The International Village
A Unique Opportunity for Ypsilanti and the Water Street Redevelopment Area
About International Village

• Project of the Global Capital Group
  • Established in 2013
  • Specifically focused to arrange financing for US-International projects

• Foreign direct investment
  • EB-5
  • AND General Equity/Financing

• Focus on large, transformational mixed-use real estate

• Based in Troy, MI
About Amy Xue Foster

- American Citizenship (became US citizen in 2003)
  - Resident of Troy, MI
  - Masters of Business, University of Detroit-Mercy

- AA American Mortgage, LLC
  - Licensed Mortgage Brokerage Firm established in 1999
  - Owned by Amy Foster
  - Funding levels of $500 million

- AA Capital Advisory, LLC
  - Established in 2007 to facilitate Merger and Acquisition activity
  - Owned by Amy Foster
  - Coordinate International investment in foreign companies doing business in United States.
About Spence Brothers

- Established in 1893
- Construction Manager/General Contractor
  - Preconstruction Planning
  - Self-performance of trades
- Michigan Headquartered company
  - 3-offices (Ann Arbor, Saginaw, Traverse City)
  - Worked on the campus of The University of Michigan since 1929
  - Currently building two-high rises in Ann Arbor
  - We LOVE urban redevelopment
About Hobbs + Black Architects

• Established in 1965
• Full Architectural Services
  • Architecture / Design
  • Planning
  • Interior Design
• Michigan Headquartered company
  • 3-offices (Ann Arbor, Lansing, Phoenix)
  • National Presence
  • Currently working on 2 large scale mixed-use developments in Detroit and Lansing
International Village

- Food
- Accommodations
- Shopping
- Tourism

- Higher education
- Corporate
- Retail

- Eastern-themed construction
- Homeland ambiance

Products

Anchors

Cultural

Aesthetic

- Arts
- Music
- Experience
What are we seeking this evening?

Resolution to proceed into a 120-day due-diligence period.

• Enables our team to access the site and conduct geotechnical and environmental investigations.
• Determine detailed financial feasibility on the project.
• Solidify commitments from International investors.
  • Investors will want to visit the property
  • Unique aspects of Chinese civic culture
Why Ypsilanti?

Universities

- The University of Michigan
- Eastern Michigan University
- Wayne State University
- University of Detroit-Mercy
- 13 other 4-year colleges within 35 mile radius

Proximity to Higher Education
Why Ypsilanti?

Within a 30 mile radius...

- The Motor City
- DTW International Airport
  - Direct service to Beijing, Shanghai,
  - Also Nagoya, Seoul, Tokyo
- Potential major transit connections with Ann Arbor, Detroit, and beyond
  - Toronto
  - Chicago
Why Ypsilanti?

**Ypsilanti is a WELCOMING community!**

Within a 30 mile radius...

- The Motor City
- DTW International Airport
  - Direct service to Beijing, Shanghai,
  - Also Nagoya, Seoul, Tokyo
- Potential major transit connections with Ann Arbor, Detroit, and beyond
  - Toronto
  - Chicago
Why Ypsilanti?

Ford

GM

FCA

FIAT CHRYSLER AUTOMOBILES

Proximity to Auto Industry
Why Ypsilanti?

Proximity to Auto Industry
Why Ypsilanti?

Universities
- The University of Michigan
- Eastern Michigan University
- Wayne State University
- University of Detroit-Mercy

Research and Development
- Major Employers
  - Tier II Suppliers
- American Center for Mobility
- The University of Michigan

Proximity to Research and Development
Why Ypsilanti?

Proximity to Research and Development
Why Ypsilanti?

Proximity to Auto Industry
Why Ypsilanti?

Chinese “Big 4”
Alibaba's Jack Ma will bring his message to Detroit

You may not know the name Jack Ma.

The determined Chinese billionaire behind Alibaba Group Holdings — one of the largest public companies — is coming to Detroit for a two-day conference next month.

The conference's purpose is to attract more American businesses and farmers interested in selling products to hundreds of millions of Chinese consumers through Alibaba's e-commerce services.

Michigan’s Assets
Why Ypsilanti?

