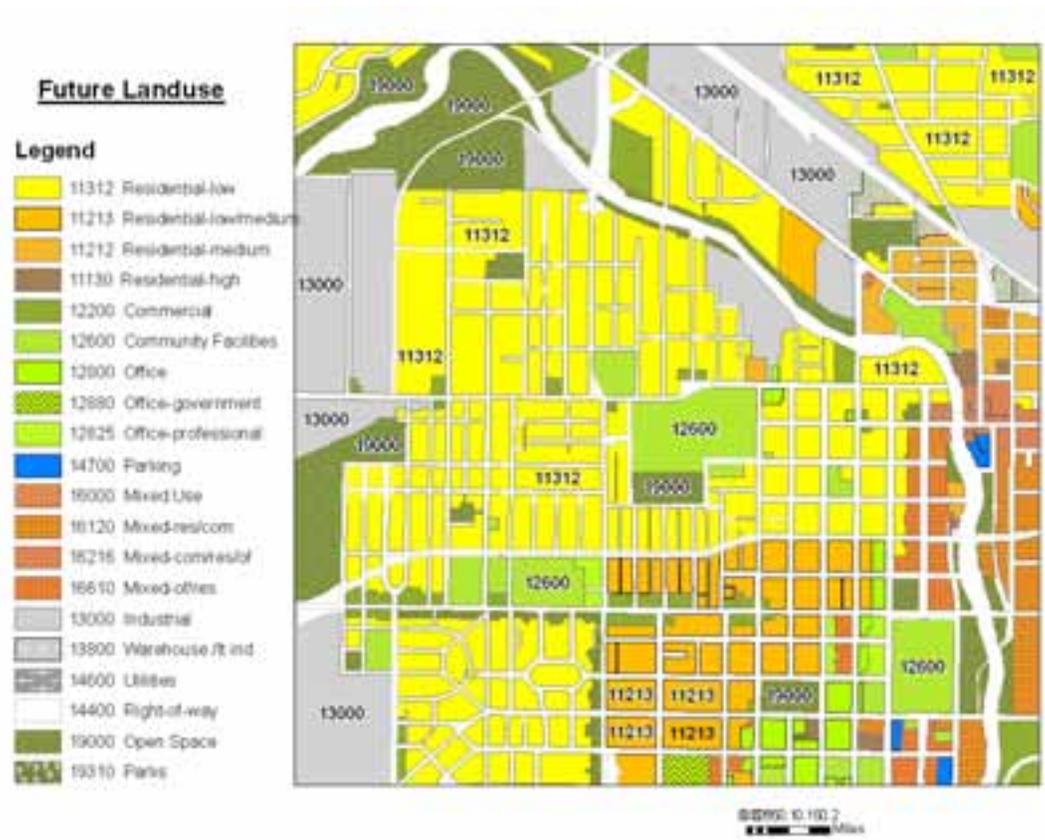
According to Bill Rieske and John Hodges, the City of Lansing would like to see new development on the site. They have suggested that the site be split into three components, The Mid-Michigan Leadership Academy, housing, and an area for redevelopment. They would like the site design to be more conventional yet retain the campus atmosphere. Plans and site layouts have been drafted to include a subdivision in the back(west) of the site where the dormitories are located. They plan to keep the buildings that are in front along Pine Street and to maintain the superintendent's house to give the community character. The city wants to separate the electrical, sewer, and water utilities on the site. They are currently connected to service the entire site.

The Lansing Housing Commission has proposed to renovate the main building or the Administration Building of the former School for the Blind to provide 44 subsidized elderly housing units. The project is to be known as the Abigail, named after Abigail Rogers. The Commission has hired Hamilton Anderson who has developed sketches for renovation. The Lansing Housing Commission is currently exploring options for redeveloping the remaining portion of the site. This study aims to explore potential redevelopment opportunities for this portion. Eric Schertzing, director of the Ingham County Land Bank indicated that the Land Bank will likely purchase the West ten acres of the site and will develop that portion of the property along with their other three lots on the Northeast corner of the site. Chris Stuchell of the Lansing Housing Commission indicated that a realty agency, C.B. Ellis has been secured to sell the high school and auditorium building. The Lansing Civic Players have already expressed interest in purchasing the auditorium.

Future Land Use

The future land use of the Comstock Park neighborhood allows the site to remain mostly residential-low and residential-low/medium density along with a few community facilities or institutional uses.

Figure 1.7 Future Land Use Map



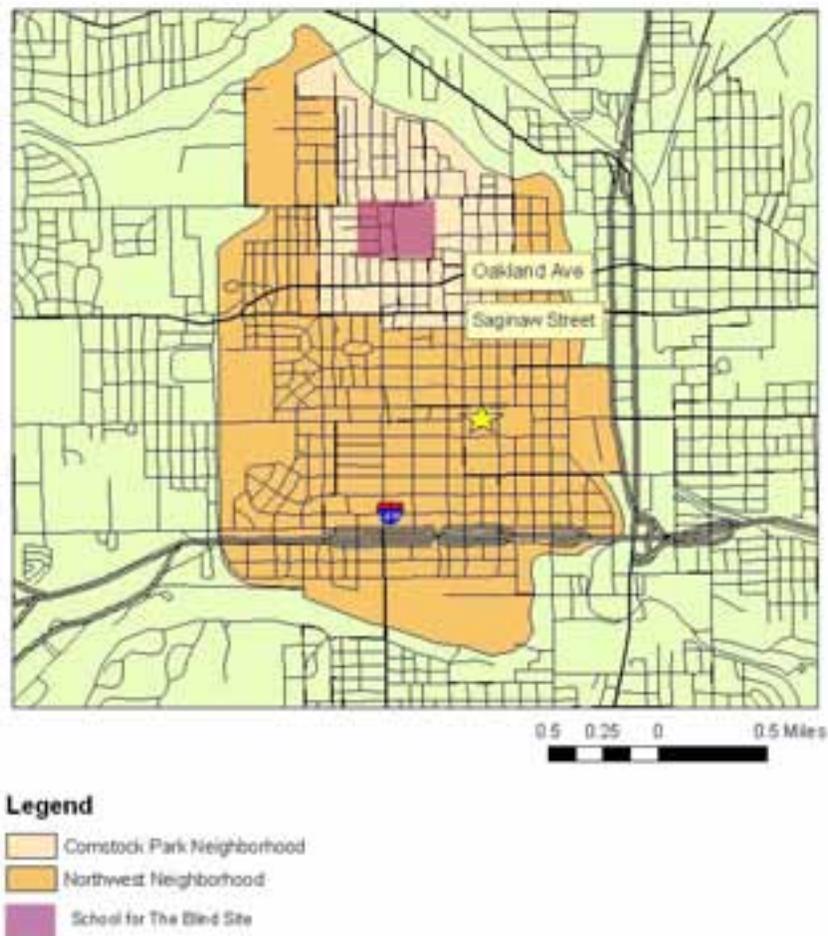
1.11 Summary

By reviewing the history of the Former School for the Blind site it is clear that the site has traditionally been used for institutional and/or educational purposes. The campus like setting is ideal for such uses. The long history of the site suggests that a similar use may also be successful in the future of the site. The fact that the site is quite large with a lot of open space broadens the possibilities of what may be placed on the property. Past uses of the site are important to consider, however, they are only one factor in a comprehensive site feasibility analysis. It is important to study what is needed in the area and what may benefit the area and the site to determine the economic feasibility of alternative uses, in addition to what the history and physical conditions may suggest. It is also important to create a use that is complementary to and compatible with the adjacent neighborhood and area.

PART II: SOCIO-ECONOMIC ANALYSIS

Economic success may be achieved by matching an area's physical, natural, and human resources¹. This section examines the "human" resources available for developing the School for the Blind Site. Socio-economic data was collected for the census block groups that make up the Comstock Park Neighborhood as well as the census tracts that make up the larger region of Northwest Lansing. The results were then considered to identify economic and social situations that could positively influence or potentially deter certain types of developments from being successful.

Figure 2.1 Local Areas of Interest



2.1 Methodology

Census data was collected for Comstock Park, Northwest Lansing, and at a regional level (city, county, and/or state) to be examined for this section. Comstock Park is the smallest reference area and most accurately describes the demographics of the residents closest to the School for the Blind site. Comstock Park is a part of Northwest Lansing, and Northwest Lansing is a part of the city of Lansing.

Data was gathered for the Comstock Park neighborhood at the block group level. The neighborhood is made up of the block groups listed below:

- Census tract 3, block groups 2, 3, 4,
- Census tract 5, block groups 1, 2, 3
- Census tract 7, block groups 1, 2, 3, (4 was added to 1990 data)

Data was gathered for the Northwest Lansing area at the census tract level. The area is comprised of the census tracts 3, 4, 5, 6, 7, 14³, 15, 16, 19.

After the reference areas were determined, data was collected for 1990 and 2000 for various demographic characteristics and percentage rates were calculated as needed to allow for analysis between the various reference areas. The comprehensive results can be found in the appendix.

³ Census 14 only has a population of 45 so the tracts percentages could appear dramatic.

2.2 Population

Regionally, the State of Michigan's population has decreased between 1990 and 2000. Western cities such as Grand Rapids and Kalamazoo, over the past decade showed a slower decrease than the more eastern cities such as Lansing and Detroit. However, the overall percentage of Michigan residents that were urban dwellers increased from 70% to 75% during the same ten years.

According to the population projection from the Tri-county Regional Planning Commission, Lansing's population is projected to show an increase by 2010. 2010 projections show a slight population increase for the State of Michigan and Ingham County as well.

The communities that surround the School for the Blind site show more dramatic changes in population than the larger reference areas. Northwest Lansing shows a population decrease at a rate of 15.3% from 1990 to 2000. The Comstock park neighborhood also shows a significant decrease of 11% during the same time frame.

Table 2.1 Michigan Major City Populations

Michigan Major City Populations				
	Lansing	Detroit	Kalamazoo	Grand Rapids
1990	127,321	1,027,974	80,277	189,126
2000	119,128	951,270	77,145	197,800
%Change	-6.44%	-7.46%	-3.90%	4.59%

Table 2.2 Ingham County Populations and Projection

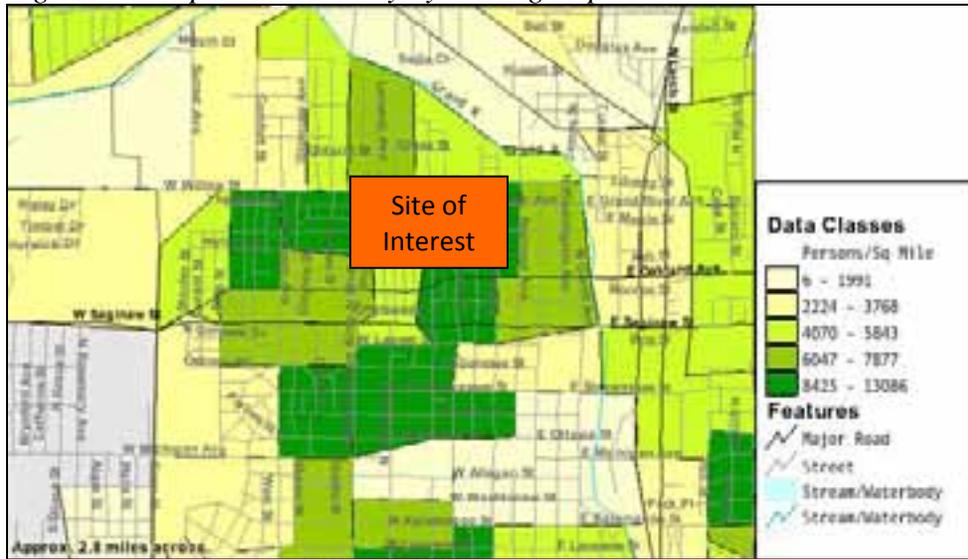
Ingham County Populations and Projection						
	1980	1990	2000	2010	# Change 1980-2010	% Change
Ingham County	275,520	281,912	279,320	290,318	14,798	5.4%
Lansing	130,595	127,321	119,128	123,223	(7,372)	(5.6%)

Source: 2000 US Census Bureau; Tri-County Regional Planning Commission

Table 2.3 Population Changes

Local Population Changes		
	Comstock Park	Northwest Lansing
1990	6257	18349
2000	6353	15920
%Change	1.5%	-13.2%

Figure 2.4 Population Density by Block group 1990



2.3 Age

The city of Lansing has experienced a 12% increase from 1990 (median age of 28 years) to 2000 (median age of 31.4 years). 2000 data shows Northwest Lansing to have almost the same median age. Each census tract within the Northwest Lansing area shows a median age of less than 30 years with only one exception; census tract 16 which has a significantly higher median age of 40 years (see Appendix A). Census tract 16 is located in the southwest portion and is not part of the Comstock Park Neighborhood. The Comstock Park Neighborhood has a younger population than Northwest Lansing with all of the area block groups below a median age of 30 years. Some of the block groups that are within the Comstock Park neighborhood have a median age as young as 25 years.

According to the results of this study, a large percentage of Lansing's young people are living around the School for the Blind Site. Figure 2.2 shows the location and portion of the population under the age of 18 years around the site.

Table 2.4 Median Age

2000 Median Age	
Lansing	31.4
Northwest Lansing	30.9
Comstock Park	27.9

Source: 2000 U.S Census

Figure 2.5 Percent of Persons 65 Years and Over 2000

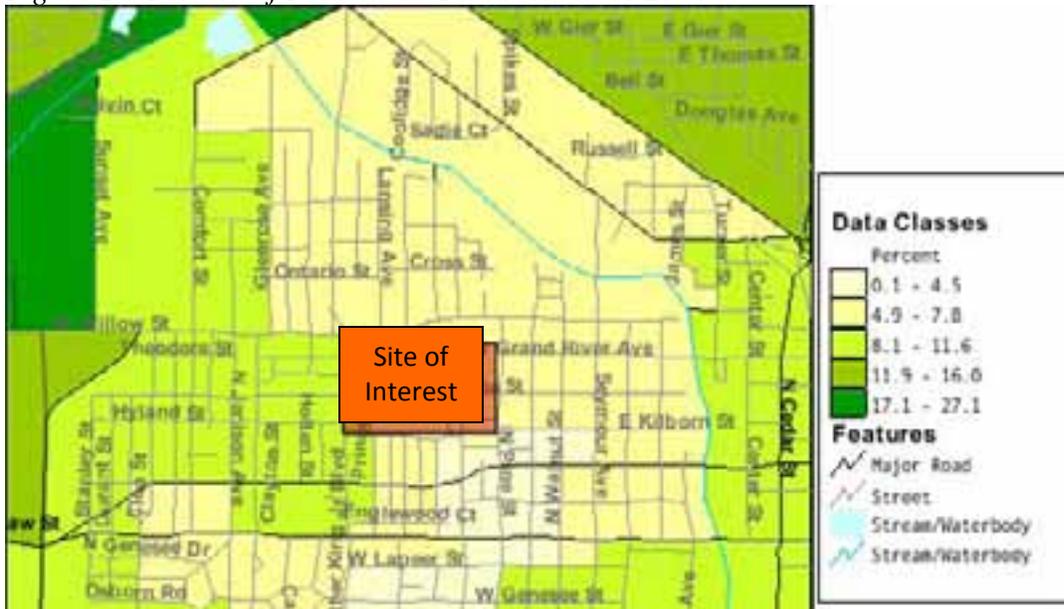
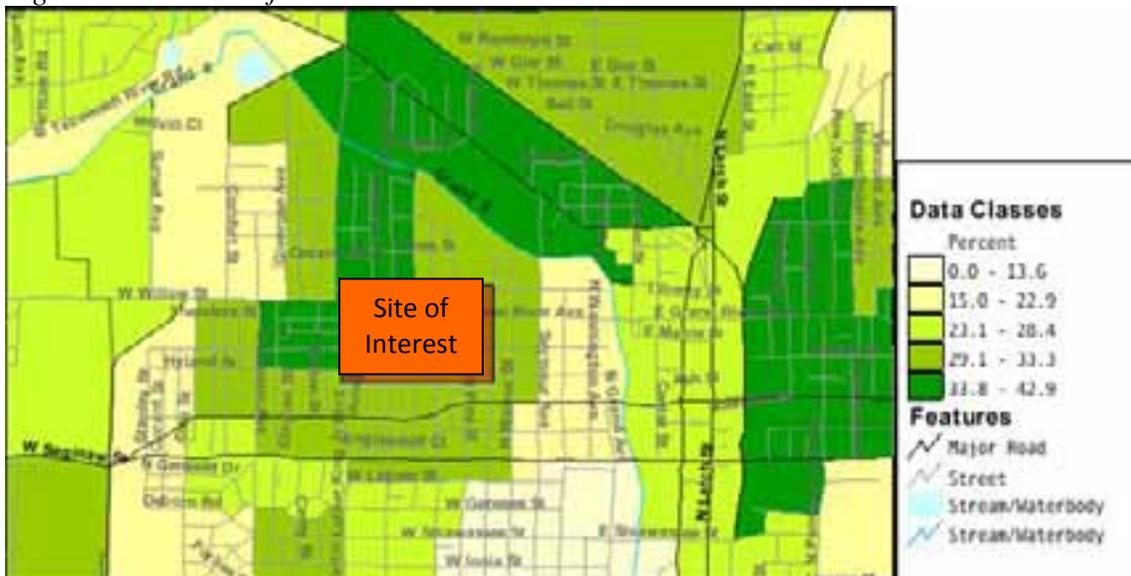


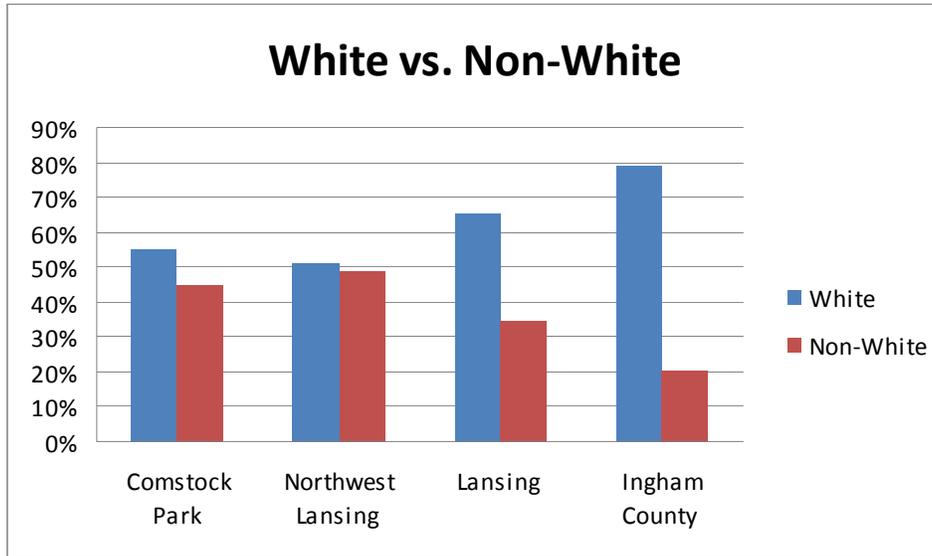
Figure 2.6 Percent of Persons under 18 Years 2000



2.4 Race

The majority (65%) of people living in Lansing are Caucasian (white). When compared to Lansing and Comstock Park, Northwest Lansing has the largest African American population of about 35% in 2000 and the smallest white population of about 51%. From 1990 to 2000 Comstock Park and Northwest Lansing displayed an increase in area African American populations and a decrease in Caucasian population.

Figure 2.7 White vs. Non-white Comparison



2.5 Income

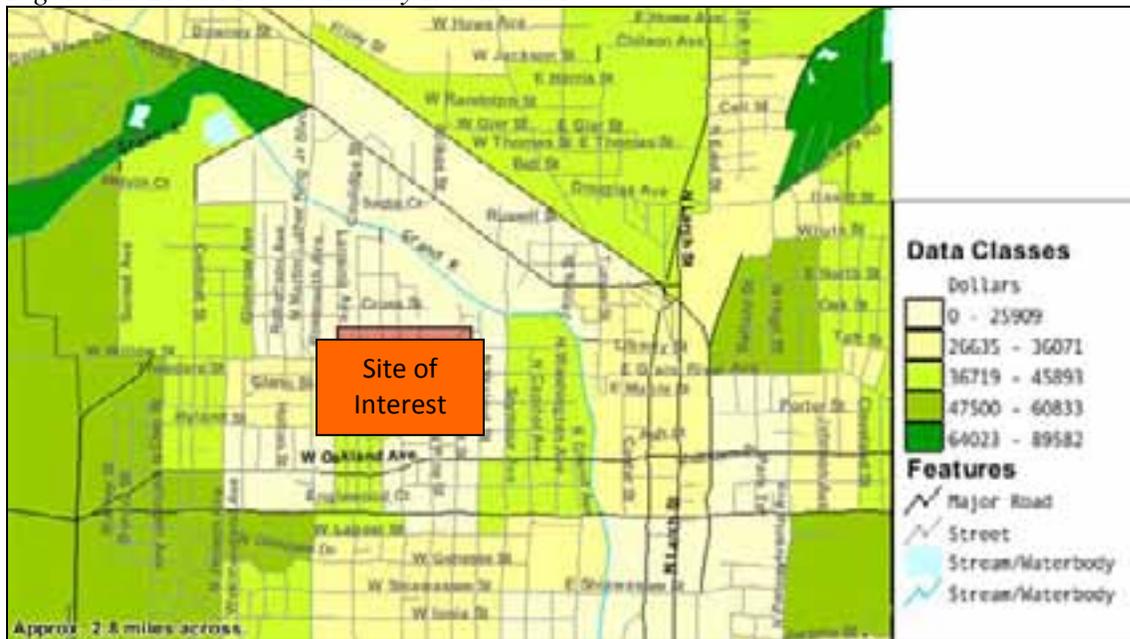
The area around the School for the Blind Site is a lower income neighborhood in the City of Lansing. The average median family income for Comstock Park was 35% lower than the city’s median income. In 2000 Census tract 3 block group 4 and Census tract 7 block group 4 still had a per capita income⁴ below \$10,000. From 1990 to 2000 Comstock Park’s income levels did increase by a slightly greater percentage than the city, shrinking the income gap between the city and the neighborhood.

Table 2.5 Income

Median Family Income (\$)	1990	2000	% Change
Comstock Park	18539.60	26843.89	1.45
Northwest Lansing	20685.78	31075.67	1.50
Lansing	31576.00	41283.00	1.31
Per Capita Income (\$)	1990	2000	% Change
Comstock Park	9212.00	14313.00	1.55
Northwest Lansing	10206.00	17298.89	1.69
Lansing	12232.00	17924.00	1.47

⁴ Per-capita income: the average obtained by dividing aggregate income by total population of an area.

Figure 2.8 2000 Median Family Income in 1999



2.6 Poverty Rate

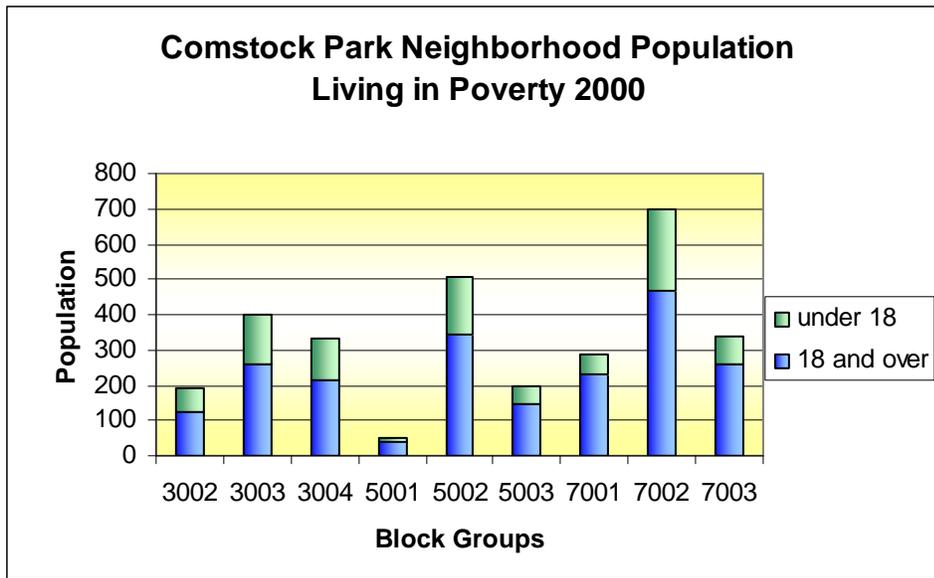
In 2000 Northwest Lansing had a poverty rate of 26.8%, almost 10% higher than the City of Lansing. However, Northwest Lansing did illustrate improvement from previous years by decreasing their poverty rates by almost 9% from 1990-2000. Comstock Park has remained virtually the same for both benchmark years (1990 and 2000) with a poverty rate of 31.9%. 2006 poverty rate estimations showed the City of Lansing to have reached levels similar to that of Northwest Lansing in 2000.

Because Comstock Park has a relatively young median age, the portion of those in poverty that are under the age of 18 years should also be considered. Of the Comstock Park Neighborhood population living in poverty, over half were under 18 years of age in census tract 3, block groups 2, 3, and 4 (see Appendix A).

Table 2.6 2000 Poverty Rates

2000 Poverty Rates	
Comstock Park	31.9%
Northwest Lansing	26.8%
Lansing	16.8%

Figure 2.9 2000 Comstock Park poverty numbers (by Block Group)



2.7 Family Type

In 2000 the percentage of children under 18 living in single parent families in Comstock Park was greater than in married couple families. This statistic is contrary to what is seen at the state level where the majority of children under 18 are in married couples families. Of the total number of children under 18 living in Comstock Park, 45% are with single-mother families. From 1990 to 2000, there was also a universal growth of single parent families with children under 18 in Comstock Park, Northwest Lansing, and Michigan.

Figure 2.10 Type of Family Own Children under 18 (1990 to 2000)

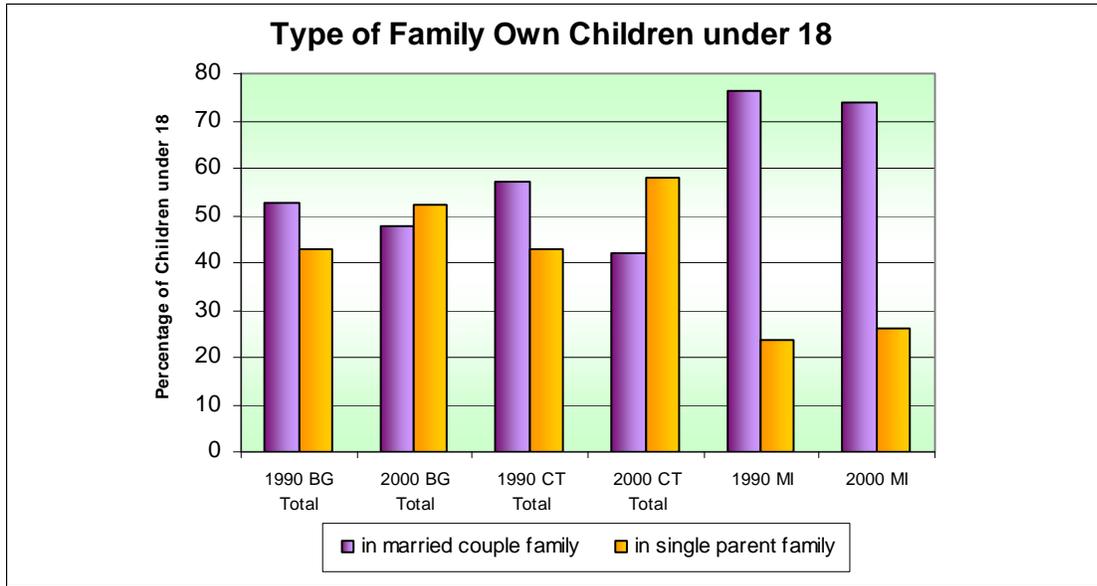
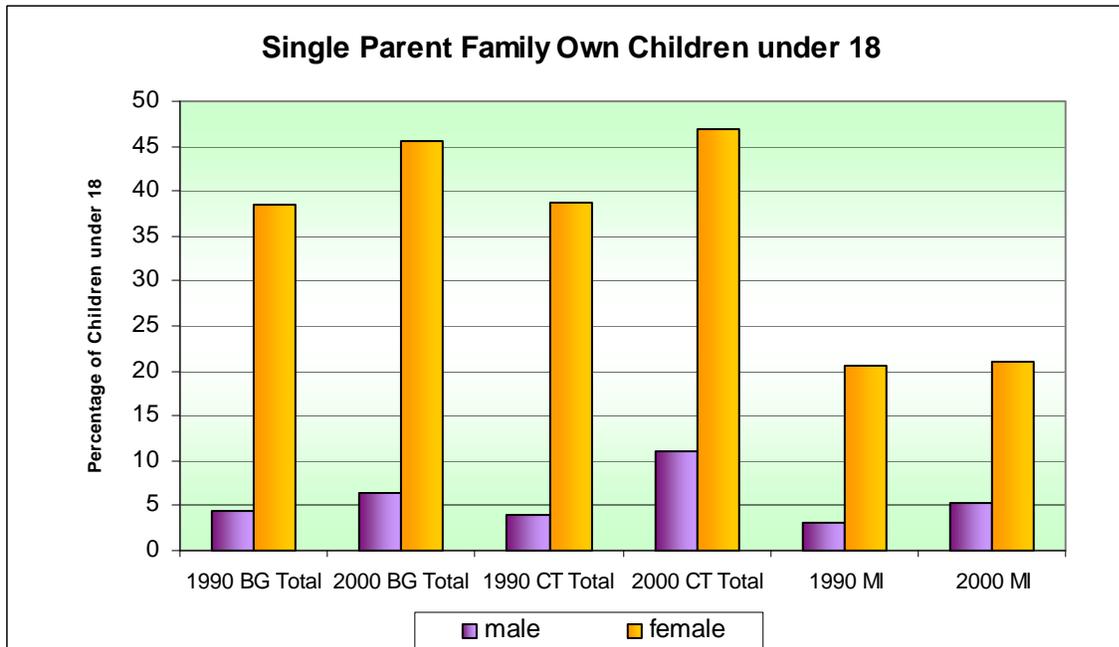


Figure 2.11 Single Parent Family Own Children under 18 (1990 to 2000)



2.8 Employment

Unemployment Status

More people were unemployed in the Comstock Park Neighborhood in 2000 compared to other levels shown in table 2.23. Unemployment rate is 7% in the neighborhood compared to about 4% in the State and County level.

Table 2.7 Unemployed Residents 1990 and 2000

Unemployment			
	Total	2000	%
Michigan	7626635	284,992	3.74
Ingham County	220936	8,558	3.87
Lansing	89941	3,925	4.36
NW Lansing (by census tracts)	12086	700	5.79
The Neighborhood (by block groups)	4633	337	7.27

2.9 Transportation

Travel Time to Work

41% residents who lived in the Comstock Park Neighborhood in 2000 take 15-29 minutes to work, followed by 33% residents take 5-14 minutes to travel to work. This means that people living in the Comstock Park Neighborhood worked near from their homes in 2000.

Ingham County shows a similar pattern as the Comstock Park Neighborhood. 41% residents take 15-29 minutes to work and 34% residents take 5-14 minutes to work. Residents tend to live close to their workplace.

Figure 2.12 Percent Travel Time to Work in the Neighborhood (by Block Groups) 2000

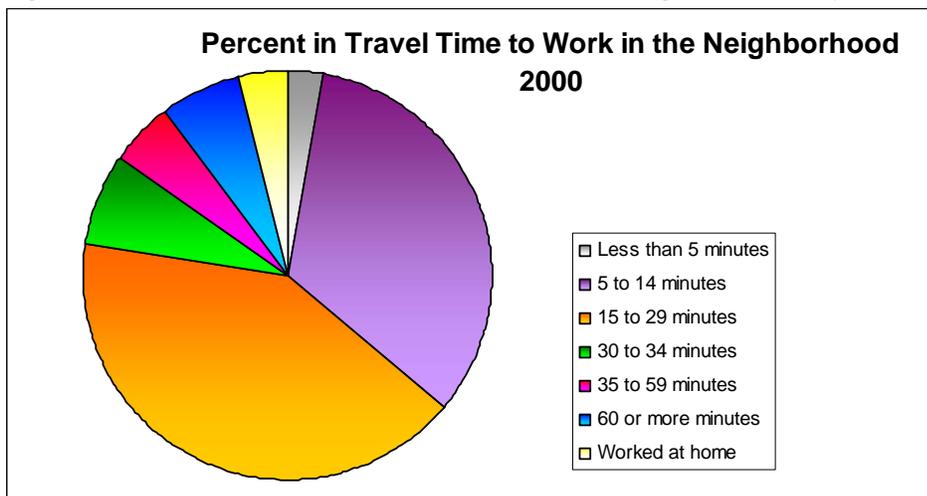
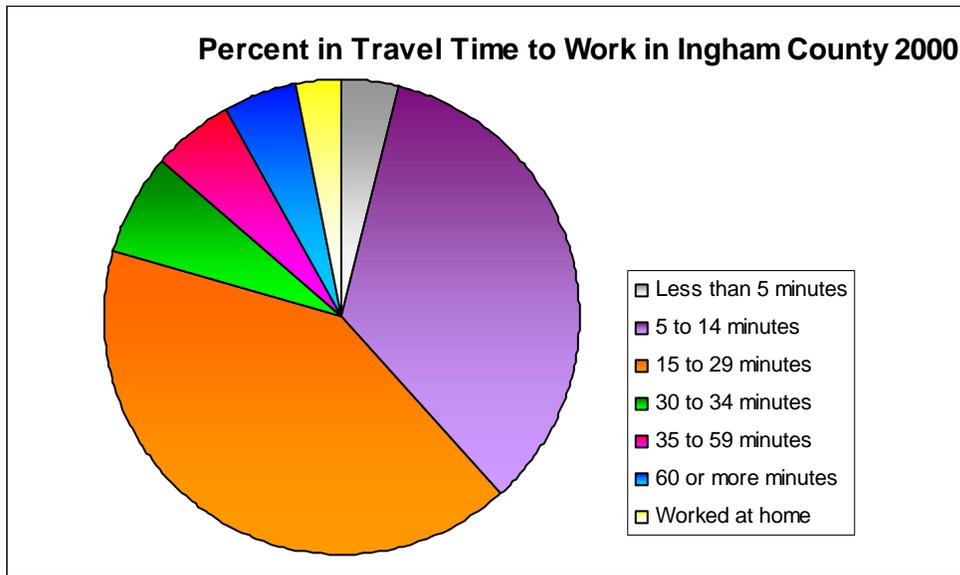


Figure 2.13 Percent Travel Time to Work in Ingham County 2000



Means of Transportation to Work

There is an overall decrease in motorcycles as means of transportation to work in 2000, for both the regional and local levels. There is a huge drop in the Comstock Park Neighborhood particularly as well as in Ingham County. The percentage drop is 100% and 83% respectively. More people are going to work by car, truck, or van. There is an overall increase from 1990 to 2000 in regional and local levels except for the City of Lansing. There is a slight decrease of 2% in people who take cars, trucks or vans to work. More people worked at home in the Comstock Park Neighborhood compared to other levels in 2000. There is a 71% increase. Less people walked to work in 2000 in regional and local levels. There is a 58% drop in people who walked to work in Comstock Park Neighborhood in 2000 compared to 1990. The pattern for means of transportation to work changed from 1990 to 2000 in the Neighborhood. In 2000, more people preferred to work at home rather than spending time on driving to work. Most people drive to work instead of taking any kinds of public transportation as well.

