

October 18, 2007

Francis Grunow
Executive Director
Preservations Wayne
460 West Canfield, #305
Detroit, MI 48201

Dear Mr. Grunow,

It was a pleasure talking with you about the Historic Cass Tech High School and the Cass Tech Development and Preservation Society's hope and vision for its future. As discussed, Artspace Projects has a mission to create, foster and preserve affordable space for artists and arts organizations. In addition to our national consulting services, we have eighteen national projects that we have developed, own and operate, and twelve in the initial leasing, development or predevelopment phase. Most of our converted buildings are historic structures with great significance to the community and two are schools that were looking for a new life integrating arts, culture, education and community interaction. Projects we have developed and own include affordable live/work space for artists, mixed-use projects and non-housing projects. We have worked as a sole developer/owner, in partnership with local community development corporations, nonprofits and more recently in collaboration with for-profit developers.

Artspace works initially as a consultant and upon invitation. Our two-day Preliminary Feasibility Evaluation visit is often our first formal introduction to a community and their project. The Evaluation is intended to help local project leadership understand the potential for their vision to become a reality. We look at five key areas during our visit: Project Concept, Site Suitability, Market Need, Ability to Fund and Sustain the Project and Local Leadership. We base our evaluation on what we learn during a site tour, focus group meetings, a public meeting and existing documents. Our findings are shared with you during an on-site wrap-up meeting or teleconference and in an executive summary report. We give you our findings based on our national experience with similar projects. Our findings include our impressions, project assets/challenges and recommendations for next steps.

We are contacted monthly by a greater number of communities than we have the capacity to visit. We make a determination whether or not to conduct a consultation, based on the community's readiness. We look first for assurances that a site or sites meets basic criteria for a project (potential availability, size, integrity, high ceilings, natural lights sources and so on). We also need to be confident that the project stakeholders have the capacity to bring the community together in support of the project, that initial conversations with building owners and civic leadership and the arts community have taken place, and that focus groups and the public meeting will be well attended by key invitees. Based on our recent conversations we are confident that a visit to Detroit and the Historic Cass Tech

High School would result in information useful in your quest for a viable reuse of this historic school.

Not all projects that Artspace evaluates during a two-day visit result in future arts and cultural projects for Artspace or for the community. In some cases a community takes the information that we provide and is able to move forward with a local development team to complete its project. In some cases non-arts uses are determined to be the best course. In other cases Artspace is asked to consider a development and long-term ownership role in the project (either in partnership or solely). We consider these invitations on a case-by-case basis. Factors that we consider include: outcome of the two-day evaluation, relevance of project concept to our mission, size of the project, strength of the artist market need, available funding for predevelopment, local support and drive to see the project completed (grassroots and civic), other work we may be doing in the area, and our capacity at the time to take on new projects.

We are very excited about the possibility of working with you and the supporters of the Historic Cass Technical High School. From our early conversations with project stakeholders to current time, we have recognized that this structure holds great significance for many, is in a city and state that support the arts and creative solutions to historic building reuse, economic development and affordable space for the arts. We hope that we can be of help.

I have included information on Artspace and our projects. More information can be found on our website: www.artspaceusa.org. If you have any further questions or would like to arrange for a visit, please let me know. Please keep in mind that we do schedule two or three months in advance. I hope that we can be of help with your endeavor.

Regards,

Teri Deaver
Director of Consulting and New Projects
Artspace Projects, Inc.