**July 5 Mean Highest Temp**
Beijing: 88°
Ypsilanti: 88°

**Feb 16 Mean Lowest Temp**
Beijing: 22°
Ypsilanti: 19°
Why Ypsilanti?

**July 13 Mean Highest Temp**
Shanghai: 88°
Ypsilanti: 87°

**Jan 11 Mean Lowest Temp**
Shanghai: 31°
Ypsilanti: 29°
Why Ypsilanti?

July 13 Mean Highest Temp
- Chengdu: 90°
- Ypsilanti: 87°

Feb 16 Mean Lowest Temp
- Chengdu: 28°
- Ypsilanti: 19°
Why Ypsilanti?

Growing Regional Asian Population

Projected Growth of Asian Population

Drive Distance from Water Street

- 2010
- 2016
- 2021

15 min.
Why Ypsilanti?

Growing Regional Asian Population

Projected Growth of Asian Population

Drive Distance from Water Street
What is the Opportunity?
## The Great Demographic Shift

### Birth Rate in Michigan

<table>
<thead>
<tr>
<th>Year</th>
<th>Birth Rate (Michigan)</th>
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<td>1980</td>
<td>15.7</td>
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<td>1990</td>
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<td>2005</td>
<td>12.6</td>
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<tr>
<td>2010</td>
<td>11.6</td>
</tr>
<tr>
<td>2013</td>
<td>11.3</td>
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</table>
The Great Demographic Shift

Michigan Population 20-40

- 20-29-years
- 30-39
What does this mean?

We are not replacing ourselves.

Less Humans. Less Demand.

Retention alone is not a solution.

Guest column: Michigan and Detroit need immigrants to reach goals

Snyder says 10 million people should live in Michigan by 2020
Demographic trends

Economic Driver

• Increase population
• Increase demand
• Increase jobs
• Improve perceptions
International Village is an Opportunity

- Foreign, direct investment in Ypsilanti
  - $150-350 million total development cost
  - Estimated 1,500-2,000 jobs during and after construction
- Initial planned development to bring at least 1,500 people as permanent residents, employees, and temporary residents
- Target 3,000 people at peak development
What is International Village?
International Village: CORE VALUES

- Create an attractive, regional focal point
- Embrace both Domestic and International citizens
- Appropriate transportation through access to transit, alternatives to cars
- Establish an inclusive community, not an isolated community
- Expose Domestic audiences to Eastern activity, entertainment and cuisine.
International Village

Regional focal point for:

- Eastern Culture
- Eastern Cuisine
- Eastern Customs
- Eastern Living
What are we talking about?

Not Exclusively Chinese Culture

We intend to attract more investment by reflecting other cultures throughout International Village based upon the same core principles in this presentation.
International Village

Regional focal point for:
- Eastern Culture
- Eastern Cuisine
- Eastern Customs
- Eastern Living

Multi-Cultural Nexus of Activity
What does this community look like?
International Village

Smart Development

- Mixed-use
- Density
- Incorporate Transit
- Walkable
- Limited vehicle ownership

Michigan Avenue
International Village

Provide a level of comfort

- Shopping/grocery
International Village

Culturally Branded Gateway
- At River Street entrance
- Potential additional “Eastside” entrance
- Incorporate transit nodes

Commercial Areas
- 1st floor retail spaces, grocery and plazas
- Upper floor commercial/corporate
- Hotel and/or extended stay apartment
International Village

Residential
- 4-5 story apartments
- Mix of bedroom units
  - 1-bedroom
  - 2/3-bedroom
  - 4/5-bedroom
- Blend design with natural features
International Village

Transportation
• Seek to reduce car usage
• Multi-modal development
  • Bus transit
  • Bike share
  • Connections to rail

Public-Private Partnership Potential
Initial Investment

- $150-200 million initial investment
  - Pre-development
  - Remediation
  - Design
  - Construction
- Future phases up to $150 million of additional
- Construction of:
  - Buildings
  - Parking (surface/structure)
  - Private roads and utilities
  - Potentially public facilities through PPP

- Expected 1,500-2,000 direct and indirect jobs from construction
- Additional jobs through operations, maintenance, services, and other employment created related to International Village
Timeline

- 120 day due diligence (DD) period
- 180 days from DD close to secure approvals
  - Land acquisition
  - Design and permitting
  - Site plan approval
- 2 Year Construction schedule—need to be under construction by Fall 2018.
- Targeted completion of initial development by September 2020
What are we seeking this evening?

Resolution to proceed into a 120-day due-diligence period.

- Non-binding
- Allows us to complete due diligence on the property
- Enables us to further develop plans for the property
Questions?

谢谢

Thank you!