Table 2.8 Percentage change in Means of Transportation to Work 1990 to 2000

Percentage change in Means of Transportation 1990-2000 % Change					
	Michigan	Ingham County	Lansing	NW side	Comstock Park
Car, Truck or Van	12.3	5.5	-2	3.6	9.6
Public Transportation	-9.2	0.7	-13	7.4	-18.9
Motorcycle	-43.4	-82.9	-35.5	-33.3	-100
Bicycle	9.1	-28.9	1.7	37.9	-30.4
Walked	-19.1	-29.6	-40.6	-55	-57.9
Other	4.2	-47.7	-48.2	-43.4	-16.1
Worked at home	27.2	9.3	6	10.4	70.5

Vehicles each Household Own

Households in the Comstock Park Neighborhood owned less vehicles in 2000 compared to Michigan. About 40% of the households owned 1 vehicle in the Neighborhood while only 28% owned 1 vehicle in Michigan. In Michigan, about 46% of the households own 2 vehicles. Most households in Michigan owned at least one vehicle in 2000. The majority owned 1-2 vehicles in 2000 in both the Comstock Park Neighborhood and Michigan.

Figure 2.14 Percent in Vehicles Available in Each Household in the Neighborhood (by Block Groups) 2000

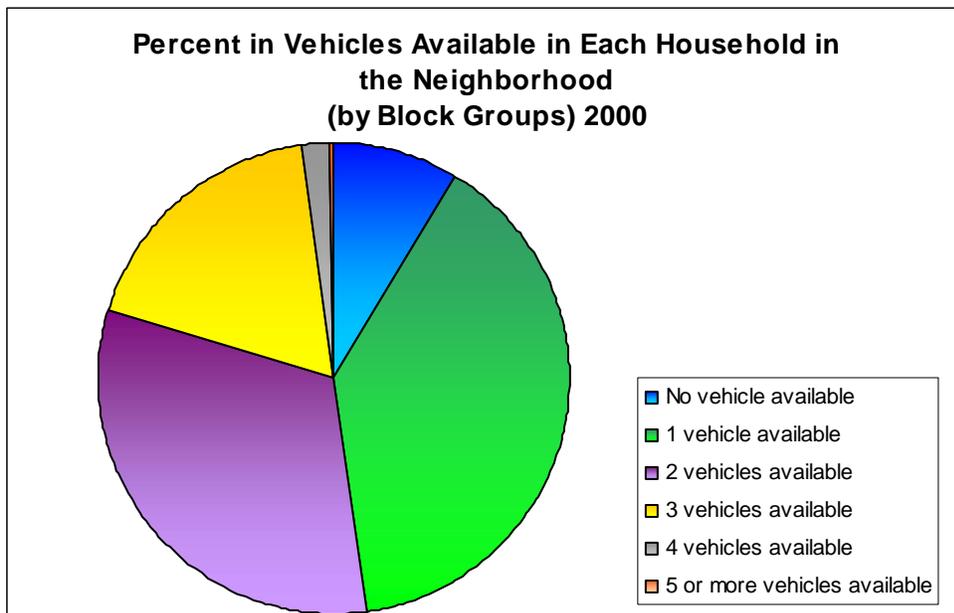
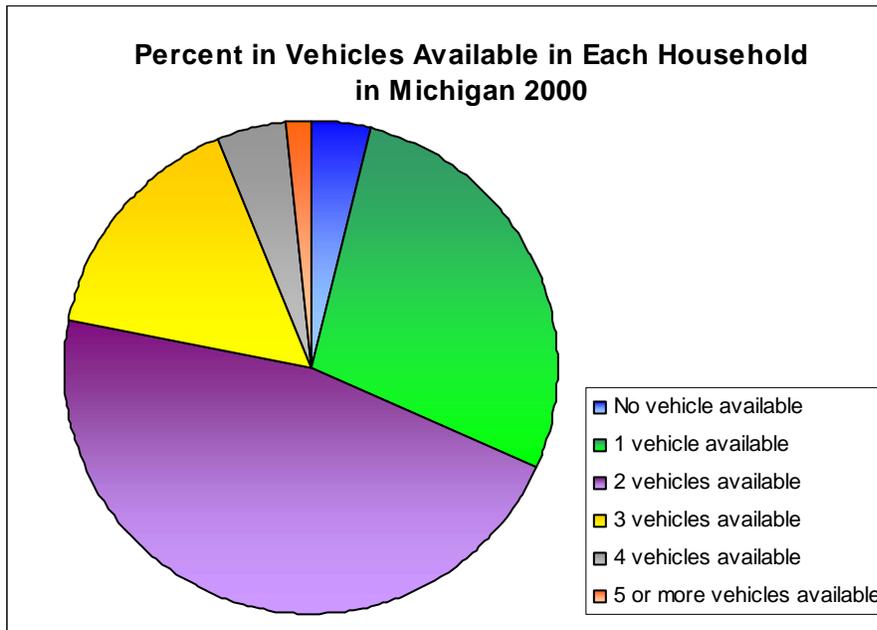


Figure 2.15 Percent in Vehicles Available in Each Household in Michigan 2000



2.10 Educational Attainment

From 1990 to 2000 there was a slight decrease in educational attainment of high school diplomas in the population over 25 years in the Comstock Park Neighborhood (by block groups). In fact, less people are attaining higher education levels in the local area as compared to Michigan, Ingham County, City of Lansing and Northwest Lansing. The rate varied depending on the block group. Block Group 4 in Census Tract 3, Block Group 2 in Census Tract 5 and Block Group 1 in Census Tract 7 saw an increase in percentage of high school diploma attainment from 1990 to 2000. But Block Group 2 in Census Tract 7 showed the largest decrease of 16% from 1990 to 2000 in the area.

Figure 2.16 The Percentage change of Educational Attainment Aged 25+ with at least High School Graduate 1990 and 2000

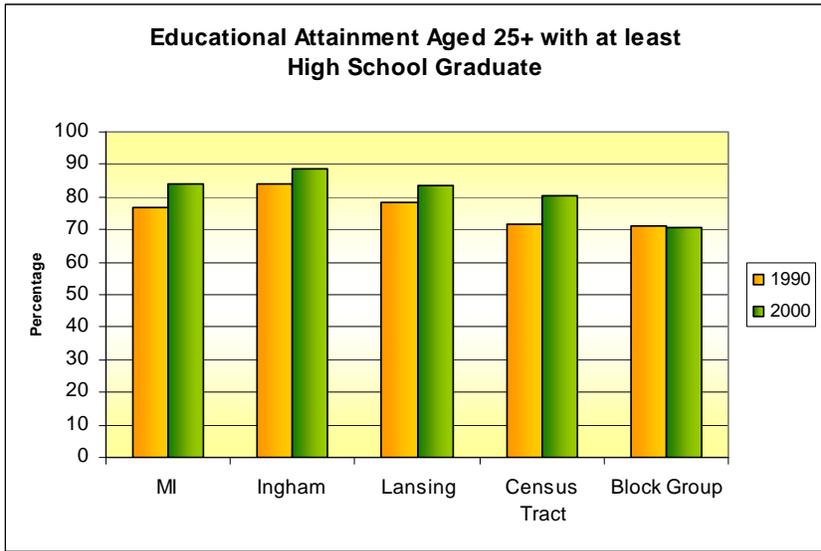
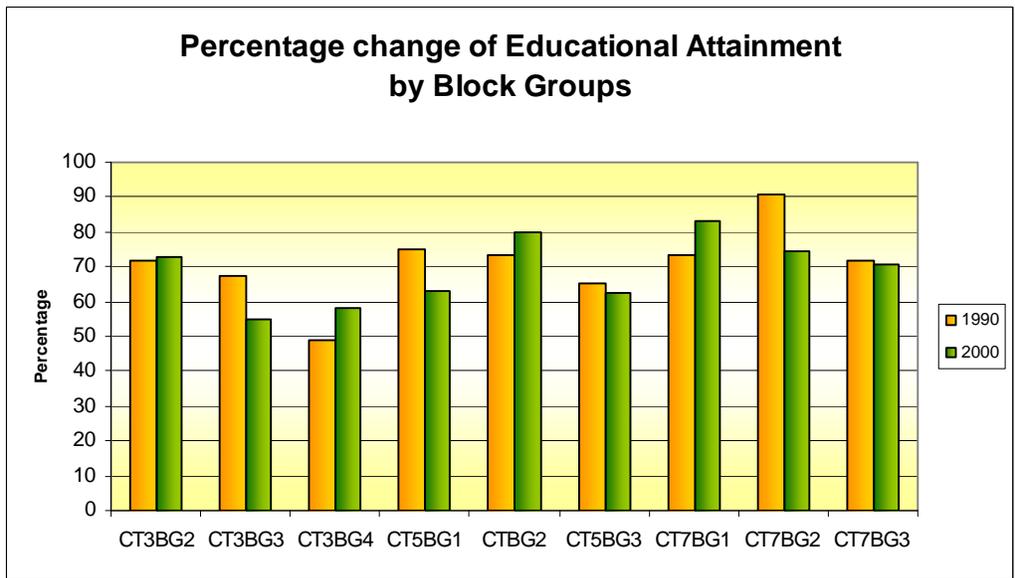


Figure 2.17 The Percentage change of Educational Attainment Age 25+ with at least High School Graduate by Block Groups 1990 and 2000



2.11 Summary and potential influence for each demographic factor:

Population

While Lansing's overall population decreased from 1990 to 2000, the Comstock Park Neighborhood increased. Lansing is slated for population growth from 2000-2010. The neighborhoods around the School for the Blind Site could potentially see a significant portion of Lansing's expected growth because it has already established positive momentum. When considering the population trends, residential housing is likely to be a viable source of development for the site. More specifically, because the residential development around the site is of higher density, it could prove economically and socially practical to build multi-family housing units to support the area's spatial demands.

Racial Composition

The neighborhoods surrounding the School for the Blind Site are rich in racial diversity when compared to the larger region of Lansing or Michigan. Creating an Arts and cultural center for the community to celebrate and learn about different cultures, ideas, and customs could potentially build a stronger identity for the local neighborhoods.

Age

Comstock Park also has a very young population and nearly half of the surrounding neighborhood families are headed by single mothers with children under the age of 18 years. Developments that are accessible and affordable to single-mothers and their children such as daycares, healthcare facilities, family planning, and youth outreach centers could be suitable uses for the site when considering the age and family composition demographics.

Income

In general, the Comstock Park residents have much lower income levels and much higher poverty rates than the city of Lansing. Moreover, a concerning number of the Comstock Park residents in poverty are children. When considering the income and poverty rates around the site, developments that provide affordable amenities and accept food credits could be a promising option. Developments must also be sensitive to the existing economic hardships in

the area and prevent gentrification from occurring which could lead to dispersal of the current residents.

Unemployment

In addition to having lower income rates and higher poverty rates, Comstock Park also observes a higher unemployment rates when compared to the City of Lansing, the county, and the state. When considering these findings, the site would be best occupied by types of development that create a source for local employment and/or promote higher quality employment opportunities.

Educational Attainment

The Comstock Park neighborhood has a high school diploma attainment rate that is much lower than larger regions of Lansing and Ingham County. The educational attainment rates of the area also illustrate a possible need for a job training center so the community is able to compete for quality jobs.

Transportation

Although a significant portion of the local neighborhood households own at least one form of transportation, it is not economically efficient for workers to have long commutes to work. To help with this matter, the site could directly or indirectly provide jobs that neighborhood residents are eligible qualified for. Providing more bus stops for residents would allow them to avoid using their vehicles for commutes that are just a few minutes away.

PART III: Transportation and Accessibility Study

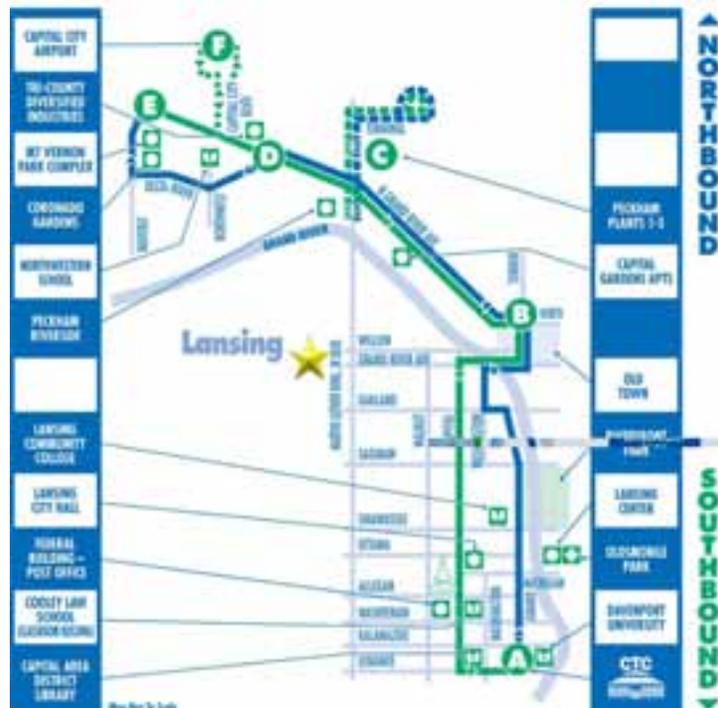
Data collected on traffic is very important for the analysis of a specific site or area. Present traffic patterns can help determine the financial and social viability of future projects. Traffic data help determine where people are coming from, where they are going, and if a road can withstand increased traffic due to any development. This data can help outline the accessibility for a given site. The greater visibility of a site and the higher traffic flow near a site increases its commercial development potential. This section outlines the most recent traffic patterns of the School for the Blind site, as well as the major roads of the Comstock neighborhood.

The School for the Blind site is in close proximity with major highways such as I-496 and US 127. I-496 is approximately 1.5 miles south of the site, and US 127 is 3 miles east of the site. Other major thoroughfares which lie in close proximity to the site and receive a high volume of traffic are: E. Saginaw St., E. Grand River Ave., and W. Willow St. These major thoroughfares provide easy access to and from three major highways. The site is not connected to any road which presently has a high volume of traffic, but is in close proximity to major thoroughfares, which will be able to support an increase in traffic due to redevelopment.

3.1 Traffic Counts

Traffic counts taken in 2006 indicate a traffic volume of 35,000 – 60,500 average automobiles per day on the highways that fall in close proximity with the School for the Blind. The major thoroughfares which fall within a mile of the site experience a traffic volume of 13,000-21,000. The roads that fall into this range include: W. Willow St., E. Saginaw St., E. Grand River Ave., N. Larch St., and N. Cedar St. These thoroughfares lie in close proximity with the School for the Blind Site giving those areas a high potential for commercial development, but directly touching the site are minor residential roads, which cannot support a large increase in traffic.

Figure 3.4 Route #14 North Grand River – Airport



PART IV: Emerging Sectors Economic & Retail Market Analysis

A contemporary economic analysis was completed to achieve the following objectives:

- Identify emerging economic sectors in the greater Lansing Region, specifically Ingham County.
- Examine growth trends in Ingham County in comparison to Michigan, in order to determine the competitive advantages of the Lansing Region.
- Analyze clusters of economic activity within close proximity to the redevelopment site
- Examine neighborhood retail opportunities in detail.
- Identify growing industries that could be supported at neighborhood and city scales for targeted economic development initiatives.
- Locate establishments and examine the economic characteristics of selected industries in relation to the redevelopment site.

Seven economic analytical techniques were incorporated into this study:

- Trend Analysis
- Location Quotient Analysis
- Shift-Share Analysis
- Cluster Analysis
- Retail Marketplace Profile
- Retail Goods and Consumer Expenditures Analysis
- Competitive Establishment Analysis

A short description of the techniques, purpose and a general summary of the findings for each analysis are provided.

4.1 Methodology

The base data used to complete the regional economic trend analysis, location quotient analysis, and shift-share analysis was derived from North American Industrial Classification System (NAICS) through County Business Patterns, an economic division of the US Census. The analysis was conducted at a regional scale for Ingham County using 2005 data. Two digit and detailed NAICS tables were used to complete the analysis in order to first provide a general overview of Ingham County's economy and second to further examine emerging sectors. Selected information of detailed emerging sectors is provided in the economic and retail market analysis findings section on page 77 in the Competitive Establishment Analysis.

It should be noted that County Business Patterns only account for private sector economic statistics. Publicly funded universities and state and local government employment which accounts for a large portion of the region's employment is not included in these analyses.

The cluster analysis and competitive establishment analysis was conducted using the US Census Local Employment Dynamics (LED) Census Map. Data used in these maps was derived from US Census Bureau, LED Worker Origin/Destination Database (2nd Quarter 2002, 2003, and 2004) and were referenced using National Establishment Time Series (NETS) data obtained from the Land Policy Institute to analyze performance from 1990 – 2006 of this competitive industry clusters and establishments.

A retail market analysis was conducted to identify and analyze supply and demand for retail sectors within the School for the Blind neighborhood and Greater Lansing area. Retail potential was examined for market areas of 1/2 miles, one mile and two miles surrounding the redevelopment site using state of the art business analyst reports from ESRI.

4.2 Economic Trend Analysis

Trend analysis is used to analyze change in the economy and identify growing and declining industries. Trend analysis provides many fundamental indicators of economic health. Table 4.1 is a summary of change in total employment, first quarter and annual payroll and establishments in Ingham County from 2000 – 2005. Figure 4.1 and accompanying table 4.2 provide a summary of employment change in Ingham County by 2-digit National Establishment Time Series (NAICS) code from 2000 – 2005. Figure 4.2 provides a detailed analysis of employment change for each year from 1998 – 2005 for Ingham County’s top three private industries.

Table 4.1 Ingham County Economic Summary

Ingham County, 2000			
Total Employment	1st Quarter Payroll	Annual Payroll	Total Establishments
127851	1014680	4076124	7129

Ingham County, 2005			
Total Employment	1st Quarter	Annual	Total Establishments
127577	1134551	4526306	7147

Ingham County Change, 2000 – 2005			
Total Employment	1st Quarter Payroll	Annual Payroll	Total Establishments
-274	119871	450182	18

Figure 4.1 Change in Employment, Ingham County, 2000 – 2005

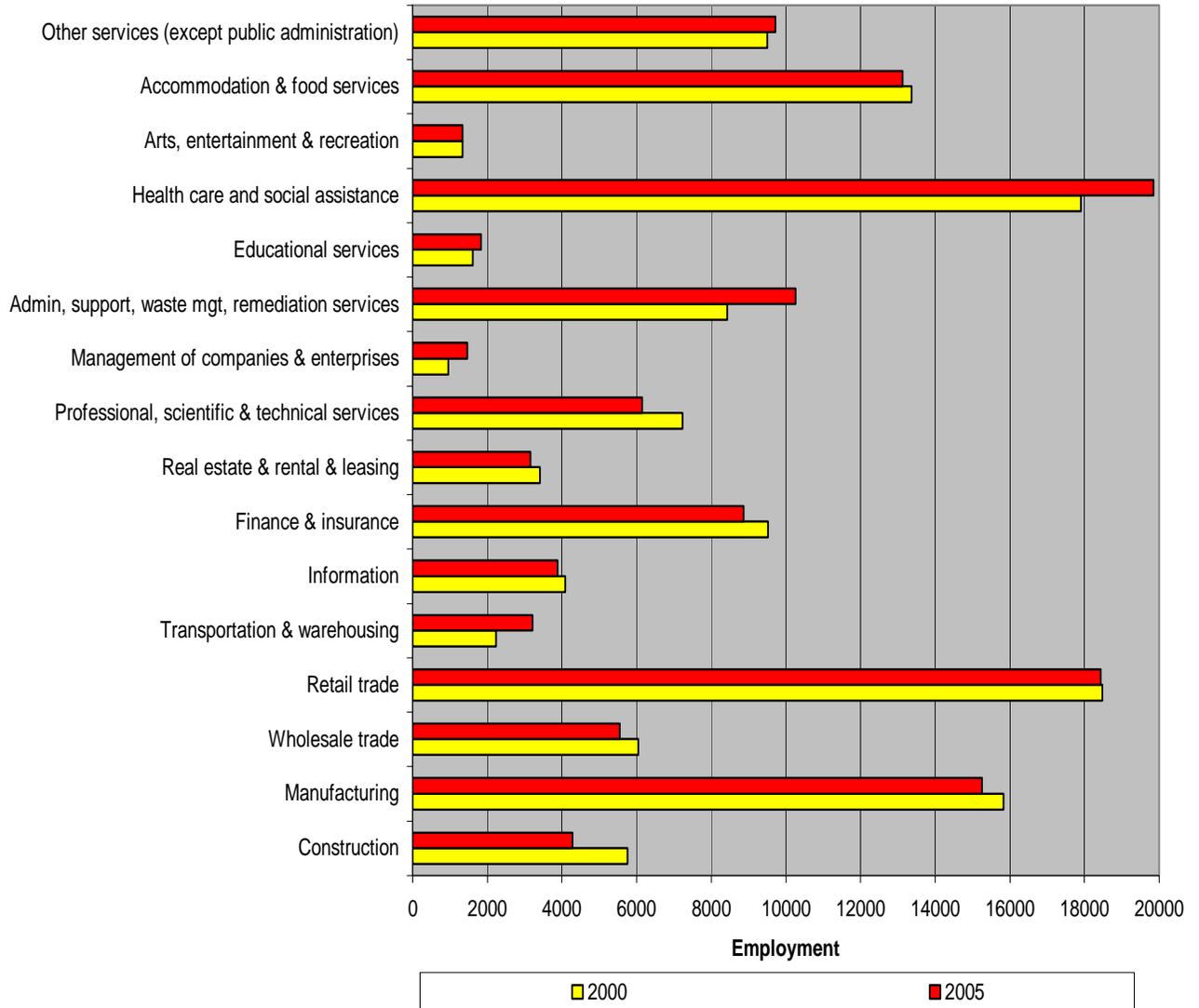
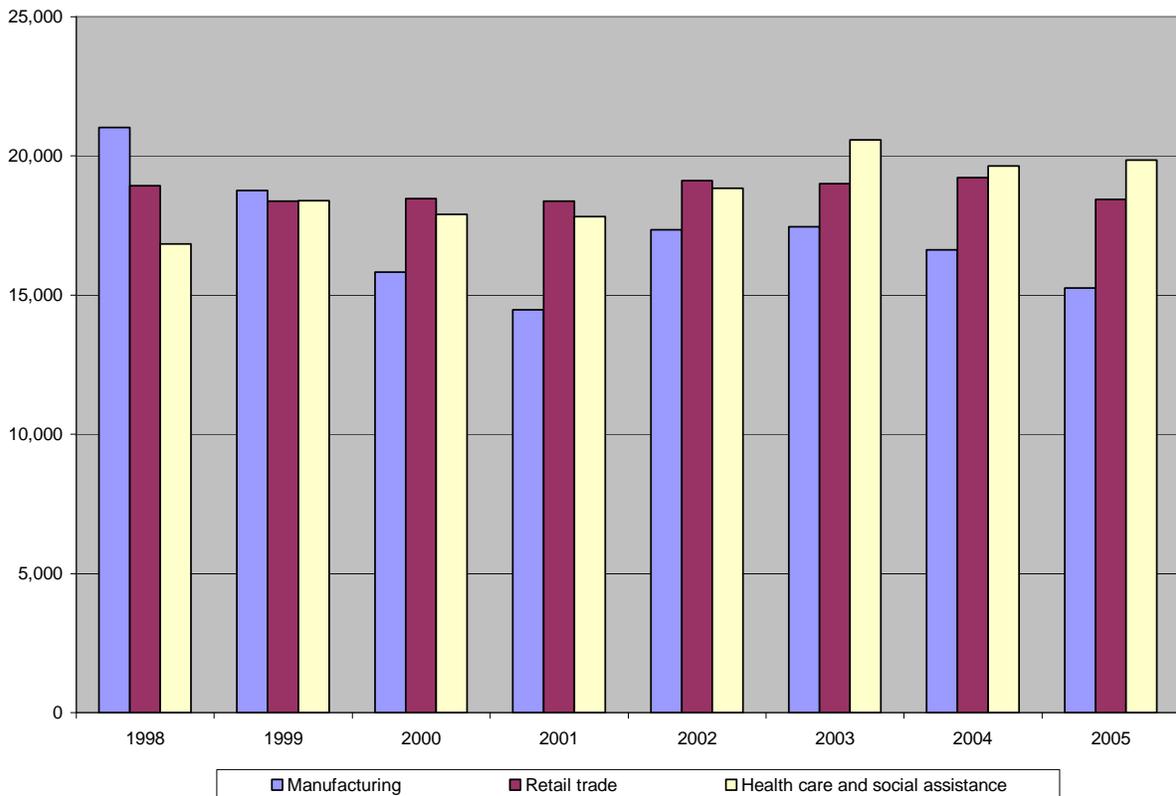


Table 4.2 Change in Employment, Ingham County, 2000 - 2005

Industry Code	Industry Code Description	Change in Employment 2000-2005	Change in 1st Quarter Payroll 2000 - 2005	Change in Annual Payroll 2000 - 2005	Change in Establishments 2000 - 2005
-----	Total	-274	NA	450182	18
11----	Forestry, fishing, hunting, and agriculture support	NA	-1202	-5213	-3
21----	Mining	NA	3785	19495	-2
22----	Utilities	NA	0	0	3
23----	Construction	-1480	NA	-54715	-36
31----	Manufacturing	-577	3536	-45607	-32
42----	Wholesale trade	-497	-2425	-7469	-47
44----	Retail trade	-38	2938	11309	23
48----	Transportation & warehousing	980	9295	35282	6
51----	Information	-215	2188	8354	-14
52----	Finance & insurance	-654	NA	132550	63
53----	Real estate & rental & leasing	-255	1499	2913	59
54----	Professional, scientific & technical services	-1075	-7016	-3665	9
55----	Management of companies & enterprises	510	8664	29495	-1
56----	Admin, support, waste mgt, remediation services	1832	NA	97727	4
61----	Educational services	220	2733	15565	6
62----	Health care and social assistance	1949	NA	191170	43
71----	Arts, entertainment & recreation	1	302	3493	-6
72----	Accommodation & food services	-237	1966	10229	11
81----	Other services (except public administration)	220	9734	41879	9
99----	Unclassified establishments	NA	-669	-3667	-67

Figure 4.2 Change in Top Three Private Employment Sectors, 1998 - 2005



Findings and Interpretations

Ingham County’s economy has remained relatively stable. From 2000 – 2005 private employment has declined by 274 or 0.2%. Five private sectors gained employment during that time period, with the health and social services posing the largest employment gains with 1949 new jobs created. The most significant losses in employment occurred in construction and professional, science and technical services.

The ability of Ingham County to weather the economic recession in Michigan is a positive sign for future and speaks to the resilience of the regional business community. Contrary to popular belief, data analysis shows that the Lansing Region is not a “one horse town;” reliant on the manufacturing industry. Ingham County shows employment diversification and a growing health sector which are keys to success in the new, knowledge economy, however decline in the professional, science and technical sector is a critical problem that must be addressed. Recent development activity in downtown Lansing, coupled with the creation of the Lansing Economic Area Partnership (LEAP) in 2005 and a growing sense of region coordination

offers the necessary support system for economic growth and prosperity. These findings bode well for pursuing non-residential development at the School for the Blind site however more detailed analysis is necessary to determine which uses should be targeted.

4.3 Location Quotient Analysis

A location quotient analysis is used to identify basic industries, local demand and job multiplier effects. Basic industries are an important indicator of a region's economic vitality because basic industries are capable of creating additional jobs elsewhere in the region. We identify basic industries as those with a location quotient greater than one (see Column 3). A location quotient greater than one reveals local production exceeds local demand. A location quotient less than one tells us that there is an unmet local demand for local production and that local demand is being fulfilled elsewhere in the global economy. The basic portion of the industry (Column 4) is the number of employees in each basic industry that are available to produce goods and services to be exported outside the local economy. The Job Multiplier (Column 5) is the number of additional jobs created for every one new job in the basic sector. Similarly, for each job lost in a basic sector, the multiplier reveals how many other jobs will be lost in the economy.

Table 4.3 Location Quotient Analysis, Ingham County, 2005

Industry Code	Industry Code Description	Location Quotient	Basic Portion of Industry	Job Multiplier
11----	Forestry, fishing, hunting, and agriculture support	-----		
21----	Mining	2.053452627	193	1.95
22----	Utilities	-----		
23----	Construction	0.7933023		
31----	Manufacturing	0.714620654		
42----	Wholesale trade	0.955242331		
44----	Retail trade	1.099356229	1666	11.06
48----	Transportation & warehousing	0.956449669		
51----	Information	1.363589753	1033	3.75
52----	Finance & insurance	1.611555222	3366	2.64
53----	Real estate & rental & leasing	1.591499605	1173	2.69
54----	Professional, scientific & technical services	0.628814051		
55----	Management of companies & enterprises	0.354590484		
56----	Admin, support, waste mgt, remediation services	0.956321305		
61----	Educational services	0.838046945		
62----	Health care and social assistance	1.117729695	2091	9.49
71----	Arts, entertainment & recreation	0.717855385		
72----	Accommodation & food services	1.180245646	2005	6.55
81----	Other services (except public administration)	1.667443904	3890	2.50

Findings

Ingham County has seven basic industries, which are shown in bold in the table above. Of the basic industries identified, employment change in the retail trade and the health care and social assistance sectors has the largest impacts on the regional economy. Unmet demand exists for nine economic sectors, most notable of which include growing sectors in the “New Economy,” such as the arts, entertainment and recreation sector, management, educational services and professional, high tech and science industries.

4.4 Shift-Share Analysis

A shift-share analysis is a comparative analysis of the percentage change in employment and percentage change in employment share of a region's economy in comparison to the state's economy. This shift-share analysis examined change in economic conditions in Ingham County compared to Michigan from 2000 – 2005. Regional shift (Column 3) represents percentage change in employment from 2000 - 2005. State shift (Column 4) represents percentage change in employment during the same time period. The shift index (Column 5) represents if regional and state growth is moving in the same (positive values) or opposite directions (negative values). Regional share is the percentage change in the share of the total regional employment for a specific industry from 2000 – 2005 (Column 6). State share (Column 4) represents percentage change in state employment share during the same time period. The share index (Column 5) represents if regional and state growth is moving in the same (positive values) or opposite directions (negative values).

Table 4.4 Shift-Share Analysis, Ingham County
(Comparison to the State of Michigan, 2000 – 2005)

Industry Code	Industry Code Description	Region Shift	State Shift	Shift Index	Region Share	State Share	Share Index
11----	Forestry, fishing, hunting, and agriculture support	-----	-0.15	-----	-----	-0.09	-----
21----	Mining	-----	-0.15	-----	-----	-0.09	-----
22----	Utilities	-----	-0.05	-----	-----	0.02	-----
23----	Construction	-0.26	-0.21	1.21	-0.26	-0.16	1.64
31----	Manufacturing	-0.04	-0.22	0.16	-0.03	-0.17	0.20
42----	Wholesale trade	-0.08	-0.09	0.88	-0.08	-0.03	2.90
44----	Retail trade	0.00	-0.08	0.02	0.00	-0.02	-0.01
48----	Transportation & warehousing	0.44	0.00	----	0.44	0.07	6.51
51----	Information	-0.05	-0.09	0.56	-0.05	-0.03	1.84
52----	Finance & insurance	-0.07	0.00	25.52	-0.07	0.07	-0.96
53----	Real estate & rental & leasing	-0.07	0.00	----	-0.07	0.08	-0.94
54----	Professional, scientific & technical services	-0.15	0.40	-0.38	-0.15	0.50	-0.30
55----	Management of companies & enterprises	0.53	-0.26	-2.05	0.54	-0.21	-2.61
56----	Admin, support, waste mgt, remediation services	0.22	0.01	16.04	0.22	0.09	2.52
61----	Educational services	0.14	0.16	0.85	0.14	0.24	0.57
62----	Health care and social assistance	0.11	0.08	1.33	0.11	0.16	0.69
71----	Arts, entertainment & recreation	0.00	0.01	0.08	0.00	0.08	0.04
72----	Accommodation & food services	-0.02	0.02	-0.98	-0.02	0.09	-0.17
81----	Other services (except public administration)	0.02	-0.06	-0.39	0.03	0.01	2.99

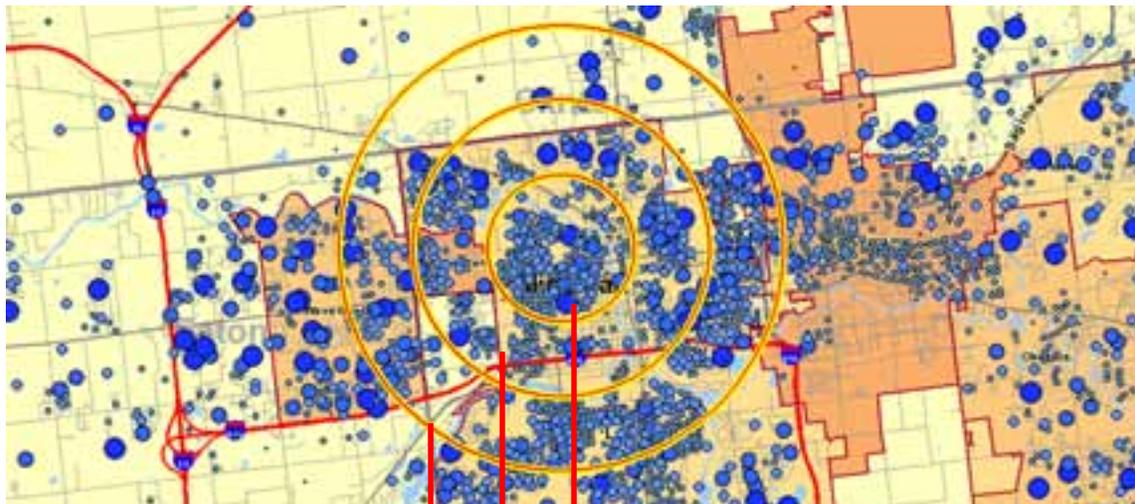
Findings

Private employment in administrative, health care and educational service industries increased in Ingham County and Michigan from 2000 - 2005. Employment growth in administrative and health care sectors outpaced the state during this time period and the management sector grew by over 50% despite a decline of 26% at the state level. The retail trade sector remained stable over this five-year period despite an 8% decrease in Michigan. A significant employment decline of 15% in the private professional, technical and science sector occurred despite a 40% increase at the state level. County employment share in this industry dropped by 15% compared to an increase of 50% in state as a whole. This trend in high-tech employment could be attributed to the competitiveness of local public universities but should serve as an indication that technology spin-offs have not been effective over this time frame.

