

DOWNTOWN TOLEDO Master Plan Update

CONNECTOLEDO ANNUAL MEETING

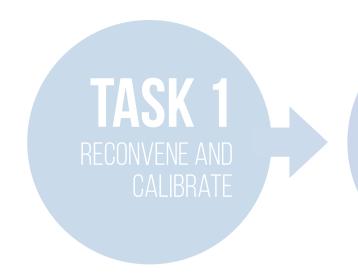
November 28, 2023

AGENDA

- 1 Introduction
- 2 Market Analysis + Strategy
- **3** Focus Areas
- 4 Implementation



PROJECT SCHEDULE



TASK 2
ALIGN INITIATIVES

TASK 3
UPDATE THE VISION



January '23

- Steering Committee
 Meeting #1: Kick-Off
- Gather information, recent plans, data, etc.

February - May '23

- Stakeholder focus group meetings
- Plan alignment summary
- Market analysis update
- Steering Committee Meeting #2: Review Findings

May - September '23

- Economic Development and Entrepreneurship Framework
- Updated Vision Plan
 Summary Document
- Steering Committee
 Meeting #3: Review of
 Summary Document

Oct. - Nov. '23

- Final Plan
- Board Meeting
- ConnecToledo Annual Meeting

2017 DOWNTOWN MASTER PLAN PRIORITY ACTIONS

POLICIES & STRATEGIES













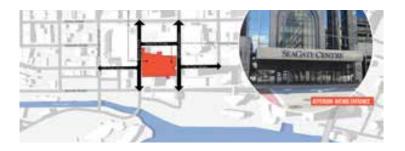












2017 DOWNTOWN MASTER PLAN PRIORITY ACTIONS

CATALYTIC PROJECTS

























PLAN ALIGNMENT

Nautical Mile Vision Plan (2017)

Downtown Toledo Transportation Study Final Report (2020)

Vistula Neighborhood Master Plan (2020)

Downtown Visioning Outcomes (2021)

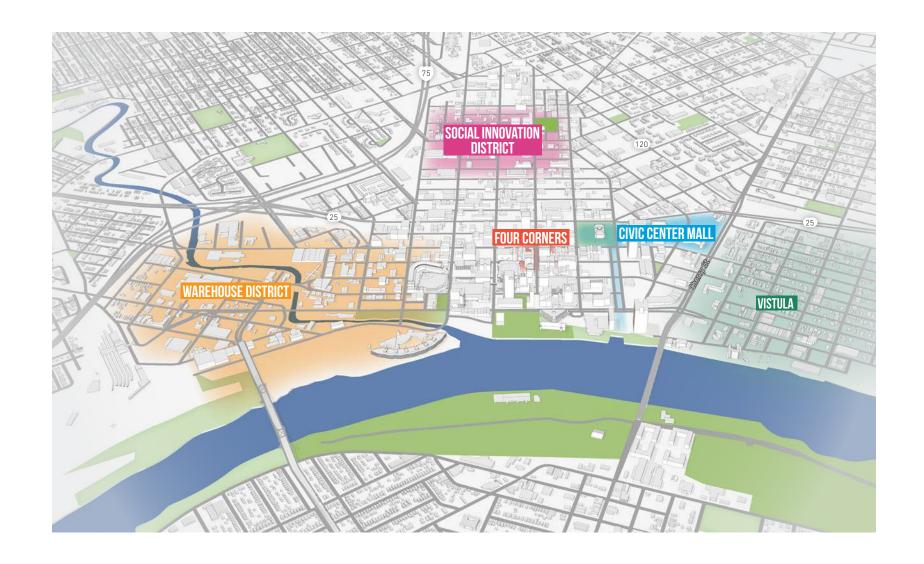
City of Toledo Comprehensive Housing Strategy (2021)

Civic Center Mall: A Study of Key Findings and Recommendations (2022)

Toledo USL Stadium Project Report (2022)

Toledo Social Innovation District Framework Plan (2022)

Toledo Warehouse District Master Plan (2022)



PLAN ALIGNMENT | WAREHOUSE DISTRICT MASTER PLAN

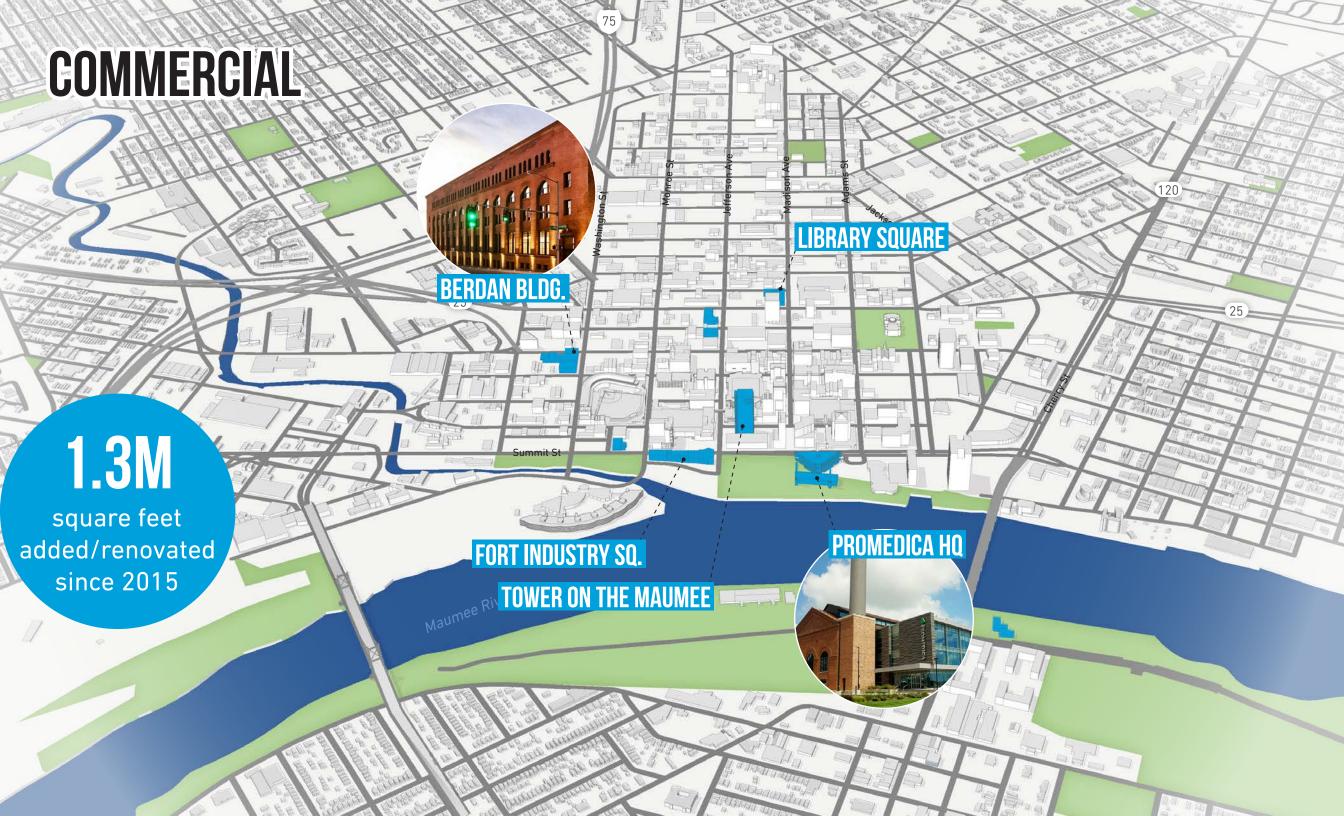


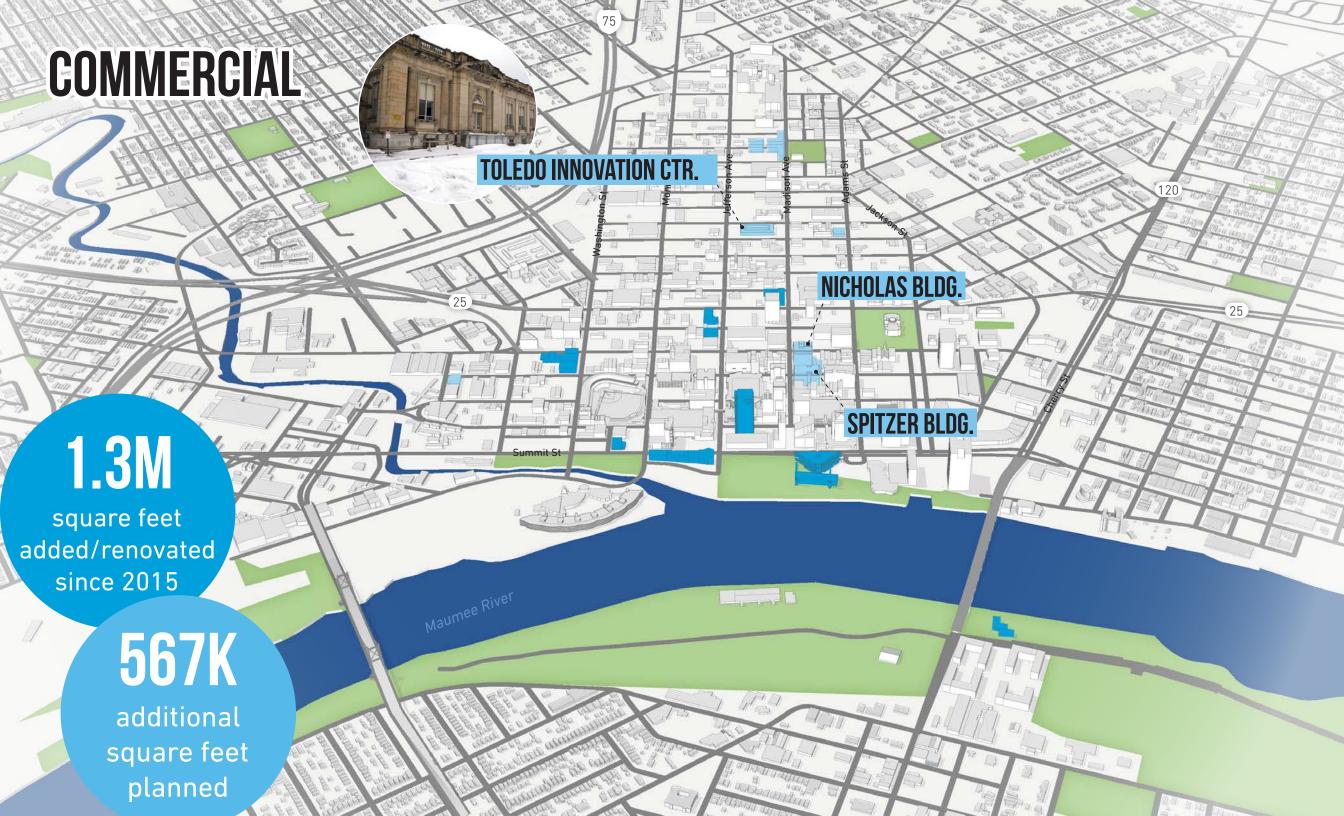
PLAN ALIGNMENT | SOCIAL INNOVATION DISTRICT FRAMEWORK PLAN





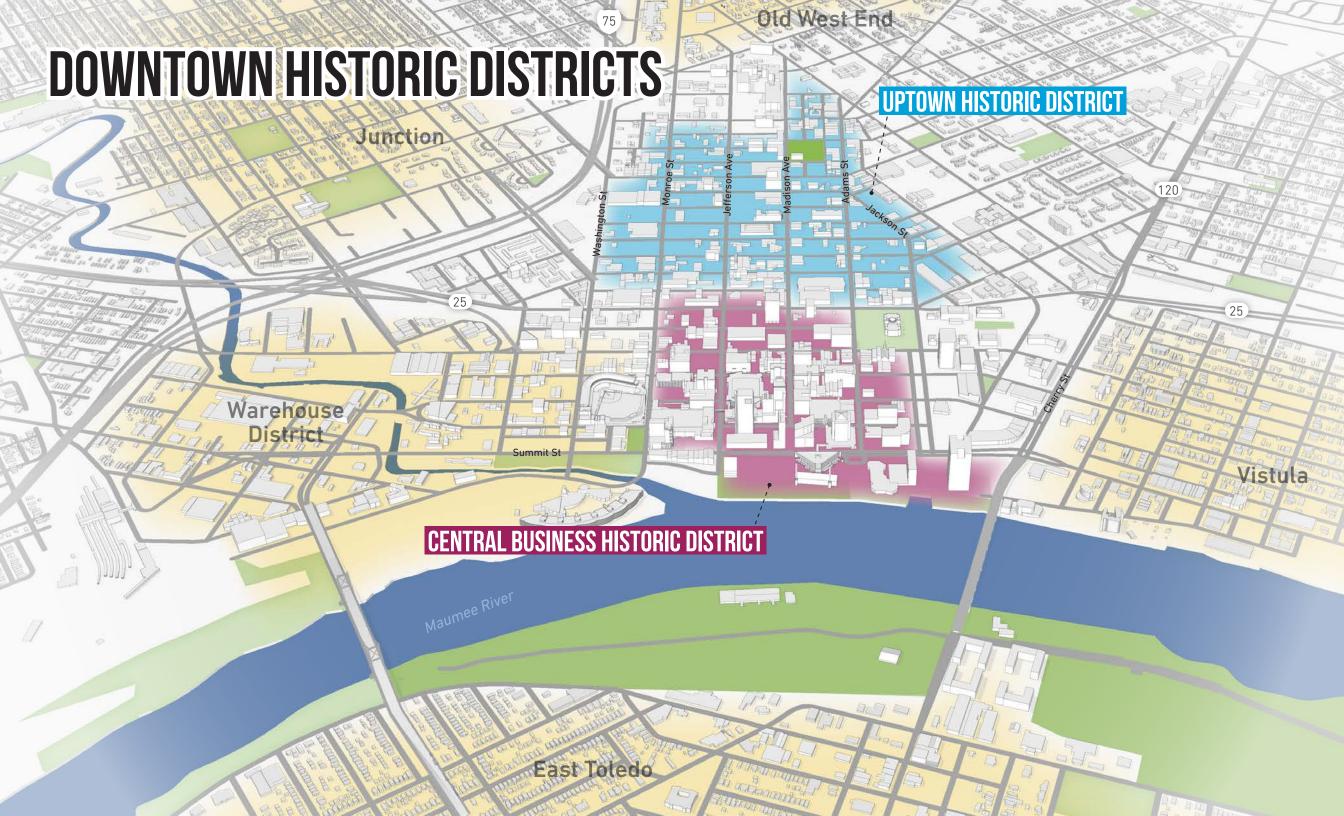








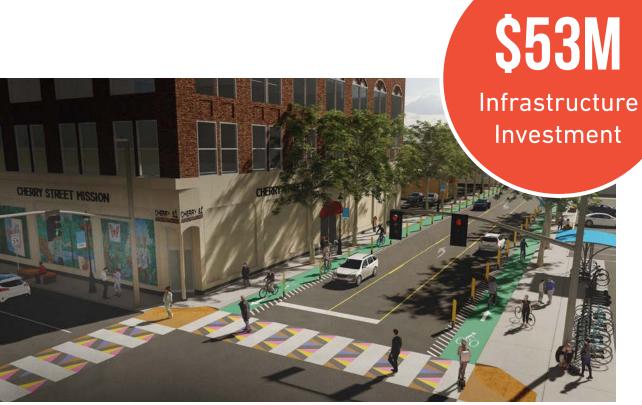






RAISE GRANT INVESTMENTS









STEERING COMMITTEE

MEMBERS:

Brandon Sehlhorst, City of Toledo

Tom Gibbons, Toledo-Lucas County Plan Commission

Matt Heyrman, Lucas County

Mike Beazley, ConnecToledo

Joe Marck, Warehouse District Association

Joe Napoli, Toledo Mud Hens/Toledo Walleye

Lance Woodworth, Convention & Visitors Bureau

Robin Whitney, Promedica

Dr. Sujata Shetty, UT Urban Affairs

Zach Lahey, Manhattans – Uptown

Jennifer VanHorn, Metroparks Toledo

Isabella Weik, UT Student

STAKEHOLDER FOCUS GROUPS

FEBRUARY 23, 2023

GROUPS:

- Retail & Small Businesses
- Developers & Real Estate Brokers
- City of Toledo
- Lucas County
- Destinations, Attractions, CVB, & Hotels
- TARTA, Mobility, Bikes, & Trails
- Large Employers
- Social Services & Housing
- Residents

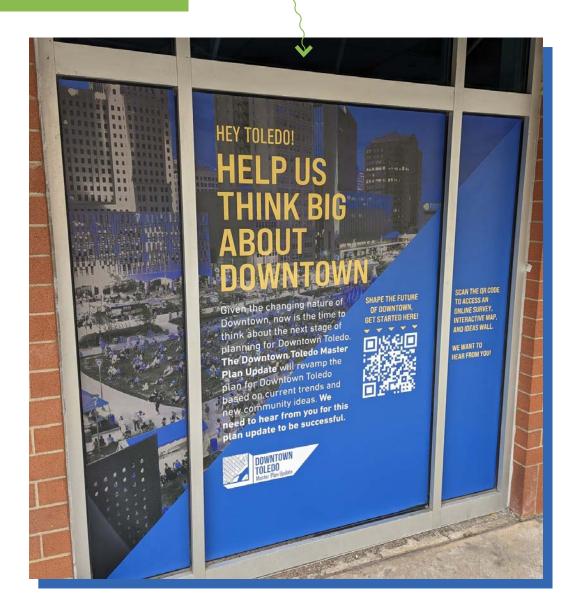


COMMUNITY ENGAGEMENT

ENGAGEMENT METHODS:

- Project Webpage
- Online Survey
- Interactive Online Map & Ideas Wall
- QR Code Window Decal

TARTA Window Decal with QR Code to Engagement Materials



PUBLIC ENGAGEMENT SUMMARY

INTERACTIVE ONLINE ACTIVITIES (IDEAS WALL AND INTERACTIVE MAP):

218 unique participants

144 ideas on the wall

763 map pins

SURVEY MONKEY (ONLINE SURVEY):

696 unique participants

1,000⁺ ideas and comments

FOCUS GROUPS (STAKEHOLDER INTERVIEWS):

G Focus Groups

Total Stakeholders

914
TOTAL PARTICIPANTS

ENGAGEMENT SUMMARY

What are some opportunities for Downtown Toledo that this plan should address? (n=741)

"Bring in a grocery store local or chain - there is no food access downtown."

