

GEREBLOCK · 27

INVESTMENT OFFERING - PHASE II



1970 W Fayette Street
Syracuse, NY. 13204



- An Architectural Landmark of the West Side.
- A Historic building on the edge of the former Erie Canal.
- Documents show it was built mostly by the Gere family around 1874.
- Located in a well connected and undervalued district.
- An investment in a community, environmentally & socioeconomically minded project.
- Tech & education tenant base connected to Cornell University.

A TRENDSETTING ADAPTIVE-REUSE PROJECT

Project Management: Diverse Talents Honed to Meet Every Challenge



Development Coordinator | Operating Partner – Scott Dumas

- CEO of Papyrus Business Solutions, A dual-licensed commercial broker, developer and owner's representative.
- Project Sponsor with property management operations provided through Mike Barney Management.
- **11 years with The Pyramid Management Group** - Development, finance, leasing/sales, and property management.
- Entrusted with annual budgets well over \$5 million and a \$3.5 million renovation of an enclosed mall without Tenant disruption.
- 2 years with **WS Development of Chestnut Hill, Ma.** - Focus on high-end lifestyle centers throughout New England.
- Completed over \$12 million in development projects along retail, medical and office spaces.
- Participation in hundreds of real estate transactions, management over 3 million SqFt of leasable retail & office space.
- 7 years in the financial arena with **Fidelity Investments** in both Boston and New York City.



Construction Manager | Rich Shaler – Graduate of Clarkson University with a degree in Civil Engineering.

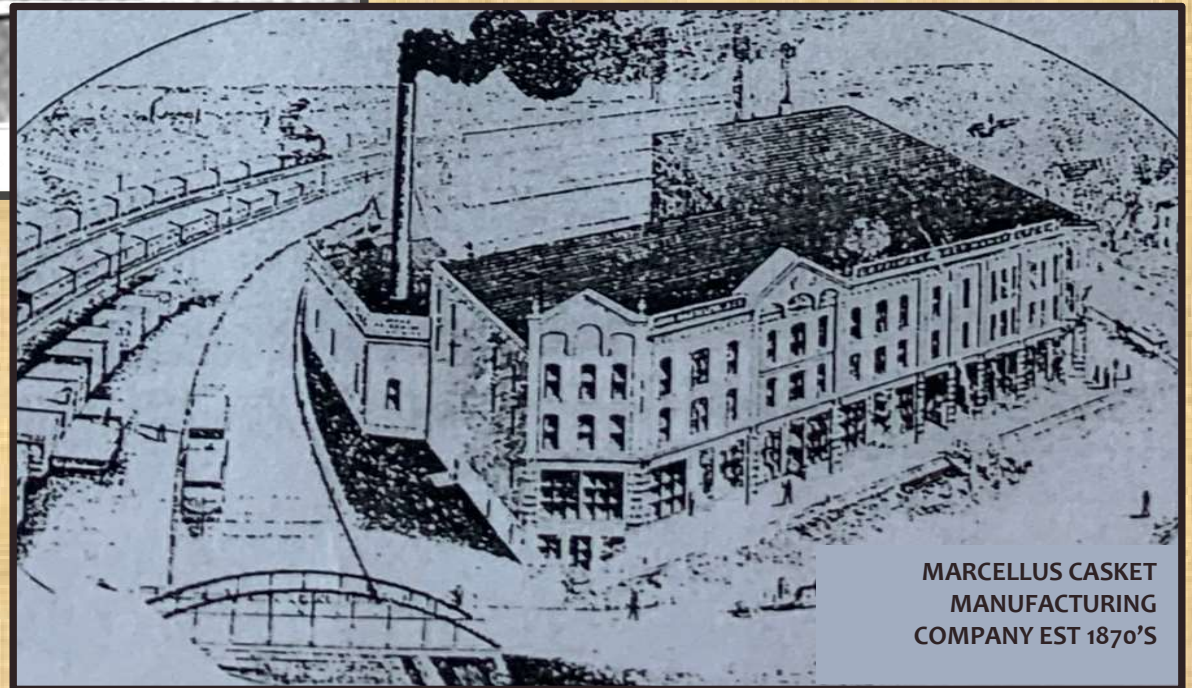
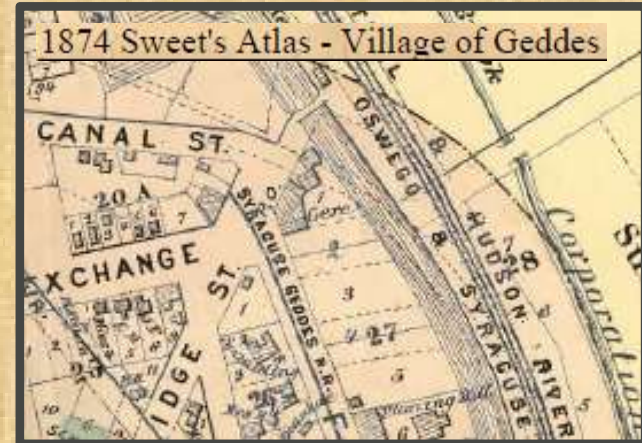
- Independent general contractor. Latest project was management of the Marriott Hotel Syracuse renovations.
- Previous experience includes working with EC construction, **CBD Companies**, and **VIP Structures** as:
 - Engineer on large municipal projects before switching to commercial construction.
 - Well known Project Manager on large design-build projects.
 - The Pre-Construction and Project Manager on numerous projects in all construction sectors.
- As a founding member of EC Constructors, helped grow EC Constructors seven times and to 60 employees over five years.
- Has managed and overseen well over \$200-300 million of construction in both Project manager and General Contractor rolls.

Professional Resources | Committed to partnering with us in all phases of the project.

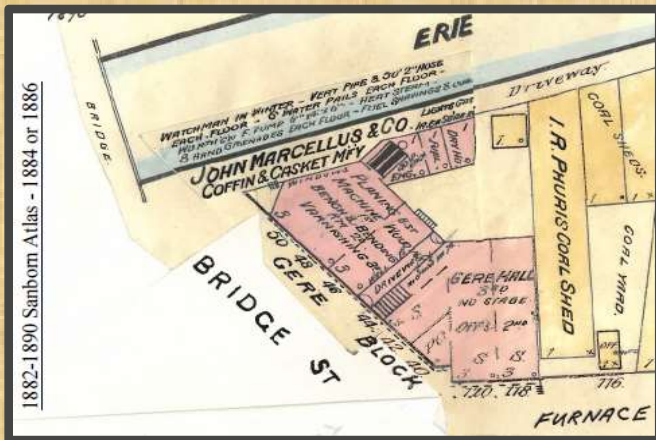
- in-ARCHITECTS - Jim Knittel | Unsurpassed reputation working with historic renovations. The perfect solution for this historic renovation. 50 + years experience.
- Karis Wiggins Designs - Interior Designer | All common area, Co-Working and Tenant space layouts.
- Keplinger, Freeman, Assoc. LLC – Civil Designer - Scott Freeman | Landscape Architectural and Land Planning firm providing outstanding professional design services, facility upgrades and renovation consultation. 25 years + experience.