4.5 Cluster Analysis

A cluster analysis was conducted to identify the location and groupings of similar or interdependent businesses. Clusters are an important indicator of economic success and sustainability in the New Economy. When similar businesses are located in close physical proximity, they can foster partnership, specialization, synergy, productive competition, knowledge transfer and share resources. Cluster analysis also helps identify where there is a deficiency of economic activity at the neighborhood level. Findings below are from 2004 counts by the Michigan Department of Labor and Economic Growth and were referenced using data from NETS 1990 – 2006 data. There were no major changes from 2004 to 2006.

Figure 4.3 Regional Clusters of Economic Activity



Key	Concentric Rings
▪ 1 to 2 Workers	One mile
• 3 to 11 Workers	Two miles
• 12 to 24 Workers	Three miles
• 25 to 49 Workers	
• 50 to 100 Workers	

The figure above displays the cluster analysis conducted for one mile, two mile, and three mile concentric rings around the redevelopment site.

Figure 4.4 Regional Context of the Cluster Analysis.

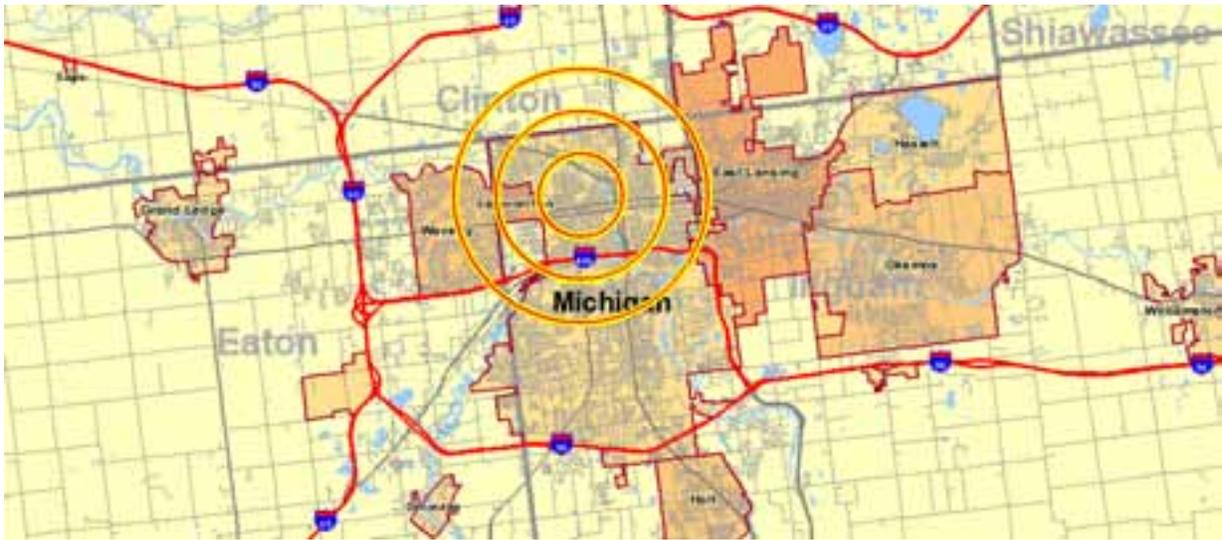


Figure 4.5 Two Mile Concentric Ring Cluster Analysis

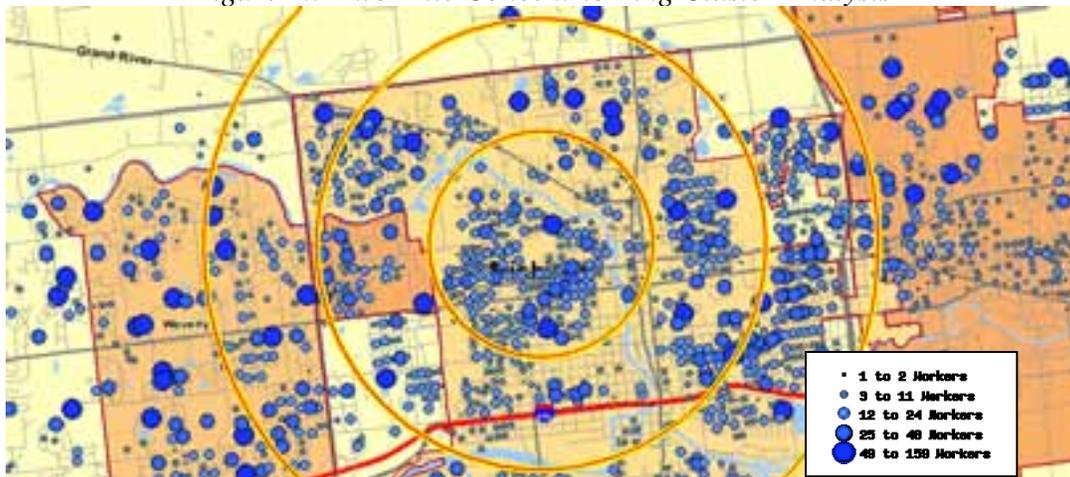
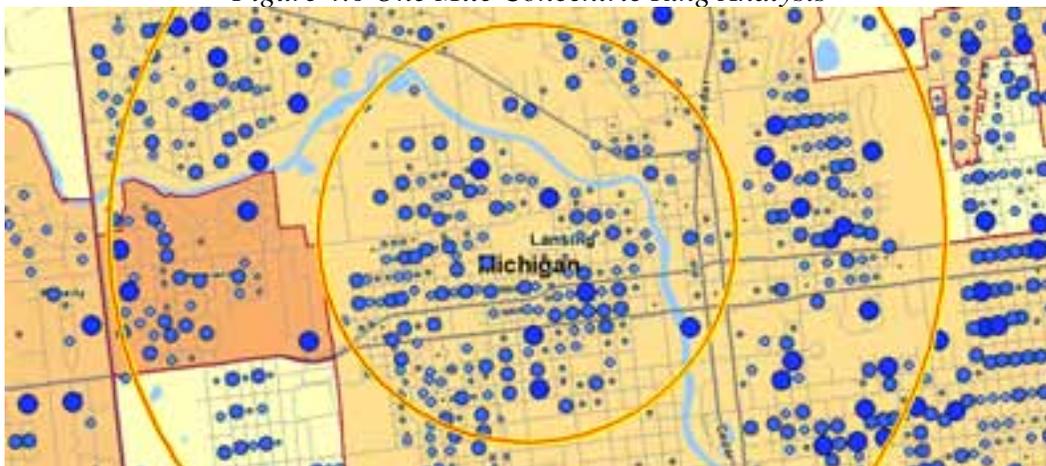


Figure 4.6 One Mile Concentric Ring Analysis



Findings

These cluster analyses provide surprising results. While a large degree of the economic activity within a one mile area of the site is located along the Oakland and Saginaw corridors, employment locations are dispersed throughout what is generally thought of as a residential area. There is a large range of the number of employees at neighborhood businesses and it appears as if several one to two person businesses are located within residential settings.

Table 4.5 Summary of Cluster Analysis

Area Employment by Category	3 Mi. Radius		2 Mi. Radius		1 Mi. Radius	
	Count	Share	Count	Share	Count	Share
Total Employers	1,597		842		167	
* All Jobs	90,794	100.00%	60,966	100.00%	6,243	100.00%
* All Jobs (Private Sector Only)	44,794	49.30%	17,003	27.90%	5,356	85.80%
* All Primary Jobs (Worker's highest paying job)	77,785	85.70%	49,744	81.60%	5,977	95.70%
* All Primary Jobs (Private Sector Only)	42,115	46.40%	16,018	26.30%	5,133	82.20%

Table 4.6 Baseline Count of Jobs

Baseline Count of Jobs	3 Mi. Radius		2 Mi. Radius		1 Mi. Radius	
	Count	Share	Count	Share	Count	Share
All Jobs	90,794	100.00%	60,966	100.00%	6,243	100.00%

Table 4.6 provides job counts for the three areas analyzed. Jobs increase 10 fold from the one mile radius to the two mile radius

Table 4.7 Worker Characteristics

Jobs by Worker Age	3 Mi. Radius		2 Mi. Radius		1 Mi. Radius	
	Count	Share	Count	Share	Count	Share
* Age 30 or younger	17,336	19.10%	11,151	18.30%	1,348	21.60%
* Age 31 to 54	56,846	62.60%	38,240	62.70%	3,989	63.90%
* Age 55 or older	16,618	18.30%	11,581	19.00%	906	14.50%

Table 4.7 reveals that the majority of workers in all three areas were between 31 and 54 years old as of 2004. This is contrary to findings of the socioeconomic profile which indicate the neighborhood is home to a much younger population.

Table 4.8 Overview of Earnings

Jobs by Earnings Paid	3 Mi. Radius		2 Mi. Radius		1 Mi. Radius	
	Count	Share	Count	Share	Count	Share
* \$1,200 per month or less	44,100	48.60%	37,226	61.10%	1,839	29.50%
* \$1,201 to \$3,400 per month	22,061	24.30%	12,470	20.50%	2,897	46.40%
* More than \$3,400 per month	24,638	27.10%	11,275	18.50%	1,507	24.10%

Job earnings within a one mile radius of the site are higher than two and three mile radii. Employees earning between \$1,201 and \$3,400 account for almost half of the monthly earnings distribution within a one mile radius of the site, while those earning \$1,200 or less compose half or more of the monthly earnings for the two and three mile areas.

Table 4.9 Overview of Cluster Analysis Employment

Jobs by Industry Type (2-digit NAICS)	3 Mi. Radius		2 Mi. Radius		1 Mi. Radius	
	Count	Share	Count	Share	Count	Share
* Agriculture, Forestry, Fishing and Hunting	2	0.00%	0	0.00%	0	0.00%
* Mining	0	0.00%	0	0.00%	0	0.00%
* Utilities	689	0.80%	674	1.10%	0	0.00%
* Construction	1,315	1.40%	559	0.90%	225	3.60%
* Manufacturing	9,831	10.80%	1,945	3.20%	1,191	19.10%
* Wholesale Trade	1,421	1.60%	1,107	1.80%	555	8.90%
* Retail Trade	2,326	2.60%	845	1.40%	84	1.30%
* Transportation and Warehousing	1,114	1.20%	963	1.60%	448	7.20%
* Information	726	0.80%	84	0.10%	5	0.10%
* Finance and Insurance	2,402	2.60%	1,291	2.10%	93	1.50%
* Real Estate and Rental and Leasing	634	0.70%	177	0.30%	50	0.80%
* Professional, Scientific, and Technical Services	2,969	3.30%	2,110	3.50%	88	1.40%
* Management of Companies and Enterprises	172	0.20%	141	0.20%	0	0.00%
* Administration & Support, Waste Management and Remediation	3,197	3.50%	2,166	3.60%	54	0.90%
* Educational Services	2,769	3.00%	1,458	2.40%	93	1.50%
* Health Care and Social Assistance	42,870	47.20%	32,913	54.00%	2,001	32.10%
* Arts, Entertainment, and Recreation	570	0.60%	214	0.40%	27	0.40%
* Accommodation and Food Services	2,414	2.70%	1,048	1.70%	177	2.80%
* Other Services (excluding Public Administration)	3,175	3.50%	1,491	2.40%	317	5.10%
* Public Administration	12,204	13.40%	11,786	19.30%	835	13.40%

The health sector maintains a major presence close to the redevelopment site, providing 33% of the jobs within one mile of the site, and around 50% within two and three mile areas.

4.6 Retail Market Analysis

A retail market analysis was conducted to identify and analyze supply and demand for retail sectors within the School for the Blind neighborhood and the Greater Lansing area. Retail potential was examined for market areas of 1/2 mile, one mile and two miles surrounding the redevelopment site using state of the art business analyst reports from ESRI. These trade area distances were selected because the site is best suited for “neighborhood retail” opportunities. This retail analysis provides a more in depth market analysis of retail demand and performance and consumer spending patterns than what could be conducted through standard economic analysis techniques. The complete retail market analysis can be found in Appendix D

Two primary retail market methods were used to analyze retail development opportunities.

A *retail marketplace profile* was completed to examine retail demand and supply and identify retail opportunities. The retail market place profile provides detailed analysis for 27 industry groups within the retail trade sector and 4 industry groups within the food and drink sub-sector. The components of the retail market place profile are:

- Demand: An estimate of retail potential specified by the expected amount spent by consumers at retail establishments.
- Supply: An estimate of retail sales to residential consumers at each retail establishment.
- Retail Gap: The difference between demand and supply. A positive value (green numbers) represents a retail leakage. A retail leakage reveals that there is an unmet demand for a specific retail goods or services within a trade area. Retail leakages represent opportunities to pursue targeted retail development efforts. A negative value (red numbers) represents a retail surplus or excess in supply. A retail surplus reveals that consumers from outside the trade area travel to the trade area to purchase retail goods and services.

- Leakage/Surplus Factor: The percentage of retail leakage or surplus, where 100 equals total leakage and -100 equals total surplus.

Retail goods and consumer expenditures reports identify the spending potential compared to the national average. Spending potential was used to further examine the feasibility of pursuing retail opportunities. The components of the retail goods and consumer expenditures reports include:

- Spending Potential Index: The average amount spent per household in a trade area compared to the national average.
- Average Amount Spent: The average amount spent per household on a specific retail good or service.
- Total Amount Spent: The total amount spent within a trade area on a specific retail good or service.

Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Site Map
715 Willow
January 29, 2008

Latitude: 42.74881
Longitude: -84.501948



Trade Area Summaries

Half Mile Trade Area

Currently, just over \$6 million in retail spending leaves the half mile trade area. This large total retail gap represents the predominantly residential makeup of this small trade area. As of 2007, only 13 retail businesses exist in this trade area. The most significant retail gap exists in the food and beverage store sector, specifically for grocery stores. Spending potential is below the national average for all retail sectors.

One Mile Trade Area

A retail surplus of over \$8 million in spending exists in the one mile trade area. Retail trade provides a surplus of just over \$9 million while a retail leakage in the food and drink sector of almost \$920,000 exists. Regional retail destinations such as Old Town, the Saginaw & Oakland corridors, the Cedar & Larch corridors, the N. Grand River Ave corridor and part of downtown Lansing are represented within this trade area. Similar to the half mile trade area, the most significant retail gap exists in the food and beverage store sector (\$17.7 million), specifically for grocery stores (\$18.5 million). Other significant retail gaps exist for department stores, clothing stores and full-service restaurants. Spending potential is below the national average for all retail sectors except for school books and supplies. Spending potential indices are generally greater in the one mile trade area than the half mile trade area.

Two Mile Trade Area

A retail surplus of over \$126.5 million exists in the two mile trade area. This trade area encompasses the vast majority of northern Lansing's most significant retail centers. In this trade area there are 386 retail establishments. The most significant retail opportunities for this trade area include clothing stores, automobile dealers, and general merchandise stores, specifically department stores. Despite a large retail surplus factor spending potential is below the national average for all retail sectors.

Opportunities for Retail Development

Due to the location of the redevelopment site and its centrality within the Comstock Park neighborhood, it is feasible that neighborhood retail uses could be supported. While there is a large unmet demand for retail in the neighborhood, there are several other nearby locations with a higher degree of visibility, higher traffic volumes and useable retail space that could support some of the uses identified by the market study. Examples of these retail areas include the Saginaw and Grand River Corridors as well as Old Town.

It is suggested that any efforts to pursue retail investment should proceed with patience and must be supported by a strategic development plan. Before retail uses can be developed, neighborhood and business surveys should be conducted to see what retail uses local residents and business owners will support. Bringing people to the site first and creating a critical mass of new residential development would create new demand or interest for specific retail goods and services. Any new non-residential development should be multi-functional; allowing for a great degree of versatility in order to adapt to changing economic conditions and market demand.

4.7 Competitive Establishment Analysis

Through economic and retail market analysis, five categories of emerging sectors were identified that have a high potential for site redevelopment opportunities. Within these emerging sectors, several sub-sectors were identified to analyze “competitive establishments” for site feasibility. Emerging sectors and competitive establishments include:

Health Care and Social Assistance:

- Physical therapy, occupational therapy, speech therapy & audiology offices
- Outpatient care centers
- Home health care services
- Nursing care facilities
- Services for elderly & disabled persons

Retail Trade:

- Grocery stores

Finance & Insurance:

- Real estate credit services

- Mortgage and non-mortgage brokers

Professional, Scientific and Technical Services:

- Management, science & tech consulting services
- R&D in physical, engineering & life sciences

Educational Services & Arts, Entertainment & Recreation:

- Fine arts schools
- Performing arts companies

For each “competitive establishment,” employment trends and locations of existing businesses were analyzed using techniques previously presented in this section of the paper.

Health Care and Social Assistance

Several factors support the feasibility of health and social assistance uses for the former School of the Blind site. The health sector is one of the Lansing Region’s strongest industries. From 2000 – 2005, the health sector gained 1949 new jobs in Ingham County, and employed 19,855 people at 844 establishments through out the region in 2005. During this time, employment in the health sector grew by 11 percent, increasing more than any other industry, and the industry added 43 new start ups. Location quotient analysis reveals that for each new health sector job created, 9.5 jobs are created elsewhere in the local economy.

While the health sector in Ingham County currently does an excellent job meeting overall regional demand and bringing people into Lansing for health care needs, deficiencies in the health sector do exist. The unmet demand for health facilities were identified based on sectors that had a location quotient less than one in 2005. A detailed economic analysis is provided for those health sectors below.

Physical therapy, occupational therapy, speech therapy & audiology offices

Employment in the therapy industry doubled in Ingham County from 2000 – 2005 and increased by 50% at state level. 136 new jobs were created locally during this time period and 15 new establishments were started. As of 2005, the therapy industry employees 203 people at 27 establishments. A location quotient of .81 reveals that 20% of the demand for regional therapy services is being met outside of Ingham County.

Outpatient care centers

From 2000 – 2005, employment in this sector grew by 51% in Ingham County compared to 3% at the state level. 202 jobs were created and 11 new establishments were created during this time leading to an increased share of local employment by 50%. As of 2005, county outpatient care facilities employed 596 people at 36 establishments.

Home health care services

From 2000 – 2005 employment in home health care services grew by 60% compared to 18% at the state level. This industry also increased its share in local employment by 60% compared to 26% at state level. Over this five year period nine new home health care establishments were created along with 290 new jobs. In 2005 this sectors provided jobs to 777 employees at 24 locations in Ingham County.

Nursing care facilities

In 2005, Ingham County nursing home facilities employed 824 people at 10 establishments. Employment within this sector decreased by less than one percent in Ingham County from 2000 – 2005 despite two establishments closing their doors. Despite slow growth locally state employment increased by 12% during this five year span. A location quotient of 0.5 reveals that 50% of the demand for nursing homes is being met outside of Ingham County.

Services for elderly & disabled persons

A location quotient of 0.66 reveals that almost a third of the demand for elderly and disabled services is being met outside the county; this is a great hindrance to a high quality of life for these transportation challenged populations. Employment in this sector did increase by 3.5% from 2000 – 2005 but was outpaced at the state level with a growth rate of 8%. Two new establishments were started during this time. In 2005, 205 employees at 17 establishments provided services for the elderly or disabled.

Table 4.10 Overview of Selected Health Sector Industries in Ingham County, 2005

Industry Description	Establishments	Number of Employees per Establishment						
		1-4	5-9	10-19	20-49	50-99	100-249	250-499
Offices of Physical, Occupational and Speech Therapists, and Audiologists (NAICS 62134)	27	9	11	5	2	0	0	0
Offices of All Other Health Practitioners 62139	17	8	7	2	0	0	0	0
Outpatient Care Centers 6214	36	14	8	5	6	2	1	0
Home Health Care Services 6216	24	4	1	3	11	4	1	0
Nursing and Residential Care Facilities 623	66	16	13	15	8	5	8	1
Nursing Care Facilities 6231	10	1	1	0	2	1	5	0
Residential Mental Retardation, Mental Health and Substance Abuse Facilities 6232	24	5	6	10	1	1	1	0
Community Care Facilities for the Elderly 6233	24	8	5	4	4	2	0	1
Continuing Care Retirement Communities 623311	5	2	1	0	1	0	0	1
Homes for the Elderly 623312	19	6	4	4	3	2	0	0
Other Residential Care Facilities 6239	8	2	1	1	1	1	2	0
Services for the Elderly and Persons with Disabilities 62412	17	9	2	2	3	1	0	0

Table 4.10 provides a break down of employment ranges for selected health uses. This helps demonstrate the potential impact that these uses could have on the redevelopment site. Therapy offices, outpatient care centers, and services for elderly and disabled persons generally have a small number of employees. Uses such as nursing care facilities can have a very high number of employees per establishment while home health care services can have both small and large scale operations.

Several assets on the site and in the surrounding neighborhood improve the potential for health sector redevelopment opportunities. The inspirational and beautiful campus-like setting of the redevelopment site coupled with a history in serving challenged populations creates excellent environment to treat the mind, body, and soul. Mature trees and open spaces on the site, the ability to use Comstock Park, and close access to the Grand River Trail provide an ideal scenario for physical health rehabilitation, training, and education oriented to a wide range of potential client populations.

Perhaps the most important asset of the site as it relates to health sector redevelopment opportunities is the close proximity to the campus of St. Lawrence Hospital and the Sparrow Hospital administrative building which are located approximately 0.5 miles from the redevelopment site. The presence of Lansing's two largest hospital systems creates a strong medical cluster in the area. The redevelopment site should be viewed as an ideal location for specialized units of these hospital systems to expand, due to close proximity, affordability, and potential incentives for investment due to public ownership.

Retail Trade

Grocery Stores

Market analysis shows that there is a large unmet demand for grocery stores within a one mile market area of the redevelopment site. A retail gap of approximately \$18.5 million dollars exists in this one mile neighborhood market area for local groceries despite being supplied by seven grocery stores that are currently in operation. While the retail gap for grocery stores is the biggest of any retail sector in this one mile area, the large retail leakage is accommodated within a two mile radius, where 25 local grocery stores meet local demand while attracting over \$10 million in spending from residents outside of the two mile market area.

Spending potential for grocery stores was lower than the national average in all three market areas studied. On average, people in the local area typically spend about 25 to 33 percent less on groceries than the average national consumer. In all three areas, the spending potential index was slightly higher for food outside the home (take out) and alcoholic beverages than food at home (groceries). These patterns reflect the types of services being provided in the area and the region as well.

Location quotient analysis reveals that approximately 20% of the county demand for groceries is being met outside Ingham County. In 2005, convenience stores exceeded local demand in Ingham County and employed approximately 300 employees dedicated to exporting goods and services and maintained a job multiplier of 1.9. Employment in the convenience store sector has increased by 13% from 2000 – 2005 and eight new stores have opened in Ingham County during this time, despite state declines in convenience store employment and the closing of almost 250 establishments.

Table 4.11 Overview of Food and Beverage Stores in Ingham County, 2005

Industry Code Description	Establishments	Number of Employees per Establishment					
		1-4	5-9	10-19	20-49	50-99	100-249
Food and Beverage Stores	163	68	26	43	10	11	5
Grocery Stores	127	47	20	35	10	10	5
Supermarkets and Other Grocery	65	26	10	6	8	10	5
Convenience Stores	62	21	10	29	2	0	0
Specialty Food Stores	19	13	1	4	0	1	0
Meat Markets	3	2	0	1	0	0	0
Other Specialty Food Stores	16	11	1	3	0	1	0
Baked Goods Stores	3	2	0	1	0	0	0
Confectionery and Nut Stores	1	1	0	0	0	0	0
All Other Specialty Food Stores	12	8	1	2	0	1	0
Beer, Wine, and Liquor Stores	17	8	5	4	0	0	0

There is a large unmet demand for grocery stores within the one mile trade area and a unique niche for quality produce goods and services that are not being met by existing suppliers. While potential exists, below average spending power will likely make any efforts to attract a national, state, or regional grocer unfeasible at this time. A great opportunity does exist however to pursue time-phased retail initiatives that could be well supported by the local market area and could lead to the establishment of a permanent neighborhood oriented grocery store.

Lansing farmers markets have been highly effective in providing fresh locally grown produce to local populations while also increasing awareness about neighborhood revitalization efforts. The Allen Street and Old Town farmers markets have been well publicized, attract regional shoppers, and even provide food stamps to help local residents lead a healthy life style. Creating a new farmers market, temporarily relocating the City Market, or moving the Old Town farmers market to the redevelopment site, could be used to achieve the following objectives:

- Increase awareness and interest in site redevelopment efforts
- Explore retail potential without risk or major investment
- Analyze local support and demand for a grocery store
- Establish relationships with local farmers that can supply produce to the store, therefore establishing a unique market niche

A “food cooperative” would also be an option for meeting this demand. This innovative approach establishes non-profit grocery stores that are supported by a paid membership within the local community in return for high quality, locally grown produce at affordable prices. This unique approach could fit well within the more sophisticated business and residential community of Old Town and would be well supported and marketed by community organizations such as the Northwest Initiative that are pursuing healthy living programs.

Real Estate, Finance and Insurance

Home Finance Sectors

Retail goods and services expenditures reports reveal that a need for home finance assistance may exist within all three trade areas and is especially needed within the half mile trade area. The “need” for home finance assistance is revealed by a low spending potential index, which may be an indication that many homeowners in the neighborhood and surrounding area

are struggling to pay their mortgage payments and utility bills and spend little in home maintenance and improvement compared to the national average.

On average, people in the local area are estimated to spend about 38 to 51 percent less on mortgage payments than the rest of the nation. Money spent on home maintenance is also about 40 to 50 percent lower than the national average. While utility rates in the area are lower than the national average, local residents pay only about one third more on their mortgage than they do on their utility bills.

In the private sector, location quotient analysis reveals unmet demand in Ingham County for real estate credit services of nearly 45% and mortgage and non-mortgage brokers of 20%. Employment in activities related to real estate has declined by 18% from 2000 – 2005 in the county despite a 6% increase at the state level. In this basic sector, 285 jobs have been lost while 26 new establishments have been started.

Local residents challenged with managing housing financial obligations along with a significant unmet demand within the private sector for real estate credit services and mortgage brokers make a strong case for public housing assistance within this area. The relocation of the Lansing Housing Commission's main office to the redevelopment site along with potential for permanent residence for the Greater Lansing Housing Coalition is well supported by retail and economic market analysis. The ability of these two organizations to provide "one-stop shop" housing assistance and a strong supportive presence will be a great service that can spark revitalization in the Comstock Park neighborhood.

Professional, Scientific and Technical Services

Ingham County is failing far behind the rest of the state in attracting "New Economy" businesses and employment opportunities in the private sector. Professional, scientific, and technical services require a high degree of knowledge and specialization. Creating jobs in these sectors plays a critical role in attracting and retaining a talented, knowledgeable, and creative workforce. In turn when a region has the capacity to attract and retain knowledge workers, those workers spark new economic activity through innovation, creativity, and entrepreneurship. Ingham County is rich in talented young students from its higher education institutions; however this asset is vastly untapped. Building a strong professional, scientific and technical services

sector with a talented workforce embodies success in the global, information-based, knowledge economy.

That being said, private employment in the professional, science, and technical sector is only meeting 63% of local demand. While it is expected that local higher education institutions such as Michigan State University and Lansing Community College fill that gap, the effects might not be felt locally. Shift share analysis reveals that employment in this sector has decreased by nearly 15% while increasing by 40% at the state level from 2000 – 2005. Employment share in this sector has increased by nearly 50% during this time period. Small scale research firms would be the probable market for this site.

Management, science & tech consulting services

There is an unmet demand of nearly 60% in Ingham County for private management, science & tech consulting services. Employment in this industry has increased by 21% in the county from 2000 – 2005 and increased by 130% at the state level during that time.

Research and development in physical, engineering, & life sciences.

Location quotient analysis reveals that there is 90% unmet demand for private R&D in physical, engineering, & life sciences. It is expected that MSU and LCC out-compete private firms for R&D in the area, but this experience is not shared by the rest of the state and certainly not other states that are prospering in the New Economy. Employment in this industry has decreased by 73% from 2000 – 2005 in Ingham County while growing by over 740% at the state level. In Ingham County, 307 people have lost jobs in this sector over a five year period, but throughout the rest of the state there have been over 35,000 jobs created. It is clear that the university is not creating “spin-offs” of knowledge-based R&D in the area.

Lansing should try to recapture its fair share of growth in these emerging sectors and is well-positioned to do so, especially if it coordinates economic development initiatives with MSU and LCC university research programs. The campus like-setting and the historical educational function of the site make it a prime location for knowledge-based business, ideal for a university spin-off, or private high tech firm. The City of Lansing has had success in the past of attracting high-tech firms such as Neogen and Neowave to former school sites; potential exists to build on these successes.

Arts, Entertainment, & Creative Education

A fully-functional theater located on the redevelopment site in close proximity to the cultural economic hub of Old Town Lansing creates unique opportunities to pursue economic development based in the arts. Location quotient analysis reveals that there is an unmet demand of approximately 30% for arts and entertainment in Ingham County. Neighboring “Old Town” is excelling in the cultural economic development and has carved out a unique niche to capture the demand for arts and entertainment. Old Town has become a regional destination and has been one of the most successful areas of the city for local entrepreneurship and creative industries. As no surprise, retail expenditures support arts and entertainment in the area. Within a two mile radius of the site, local residents spend \$1.8 million on admission to theatrical, movie, orchestra, and other art performances. Households in the two mile trade area spend one quarter less than the national average, but the spending potential index for this sector is one of the highest overall. Location quotient analysis reveals that there is 15% unmet demand for performing arts in the region; the former auditorium on the redevelopment site provides an ideal location to capture that market potential

An unmet demand of 40% for fine arts schools also exists in Ingham County. As the knowledge-based economy begins to take hold, art schools are taking on a new meaning and a higher importance is being placed on creativity within education. This trend has led to an increase of 33% in employment at fine arts schools in Michigan and an employment share increase of 44%.

By combining arts education, entertainment and economic development the likelihood of an arts-based redevelopment strategy for the auditorium would improve dramatically. Such an initiative would be unique and appeal to a vast array of target audiences while supporting rather than competing with local public and charter school programs.

PART V: Housing Analysis

Housing data is an important part of the site feasibility study for the School for the Blind site because of two main reasons. The first reason why collecting housing and household information is important would be to consider if new housing were to be built. If new housing were to be built on the site, it is important to know what types of housing exist and the selling price. It is good to have comparable housing data that a builder can use to see what types of housing, whether this is in terms of physical characteristics or the pricing, could be marketable for the site. The other reason why it is vital to obtain information on housing and household statistics is to get a better picture of the neighborhood surrounding the site. This is important in order to determine the best possible future uses for the site. For example, it would be important to know if there are more families or single occupant residences in the surrounding neighborhood because this could affect the types of retail that would want to locate in the area. The housing analysis was therefore done in a way that looks at the physical housing characteristics of the neighborhood, along with the types of occupants, and the housing values. All of this information, if gathered and analyzed correctly, can be used to provide a better picture of the neighborhood and lead to a better redevelopment plan for the School for the Blind site.

5.1 Description of Housing Stock

There is a wide variety of housing that exists in the Comstock Park Neighborhood. There is a good mixture of rental and owner occupied housing, from small single family houses in poor condition, to rather large single family houses that are well kept. Along with a mixture of housing, there is also an assortment of multi-family apartment buildings situated around the School for the Blind site. The diverse variety of housing options can cater to the interest of different potential homebuyers which leads to diverse dynamic neighborhoods.

While there is a variety of housing unit types in the Comstock Park neighborhood, it is interesting to note the distinction between different block groups. The area closest to Downtown and Old Town Lansing, which are the block groups to the east and south east of the site, have a higher concentration of one person and non-family households both in absolute and relative terms. The block groups that are to the north and west of the site tend to be more family-oriented

and have a higher number of people per household. This suggests that the School for the Blind site is versatile in its ability to attract both family and non-family households.

But while there is diversity in housing options and residents, the majority of homes pre-date the 1970s. The Comstock Park neighborhood contains 75% of its homes built before 1960, while the Northwest Lansing area was slightly less. Because of their age, these homes may lack certain amenities and may require the need for improvements.

Only 18 homes were built in the Comstock Park neighborhood after 1980 according to the 2000 US Census. The distribution of newer homes increases over the Northwest Lansing focus area.

Table 5.1 Distribution of Homes Built in Northwest Lansing

Distribution of Homes Built in Northwest Lansing									
	Census Tract 3	Census Tract 4	Census Tract 5	Census Tract 6	Census Tract 7	Census Tract 14	Census Tract 15	Census Tract 16	Census Tract 19
Total:	1066	1335	641	1170	1403	45	1176	500	485
Built 1999 to 3/2000	0%	0%	0%	0%	0%	0%	0%	0%	0%
Built 1995 to 1998	0%	0%	0%	2%	0%	0%	1%	0%	0%
Built 1990 to 1994	0%	0%	0%	0%	0%	0%	3%	3%	2%
Built 1980 to 1989	0%	1%	1%	1%	3%	0%	27%	3%	1%
Built 1970 to 1979	10%	4%	4%	6%	8%	0%	19%	6%	7%
Built 1960 to 1969	18%	5%	5%	28%	8%	16%	12%	7%	18%
Built 1950 to 1959	24%	20%	20%	12%	13%	0%	7%	27%	19%
Built 1940 to 1949	20%	21%	21%	8%	9%	0%	12%	17%	18%
Built 1939 or earlier	27%	49%	49%	43%	67%	84%	20%	38%	39%

Source: U.S Census

Between May 31, 2006 and February 1, 2008, 186 homes were sold in the Northwest Lansing area according to recent Real Estate MLS listings. Of these homes sold, the years built ranges from 1880 to 2003. The average year sold homes were built was 1915. The majority of the homes recently sold in Northwest Lansing sold above this average year. Recently sold homes also varied in size and shape. MLS listings indicate that homes ranged between 480 and 2,520 square feet. Also, homes ranged between 4-11 rooms and 1-5 bedrooms. On average, homes sold for approximately \$65,000, 1,125 square feet, with 6 rooms and 3 bedrooms.

Active MLS listings in the Northwest Lansing area also illustrate the diversity of housing options available. Active MLS data shows that homes listed for sale range from \$6,990 to \$189,900. The average asking price in the area is \$77, 809. This asking price is found to be

higher than the average selling price of \$65,561. Active listings also vary in size from 576 to 2,856 square feet and 4-15 rooms. The open availability of different housing options creates many opportunities for interested homebuyers.