"Connecting neighborhoods to downtown for convenient access."

> "Events to draw people downtown."

Promenade Park Connectivity houselessness parks/outdoor spaces traffic/street safety cleanliness bikability encourage development entertainment signage/wayfinding farmer's market greenspace riverfront

parking

live music atmosphere

> mixed use family-friendly

incentivize buisness

"I love being by the river, and wish it had more fun things close by it."

> 'Making downtown a more pleasant place to live."

"Attraction of more business to downtown to full vacant space."

'Toledo is on the up and up, water activities affordability just keep doing what we are performance venue doing!" positive comment

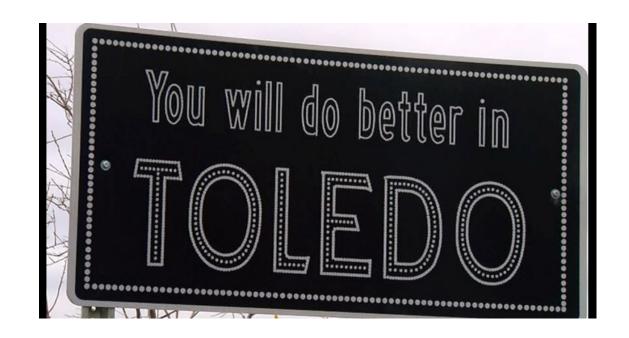
"More frequent and direct routes between downtown and the University during the daytime and for events would be useful as well!



2023 DOWNTOWN MASTER PLAN UPDATE

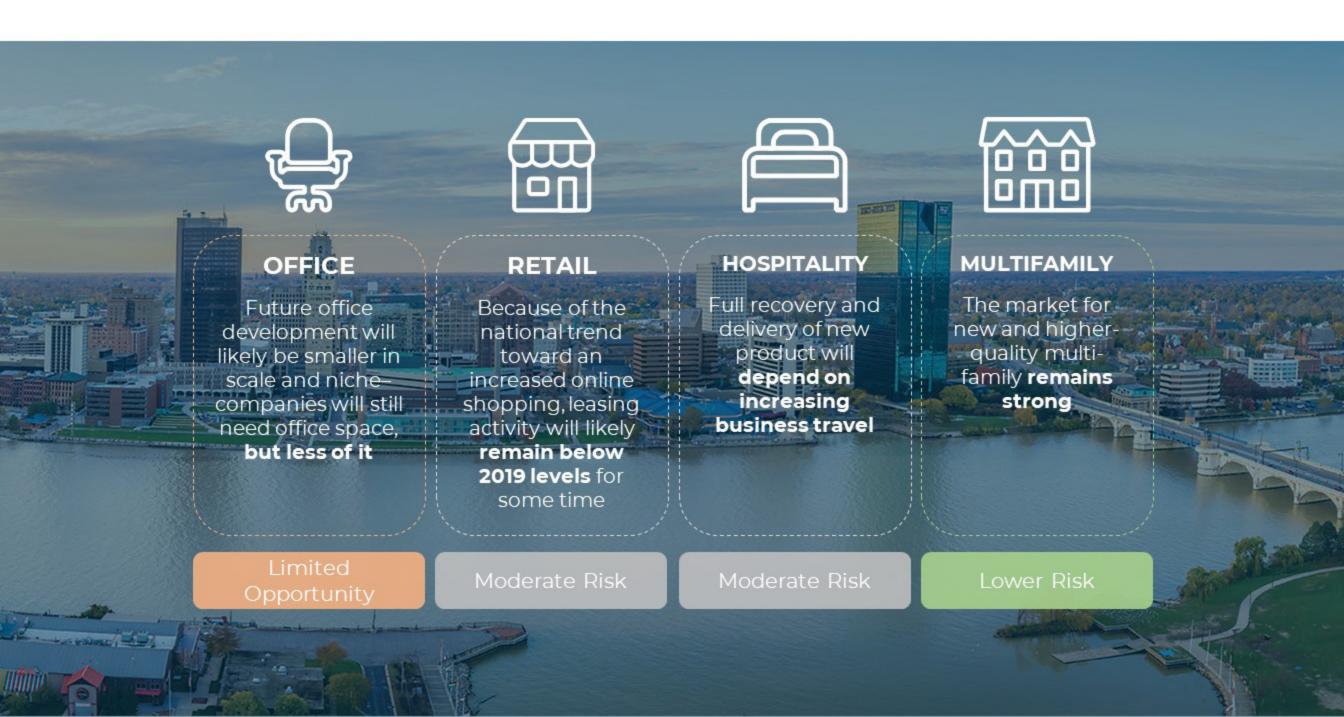
WHAT DO WE NEED TO DO BETTER?

- Continue expanding housing supply
- Bolster the entrepreneurial ecosystem
- Attract more local and overnight visitors
- Identify catalytic redevelopment opportunities and the public realm investments to support them



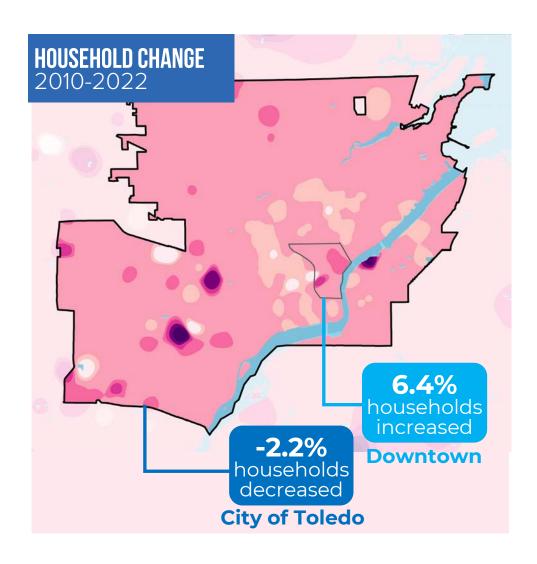


NATIONAL DEMOGRAPHIC TRENDS | SNAPSHOT



DEMOGRAPHICS

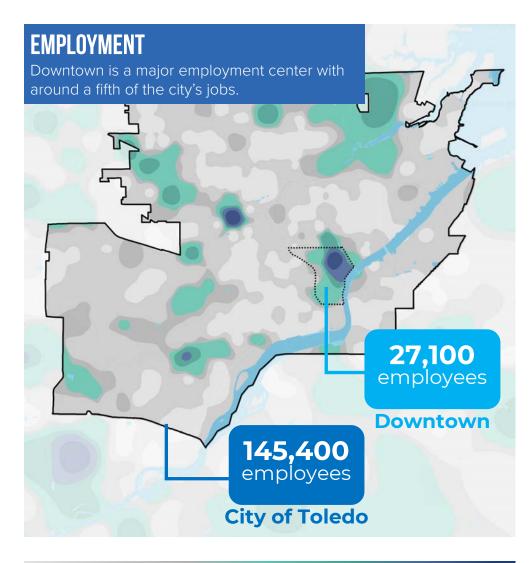
- Downtown has added 900 units since 2015 (including 320 through redevelopment/reuse), increasing downtown population to 3,800 people
- The number of downtown households grew by 6.4 percent since 2010 as compared to citywide decline of -2.2 percent.
- The City **added young professionals** since 2010, reversing a trend from the previous decade.



>100 Loss No Gain +100 >300 Gain

OFFICE MARKET AND EMPLOYMENT

- 57% of all knowledge sector jobs are in downtown
- Downtown is very accessible to the majority of its workforce
- Downtown's office market shows signs of improvement since COVID-19
- Strong growth in healthcare jobs will support medical office development

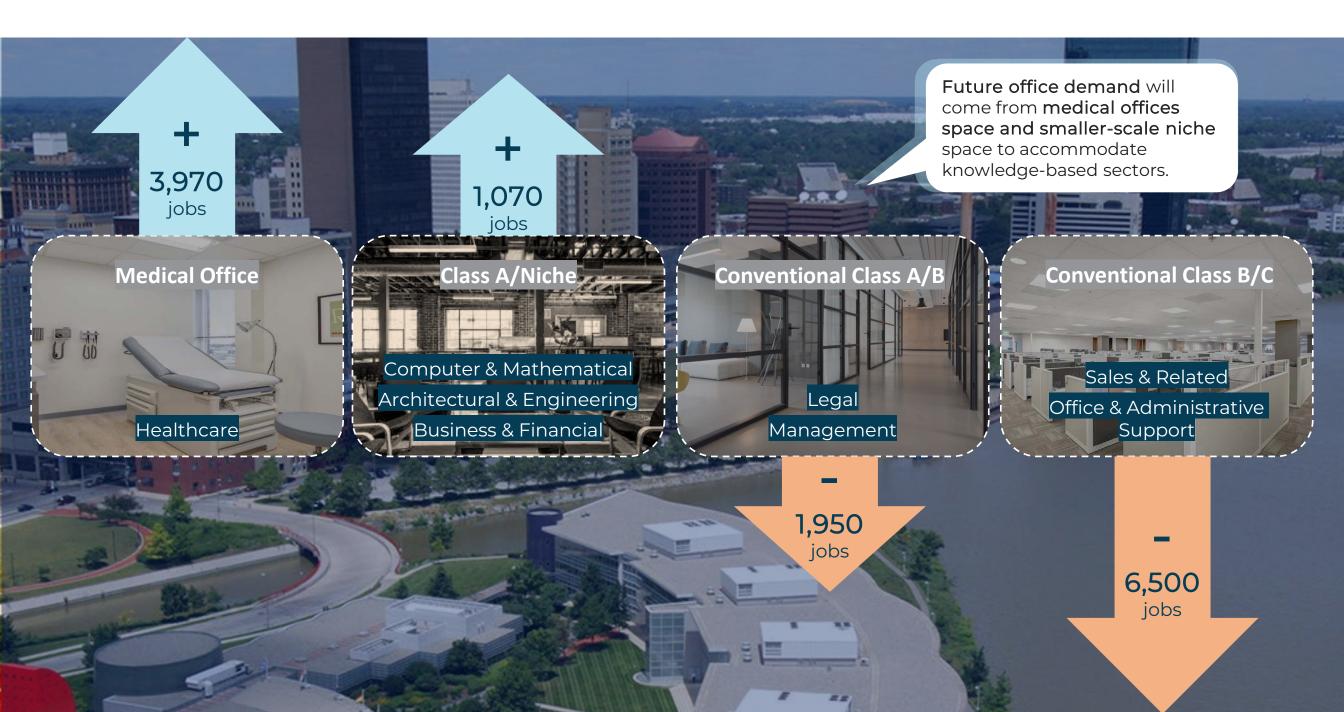


<100 1k 2.5k-5k >10k

OFFICE MARKET

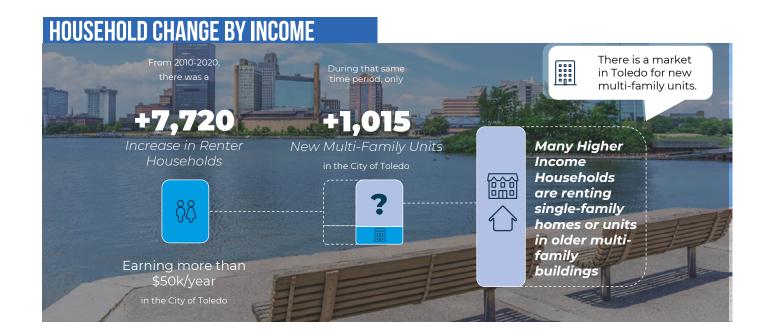


ENTREPRENEURIAL ECOSYSTEM | KEY OPPORTUNITIES



HOUSING

- The downtown multi-family housing market is stable
- Supply has not kept pace with the increase in high-income renter households
- Downtown could support between
 1,000 and 1,300 new/rehabbed
 units over the next 10 years
- Downtown rents are competitive.



RETAIL MARKET

- Average downtown retail rents are lower than, other competitive retail districts
- Relatively low downtown rents limit opportunities for reinvestment in older buildings
- Demand for downtown resident-driven retail is finite



HOSPITALITY MARKET

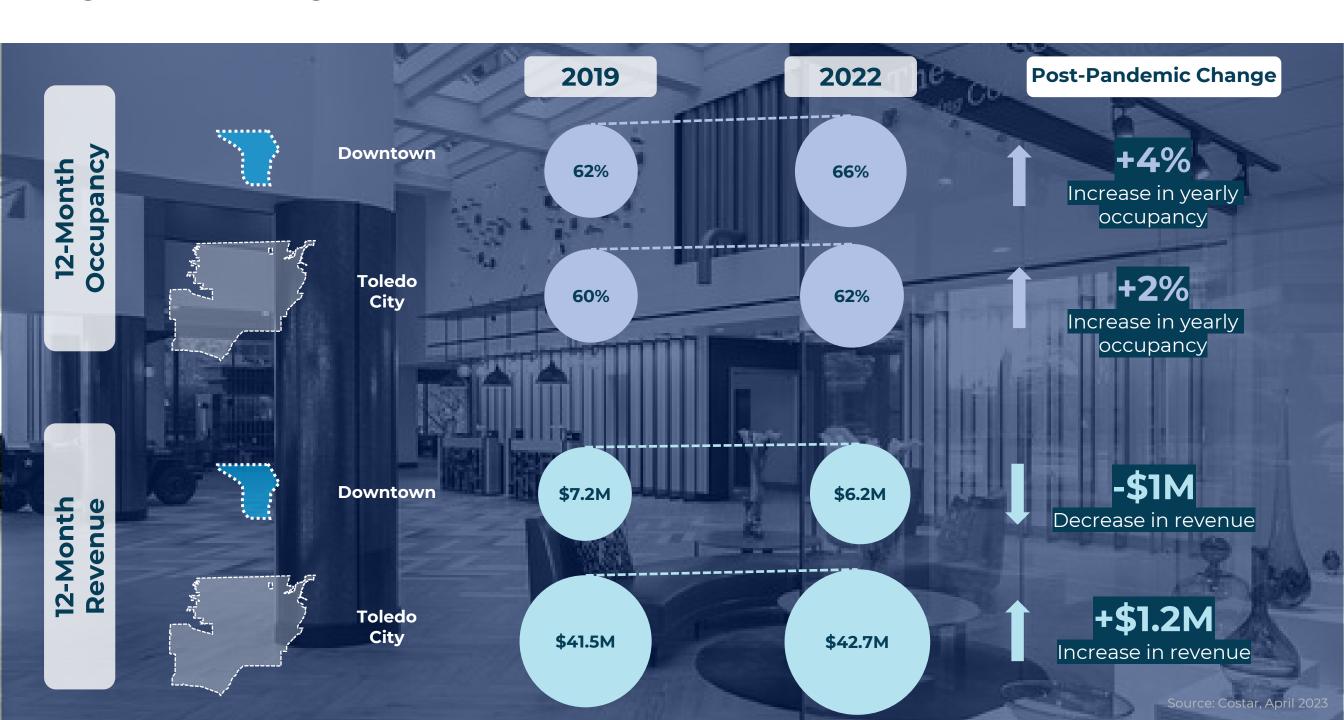
- The hotel market has recovered from the COVID-19 pandemic
- Downtown Toledo hasn't added supply, but has significantly upgraded
- The renovation of Glass City Center has increased projections for convention attendees in the coming years.







HOTEL TRENDS

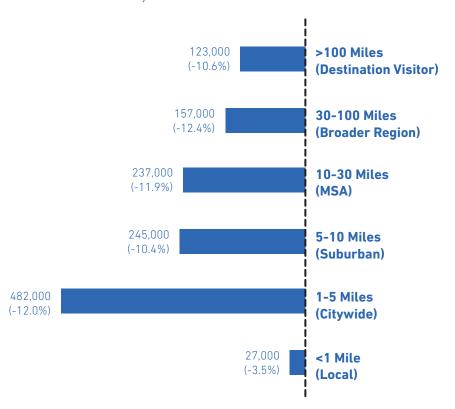


VISITATION ANALYSIS

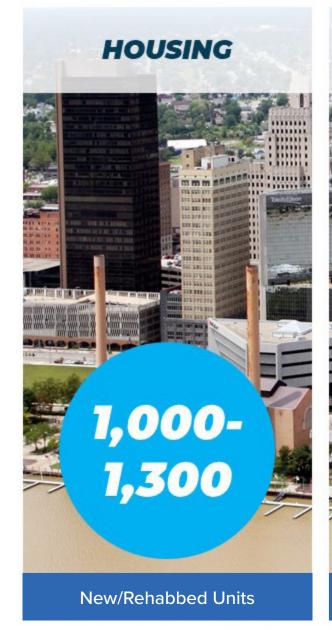
- Downtown visitation is still below pre-pandemic levels
- Downtown's weekday workforce has declined significantly given continued work-from-home practices for professional services jobs
- While the largest percent change in visitation came from those living between 30 and 100 miles of Downtown, the largest net decrease in visitation came from those living between one and five miles of Downtown
- Total annual visitation at the Toledo Farmer's
 Market on Saturdays is above pre-pandemic levels
- Key visitor destinations include Fifth Third Field, Huntington Center, Promenade Park, and Glass City Center

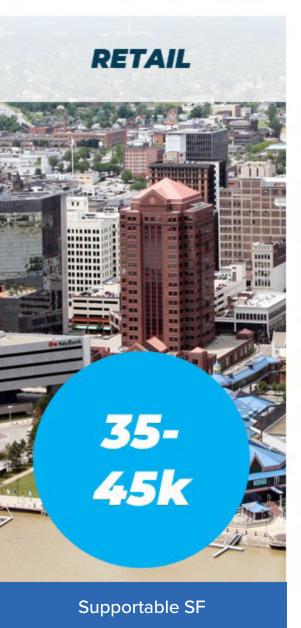
DOWNTOWN VISITATION

Net decrease in annual visitation by home location, 2019-2022



UPDATED 10-YEAR PROJECTIONS | 2023-2033









ENTREPRENEURIAL ECOSYSTEM

Challenges

Low startup rate:

 6.4 startups per 100 establishments in 2020, compared to 9.3 nationally (this reflects all business creation, not just tech)

Low venture capital investment in the region:

 Less than \$1.5 million in 2021, compared to \$3 billion in Detroit and \$2 billion in Columbus

Low concentration of knowledge-sector occupations

 Below average employment in computer, math, legal, science, finance, art, design, and media occupations

Opportunities

Knowledge sector job growth:

