

### Using Financial Instruments to support investment in a **UNESCO-listed historical centre** The case of Porto

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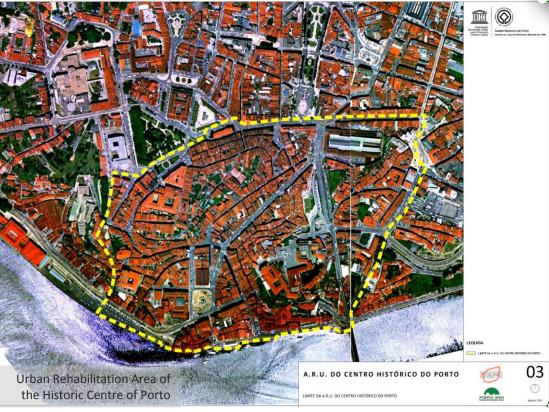
Innovative Financing of Cultural Heritage 30<sup>th</sup> May 2013 Fulham Palace, London











Critical Area of Urban Recovery and Reconversion Historic Centre of Porto

istoric Centre of Porto World Heritage



**Date of Inscription: 1996** 

Criteria: (iv)
Area: 0,5 Km<sup>2</sup>

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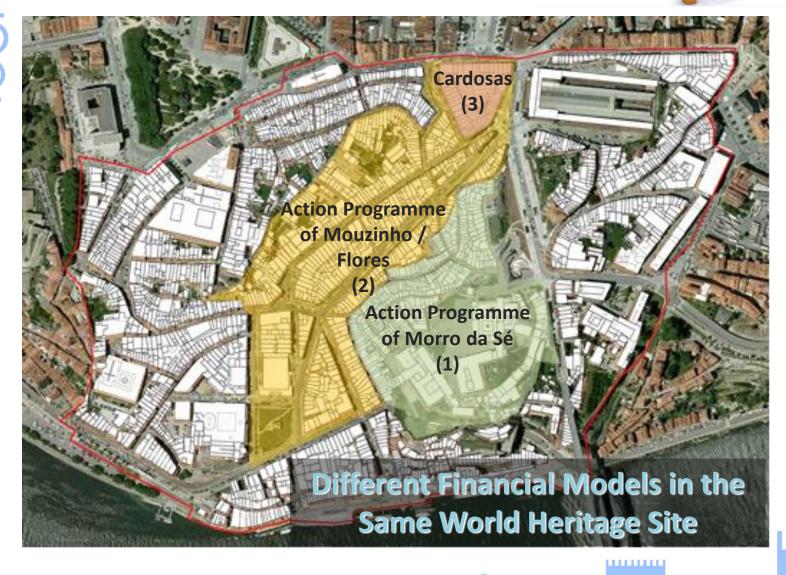
**Census 2011:** 5,095 residents

Buildings: 1,773

"the urban fabric and its many historic buildings bear remarkable testimony to the development over the past thousand years of a European city that looks outward to the west for its cultural and commercial links" in <a href="http://whc.unesco.org/en/list/755">http://whc.unesco.org/en/list/755</a>, 2013.05.23













# 1. Action Programme of Morro da Sé

No. BLOCKS: 11

PLANNING DOCUMENTS:

No. BUILDINGS: 228

CONSTRUCTED AREA: 64 886 m<sup>2</sup>

PRIVATE: 40.132 m<sup>2</sup> (62%)

PUBLIC: 24.753 m<sup>2</sup> (38%)

NEEDING CONSTRUCTION WORKS: 62.382 m<sup>2</sup> (96%)

MEDIUM: 15.906 m<sup>2</sup> (25%)

PROFOUND: 30.022 m<sup>2</sup> (46%)

VACANT: 24.062 m<sup>2</sup> (37%)

INHABITANTS: 1000

**45% WORKERS** 

**30% PENSIONERS OR UNEMPLOYED** 

FAMILIES: 370

25% WITH 1 PERSON

50% > 65 years old

INCOME PER PERSON: € 250













# 1. Action Programme of Morro da Sé



Partners:









Co-financing:









- ✓ IMPROVEMENT OF LIVING CONDITIONS
- ✓ ATRACTION OF NEW RESIDENTS
- ✓ INVOLVEMENT OF STAKEHOLDERS

#### **Intangible Projects**

- Creation of the Property Owners Support Office
- Installation and Startup of Urban Area Management (UAM)
- UAM / Entrepreneurship Project
- UAM / Stories of Self-esteem / workshops
- UAM / Documentary
- Creation of a Technical Support Structure
- Communication Plan

