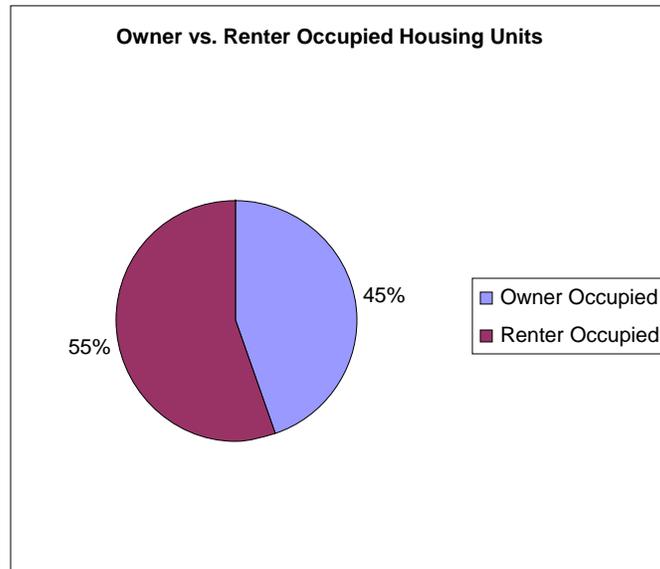
5.2 Sample of Housing Stock in Northwest Lansing

Ownership

There is a relatively high level of renter occupancy in the Comstock Park and Northwest Lansing neighborhoods. The percent of rentals in the Comstock Neighborhood was 55.22% compared to the rate of home ownership of 44.78%. For Northwest Lansing the rental rate was 54.94% while the ownership rate was 45.06%. The high levels of renter occupied housing should be noted and is a possible concern when developing the site.

Figure 5.1 Comstock & Northwest Lansing Ownership

	
<p>820 Walnut, Miles from Site: Approx. 0.45 mi Yr. Built: 1950, Floor Area: 1,700 SqFt, Rooms: 11 SEV: \$53,600 ('07) , Market: \$107,200 (x2 SEV) Sold Price: \$89,000</p>	<p>1425 Robertson, Miles from Site: Approx. 0.4 mi Yr. Built: 1953, Floor Area: 728 SqFt, Rooms: 4 SEV: \$34,900 ('07) , Market: \$69,800 Sold Price: \$40,000</p>
	
<p>2442 Grand River, Miles from Site Approx. 0.78 mi Yr. Built: 1916, Floor Area: 2,052 SqFt, Rooms: 8 SEV: \$85,200 ('07) , Market: \$170,400 (x2 SEV) Sold Price: \$64,000</p>	<p>1412 Knollwood, Miles from Site Approx. 0.20 mi Yr. Built: 1913, Floor Area: 543 SqFt, Rooms: 4 SEV: \$26,800 ('07) , Market: \$53,600 (x2 SEV) Sold Price: \$60,000</p>



Source: U.S Census

There were 2,841 housing units in the Comstock Park neighborhood according to the 2000 census data. 1, 079 of these housing units were located in Block Groups 1 and 2 of Census Tract 7. Therefore over 1/3 of the housing units in the Comstock Park neighborhood are located in these two Block Groups. Block groups 1 and 2 of Census Tract 7 also have a higher number of single person and non-family households, suggesting that these block groups contain smaller housing units, but more of them.

Vacancy

In 2000, the vacancy rate for the Comstock Park neighborhood was 14% while the vacancy rate for the Northwest Lansing neighborhood was 11%. The vacancy rate for the city of Lansing was approximately 6.5%. Recent Census data conducted by the American Community Survey indicate that the City of Lansing vacancy rate has increased to approximately 12% in 2006. The amount of vacancy exceeds the County rate of vacancy of 10.7%. While the rate of vacancy has nearly doubled, it safe to assume the rate of vacancy for both the Comstock Park and Northwest neighborhoods has increased accordingly. Therefore, both areas are faced with exceeding amount of vacant housing units.

Figure 5.2 Percentage of Vacancy in Northwest Lansing



Source: US Census & Dataplace.org

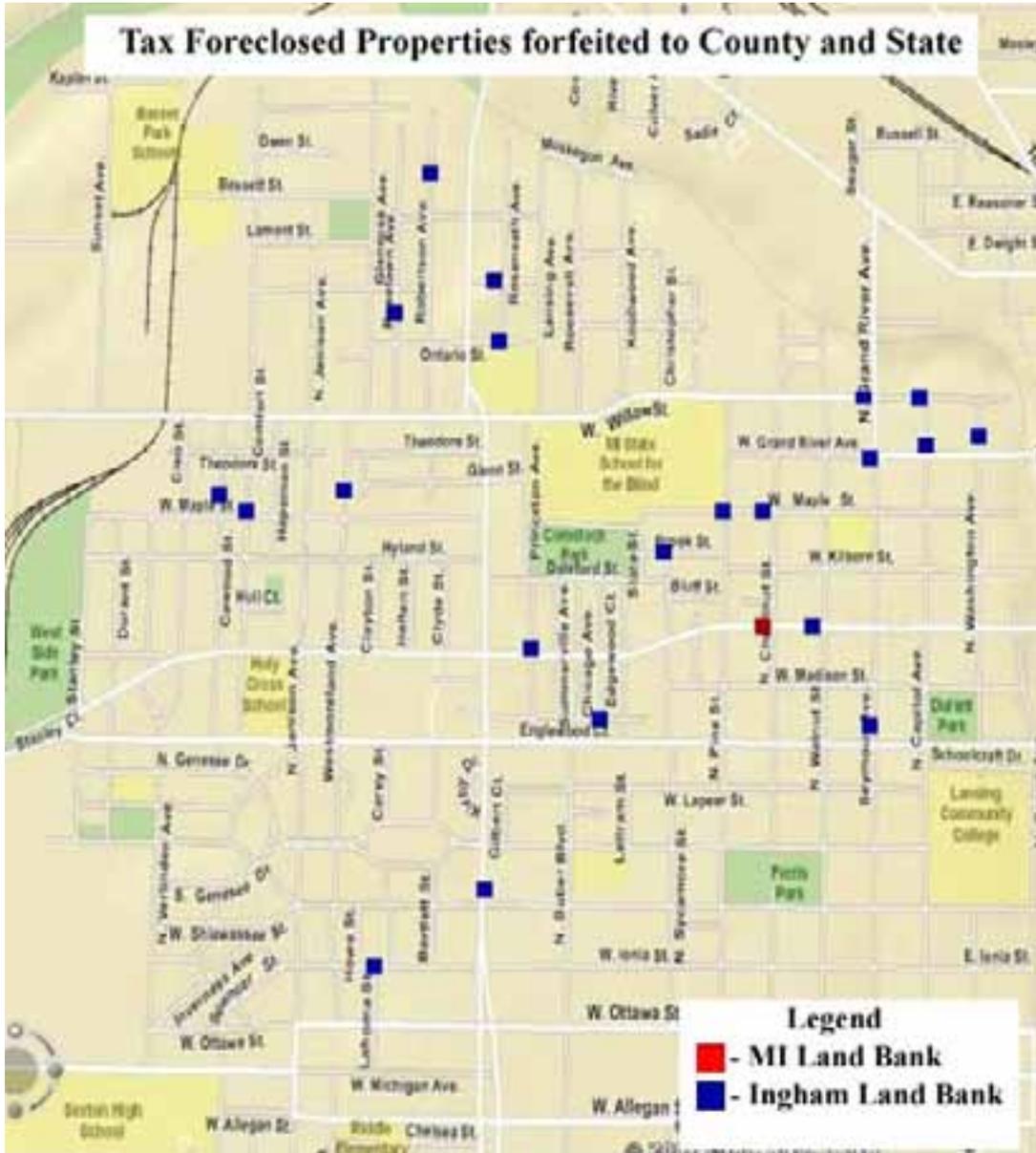
Tax-reverted properties

While the Ingham County Land Bank Fast Track Authority has interest in the School of the Blind site, the ICLBFTA currently has interest in other residential property within Northwest Lansing. Of the parcels available for sale, the ICLB currently has 22 listing within the Northwest Lansing area. .

Along with the County Land Bank, the State of Michigan Land Bank Fast Track Authority also has interest in properties throughout Lansing. The Michigan Land Bank currently

owns 18 available properties in the City of Lansing, with 1 property located within Northwest Lansing. A listing of tax reverted properties can be found in Appendix B.

Figure 5.3 Tax foreclosed properties forfeited to County and State



Source: BS&A 4/4/08

Selling Price v. Assessed Value

Of the 186 properties recently sold, there is a variety in selling price. Observing local assessment information from the City of Lansing, many homes sold below and above their Assessed Market Value. True market value, or known as twice SEV (State Equalized Value), is a benchmark determinant for comparable property selling price. Depending on the area and economic conditions this can vary. For the Northwest Lansing region:

Table 5.2 Recent Sold Properties by State Equalized Value in Northwest Lansing

Properties recently sold in Northwest Lansing		
Below Twice SEV	142	76%
Above Twice SEV	41	22%
At Twice SEV	3	2%

Source: 5/31/06 – 2/1/08 Lansing MLS & BSA

Viewing recorded title information, for these recently sold properties, different forms of transactions occurred. Some transactions were conventional buyer-seller individuals, others were from private and non-profit entities to purchasers, and some were from private to private entity. This array of different title transfers should be noted for quite possibly skewing the selling price. Of the 186 recently sold properties in the City of Lansing, here is the breakdown of title transfers:

Table 5.3 Type of Title Transfer for Recently Sold Properties in Northwest Lansing

Type of Title transfers for recently sold properties in NW Lansing		
Individual - Individual	86	46%
Private - Individual	86	46%
Private- Private	14	8%

Source: 5/31/06 – 2/1/08 Lansing MLS & BSA

Overall though, it is important to note that many properties sold *below* their assessed market value. The ratios varied from 0.2 – 3.4 times the SEV. The common ratio of all recent transactions was 1.48. Therefore homes are selling for 75% of their assessed market value.

The decline in active MLS list asking price and market value represents a decline in demand for the NW Lansing area. This decline in demand can also represent the depressed

housing market encountered in the entire State of Michigan. MLS Listings for the Comstock Park Neighborhood can be found in Appendix C.

5.3 Housing values

According to the 2000 US Census, the median home value in the immediate Comstock Park neighborhood was \$59,933. Slightly higher, the Median home value for the Northwest area of Lansing, which is comprised of census tracts 3-7, 14-16, and 19, was \$63,137 dollars in 2000. The Lansing median home value in 2000 was \$73,500. The Northwest area therefore had a median home value that was \$10,363 less than the median home value of the city of Lansing. This could be attributed to census tracts comprised of neighborhoods with higher home values in south Lansing and that border other municipalities, bringing up the median home value for the entire city of Lansing.



This median value for Northwest Lansing is further congealed as recent MLS listings in the last 21 months show that the median selling price as \$65,561. Compared to the 2000 median home value, 46.8% sold over the median value and 53.2% sold below in recent MLS sales. This indicates while there is a median value in the area, the demand for homes varies tremendously across the spectrum with the lowest selling home at \$6,900 and the highest at \$189,900.

5.4 Housing Demand

Housing demand was reviewed at two levels, for the immediate Comstock Park neighborhood, and for the surrounding Northwest Lansing area. The Comstock Park neighborhood will be referred to as the Primary Market Area (PMA) while the Northwest neighborhoods will be considered the Secondary Market Area (SMA).

Methodology for Demand

Referring to Woods Consulting: *Evaluation of Rental Housing Market for Senior Housing (2007)*; the following basic process was used to estimate the need for Housing within our two focal areas. To estimate current housing changes, it became difficult because Census Tract data was not available at the 2007 American Community Survey study. Census Tract data was essential to show the change in Household units from 2000-2008. Given the time this study is completed and the common 18 months for development, the data of market entry would be 2010. Applying the population change for 1990-2000, the 2010 population estimation proved to be overzealous. The total population growth wouldn't reflect our areas of study, while development and consumer trends would most likely explain this growth occurring at the fringes of City limits. Also given certain economic woes and current housing market conditions, this projection would not be as accurate either. It was noted though that from 1990 – 2000 there was a reduction for both the PMA and SMA in rentals and a slight increase seen in Owner Occupancy.

Table 5.4 Household Population Change 1990-2000

Primary Market Area(PMA), Comstock Park, Household Population change 1990-2000			
	1990	2000	% of Change
Owner Occupied	1928	1957	1.15%
Renter Occupied	1017	835	.82%

Secondary Market Area(SMA), Northwest Lansing, Household Population change 1990-2000			
	1990	2000	% of Change
Owner Occupied	3049	3114	1.02%
Renter Occupied	4486	3857	.85%

Source: US Census

The Comstock Park neighborhood, our Primary Market Area, has therefore seen the greatest increase in Owner Occupancy and reduction in Rental Agreements.

While, these ratios could be used to project the 2010 Market Entry population change for demand, it is safe to say they almost cancel each other out. With Owner and Rental Occupancy combined, the PMA saw a change of .985% and the SMA saw a change of .935%. Therefore, given the extent of other intangible market conditions, the accuracy of 1990-2000 population change will best suit our demand calculation.

The demand was created by determining what the average monthly payment would be for a median priced home in that area. Figure 5.5 shows the monthly mortgage payment a Household would need to pay on a median priced home in the area. To determine the average monthly payment, a simple mortgage calculator found available via the internet was used. The additional factors considered are an APR of 6.5%, Property Taxes of 1.25%, and Private Mortgage Insurance (PMI). Also an equity injection down payment of 5% was used. Private Mortgage Insurance is necessary when the down payment is less than 20%. The payment schedule was amortized over a 30 year period.

It is estimated that an individual will contribute 30% of their Annual Monthly Income towards housing cost. The AMI was determined by calculating the Median Households Income over 12 months. The monthly income was then multiplied by 30%. The average household in both the Comstock and NW neighborhood would have no difficulty making this payment. It was

determined that most households were only contributing between 18 -20% of their monthly income on a median priced home. Therefore, there is the possibility of a much higher spending potential for households.

Table 5.5 Annual Monthly Income Spent Towards Housing

	Median HH Income 2000	Median Home Value 2000	Monthly Mortgage Payment	AMI @ 30% towards Mortgage	AMI @ 40% towards Mortgage
Comstock (PMA)	26,843	59,933	450.63	671.1	894.7
NW Lansing (SMA)	31,075	63,137	474.72	776.81	1035.8

Source: US Census & Lendgo.com

Table 5.6 Percentage of Income Qualified Households

Percent of Income Qualified Households			Percent of Income Qualified Households		
2000 PMA Lansing Household Total			2000 SMA Lansing Household Total		
Owner occupied:	1957	100%	Owner occupied:	3114	100%
Less than \$5,000	46	2.4%	Less than \$5,000	81	2.6%
\$5,000 to \$9,999	82	4.2%	\$5,000 to \$9,999	122	3.9%
\$10,000 to \$14,999	91	4.6%	\$10,000 to \$14,999	144	4.6%
\$15,000 to \$19,999	144	7.4%	\$15,000 to \$19,999	187	6.0%
\$20,000 to \$24,999	205	10.5%	\$20,000 to \$24,999	319	10.2%
\$25,000 to \$34,999	232	11.9%	\$25,000 to \$34,999	384	12.3%
\$35,000 to \$49,999	313	16.0%	\$35,000 to \$49,999	492	15.8%
\$50,000 to \$74,999	456	23.3%	\$50,000 to \$74,999	736	23.6%
\$75,000 to \$99,999	247	12.6%	\$75,000 to \$99,999	358	11.5%
\$100,000to\$149,999	100	5.1%	\$100,000 to \$149,999	228	7.3%
\$150,000 or more	41	2.1%	\$150,000 or more	63	2.0%
Total:	1594	81.5%	Total:	2580	82.9%

Percent of Income Qualified Households			Percent of Income Qualified Households		
2000 PMA Lansing Household Total			2000 SMA Lansing Household Total		
Renter occupied:	835	100.0%	Renter occupied:	3857	100%
Less than \$5,000	86	10.3%	Less than \$5,000	480	12.4%
\$5,000 to \$9,999	133	15.9%	\$5,000 to \$9,999	588	15.2%
\$10,000 to \$14,999	100	12.0%	\$10,000 to \$14,999	604	15.7%
\$15,000 to \$19,999	78	9.3%	\$15,000 to \$19,999	354	9.2%
\$20,000 to \$24,999	64	7.7%	\$20,000 to \$24,999	285	7.4%
\$25,000 to \$34,999	137	16.4%	\$25,000 to \$34,999	595	15.4%
\$35,000 to \$49,999	134	16.0%	\$35,000 to \$49,999	542	14.1%
\$50,000 to \$74,999	71	8.5%	\$50,000 to \$74,999	287	7.4%
\$75,000 to \$99,999	22	2.6%	\$75,000 to \$99,999	89	2.3%
\$100,000 to \$149,999	0	0.0%	\$100,000 to \$149,999	15	0.4%
\$150,000 or more	10	1.2%	\$150,000 or more	18	0.5%
Total:	438	52.5%	Total:	1831	47.5%

Source: US Census

To estimate the demand in housing, the number of income qualified Households was determined for both the PMA and SMA. Those qualified for median priced homes, both owners and renter Households, were totaled. Once totaled, both owner and renter households were subject to their own movership ratios. Determined by the American Housing Survey (1999), the Household Movership Rates for Owner Occupied Midwest Regions is 3.6% and for Renters the movership rate is 27.7%. Movership rates as established by the American Housing Survey are not available for all metropolitan regions. Therefore, the Midwest ratio was the best suited option for our study. These movership rates were found to be the most current standards set forth by MSHDA as of 12/2002 and are the recommended guidelines for Housing Market Demand analysis.

Table 5.7 Housing Market Demand for Owner & Renter Units

Owner Primary Market Area (PMA): 1594 x 3.6% = 57.4	Owner Secondary Market Area (SMA): 2580 x 3.6% = 92.8
Renter Primary Market Area (PMA): 438 x 27.7% = 121.3	Renter Secondary Market Area (SMA): 1831 x 27.7% = 507.1
Total Primary Market Area Demand: 179	Total Secondary Market Area Demand: 600

Source: US Census & MSHDA

As noted above, residents in both the Comstock and Northwest Lansing region have a much higher capability of spending potential. Given that residents are only allocating 18-20% of their monthly income on older median priced, substandard housing, there is greater potential for new housing opportunities. According to MSHDA, it is not uncommon for lower income residents to pay 40% of their Annual Monthly Income on housing. In this scenario, residents in Northwest area could spend approximately \$894 – \$1035 monthly on housing. In other words, there is the possible of market potential on homes listed from \$110,000 - \$135,000.

5.5 List of recently sold comparables

In locating comparables that have recently sold in the Lansing market, very few detached single family developments have occurred. While Lansing has seen some development, the majority of developments are higher priced condos and lofts. Of the new housing developments being built, most are located outside City limits. The one exception is the East Village subdivision located on Saginaw in Lansing. One market comparable was found to be located here. Of the existing available units in East Village, only a select few satisfy our market potential of \$110,000-135,000. The remaining units are priced much higher. Therefore, because of the lack of recently built homes in Lansing, the most recently built homes currently listed on the market were used as comparables. Simply put, the supply of new market rate homes for Lansing residents has not been met.

Active comparables in Lansing:



East Village Lansing: The Fairmont I
 SqFt. 1325, Bedroom: 2 Bath: 2 Yr. Built 2005
 List Price: \$119,900



1203 Westmoreland
 SqFt. 910 Bedroom: 3 Bath: 1 Yr. Blt. 1951
 List Price: \$112,000



1536 Spencer
 SqFt. 1408 Bedroom: 3 Bath: 1.5 Yr. Blt. 1950
 List Price: \$129,900



2207 Coolidge
 SqFt. 1251 Bedroom: 3 Bath: 2 Yr. Blt: 1948
 List Price: \$112,000

Conclusion:

After an extensive housing analysis, there are some good findings that will help determine what would be the best possible use in the redevelopment of the School for the Blind site. High levels of rental occupied housing, coupled with a desire by key stakeholders to see more owner occupied housing, indicate that new housing on the site should be owner occupied. The housing and demographic data analysis shows that the areas to the south and east of the site have an extensive amount of non-family or single family households. The areas to the north and

west of the site primarily have single family households, consisting of houses mostly occupied by family with children. This means that housing development on the site could accommodate either single family housing or multi-family housing and still is marketable. Also with a close proximity to Downtown Lansing and Old Town, the site may be suitable with housing marketed towards young professional households. The housing analysis also shows that housing in the area is fairly affordable. For a median priced home, households are only spending a small amount of their annual monthly income on housing. With a dated housing stock and very few new housing developments in Lansing, households would be able to afford new market rate homes. These new market rate homes should accommodate and reflect the natural historic of the site and neighborhood. Recently sold listings in area can be an indicator of what individuals are purchasing on average. Another significant finding from the housing analysis is that there is a need for some sort of housing assistance in the neighborhood. The involvement and interest of the Greater Lansing Housing Coalition and the Lansing Housing Commission creating a housing assistance center would prove to be a great asset to the neighborhood. Along with these key players, the Ingham County Land Bank could play a significant role in the surrounding neighborhood. With many obsolete properties existing around the site, the Land Bank's wide array of legislative tools could help stabilize these existing homes. These findings suggest that housing is essential in the redevelopment of the former School for the Blind site.

PART VI: SWOT Analysis

A SWOT analysis was completed to determine the strengths, weaknesses, opportunities, and threats of the School for the Blind site and the surrounding Comstock Park neighborhood. A SWOT analysis is a strategic planning tool that allows for the examination of the internal and external resources of a site. It helps to determine its favorable and unfavorable traits. With the assistance of knowledge in planning it can be used as a basis for development or redevelopment of a site. It also helps to spotlight the potential barriers and limitations of the site. The current SWOT analysis is based on data gathered pertaining to the School of the Blind and the surrounding area and site visits as well as a stakeholder questionnaire.

Strengths

- ◆ Historic, good quality buildings
- ◆ Sound structures
- ◆ Mature trees
- ◆ Good pathways
- ◆ Good internal access to the site
- ◆ Large size of the site
- ◆ Auditorium on site
- ◆ Diverse housing stock of surrounding neighborhood
- ◆ Next to Comstock Park
- ◆ Diversity of people in the neighborhood
- ◆ Pedestrian friendly site
- ◆ Secluded nature of the site
- ◆ Placement of current buildings in a campus like setting
- ◆ Major buildings are set back from the neighborhood
- ◆ Major roads can support an increase in traffic
- ◆ Close to medical facilities, employment centers and the Grand River
- ◆ The Ingham County Land Bank and the Lansing Housing Commission own the land
- ◆ Comstock Park is a city of Lansing priority area
- ◆ Site has cultural and historical significance

Weaknesses

- ◆ Future uses on the site might be hard to incorporate with surrounding neighborhood
- ◆ Limited direct access to the site from major thoroughfares
- ◆ Some adjacent streets are one way
- ◆ Site is not prominent, and can be hard to get to
- ◆ Safety and potential crime could deter new residents from moving to site
- ◆ No major road frontage onto major thoroughfare
- ◆ Undesirable people are currently found on the site and in surrounding neighborhood
- ◆ Buildings are already in place, would have significant construction cost if developer wanted this changed
- ◆ Infrastructure
- ◆ Accessibility
- ◆ Distance from Old Town
- ◆ Low incomes in surrounding neighborhoods
- ◆ Old housing stock in neighborhood
- ◆ Roads might not be able to handle an increase in traffic
- ◆ Poor or perceived poor quality of Lansing school district
- ◆ Economy is not growing in Michigan
- ◆ Lack of quality everyday amenities nearby

Opportunities

- ◆ Connected to Old Town
- ◆ Close to main roads
- ◆ Integrated with public transportation
- ◆ Create a neighborhood center for Comstock Park neighborhood
- ◆ Ability to create something unique
- ◆ Unique site
- ◆ Ability to capture a niche market because of the history and culture of the site
- ◆ Use the auditorium to capture Old Town's art and culture economy
- ◆ Lansing Housing Commission can move in to provide housing assistance to neighborhood

- ◆ Greater Lansing Housing Coalition will create one stop shop to help residents
- ◆ Provide some form of health services to people who need it most
- ◆ Opportunity to provide new housing stock
- ◆ Funding opportunities from various sources
- ◆ Bring pride and culture into the neighborhood

Threats

- ◆ Safety issues
- ◆ Current state of the Michigan economy
- ◆ Foreclosure crisis and volatile housing market
- ◆ Negative perception of the neighborhood
- ◆ Controversy of redevelopment of the site
- ◆ Hard to form consensus
- ◆ Neighborhood pessimistic attitudes
- ◆ Old buildings may be expensive to renovate
- ◆ Lower education levels of neighborhood residents
- ◆ Obsolete buildings may have to be torn down and high costs of demolition and adding infrastructure
- ◆ Brownfield site

PART VII: Regional Assessment

Regional characteristics and trends are an important determinant of where and when growth occurs in our ever growing global economy. Factors influencing redevelopment within the Lansing Region were analyzed to create a foundation for sound investment strategy that combines the strengths of the site with the strengths of the region. This regional assessment provides an overview of trends in population, education, economic development, regional taxes, and the business climate and also describes some of the important assets that make the Lansing Region a great place to grow and prosper.

7.1 Socioeconomic Profile

Population

Population in Michigan grew by 6.9% from 1990 to 2000; however recent estimates by the US Census predict that Michigan's population has declined by 35,000 people over the past two years. From 2006 – 2007, Michigan experienced the third highest rate of out-migration in the nation and was one of only two states to loose population. Ingham County faced a slight population loss of less than one percent, or 2592 people during the 1990s, and lost an estimated 2915 residents from 2000 - 2006. Most of that population decline in Ingham County can be attributed to a net out-migration of 2775 people. During this time, 1252 international migrants came to Ingham County while 4027 residents left for other domestic locations. Table 7.1 provides an overview of recent migration trends in Ingham County.

Table 7.1 Migration in Ingham County, 2000 - 2006⁵

	7/00-7/01	7/01-7/02	7/02-7/03	7/03-7/04	7/04-7/05	7/05-7/06
Net International Migration	1,471	1,466	1,281	1,183	1,248	1,252
Net Domestic Migration	-2,776	-2,923	-3,543	-2,358	-4,475	-4,027
Total Migration	-1,305	-1,457	-2,262	-1,175	-3,227	-2,775

Ingham County's population is aging. The percentage of the population 65 years and older increased from 1990 to 2000, and accounted for approximately 25% of the population for Lansing, Ingham County, and Michigan. The aging of the population is a national trend. Nationally, people over the age of 65 represented 12.4% of the population in the year 2000 and are expected to grow to account for 20% of the population by 2030.⁶ Generally regional residents are well educated. Within the region, nearly 17.5% of residents have a four-year college degree and 11.5% have a graduate or professional degree. The Lansing, East Lansing MSA has a higher percentage of residents with bachelors and masters degree than the state as a whole.

Employment

While much has been said about Michigan's struggling economy, regional employment has remained stable in the Lansing Region. In Lansing, the unemployment rate decreased by 2%, while in Ingham County the unemployment rate decreased by approximately 1%, and in Michigan it decreased by nearly 3%. Employment decreased slightly from 2000 – 2005 by 274 jobs. Six sectors of the economy grew during this time including: transportation and warehousing (980), management of companies and enterprises (510), administration, support, waste management and remediation services (1832), educational services (220), health care (1949), and other services (220). The biggest declines in employment came from construction (1480), professional, science, technical services (1075), and finance and insurance (654). The top five

⁵ Source: U.S. Census Bureau, Estimated Population and Components of Population Change by County: 2000-2006. These estimates were prepared through the Federal-State Cooperative for Population Estimates and released by the U.S. Census Bureau on March 22, 2007.

⁶ <http://www.aoa.gov/prof/Statistics/statistics.asp>

employers in the region are the State of Michigan (14355), Michigan State University (10500), General Motors (6300), Sparrow Health System (6000), and Lansing Community College (3180).

Personal wealth has seen a steady increase in the region. From 1995 to 2005, household income increased by \$7380 in Ingham county and over \$19,000 in the Tri-County Region. Household Income is expected to increase in the region by 41% from 1995 – 2035.⁷ The Lansing Regional chamber of commerce cites that the fastest growing occupations include: business and financial operations, computer and mathematical, health care support, personal care service, and educational sectors. The Michigan Department of Labor and Economic Growth predict employment to grow by 24,195 or nearly 10% from 2002 to 2012.⁸ A diverse and growing economy bodes well for increases in personal and regional wealth in the years to come. Based on regional analysis it appears as if Lansing is attracting and creating knowledge-based jobs and is successfully transitioning from the old, industrial economy to the new knowledge-based economy.

7.2 Regional Assets

The City of Lansing is the capital of Michigan and the central city within the tri-county region of Ingham, Clinton, and Eaton Counties. As the state capital, Lansing maintains a unique responsibility to lead by example and with that responsibility exists a tremendous opportunity to translate local successes into statewide impact. At the same time, being the state capital has been more of a burden than a blessing as of late. Michigan's economy and population is in decline, and Lansing is the headquarters for addressing these important challenges. A declining manufacturing sector, a statewide fiscal crisis, disinvestment from urban core cities, and the struggle to adapt to a changing economic paradigm are all state trends that have shaped the viability and image of the Lansing region today.

World class universities such as Michigan State University, Lansing Community College, and Cooley Law School are tremendous assets that can bring knowledge-based business expansion, a well-educated and talented workforce, and unique opportunities for innovative partnerships. Currently MSU and LCC are the second and fifth largest employers in the region;

⁷ http://www.lansingchamber.org/econ_dev/econ_rp.php#4

⁸ http://www.lansingchamber.org/econ_dev/econ_rp.php#4

offering over 12,500 knowledge-based jobs. Twenty local school districts in the region are among the top one hundred largest employers to give the region a strong presence in the educational sector. Connecting efforts to synergistically improve economic development and education offers significant potential to improve state, national, and global competitiveness in the knowledge based economy.

A large range of diverse neighborhoods and housing types can accommodate every lifestyle. Wealthy suburban communities and affordable inner city living provides a regional capacity to attract a range of new residents from young families to talented young professionals to top level executives. Natural amenities such as the Grand River, city parks, productive agriculture, and preserved natural habitats offer the green infrastructure necessary to promote active lifestyles and create quality places for all species.

Lansing is also well connected to the rest of the region, state, and nation with excellent multi-modal transportation systems. Highways I-69, I-96, and US-127 form a loop around greater Lansing, connecting the region to Detroit, Grand Rapids, Jackson, and northern Michigan. Local access of I-496 provides a direct thoroughfare through the center of the City of Lansing. Travel in the region is estimated to be 1.5 million person trips per day.⁹ The Lansing region is also served by the Capital Area Transportation Authority (CATA), which was voted number one public transit system in the nation by the American Public Transportation Association in 2007. CATA provides 30 fixed routes in the Lansing region and set a company record providing over 10 million rides in 2006.¹⁰

7.3 Summary

While the Lansing region has been both the recipient and the barrier of Michigan's economic woes, as the state's capital, Lansing is poised to emerge as a leader in reviving Michigan's economy. World class universities, affordable housing, economic partnerships, and a growing sense of regional coordination will help move Lansing towards prosperity in the 21st century.

⁹ Michigan Department of Transportation Evaluation of the Temporary ITS for the Reconstruction of I-496 in Lansing, Michigan. 2002.

¹⁰ <http://cata.org/>

7.4 Financial Incentives

Identifying the right mix of financial incentives is critical to the success of any redevelopment project. Incentives at the federal, state and local level are available to aide in the redevelopment process.

Brownfield Redevelopment Incentives

The Ingham County Land Bank Authority can offer several redevelopment incentives that will assist in redevelopment of the site. The land bank can leverage tax credits to support eligible investments in demolition, construction, restoration, alteration, renovation, or improvements of buildings or the site. The Ingham County Land Bank can also utilize tax increment financing to support redevelopment of the site. Michigan's Brownfield legislation is considered to be the most progressive in the state and should be used to improve redevelopment prospects on this property.

Federal & State Historic Preservation Tax Credits and Grants

The Abigail, the old high school building, and superintendent's home are recognized historic landmarks on the State Register of Historic Places. The City of Lansing is also engaging in efforts for federal historic recognition. These qualified historic structures are eligible for up to 25% state tax credit for qualified expenditures. Federally designated buildings are eligible for up to a 20% historic preservation tax credit. Qualified rehabilitation expenditures must be greater than or equal to 10% of state equalized property value and all qualified rehabilitation must be completed within 5 years. It should be noted that if historic buildings on the site are sold within five years of the tax credit claim, a percentage of the tax credit can be reclaimed.¹¹ Historic preservation tax credits are administered by State Historic Preservation Office, which also provides grants. One grant of particular interest is a 60-40 match grant with the National Park Service to assist with nominations to the National Register of Historic Places, public education programs, along with planning and development. Michigan State Housing Development Authority Office of Community development also offers historic preservation grants.

¹¹ See <http://www.crcmich.org/PUBLICAT/2000s/2007/rpt347-04.pdf> for more information on historic tax credits

Michigan Economic Growth Authority Tax Credits

The Michigan Economic Growth Authority awards tax credits for redevelopment efforts that create high-tech jobs. Uses such as manufacturing, research and development, and office operations that create and retain 50 or more jobs within a year of development are eligible. Other large scale job retention investments and out-of-state business investments in Michigan can also be eligible.

Neighborhood Enterprise Zones

Neighborhood Enterprise Zones are used to encourage home ownership and improvement in targeted areas of communities by offering tax abatements for rehabilitation and new construction. The redevelopment site is not a designated NEZ, but could be at a future date. NEZs must contain 10 contiguous platted parcels. While the site meets this requirement, it would have to be re-platted in order to increase its effectiveness. The City of Lansing currently has 20 NEZs.

Tax Exempt Bonds

Tax exempt revenue bonds are offered by The Lansing Economic Development Corporation. Tax exempt bonds can be used by non-profit corporations for purchasing, constructing, or equipping a facility in which the corporation's business is conducted.

PART VIII: Site Assessment & Redevelopment Feasibility

8.1 Methodology

To determine what redevelopment opportunities are best positioned for success at the former School of the Blind site, a ranking system was created to evaluate the feasibility of specific redevelopment options. The ranking system is composed of five criteria that weigh the prospects of specific redevelopment options against the strengths, weaknesses, opportunities, and threats of the site. The use of SWOT within criteria, allows the research team to pull together quantitative and qualitative research findings along with stakeholder perspectives. The goal of the site assessment is to determine what redevelopment options are best supported at the site and to explain why. The site assessment will serve as the foundation for the development of recommendations for use of the School of the Blind site.

The location, size, and centrality of the site within the Comstock Park neighborhood strongly supports the creation of a mixed-use environment in which multiple redevelopment options could be successful. Rather than evaluating the feasibility of individual redevelopment opportunities for the entire site, these criteria aim to help determine the right mix of uses. Therefore non-residential and residential options are explored.

The non-residential redevelopment options assessed and ranked include:

- Health and Social Care Assistance
- Grocery Stores
- Home Finance
- Professional, Scientific, and Technical Services
- Performing Arts and Creative Education

The residential redevelopment options assessed and ranked include:

- Owner-occupied, single family detached housing
- Owner-occupied, single family attached
- Apartments
- Subsidized housing
- Live-work and home occupation units

8.2 Criteria

Five criteria were established to analyze and rank the feasibility of these uses. The criteria include: location, access, infrastructure, compatibility and market support.

