



Development Process - Feasibility Study Outline

Information to be included in feasibility studies for projects under consideration for development and/or financing (*information needs may vary based on project type*):

- I. Developer's objectives and constraints
 - A. Financial/non-financial
 - B. Resources/capabilities
 - C. Development strategy
- II. Conclusions/recommendations
 - A. Conclusions
 - B. Recommendations (e.g., type(s) of property to develop)
 1. Commercial (details)
 2. Residential (details)
- III. Property Description
 - A. Identification/legal description of property
 - B. Neighborhood boundaries
 - C. Current zoning
 - D. Property plat/topography
 - E. Maps (e.g., State, City, County, Neighborhood)
- IV. Overview of City
 - A. Demographics (census tract)

- 1. Historical
 - 2. Projected
- B. Employment trends
 - 1. Largest employers in the area
 - 2. Unemployment stats
- C. Purchasing power
 - 1. Historical
 - 2. Projected (per person/household)
- V. Building permits (number, dollar value, volume)
 - A. Historical
 - B. Projected (all types)
- VI. Supply vs. Demand (# of units/sf, # of properties, occupancy, absorption, etc.)
 - A. Historical
 - B. Projected (all types/classes)
- VII. Overview of subject area
 - A. Demographics (census tract)
 - B. Neighborhood analysis
 - C. Proximity to...
 - 1. Residential
 - 2. Commercial
 - D. Transportation
 - E. Religious institutions
 - F. Educational institutions
 - G. Municipal services
 - H. Recreation

- VIII. Legal, political, and environmental constraints
- IX. Comparables to subject
 - A. Building/site details
 - B. Ownership/management details
 - C. Demographic profile
 - D. Property performance (e.g., absorption/occupancy)
 - E. Financial performance
- X. Property comparison analysis
 - A. Price (rental/sales) per square foot
 - B. Features
 - C. Amenities
 - D. Financing
 - E. Correlation of data in relation to subject
- XI. Surveys
- XII. Projected absorption schedule
 - A. Unit type
 - B. SF or number of units/month
- XIII. Financial analysis
 - A. Cash flow analysis
 - B. Ten-year forecasts
 - C. Back up schedules
 - D. Sensitivity analysis
 - E. Financial ratios
- XIV. Marketing strategy
 - A. Models and/or sales/rental office

- B. Theme
- C. Sales/rental strategy
- D. Public relations
- E. Advertising/Promotions

XV. Development team

- A. Developer
- B. Design planning
- C. Marketing
- D. Management
- E. Financing
- F. Exhibits
 - 1. Resumes
 - 2. Company brochures
 - 3. Key personnel resumes

XVI. Qualifications of the analyst

- A. Firm
- B. Principals
- C. Analyst



About Initiative Capital:

The North Carolina Community Development Initiative Capital, Inc. is a community-based financial intermediary certified as a Community Development Financial Institution (CDFI) by the CDFI Fund. Formed in 1999, it works very closely with its parent company, the North Carolina Community Development Initiative, Inc. Together, these nonprofit institutions provide capital and technical assistance to community development corporations (CDCs) and other locally-controlled nonprofit organizations that seek to revitalize low-income communities throughout North Carolina.

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