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Howard:

We have watched with interest as Wayne State, Henry Ford Health System, Blue Cross and Blue Shield and General Motors have started to develop the area between Midtown and New Center into Techtown. Techtown is a welcome addition to Detroit, and the city can use all of the high tech businesses and investment it can get.

Cityscape Detroit is Detroit's oldest nonprofit group devoted to good urban planning, urban design, adaptive reuse of old buildings, investment, green spaces, pedestrian friendliness, urbanism and the "built environment." More information is available at: [www.cityscapedetroit.org](http://www.cityscapedetroit.org)

Per the story about the master plan that ran in *Crain's Detroit Business* in December, there is only one part of this plan which is a bad idea: don't demolish the "American Beauty Supply Building" on Woodward Ave. Detroit has many social and economic problems compared to other cities. The one advantage it has over other cities including West Bloomfield, Birmingham, etc. is its beautiful stock of architecture. Its stock of pre-war buildings is priceless and irreplaceable. People pay a lot of money for the character that these older buildings have.

The American Beauty Supply Building has been vacant for a long time, and is surely in need of a rehabilitation. Maybe other old buildings need less work and maybe new construction is cheaper, but there are a variety of financial programs available to cover the financial gap and "make the numbers work." These programs include brownfield redevelopment, new market, and low- and moderate income tax credits; historic tax credits if the building is in a historic district; Detroit Renaissance's Detroit Investment Fund; New Enterprise Zones; and more. We can put you in touch with people who can help you utilize these sources if you don't have experienced people on staff.

Again, it would be a tragedy to tear down the American Beauty Supply Building as part of Techtown's expansion. This building should be one of the most visible, attractive parts of Techtown.

On behalf of the directors and members,

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Cc:

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