Each criterion is composed of important factors that determine the extent to which the criteria are met. Factors selected aim to remove some of the subjectivity from the assessment. Each factor is scored on a three point scale with 3 being good, 2 fair, and 1 poor with half points also being rewarded. Each of the criteria and factors are also analyzed within the context of the use. The factors that make up criteria are provided below:

Location

- Proximity to supportive amenities
- Proximity to similar development types
- Proximity to target market

Access

- Proximity to supportive transportation networks
- Visibility from road network
- Accessibility for target market

Infrastructure

- Existing buildings accommodate redevelopment function
- Impact on existing infrastructure (low impact receives higher score)
- Intensity of physical infrastructure requirements (large impact receives lower score)

Compatibility

- Use meets existing zoning
- Use is compatible with existing neighborhood land uses.
- Use meets historical function of site or building

Market Support

- Fulfills unmet demand
- Growth at local level
- Growth at state level

Non-Residential Site Assessment Results					
CRITERIA	Health and Social Care Assistance	Grocery Store	Home Improvement and Finance Assistance	Professional, scientific and technical services	Performing Arts and creative education
Location	8	7	8.5	6.5	9
Proximity to supportive amenities	2.5	2	3	2	3
Proximity to similar development types	2.5	2.5	2.5	2.5	3
Proximity to target market	3	2.5	3	2	3
Access	8	4.5	6.5	6	5
Proximity to supportive transportation networks	2.5	1.5	2	2	1.5
Visibility from road network	2.5	1.5	1.5	2	1.5
Accessibility for target market	3	1.5	3	2	2
Infrastructure	6	3	7	6.5	8
Existing buildings accommodate redevelopment function	2	1	3	2.5	3
Impact on existing infrastructure (low impact receives higher score)	2	1	2	2	2.5
Intensity of physical infrastructure requirements (large impact receives lower score)	2	1	2	2	2.5
Compatibility	6.5	4.5	8	6.5	8.5
Use meets existing zoning	2	1	3	2	3
Use is compatible with existing neighborhood land uses.	2	2.5	3	2.5	2.5
Use meets historical function of site or building	2.5	1	2	2	3
Market Support	9	6	8	8	8
Fulfills unmet demand	3	3	2	3	3
Growing at local level	3	2	3	2	3
Growing at state level	3	1	3	3	2
TOTAL SCORE	37.5	25	38	33.5	38.5

8.3 Non-Residential Development

Performing Arts and Creative Education (38.5 points)

Criteria	Location	Access	Infrastructure	Compatibility	Market Support
Score	9	5	8	8.5	8

Performing arts and creative education uses that capitalizes on the rich history of the site, a fully functional auditorium and proximity to Old Town and local schools is highly feasible. The existing auditorium seats 350 patron, offers a working stage, has a box office and seven classrooms, as well as a parking lot; therefore minimizing impacts on infrastructure. There is a major unmet demand and need for a performing arts center and creative education facilities in Old Town. Tremendous win-win opportunities exist to connect the site with the most vibrant, cultural destination in the region. Partnerships with the Mid-Michigan Leadership Academy and Willow Elementary School can greatly supplement creative education curriculum for the Lansing School District. The primary impediment to pursuing this use is access due to poor visibility, distance from the cultural hub of Old Town and fair accessibility to regional patrons. Financial feasibility increases greatly through the use of public-private partnerships, large scale civic involvement, and leveraging the resources of Old Town and a highly dedicated performing arts community. A communitywide effort to rebuild the local neighborhood theater is one of the great American stories which could be the next chapter in the rich history of this site. Such an approach, would foster tremendous media attention and spark interest of potential investors and homeowners. Stakeholders ranked this use an average of 4.1 out of 5 for feasibility; tied for the highest of any non-residential use.

Home Finance Assistance (38 points)

Criteria	Location	Access	Infrastructure	Compatibility	Market Support
Score	8.5	6.5	7	8	8

Home finance and improvement assistance uses are planned for and are very well supported by this site. There is a great need for this service in the target area due to the residential nature of the area, age of housing stock, income levels of the residents, high

concentration of single families, and below average spending on home improvement. Visibility and access to main thoroughfares are primary access concerns. Existing buildings can and will be reused to accommodate this function, therefore minimizing infrastructure impacts. Presence of the Lansing Housing Commission and Greater Lansing Housing Coalition within the Comstock Park Neighborhood provides an outstanding opportunity to revitalize the area and serve neighborhood residents. Stakeholders scored this use an average of 3.8 out of 5 for feasibility.

Health and Social Care Assistance (37.5 points)

Criteria	Location	Access	Infrastructure	Compatibility	Market Support
Score	8	8	6	6.5	9

Health and social care is one of highest and best uses for the School for the Blind site. The redevelopment site is in close proximity to other similar developments such as St. Lawrence Hospital and Sparrow medical buildings. Health and social care uses such as physical and occupational therapy, home health care, residential care, services for elderly and disabled person, and family services would greatly strengthen the existing medical cluster while meeting unmet demand. (See Competitive Business Establishment Analysis on pg. 61 for more information on these uses.) In the case that the entire site is designated as a historical land mark, existing “dormitory buildings” on the western portion of the site would be ideal to be retrofitted into a nursing home facility. The high school can also accommodate multiple health services. Small to medium scale office uses will have a moderate impact on traffic and the minor roads in the area. Rezoning will be required but the city would most likely be willing to accommodate for the use. Ingham County maintains a competitive advantage in this sector and the market is growing rapidly on all levels for health and social care, making this use very attractive from an economic and fiscal perspective. Stakeholders scored this use an average of 4.1 out of 5 for feasibility; tied for the highest of any non-residential use.

Professional, Scientific, and Technical Services (33.5 points)

Criteria	Location	Access	Infrastructure	Compatibility	Market Support
Score	6.5	6	6.5	6.5	8

There are several supporting and limiting factors that resulted in lower overall feasibility for professional, scientific and technical services. Location of the site may be attractive for some businesses seeking a secluded campus like setting, but poor for others seeking high visibility such as a downtown office space. Access is fair and supports smaller scale uses. Impacts on infrastructure are expected to be moderate and the library and high school provide excellent opportunities to accommodate such uses. Compatibility supports small scale, residential office uses very well but not new office development seen in suburban locations. Market support is very high for this use and there is a large unmet demand in the region. (See Competitive Business Establishment Analysis on pg.61 for more information on these uses.) Professional, scientific and technical services offer high-paying, high-skills jobs that are vitally important to economic prosperity in the new, knowledge-based economy which is drastically needed in the Lansing Region. To meet this need, it is recommended that live-work and home-occupation uses are developed and low-impact office uses such as research and development be pursued. Stakeholders scored this use an average of 3.7 out of 5 for feasibility.

Grocery Store (25 points)

Criteria	Location	Access	Infrastructure	Compatibility	Market Support
Score	7	4.5	3	4.5	6

Many of the stakeholders are in favor of a grocery store, however a general consensus exists that indicates this use is not feasible on the redevelopment site. There are many convenient stores in the area but not a full service grocery store. The site is not surrounded by major roads and the impacts on infrastructure would be very intense. Access and visibility are very poor for this use and existing buildings could not accommodate this use. While local demand for new grocery store development is high, better locations are available. Stakeholders ranked this use a 2 out of 5 for feasibility; the lowest of any non-residential use. It is recommended that the grocery store in Willow Plaza should be improved and/or a farmers market could be provided on site as a temporary use to meet unmet demand.

Residential Site Assessment Results					
CRITERIA	Single-family Detached	Single Family Attached	Apartments	Subsidized Housing	Live-Work Housing
Location	9	8.5	7	6.5	7
Proximity to supportive amenities	3	3	1.5	1.5	2
Proximity to similar development types	3	2.5	3	2	2.5
Proximity to target market	3	3	2.5	3	2.5
Access	8	9	9	9	7.5
Proximity to supportive transportation networks	3	3	3	3	2.5
Visibility from road network	3	3	3	3	2.5
Accessibility for target market	2	3	3	3	2.5
Infrastructure	3	3	3	4	5.5
Existing buildings accommodate redevelopment function	1	1	1	2	1.5
Impact on existing infrastructure (low impact receives higher score)	1	1	1	1	2
Intensity of physical infrastructure requirements (large impact receives lower score)	1	1	1	1	2
Compatibility	7	7.5	5.5	7	6.5
Use meets existing zoning	3	3	3	3	3
Use is compatible with existing neighborhood land uses.	3	3	1.5	1.5	2.5
Use meets historical function of site or building	1	1.5	1	2.5	1
Market Support	4	6	4	6.5	8.5
Fulfills unmet demand	2	2	2	2.5	3
Growing at local level	1	2	1	2	3
Growing at state level	1	2	1	2	2.5
TOTAL SCORE	31	34	28.5	33	35

8.4 Residential Development

Live-Work Housing (35 points)

Criteria	Location	Access	Infrastructure	Compatibility	Market Support
Score	8.5	9	5.5	6.5	8.5

Live-work housing was found to be the highest and best residential development option. Live-work and home occupancy options are innovative, unique, and accommodates emerging trends in residential living and economic development. This housing type is under supplied in the Lansing Region. Proximity to supportive amenities, existing concentrations of home occupations, and urban location aligns with the target market. Trends in urban living, smaller living spaces, energy efficiency and particularly green building techniques should be pursued. An innovative residential developer should be sought after in the RFP process. It should be emphasized that this residential option greatly increases the feasibility of professional, scientific and technical uses and presents the opportunity to attract residents with higher incomes, educational levels and entrepreneurial capacity. Such an approach to redevelopment provides win-win opportunities to improve local housing, the neighborhood and the economy. Stakeholders scored this use an average of 3.7 out of 5 for feasibility; however all stated the need to provide “unique” housing.

Single Family Attached Housing (34 points)

Criteria	Location	Access	Infrastructure	Compatibility	Market Support
Score	8.5	9	3	7.5	6

Owner-occupied, single family attached housing such as townhouses ranked second in residential redevelopment feasibility. Stakeholders scored this use an average of 4.5 out of 5 for feasibility, the highest of any residential development type. The site is well situated to transition between denser residential development to the east and single family residential on the west. Good site access, proximity to supportive transportation networks, compatibility with surrounding uses and the ability to increase density on site support this residential use. Like all other residential uses, infrastructure impacts are high. Any type of residential development will

impact roads, schools, water and sewer, and other community services. New development will be required and it should be carefully designed to be resembling of the historic character of the site. Unique housing options are necessary to attract new residents in a struggling housing market.

Subsidized Housing (33 points)

Criteria	Location	Access	Infrastructure	Compatibility	Market Support
Score	6.5	9	4	7	6.5

Subsidized Housing is desirable for the site; however neighborhood support will likely be very low. As Chris Stuchell, director of the Lansing Housing Commission states, “the key to affordable housing is creating a quality product that is indistinguishable from market rate options.” Community education will be necessary to garner support for this housing type. There is a demand for this housing type due to the lower incomes in the neighborhood and concentrations of single families in the neighborhood. Providing home ownership opportunities for families of all income levels is important to supporting social equity and a diverse community. Subsidized housing for elderly residents is planned for the site in the Abigail. An excessive amount of affordable housing options exist in the surrounding neighborhood which limit the attractiveness of this use.

Single Family Residential Detached (31 points)

Criteria	Location	Access	Infrastructure	Compatibility	Market Support
Score	9	8	3	7	4

Owner-occupied, detached single family housing is ranked the fourth in residential feasibility primarily because a wealth of similar housing options exists. Stakeholders scored this use 4.3 out of 5 for feasibility. The site has good location factors including proximity to supportive amenities, similar development types and target market. It also has good proximity to supportive transportation networks and visibility from road network. Single family residential development brings a large impact on existing infrastructure and greatly limits future flexibility of the site. This use is compatible with existing neighborhood land uses but it does not meet

historical functions of the site or buildings. The weak housing market severely limits the feasibility of this use.

Apartments (28.5 points)

Criteria	Location	Access	Infrastructure	Compatibility	Market Support
Score	7	9	3	5.5	4

Apartment is ranked the lowest in site feasibility. Existing buildings fairly accommodate redevelopment function, but will bring large impacts on existing infrastructure and intensity of physical infrastructure requirements. There is an excess of rental housing in the neighborhood and residents are highly oppositional to this use.

PART IX: Vision & Recommendations

Vision and Recommendations

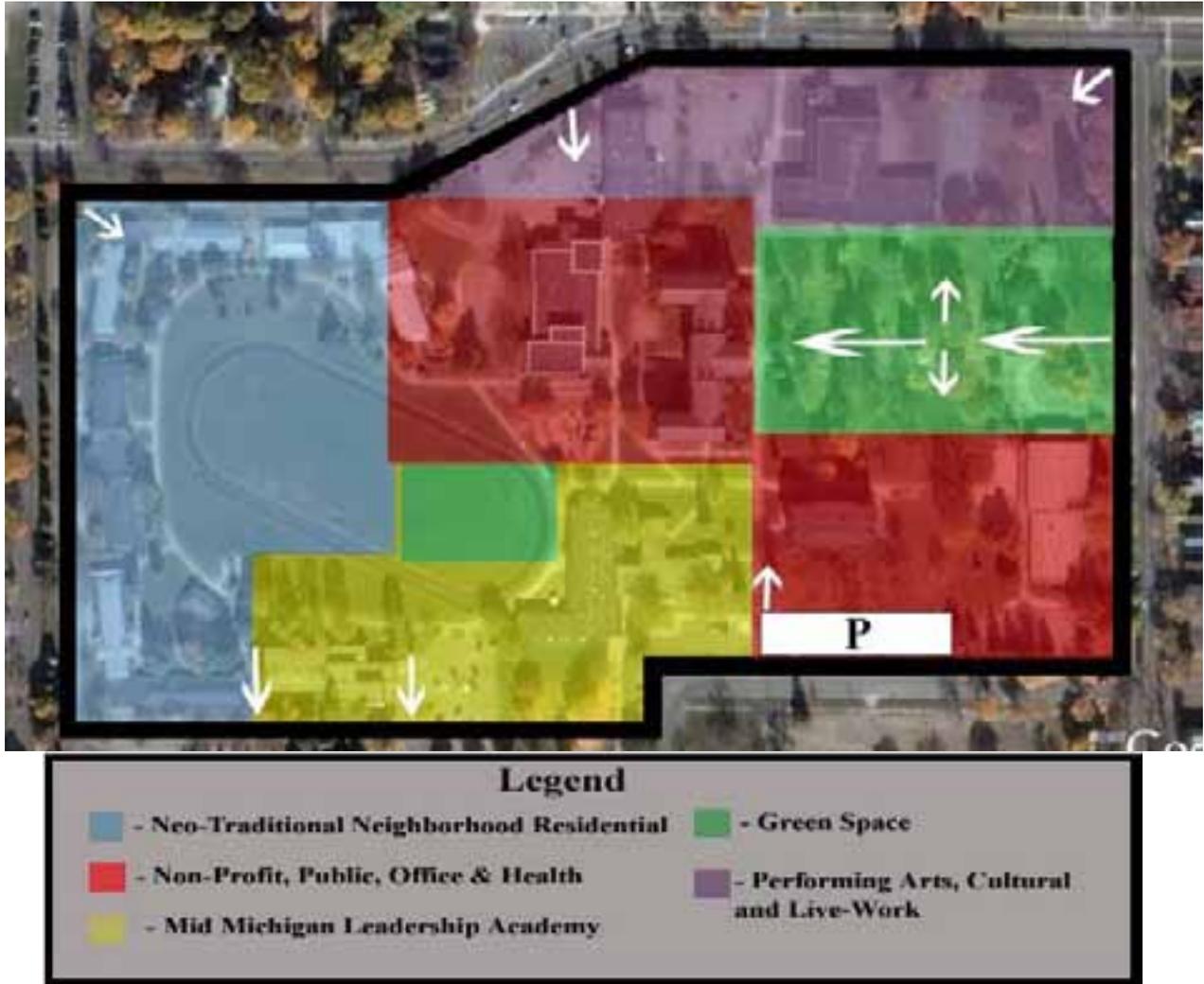
The redevelopment of the School for the Blind site can have a tremendous positive impact on the Comstock Park neighborhood and City of Lansing. The vision, conceptual site plan, action plan and recommendations are provided below as a suggested strategy to guide the future redevelopment of the School for the Blind site.

9.1 Vision

The School for the Blind campus will be transformed into a vibrant center that creates new economic and social opportunities, renews cultural pride and community heritage, and increases livability for the existing and future residents of the Comstock Park Neighborhood.

The suggested recommendations for achieving this vision are organized using and a conceptual site plan and a three phase implementation plan for development.

9.2 Conceptual Site Plan



The above map is a preliminary site plan laying out possible future uses, pedestrian traffic patterns and the basic physical layout of the School for the Blind site. The map is a tool used to visually describe which parts of the site would be best suited for certain uses. Proposed land uses have been broken down into six basic categories.

◆ **Neo-Traditional Neighborhood Residential.**

This category of land use would be primarily residential, offering attached, owner-occupied housing. Buildings would be moderately dense, allow for flexible home occupancy and live-work options and would follow the historic character of the site. This category is represented

by blue on the map, which would replace former residential buildings on the far western portion of the site. Recommendations for implementing these uses are found in Phase Three: New Development

◆ **Non-Profit, Public, Office & Health.**

This category encompasses many potential land uses and would include senior housing, an affordable health care clinic, and medical, commercial and non-profit offices. The Lansing Housing Commission and Greater Lansing Housing Coalition would operate a housing assistance center. Neighborhood organizations would also be encouraged to locate here. This category is represented by the red zones on the map, which encompass the historic Abigail, high school and library. Recommendations for implementing these uses are found in Phase Two: Redevelopment

◆ **Mid-Michigan Leadership Academy (MMLA).**

MMLA already operates on the site and its continued operation is built into the site plan. It is a charter school that enrolls students in grades K-8 and is a great asset to the sites future. This category is represented by the yellow zone on the map and is located on the southern portion of the site. Recommendations for better incorporating and improving this use is found in Phase One: Public Participation and Vision and Phase Two: Redevelopment

◆ **Green Space.**

This is an important category that has been highlighted separately on the site plan because it is one of the site's best attributes. The major preserved green spaces are next to the Mid Michigan Leadership Academy and residential area, to be used by students and residents. The other main green space corridor would be used to serve as an entrance to the site, giving a great view of the Abigail from Pine Street, on the eastern edge of the site. The green space category is shown in green on the map. Recommendations for implementing this use can be found in Phase Two: Redevelopment.

◆ **Performing Arts, Cultural and Live-Work.**

This category is comprised of many different uses, but is designed to highlight the sites unique history and physical nature. The anchor of this part of the site would be the old auditorium building, which would be renovated into a community performing arts center. This community performing arts center could have a theater, small museum and classrooms. Live-work units would be dense, two to three story buildings with historic character, with mixed uses. Live-work units could allow artists and craftsmen to live and work in the same building and teach at the performing arts center. Other live-work options could include small scale neighborhood serving retail and office space. This category is highlighted in purple on the map and is located in the northeastern part of the site. Recommendations for implementing these uses are found in Phase Two: Redevelopment and Phase Three: New Development.

◆ **Parking.**

Areas proposed for additional parking are shown on the map with white squares with the letter P in the middle. There would be access to parking off of Maple Street, to serve the south side of the site, and off of Willow, to serve to the north side of the site. The white arrows on the map represent access points to the site, and traffic patterns on the site.

The site plan is just a tool used to give a visual presentation of our preliminary plan for future redevelopment ideas for the School for the Blind Site. It is designed to be flexible and able to accommodate a wide range of possible uses, while at the same time beginning to give a concrete layout to the site.

9.3 Implementation Plan

The implementation plan establishes a potential process for implementing recommendations and guiding redevelopment based on the conceptual site plan. Each phase of the implementation plan aims to build the foundation for the next phase. The implementation plan is organized into three phases.

◆ Phase One: Public Participation and Visioning

A public vision for revitalizing the School for the Blind Site is needed. Establishing a stakeholder advisory group and conducting professional facilitated public visioning sessions should occur to guide redevelopment. This recommendation aims to educate the public on potential ideas, receive feedback and public buy-in and maximize the benefits of redevelopment for long-term success.

◆ Phase Two: Site Redevelopment

A significant amount of investment has already been made in developing the historic, well-built School for the Blind Campus we know today. Therefore, the focus of initial redevelopment activity should begin with revitalizing what presently exists. Focusing efforts on revitalizing key existing buildings is both economically and socially responsible and is likely to improve the market and certainty for new development.

◆ Phase Three: New Development

New development can take place simultaneously with redevelopment. Major redevelopment successes will likely improve and guide better new development, therefore a strategy should be established. Themes to guide new development should complement the longevity and flexibility of the existing School for the Blind site.

9.4 Recommendations

Phase One Recommendations: Public Participation and Visioning

Recommendation 1.1: Establish a community vision and future alternatives for the School for the Blind site and Comstock Park Neighborhood.

Action Item 1.1A: Establish a stakeholder advisory board to guide the explorations of redevelopment options of the School for the Blind site. This should be the first activity undertaken in the redevelopment process. The following organizations should all be represented:

- ◆ City of Lansing
- ◆ Lansing Housing Commission
- ◆ Ingham County Land Bank Authority
- ◆ Greater Lansing Housing Coalition
- ◆ Mid-Michigan Leadership Academy, Willow Elementary and the Lansing Public School District
- ◆ Neighborhood Associations and other community non-profit groups
- ◆ Old Town Business Association

Action Item 1.1B: Conduct professionally facilitated visioning sessions to involve local residents and stakeholders in the revitalization process. The goals of the visioning sessions are to identify development options that fit the Comstock Park Neighborhood and that might be economically supported at the site. Strategies to maximize public involvement include:

- ◆ Charrette – A visual approach that provides public feedback on what uses should go where, design of new buildings, and preservation of existing assets.
- ◆ Survey – A quantitative or qualitative approach to identify resident needs and gauge support for specific uses and initiatives.
- ◆ In school activities to involve school children in the visioning process

Action Item 1.1C: Document public feedback and incorporate suggestions into the redevelopment decision making process. This practice will help create public ownership in the site and minimize resistance to future development.

Phase Two Recommendations: Site Redevelopment

Recommendation 2.1: Explore revitalizing the existing auditorium to create a neighborhood center for performing arts and creative education (purple zone). Consider pursuing this initiative as the first redevelopment project in order to:

- ◆ Create good press and media coverage
- ◆ Develop strong public-private partnerships
- ◆ Establish a large degree of interest in the site
- ◆ Start redevelopment with a positive and successful project because the building is in excellent working condition and there is a large degree of buy in.

Action Item 2.1A: Pursue diverse public and private partnerships to initiate and lead the auditorium project. Potential partners include but are not limited to:

- ◆ Lansing Civic Players and other local performing art institutions
- ◆ Old Town Business Association and the local artisan community
- ◆ Mid-Michigan Leadership Academy and Lansing Public Schools
- ◆ Local neighborhood organizations
- ◆ Key public officials from the City of Lansing, Ingham County Land Bank, Lansing Housing Commission and Lansing Economic Development Corporation

Action Item 2.1B: Identify resources and incentives to implement the project. Available resources can range from volunteers, equipment, expertise, financial resources, potential performers, educators and so on.

- ◆ Incentives available include Community Development Block Grants, tax abatement, flexible leasing or ownership options, and a vast array of grant opportunities. Strong partnerships greatly increase the possibility of securing grants.

Action Item 2.1C: Devise a plan of action to revitalize the auditorium.

- ◆ Host special “community oriented” events to rebuild the auditorium and attract volunteers, future patrons and press coverage
- ◆ Secure local artists, performers and organizations that will teach classes in one of the seven existing classrooms and host performances in the theater.

- ◆ Consider incorporating famous School of the Blind alum, Stevie Wonder when revitalizing the auditorium to maximize interest in the auditorium and site itself.

Recommendation 2.2: Create a “one stop shop” for community revitalization by establishing a strong presence and partnership between home and neighborhood improvement organizations.

Action Item 2.2A: Secure office space for the Greater Lansing Housing Coalition, Lansing Housing Commission and neighborhood associations at the site to establish a “physical presence” dedicated to revitalization within the Comstock Park Neighborhood and greater Lansing.

- ◆ Locate uses in the red zone. Potential reuse of the high school, Abigail, library or community center located near the northern entrance of the site.
- ◆ Consider “clustering” uses in the same office area to improve coordination, cooperation and convenience.

Action Item 2.2B: Identify financial incentives for affordable ownership or tenancy

- ◆ Use brownfield redevelopment credits for redevelopment and site remediation. Establish partnerships with the Ingham County Land Bank to increase the effectiveness of brownfield redevelopment.
- ◆ Secure tax abatements to improve affordability of ownership if needed.
- ◆ Pursue flexible leasing and loans such as the those supplied through Great Lakes Capital Fund to improve financial security

Action Item 2.2C: Maximize the effectiveness of neighborhood and housing improvement efforts by establishing a partnership between the City of Lansing, Lansing Housing Commission, Greater Lansing Housing Coalition, Ingham County Land Bank Authority, and local neighborhood associations. This recommendation can go beyond redevelopment of the site and should focus on broader efforts in the neighborhood and city.

- ◆ Create a strategy for coordinated planning efforts for the Comstock Park Neighborhood and the Greater Lansing Region.

- ◆ Consider applying for grants for start up funding, program development and implementation in partnership.

Recommendation 2.3: Target economic development efforts towards the growing health care and social assistance industry.

Action Item 2.3A: Match existing buildings and amenities with the needs of specific health uses and resident groups.

- ◆ Options might include things like, using the existing gymnasium building on the southwest part of the site (yellow zone) or the gym within the Abigail (red zone) to pursue physical therapy businesses or programs. These strategies would establish the sharing of resources, greatly reduce the cost of new development and equipment, and could provide an added income stream to MMLA or LHC.
- ◆ Pursue home health care, a nursing home, or other specialized services for the elderly. This is a particularly attractive option if national historic designation requires reuse of existing buildings on the eastern half of the site (yellow zone).
- ◆ Attract family and children social services in coordination with MMLA and the Lansing Public Schools. Examples include after school programs or relocating the county health clinic from Willow Plaza to the site.

Action Item 2.3B: Identify incentive package for development. Incentives include:

- ◆ Brownfield redevelopment tools such as the Obsolete Properties Rehabilitation Act which provides personal property tax relief for all new development within a timeframe determined by the City.
- ◆ Historic preservation tax credits for building rehabilitation.
- ◆ Tax increment financing to capture tax increases from new development that can be reinvested in the site.

Action Item 2.3C: Create a site specific marketing and economic development strategy targeted to the health care and social assistance industry. - OR - Consider developing a site specific strategy as one part of a regional effort to target growth in the health care sector.

Action Item 2.3D: Regardless of which action is pursued in item 2.3C, explore partnerships and associations to support health care investment efforts. This action item goes beyond the site, but could benefit the site directly. Partners may include but are not limited to:

- ◆ City of Lansing Economic Development Corporation
- ◆ Sparrow and St. Lawrence Hospitals and other regional medical institutions
- ◆ Ingham County health and social care services
- ◆ Lansing Economic Area Partnership

Recommendation 2.4: Create a community gathering place by providing new opportunities for social interaction, entertainment, recreation and the arts to capitalize on the culture and history of the site

Action Item 2.4A: Permanently preserve open space and historic buildings through deed restrictions, conservation easements or historic recognition

Action Item 2.4B: Implement sidewalks and trailways that interconnect the neighborhood, site, Comstock Park and adjacent uses.

Action Item 2.4C: Create welcoming entrance ways and signage to the site and the park.

Action Item 2.4D: Minimize the impacts of parking through shared parking, flexible zoning requirements and landscaping.

Action Item 2.4E: Provide for a range of “temporary uses” that introduce people to the School for the Blind Site and Comstock Park. Examples of temporary uses include:

- ◆ Urban gardens - Plant community garden in partnership with Mid-Michigan Leadership Academy, local organizations, and neighborhood residents to support sustainability, unique site amenities, education and civic involvement.
- ◆ Farmers Market - Support healthy lifestyles, combine with urban gardens and introduce regional residents to the site and test feasibility of grocery store or food cooperative.

- ◆ Nights in the Park –Potential uses could be barbeques, potlucks, outdoor movies, and music. Consider letting the advisory board, MMLA or neighborhood associations manage the events.
- ◆ Ice cream shop and lemonade stands – Students at MMLA and Willow Elementary could run the stand in order to incorporate business into education.
- ◆ “Art in the park” - Sell local crafts, local art and some household items.
- ◆ Urban camping - Special night during the summer where neighborhood residents get together to tell fire side stories, roast marshmallows, camp, and play games.

Recommendation 2.5: Enhance the legacy of the “learning environment” at the School for the Blind campus by supporting new and existing educational programs and opportunities for all ages.

Action Item 2.5A: Identify needs of MMLA and local public school system that can be met by proposed uses.

Action Item 2.5B: Target future organizations, companies, residents and employees that place a high value on education and are willing to partner with MMLA and Willow Elementary to participate in innovative learning programs.

Action Item 2.5C: Establish formal partnerships between local schools and new uses located on the site. Examples could include:

- ◆ After school programs for health, recreation, art, and gardening that involve students, parents, and site residents.
- ◆ Creative education and performing arts to provide for long-term supportive use of the auditorium and economic opportunities for artists providing lessons.
- ◆ “Job shadowing” with employees of civic and professional uses on the site.

Phase Three: New Development

Recommendation 3.1: Adopt design guidelines for new development.

By adopting design guidelines that emphasize the form of the building instead of a specific function, a building can accommodate any use and adapt to changing market trends to allow for different uses or types of ownership. The design of existing buildings on the site is the primary characteristic that has allowed for multiple uses for over 100 years. New development should try to achieve this as well. Suggestions for design guidelines include

- ◆ Representing historical design and architectural character in all new development.
- ◆ Create adaptable living and work spaces
- ◆ Seeking moderate density and flexible setbacks
- ◆ Allow for clustering of similar or complementary uses and shared parking
- ◆ Base design guidelines around the target owners (i.e. artists, beginning entrepreneurs, single parent households)

Recommendation 3.2: Identify a potential range of functions and implement the design guidelines to accommodate the desired uses.

Recommended uses include:

- ◆ Mixed use buildings that accommodate small scale commercial or retail on the first floor and residential living on the second and third floor
- ◆ Live-work buildings that resemble residential buildings but can more easily accommodate a neighborhood office or an artists studio etc.
- ◆ Neo-traditional residential buildings that range in type and price, that could accommodate home occupation options.

Action Item 3.2A: Evaluate design and use of development options and rezone if needed.

Action Item 3.2B: Identify incentive package for *new* development. Potential incentives include:

- ◆ Brownfield redevelopment tools for demolition and rehabilitation
- ◆ Neighborhood Enterprise Zone to reduce tax burden.
- ◆ Tax increment financing to capture tax increases from new development that can be reinvested in the site.

Action Item 3.2C: Incorporate green design principles in new development and redevelopment such as:

- ◆ Energy and water efficiency
- ◆ Quality construction that uses local and recycled materials
- ◆ Stormwater runoff control techniques such as porous pavement, rain gardens, and quality landscaping. This is especially important to minimize impacts of parking
- ◆ Incentive to pursue LEED certification

Recommendation 3.3: Consider demolishing obsolete “dormitory buildings” on the western portion of the site.

Recommendation 3.4: Seek a qualified developer through the RFP and RFQ process that can recreate the historic architecture, neo-traditional design in new buildings.