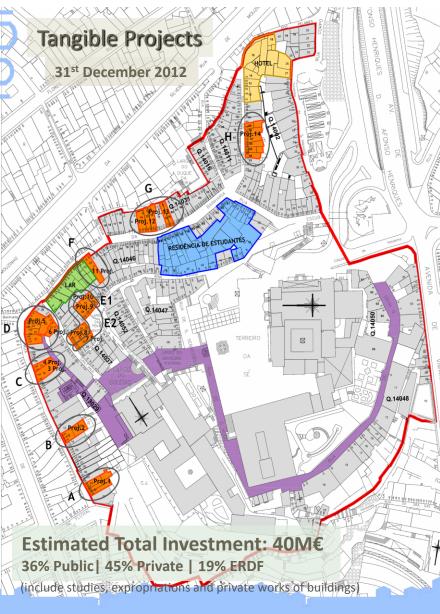












#### ☐ Public Space Improvement

Porto City Council | 1,2 M€ | 62% ERDF | Completed

#### Students Residence

Real Estate Investor selected by public tender | 22 buildings | GBA 7.362 m<sup>2</sup> | 125 bedrooms | 6.3M€ | 45% ERDF | Ongoing works

#### ■Tourist Accommodation Unit

Real Estate Investor selected by public tender | 6 buildings | GBA 3.500 m<sup>2</sup> | 50 bedrooms | 4.6M€ | 40% ERDF | Ongoing works

#### ☐ Residence for the Elderly

<u>Partners</u>: Porto City Council; Social Institution | Extension and upgrading from 6 to 12 bedrooms | 740 thousand Euros | 66% ERDF | Completed

#### ☐ Resettlement Programme

<u>Partners</u>: Porto Vivo, SRU; DomusSocial; Operational partners chosen by public tender | 32 buildings | GBA circa 8.000 m<sup>2</sup> | 8,1 M€ | No. of families: 24 | Estimated no. of social dwellings: 71 | Ongoing works

#### ☐ Urban Image and Energy Efficiency

Porto Vivo, SRU | 57 buildings | 1,9M€ | 60% ERDF

Ongoing works





### 1.Action Programme of Morro da Sé: Financial Models

### 1.a) Creation of the Tourist Accommodation Unit and the Students Residence

	Porto Vivo, SRU	Private partners chosen by public tender – NOVOPCA Consortiums
Role	<ul> <li>Project leader</li> <li>Development of an integrated plan</li> <li>Acquisition / Expropriation of 28 buildings</li> <li>Landlord / Provision of the buildings to the Private</li> <li>Partner</li> <li>Permits issuing and works supervision</li> </ul>	<ul> <li>Projects conception</li> <li>Rehabilitation works</li> <li>Operation of the tourist accommodation unit and the students residence for 50 years</li> </ul>
Cash outflows	<ul> <li>Loan IHRU / EIB (2,5 M€)</li> <li>Acquisition / Expropriation costs</li> <li>Resettlement costs (DomusSocial – municipal social housing company)</li> </ul>	<ul> <li>Payment for the provision of the houses, for 50 years, to the Public Partner</li> <li>Archeology costs and rehabilitation works</li> <li>Operation costs of the equipments</li> <li>Managements fees for SRU: 10% of the EBIT of the tourist accommodation unit and 12,5% of the EBIT of the students residence</li> <li>Current application for a JESSICA Loan</li> </ul>
Cash inflows	<ul> <li>Payment from the private partner for the provision of the 28 buildings</li> <li>Management fees: 10% of the EBIT of the tourist accommodation unit and 12,5% of the EBIT of the students residence</li> </ul>	<ul> <li>Grant for creation of a tourist accommodation unit and a students residence</li> <li>Revenues of the operation of the tourist accommodation unit and the students residence</li> <li>Current application for a JESSICA Loan</li> </ul>

Source: Adapted from Deloitte and Parque Expo (2009)







### 1. Action Programme of Morro da Sé: Financial Models

	1.b) Resettlement Programme				
	Porto Vivo, SRU				
Role	<ul> <li>Project leader</li> <li>Development of an integrated plan</li> <li>Acquisition / Expropriation</li> <li>Projects conception (internal and outsourcing)</li> <li>Landlord / Manager of leased houses</li> <li>Permits issuing and works supervision</li> </ul>				
Cash outflows	<ul> <li>Loan IHRU / EIB (8,3 M€)</li> <li>Acquisition / Expropriation costs</li> <li>Resettlement costs (DomusSocial – municipal social housing company)</li> <li>Projects costs</li> <li>Archeology costs</li> <li>Rehabilitation works (for social housing)</li> <li>Urban image and energy efficiency</li> </ul>				
Cash inflows	<ul> <li>Rent from the residential and commercial areas – rents bellow market value</li> <li>ERDF grant for the urban image and energy efficiency operation</li> </ul>				

