Justin Garrett Moore, AICP, NOMA

Program Director, Mellon Foundation | Co-founder Urban Patch

instagram: @j.g.moore

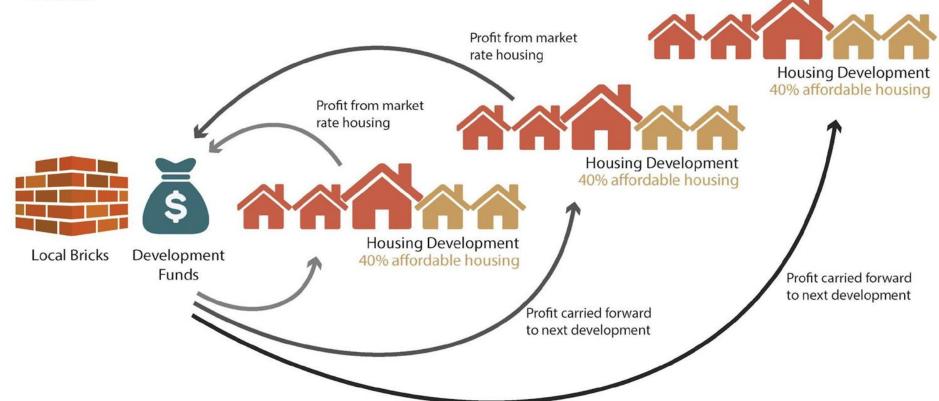
twitter: @jgmoore

Urban Patch





A Scalable Business Model



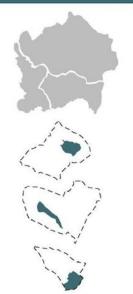
Scope + Process

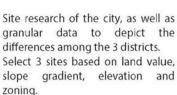
01 SITE ANALYSIS

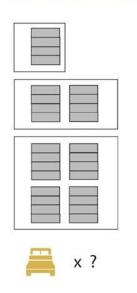
02 ZONING + UNIT ANALYSIS 03 OPTIMIZATION

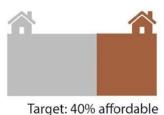
04 FINANCIAL MODELLING

05 SENSITIVITY ANALYSIS



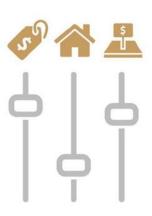








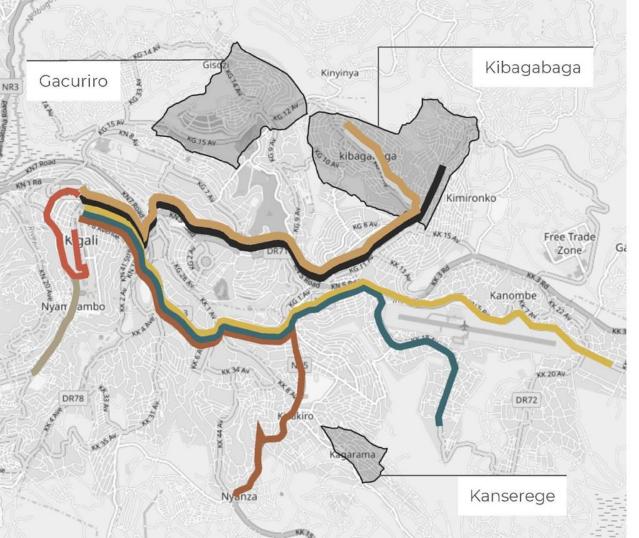




Determine how many units and floor area we can build on a standard plot within the zoning requirement.

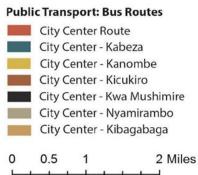
Determine unit mix.

Build an optimization model to determine ratio of affordable ratio and allocation to achieve the target. Build a financial model based on selected sites, information given and assumptions made about construction and development costs, and sales prices. Test how different scenarios affect revenue and affordable housing ratio. The target is to lower affordable price by adjusting prices of affordable housing; flat site vs sloped site; market price of house sales; land value.