Appendix A: Demographic Profile

Population

Table 2.1 1990 Michigan Population

	Michigan
Urban: 70.5%	
Inside urbanized area	5812473
Outside urbanized area	743369
Rural	2739455
Not defined for this file	0

Table 2.2 2000 Michigan Population

	Michigan
Total	9,938,444
Urban: 75%	7,419,457
Inside urbanized areas	6,578,451
Inside urban clusters	841,006
Rural	2,518,987
Filler	0

Table 2.3 Ingham County Populations and Projection

Ingham County Populations and Projection						
	1980	1990	2000	2010	Number Change 1980-2010	% Change
Ingham County	275,520	281,912	279,320	290,318	14,798	5.4
Delhi Township	17,144	19,190	22,569	25,250	8,106	47.3
East Lansing	51,392	50,677	46,525	52,380	988	1.9
Lansing	130,595	127,321	119,128	123,223	(7,372)	(5.6)
Leslie	2,110	2,180	2,044	2,169	59	2.8
Mason	6,019	6,768	6,714	7,405	1,386	23
Meridian Township	28,754	35,644	39,116	40,751	11,997	41.7
Williamston	2,981	2,922	3,441	2,874	(107)	(3.6)

Source: 2000 US Census Bureau; Tri-County Regional Planning Commission

Table 2.4 Comstock Park Neighborhood Population Change

Comstock Park Neighborhood Population Change				
Comstock Park	1990	2000	Change	% Change
3002	636	596	-40	-6
3003	766	738	-28	-4
3004	636	488	-148	-23
5001	624	508	-116	-19
5002	715	630	-85	-12
5003	731	621	-110	-15
7001	606	946	340	56
7002	453	1086	633	140
7003	1090	740	-350	-32
7004	883			0
Neighborhood	7140	6353	-787	-11

Table 2.5 Northwest Lansing Neighborhood Population Change

Northwest Lansing Neighborhood Population Change				
	1990	2000	Change	% Change
Tract 3	2705	2444	-261	-10
Tract 4	3526	3064	-462	-13
Tract 5	2070	1759	-311	-15
Tract 6	2232	1899	-333	-15
Tract 7	3032	2772	-260	-9
Tract 14	196	45	-151	-77
Tract 15	2583	2162	-421	-16
Tract 16	1273	1156	-117	-9
Tract 19	732	619	-113	-15
Northwest Lansing	18349	15920	-2429	-13

Age

Table 2.6 Ingham County Age Diversity

Age Diversity	Ingham County	County %
0-9	36076	12.9
10-19	44594	16
20-24	36377	13
25-34	40207	14.4
35-44	39795	14.2
45-54	36080	12.9
55-64	19940	7.1

Table 2.7 Age Diversity Projection for the City of Lansing

Age Diversity Projection For The City of Lansing			
Lansing (%)	2000	2006	2011
Total	119,128	118,299	118,888
0-9	16	15.1	14.9
10-19	13.5	14	13.8
20-24	8.8	8.30	9.00
25-34	17.6	16.60	15.10
35-44	15.2	14.30	14.00
45-54	12.4	13.50	13.20
55-64	6.9	9.00	10.80
65-74	5.2	4.60	4.90
75-84	3.5	3.30	3.10
85+	1.1	1.20	1.30
18+	73.2	73.70	74.30

Table 2.8 Northwest Lansing Age Diversity 2000

2000 Northwest Lansing Age Diversity (%)	
0-9	13.35
10-19	12.12
20-24	13.39
25-34	19.44
35-44	15.01
45-54	11.32
55-64	6.53
65-74	5.31
75-84	2.66
85+	0.87

Table 2.9 Northwest Lansing 2000 Median Age

Northwest Lansing 2000 Median Age			
Tract	Male	Female	Both Sexes
Tract 3	29.9	30.5	30.2
Tract 4	31.8	34.2	33
Tract 5	26	30.4	28.5
Tract6	28	28.6	28.3
Tract7	27.7	26.9	27.3
Tract 14	29.8	26	29.2
Tract 15	26.6	30.9	28.6
Tract 16	38.9	42.5	40.7
Tract 19	32.1	34.3	32.7
Northwest Lansing	30.1	31.6	30.9

Table 2.10 Comstock Park 2000 Median Age

Comstock Park 2000 Median Age			
Block Group	Male	Female	Both Sexes
3002	27.1	30.3	28.9
3003	26	25.6	25.9
3004	28.7	29	28.9
5001	25.7	29.5	27.4
5002	26.5	30.3	29.2
5003	26.2	30.8	28.8
7001	29.5	28.4	29
7002	27.3	24.8	25.9
7003	25.9	28.1	26.9
Neighborhood	26.9	28.5	27.9

Race

Table 2.11 2000 White and Non-White Populations

2000	White	Non-White
Comstock Park	55.0%	45.0%
Northwest Lansing	51.3%	48.7%
Lansing	65.3%	34.7%
Ingham County	79.4%	20.6%

Table 2.12 1990 White and Non-White Populations

1990	White	Non-White
Comstock Park	58.5%	35.9%
Northwest Lansing	54.2%	45.8%
Lansing	74.0%	26.0%
Ingham County	84.1%	84.1%

Income

Table 2.13 Northwest Lansing Income 1990

1990 Northwest Lansing Income (\$)		
	Per capita income in 1989	Median family income in 1989
Tract 3	9038	19145
Tract 4	13786	38839
Tract 5	8741	25714
Tract 6	12376	20147
Tract 7	8961	12474
Tract 14	5761	4999
Tract 15	6763	13750
Tract 16	14747	38854
Tract 19	11681	12250
Northwest Lansing (Tracts average)	10206	20686

Table 2.14 Comstock Park Income 1990

1990 Comstock Park Income (\$)		
	Per capita income in 1989	Median family income in 1989
3002	10423	25865
3003	7623	18690
3004	7571	11750
5001	11122	23611
5002	8365	29643
5003	7314	24750
7001	7871	18864
7002	15853	8255
7003	8230	9924
7004	7748	14044
Comstock Park average	9212	18539.6

Table 2.15 Comstock Park Income 2000

2000 Comstock Park Income(\$)		
	Per capita income in 1999	Median family income in 1999
3002	14132	25347
3003	13076	21705
3004	9260	9688
5001	24156	40556
5002	11219	25278
5003	13598	30500
7001	15427	40188
7002	18125	24375
7003	9824	23958
Neighborhood	14313	26843.89

Table 2.16 Northwest Lansing Income 2000

2000 Northwest Lansing Income (\$)		
	Per capita income in 1999	Median family income in 1999
Tract 3	13691	27500
Tract 4	22884	53384
Tract 5	15802	31771
Tract 6	18672	32917
Tract 7	15083	24318
Tract14	21507	0
Tract 15	11655	22083
Tract 16	23875	50000
Tract 19	12521	37708
Northwest Lansing	17298.89	31075.67

Poverty

Table 2.17 Northwest Lansing Poverty Rates 2000

2000 Northwest Lansing Poverty Rates		
Census Tract	% Poverty	% of those in poverty that are <18%
Tract 3	0.28	0.55
Tract 4	0.11	0.41
Tract 5	0.31	0.43
Tract 6	0.27	0.35
Tract 7	0.33	0.39
Tract14	0.18	0
Tract15	0.37	0.41
Trac16	0.17	0.60
Tract 19	0.38	0.29
Northwest Lansing	26.8	38.1

Table 2.18 Comstock Park Poverty Rates 2000

2000 Comstock Park Poverty Rates		
Block Group	% Poverty	% of those in poverty that are <18%
3002	0.21	0.53
3003	0.34	0.56
3004	0.47	0.55
5001	0.08	0.23
5002	0.54	0.49
5003	0.25	0.36
7001	0.25	0.24
7002	0.39	0.49
7003	0.35	0.32
Neighborhood	31.9	42

Table 2.19 Northwest Lansing Poverty Rates 1990

1990 Northwest Lansing Poverty Rates		
Census Tract	% Poverty	% of those in poverty that are <18%
Tract 3	30.7	14.1
Tract 4	15.5	6.7
Tract 5	27.7	13.9
Tract 6	30.2	9.3
Tract 7	44.2	17
Tract14	76.5	0
Tract15	50.7	17.3
Tract 16	23.8	5
Tract19	41.9	7
Northwest Lansing	37.9	11.3

Table 2.20 Comstock Park Poverty Rates 1990

1990 Comstock Park Poverty Rates		
Block Group	% Poverty	% of those in poverty that are <18%
3002	19.1	7.7
3003	36.3	18
3004	44.6	21.8
5001	16.6	3.7
5002	22.9	9.7
5003	39.8	24.7
7001	36.7	19.1
7002	27.4	6.3
7003	43.9	15.5
Neighborhood	35	16.7

Family Type

Table 2.21 Type of Family Own Children under 18 in Northwest Lansing

Type of Family Own Children under 18			
	2000 Northwest Lansing	%	1990-2000 % Change
Total	3672		
In married family	1547	42.13	-40.5
In single family with male householder	403	10.97	128.9
In single family with female householder	1722	46.9	-2.2

Transportation

Table 2.22 Percent in Travel Time to Work in the Neighborhood (by Block Groups) 2000

Percent in Travel Time		
	2000	%
Total	2683	
Less than 5 min	76	2.8
5-14 min	892	33.2
15-29 min	1113	41.5
30-34 min	194	7.2
35-59 min	131	4.8
60 or more min	173	6.4
Worked at home	104	3.9

Table 2.23 Percent in Travel Time to Work in Ingham County 2000

Percent in Travel Time		
	2000	%
Total	139263	
Less than 5 min	5428	3.9
5-14 min	47815	34.3
15-29 min	57202	41.1
30-34 min	9827	7.1
35-59 min	7894	5.7
60 or more min	6934	4.9
Worked at home	4163	2.9

Table 2.24 Percent in Vehicles Available in Each Household in the Neighborhood 2000

Percent in Vehicles Available		
	2000	%
Total	1087	
No vehicle available	93	8.6
1 vehicle available	426	39.2
2 vehicles available	349	32.1
3 vehicles available	194	17.8
4 vehicles available	21	1.9
5 or more vehicles available	4	0.4

Table 2.25 Percent in Vehicles Available in Each Household in Michigan 2000

Percent in Vehicles Available		
	2000	%
Total	2,793,346	
No vehicle available	109,137	3.9
1 vehicle available	772,748	27.7
2 vehicles available	1,296,636	46.4
3 vehicles available	441,502	15.8
4 vehicles available	126,475	4.5
5 or more vehicles available	46,848	1.7

Educational Attainment

Table 2.26 The Percentage change of Educational Attainment Aged 25+ with at least High School Graduate 1990 and 2000

	1990 % Change	2000 % Change
Michigan	76.78	84.13
Ingham County	84.87	88.74
Lansing City	78.31	83.4
NW side of Lansing	71.85	80.2
The Neighborhood	71.21	70.52

Appendix B: Tax Reverted Properties

Michigan Land Bank Parcels – Northwest Lansing			
Parcel Number	Location	City	Zip Code
33-01-01-09-353-101	W. Oakland	Lansing	48906

Ingham County Land Bank Parcels – Northwest Lansing			
Parcel Number	Location	City	Zip Code
33-01-01-08-276-101	Ontario	Lansing	48915
33-01-01-08-331-011	Cawood	Lansing	48915
33-01-01-08-332-101	Comfort	Lansing	48915
33-01-01-08-483-111	Englewood Ct	Lansing	48915
33-01-01-09-183-031	210 W Willow	Lansing	48906
33-01-01-09-326-001	W. Willow Street	Lansing	48906
33-01-01-09-327-111	N. Capitol Ave	Lansing	48906
33-01-01-09-328-141	N. Washington Ave	Lansing	48906
33-01-01-09-329-211	309 W Grand River	Lansing	48906
33-01-01-09-354-082	422 W. Oakland Ave	Lansing	48906
33-01-01-09-382-231	N. Seymour Ave	Lansing	48906
33-01-01-08-201-491	1719 Robertson Ave	Lansing	48915
33-01-01-08-231-061	1044 Queen St	Lansing	48915
33-01-01-08-253-031	1422 Roselawn Ave	Lansing	48915
33-01-01-08-401-251	1135 Westmoreland Ave	Lansing	48915
33-01-01-08-477-103	Princeton Ave	Lansing	48915
33-01-01-09-304-091	W Maple	Lansing	48906
33-01-01-09-306-006	601 W Maple	Lansing	48906
33-01-01-09-306-011	714 Brook St	Lansing	48906
33-01-01-09-351-002	711 Brook St	Lansing	48906
33-01-01-17-231-031	N M L King Jr Blvd	Lansing	48915
33-01-01-17-253-081	W Ionia St	Lansing	48915

Northwest Lansing Sold MLS Listings

#	Photos	MLB #	Status	Area	Title	SEV	SEV * 2	Sold Price	Market Ratio	Street #	Street Name	SgF/A	SgF/B	Rooms	Beds	FB	HB	Yr. Blt.	Zip	Taxes
1	0	169324	S	1	2	32,400	64,800	34,505	1.065	1339	GLENROSE	654	654	4	2	1	0	1925	48915	1460
2	1	167868	S	1	1	42,700	85,400	84,900	1.988	1106	CAWOOD	895	NA	5	3	1	0	1947	48915	0
3	1	167392	S	1	2	36,300	72,600	24,500	0.675	512	PINE	1301	572	6	3	2	0	1906	48933	1050
4	0	167205	S	1	2	34,900	69,800	29,900	0.857	726	STANLEY	709	536	5	1	1	0	1940	48915	1238
5	1	166276	S	1	3	29,300	58,600	14,900	0.509	1535	LANSING	749	696	5	2	1	0	1924	48915	1104
6	1	166161	S	1	2	29,500	59,000	32,000	1.085	1423	ROSELAWN	672	NA	5	2	1	0	1949	48915	1170
7	1	166123	S	5	3	26,800	53,600	10,500	0.392	1308	IONIA	720	480	4	2	1	0	1905	48915	1648
8	1	165929	S	3	2	29,900	59,800	8,900	0.298	813	OAKLAND	748	748	4	2	1	0	1914	48915	1348
9	1	165817	S	1	2	36,600	73,200	22,500	0.615	1325	ROSELAWN	816	NA	5	3	1	0	1958	48915	0
10	1	165459	S	1	3	53,400	106,800	29,900	0.560	623	SEYMOUR	1493	724	8	3	2	0	1906	48933	2440
11	9	165023	S	1	2	64,100	128,200	109,700	1.711	2514	AFTON PLACE	1125	1125	7	3	1	1	1955	48906	0
12	5	164820	S	1	3	36,500	73,000	39,000	1.068	212	BUTLER	1120	560	6	3	1	0	1906	48915	2342
13	1	164552	S	1	2	25,500	51,000	18,350	0.720	811	CAWOOD	696	0	4	2	1	0	1949	48915	1323
14	8	164168	S	1	2	71,300	142,600	104,000	1.459	815	SEYMOUR	2456	0	8	4	3	0	1910	48906	4945
15	1	164025	S	1	2	44,700	89,400	19,900	0.445	723	PINE	1415	688	7	3	1	0	1893	48906	2839
16	5	163655	S	1	2	60,500	121,000	64,900	1.073	422	PINE	1767	792	6	3	1	1	1904	48933	3100
17	1	163613	S	3	2	14,250	28,500	39,500	2.772	325	MOSLEY	1149	774	6	4	1	0	1949	48906	1650
18	8	163468	S	1	1	62,300	124,600	99,900	1.604	509	BUTLER	1352	0	6	3	1	1	2003	48915	0
19	1	163106	S	1	2	27,100	54,200	13,900	0.513	1444	ROOSEVELT	816	0	4	2	1	0	1950	48915	1059
20	2	162930	S	1	1	59,600	119,200	74,900	1.257	2401	GARY	960	960	5	3	1	1	1971	48906	1900
21	1	162914	S	1	2	41,500	83,000	14,900	0.359	1401	CHRISTOPHER	1575	NA	0	0	1	0	1885	48906	2620
22	1	162632	S	1	2	28,500	57,000	19,900	0.698	1725	ROBERTSON	836	0	6	2	1	0	1949	48915	1821
23	1	162553	S	1	2	34,900	69,800	40,000	1.146	1425	ROBERTSON	728	728	4	2	1	0	1953	48915	0
24	2	162577	S	5	3	45,600	91,200	9,900	0.217	731	PRINCETON	1419	520	6	3	2	0	1916	48915	1000
25	1	162385	S	1	2	59,500	119,000	39,900	0.671	2009	GENESEE	1074	867	5	2	1	0	1929	48915	3900
26	1	162318	S	1	1	28,700	57,400	19,000	0.662	1331	COMFORT	660	0	5	2	1	0	1948	48915	2478
27	8	162145	S	1	1	36,800	73,600	55,000	1.495	823	COMFORT	780	520	5	2	1	0	1924	48915	964
28	1	162033	S	1	3	72,800	145,600	64,900	0.891	1805	GENESEE	1443	771	6	3	1	1	1928	48915	3400
29	8	161926	S	1	2	40,400	80,800	65,900	1.631	1519	BASSETT	770	770	5	2	1	0	1941	48915	2232
30	8	161787	S	1	1	68,100	136,200	129,900	1.907	1704	SHIAWASSEE	1444	NA	7	3	1	1	1942	48915	0
31	1	161757	S	3	2	36,500	73,000	29,900	0.819	1012	PINE	1120	0	6	3	1	0	1910	48906	1596
32	1	161735	S	1	1	55,000	110,000	110,000	2.000	923	VERLINDEN	1148	NA	6	2	1	1	1925	48915	1367
33	1	161729	S	1	1	54,400	108,800	74,900	1.377	1309	WILLOW	1342	0	8	4	1	1	1947	48915	1450
34	1	161724	S	1	1	43,500	87,000	69,900	1.607	910	CLEO	783	NA	5	2	1	0	1949	48915	1656
35	1	161599	S	1	3	26,800	53,600	6,900	0.257	1434	ROOSEVELT	715	0	5	2	1	0	1909	48915	496
36	1	161518	S	1	2	45,900	91,800	34,900	0.760	323	MADISON	1428	0	7	3	2	0	1912	48906	2200
37	2	161498	S	3	3	31,400	62,800	18,900	0.602	1225	GLENN	800	800	4	2	1	0	1952	48915	970
38	2	160935	S	3	2	39,900	79,800	34,900	0.875	736	LAPEER	1282	802	7	3	1	0	1890	48915	1021
39	1	180908	S	3	2	34,100	68,200	28,900	0.848	311	GIER	540	NA	4	2	1	0	1929	48906	0
40	1	160614	S	3	1	25,300	50,600	64,900	2.565	1440	OAKLAND	992	581	6	3	1	0	1907	48911	0
41	1	160462	S	3	2	38,700	77,400	39,900	1.031	301	THOMAS	988	904	6	2	1	0	1939	48906	1800
42	1	180515	S	1	2	32,200	64,400	19,900	0.618	816	WESTMORELAND	779	0	5	2	1	0	1928	48915	2200
43	1	180381	S	1	2	39,900	79,800	27,900	0.699	718	LAPEER	1092	494	6	3	1	0	1904	48915	2595
44	4	180010	S	1	2	43,300	86,600	65,900	1.522	616	WALNUT	1288	840	7	2	1	0	1885	48933	1308
45	3	159921	S	3	2	32,200	64,400	39,988	1.242	737	GIER	704	0	4	2	1	0	1974	48906	1810
46	1	159921	S	1	2	49,800	99,600	34,500	0.693	425	BUTLER	1407	819	8	3	2	0	1912	48915	3181
47	6	159862	S	1	1	32,100	64,200	80,000	2.492	1520	KNOLLWOOD AVE.	1116	480	6	3	2	0	1905	48906	1100
48	8	159645	S	1	2	54,800	109,600	74,900	1.367	725	VERLINDEN	960	768	6	3	1	0	1950	48915	1900
49	3	159542	S	3	2	46,300	92,600	49,900	1.078	807	PRINCETON	1614	NA	8	4	2	0	1895	46915	0
50	1	159566	S	1	2	25,400	50,800	29,900	1.177	1616	ROSELAWN	720	NA	4	2	1	0	1947	48915	1200

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51	1	159531	S	1	3	59,000	118,000	54,900	0.931	741	CLEO	1144	572	7	3	1	0	1923	48915	1200
52	8	159415	S	1	2	54,500	109,000	99,900	1.833	110	VERLINDEN	1052	400	6	3	1	1	1952	48915	0
53	1	159343	S	1	2	43,800	87,600	44,900	1.025	914	JENISON	1020	816	7	3	1	0	1916	48915	2000
54	1	159070	S	1	3	32,500	65,000	24,500	0.754	1417	KNOLLWOOD	1095	589	6	3	1	0	1925	48906	0
55	4	158934	S	1	2	85,200	170,400	64,000	0.751	2442	GRAND RIVER N	2052	564	8	4	2	1	1916	48906	2485
56	8	158963	S	3	1	27,800	55,600	74,900	2.694	1901	THOMPSON	1203	1203	7	3	1	0	1916	48910	0
57	8	158581	S	1	1	45,800	91,600	80,000	1.747	1209	WESTMORELAND	964	964	5	3	1	0	1968	48915	2326
58	8	158542	S	1	1	43,900	87,800	79,000	1.800	412	WILLOW	1648	NA	7	4	1	1	0	48906	875
59	5	158566	S	1	1	29,100	58,200	37,000	1.271	1336	ROSELAWN	684	690	4	2	1	0	1952	48915	939
60	7	158301	S	1	1	38,200	76,400	22,900	0.599	319	WILLOW	1224	NA	5	3	1	0	1880	48906	1391
61	8	158289	S	1	1	58,000	116,000	155,000	2.672	1510	MICHIGAN	1310	NA	6	3	1	1	1947	48915	0
62	7	158282	S	1	1	43,200	86,400	99,900	2.313	921	PRINCETON	1168	628	9	3	2	0	1919	48915	2660
63	8	158220	S	1	1	46,300	92,600	79,900	1.726	229	THOMAS	760	760	5	2	1	0	1924	48906	0
64	2	158225	S	1	1	28,300	56,600	79,000	2.792	412	BEAVER	1152	576	7	3	1	0	1928	48906	0
65	5	158052	S	1	1	111,900	223,800	129,900	1.161	1713	OSBORN	2520	NA	9	4	2	0	1915	48915	0
66	8	157946	S	1	1	36,300	72,600	59,900	1.650	1122	WILLOW	1052	NA	6	3	1	0	1940	48915	1000
67	4	157960	S	1	1	57,800	115,600	49,500	0.856	331	SYCAMORE	1798	576	10	4	2	0	1908	48933	4212
68	1	157848	S	1	2	47,500	95,000	44,500	0.937	917	SYCAMORE	1360	NA	7	3	1	0	1905	48906	2200
69	8	157439	S	1	1	46,200	92,400	119,900	2.595	817	DURANT	1192	1005	7	3	1	0	1926	48915	1900
70	8	157445	S	1	1	41,100	82,200	79,900	1.944	1101	PRINCETON	910	NA	5	3	1	0	1950	48915	1197
71	7	157448	S	1	1	25,500	51,000	69,900	2.741	1321	IONIA W	912	0	7	3	1	0	1907	48915	0
72	3	157511	S	1	2	28,800	57,600	19,900	0.691	1733	ROBERTSON	620	620	5	2	1	0	1923	48915	0
73	1	157376	S	1	1	63,300	126,600	83,000	1.311	726	CLEO	1272	656	6	3	1	0	1929	48915	1600
74	8	157353	S	1	1	64,000	128,000	99,900	1.561	1516	OTTAWA	1354	NA	7	3	1	1	1925	48915	2286
75	1	157343	S	1	2	53,300	106,600	59,900	1.124	519	MLK	1610	832	7	3	1	1	1928	48915	1645
76	4	156950	S	1	1	38,800	77,600	29,900	0.771	618	BLUFF	940	NA	6	3	1	0	1896	48906	940
77	5	156676	S	1	2	40,100	80,200	69,900	1.743	1017	HAPEMAN	860	NA	4	2	1	0	1942	48915	1190
78	6	156603	S	1	1	24,500	49,000	50,000	2.041	1933	JOHN	520	520	4	2	1	0	1922	48906	0
79	1	156662	S	1	2	21,500	43,000	37,900	1.763	918	CENTER	924	528	6	3	1	0	1917	48906	850
80	1	156610	S	1	2	26,800	53,600	60,000	2.239	1412	KNOLLWOOD	543	543	4	2	1	0	1913	48906	900
81	2	156565	S	1	2	40,000	80,000	38,000	0.950	925	PRINCETON	1040	NA	6	3	1	0	1917	48915	1026
82	1	156351	S	1	1	41,200	82,400	49,900	1.211	736	WISCONSIN	980	NA	5	2	1	0	1910	48915	965
83	3	156326	S	1	2	42,900	85,800	52,900	1.233	2000	CULVER	945	945	5	2	1	0	1955	48906	0
84	8	155983	S	1	1	55,400	110,800	85,000	1.534	1623	SAGINAW	1323	572	7	3	1	1	1928	48915	1529
85	5	155812	S	1	1	39,450	78,900	79,900	2.025	300	MOSLEY	895	720	5	2	1	0	1957	48906	1477
86	8	155784	S	1	2	46,100	92,200	28,900	0.627	524	PINE	1184	592	7	3	1	0	1905	48933	1500
87	3	155711	S	1	1	70,900	141,800	109,000	1.537	1610	GENESEE	1600	600	8	3	1	1	1922	48915	0
88	8	155881	S	1	2	28,700	57,400	95,000	3.310	1407	IONIA W	1185	NA	7	3	1	0	1885	48915	1381
89	1	155581	S	1	2	31,100	62,200	21,000	0.675	405	EDMORE	704	704	5	2	1	0	1917	48906	0
90	1	155405	S	1	2	26,900	53,800	29,900	1.112	1363	ROOSEVELT	530	NA	5	2	1	0	1923	48915	1058
91		155388	S	1	2	46,000	92,000	34,900	0.759	1307	MICHIGAN	1648	NA	6	3	1	1	1904	48915	1800
92	3	155251	S	1	1	87,500	175,000	154,900	1.770	2025	CUMBERLAND	1575	400	7	3	1	0	1955	48906	0
93	6	155206	S	1	1	31,100	62,200	44,900	1.444	1314	GLENROSE	768	NA	5	2	1	0	1952	48915	935
94	1	155218	S	1	2	52,600	105,200	29,900	0.568	824	CHICAGO	1365	780	8	4	2	0	1910	48915	1249
95	7	155086	S	1	1	47,450	94,900	94,900	2.000	214	MOSLEY	1008	NA	5	3	1	0	1948	48906	1713
96	5	154851	S	3	2	34,000	68,000	68,000	2.000	113	GIER	485	NA	4	1	1	0	1924	48906	1200
97	8	154635	S	1	1	21,400	42,800	69,900	3.266	408	BEAVER	792	528	5	2	1	0	1926	48906	2067
98	1	154642	S	1	2	39,500	79,000	58,000	1.468	2006	HYLAND	754	NA	5	2	1	0	1951	48915	0
99	8	154620	S	1	1	18,100	36,200	61,900	3.420	801	CYPRESS	825	NA	5	2	1	0	1955	48906	1
100	8	154437	S	1	1	36,200	72,400	86,900	2.401	840	CAWOOD	780	0	5	3	1	0	1924	48915	0

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101	8	154287	S	1	1	63,400	126,800	129,900	2.049	616	WESTMORELAND	1323	NA	6	3	1	0	1922	48915	0
102	6	154236	S	1	2	32,200	64,400	43,500	1.351	1511	KNOLLWOOD	960	480	5	2	1	0	1910	48906	0
103	8	154112	S	1	2	36,700	73,400	24,900	0.678	1119	WALNUT	1007	670	6	3	1	0	1904	48906	0
104	8	154058	S	1	1	28,300	56,600	57,900	2.046	1528	GLENROSE	660	NA	4	2	1	0	1947	48915	1098
105	8	153799	S	1	2	51,900	103,800	89,900	1.732	209	DWIGHT	1544	NA	7	4	2	0	1916	48906	2035
106	8	153793	S	1	1	40,900	81,800	89,900	2.198	1715	ROSENEATH	1009	NA	6	2	1	0	1920	48915	874
107	5	153753	S	1	1	31,200	62,400	71,500	2.292	1343	KNOLLWOOD	1000	756	6	3	1	0	1929	48906	1160
108	4	153710	S	1	2	35,300	70,600	39,500	1.119	418	OAKLAND	934	660	6	3	1	0	1925	48906	1817
109	1	153243	S	1	2	32,100	64,200	25,900	0.807	1435	ROOSEVELT	1034	NA	6	3	1	0	1927	48915	0
110	4	153076	S	3	1	32,200	64,400	59,900	1.860	400	PEARL	1044	884	6	2	1	0	1956	48906	1324
111	1	153034	S	1	2	50,000	100,000	24,900	0.498	822	WILLOW	1572	0	7	4	2	0	1905	48906	2829
112	8	152970	S	1	1	67,300	134,600	77,700	1.155	203	NORTH	1762	780	7	3	2	0	1921	48906	1941
113	8	152783	S	1	1	40,200	80,400	86,900	2.162	926	MLK	1198	626	7	3	1	0	1923	48915	862
114	1	152842	S	1	2	33,900	67,800	24,900	0.735	1724	ROSELAWN	925	NA	5	3	1	0	1958	48915	1026
115	1	152649	S	3	1	53,200	106,400	105,000	1.974	423	THOMAS	1190	900	6	3	2	0	1948	48906	2168
116	1	152689	S	1	2	42,400	84,800	48,900	1.153	816	SYCAMORE	1128	708	6	2	1	0	1892	48906	1900
117	5	152601	S	1	2	36,800	73,600	88,000	2.391	1207	PRINCETON	1007	748	7	3	1	0	1929	48915	957
118	3	152413	S	1	2	40,500	81,000	42,500	1.049	810	PRINCETON	1144	NA	6	3	1	1	1916	48915	1124
119	5	152288	S	1	3	32,800	65,600	26,500	0.808	1327	KNOLLWOOD	686	686	4	2	1	0	1926	48906	0
120	1	152240	S	1	2	37,800	75,600	34,900	0.923	907	WESTMORELAND	1152	480	7	4	2	0	1921	48915	1700
121	8	152218	S	1	1	48,400	96,800	109,900	2.271	818	WESTMORELAND	1296	884	7	4	2	0	1937	48915	0
122	8	151850	S	1	1	35,800	71,600	79,900	2.232	1711	ROBERTSON	1114	744	6	3	1	0	1950	48915	1400
123	6	151874	S	1	2	28,700	57,400	59,900	2.087	1407	IONIA	1185	0	7	3	1	0	1885	48915	1381
124	1	151725	S	1	2	48,800	97,600	84,500	1.732	516	GRAND RIVER W	1789	738	9	5	2	0	1889	48906	1300
125	1	151490	S	1	2	46,600	93,200	60,000	1.288	217	BUTLER	1438	598	7	3	2	0	1911	48915	2200
126	8	151342	S	1	1	53,800	107,600	96,900	1.801	217	THOMAS	1239	796	8	3	2	0	1924	48906	0
127	8	151222	S	1	1	85,500	171,000	189,900	2.221	1516	GENESEE	1905	NA	8	4	3	0	1950	48915	3800
128	7	151218	S	1	1	57,800	115,600	99,900	1.728	911	CLEO	924	884	6	2	1	0	1930	48915	1507
129	8	151214	S	1	1	45,300	90,600	84,900	1.874	1423	COMFORT	1358	806	7	4	1	1	1947	48915	0
130	8	151138	S	1	1	61,400	122,800	132,500	2.158	1708	GENESEE	1390	NA	6	3	1	1	1946	48915	0
131	7	151016	S	1	1	63,700	127,400	123,900	1.945	605	CAREY ST	1152	NA	5	2	1	0	1925	48915	0
132	8	150775	S	1	1	43,600	87,200	74,900	1.718	922	LAPEER	1380	860	8	4	2	0	1909	48915	0
133	6	150829	S	1	1	44,900	89,800	74,900	1.668	421	KILBORN	1512	0	8	5	1	1	1890	48906	900
134	2	150786	S	1	2	56,600	113,200	108,000	1.908	1517	SAGINAW	1348	NA	7	3	1	1	1923	48919	0
135	7	150705	S	1	1	51,500	103,000	93,900	1.823	1722	MICHIGAN	792	768	6	2	2	0	1949	48915	2119
136	1	150595	S	1	1	34,900	69,800	82,178	2.355	1443	ROBERTSON	1040	NA	6	2	1	0	1925	48915	1
137	1	150526	S	1	1	58,900	117,800	124,900	2.121	817	VERLINDEN	1266	NA	6	3	2	0	1926	48915	1977
138	1	150537	S	3	1	29,200	58,400	22,900	0.784	733	CAWOOD	600	600	4	2	1	0	1922	48915	1150
139	8	150462	S	1	2	50,900	101,800	74,900	1.472	1716	GENESEE	1080	0	6	3	2	0	1926	48915	1523
140	1	150494	S	1	2	36,900	73,800	22,900	0.621	1401	COMFORT	720	720	4	2	1	0	1918	48915	900
141	1	150472	S	1	2	23,100	46,200	18,400	0.797	1311	MLK	768	0	5	2	1	0	1953	48915	1693
142	1	150419	S	1	3	37,200	74,400	31,900	0.858	233	DOUGLAS	840	NA	6	2	1	0	1926	48906	1
143	3	150257	S	1	1	37,800	75,600	74,900	1.981	1130	JENISON	864	864	5	2	1	0	1939	48915	1655
144	1	150203	S	1	1	38,500	77,000	49,900	1.296	114	KILBORN	990	NA	6	3	1	0	1908	48906	920
145	1	149967	S	1	2	57,200	114,400	49,900	0.872	916	LAPEER	2022	NA	8	4	2	0	1902	48911	2500
146	1	149927	S	1	2	51,000	102,000	96,000	1.882	803	SHIAWASSEE W	1531	NA	7	4	1	1	1880	48915	0
147	3	149819	S	1	1	22,800	45,600	51,500	2.259	1922	POLLY	692	NA	5	3	1	0	1922	48906	750
148	1	149781	S	1	1	51,100	102,200	89,900	1.759	2019	RIVERSIDE	901	901	8	3	1	1	1960	48906	2491
149	1	149741	S	1	1	62,200	124,400	69,900	1.124	422	LAPEER	2108	784	8	3	2	0	1914	48933	2800
150	1	149687	S	1	NA	66,500	133,000	63,000	0.947	1600	MICHIGAN	1077	1077	7	3	1	0	1949	48915	2800

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151	8	149650	S	1	1	30,700	61,400	55,900	1.821	608	BROOK	942	484	6	2	1	0	1884	48906	0
152	7	149498	S	1	2	34,300	68,600	18,000	0.525	1344	CHRISTOPHER	980	692	6	3	1	0	1905	48906	1700
153	1	149382	S	1	2	52,900	105,800	59,900	1.132	134	WILLOW	1541	NA	7	4	1	0	1884	48906	0
154	4	149308	S	1	2	30,700	61,400	15,900	0.518	1732	GLENROSE	480	480	4	2	1	0	1936	48915	650
155	8	149184	S	1	1	60,900	121,800	128,000	2.102	1801	GENESEE DR.	1788	864	9	3	2	0	1922	48915	1726
156	8	149185	S	1	2	29,500	59,000	62,000	2.102	925	HOLTEN	704	704	5	2	1	0	1941	48915	2000
157	8	149118	S	3	1	49,500	99,000	67,900	1.372	1504	KNOLLWOOD	1080	0	5	3	1	0	1991	48915	1900
158	7	149005	S	1	1	42,100	84,200	79,999	1.900	1439	BASSETT	1061	NA	7	3	1	1	1961	48915	1100
159	7	148968	S	1	1	63,900	127,800	126,995	1.987	308	JENISON	1280	0	6	3	1	1	1939	48915	2250
160	1	148895	S	1	2	57,200	114,400	72,900	1.274	1411	SAGINAW	1232	NA	6	3	1	1	1924	48915	0
161	1	148852	S	1	2	32,800	65,600	58,275	1.777	1411	ROSENEATH	748	748	5	2	2	0	1949	48915	0
162	7	148750	S	1	1	75,300	150,600	147,900	1.964	210	WEST	1602	NA	9	4	1	1	1929	48915	0
163	8	148696	S	1	2	31,800	63,600	37,000	1.164	407	OAKLAND	1047	484	7	4	1	0	1908	48906	1200
164	8	148171	S	1	1	34,100	68,200	94,900	2.783	101	DWIGHT	841	841	7	3	2	0	1916	48906	0
165	1	147957	S	1	2	40,600	81,200	95,000	2.340	700	WALNUT	1248	NA	7	4	1	0	1910	48906	700
166	8	147589	S	1	1	33,700	67,400	74,800	2.220	819	HOLTEN	992	NA	5	3	1	0	1939	48915	0
167	1	147522	S	1	1	53,600	107,200	89,900	1.677	820	WALNUT	1700	NA	11	4	2	0	1915	48915	3600
166	8	147447	S	1	1	55,400	110,800	122,500	2.211	749	CLEO	1186	614	6	3	1	1	1924	48915	2339
169	8	147485	S	1	2	61,700	123,400	94,900	1.538	1417	OTTAWA	1332	616	6	3	1	1	1922	48915	2605
170	6	147313	S	1	1	35,700	71,400	94,900	2.658	1521	GLENROSE	923	723	5	3	2	0	1950	48915	960
171	6	147363	S	1	1	55,400	110,800	84,900	1.532	626	WILLOW	1776	NA	7	3	1	1	1886	48906	0
172	1	147143	S	3	2	33,700	67,400	64,900	1.926	208	GIER	704	572	4	2	1	0	1942	48906	1100
173	8	146954	S	1	1	55,100	110,200	139,900	2.539	926	VERLINDEN	1490	NA	6	3	2	0	1928	48915	1715
174	1	146974	S	1	3	33,000	66,000	19,900	0.603	1441	KNOLLWOOD	910	520	6	3	1	0	1916	48906	1035
175	1	146492	S	1	2	83,400	166,800	94,900	1.138	1111	CLEO	1846	NA	9	3	1	1	1937	48915	3444
176	8	146460	S	1	2	56,000	112,000	89,900	1.605	1804	DREXEL	1232	616	6	3	1	1	1920	48915	1400
177	5	146352	S	1	2	41,900	83,800	39,900	0.952	1351	ROSELAWN	750	750	4	2	1	1	1947	48915	1100
178	8	146194	S	1	1	75,450	150,900	149,900	1.987	1411	GENESEE DR.	1497	676	6	3	1	1	1925	48915	1698
179	8	145777	S	1	1	61,800	123,600	137,500	2.225	1532	GENESEE	1516	NA	9	3	1	1	1922	48915	2900
180	1	144903	S	1	2	75,900	151,800	117,000	1.542	2221	CUMBERLAND	1310	1310	6	3	1	1	1949	48906	0
181	8	144686	S	1	1	50,500	101,000	104,900	2.077	726	CALL	1087	725	6	3	2	0	1919	48906	0
182	4	144639	S	3	1	48,300	96,600	109,000	2.257	220	GIER	1371	824	7	3	2	0	1921	48906	1885
183	5	143649	S	1	2	31,000	62,000	49,900	1.610	530	PINE	1001	572	7	3	1	0	1906	48933	724
184	1	143355	S	1	2	40,000	80,000	24,900	0.623	1405	CHESTNUT	1120	1120	8	3	1	0	1915	48906	966
185	3	138232	S	1	1	47,000	94,000	82,900	1.764	719	COMFORT	1183	623	7	3	1	0	1910	48917	948
186	1	137975	S	1	1	35,900	71,800	70,300	1.958	813	JENISON	803	0	5	2	1	0	1918	48912	1



Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
Longitude: -84.561948
Radius: 0.5 miles

Summary Demographics

2007 Population	4,848
2007 Households	1,800
2007 Median Disposable Income	\$25,578
2007 Per Capita Income	\$17,507

Industry Summary

	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink (NAICS 44-45, 722)	\$33,282,857	\$27,280,778	\$6,002,079	9.9	13
Total Retail Trade (NAICS 44-45)	\$28,628,261	\$24,840,527	\$3,787,734	7.1	11
Total Food & Drink (NAICS 722)	\$4,654,596	\$2,440,251	\$2,214,345	31.2	2

Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers (NAICS 441)	\$7,350,228	\$9,150,202	-\$1,799,974	-10.9	1
Automobile Dealers (NAICS 4411)	\$6,382,005	\$9,150,202	-\$2,768,197	-17.8	1
Other Motor Vehicle Dealers (NAICS 4412)	\$347,741	\$0	\$347,741	100.0	0
Auto Parts, Accessories, and Tire Stores (NAICS 4413)	\$620,482	\$0	\$620,482	100.0	0
Furniture & Home Furnishings Stores (NAICS 442)	\$865,407	\$88,750	\$776,657	81.4	0
Furniture Stores (NAICS 4421)	\$545,880	\$88,750	\$457,130	72.0	0
Home Furnishings Stores (NAICS 4422)	\$319,527	\$0	\$319,527	100.0	0
Electronics & Appliance Stores (NAICS 443/NAICS 4431)	\$780,298	\$237,876	\$542,422	53.3	1
Bldg Materials, Garden Equip. & Supply Stores (NAICS 444)	\$846,042	\$3,545,621	-\$2,699,579	-61.5	1
Building Material and Supplies Dealers (NAICS 4441)	\$788,445	\$3,508,975	-\$2,720,530	-63.3	1
Lawn and Garden Equipment and Supplies Stores (NAICS 4442)	\$57,597	\$36,646	\$20,951	22.2	0
Food & Beverage Stores (NAICS 445)	\$7,212,937	\$2,470,127	\$4,742,810	49.0	4
Grocery Stores (NAICS 4451)	\$6,596,823	\$1,964,932	\$4,631,891	54.1	3
Specialty Food Stores (NAICS 4452)	\$293,823	\$113,913	\$179,910	44.1	1
Beer, Wine, and Liquor Stores (NAICS 4453)	\$322,291	\$391,282	-\$68,991	-9.7	0
Health & Personal Care Stores (NAICS 446/NAICS 4461)	\$1,127,861	\$621,516	\$506,345	28.9	0
Gasoline Stations (NAICS 447/4471)	\$3,440,304	\$0	\$3,440,304	100.0	0
Clothing and Clothing Accessories Stores (NAICS 448)	\$1,913,508	\$606,706	\$1,306,802	51.9	1
Clothing Stores (NAICS 4481)	\$1,467,934	\$236,429	\$1,231,505	72.3	1
Shoe Stores (NAICS 4482)	\$315,841	\$370,277	-\$54,436	-7.9	0
Jewelry, Luggage, and Leather Goods Stores (NAICS 4483)	\$129,733	\$0	\$129,733	100.0	0
Sporting Goods, Hobby, Book, and Music Stores (NAICS 451)	\$749,577	\$882,295	-\$132,718	-8.1	1
Sporting Goods/Hobby/Musical Instrument Stores (NAICS 4511)	\$361,122	\$48,706	\$312,416	76.2	0
Book, Periodical, and Music Stores (NAICS 4512)	\$388,455	\$833,589	-\$445,134	-36.4	1

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. ESRI uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector.

