Morotock Lofts | Danville, VA



Danville Housing
Adaptive Reuse

TB Fitzgerald + Morotock Lofts – Danville VA

Presented by Rory Dowling | 1st & Main Development

TB Fitzgerald | Danville, VA



1st & Main



Mr. Dowling is owner of NC-based 1st & Main Development. 1st & Main focuses primarily on urban, mixed-use projects involving public – private partnerships and unique financing techniques. Rory's ability to leverage these innovative financing tools is a critical component to addressing the challenges of many of the company's projects and achieving positive results where others have failed. With over $90M in completed development to date, 1st & Main's portfolio spans across several asset classes including mixed-use adaptive reuse, multi-family, retail, hospitality, and townhomes. Rory received a dual master's degree from UNC Chapel Hill in Business and City & Regional Planning and holds a Bachelor's degree from Washington & Lee University. He lives with his wife and two children in Durham, NC.









Why Danville?

Since 2020, Danville and Pittsylvania County have drawn investment at a pace the state has not matched.

Nearly $3B
new capital investment announced since 2020

8,000+
new jobs announced since 2020

DANVILLE REGIONAL ECONOMIC DEVELOPMENT MILESTONES

2020–2021
- Tyson
- Morgan Olson

2023
- Southern Virginia Megasite at Berry Hill

2024
- Caesars Virginia

2025-2026
- ATDM
- Stack Infrastructure
- Microporous — Proven. Partner. Focus.

Regional partners

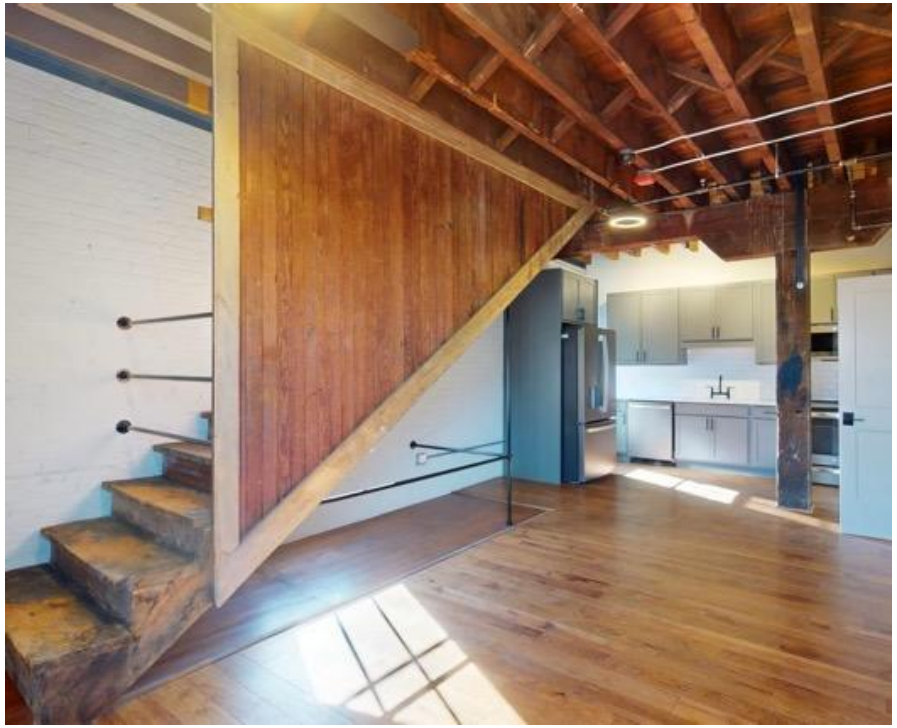
- Danville Office of Economic Development & Tourism
- Danville Regional Foundation
- Danville CDE
- The Institute for Advanced Learning and Research

Danville Virginia 17 93 HOME

the INSTITUTE FOR ADVANCED LEARNING AND RESEARCH

TB Fitzgerald Apartments





Project Overview

- $8M Adaptive reuse of c.1888 building
- 22 units – 50% set aside at 80% AMI and below
- 100% occupied today

Strategies for Success

- Several unique financing sources
- City incentives (property tax grant)

TB Fitzgerald | Capital Stack

RidgeView Bank	Construction & HTC Bridge Financing
Virginia Housing Permanent Debt	Below market, fixed-rate for 35-years
Opportunity Zone Investment	
Federal and Virginia historic tax credits	Certified rehabilitation generated Federal and Virginia tax credits
Sponsor equity and deferred fees	