Plant of the Sanford Motor Truck Co., Syracuse, New York



MARCELLUS CASKET
MANUFACTURING
COMPANY EST 1870'S



Onondaga Historical Association documented uses include retail, manufacturing (truck & Marcellus Casket), warehouse, post office, barber shop, offices & even a grocery store. The entire OHA package can be viewed during a tour of the project.

Do You Remember 'Way Back When—



This was the postoffice at Furnace and Bridge streets, in the Gere block, town of Geddes, now the Ninth ward, with Hubbard Manzer as postmaster from 1868 to 1888; Bert Pharis, the boy on the pony, who rode around to light oil lamps on the street corners, and the corner pillar was a barber pole for Tony Brown's shop upstairs?

This site has been a destination since 1874.

The site's ability to stay relevant thru:

- 1.) *The closure of The Erie Canal(1925);*
- 2.) *Removal of the Bridge Street bridge*
- 3.) *Renaming of all surrounding streets(multiple times) and;*
- 4.) *Annexation of this portion of the county to City of Syracuse(May 17, 1886)*

is a testament to the connectivity of this intersection.

HISTORY OF THE TOWN OF GEDDES(WRITTEN 1896) - In 1831 Messrs. Platt & Durkee built the large brick structure near the canal bridge, with pillars fronting the first story. This was intended for stores. Cyrus Thompson the founder of the so-called "Thompsonian" system of medicine, came to Geddes some time before 1830 and began his business of manufacturing remedies. He afterwards bought the large building and used it as a sanitarium on his plan, and accumulated wealth.

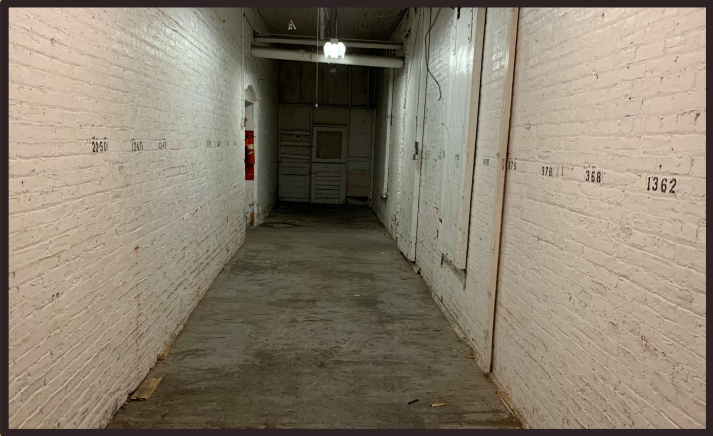
EXISTING PICTURES & ELEVATIONS (1 of 3)



ELEVATOR MECHANICALS

EST 1913 INSTALLATION

EXISTING PICTURES & ELEVATIONS (2 of 3)



EXISTING PICTURES & ELEVATIONS (3 of 3)



IF YOU LOOK CLOSELY ALONG THE CORNICE AND WINDOW TRIMS, YOU WILL NOTICE THE DIFFERENCE IN DESIGNS BRIDGING THE 200 YEAR SPAN OVER WHICH THESE SEPARATE BUILDINGS WERE CONSTRUCTED.



PROJECT DESCRIPTION PART 1 OF 5

COMMUNITY AWARENESS ECO-FRIENDLINESS & SUSTAINABILITY

Our project team IS COMMITTED to making the conversion **environmentally friendly** and sensitive to the community needs.

This is a major aspect of this project. Enough so, that it is PAGE 1 of our PROJECT DESCRIPTION. Our goal is to reuse as much of the existing infrastructure as possible.

- The steel framed building will be reused for a 3-season patio ensuring a Covid-proofed Rent Roll.
- Future exposed roofing materials will be lighter colors to reflect summertime heat.
- Solar technologies, a building management system, and project phasing so-as to not build more than is necessary.

PAST PROJECT

PROJECT ADDRESS – 5538 N. BURDICK STREET, FAYETTEVILLE, NY

Developer - Papyrus Real Estate Solutions (Scott Dumas)

Client – Pediatric Dentistry & Family Orthodontics



Environmentally conscious client recognizing a host of programs, requested we take advantage of the opportunity to install a 42.56 kW Solar PV Roof Mount with a projected offset of 66%.

OTHER GERE BLOCK ECO-FRIENDLY PLANS

SAVE THE RAIN WITH SOLAR ON THE UPPER ROOF



PROJECT DESCRIPTION PART 2 OF 5



COMMUNITYNEEDS – GROCERY

Currently a web-based CSA*, the Market will be open to the public to meet an urgent neighborhood need. Simultaneously, the CSA will create visibility and appeal for the property, attracting traffic from a wide radius outside of the normal population range.