- 4,000 healthcare and medical office jobs added since 2010
- 1,100 computer, math, architecture, engineering, and financial jobs added since 2010

Industry strengths in healthcare and production:

Above average employment in both industries

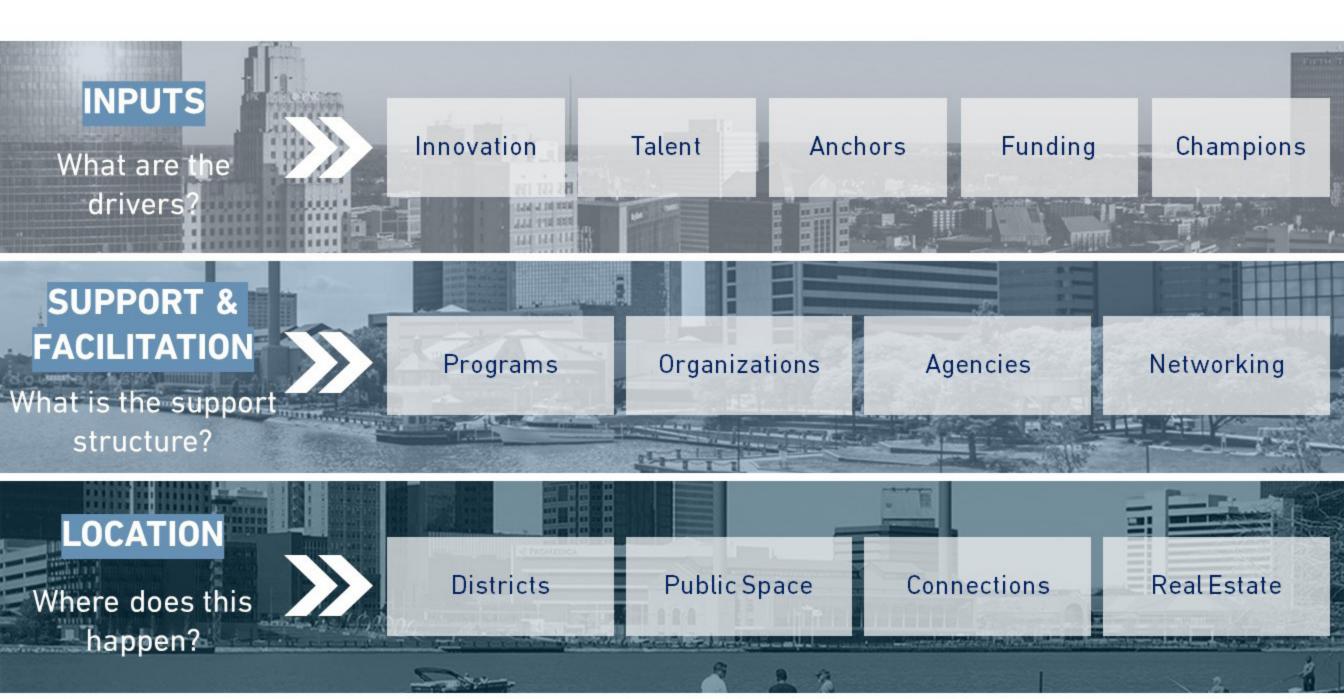
Regional leadership focused on manufacturing innovation:

 NOIC applying for federal and state Innovation Hub designation/grant focusing on the decarbonization of the glass and solar industries

Downtown as innovation district anchored by the Toledo Innovation Center:

• 100,000 square feet of new innovation space Uptown

COMPONENTS TO THE ECOSYSTEM



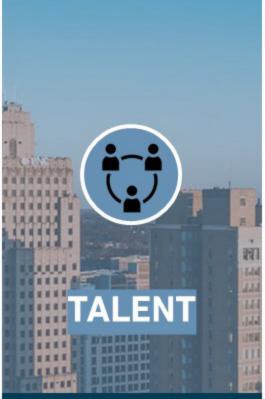
INPUTS - WHAT ARE THE DRIVERS?



Where

do the ideas come from?

Research
Technology
Arts/Culture
Education



Who

creates the ideas and moves them forward?

Attraction Retention Development



What

are the key organizations that create stability and add support?

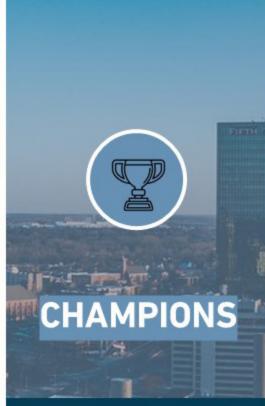
Key Industry Clusters Institutions Major Employers



How

does this get paid for?

Lending Venture Capital Grants Incentives



Who

are the businesses and individuals providing mentorship?

Entrepreneurs
Small Businesses
Civic Leaders
Local Organizations

SUPPORTS AND FACILITATION - WHAT IS THE SUPPORT STRUCTURE?

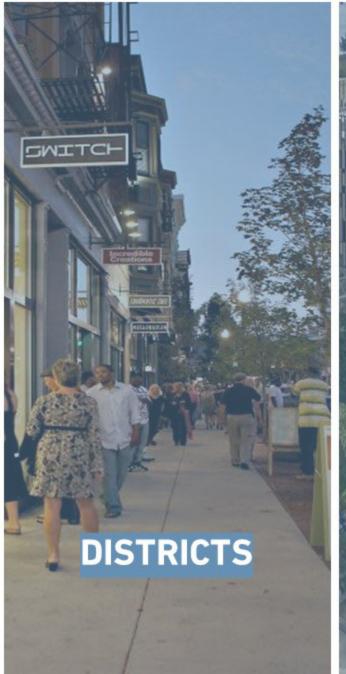








LOCATION - WHERE DOES THIS HAPPEN?



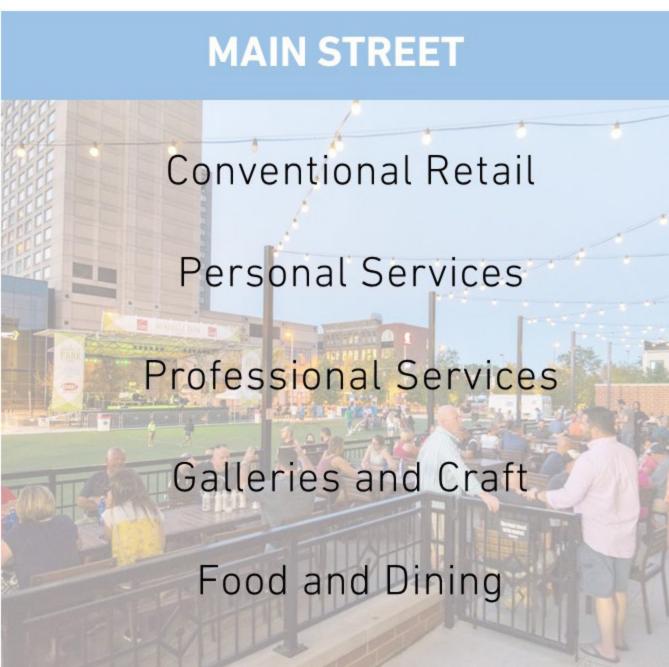






FRAMING THE GOALS





TOLEDO INNOVATION CENTER: STRATEGIC TENANTING

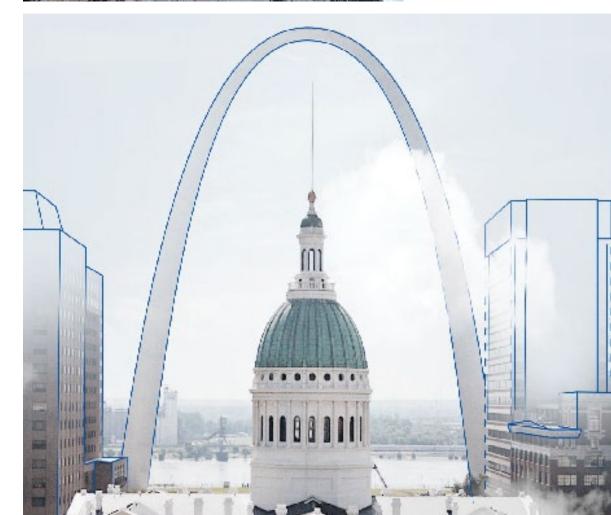
PRIMARY/ANCHOR TENANTS Lead managing entity Key entrepreneurial support organizations (ESOs) Institutional anchors **SUPPORT TENANTS** Non-profits and community organizations Business support leasing (accounting, legal, marketing, etc.) Capital/lending institutional and organizations Restaurant/café Event space

ENTREPRENEURIAL ECOSYSTEM | ARCHGRANTS (ST. LOUIS, MO)

- Up to \$100K in equity-free grants for startups to move to Downtown St. Louis for at least one year
- Founded in 2012 with 15 grantees awarded a total of \$750,000—now up to 34 grantees in 2021
- Startups encouraged to lease space at 76K SF co-working space/incubator (T-REx)
- To date, 173 companies have been funded and
 50 percent have been retained in St. Louis
- 20 percent of startups led by people of color and 40 percent are led by women







ENTREPRENEURIAL ECOSYSTEM | T-REX (ST. LOUIS, MO)

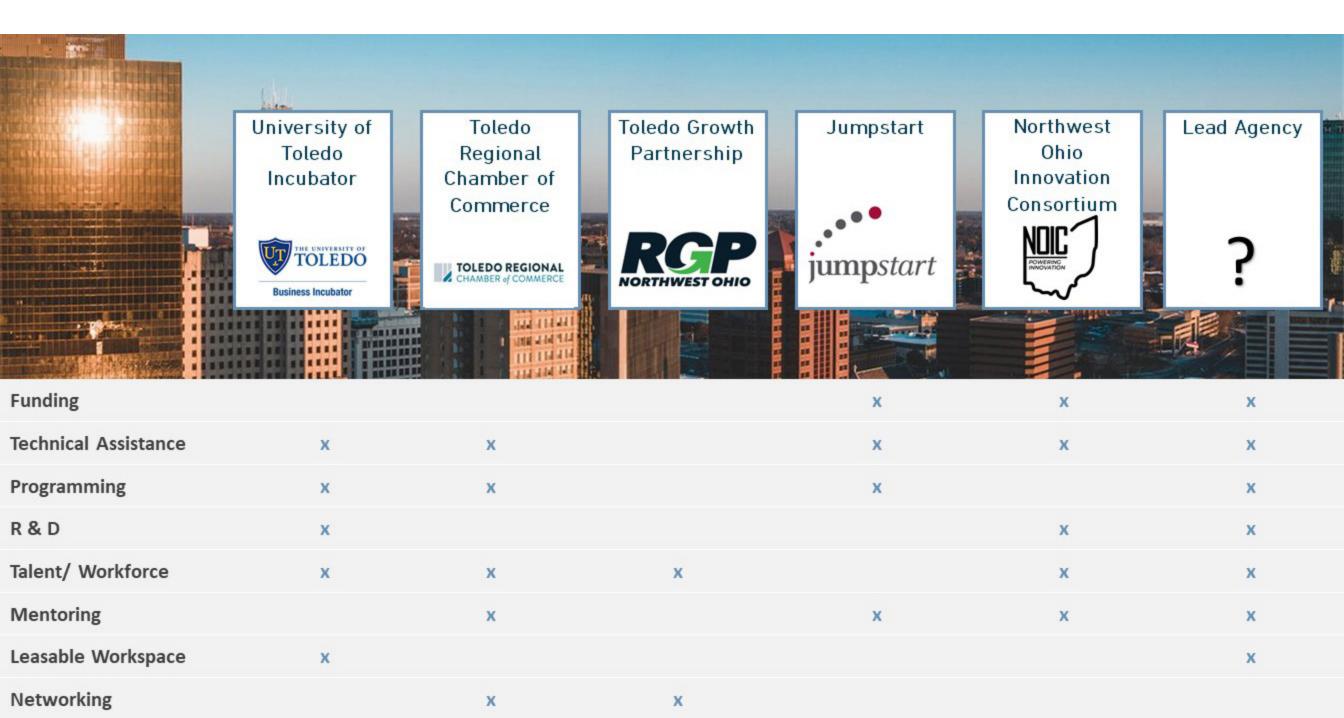
- Opened in 2011 with, 60,000 square feet of master leased space in historic office building offering below-market rents with very basic amenities and level of finish
- Increasing demand and success allowed T-Rex to move to its current, 76,000 square foot space with higher-level-of-finish
- Currently offers co-working space and incubator space
- Key tenants include ArchGrants recipients, ESOs, and venture capital firms, among other business support services (e.g. accounting, legal, marketing)







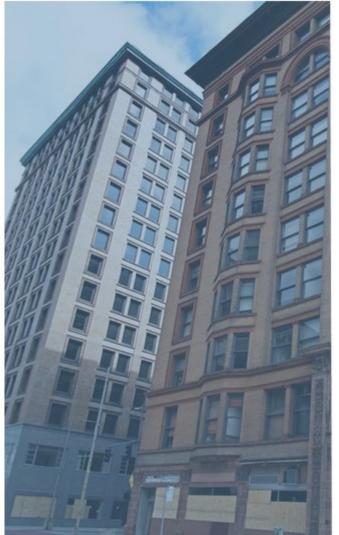
KEY ORGANIZATIONS AND RESOURCES



MARKET STRATEGY | KEY GOALS









Bolster the Entrepreneurial Ecosystem

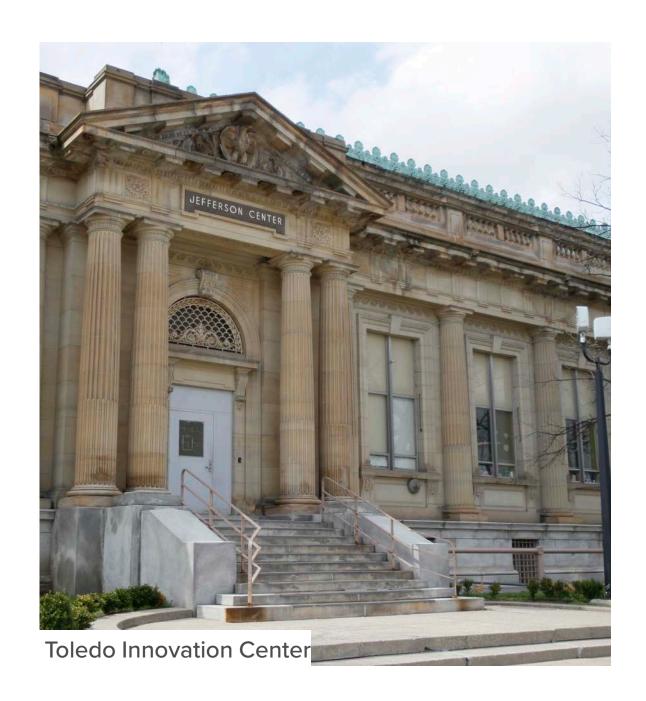
Attract More Local and Overnight Visitors

Continue
Expanding
Housing Supply

Identify Catalytic Redevelopment Opportunities

Leverage Toledo Innovation Center as the focal point for regional entrepreneurial support services

- Identify Lead Organization or Entity for Toledo Innovation Center
- Co-Locate Entrepreneurial Support Organizations at the Toledo Innovation Center
- Identify anchor tenants
- Create Innovation Task Force
- Create **Startup Grant Program**
- Build on success of White Box Program



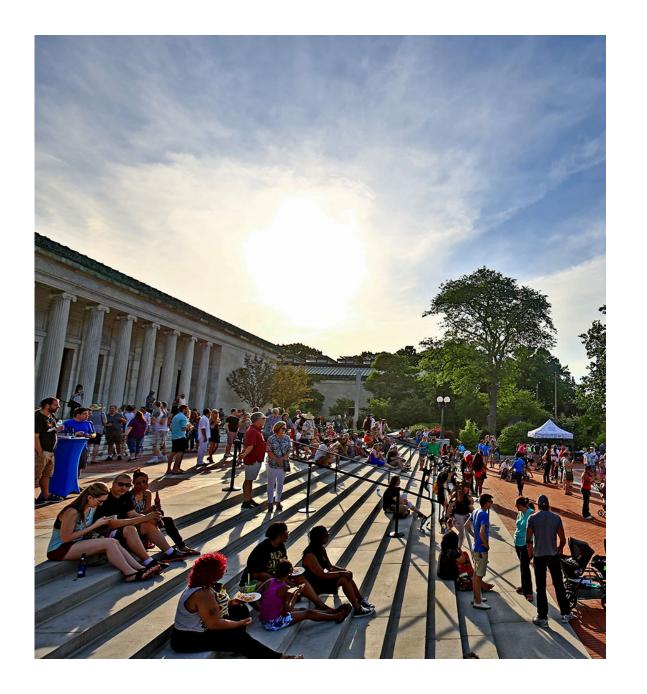
Create Opportunities for Hotel Development

- The goal is to **increase overnight visitors**, who tend to spend more than workers. This is a key market segment for increasing the retail offerings downtown.
- Leverage Glass City Center investment to support hotel development—more hotel rooms will be needed to fully optimize the convention center and increase its competitiveness for attracting larger-scale conventions
- Diversify hotel supply with boutique offerings—hotels would be an appropriate use for some of Downtown's office towers
- Focus new development within a few blocks of Downtown major visitation anchors—Fifth Third Field, Huntington Center, Glass City Center, and Promenade Park



Expand retail offerings Downtown to serve a wide range of visitors and consumer preferences

- Given decline in the weekday workforce, the small businesses environment will need to diversify
- Build on success of White Box Program to build-out storefronts
- Continue to support pop-up events and programming
- Focus retail in select nodes



Enhance Toledo Farmers' Market Experience

- Increase the number of regional visitors (i.e., daytrip visitors from nearby) and the frequency of their trips to downtown
- Visitation to the Farmer's Market increased by ten percent between 2019 and 2022, adding nearly 10,000 annual visitors. It will be important to build on this existing momentum.
- More Farmer's Market visitation on multiple days per week will provide additional market support for Hensville businesses, and others

