

# Pitch for the Parcel

## Final Call for Development Proposals:

The Hart Tax Increment Finance Authority (TIFA) is extending a final invitation to all interested parties to submit an application outlining their development vision for the property located at 408 S. State Street in Hart, Michigan. This site includes a church, residential home, and former nursery building, offering a unique opportunity for revitalization.

Following a review of all submissions, three applicants will be selected to present their proposals before the TIFA Board. One proposal will be chosen, and the selected applicant will be granted the opportunity to acquire the full property for \$1, contingent upon a commitment to meaningful redevelopment.

This is a rare opportunity to contribute to the next chapter of a historic property in the heart of Hart. Interested individuals or organizations are encouraged to **apply by April 10, 2025**.

## BASIC INFO

Full Name

Anthony Lambert

Phone

757) 525-1843

Email \*

tjlambert24@gmail.com

Business or Organization Name (if applicable)

Raven Feather

## Website or Social Media Links

N/A

## VISION & PROPOSAL

Describe your idea or project in 1–2 paragraphs. (What would you do with the property if you win?) \*

Raven Feather appreciates this opportunity to turn 408 South State Street (and its corresponding structures) into a winery. This would serve the local community, increase tourism and bring in tax revenue, all in line with Hart's stated Economic Development Strategic Plan.

Which of the three buildings do you plan to use, and how? (Home, Church, Third Structure) \*

We plan to restore and renovate this historic property, allowing it to be used to its full potential and creating a wonderful space for enjoyment. We will ensure that the proposed redevelopment complies with all applicable zoning regulations and building codes, the property is zoned correctly already. It is our intent to transition the current buildings into the following:

- Former Church: Repurposed into the tasting room and retail space. This space will also be available to rent for weddings or other events.
- Residential Home: We intend on continuing to use this space as a home while renovating and undergoing permitting processes, then transitioning it to the administration office for Raven Feather.
- Former Nursery Building: Transformed into a production space hosting all the fermenters and packaging equipment. As a company, we believe in transparency; there is nothing to hide in our products. The best way to showcase this is to allow the public to see the process while it's happening, through the beautiful wall of windows that currently exists in what was the nursery.
- Outdoor Spaces: The parking areas will be reconfigured to include landscaped areas for outdoor seating, creating an inviting space for customers to enjoy their beverages. Obviously, we will continue to use one of the lots as a designated parking area. We also see the potential for a small vineyard or hop yard to enhance the aesthetic and provide a connection to the production process.

Our plans for redevelopment will be completed thoughtfully and sustainably. You can expect a careful renovation of the existing structures to preserve their historic character, while adapting them for their new uses. Next will be the installation of specialized equipment for wine and beer production. Then our interior design to create a cohesive and attractive brand experience, including landscaping to enhance the property's exterior and create inviting outdoor spaces.

Sustainability will be a priority in the redevelopment. We intend to use energy-efficient lighting and HVAC systems, solar energy, locally sourced and reclaimed materials where possible. Furthermore, our master brewer is well known for his water conservation measures and waste reduction.

What is the potential community impact of your idea? (Who benefits? Does it provide a service, meet a need, or build a connection?) \*

Raven Feather will provide a unique destination for local residents and tourists. We feel it is imperative to collaborate with other local businesses and organizations and participate in community events. The redevelopment will revitalize a historic property and contribute to the vibrancy of Downtown Hart. The property will also be used to host farmers markets and craft fairs, providing a venue for local vendors and artisans to sell their goods, hosting weddings and events, fostering community engagement, and supporting the local economy.

## ECONOMIC POTENTIAL

How would your project create jobs or support local employment? \*

Raven Feather would create jobs and offer a place for local artisans to sell their products. The winery will create jobs in production, hospitality, and retail.

Would your project generate local tax revenue? If so, how? (E.g., as a business, rental property, venue, etc.) \*

The winery would generate tax revenue for the city through the creation of jobs as well as fostering tourism, which would increase local spending. Additionally, we offer a place for local artisans to sell their products.

How much will you need to invest to get the building(s) ready for your intended use? \*

Church (amount & explanation), House (amount & explanation), 3rd Building (amount & explanation)

Inspections will need to be completed for a thorough estimate of costs. Raven Feather has capital set aside for the equipment, licensing and production needs. We have two inspectors on staff, awaiting the opportunity to inspect the buildings.

Do you have a financial plan or source of funding to support this idea? (If yes, briefly explain) \*

Raven Feather is a self funded venture that has the potential to seek outside investment or business loan, should it become necessary. Raven Feather possesses the ability to quickly obtain and maintain state and federal licensing- so long as the City is willing to provide an executed MLCC form LCC-106 (Local Government Approval form). After an inspection of the property, we would have a better understanding of the financial needs of the property. Those needs notwithstanding, Raven Feather possesses the capital to obtain licensing and start production. We look forward to serving this community with our wonderful products and service.

(Optional) would you like to offer the TIFA an additional amount to acquire the property? If so, how much?

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## FEASIBILITY & READINESS

What is your timeline for starting and completing the project? \*

Raven Feather possesses the ability to quickly obtain and maintain state and federal licensing- so long as the City is willing to provide an executed MLCC form LCC-106 (Local Government Approval form). Once approved by the city, equipment installation and licensing typically takes up to 4 months.

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What experience, skills, or team members do you have to bring this idea to life?

Our wonderful team is made up of one master brewer, who is award winning in his alcohol making craft. He has successfully opened a distillery in Grand Rapids as well as spun up beverage alcohol production programs for other breweries and distilleries. He is happily a member of the Michigan Brewers Guild, the Grand Rapids Brewers Guild, and the American Distillers Association. He takes pride in working with local suppliers, getting the best locally sourced ingredients for his craft. Next, we have an awesome administrative force of nature. She is a paralegal that was just voted president of the National Association of Legal Support of Greater Kalamazoo after just a year on their board. Then, we have a seasoned investor who is in the process of obtaining his construction license. Our last investor is a wonderful craftsman, seasoned HVAC professional, wood worker, and provider of general handyman services. We look forward to introducing you to our beloved team.

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## PITCH READINESS

Are you available to present a live, 5-minute pitch on April 15, 2025 at 1:00 PM? \*

☒ Yes

☐ No

Do you have any presentation needs (AV, props, accessibility accommodations)? \*

AV- for PowerPoint presentation.

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**FINAL QUESTION**

Why do you want to be part of this competition, and why does this property matter to you? \*

We plan to transform this property into a destination where historic charm meets modern craft by turning it into a winery/microbrewery. We will produce mead, grape wine, fruit wine and beer with locally sourced ingredients. This revitalized space will create jobs, attract tourism, celebrate local vendors and offer a sustainable, engaging experience for all.

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