

Woodward Theatre Case Study

Creative Financing Approach to Economic Development Finance



MOTR Pub

In 2010 four partners
opened MOTR Pub in
Cincinnati, Ohio

Free Original Live Music
7 nights a week

Could only serve 125
customers



Woodward Theatre- June 18, 1913



Over-the-Rhine (OTR)



Purchased in 2013 with Bridge Financing



Project Costs

Building Purchase	\$375,000
Renovations	\$845,000
Professional Fee	\$ 30,000
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Total	\$1,250,000



Challenges deep-dive

Challenge 1

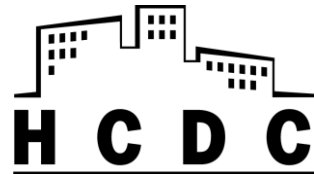
Lack of Capital

Challenge 2

**Insufficient Cash
Flow**

Challenge 3

Collateral



Solution

SBA 504 Real Estate Financing



Eligible Project Costs Through SBA Financing

- Purchase Real Estate (land or land/building)
- New Construction
- Renovation of Existing Real Estate
- Construction Contingency
- FF&E
- Professional Fees
- Interest Carry
- Closing Costs

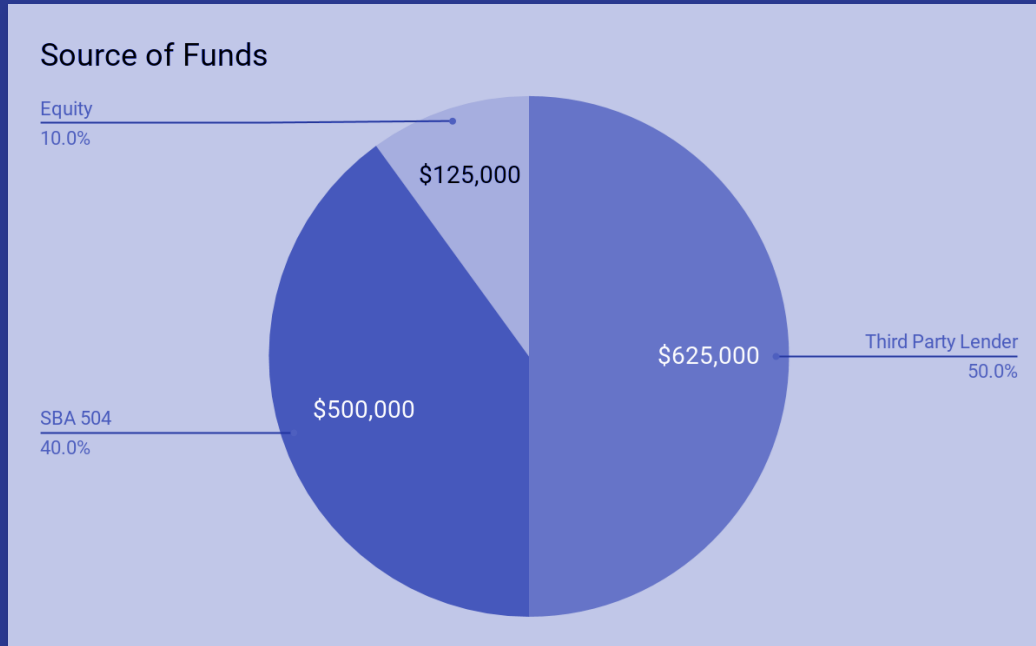


Potential SBA 504 Program Clients

1. SBA Eligible Small Business
2. Owner-Occupied Real Estate
3. Business may not be able to obtain conventional financing
4. Project has job creation or meets other SBA Public Policy Goals