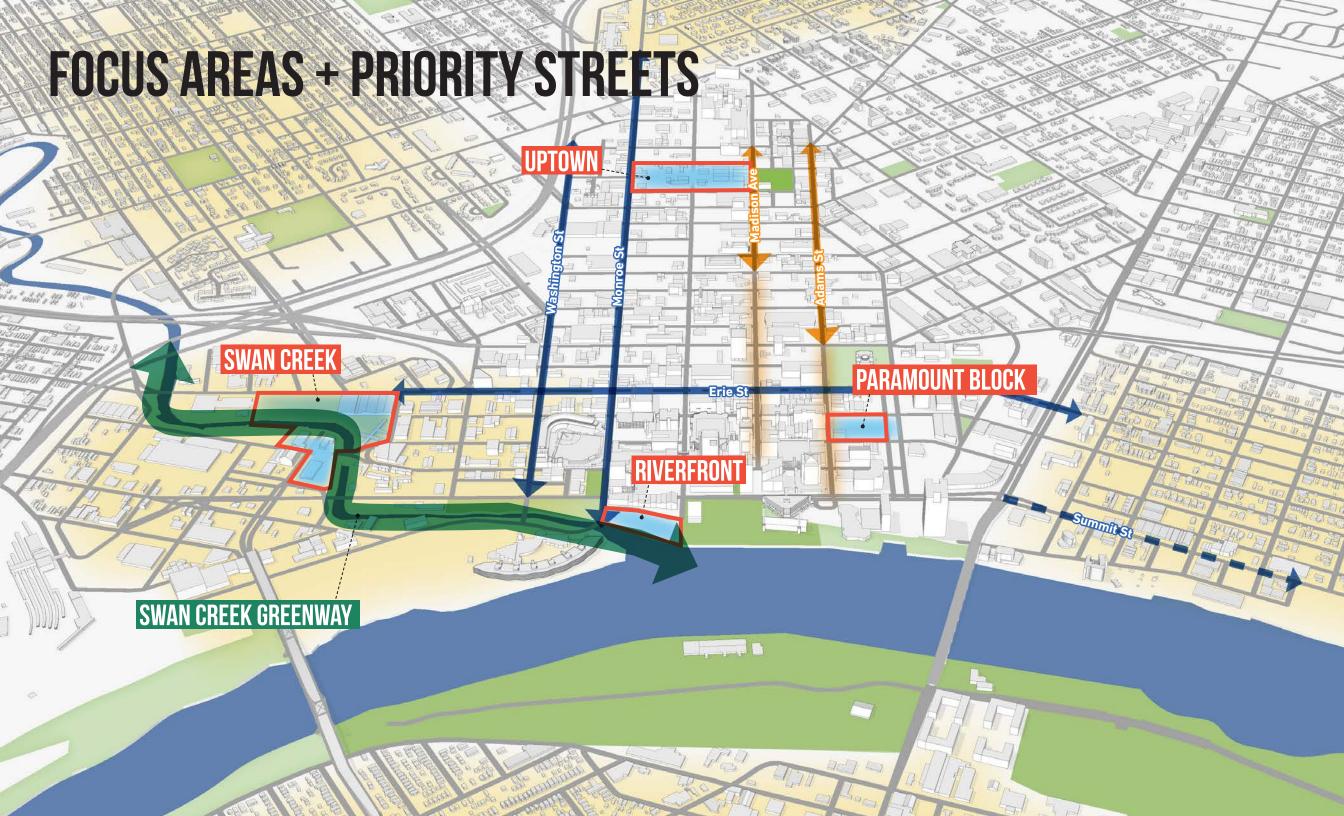


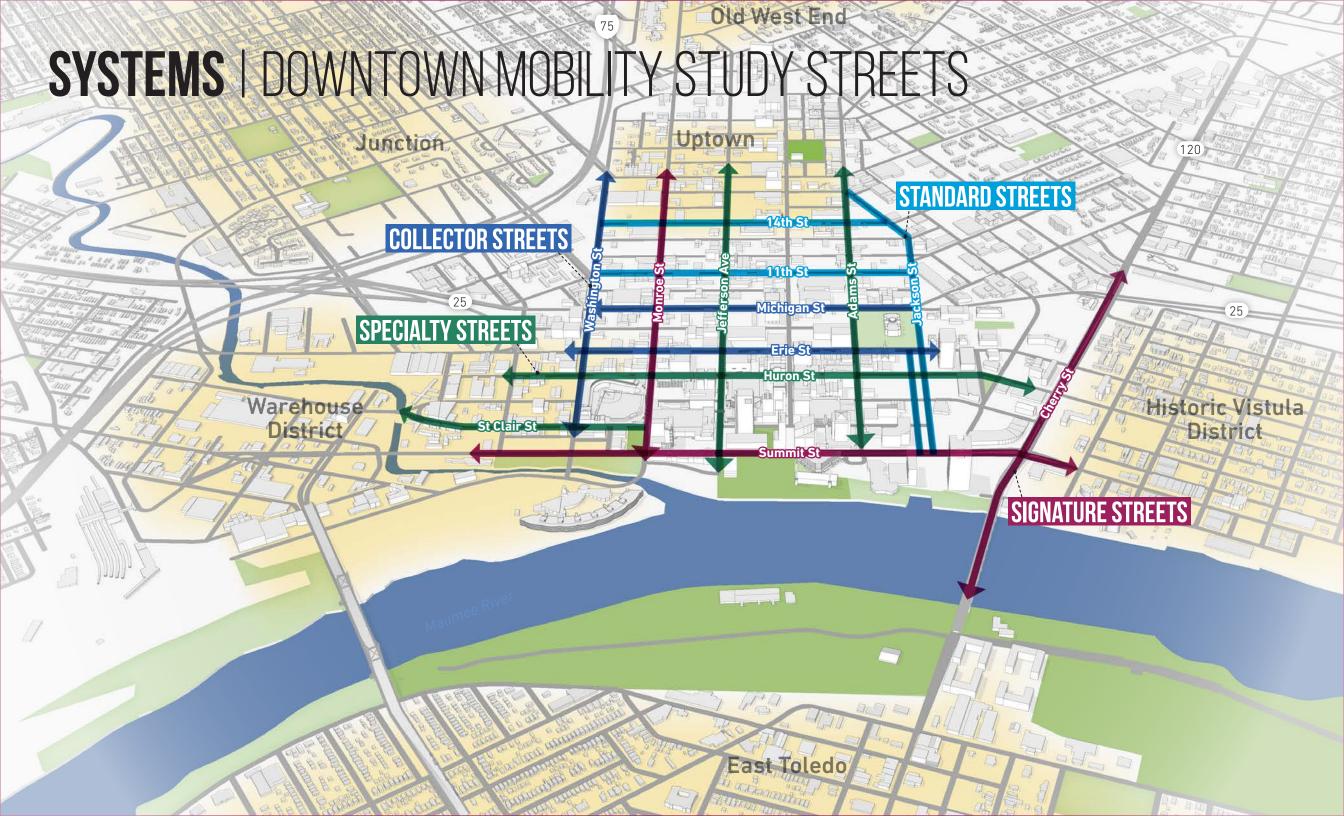
Continue identifying redevelopment opportunities for housing

- Leverage Low Income Housing Tax Credit (LIHTC) funds to provide tax incentives to developers in exchange for building and maintaining affordable housing,
- Acquire land or properties in strategic locations through land banking and partner with affordable housing developers to create mixed-income developments,
- Work with regional entities to establish a dedicated housing trust fund to pool resources from public and private sources, including grants, developer fees, and impact fees, to subsidize affordable housing projects,
- Draft practical tools requiring ten percent set asides for affordable units in market-rate development in downtown (but do not enact them until market rate development can occur without subsidy)
- Offer fee waivers, expedited permitting, and reduced land costs for developers committed to building affordable housing.