JUST A FEW OF THE MANY FARMS THEY WORK WITH



Barrel & Brine
Buffalo, NY



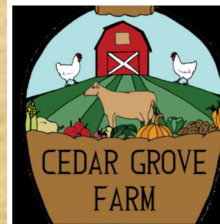
Black River Valley
Lyons Falls, NY



Bozzas Pasta
Hilton, NY



Brady Farm
Syracuse, NY



Cedar Grove Farm
Vernon, NY



Chestnut Creek Farm
Sterling, NY

Clean Slate Farm™

Clean Slate Farm
Tully, NY



Cobblestone Valley Farm
Preble, NY



2 Kids Goat Dairy
Cuyler, NY



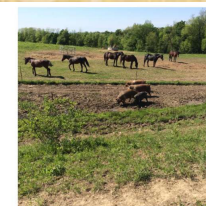
AgBotic
Sackets Harbor, NY



Artisan Meats by Josef Brunner
Canandaigua, NY



AyvaCo
Long Island City, NY

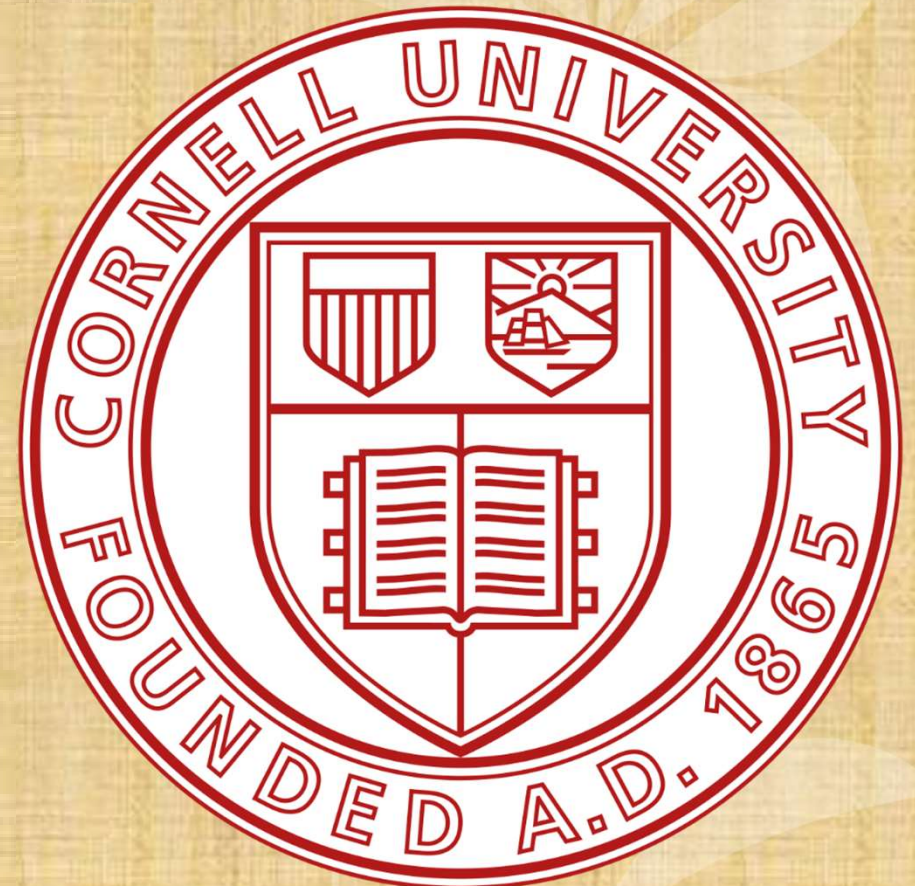
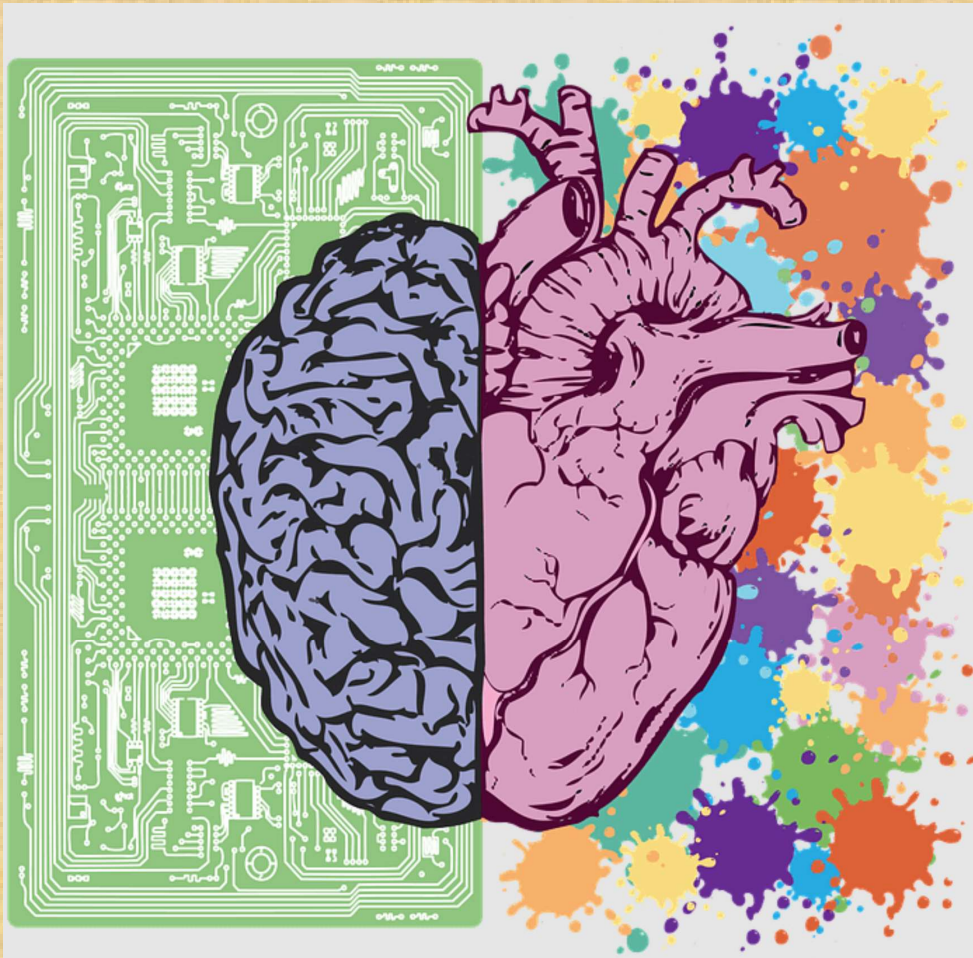


Bach Farms
Mohawk, NY

*CSA - Community-supported agriculture or crop sharing is a system that connects the producer and consumers within the food system more closely by allowing the consumer to subscribe to the harvest of a certain farm or group of farms.

Visit the EDEN Fresh Network (FSN) online at edenfreshnetwork.localfoodmarketplace.com.

PROJECT DESCRIPTION
PART 3 OF 5



College of Human Ecology

The Brain Science Education Hub is affiliated with **Cornell University** funded by a grant from the Department of Education and will serve to develop regional graduate students and new teachers in **science and technology**, to enhance educational and job opportunities.

Co-Working for The Future

PROJECT DESCRIPTION PART 4 OF 5



Why flexible workspace will emerge stronger from COVID-19

May 7, 2020 / In coworking, News, Office Space, Remote Work, Trends, Workspace /

Stone Soup is taking part in the discussions about the future of frequent conversations with coworking operators and communities around the world. It is a collective effort to tackle the best way to survive the crisis and emerge stronger. The fight we are up against needs a

The change will obviously happen

While things are slowly getting back to (the new) normal, on **Coworking as we know it will have to change to survive.** Coworking is known for their communal areas and shared amenities. **The future of coworking space safe in a post-coronavirus world will probably lead to more dividers for personal space and private offices.**

Despite this tangible setback, industry professionals believe that in the long run, the coronavirus outbreak will not hamper appetites for "real-estate-as-a-service" models. In contrast, the belief is that the recovery from the crisis could serve to drive up demand for flexible office space.