Source of Funds



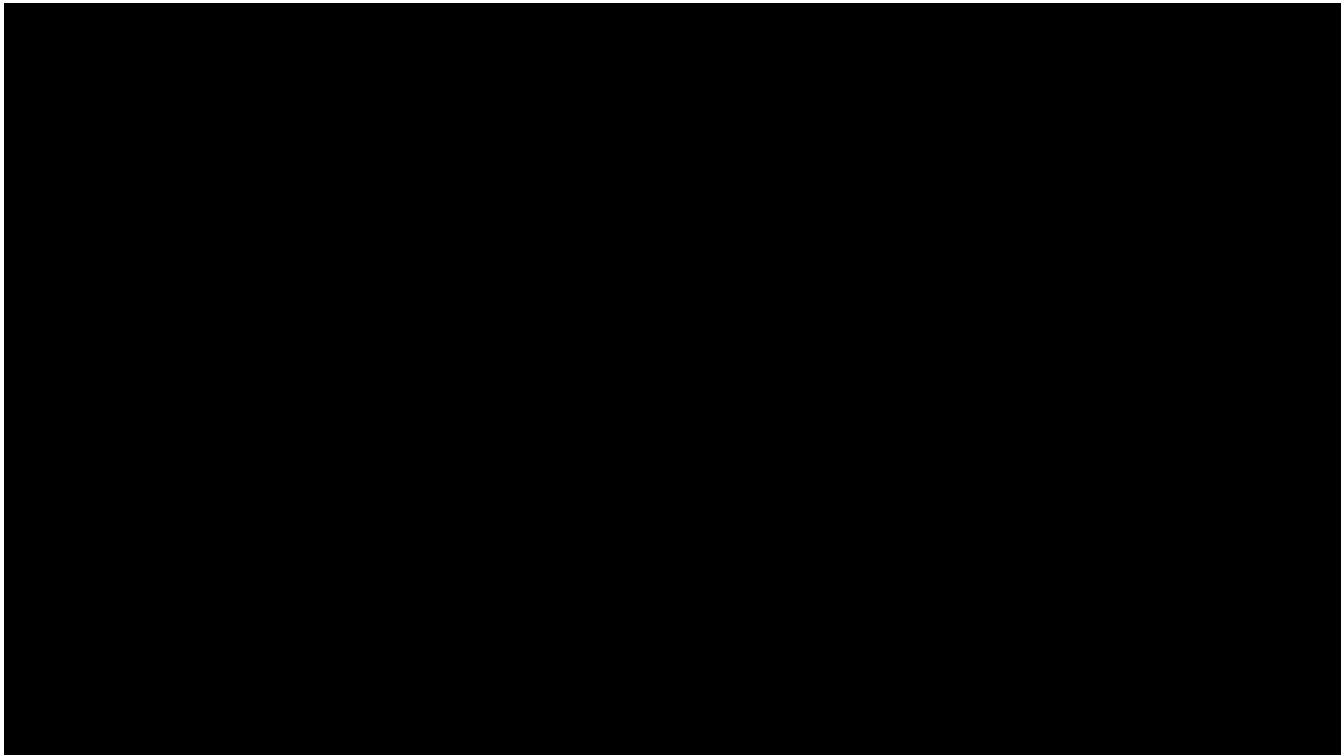
Renovation Pictures



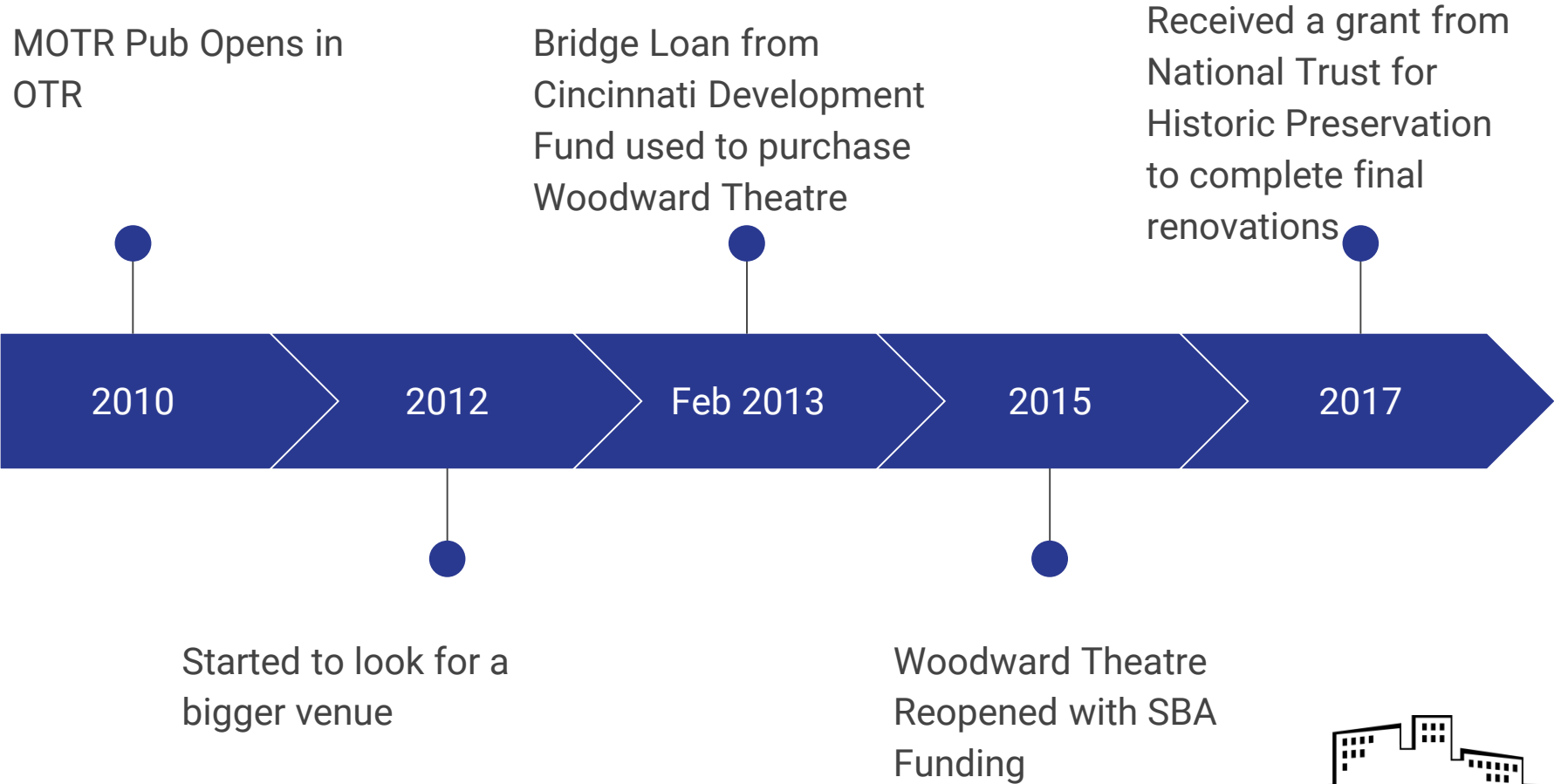
Next Steps

- National Trust for Historic Preservation
- 2017 Partners in Preservation: Main Street
- Cincinnati Preservation Association Sponsorship









Partners

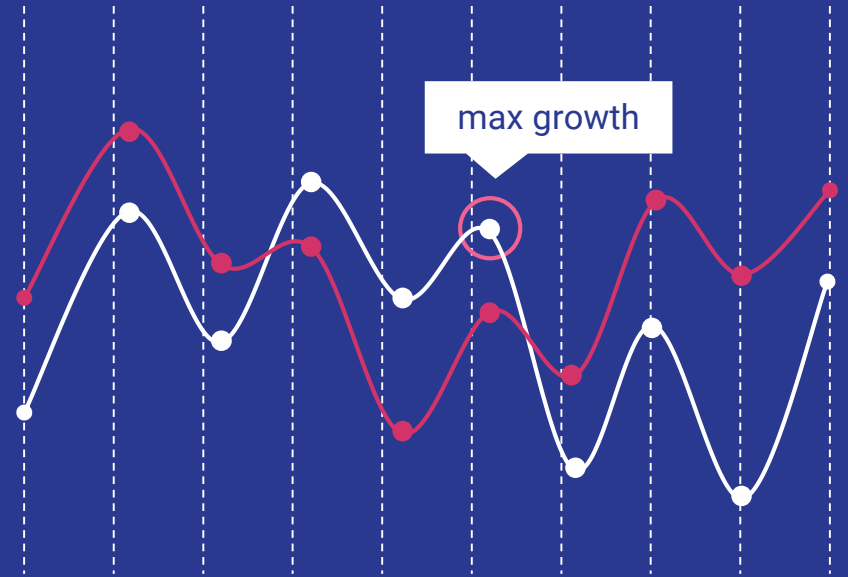
Public partnerships made this project possible.

- Cincinnati Development Fund-- Third Party Lender
- HCDC, Inc/U.S. Small Business Administration-- SBA 504
- Cincinnati Preservation Association-- Partners in Preservation Grant



Successful Business Investment

- Revenues Tripled
- Renovation and reuse of an Historic Property that would have been lost
- Assist in the stabilization of the neighborhood



IEDC Bronze Award- Creative Financing