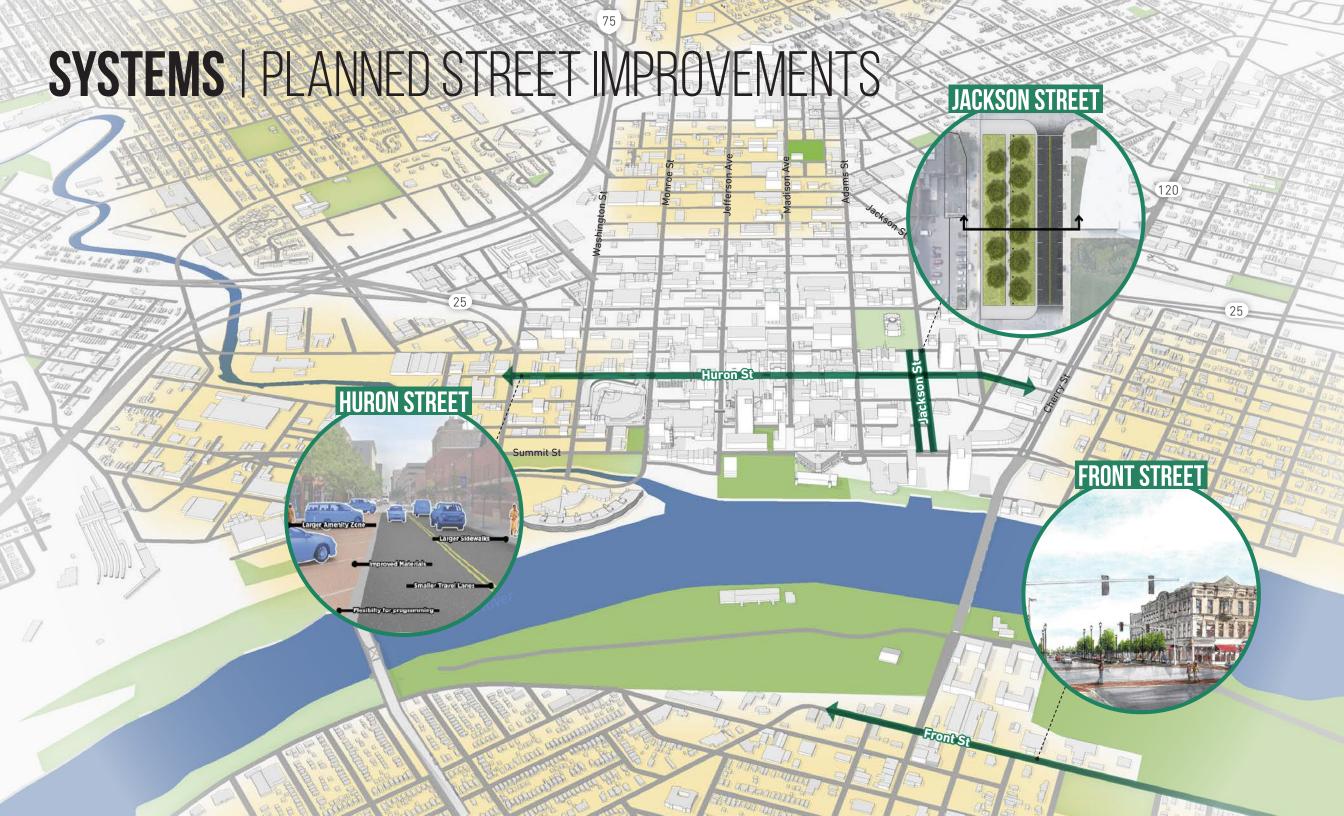


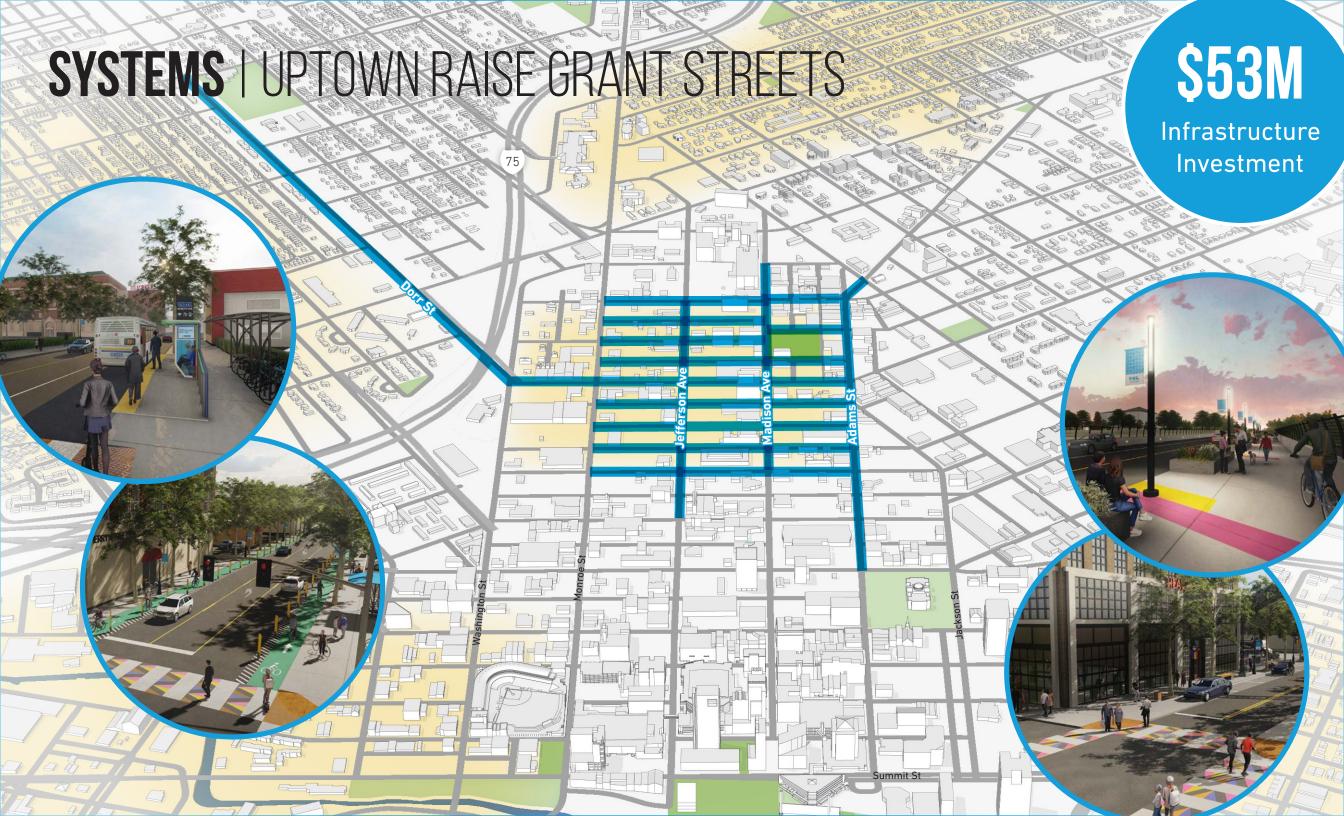
3 FOCUS AREAS

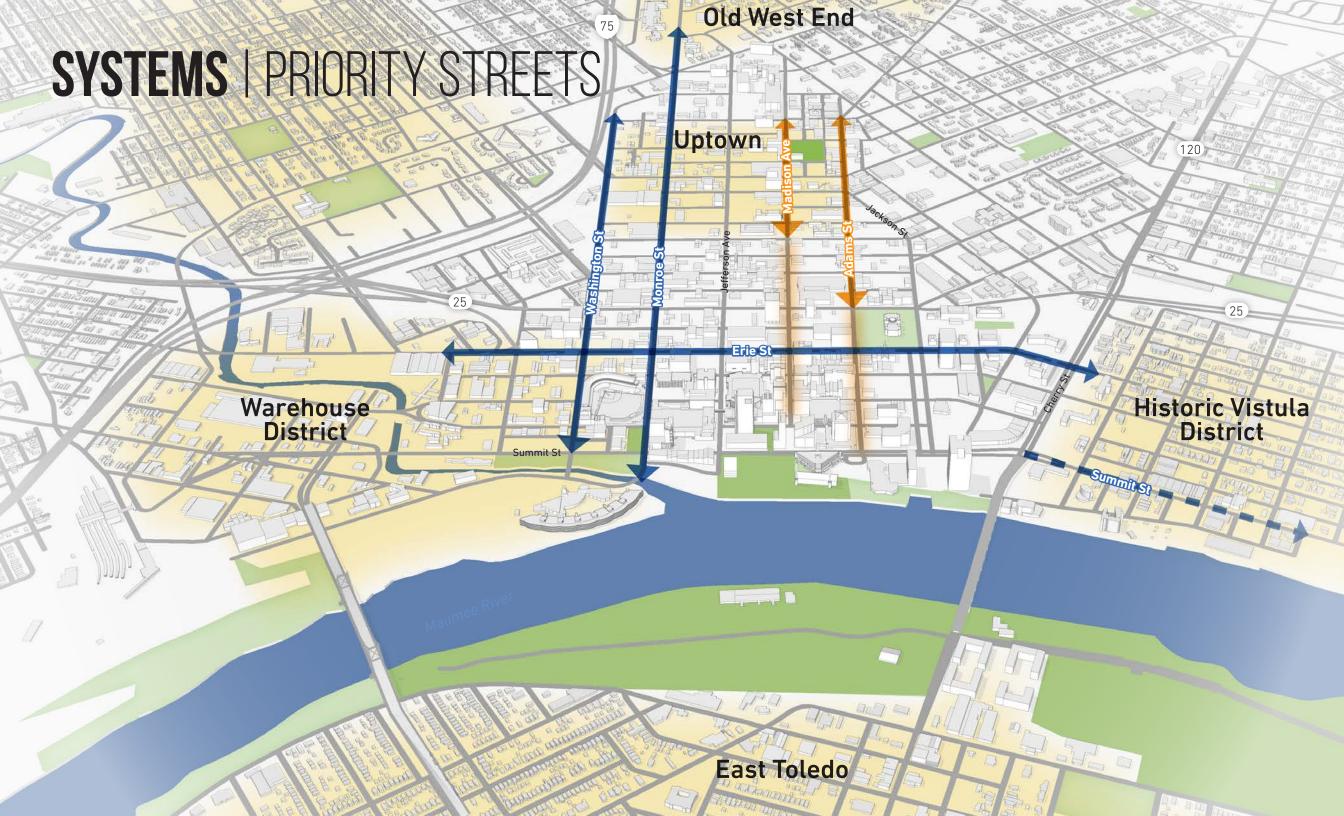












STREETS | ADAMS STREET & MADISON AVENUE

Continue proposed treatment of Adams Street and Madison Avenue into downtown

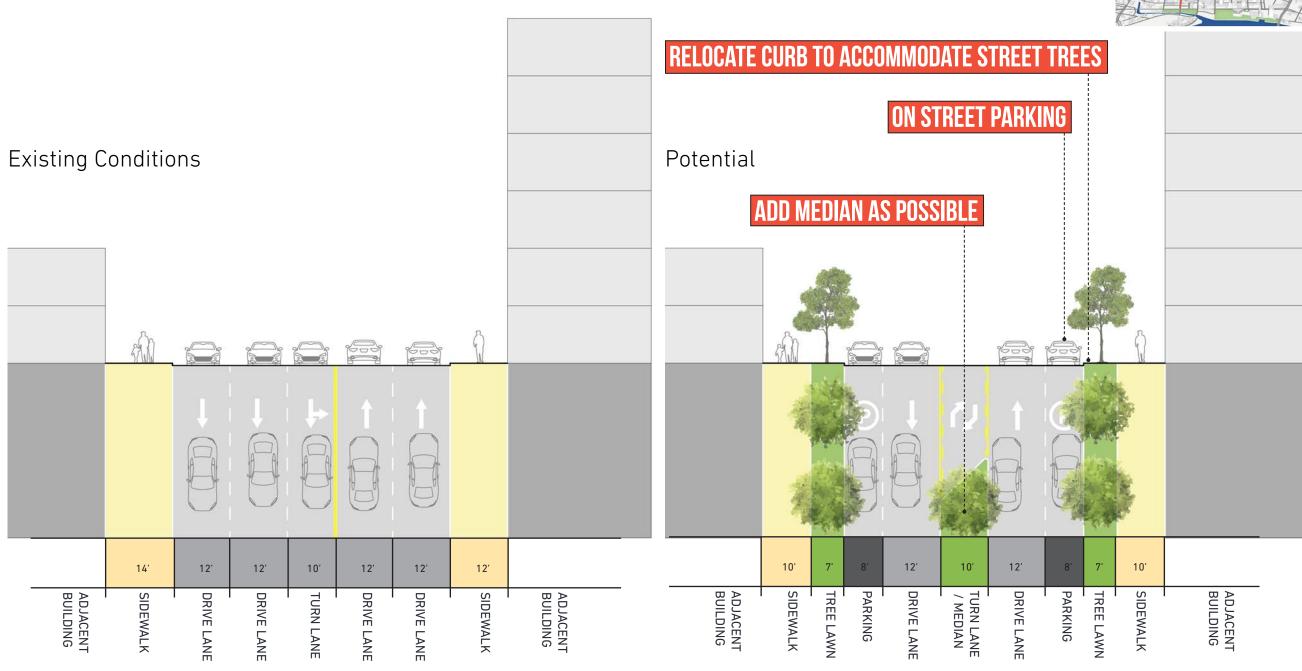


Adams Street



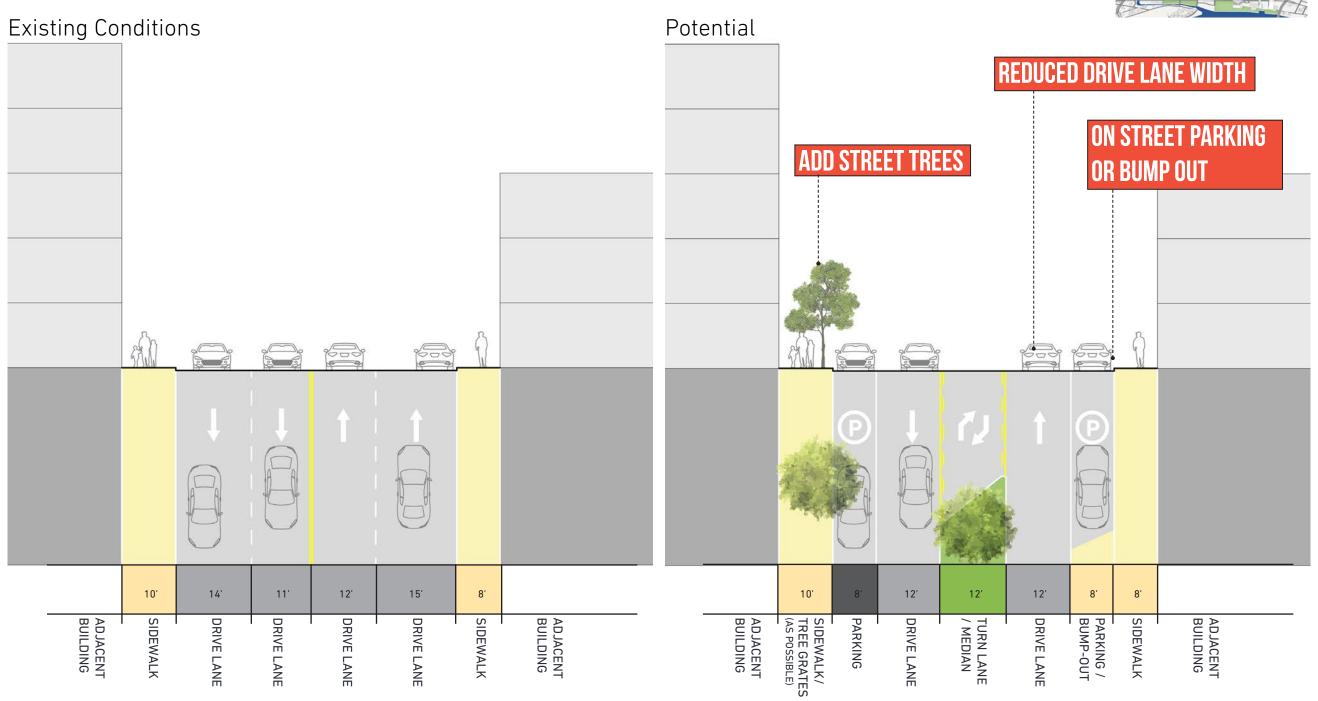
Madison Avenue

STREETS | WASHINGTON STREET



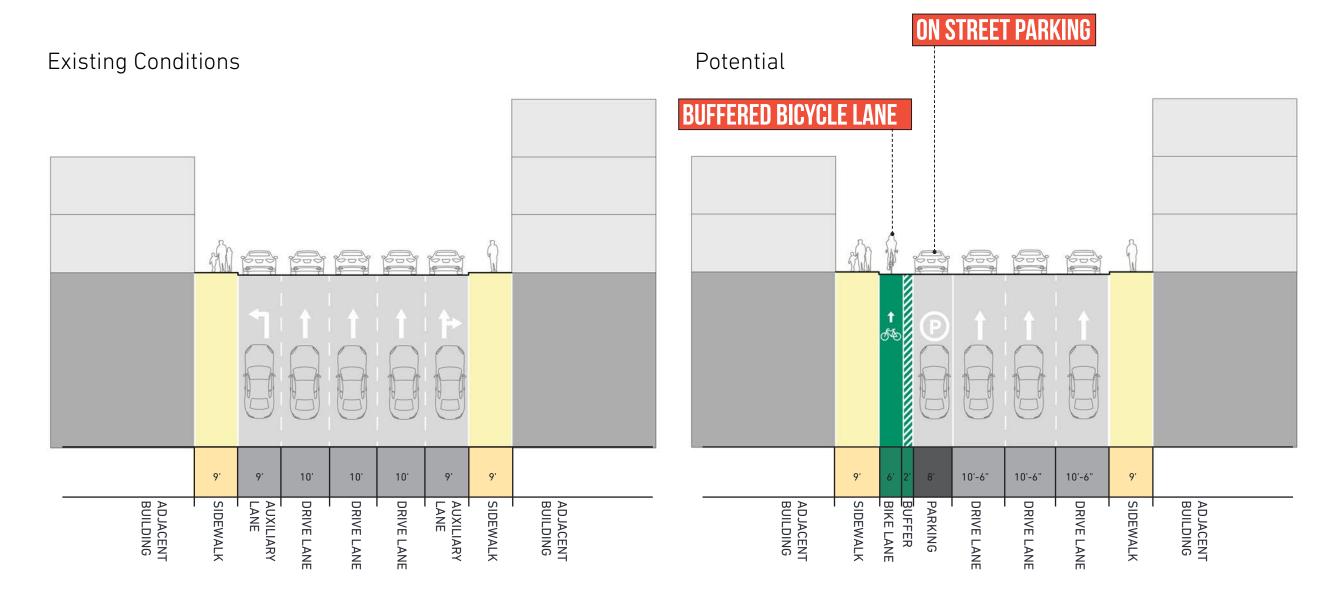
STREETS | MONROE STREET





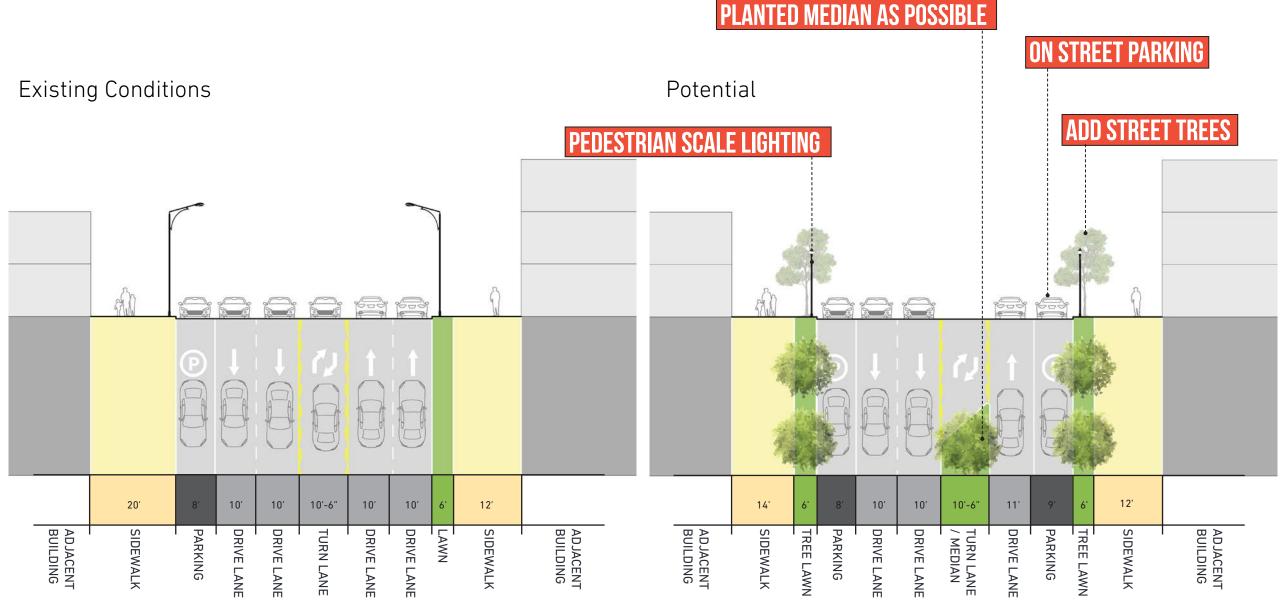
STREETS | ERIE STREET

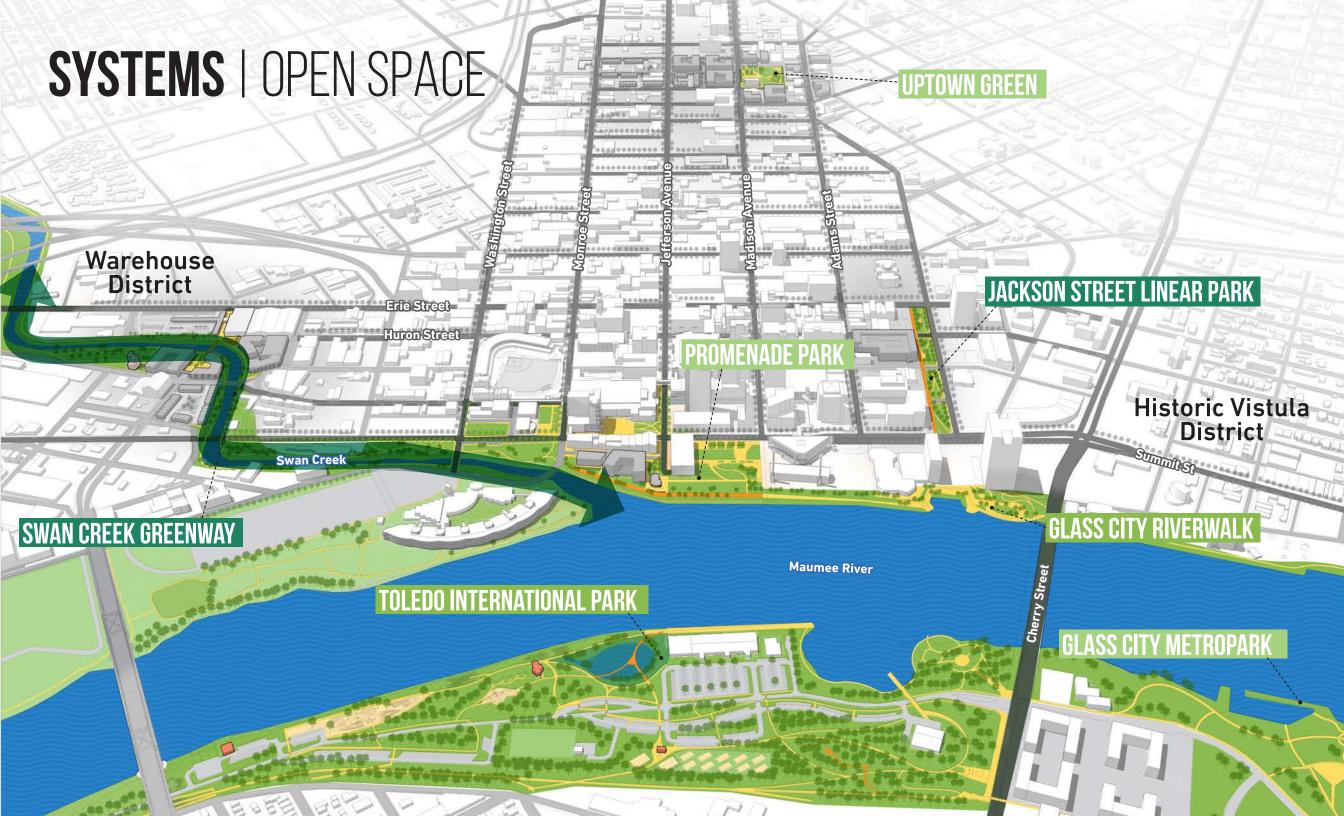


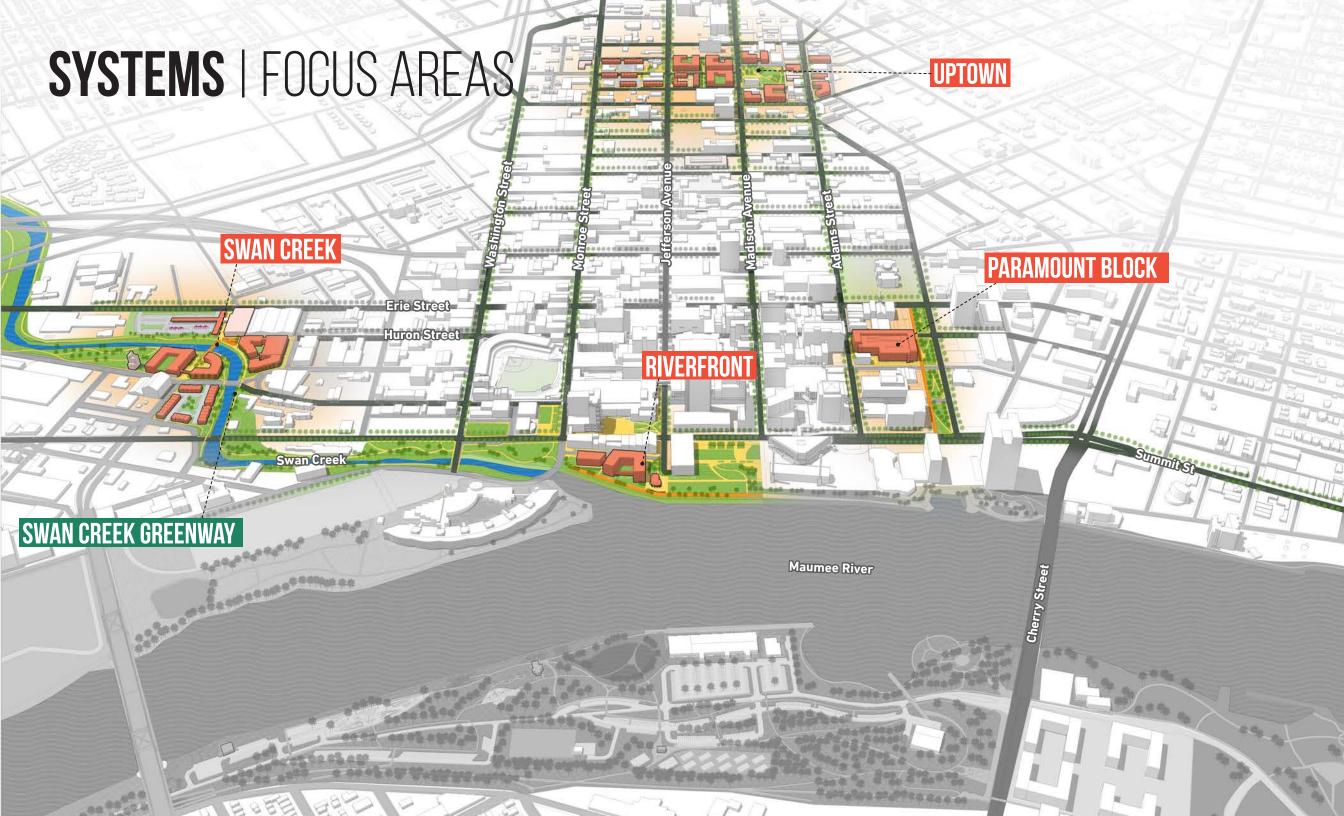


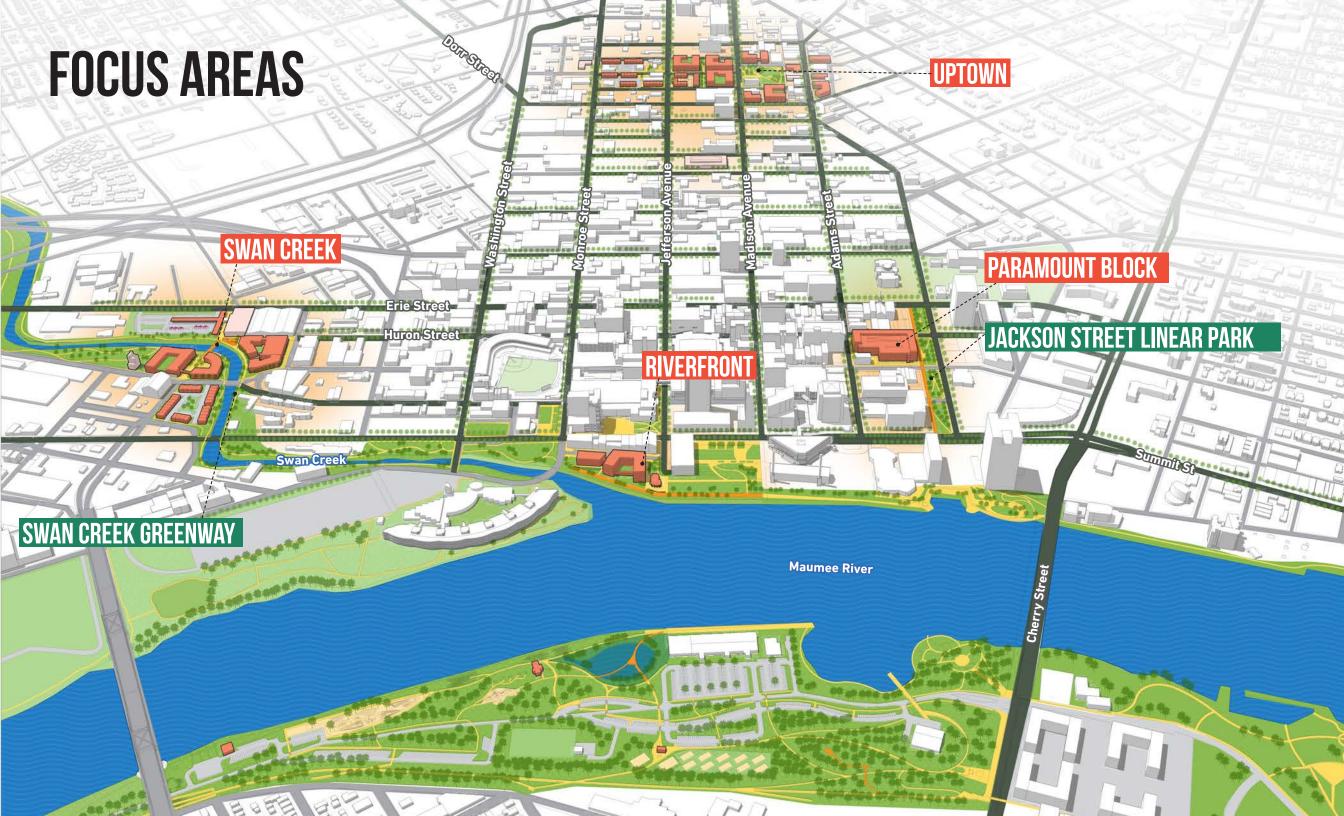
STREETS | SUMMIT STREET - VISTULA