- Companies are investing in remote work infrastructure and learning how to do it. **Remote work is an example of a trend that has been amplified by the CoronaVirus crisis.** The growth of remote work is teaching companies that it's easier to integrate independent workers into their teams.

- Companies will increasingly take advantage of the flexible terms of a coworking space rather than taking on long-term leases.** The need for flexible terms will continue, perhaps even more rapidly. If anything, **this crisis highlights why flexibility is valuable for companies.**

- These behaviors are also happening **on a personal level,** as **people have been seeking to reduce commitments and ownerships.** There has also been a steady **rise in independent work,** with more freelancers and independent contractors.

- Similar to the "first time online shoppers" via e-commerce platforms, the crisis will generate a **new number of tenants that will experience flexible office space and its benefits for the first time.** Those tenants will most likely prefer flexible spaces over their permanent office in the future.

Daily Office Rentals Are On The Rise For A Reason

Around the country, hotel chains have converted their reservation periods to hourly to accommodate professionals who need an office away from home. But as anyone who has ever stayed up at night to the sound of their neighbor's television knows, these

Cushman & Wakefield Makes Strategic Investment of \$150 Million in WeWork

Investment follows creation of exclusive strategic partnership to create new offerings for real estate owners and occupiers

CHICAGO, October 29, 2021--(BUSINESS WIRE)--Cushman & Wakefield (NYSE: CWK), a leading global real estate services firm (the "Company"), today announced the firm made a strategic investment of \$150 million on October 20 in WeWork (NYSE: WE), one of the leading global flexible space providers. As part of its strategic investment, Cushman & Wakefield's Chief Investment Officer & EVP of Real Estate, Daniel Robinson, will serve as an Observer to WeWork's

Cushman & Wakefield **recently announced an exclusive strategic partnership** intended to create next-in-class office operations by combining WeWork's technology-enabled services with Cushman & Wakefield's asset and facilities management services. In the time since the partnership was announced, the firms have reported a positive reception from major real estate owners and Fortune 500 occupiers, leading to early pilot program opportunities.

CBRE SERVICES PROPERTIES RESEARCH & INSIGHT PEOPLE & OFFICES ABOUT CBRE

CBRE Group, Inc. Acquires 35 Percent Interest in Industrious, Leading Provider of Flexible Space Solutions

Dallas | February 22, 2021

EMAIL SHARE TWITTER SHARE

CBRE's Stake Expected to Grow to 40 Percent; CBRE to Have Two Seats on Industrious Board; Industrious to Take Ownership of CBRE Hana; CBRE and Industrious to Innovate on Future Flexible Workplace Solutions

CBRE Group, Inc. (NYSE:CBRE) today announced the acquisition of a 35 percent interest in Industrious, a leading provider of premium flexible workplace solutions in the U.S. CBRE is now Industrious' largest shareholder. In addition, CBRE is expected to acquire an additional 5 percent of Industrious in the coming weeks, which would result in a 40 percent total stake.

Media Contacts

Steve Iaco
Senior Managing Director

PROJECT DESCRIPTION PART 5 OF 5

LEASING SYNERGY

NOTE: Leasing to the integrated synergy of a market is like doubling-up on your marketing at the low cost of keen long-term planning.

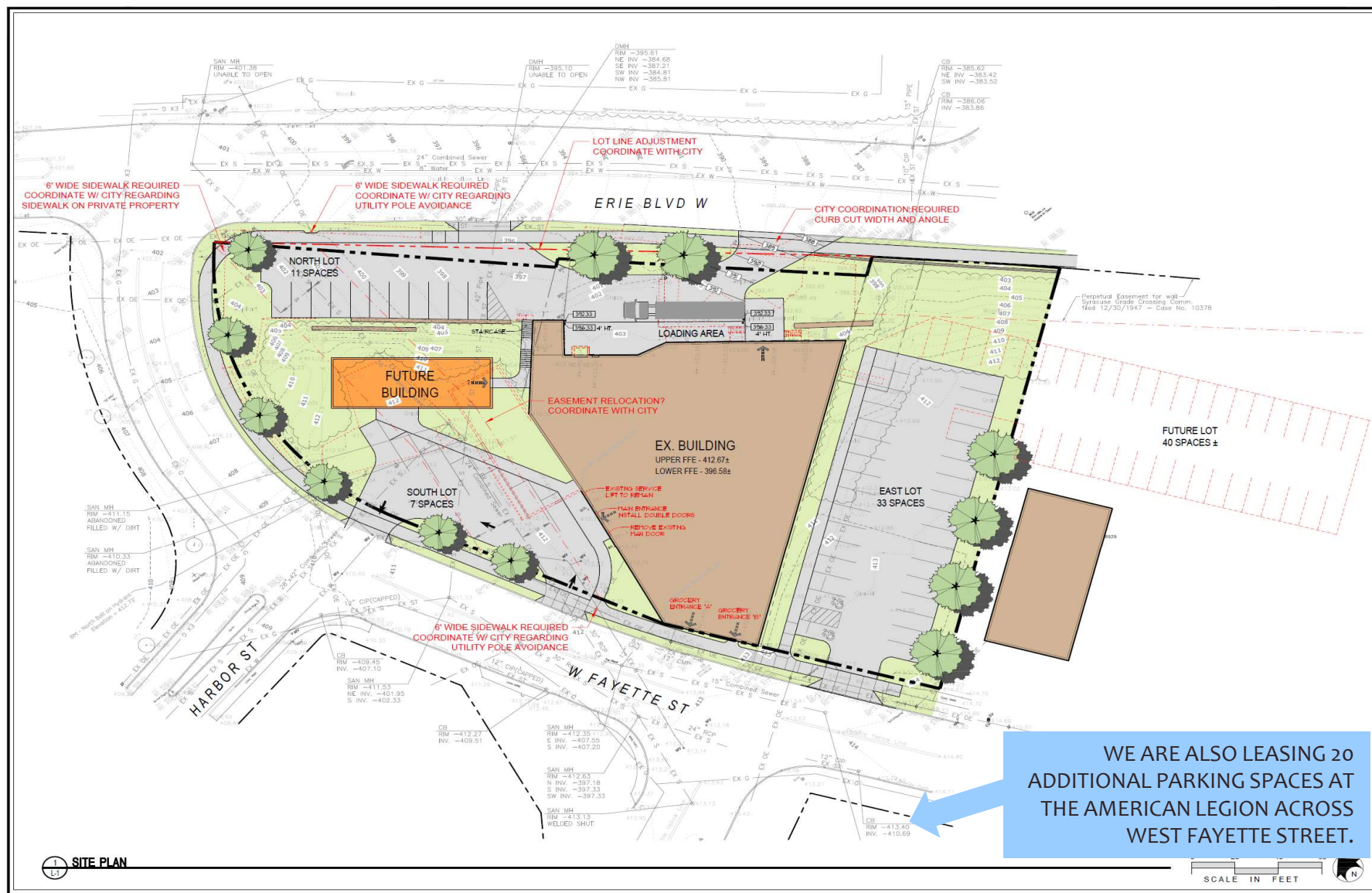
- Young, vibrant & community-minded demographic in Tipperary Hill with active ages of mid-20's to early 40's.
- Community Market based on locally-sourced product serving multiple markets in need.
- Cornell University using the site for educating graduate students and teachers of a like-minded demographic.
- Co-Working hub named “Gere Block Lounge” designed to cater to the young **technology-based clientele found in Tipperary Hill, coffee shoppes, community markets & graduate programs** all over Central New York.