Source: ESRI and infoUSA®

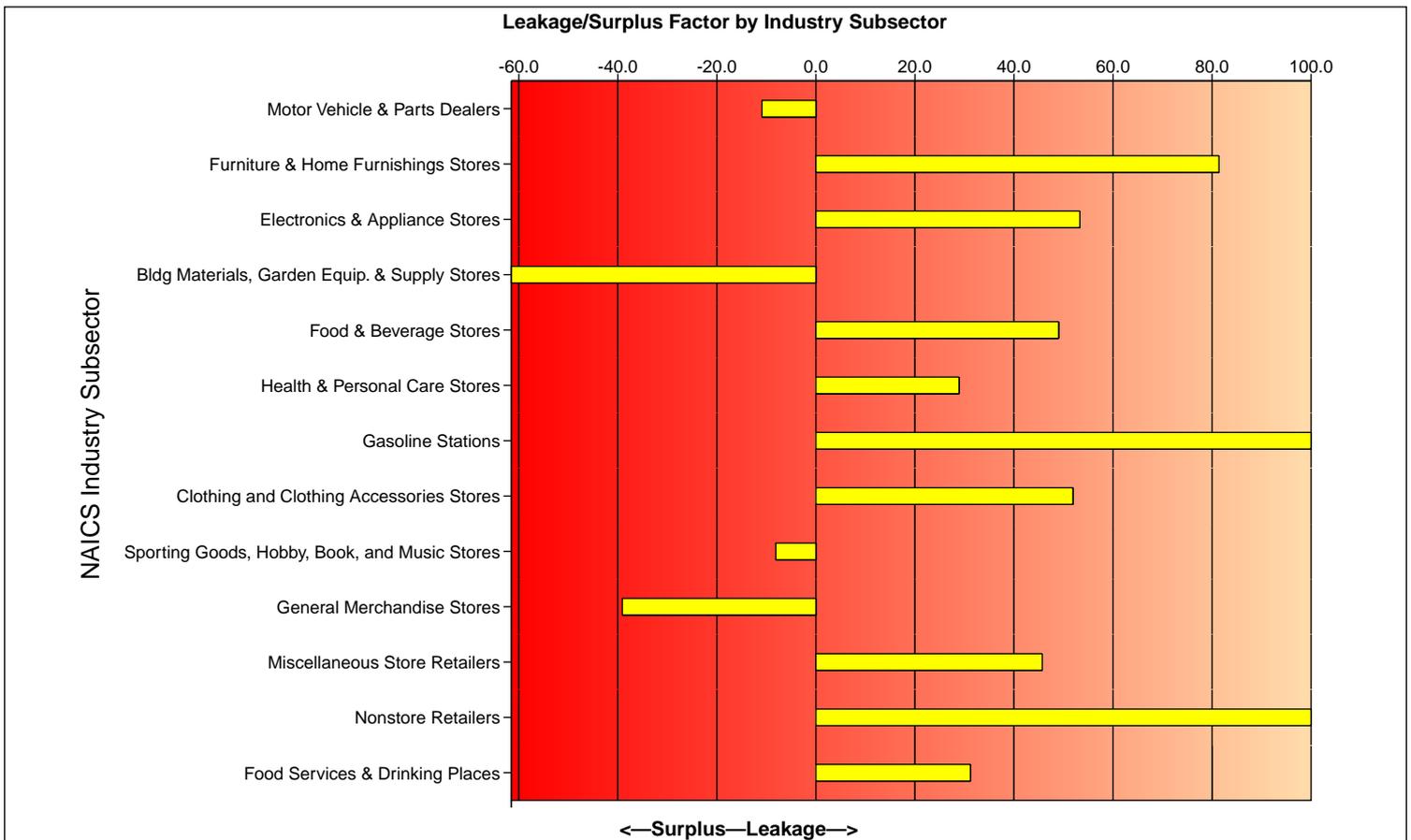


Former Scl for Blind Redev. Site
 715 W Willow St
 Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
 Longitude: -84.561948
 Radius: 0.5 miles

Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
General Merchandise Stores (NAICS 452)	\$3,064,042	\$6,998,571	\$-3,934,529	-39.1	1
Department Stores Excluding Leased Depts.(NAICS 4521)	\$2,474,924	\$82,905	\$2,392,019	93.5	0
Other General Merchandise Stores (NAICS 4529)	\$589,118	\$6,915,666	\$-6,326,548	-84.3	1
Miscellaneous Store Retailers (NAICS 453)	\$641,150	\$238,863	\$402,287	45.7	1
Florists (NAICS 4531)	\$87,662	\$96,822	\$-9,160	-5.0	0
Office Supplies, Stationery, and Gift Stores (NAICS 4532)	\$273,498	\$110,253	\$163,245	42.5	1
Used Merchandise Stores (NAICS 4533)	\$62,110	\$0	\$62,110	100.0	0
Other Miscellaneous Store Retailers (NAICS 4539)	\$217,880	\$31,788	\$186,092	74.5	0
Nonstore Retailers (NAICS 454)	\$636,907	\$0	\$636,907	100.0	0
Electronic Shopping and Mail-Order Houses (NAICS 4541)	\$333,510	\$0	\$333,510	100.0	0
Vending Machine Operators (NAICS 4542)	\$183,421	\$0	\$183,421	100.0	0
Direct Selling Establishments (NAICS 4543)	\$119,976	\$0	\$119,976	100.0	0
Food Services & Drinking Places (NAICS 722)	\$4,654,596	\$2,440,251	\$2,214,345	31.2	2
Full-Service Restaurants (NAICS 7221)	\$2,399,448	\$1,795,777	\$603,671	14.4	0
Limited-Service Eating Places (NAICS 7222)	\$1,763,137	\$369,585	\$1,393,552	65.3	2
Special Food Services (NAICS 7223)	\$175,723	\$79,934	\$95,789	37.5	0
Drinking Places - Alcoholic Beverages (NAICS 7224)	\$316,288	\$194,955	\$121,333	23.7	0



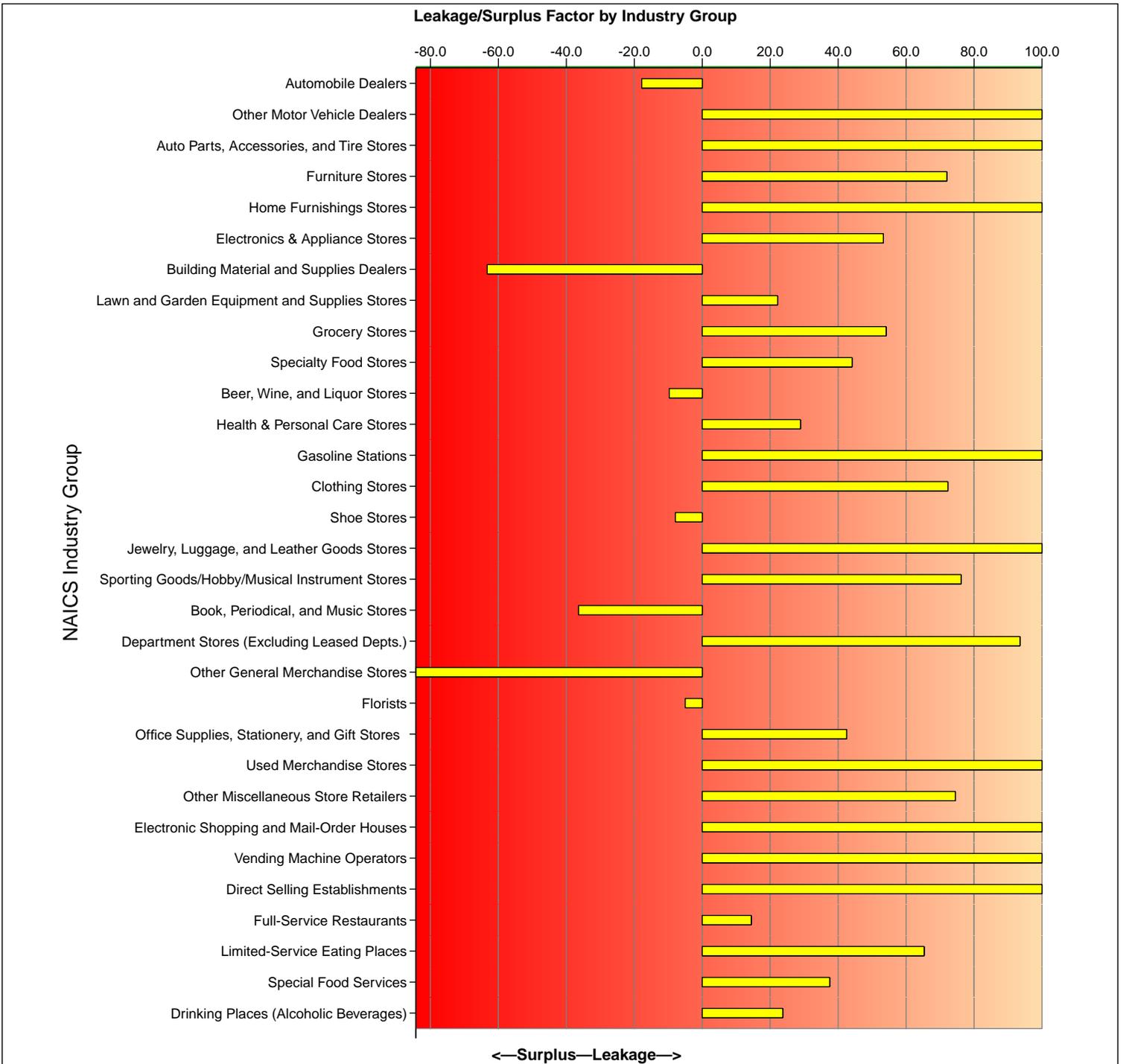
Source: ESRI and infoUSA®



Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Latitude: 42.74881
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Radius: 0.5 miles

Site Type: Radius



Source: ESRI and infoUSA®



Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
Longitude: -84.561948
Radius: 1.0 miles

Summary Demographics

2007 Population	13,692
2007 Households	5,804
2007 Median Disposable Income	\$29,576
2007 Per Capita Income	\$21,189

Industry Summary

	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink (NAICS 44-45, 722)	\$119,299,070	\$127,418,847	\$-8,119,777	-3.3	111
Total Retail Trade (NAICS 44-45)	\$102,751,566	\$111,791,191	\$-9,039,625	-4.2	75
Total Food & Drink (NAICS 722)	\$16,547,504	\$15,627,656	\$919,848	2.9	36

Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers (NAICS 441)	\$26,992,068	\$38,121,531	\$-11,129,463	-17.1	10
Automobile Dealers (NAICS 4411)	\$23,359,605	\$35,815,884	\$-12,456,279	-21.0	8
Other Motor Vehicle Dealers (NAICS 4412)	\$1,369,950	\$1,628,703	\$-258,753	-8.6	1
Auto Parts, Accessories, and Tire Stores (NAICS 4413)	\$2,262,513	\$676,944	\$1,585,569	53.9	1
Furniture & Home Furnishings Stores (NAICS 442)	\$3,186,133	\$1,207,274	\$1,978,859	45.0	3
Furniture Stores (NAICS 4421)	\$2,002,171	\$967,800	\$1,034,371	34.8	3
Home Furnishings Stores (NAICS 4422)	\$1,183,962	\$239,474	\$944,488	66.4	0
Electronics & Appliance Stores (NAICS 443/NAICS 4431)	\$2,829,479	\$1,113,168	\$1,716,311	43.5	3
Bldg Materials, Garden Equip. & Supply Stores (NAICS 444)	\$3,217,294	\$14,386,519	\$-11,169,225	-63.4	8
Building Material and Supplies Dealers (NAICS 4441)	\$3,002,726	\$14,233,217	\$-11,230,491	-65.2	7
Lawn and Garden Equipment and Supplies Stores (NAICS 4442)	\$214,568	\$153,302	\$61,266	16.7	1
Food & Beverage Stores (NAICS 445)	\$25,288,742	\$7,594,905	\$17,693,837	53.8	9
Grocery Stores (NAICS 4451)	\$23,130,457	\$4,636,612	\$18,493,845	66.6	7
Specialty Food Stores (NAICS 4452)	\$1,030,391	\$163,419	\$866,972	72.6	1
Beer, Wine, and Liquor Stores (NAICS 4453)	\$1,127,894	\$2,794,874	\$-1,666,980	-42.5	1
Health & Personal Care Stores (NAICS 446/NAICS 4461)	\$4,050,475	\$6,904,227	\$-2,853,752	-26.1	3
Gasoline Stations (NAICS 447/4471)	\$12,249,074	\$8,774,765	\$3,474,309	16.5	2
Clothing and Clothing Accessories Stores (NAICS 448)	\$6,676,983	\$2,854,417	\$3,822,566	40.1	7
Clothing Stores (NAICS 4481)	\$5,124,230	\$1,540,581	\$3,583,649	53.8	6
Shoe Stores (NAICS 4482)	\$1,074,441	\$1,244,835	\$-170,394	-7.3	1
Jewelry, Luggage, and Leather Goods Stores (NAICS 4483)	\$478,312	\$69,001	\$409,311	74.8	0
Sporting Goods, Hobby, Book, and Music Stores (NAICS 451)	\$2,723,022	\$7,481,632	\$-4,758,610	-46.6	9
Sporting Goods/Hobby/Musical Instrument Stores (NAICS 4511)	\$1,312,743	\$594,273	\$718,470	37.7	4
Book, Periodical, and Music Stores (NAICS 4512)	\$1,410,279	\$6,887,359	\$-5,477,080	-66.0	5

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. ESRI uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector.

Source: ESRI and infoUSA®

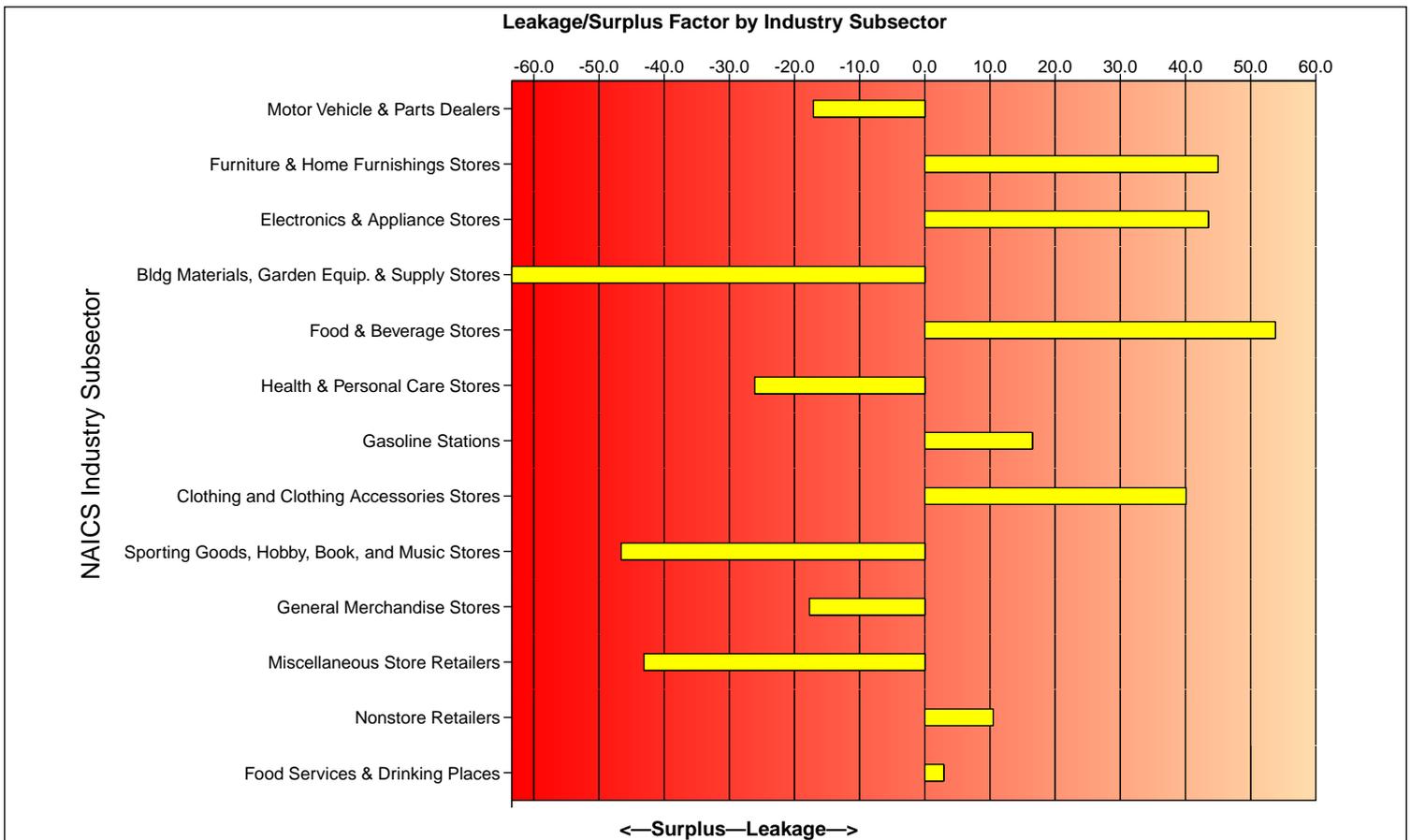


Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
Longitude: -84.561948
Radius: 1.0 miles

Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
General Merchandise Stores (NAICS 452)	\$10,944,523	\$15,643,229	\$-4,698,706	-17.7	3
Department Stores Excluding Leased Depts.(NAICS 4521)	\$8,853,130	\$663,240	\$8,189,890	86.1	1
Other General Merchandise Stores (NAICS 4529)	\$2,091,393	\$14,979,989	\$-12,888,596	-75.5	2
Miscellaneous Store Retailers (NAICS 453)	\$2,339,441	\$5,884,713	\$-3,545,272	-43.1	17
Florists (NAICS 4531)	\$328,839	\$467,972	\$-139,133	-17.5	2
Office Supplies, Stationery, and Gift Stores (NAICS 4532)	\$995,596	\$1,094,010	\$-98,414	-4.7	7
Used Merchandise Stores (NAICS 4533)	\$226,682	\$72,988	\$153,694	51.3	1
Other Miscellaneous Store Retailers (NAICS 4539)	\$788,324	\$4,249,743	\$-3,461,419	-68.7	7
Nonstore Retailers (NAICS 454)	\$2,254,332	\$1,824,811	\$429,521	10.5	1
Electronic Shopping and Mail-Order Houses (NAICS 4541)	\$1,206,139	\$0	\$1,206,139	100.0	0
Vending Machine Operators (NAICS 4542)	\$643,039	\$30,142	\$612,897	91.0	0
Direct Selling Establishments (NAICS 4543)	\$405,154	\$1,794,669	\$-1,389,515	-63.2	1
Food Services & Drinking Places (NAICS 722)	\$16,547,504	\$15,627,656	\$919,848	2.9	36
Full-Service Restaurants (NAICS 7221)	\$8,525,977	\$6,503,277	\$2,022,700	13.5	1
Limited-Service Eating Places (NAICS 7222)	\$6,255,715	\$7,168,017	\$-912,302	-6.8	29
Special Food Services (NAICS 7223)	\$623,528	\$484,046	\$139,482	12.6	1
Drinking Places - Alcoholic Beverages (NAICS 7224)	\$1,142,284	\$1,472,316	\$-330,032	-12.6	5



Source: ESRI and infoUSA®

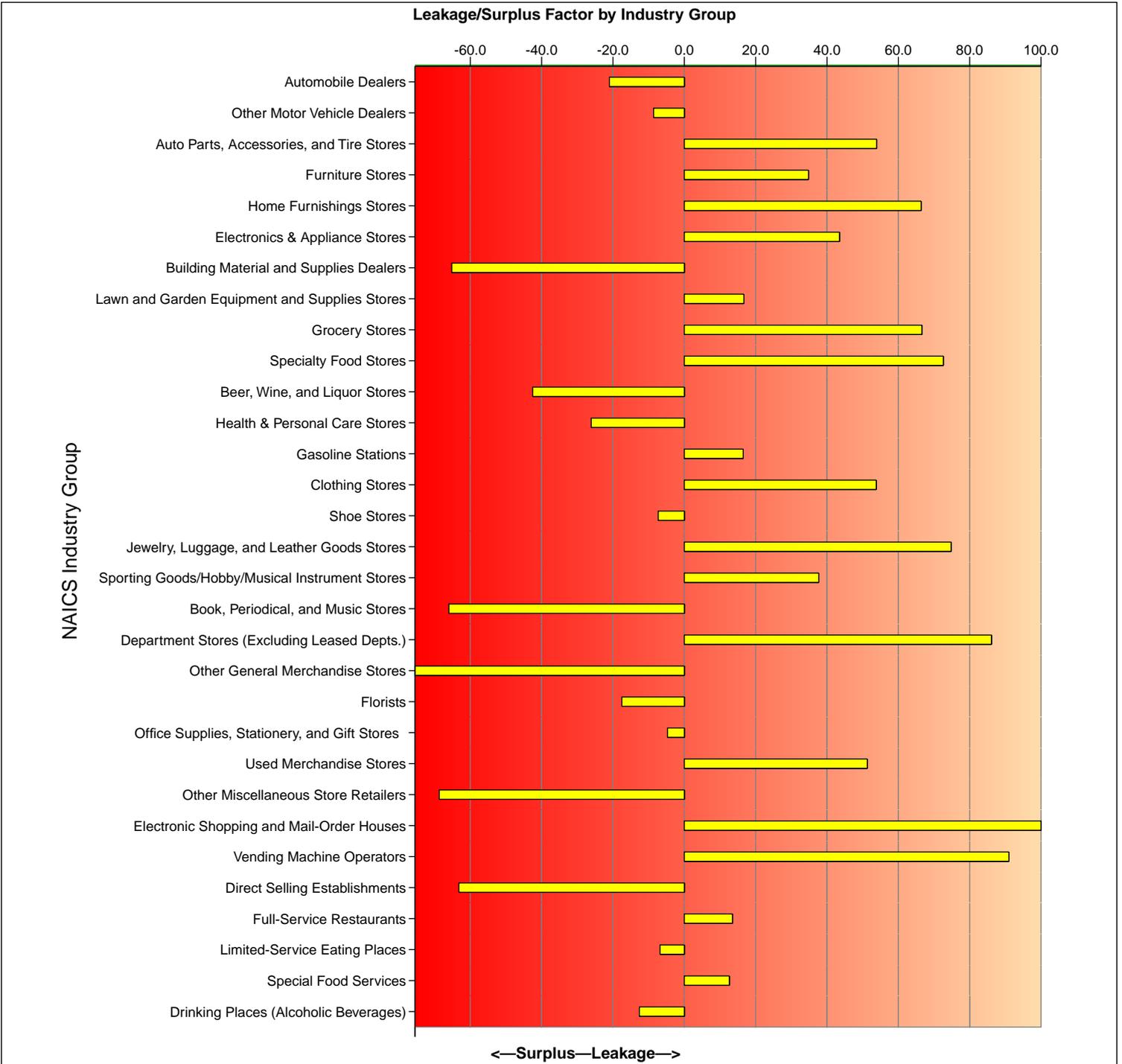


Former Scl for Blind Redev. Site
 715 W Willow St
 Lansing, MI 48906

Latitude: 42.74881
 Longitude: -84.561948
 Radius: 1.0 miles

Site Type: Radius

Leakage/Surplus Factor by Industry Group



Source: ESRI and infoUSA®



Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
Longitude: -84.561948
Radius: 2.0 miles

Summary Demographics

2007 Population	39,477
2007 Households	16,493
2007 Median Disposable Income	\$31,339
2007 Per Capita Income	\$21,626

Industry Summary

	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink (NAICS 44-45, 722)	\$343,078,150	\$469,537,908	\$-126,459,758	-15.6	386
Total Retail Trade (NAICS 44-45)	\$295,955,919	\$412,728,816	\$-116,772,897	-16.5	264
Total Food & Drink (NAICS 722)	\$47,122,231	\$56,809,092	\$-9,686,861	-9.3	122

Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers (NAICS 441)	\$77,824,573	\$70,891,515	\$6,933,058	4.7	35
Automobile Dealers (NAICS 4411)	\$67,185,748	\$51,705,207	\$15,480,541	13.0	16
Other Motor Vehicle Dealers (NAICS 4412)	\$4,227,603	\$9,168,656	\$-4,941,053	-36.9	6
Auto Parts, Accessories, and Tire Stores (NAICS 4413)	\$6,411,222	\$10,017,652	\$-3,606,430	-22.0	13
Furniture & Home Furnishings Stores (NAICS 442)	\$9,330,256	\$13,155,007	\$-3,824,751	-17.0	13
Furniture Stores (NAICS 4421)	\$5,815,866	\$2,645,602	\$3,170,264	37.5	4
Home Furnishings Stores (NAICS 4422)	\$3,514,390	\$10,509,405	\$-6,995,015	-49.9	9
Electronics & Appliance Stores (NAICS 443/NAICS 4431)	\$8,074,049	\$4,749,343	\$3,324,706	25.9	12
Bldg Materials, Garden Equip. & Supply Stores (NAICS 444)	\$9,987,370	\$30,412,784	\$-20,425,414	-50.6	28
Building Material and Supplies Dealers (NAICS 4441)	\$9,296,220	\$28,946,942	\$-19,650,722	-51.4	22
Lawn and Garden Equipment and Supplies Stores (NAICS 4442)	\$691,150	\$1,465,842	\$-774,692	-35.9	6
Food & Beverage Stores (NAICS 445)	\$71,425,964	\$85,038,894	\$-13,612,930	-8.7	39
Grocery Stores (NAICS 4451)	\$65,222,983	\$75,374,915	\$-10,151,932	-7.2	25
Specialty Food Stores (NAICS 4452)	\$2,994,394	\$2,905,973	\$88,421	1.5	8
Beer, Wine, and Liquor Stores (NAICS 4453)	\$3,208,587	\$6,758,006	\$-3,549,419	-35.6	6
Health & Personal Care Stores (NAICS 446/NAICS 4461)	\$11,825,836	\$31,137,161	\$-19,311,325	-44.9	17
Gasoline Stations (NAICS 447/4471)	\$35,241,913	\$30,282,500	\$4,959,413	7.6	11
Clothing and Clothing Accessories Stores (NAICS 448)	\$18,589,080	\$10,866,799	\$7,722,281	26.2	21
Clothing Stores (NAICS 4481)	\$14,320,229	\$7,403,208	\$6,917,021	31.8	15
Shoe Stores (NAICS 4482)	\$2,892,271	\$1,586,900	\$1,305,371	29.1	2
Jewelry, Luggage, and Leather Goods Stores (NAICS 4483)	\$1,376,580	\$1,876,691	\$-500,111	-15.4	4
Sporting Goods, Hobby, Book, and Music Stores (NAICS 451)	\$7,461,274	\$13,994,546	\$-6,533,272	-30.4	19
Sporting Goods/Hobby/Musical Instrument Stores (NAICS 4511)	\$3,709,633	\$2,859,811	\$849,822	12.9	10
Book, Periodical, and Music Stores (NAICS 4512)	\$3,751,641	\$11,134,735	\$-7,383,094	-49.6	9

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. ESRI uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector.

