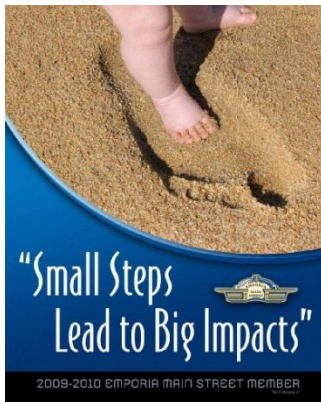




If only I had something to shield my eyes from the sun... like the bill of a hat...  
 Not taking advantage of obvious resources like upper stories can be just as  
 silly.

## Nationally, more building and business owners are developing upper stories.



Whenever economic development officials get together, they hear a similar story about the interaction with area businesses. "How do I make more money?" "How do I balance out my down times?" "How do I make more consistent income?" These are all variations of the same question... Generally, the answers to those questions are "What resources do you currently have that are under utilized?" In other words, look around you for things that you currently own or control that could provide you with a more stable source of income, or a burst of cash with long term benefits.

For many business or building owners, an underutilized or unused upper story can provide the access to consistent income they need to generate some extra breathing room in their cash flow. Apartments, service businesses or loft housing for business owners can either increase inflows or decrease personal expenditures. Now comes the hard part: how do you make those developments happen? How do you cash flow upper story developments? What are the potential pit falls? Is there sufficient demand for upper story businesses/housing? Are there incentives available to help potential developments? Is it possible to simply sell your upper story to another developer and create a condominium arrangement? These are complex issues that require more than just an article. So, here is what we are going to DO:

The City of Emporia and Emporia Main Street invite you to attend an upper story development work shop on June 10th from 7:00 p.m. to 9:00 p.m. in City Conference Rooms A & B at the Civic Auditorium. An architect, code officials and Emporia Main Street staff will be on hand to discuss upper story development, incentives, codes and a variety of other topics. To RSVP for this event, please contact Emporia Main Street by calling 620-340-6430 or sending us an e-mail at [main.street@emporia-kansas.gov](mailto:main.street@emporia-kansas.gov).

Emporia Main Street is working hard toward a brighter tomorrow, and the first step in that process is fully utilizing existing resources. Upper stories of commercial properties are a local opportunity waiting to happen. In the words of one development professional that has worked with projects in many different cities: *"In Emporia, I sometimes get the feeling that people think it's cheaper to tear down and build from scratch when the opposite is true. There are life safety considerations, and upper story development is a different kind of development, but the opportunities exist to redevelop upper stories for a lower price point while still creating a quality product that the public will demand."* Upper story development is different, but if we can make you aware of how to take advantage of this opportunity we can help a series of local entrepreneurial developers, building owners, business owners, financial institutions, contractors, engineers and hardware supply companies make money. Building the capacity of local businesses is an attainable goal of Emporia Main Street.



Hard work, education, incentives and creativity are producing tangible results for our city. Emporia Main Street will continue to partner with different institutions to educate local business people on financial opportunities that maximize the use of our existing resources. Do you have questions or topics of concern you would like to pass along to Emporia Main Street? Simply contact us! We may not have all the answers, but we will try to find the information you need to improve your business and the community.

[For past editions of the Emporia Main Street E-News, check out our E-News archives by clicking HERE.](#)

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