The top floor is being marketed as one large available space. Not many open floor plans this large exist in the city.

While we've had inquiries as an event space, we're going to be careful to choose a Tenant who “adds to the character of the building.”

The 3rd level could also be utilized as Co-working Overflow – Maximize the benefits of Owner, Landlord and Tenant by using vacant space through the building as temporary Co-Working income generation.

PROPOSED SITE PLAN



KEPLINGER FREEMAN ASSOCIATES
 LANDSCAPE ARCHITECTURE & LAND PLANNING
 600 N. HARRIS ST., 1ST FLOOR, SUITE 100
 SYRACUSE, NY 13204
 PHONE: (315) 465-7980 FAX: (315) 465-7981

STRATHMORE DEVELOPMENT
 1501 ERIE BLVD WEST
 SYRACUSE, NY

CLIENT:
 Scott Dumas

ISSUED AND REVISIONS NOTIFICATION	
No.	Date
1	
2	
3	
4	
5	
6	
7	

Drawn By: **NL, SF**
 Checked By: **NL, SF**
 Proj. No.: **46027**
 Date: **OCTOBER 26, 2010**
 Scale: **AS NOTED**

DATE: **OCTOBER 26, 2010**
 SCALE: **AS NOTED**
 SHEET: **SITE PLAN**

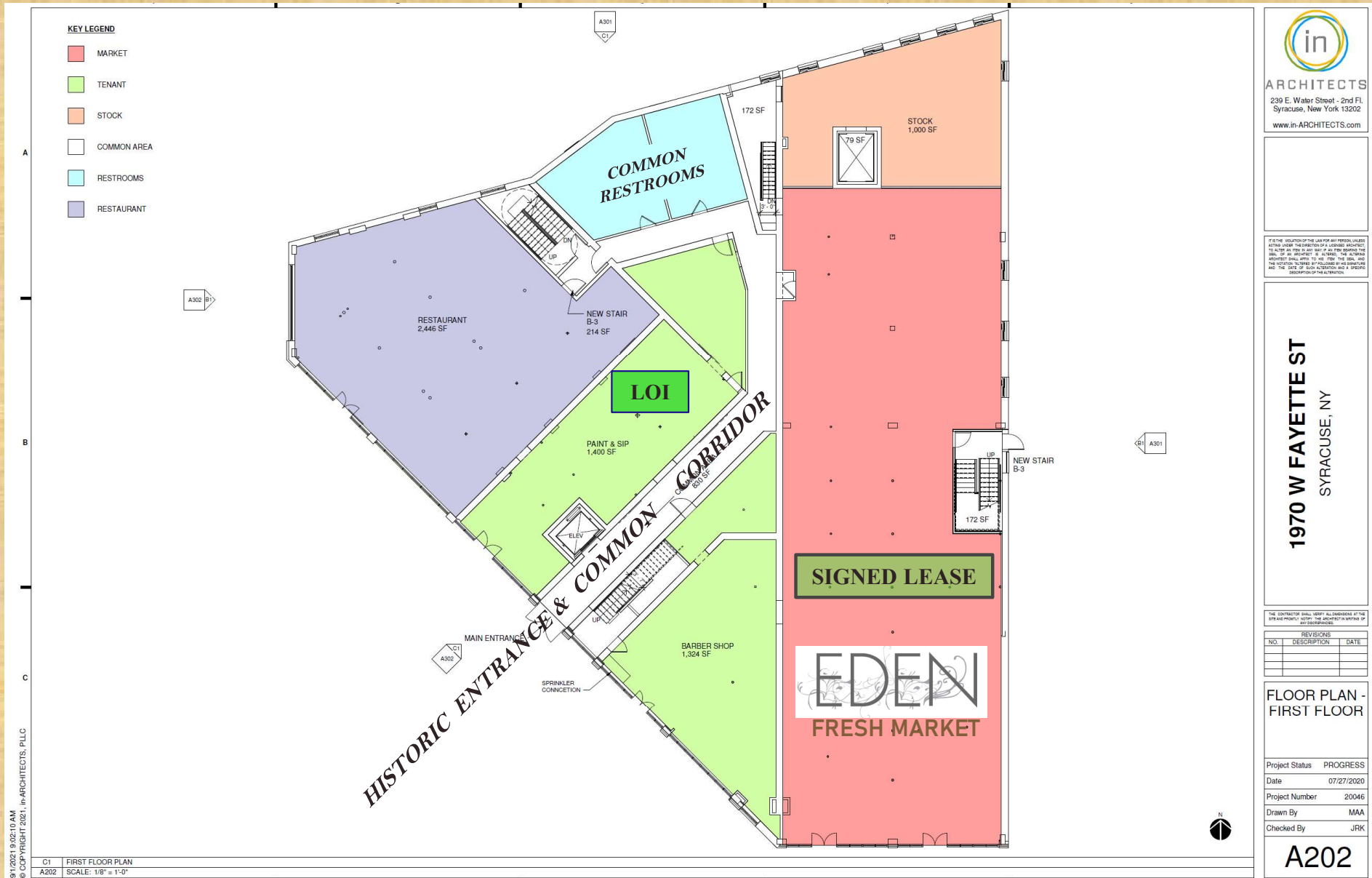
L-1
 PROGRESS 11-25-20

WE ARE ALSO LEASING 20 ADDITIONAL PARKING SPACES AT THE AMERICAN LEGION ACROSS WEST FAYETTE STREET.