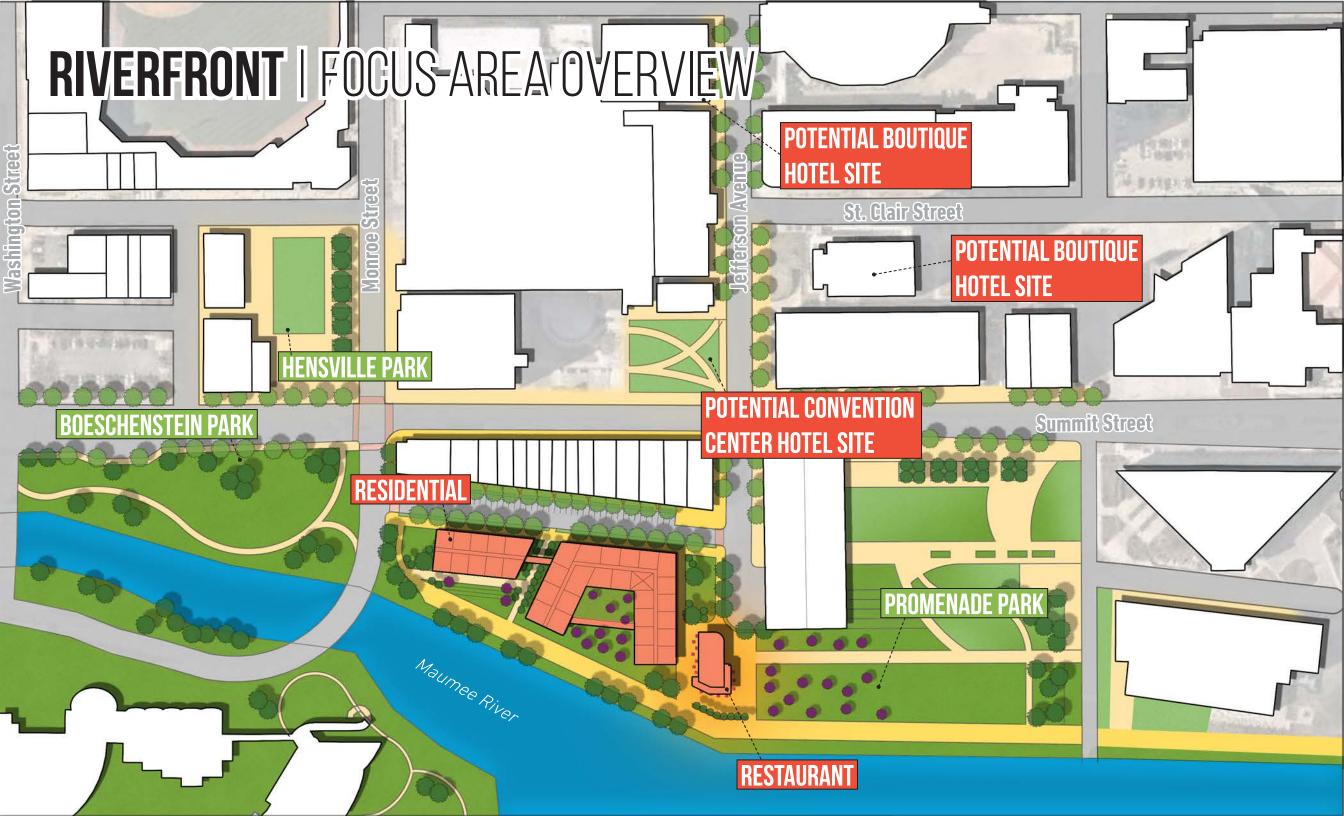




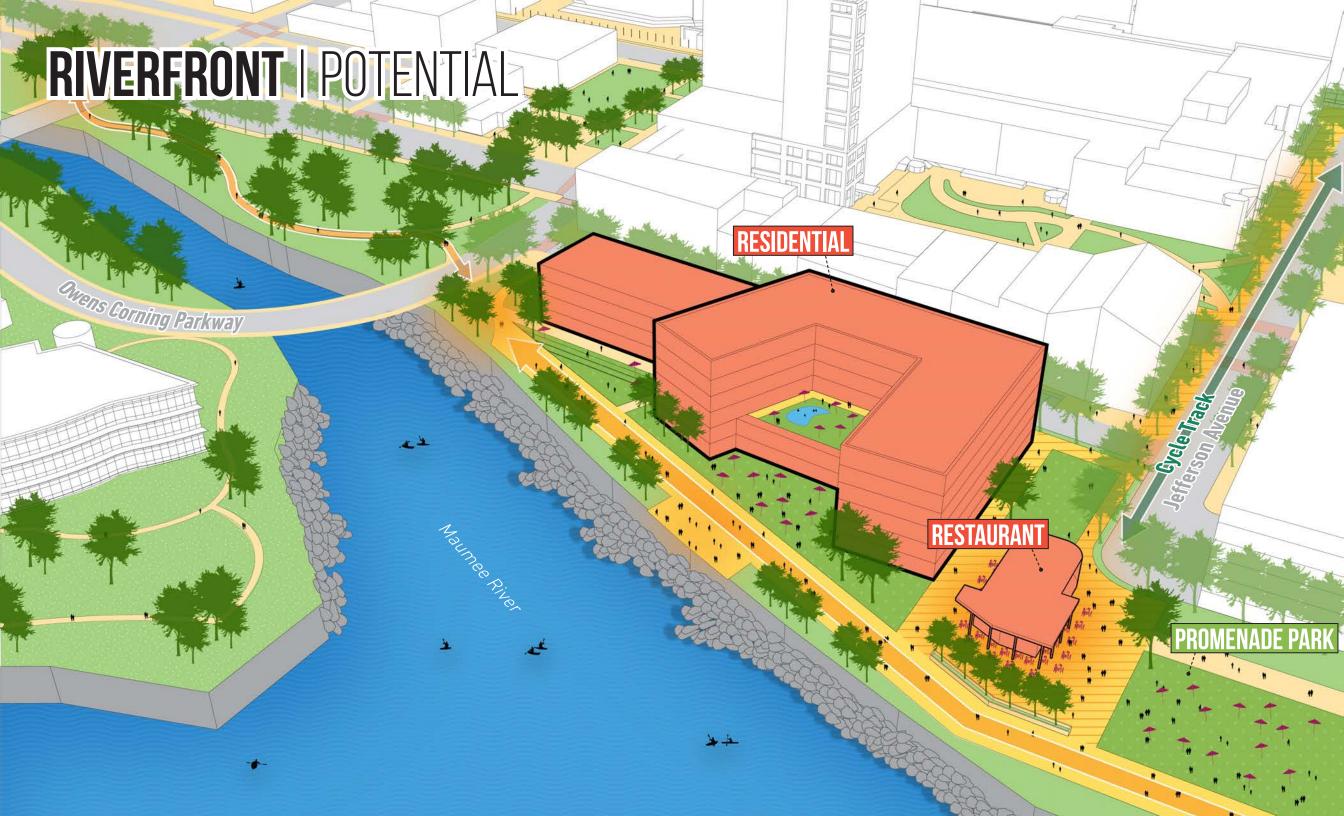






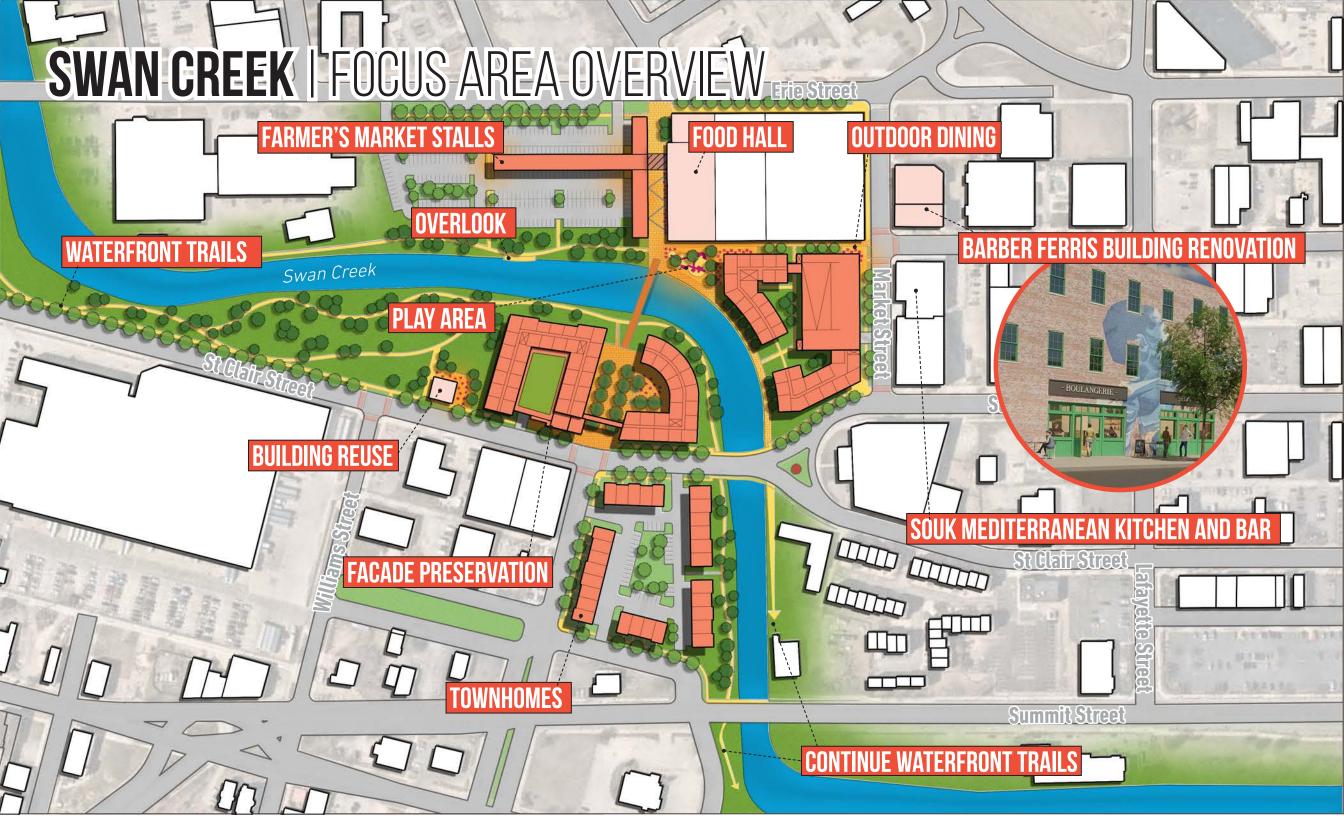




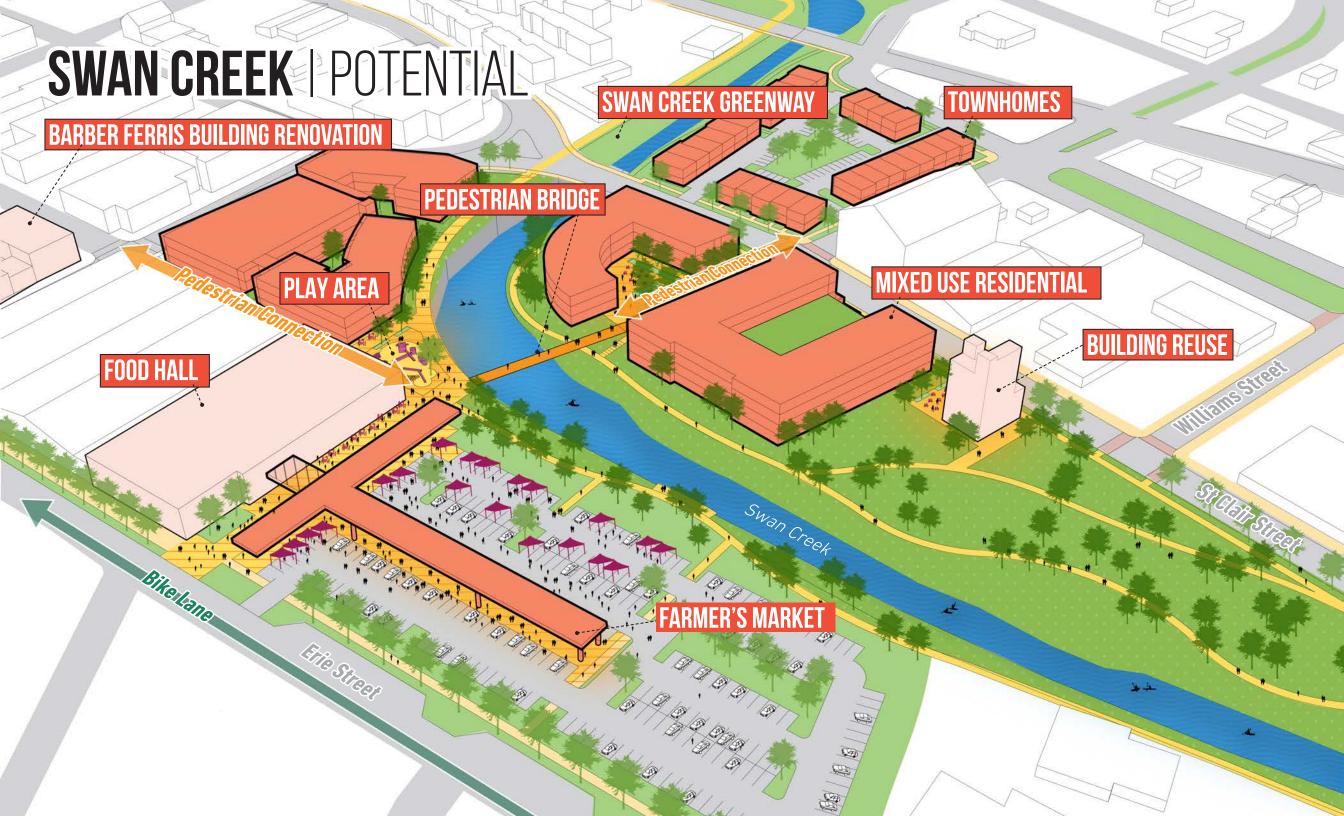






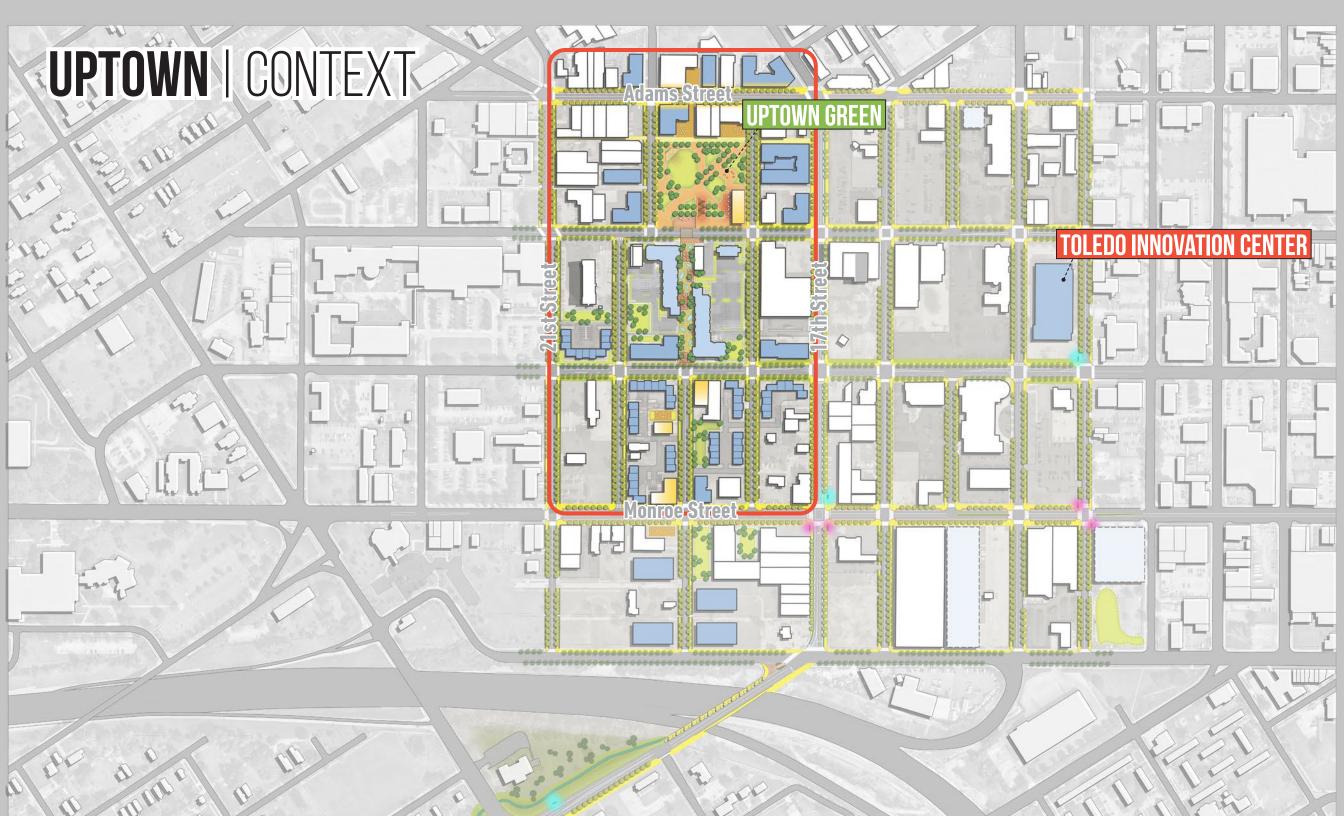


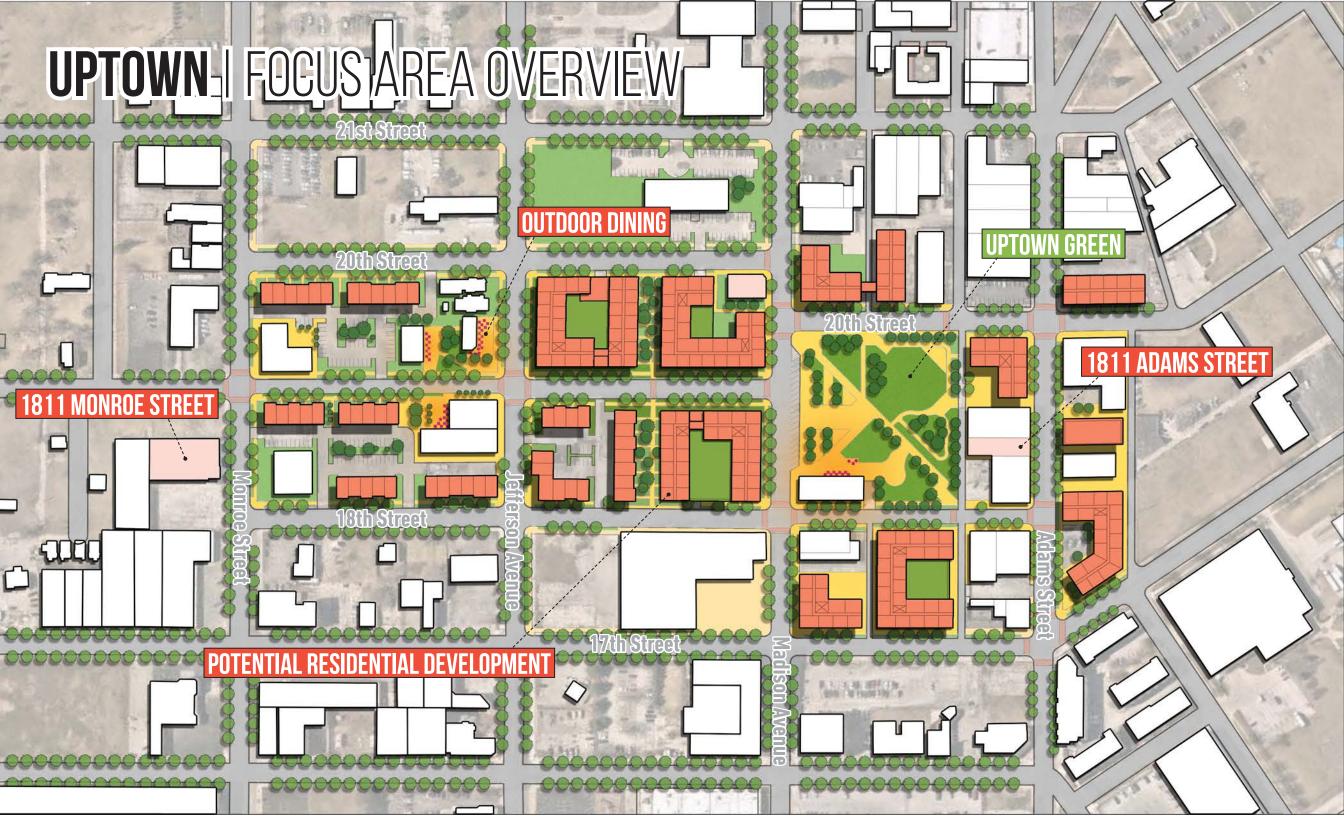


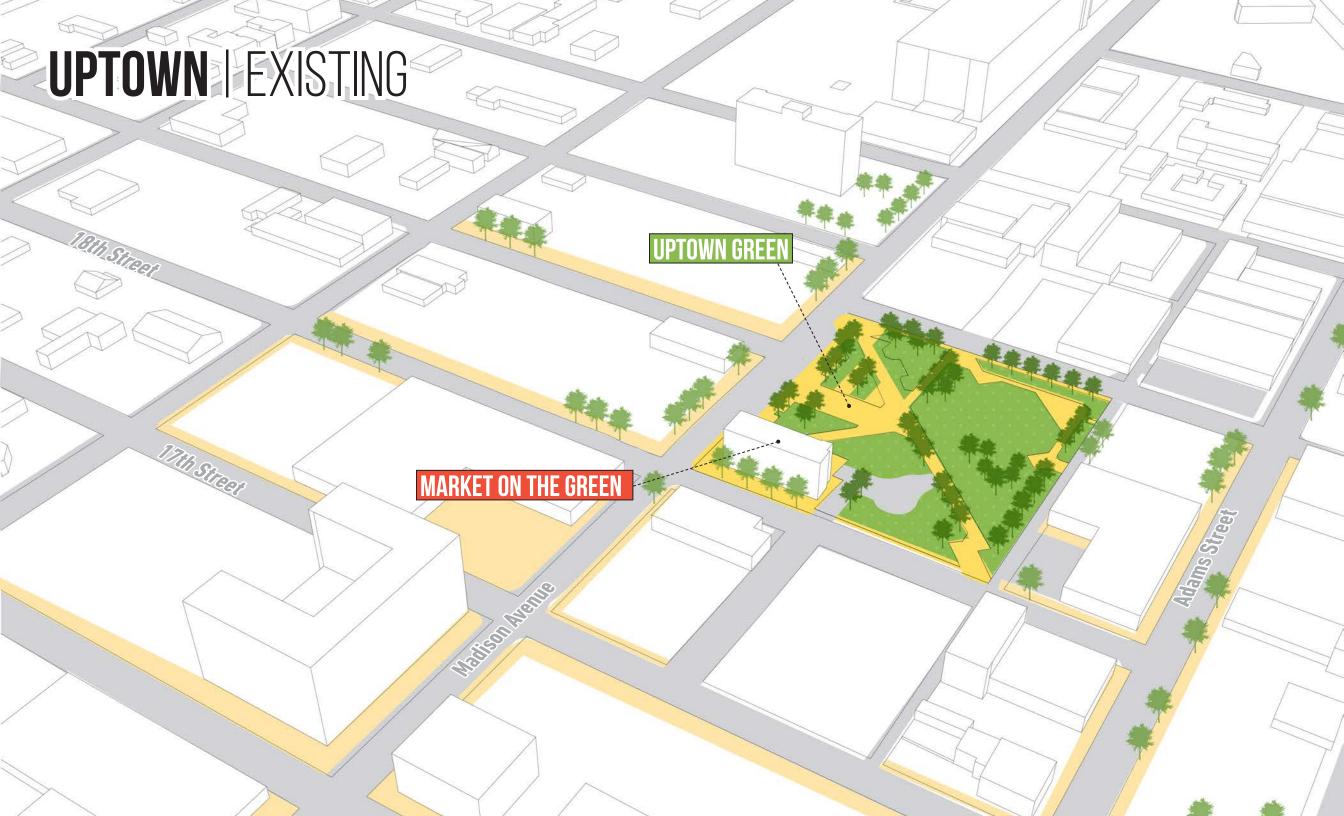


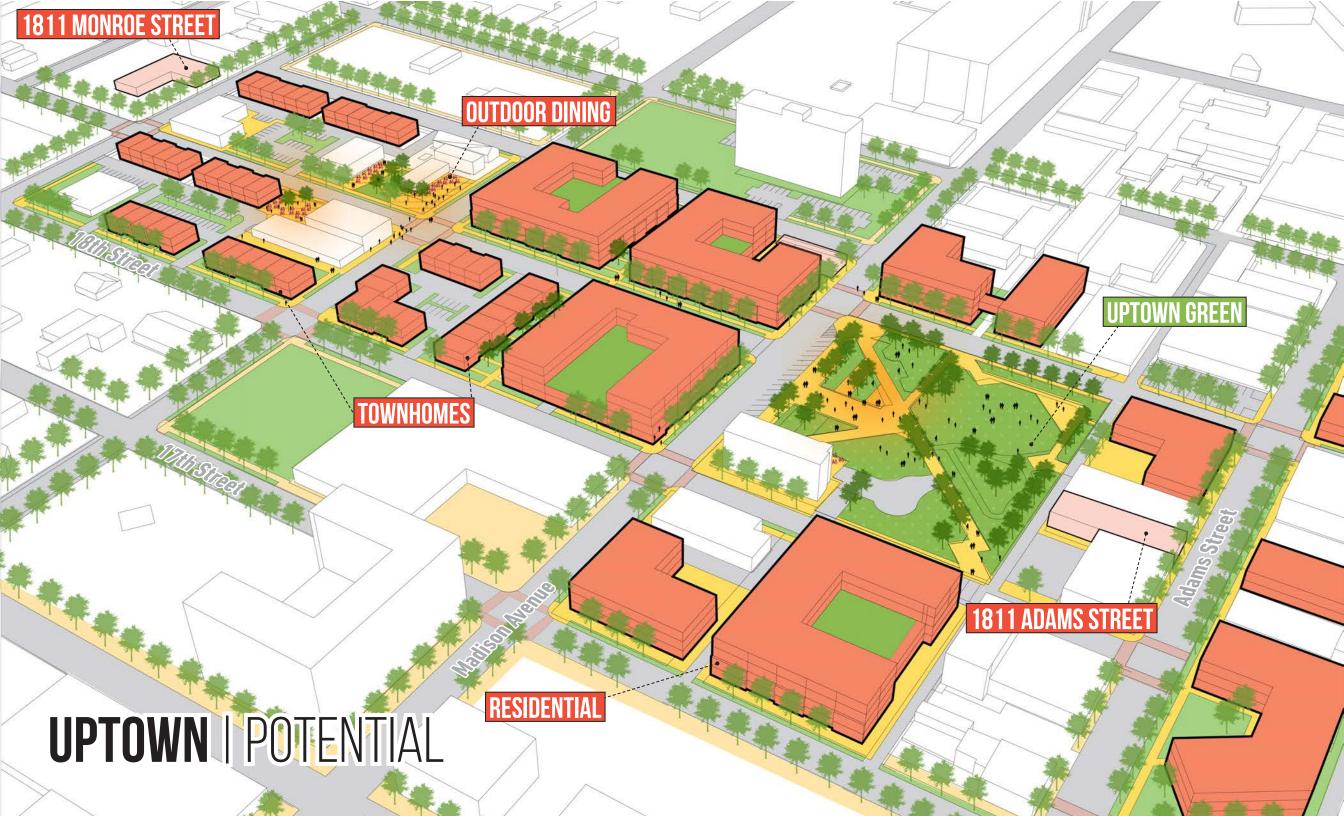


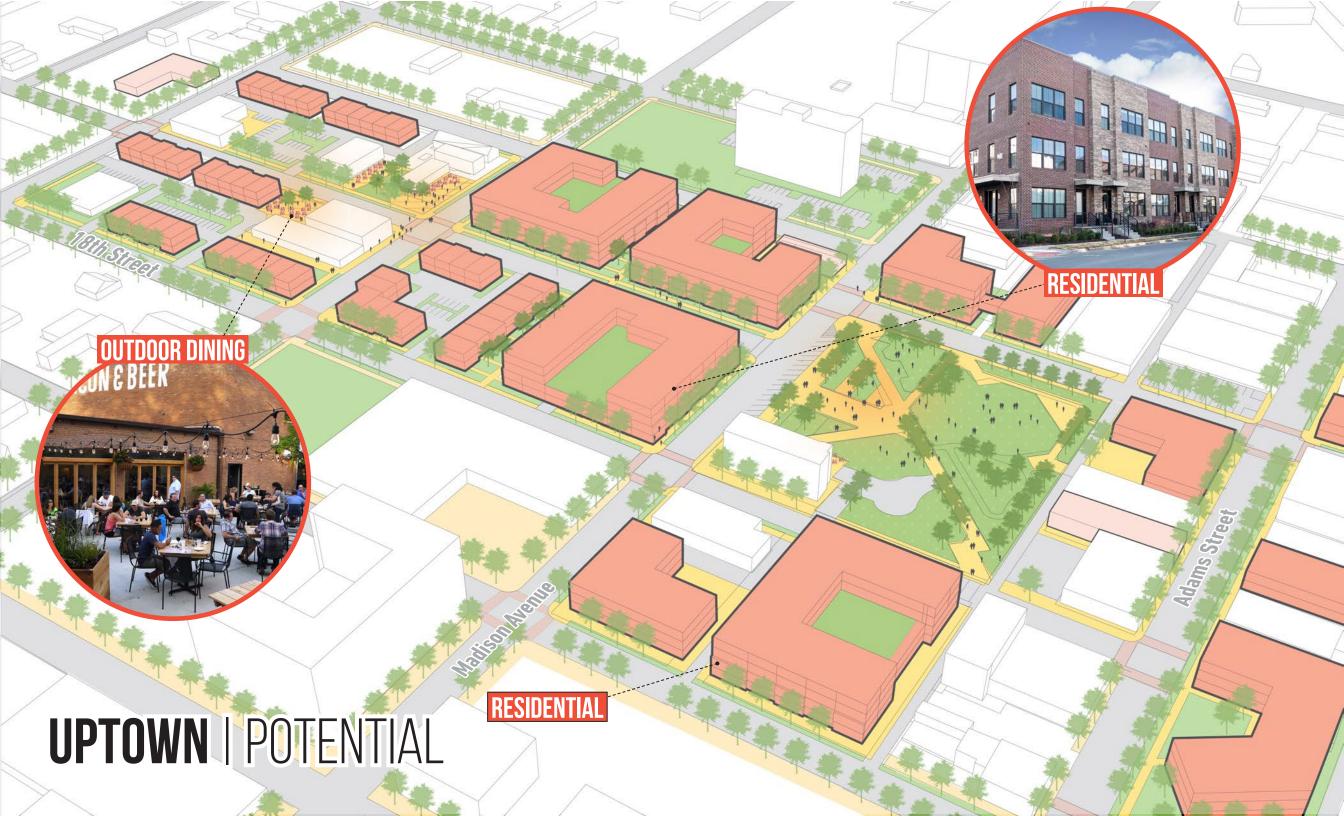




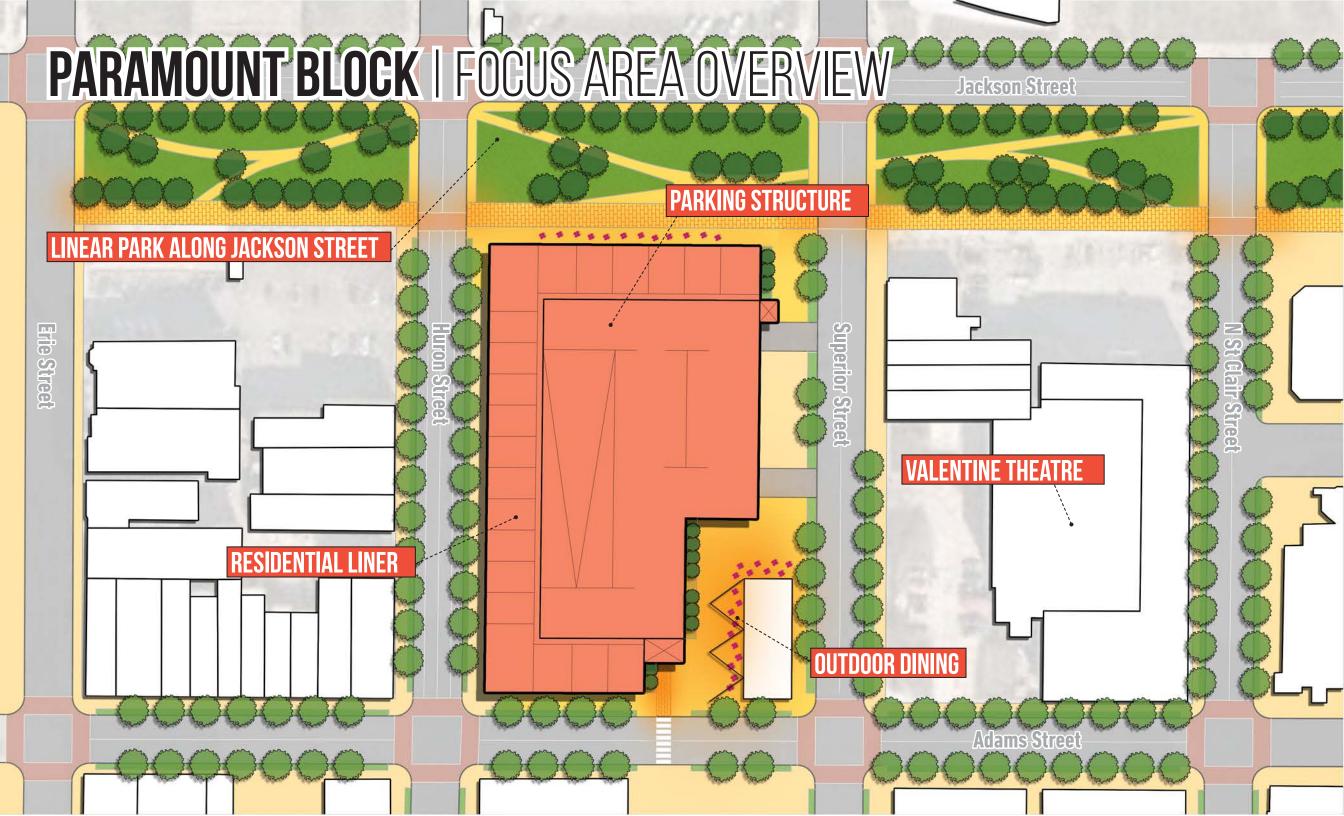


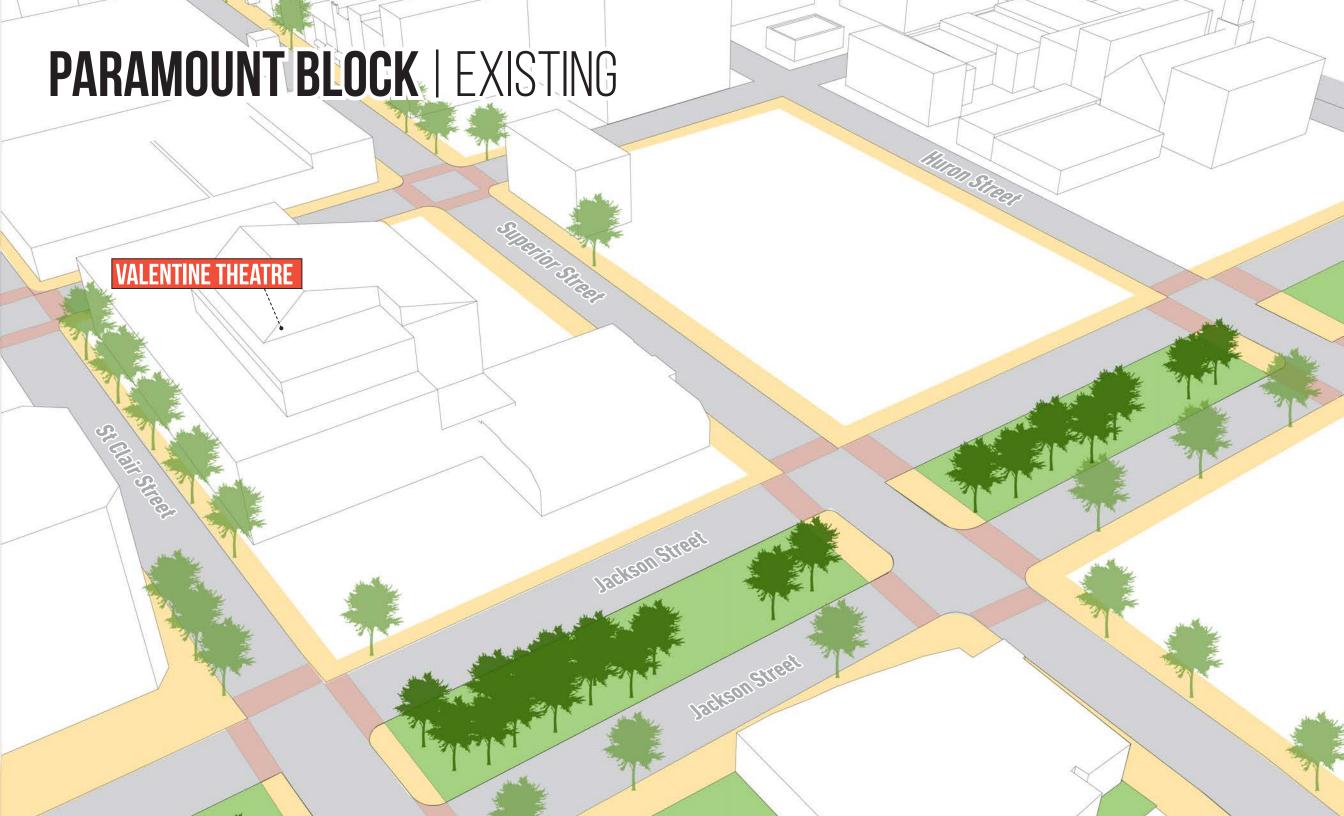


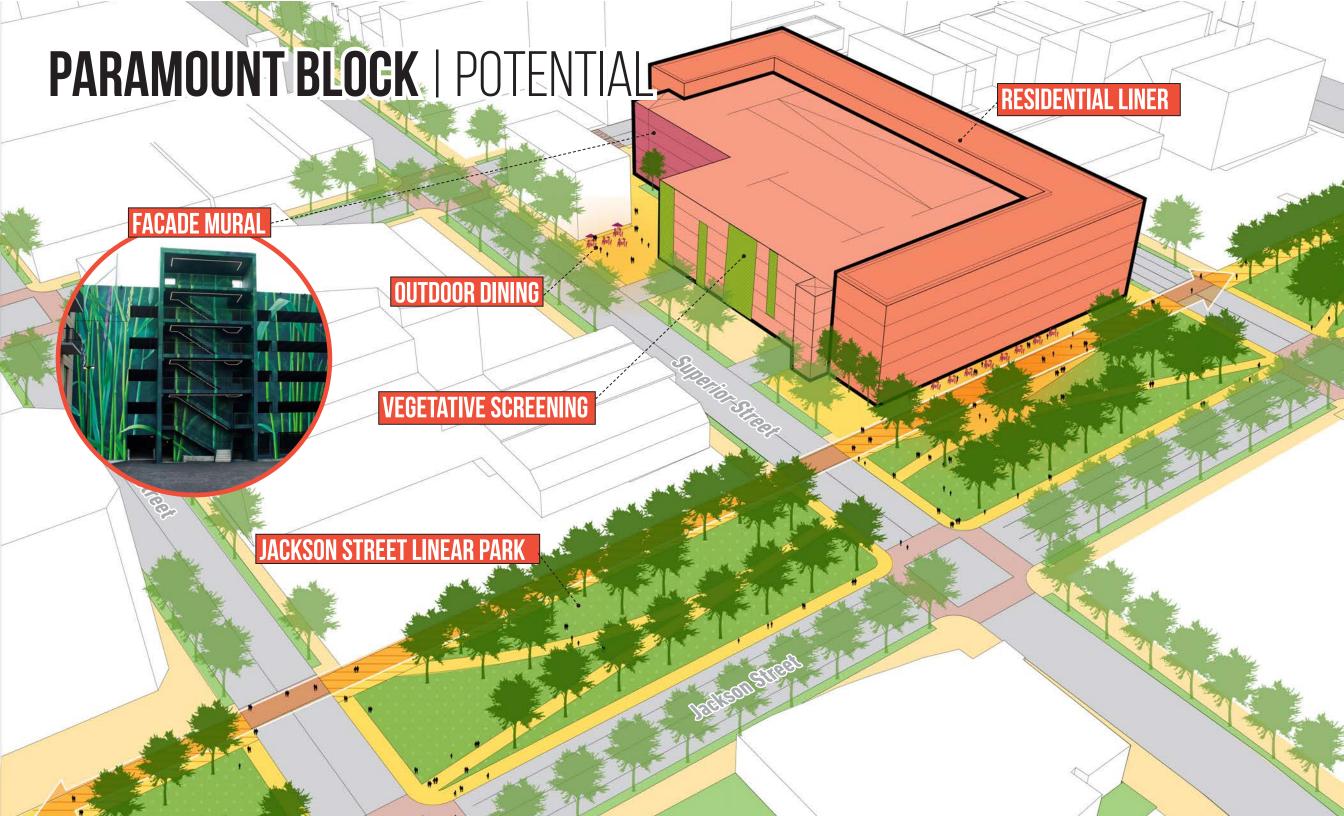


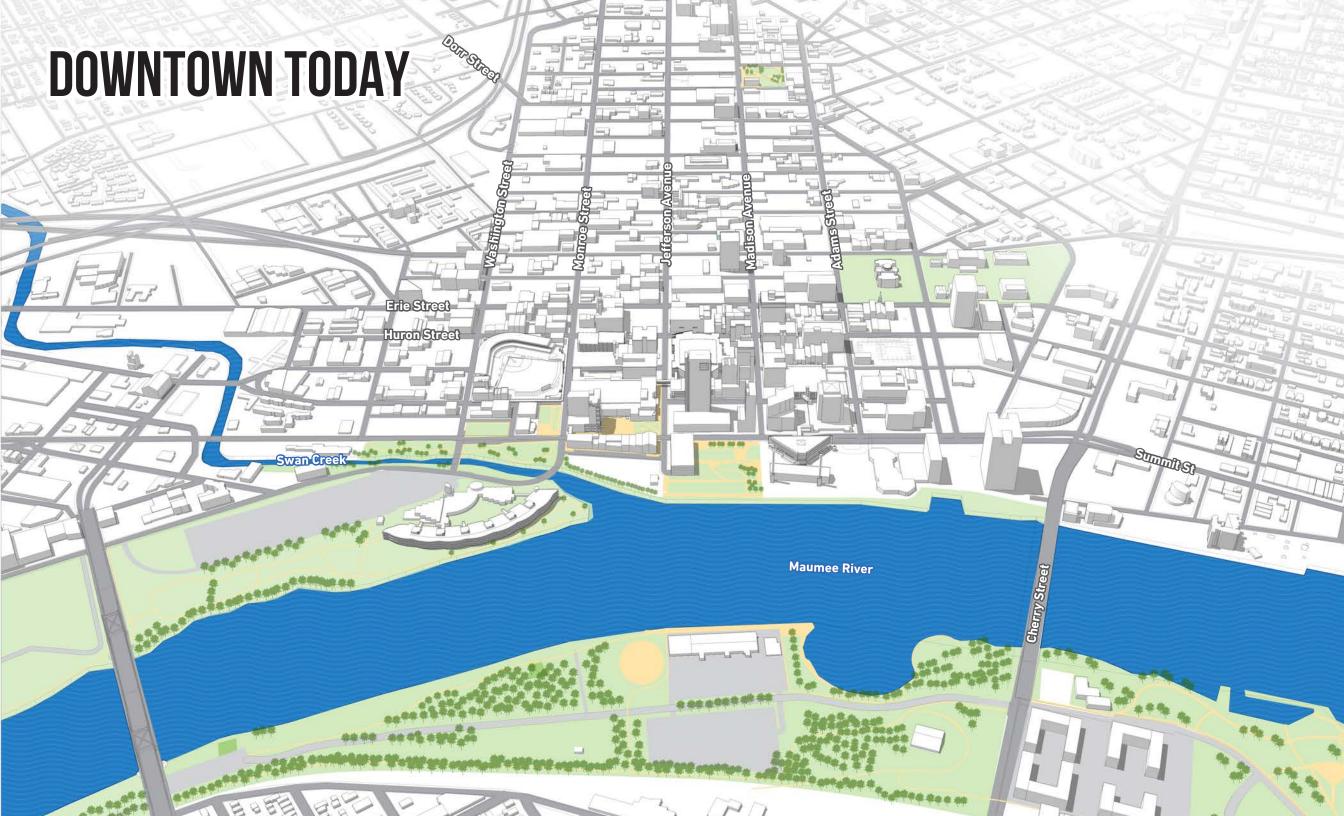


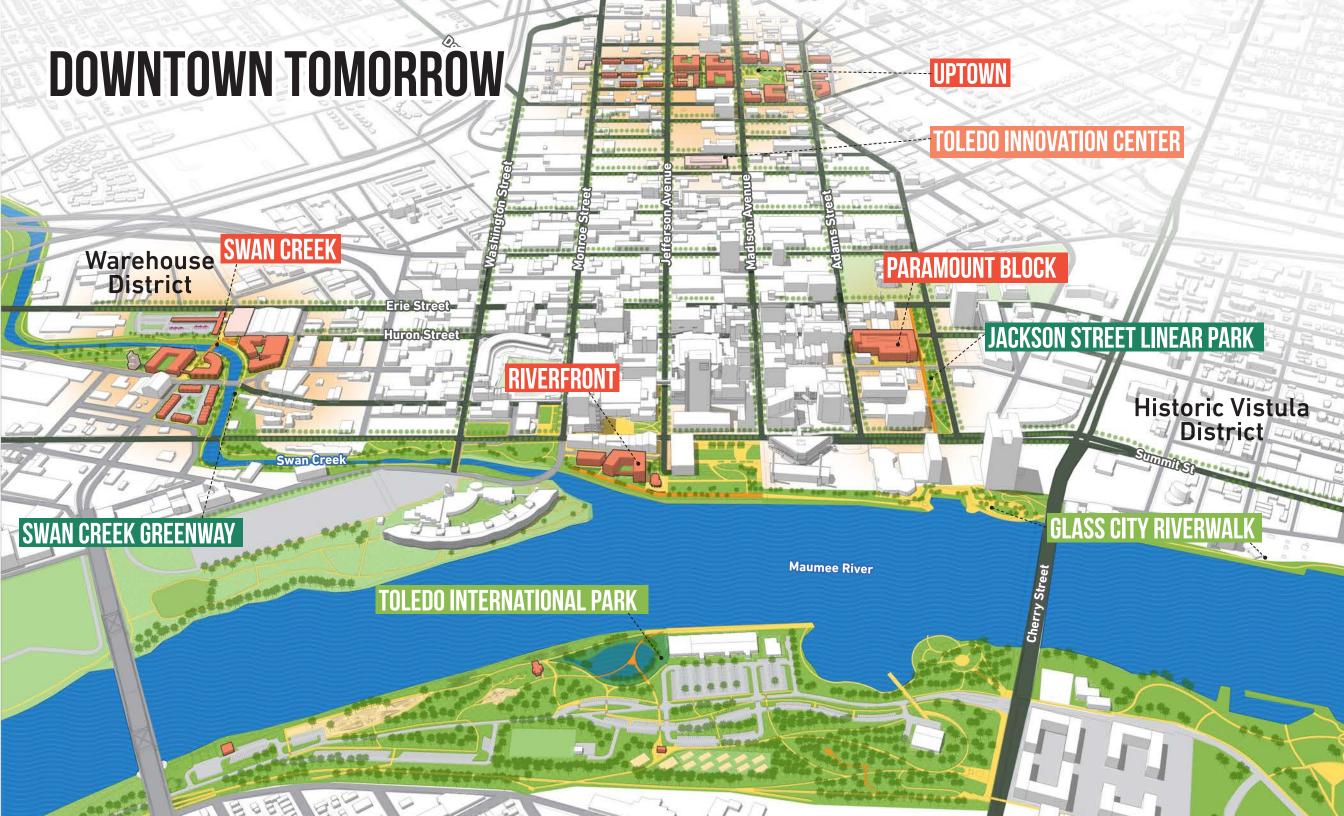












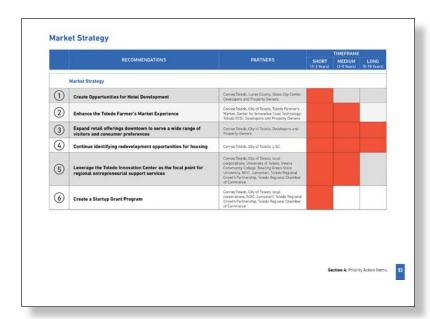
4 IMPLEMENTATION