Source: ESRI and infoUSA®

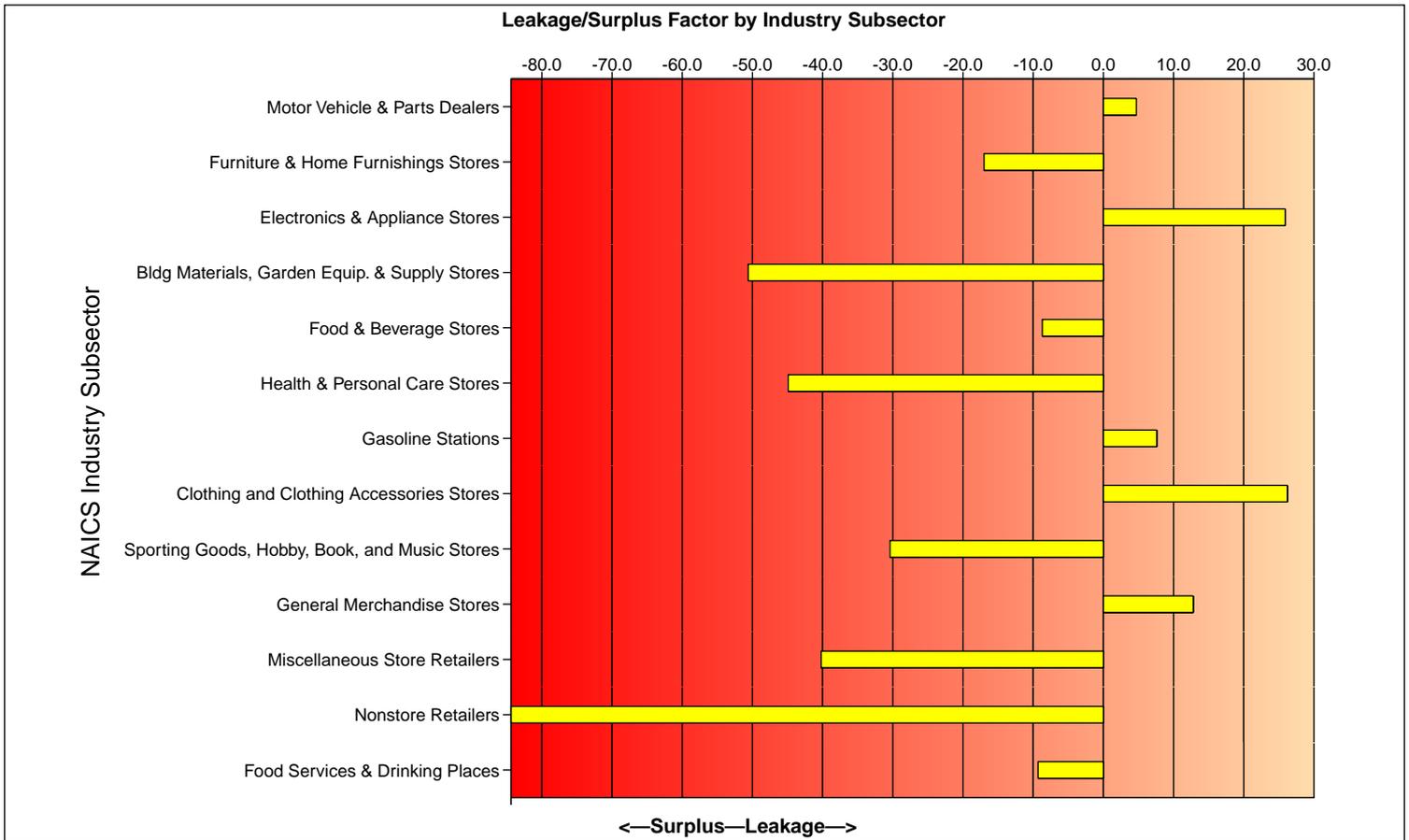


Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
Longitude: -84.561948
Radius: 2.0 miles

Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
General Merchandise Stores (NAICS 452)	\$32,497,135	\$25,116,184	\$7,380,951	12.8	9
Department Stores Excluding Leased Depts.(NAICS 4521)	\$25,699,201	\$2,798,469	\$22,900,732	80.4	5
Other General Merchandise Stores (NAICS 4529)	\$6,797,934	\$22,317,715	\$-15,519,781	-53.3	4
Miscellaneous Store Retailers (NAICS 453)	\$6,822,918	\$15,999,752	\$-9,176,834	-40.2	53
Florists (NAICS 4531)	\$997,909	\$2,031,413	\$-1,033,504	-34.1	9
Office Supplies, Stationery, and Gift Stores (NAICS 4532)	\$2,838,647	\$4,492,483	\$-1,653,836	-22.6	18
Used Merchandise Stores (NAICS 4533)	\$646,934	\$812,700	\$-165,766	-11.4	9
Other Miscellaneous Store Retailers (NAICS 4539)	\$2,339,428	\$8,663,156	\$-6,323,728	-57.5	17
Nonstore Retailers (NAICS 454)	\$6,875,551	\$81,084,331	\$-74,208,780	-84.4	7
Electronic Shopping and Mail-Order Houses (NAICS 4541)	\$3,592,055	\$36,601,311	\$-33,009,256	-82.1	2
Vending Machine Operators (NAICS 4542)	\$1,938,862	\$3,928,539	\$-1,989,677	-33.9	3
Direct Selling Establishments (NAICS 4543)	\$1,344,634	\$40,554,481	\$-39,209,847	-93.6	2
Food Services & Drinking Places (NAICS 722)	\$47,122,231	\$56,809,092	\$-9,686,861	-9.3	122
Full-Service Restaurants (NAICS 7221)	\$23,770,178	\$27,244,497	\$-3,474,319	-6.8	5
Limited-Service Eating Places (NAICS 7222)	\$17,928,117	\$18,344,040	\$-415,923	-1.1	89
Special Food Services (NAICS 7223)	\$2,073,486	\$3,384,990	\$-1,311,504	-24.0	8
Drinking Places - Alcoholic Beverages (NAICS 7224)	\$3,350,450	\$7,835,565	\$-4,485,115	-40.1	20



Source: ESRI and infoUSA®

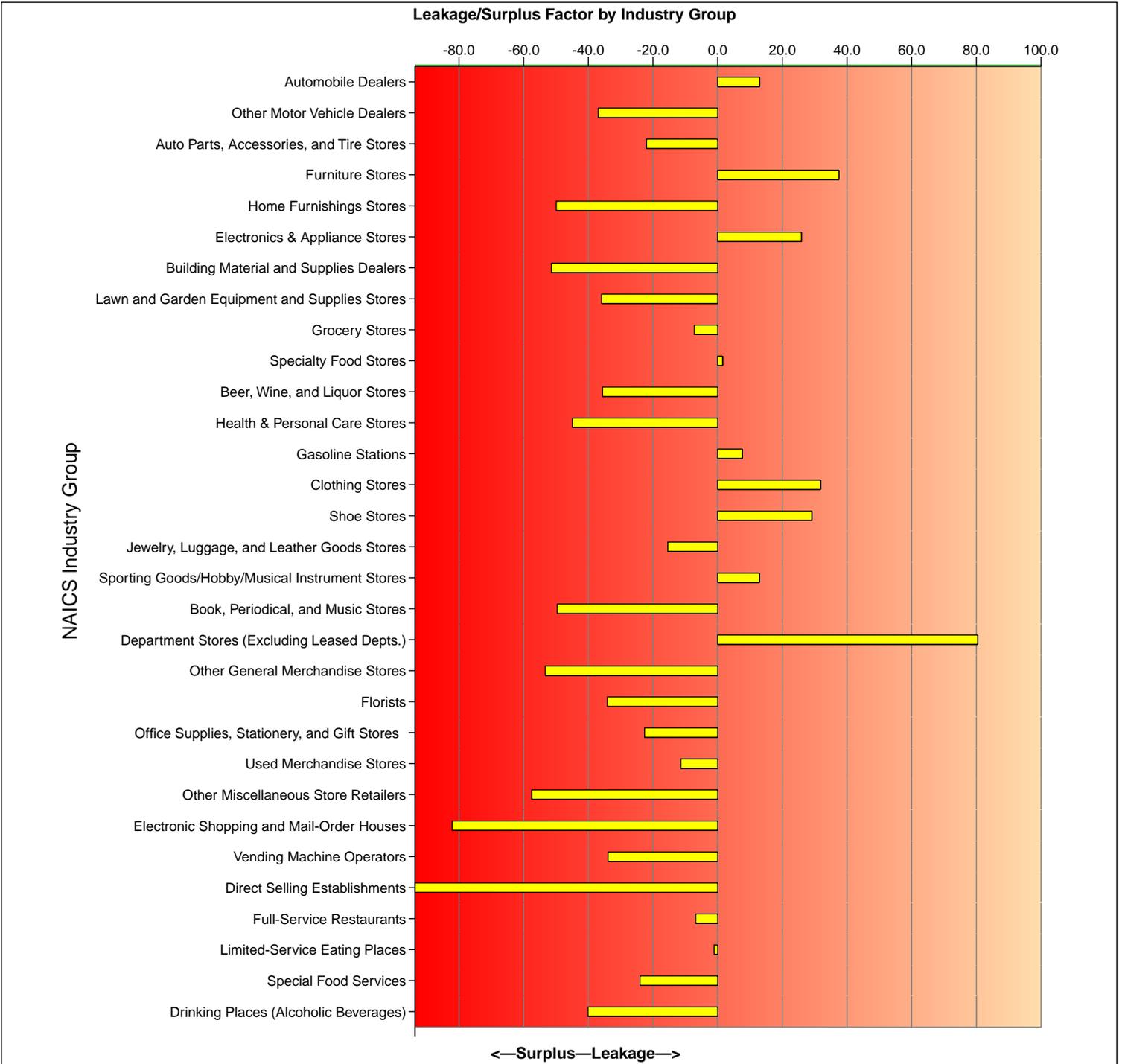


Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Latitude: 42.74881
Longitude: -84.561948
Radius: 2.0 miles

Site Type: Radius

Leakage/Surplus Factor by Industry Group



Source: ESRI and infoUSA®



Retail Goods and Services Expenditures

715 Willow

Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
Longitude: -84.561948
Radius: 0.5 miles

Top Tapestry Segments:

City Dimensions	51.9%
Metro City Edge	18.7%
Inner City Tenants	10.6%
Home Town	10.4%
College Towns	8.4%

Demographic Summary

	2007	2012
Population	4,848	4,792
Households	1,800	1,791
Families	1,010	972
Median Age	28.8	29.5
Median Household Income	\$30,941	\$35,782

	Spending Potential Index	Average Amount Spent	Total
Apparel and Services	61	\$1,686.88	\$3,036,376
Men's	61	\$304.13	\$547,432
Women's	59	\$567.77	\$1,021,993
Children's	65	\$285.02	\$513,042
Footwear	57	\$291.52	\$524,729
Watches & Jewelry	60	\$119.56	\$215,201
Apparel Products and Services ¹	80	\$118.88	\$213,979
Computer			
Computers and Hardware for Home Use	65	\$142.80	\$257,033
Software and Accessories for Home Use	64	\$19.26	\$34,670
Entertainment & Recreation	60	\$2,045.35	\$3,681,625
Fees and Admissions	60	\$364.36	\$655,840
Membership Fees for Clubs ²	57	\$90.01	\$162,020
Fees for Participant Sports, excl. Trips	57	\$64.66	\$116,390
Admission to Movie/Theatre/Opera/Ballet	67	\$100.39	\$180,708
Admission to Sporting Events, excl. Trips	63	\$36.07	\$64,920
Fees for Recreational Lessons	56	\$73.22	\$131,802
TV/Video/Sound Equipment	68	\$785.32	\$1,413,574
Community Antenna or Cable Television	67	\$448.86	\$807,953
Color Televisions	65	\$90.13	\$162,229
VCRs, Video Cameras, and DVD Players	65	\$25.25	\$45,445
Video Cassettes and DVDs	70	\$42.64	\$76,754
Video Game Hardware and Software	72	\$23.69	\$42,645
Satellite Dishes	51	\$0.78	\$1,397
Rental of Video Cassettes and DVDs	73	\$43.78	\$78,795
Sound Equipment ³	67	\$105.85	\$190,534
Rental and Repair of TV/Sound Equipment	75	\$4.35	\$7,822
Pets	56	\$245.92	\$442,659
Toys and Games	66	\$119.63	\$215,340
Recreational Vehicles and Fees ⁴	43	\$195.83	\$352,490
Sports/Recreation/Exercise Equipment ⁵	51	\$116.63	\$209,934
Photo Equipment and Supplies ⁶	63	\$85.90	\$154,626
Reading ⁷	62	\$131.76	\$237,162
Food	66	\$5,587.95	\$10,058,317
Food at Home	66	\$3,325.22	\$5,985,388
Bakery and Cereal Products	66	\$479.29	\$862,720
Meat, Poultry, Fish, and Eggs	66	\$873.93	\$1,573,076
Dairy Products	65	\$359.97	\$647,948
Fruit and Vegetables	66	\$578.03	\$1,040,449
Snacks and Other Food at Home ⁸	66	\$1,034.00	\$1,861,195
Food Away from Home	67	\$2,262.74	\$4,072,929
Alcoholic Beverages	72	\$442.06	\$795,709
Nonalcoholic Beverages at Home	66	\$288.78	\$519,799



Retail Goods and Services Expenditures

715 Willow

Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
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Radius: 0.5 miles

	Spending Potential Index	Average Amount Spent	Total
Financial			
Investments	56	\$841.38	\$1,514,488
Vehicle Loans	60	\$3,699.52	\$6,659,132
Health			
Nonprescription Drugs	64	\$78.46	\$141,229
Prescription Drugs	58	\$338.12	\$608,620
Eyeglasses and Contact Lenses	60	\$49.53	\$89,152
Home			
Mortgage Payment and Basics ⁹	49	\$4,281.78	\$7,707,202
Maintenance and Remodeling Services	47	\$923.07	\$1,661,523
Maintenance and Remodeling Materials ¹⁰	46	\$171.92	\$309,453
Utilities, Fuel, and Public Services	65	\$2,852.67	\$5,134,808
Household Furnishings and Equipment			
Household Textiles ¹¹	60	\$83.91	\$151,029
Furniture	61	\$388.93	\$700,067
Floor Coverings	51	\$45.73	\$82,321
Major Appliances ¹²	55	\$160.83	\$289,495
Housewares ¹³	58	\$61.30	\$110,341
Small Appliances	62	\$22.82	\$41,081
Luggage	64	\$6.64	\$11,954
Telephones and Accessories	54	\$25.68	\$46,220
Household Operations			
Child Care	67	\$280.75	\$505,356
Lawn and Garden ¹⁴	50	\$222.42	\$400,364
Moving/Storage/Freight Express	66	\$35.20	\$63,362
Housekeeping Supplies ¹⁵	63	\$486.59	\$875,866
Insurance			
Owners and Renters Insurance	52	\$248.64	\$447,546
Vehicle Insurance	63	\$919.11	\$1,654,390
Life/Other Insurance	55	\$348.69	\$627,636
Health Insurance	59	\$1,160.00	\$2,087,993
Personal Care Products ¹⁶	67	\$317.30	\$571,142
School Books and Supplies ¹⁷	86	\$103.67	\$186,599
Smoking Products	76	\$367.69	\$661,842
Transportation			
Vehicle Purchases (Net Outlay) ¹⁸	60	\$3,442.74	\$6,196,928
Gasoline and Motor Oil	63	\$1,283.30	\$2,309,933
Vehicle Maintenance and Repairs	61	\$651.99	\$1,173,587
Travel			
Airline Fares	60	\$245.56	\$442,003
Lodging on Trips	55	\$225.98	\$406,761
Auto/Truck/Van Rental on Trips	58	\$25.11	\$45,201
Food and Drink on Trips	58	\$274.77	\$494,591

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.

Source: Expenditure data are derived from the 2002, 2003 and 2004 Consumer Expenditure Surveys, Bureau of Labor Statistics. ESRI forecasts for 2007 and 2012.



Retail Goods and Services Expenditures

715 Willow

Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
Longitude: -84.561948
Radius: 0.5 miles

¹**Apparel Products and Services** includes material for making clothes, sewing patterns and notions, shoe repair and other shoe services, apparel laundry and dry cleaning, alteration, repair and tailoring of apparel, clothing rental and storage, and watch and jewelry repair.

²**Membership Fees for Clubs** includes membership fees for social, recreational, and civic clubs.

³**Sound Equipment** includes sound components and systems, CDs, tapes, records, needles, tape recorders, radios, musical instruments and accessories, and rental and repair of musical instruments.

⁴**Recreational Vehicles & Fees** includes docking and landing fees for boats and planes, purchase and rental of RVs or boats, and camp fees.

⁵**Sports/Recreation/Exercise Equipment** includes exercise equipment and gear, game tables, bicycles, camping equipment, hunting and fishing equipment, winter sports equipment, water sports equipment, other sports equipment, and rental/repair of sports/recreation/exercise equipment.

⁶**Photo Equipment and Supplies** includes film, film processing, photographic equipment, rental and repair of photo equipment, and photographer fees.

⁷**Reading** includes newspapers, newspaper subscriptions, magazines, magazine subscriptions, and books.

⁸**Snacks and Other Food at Home** includes candy, chewing gum, sugar, artificial sweeteners, jam, jelly, preserves, margarine, fat, oil, salad dressing, nondairy cream and milk, peanut butter, frozen prepared food, potato chips, nuts, salt, spices, seasonings, olives, pickles, relishes, sauces, gravy, other condiments, soup, prepared salad, prepared dessert, baby food, miscellaneous prepared food, and nonalcoholic beverages.

⁹**Mortgage Payment and Basics** includes mortgage interest, mortgage principal, property taxes, homeowners insurance, and ground rent.

¹⁰**Maintenance and Remodeling Materials** includes supplies/tools/equipment for painting and wallpapering, plumbing supplies and equipment, electrical/heating/AC supplies, materials for hard surface flooring, materials for roofing/gutters, materials for plaster/panel/siding, materials for patio/fence/brick work, landscaping materials, insulation materials, and materials to finish a basement, for owned homes.

¹¹**Household Textiles** includes bathroom linens, bedroom linens, kitchen linens, dining room linens, other linens, curtains, draperies, slipcovers, decorative pillows, and materials for slipcovers and curtains.

¹²**Major Appliances** includes dishwashers, disposals, refrigerators, freezers, washers, dryers, stoves, ovens, microwaves, window air conditioners, electric floor cleaning equipment, sewing machines, and miscellaneous appliances.

¹³**Housewares** includes plastic dinnerware, china, flatware, glassware, serving pieces, nonelectric cookware, and tableware.

¹⁴**Lawn and Garden** includes lawn and garden supplies, equipment and care service, indoor plants, fresh flowers, and repair/rental of lawn and garden equipment.

¹⁵**Housekeeping Supplies** includes soaps and laundry detergents, cleaning products, toilet tissue, paper towels, napkins, paper/plastic/foil products, stationery, giftwrapping supplies, postage, and delivery services.

¹⁶**Personal Care Products** includes hair care products, nonelectric articles for hair, wigs, hairpieces, oral hygiene products, shaving needs, perfume, cosmetics, skincare, bath products, nail products, deodorant, feminine hygiene products, and personal care appliances.

¹⁷**School Books and Supplies** includes books and supplies for college, elementary school, high school, and preschool.

¹⁸**Vehicle Purchases (Net Outlay)** includes net outlay for new and used cars, trucks, vans, motorcycles, and motor scooters.



Retail Goods and Services Expenditures

715 Willow

Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
Longitude: -84.561948
Radius: 1.0 miles

Top Tapestry Segments:

City Dimensions	23.0%
College Towns	16.4%
Rustbelt Traditions	16.2%
Inner City Tenants	13.1%
Metro City Edge	10.4%

Demographic Summary

	2007	2012
Population	13,692	13,533
Households	5,804	5,777
Families	2,924	2,804
Median Age	30.8	31.6
Median Household Income	\$37,769	\$43,426

	Spending Potential Index	Average Amount Spent	Total
Apparel and Services	67	\$1,837.55	\$10,665,153
Men's	67	\$334.18	\$1,939,582
Women's	65	\$620.84	\$3,603,372
Children's	70	\$307.57	\$1,785,143
Footwear	61	\$311.17	\$1,806,019
Watches & Jewelry	69	\$136.20	\$790,482
Apparel Products and Services ¹	86	\$127.59	\$740,555
Computer			
Computers and Hardware for Home Use	74	\$163.02	\$946,163
Software and Accessories for Home Use	74	\$22.24	\$129,065
Entertainment & Recreation	67	\$2,309.36	\$13,403,540
Fees and Admissions	68	\$413.91	\$2,402,313
Membership Fees for Clubs ²	65	\$103.56	\$601,063
Fees for Participant Sports, excl. Trips	66	\$74.84	\$434,367
Admission to Movie/Theatre/Opera/Ballet	75	\$112.61	\$653,572
Admission to Sporting Events, excl. Trips	71	\$41.01	\$238,014
Fees for Recreational Lessons	63	\$81.89	\$475,297
TV/Video/Sound Equipment	74	\$864.77	\$5,019,101
Community Antenna or Cable Television	73	\$488.22	\$2,833,609
Color Televisions	73	\$100.36	\$582,461
VCRs, Video Cameras, and DVD Players	73	\$28.18	\$163,531
Video Cassettes and DVDs	79	\$48.07	\$279,005
Video Game Hardware and Software	80	\$26.18	\$151,921
Satellite Dishes	60	\$0.93	\$5,420
Rental of Video Cassettes and DVDs	82	\$49.03	\$284,562
Sound Equipment ³	75	\$119.10	\$691,249
Rental and Repair of TV/Sound Equipment	81	\$4.71	\$27,343
Pets	64	\$279.24	\$1,620,725
Toys and Games	73	\$132.30	\$767,879
Recreational Vehicles and Fees⁴	53	\$239.11	\$1,387,814
Sports/Recreation/Exercise Equipment⁵	58	\$134.66	\$781,563
Photo Equipment and Supplies⁶	71	\$97.26	\$564,515
Reading⁷	70	\$148.11	\$859,630
Food	73	\$6,131.35	\$35,586,341
Food at Home	72	\$3,632.68	\$21,084,074
Bakery and Cereal Products	72	\$522.04	\$3,029,928
Meat, Poultry, Fish, and Eggs	72	\$946.00	\$5,490,584
Dairy Products	72	\$394.27	\$2,288,318
Fruit and Vegetables	72	\$631.12	\$3,663,009
Snacks and Other Food at Home ⁸	73	\$1,139.25	\$6,612,235
Food Away from Home	74	\$2,498.67	\$14,502,267
Alcoholic Beverages	78	\$483.91	\$2,808,629
Nonalcoholic Beverages at Home	73	\$316.02	\$1,834,167



Retail Goods and Services Expenditures

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Former Scl for Blind Redev. Site
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Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
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Radius: 1.0 miles

	Spending Potential Index	Average Amount Spent	Total
Financial			
Investments	65	\$975.43	\$5,661,385
Vehicle Loans	69	\$4,219.37	\$24,489,211
Health			
Nonprescription Drugs	72	\$88.23	\$512,103
Prescription Drugs	66	\$380.77	\$2,210,005
Eyeglasses and Contact Lenses	67	\$55.92	\$324,581
Home			
Mortgage Payment and Basics ⁹	57	\$5,001.16	\$29,026,723
Maintenance and Remodeling Services	54	\$1,066.85	\$6,191,995
Maintenance and Remodeling Materials ¹⁰	54	\$202.21	\$1,173,620
Utilities, Fuel, and Public Services	71	\$3,133.68	\$18,187,898
Household Furnishings and Equipment			
Household Textiles ¹¹	68	\$94.37	\$547,732
Furniture	68	\$436.78	\$2,535,045
Floor Coverings	58	\$52.74	\$306,108
Major Appliances ¹²	62	\$183.10	\$1,062,718
Housewares ¹³	66	\$68.99	\$400,445
Small Appliances	69	\$25.48	\$147,867
Luggage	72	\$7.42	\$43,073
Telephones and Accessories	59	\$28.05	\$162,816
Household Operations			
Child Care	74	\$309.16	\$1,794,376
Lawn and Garden ¹⁴	57	\$255.56	\$1,483,253
Moving/Storage/Freight Express	75	\$40.23	\$233,475
Housekeeping Supplies ¹⁵	70	\$540.45	\$3,136,796
Insurance			
Owners and Renters Insurance	60	\$288.76	\$1,675,938
Vehicle Insurance	70	\$1,023.78	\$5,942,014
Life/Other Insurance	62	\$394.23	\$2,288,098
Health Insurance	66	\$1,302.90	\$7,562,054
Personal Care Products ¹⁶	74	\$350.05	\$2,031,663
School Books and Supplies ¹⁷	101	\$121.65	\$706,058
Smoking Products	81	\$390.92	\$2,268,896
Transportation			
Vehicle Purchases (Net Outlay) ¹⁸	68	\$3,890.76	\$22,581,983
Gasoline and Motor Oil	70	\$1,432.19	\$8,312,408
Vehicle Maintenance and Repairs	69	\$739.78	\$4,293,662
Travel			
Airline Fares	68	\$277.38	\$1,609,901
Lodging on Trips	63	\$257.64	\$1,495,342
Auto/Truck/Van Rental on Trips	66	\$28.60	\$166,010
Food and Drink on Trips	67	\$314.25	\$1,823,887

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.

Source: Expenditure data are derived from the 2002, 2003 and 2004 Consumer Expenditure Surveys, Bureau of Labor Statistics. ESRI forecasts for 2007 and 2012.



Retail Goods and Services Expenditures

715 Willow

Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
Longitude: -84.561948
Radius: 1.0 miles

¹**Apparel Products and Services** includes material for making clothes, sewing patterns and notions, shoe repair and other shoe services, apparel laundry and dry cleaning, alteration, repair and tailoring of apparel, clothing rental and storage, and watch and jewelry repair.

²**Membership Fees for Clubs** includes membership fees for social, recreational, and civic clubs.

³**Sound Equipment** includes sound components and systems, CDs, tapes, records, needles, tape recorders, radios, musical instruments and accessories, and rental and repair of musical instruments.

⁴**Recreational Vehicles & Fees** includes docking and landing fees for boats and planes, purchase and rental of RVs or boats, and camp fees.

⁵**Sports/Recreation/Exercise Equipment** includes exercise equipment and gear, game tables, bicycles, camping equipment, hunting and fishing equipment, winter sports equipment, water sports equipment, other sports equipment, and rental/repair of sports/recreation/exercise equipment.

⁶**Photo Equipment and Supplies** includes film, film processing, photographic equipment, rental and repair of photo equipment, and photographer fees.

⁷**Reading** includes newspapers, newspaper subscriptions, magazines, magazine subscriptions, and books.

⁸**Snacks and Other Food at Home** includes candy, chewing gum, sugar, artificial sweeteners, jam, jelly, preserves, margarine, fat, oil, salad dressing, nondairy cream and milk, peanut butter, frozen prepared food, potato chips, nuts, salt, spices, seasonings, olives, pickles, relishes, sauces, gravy, other condiments, soup, prepared salad, prepared dessert, baby food, miscellaneous prepared food, and nonalcoholic beverages.

⁹**Mortgage Payment and Basics** includes mortgage interest, mortgage principal, property taxes, homeowners insurance, and ground rent.

¹⁰**Maintenance and Remodeling Materials** includes supplies/tools/equipment for painting and wallpapering, plumbing supplies and equipment, electrical/heating/AC supplies, materials for hard surface flooring, materials for roofing/gutters, materials for plaster/panel/siding, materials for patio/fence/brick work, landscaping materials, insulation materials, and materials to finish a basement, for owned homes.

¹¹**Household Textiles** includes bathroom linens, bedroom linens, kitchen linens, dining room linens, other linens, curtains, draperies, slipcovers, decorative pillows, and materials for slipcovers and curtains.

¹²**Major Appliances** includes dishwashers, disposals, refrigerators, freezers, washers, dryers, stoves, ovens, microwaves, window air conditioners, electric floor cleaning equipment, sewing machines, and miscellaneous appliances.

¹³**Housewares** includes plastic dinnerware, china, flatware, glassware, serving pieces, nonelectric cookware, and tableware.

¹⁴**Lawn and Garden** includes lawn and garden supplies, equipment and care service, indoor plants, fresh flowers, and repair/rental of lawn and garden equipment.

¹⁵**Housekeeping Supplies** includes soaps and laundry detergents, cleaning products, toilet tissue, paper towels, napkins, paper/plastic/foil products, stationery, giftwrapping supplies, postage, and delivery services.

¹⁶**Personal Care Products** includes hair care products, nonelectric articles for hair, wigs, hairpieces, oral hygiene products, shaving needs, perfume, cosmetics, skincare, bath products, nail products, deodorant, feminine hygiene products, and personal care appliances.

¹⁷**School Books and Supplies** includes books and supplies for college, elementary school, high school, and preschool.

¹⁸**Vehicle Purchases (Net Outlay)** includes net outlay for new and used cars, trucks, vans, motorcycles, and motor scooters.



Retail Goods and Services Expenditures

715 Willow

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Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
Longitude: -84.561948
Radius: 2.0 miles

Top Tapestry Segments:

Rustbelt Traditions	14.5%
City Dimensions	12.0%
Great Expectations	11.6%
Social Security Set	10.3%
Metro City Edge	9.4%

Demographic Summary

	2007	2012
Population	39,477	39,437
Households	16,493	16,609
Families	8,712	8,464
Median Age	32.6	33.5
Median Household Income	\$40,203	\$46,149

	Spending Potential Index	Average Amount Spent	Total
Apparel and Services	66	\$1,827.42	\$30,139,695
Men's	68	\$334.82	\$5,522,214
Women's	65	\$620.13	\$10,227,836
Children's	69	\$303.20	\$5,000,698
Footwear	60	\$305.66	\$5,041,226
Watches & Jewelry	70	\$137.98	\$2,275,661
Apparel Products and Services ¹	85	\$125.63	\$2,072,060
Computer			
Computers and Hardware for Home Use	73	\$159.85	\$2,636,354
Software and Accessories for Home Use	73	\$21.89	\$360,962
Entertainment & Recreation	69	\$2,361.36	\$38,945,943
Fees and Admissions	70	\$423.94	\$6,992,052
Membership Fees for Clubs ²	68	\$108.20	\$1,784,490
Fees for Participant Sports, excl. Trips	69	\$78.13	\$1,288,604
Admission to Movie/Theatre/Opera/Ballet	74	\$110.96	\$1,830,108
Admission to Sporting Events, excl. Trips	73	\$41.68	\$687,402
Fees for Recreational Lessons	65	\$84.97	\$1,401,448
TV/Video/Sound Equipment	75	\$869.25	\$14,336,583
Community Antenna or Cable Television	75	\$499.12	\$8,232,066
Color Televisions	73	\$100.31	\$1,654,478
VCRs, Video Cameras, and DVD Players	73	\$28.31	\$466,887
Video Cassettes and DVDs	76	\$46.43	\$765,817
Video Game Hardware and Software	77	\$25.22	\$415,908
Satellite Dishes	61	\$0.94	\$15,538
Rental of Video Cassettes and DVDs	79	\$47.02	\$775,545
Sound Equipment ³	74	\$117.30	\$1,934,596
Rental and Repair of TV/Sound Equipment	79	\$4.59	\$75,748
Pets	66	\$289.35	\$4,772,283
Toys and Games	73	\$132.93	\$2,192,334
Recreational Vehicles and Fees ⁴	56	\$256.92	\$4,237,425
Sports/Recreation/Exercise Equipment ⁵	59	\$135.87	\$2,240,941
Photo Equipment and Supplies ⁶	72	\$98.66	\$1,627,199
Reading ⁷	73	\$154.44	\$2,547,126
Food	73	\$6,153.69	\$101,492,830
Food at Home	73	\$3,662.17	\$60,400,090
Bakery and Cereal Products	73	\$527.39	\$8,698,226
Meat, Poultry, Fish, and Eggs	72	\$953.23	\$15,721,676
Dairy Products	72	\$398.19	\$6,567,271
Fruit and Vegetables	73	\$636.67	\$10,500,666
Snacks and Other Food at Home ⁸	73	\$1,146.68	\$18,912,251
Food Away from Home	74	\$2,491.53	\$41,092,740
Alcoholic Beverages	77	\$474.19	\$7,820,796
Nonalcoholic Beverages at Home	73	\$317.23	\$5,232,131



Retail Goods and Services Expenditures

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Site Type: Radius

Latitude: 42.74881
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Radius: 2.0 miles

	Spending Potential Index	Average Amount Spent	Total
Financial			
Investments	72	\$1,079.22	\$17,799,624
Vehicle Loans	69	\$4,242.05	\$69,964,087
Health			
Nonprescription Drugs	74	\$90.62	\$1,494,590
Prescription Drugs	72	\$413.39	\$6,818,037
Eyeglasses and Contact Lenses	71	\$58.69	\$968,018
Home			
Mortgage Payment and Basics ⁹	62	\$5,356.03	\$88,336,925
Maintenance and Remodeling Services	60	\$1,175.53	\$19,387,989
Maintenance and Remodeling Materials ¹⁰	59	\$219.81	\$3,625,379
Utilities, Fuel, and Public Services	73	\$3,203.74	\$52,839,218
Household Furnishings and Equipment			
Household Textiles ¹¹	69	\$96.17	\$1,586,176
Furniture	69	\$444.63	\$7,333,327
Floor Coverings	63	\$56.73	\$935,689
Major Appliances ¹²	65	\$190.76	\$3,146,175
Housewares ¹³	66	\$69.67	\$1,149,001
Small Appliances	71	\$26.06	\$429,798
Luggage	73	\$7.54	\$124,348
Telephones and Accessories	60	\$28.65	\$472,604
Household Operations			
Child Care	73	\$304.44	\$5,021,148
Lawn and Garden ¹⁴	62	\$276.95	\$4,567,792
Moving/Storage/Freight Express	74	\$39.33	\$648,650
Housekeeping Supplies ¹⁵	72	\$554.70	\$9,148,634
Insurance			
Owners and Renters Insurance	65	\$313.10	\$5,163,976
Vehicle Insurance	71	\$1,038.89	\$17,134,433
Life/Other Insurance	66	\$424.21	\$6,996,422
Health Insurance	71	\$1,391.50	\$22,950,055
Personal Care Products ¹⁶	74	\$349.39	\$5,762,432
School Books and Supplies ¹⁷	89	\$107.80	\$1,778,007
Smoking Products	80	\$388.25	\$6,403,326
Transportation			
Vehicle Purchases (Net Outlay) ¹⁸	68	\$3,929.70	\$64,812,570
Gasoline and Motor Oil	71	\$1,434.79	\$23,664,040
Vehicle Maintenance and Repairs	70	\$746.79	\$12,316,814
Travel			
Airline Fares	69	\$282.90	\$4,665,811
Lodging on Trips	67	\$271.74	\$4,481,746
Auto/Truck/Van Rental on Trips	68	\$29.58	\$487,904
Food and Drink on Trips	69	\$323.90	\$5,342,057

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.

Source: Expenditure data are derived from the 2002, 2003 and 2004 Consumer Expenditure Surveys, Bureau of Labor Statistics. ESRI forecasts for 2007 and 2012.



Retail Goods and Services Expenditures

715 Willow

Former Scl for Blind Redev. Site
715 W Willow St
Lansing, MI 48906

Site Type: Radius

Latitude: 42.74881
Longitude: -84.561948
Radius: 2.0 miles

¹**Apparel Products and Services** includes material for making clothes, sewing patterns and notions, shoe repair and other shoe services, apparel laundry and dry cleaning, alteration, repair and tailoring of apparel, clothing rental and storage, and watch and jewelry repair.

²**Membership Fees for Clubs** includes membership fees for social, recreational, and civic clubs.

³**Sound Equipment** includes sound components and systems, CDs, tapes, records, needles, tape recorders, radios, musical instruments and accessories, and rental and repair of musical instruments.

⁴**Recreational Vehicles & Fees** includes docking and landing fees for boats and planes, purchase and rental of RVs or boats, and camp fees.

⁵**Sports/Recreation/Exercise Equipment** includes exercise equipment and gear, game tables, bicycles, camping equipment, hunting and fishing equipment, winter sports equipment, water sports equipment, other sports equipment, and rental/repair of sports/recreation/exercise equipment.

⁶**Photo Equipment and Supplies** includes film, film processing, photographic equipment, rental and repair of photo equipment, and photographer fees.

⁷**Reading** includes newspapers, newspaper subscriptions, magazines, magazine subscriptions, and books.

⁸**Snacks and Other Food at Home** includes candy, chewing gum, sugar, artificial sweeteners, jam, jelly, preserves, margarine, fat, oil, salad dressing, nondairy cream and milk, peanut butter, frozen prepared food, potato chips, nuts, salt, spices, seasonings, olives, pickles, relishes, sauces, gravy, other condiments, soup, prepared salad, prepared dessert, baby food, miscellaneous prepared food, and nonalcoholic beverages.

⁹**Mortgage Payment and Basics** includes mortgage interest, mortgage principal, property taxes, homeowners insurance, and ground rent.

¹⁰**Maintenance and Remodeling Materials** includes supplies/tools/equipment for painting and wallpapering, plumbing supplies and equipment, electrical/heating/AC supplies, materials for hard surface flooring, materials for roofing/gutters, materials for plaster/panel/siding, materials for patio/fence/brick work, landscaping materials, insulation materials, and materials to finish a basement, for owned homes.

¹¹**Household Textiles** includes bathroom linens, bedroom linens, kitchen linens, dining room linens, other linens, curtains, draperies, slipcovers, decorative pillows, and materials for slipcovers and curtains.

¹²**Major Appliances** includes dishwashers, disposals, refrigerators, freezers, washers, dryers, stoves, ovens, microwaves, window air conditioners, electric floor cleaning equipment, sewing machines, and miscellaneous appliances.

¹³**Housewares** includes plastic dinnerware, china, flatware, glassware, serving pieces, nonelectric cookware, and tableware.

¹⁴**Lawn and Garden** includes lawn and garden supplies, equipment and care service, indoor plants, fresh flowers, and repair/rental of lawn and garden equipment.

¹⁵**Housekeeping Supplies** includes soaps and laundry detergents, cleaning products, toilet tissue, paper towels, napkins, paper/plastic/foil products, stationery, giftwrapping supplies, postage, and delivery services.

¹⁶**Personal Care Products** includes hair care products, nonelectric articles for hair, wigs, hairpieces, oral hygiene products, shaving needs, perfume, cosmetics, skincare, bath products, nail products, deodorant, feminine hygiene products, and personal care appliances.

¹⁷**School Books and Supplies** includes books and supplies for college, elementary school, high school, and preschool.

¹⁸**Vehicle Purchases (Net Outlay)** includes net outlay for new and used cars, trucks, vans, motorcycles, and motor scooters.