SITE PLAN

SCALE IN FEET

PROPOSED EARLY BUILDING PLAN – LEVEL 1



in
ARCHITECTS
239 E. Water Street - 2nd Fl.
Syracuse, New York 13202
www.in-ARCHITECTS.com

1970 W FAYETTE ST
SYRACUSE, NY

REVISIONS

NO.	DESCRIPTION	DATE

FLOOR PLAN - FIRST FLOOR

Project Status: PROGRESS
Date: 07/27/2020
Project Number: 20046
Drawn By: MAA
Checked By: JRK

A202

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C1 FIRST FLOOR PLAN
A202 SCALE: 1/8" = 1'-0"

PROPOSED EARLY BUILDING PLAN – LEVEL 2

KEY LEGEND

- TENANT
- COMMON AREA
- RESTROOMS
- OFFICE



Roof Deck Available to Both Co-Working & Commercial Office Tenants

ARCHITECTS
239 E. Water Street - 2nd Fl.
Syracuse, New York 13202
www.in-ARCHITECTS.com

IF IN THE OPINION OF THE LAW FOR ANY REASON, UNLESS NOTED UNDER THE DESCRIPTION OF A REVISION, ARCHITECTS SHALL BE RESPONSIBLE FOR ANY CHANGES TO THIS PLAN AS THEY OCCUR IN ANY WAY. IF AN OWNER REQUESTS A CHANGE TO AN ARCHITECT'S DESIGN, THE ARCHITECT SHALL BE RESPONSIBLE FOR THE DESIGN OF SUCH ALTERATION AND THE COST OF SUCH ALTERATION AND A DETAILED DESCRIPTION OF THE ALTERATION.

1970 W FAYETTE ST
SYRACUSE, NY

THE CONTRACTOR SHALL VERIFY ALL DIMENSIONS OF THE SITE AND PROPERTY AND NOTIFY THE ARCHITECT IN WRITING OF ANY DISCREPANCIES.

REVISIONS		
NO.	DESCRIPTION	DATE

FLOOR PLAN - SECOND FLOOR

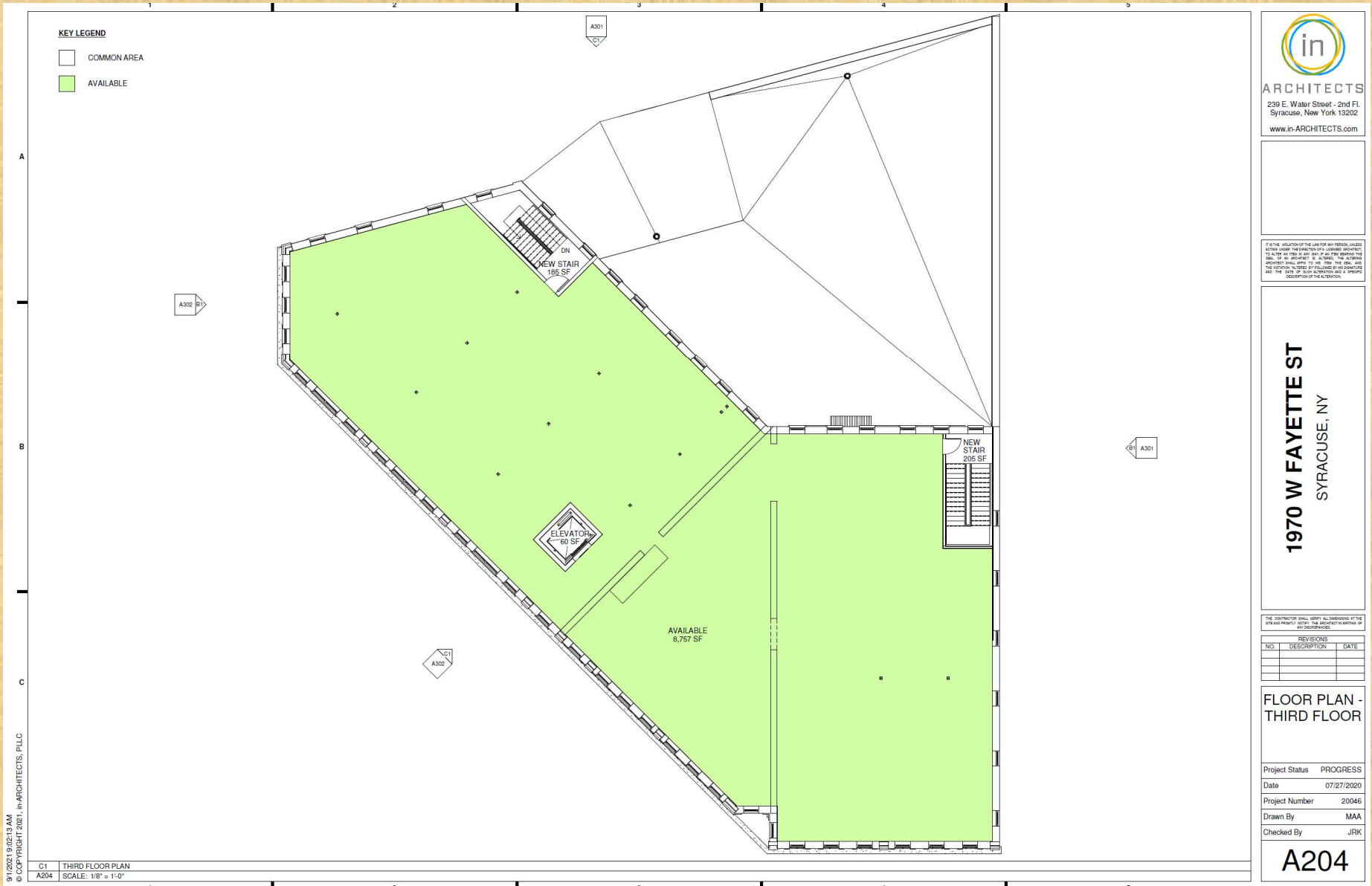
Project Status	PROGRESS
Date	07/27/2020
Project Number	20046
Drawn By	MAA
Checked By	JRK

A203

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C1 SECOND FLOOR PLAN
A203 SCALE: 1/8" = 1'-0"

PROPOSED EARLY BUILDING PLAN LEVEL 3



ARCHITECTS
239 E. Water Street - 2nd Fl.
Syracuse, New York 13202
www.in-ARCHITECTS.com

By the acceptance of this set of drawings, the client agrees to hold the architect harmless from and defend the architect against all claims, damages, losses and expenses, including reasonable attorney's fees, that may be asserted against the architect by any third party as a result of the architect's professional services rendered hereunder, whether or not such claims, damages, losses and expenses are caused in whole or in part by the negligence of the architect.

1970 W FAYETTE ST
SYRACUSE, NY

The contractor shall verify all conditions at the site and herein shown. The architect is not responsible for any discrepancies.