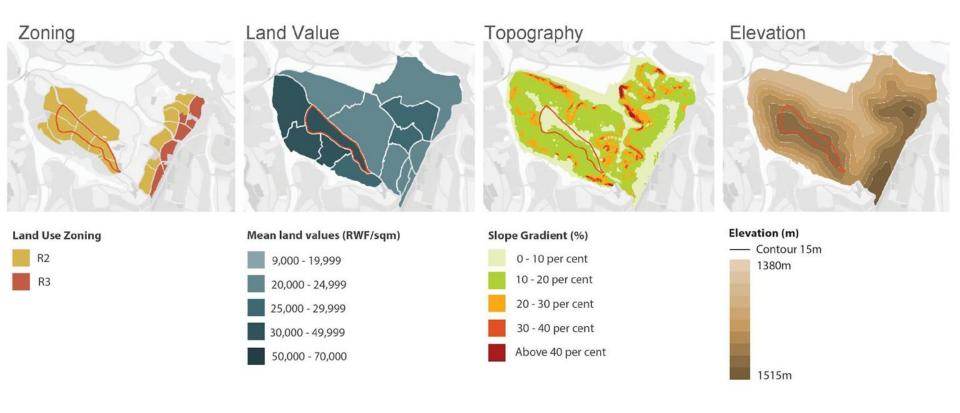


Public Transport Routes

Public bus routes extend only into Kibagabaga



Kibagabaga, Kimironko, Gasabo



Selected cell: Rugero

Mean land value: 30,000 RWF/sqm



Sensitivity analysis: Depth of Affordability

Apartment I Flat Site

Affordable Unit Sales Price \$300/sqm

Market-rate Unit Sales Price

Gacuriro\$750/sqm Kibagabaga\$520/sqm Kanserege\$ 470/sqm

Affordability ratio: 40%

Affordable Unit Sales Price \$350/sqm **EBITDA Comparison** %EBITDA Affordable Rate **High Land Value** Medium Land Value Low Land Value **Plot Size** 44% **Small Plot** 24.49% 6.83% 1.00% 41% **Medium Plot** 29.32% 12.82% 7.34% 40% Large Plot 33.03% 17.83% 12.79% Affordable Unit Sales Price \$300/sqm EDITOA Comparison

| EDITOA COMPANSON | | | | |
|------------------|-------------------|-----------------|-------------------|----------------|
| Affordable Rate | %EBITDA Plot Size | High Land Value | Medium Land Value | Low Land Value |
| 44% | Small Plot | 23.08% | 4.43% | -1.79% |
| 41% | Medium Plot | 28.06% | 10.66% | 4.85% |
| 40% | Large Plot | 31.78% | 15.70% | 10.33% |





























Mellon Foundation



Humanities in Place



Program Overview & 🕸 Strataegies



1. Keep and Shape Our Places



2. Evolve Our Institutions



3. Promote Greater Engagement and Understanding





Keep and Shape Our Places

































Number of Grants by Subject

Number of Grants (By Grant Subjects)

59 Cultural Lenses and Frameworks

37 Arts

29 Built Environment

23 Preservation and Conservation

17 Humanities and Humanistic Studies

10 Democracy and Justice

The leading and primary subject of the Humanities in Place program grantmaking is **Cultural Lenses and Frameworks**, capturing varied cultural and demographic subjects and experiences.

Black, Indigenous, Latinx, Immigrant, Asian, and LGBTQIA+ groups' places, stories, and expressions are supported through Mellon's funding.

We also support artist-led initiatives, built environment projects, and preservation and conservation efforts.









intersectionality Dlace context history learning learning justice art holistic human connection place-based culture storytelling shared experience

"Calling people in to learn and to connect with place, knowledge, art, culture, history, and most importantly, each other."



Image: Google Earth















Questions?