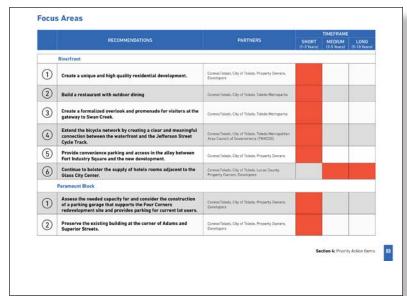
WHAT TO DO FIRST

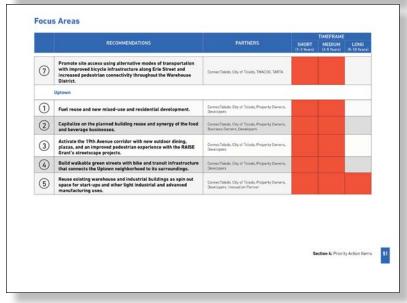
- Leverage RAISE Grant and Toledo Innovation Center investment by supporting residential and mixed-use redevelopment and the reuse of existing buildings.
- Consolidate regional entrepreneurial support organizations, institutions, and advocates at the Toledo Innovation Center and identify lead organization/partner to manage space.
- Leverage Glass City Convention Center investment to increase supply of hotel rooms downtown.
- Develop a concept plan for the **Swan Creek Greenway** to connect the Riverwalk to the Warehouse District and neighborhoods beyond.