REVISIONS		
NO.	DESCRIPTION	DATE

**FLOOR PLAN -
THIRD FLOOR**

Project Status: PROGRESS
Date: 07/27/2020
Project Number: 20046
Drawn By: MAA
Checked By: JRK

A204

9/1/2021 9:02:13 AM
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C1 THIRD FLOOR PLAN
A204 SCALE: 1/8" = 1'-0"

OUR MEANINGFUL DIFFERENCE MAKES ALL THE DIFFERENCE

Agility &
Flexibility

Meticulous
Pragmatism

Taking an ultra-conservative approach, we will be:

- “Jumping the market” – Avoiding the building of spaces not yet leasable in today’s environment.
- Prioritizing space construction based on phase and Tenant needs.
 - Phase 1 Investments Include:
 - Building Purchase
 - Common Area investments in restrooms on the first 2 levels, south exit stairwell, roof repairs, front entrance and passenger elevator Installation.
 - EDEN CSA (the precursor to a future grocery use) – Level 1.
 - Co-Working Lounge(excluding the rooftop deck) – Level 2.
 - Cornell University(Signed Lease) The Brain Education Center – Level 2.
 - Phase 2 Investments To Include:
 - Heavy site work including loading, the South parking lot & main entry drop-off.
 - Central boiler, cooling tower & heat pumps.
 - Masonry repair of the exterior with window replacements.
 - Level 2 work for future Tenant signings.
 - Phase 3 Investments To Include:
 - Remaining site work including lot at Erie & W Fayette and the covered outdoor patio.
 - Full roof replacement and rooftop outdoor space.
 - Level 1 restaurant space(to vanilla if no tenant signed at that time).
 - Level 3 Tenant builds(exact configuration & investment pending Tenant needs).
- The Co-working Lounge will operate in the existing level 2 offices following a heavy cosmetic upgrade.
- Leasing vision for additional storefronts include brewing/distilling (on the canal wall), bike shops, fitness (mixed use of the outdoor covered canal-side deck) and “like” common services needed in this community.



STATUS OF MUNICIPAL CONTRIBUTIONS

SYRACUSE INDUSTRIAL DEVELOPMENT AGENCY:

The project **has been awarded** from SIDA(Syracuse Industrial Development Agency):

- 10-year PILOT agreement with an estimated savings of \$458,756(included in the Offering Calculation).
- Sales Tax exemption of an estimated \$293,518 (included in the Offering Calculation).
- Mortgage Tax exemption of an estimated \$33,750 (included in the Offering Calculation).

NATIONAL GRID:

The project **has been awarded** a \$100,000 Economic Development grant to be received following project completion (included in the Offering Calculation).

EMPIRE DEVELOPMENT AGENCY:

The project **has been recommended** by the Empire Development Agency for a grant of \$978,396. Funding requirements based on minority and women-owned business contracting goals, employment requirements, environmental and historic preservation review requirements.

HISTORIC TAX CREDITS:

We are also in for the Historic Tax Credit program(Jim Knittel @ In-Architects) with having been accepted for Part 1 & now submitted for Part 2.

Given the history of this building, we do not anticipate much resistance with an estimated Gross Benefit of \$1.5M & Net Benefit of \$1.1M(Fed & NYS at \$0.78 & \$0.73 respectfully).

These Credits are NOT YET included in the Offering Calculation but will be made available to equity partners first(ROFR).

THE TIMING FOR YOU AS AN INVESTOR IS TODAY



KEY ECONOMIC ASSUMPTIONS

- The property value = \$6.0 million – in Year 1. Held constant for years 1 – 12. Based on phases 2 and 3 coming on stream (this is ultra-conservative).
- IRR, as shown, will rise significantly if:
 - Additional grant benefits such as HTC estimated at \$1 million in additional proceeds (after costs, if sold).
 - Property value rises above our conservative estimate, likely as a result of our project as a catalyst.
- Included - Cash-out refinancing move in years-5 & 10 buy-out to investors a \$1 million total (looks feasible).
- Loan interest rate of 4.5% annually for 20 years. Pending rates, refi after year 2 possible after lease-up of all phases.
- Year 2 loan paydown of \$700K from ESD funds. Also includes \$200K payable reduction & remaining net distributed to partners (TBD).
- Assumed minimum 10% vacancy in all years.
- Investor early exits assume payouts based on board approval.
- Realistic expense projections with contingencies.

- Total Project Development Cost of \$6 Million.
 - Phase 1 - \$850,000
 - \$370K Equity Raised.
 - Phase 2 - \$2,500,000
 - \$650K Equity Needed.
 - Phase 3 - \$2,750,000
 - \$580K Equity Needed.
- Lender endorses our 3-phase plan.
- Bank Funding \$4.5 Million (75%)
- Equity Investors funding \$1.6 Million for 80% equity including 2% bonus equity allocation.
- Papyrus + Partners' interest in the development = 20% for \$110,000 + initiating, promoting & managing the project.
- Pragmatic approach building only what is leased (risk mitigation).
- Tenants & Vendor Equity Partnerships to date include EFN Market, In-Architects, Shaler Construction & Quality Mechanical Services.