Case Study 2 | Morotock Lofts

BEFORE



VISION



Project Overview

- $15.5M adaptive reuse of 1905 building
- 41 units and one office – 40% at 100% AMI and below (Summer 2027)
- Jumpstarting redevelopment efforts in historic Mechanicsville

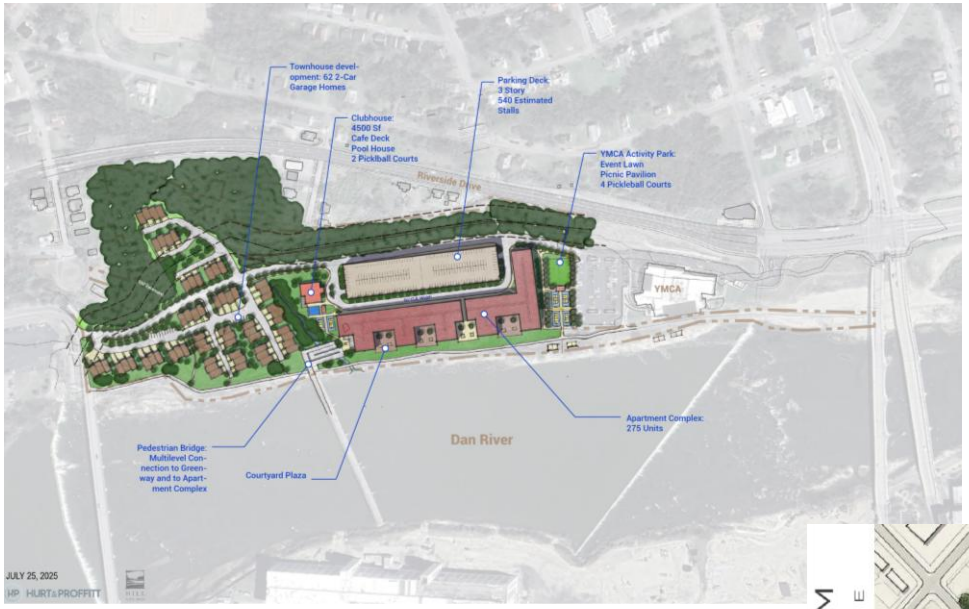
Strategies for Success

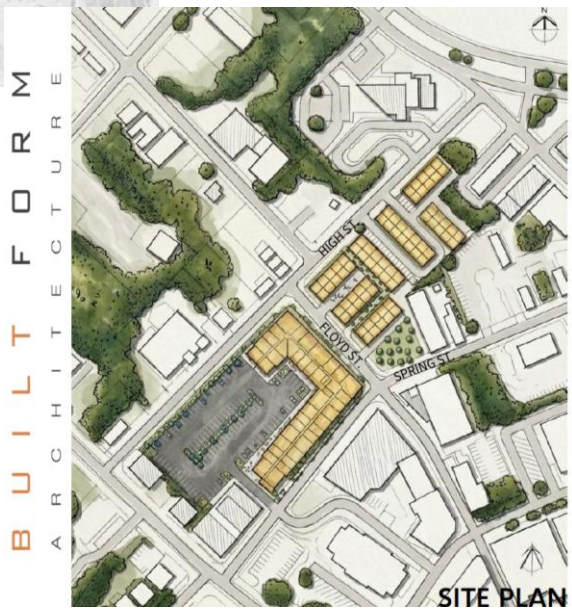
- Several unique financing sources
- City/ED incentives (property taxes, VBAF)
- Public parking investment

Morotock | Capital Stack

Virginia Housing senior debt	Long term senior financing w/below market rates
Virginia Housing Pre-Dev and WHIP Grant Funds	$250k in pre-dev financing (forgivable) $1.8M in 0% interest funds
Locus bridge financing	Bridge loan for historic tax credit equity
Federal and Virginia historic tax credits	Certified rehabilitation generated Federal and Virginia tax credits
Sponsor equity and deferred fees	

Looking Ahead





HIGH ST DEVELOPMENT

TOWNHOMES: 38 UNITS; SELF-PARKED; 2,000 SF AVG

APARTMENTS: 144 UNITS; SURFACE-PARKED
BUILDING: 142,000 GSF
MIX: STUDIOS- 48 (33%)
1 BR- 68 (47%)
1 BR +DEN- 8 (6%)
2 BR- 13 (9%)
3 BR GROUND LEVEL TOWNHOMES- 7 (5%)



1ST & MAIN DEVELOPMENT

Thank You

1ST & MAIN
DEVELOPMENT