- Create a new Farmer's Market to build on the momentum of the planned Food Hall and create a new mixed-use development.
- Leverage the Riverwalk investment by positioning remaining riverfront and downtown sites as mixed-use residential developments to **maximize downtown population growth**.
- Continue to **support storefront and commercial space investment** through targeted small business assistance resources and funding programs.
- Plan for the **next set of streetscape improvements** to support continued redevelopment and reuse.

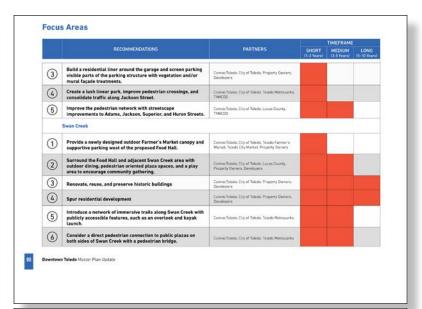
IMPLEMENTATION MATRIX

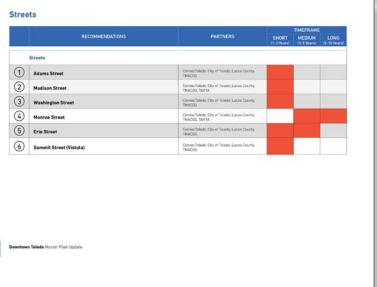
- Catalogs recommendations
- Lists partners
- Sets priorities / timeline











THANK YOU!