THE TIMING FOR YOU AS AN INVESTOR IS TODAY



IMPORTANT INVESTMENT FACTS

BELOW COMMENTS ARE IN REFERENCE TO EACH INDIVIDUAL SHARE

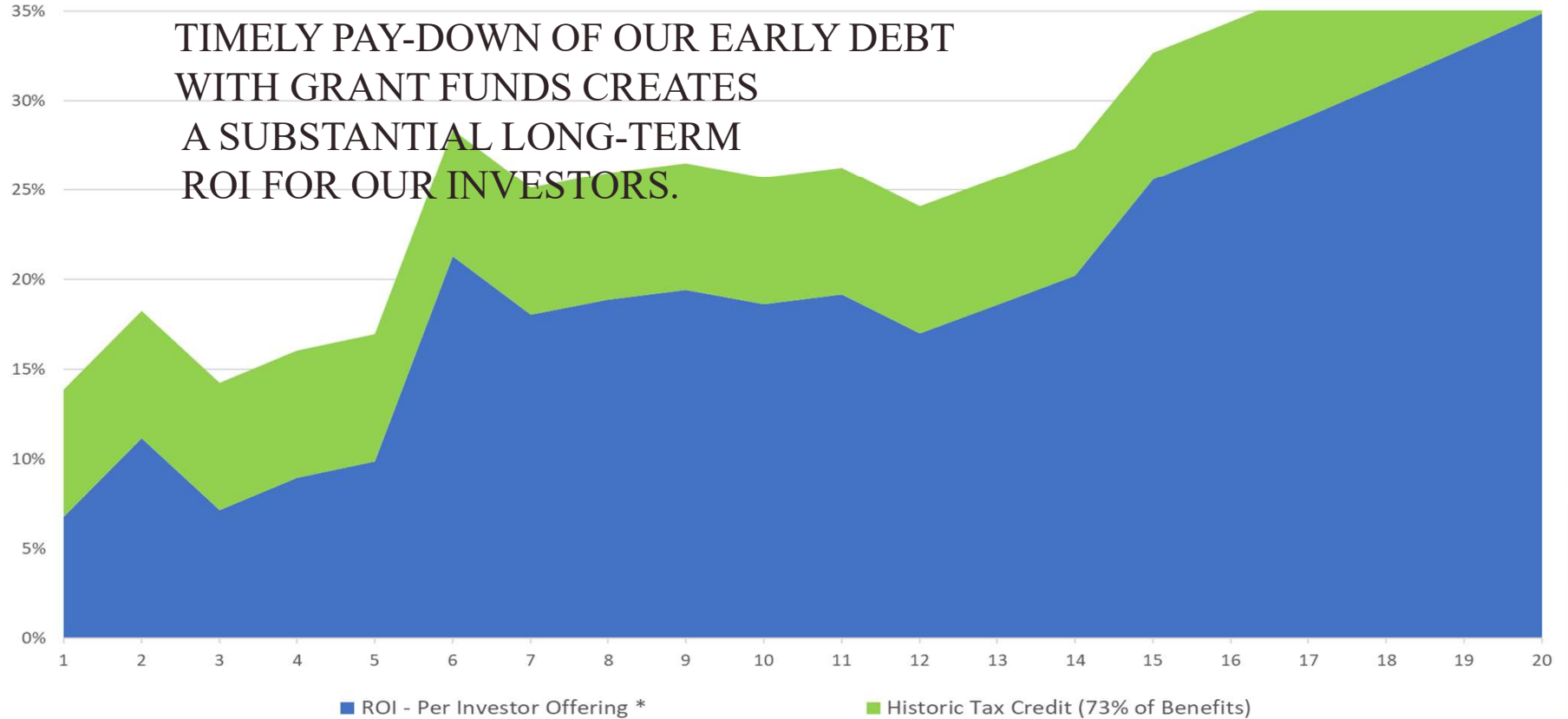
- Expect the following returns:
 - On a 5 Year Investment – 14.8% IRR
 - On a 10 Year Investment - 15.2% IRR
 - On a 20 Year Investment – 14.8% IRR
- **21% Average ROI on 10-year and 8.8% on a 5-year Investment***
**Year 10 Includes Assumed \$1M Equity Payment to Investors.*
- Investment in Tranches of \$18,000 Per Share
- 1 Tranche (\$18,000) = 1% of Equity.
- Bonus Pool Equity of 20% for:
 - Cash investors of 5 full shares or more prior to December 31, 2021.
 - Tenant Investors (equity earned if completing their own builds).
- Minimum investment ½ share (will not qualify for bonus equity).

**A RARE COMBINATION OF INVESTMENT BENEFITS
FOR A COMPELLING REAL ESTATE OPPORTUNITY**

SUBSTANTIAL LONG-TERM RESULTS FOR EARLY INVESTORS.

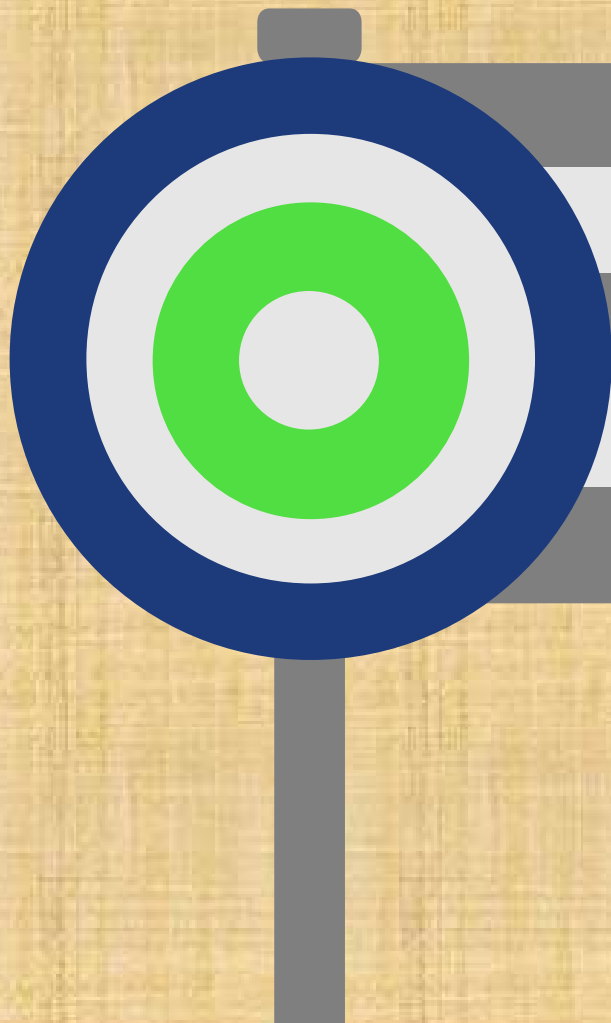
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Return On Investment - Calendarized
With Layering Historic Tax Credit Program



NOTE: Analysis assumes HTC benefits are sold with Net being 73% of benefits & those received funds used to pay-down debt.

WHEN YOU PARTNER WITH US YOU GET MORE THAN YOU THINK



Multiple-years of aggregate real estate experience in negotiating, design, and development planning.

Intimate knowledge of the neighborhoods and all the ins and outs of the market.

Single-minded focus is to drive a compelling investment forward for all participants.

We work with you to understand all aspects of our proposal.

Operating partners motivated by balancing community welfare, eco-system sustainability and an attractive IRR for investors.

A PERSONAL MESSAGE FROM

SCOTT DUMAS

Project Initiator and Operating Partner

*AN EXCELLENT PROPOSAL FOR INVESTORS WHO ARE PASSIONATE ABOUT AN ECO-FRIENDLY COMMUNITY
INVESTMENT IN SYRACUSE*

While a healthy ROI is an essential requirement in every real estate investment, the developers' effect on the community is no less critical. Papyrus Real Estate Solutions has initiated this iconic project to substantially improve the neighborhood residents' wellbeing by developing a health-centric project that's community-minded and ecologically sustainable. We've centered the property design on building a viable commercial proposition that integrates with an above-average ROI to keep investors engaged at all levels. The structure is a phased, low-risk investment package that delivers a compelling balance of profit for investors with a passion for being a positive influence in this historic and forgotten part of Syracuse.

**For a detailed overview, please contact me directly at 315.877.5113
or ScottDumas107@gmail.com**

If financial schedules & addendums are not attached to the back of this presentation, please contact Scott Dumas directly for more information.

Onondaga Historical Association findings are on display at the building. Please call or email to schedule a tour of this historic building.