Source: Adapted from Deloitte and Parque Expo (2009)







### 1. Action Programme of Morro da Sé: Financial Models

		1. c) Residence for the Elderly – Extension and Improvement				
		Porto City Council and GOP Municipal Company	Porto Vivo, SRU	Private partners chosen by public tender	Centro Social da Sé Catedral do Porto – Social Institution	
Role		<ul> <li>Landlord and project leader</li> <li>Acquisition of one building and some dwellings to the Foundation for the Development of the Historic Zone of Porto</li> <li>Lending agreement with the Social Institution – free transfer of the equipment for a 30-years period</li> </ul>	<ul> <li>Architectural Project – Ana</li> <li>Leite Pereira</li> <li>Permits issuing and works</li> <li>supervision</li> </ul>	<ul><li>Specialties´ Project</li><li>Rehabilitation works</li></ul>	- Operation of the Residence for the Elderly	
	Cash outflows	<ul> <li>Acquisition costs</li> <li>Resettlement costs</li> <li>Specialties Project costs</li> <li>Rehabilitation works</li> <li>Total costs: 740,000 €</li> </ul>	n.a.	n.a.	<ul><li>Operational costs</li><li>Buildings maintenance</li></ul>	
	Cash inflows	- ERDF grant (488,000 €)	n.a.	<ul><li>Specialties´ Project costs</li><li>Rehabilitation works</li></ul>	<ul> <li>Fee from the users (80% of their income)</li> <li>Contribution from the national Social Security due to the operational costs deficit (fees ≠ 700€ national average per user)</li> </ul>	

Source: Adapted from Deloitte and Parque Expo (2009)





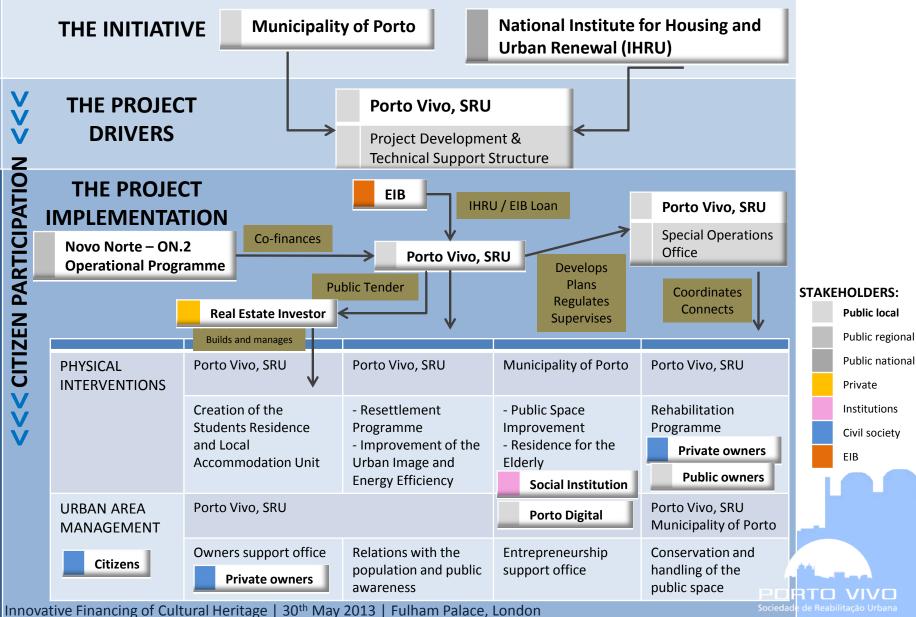






European initiatives for the common good

# 1.Action Programme of Morro da Sé: Synthesis







# 2. Action Programme of Mouzinho / Flores

No. BLOCKS: 15

12 **PLANNING DOCUMENTS:** 

421 No. BUILDINGS:

207 420 m<sup>2</sup> **CONSTRUCTED AREA:** 

**REASONABLE STATE OF CONSERVATION:** 30%

**BAD STATE OF CONSERVATION:** 42%

5% **RUINS:** 

PARTIALLY OCCUPIED: 38%

22% VACANT:

**ONLY COMMERCE:** 12%

**COMMERCE AND HOUSING: 40%** 

34.000 m<sup>2</sup> **PUBLIC SPACE:** 

**INHABITANTS:** 1104

**38% WORKERS** 

33% PENSIONERS OR UNEMPLOYED

**FAMILIES:** 434

56% WITH 1 OR 2 PERSONS

44% > 65 years old













# 2. Action Programme of Mouzinho / Flores

#### INTEGRATED URBAN PLAN

- REHABILITATION
  - . BUILDINGS
  - . PUBLIC SPACE
- SOCIAL / ECONOMIC DYNAMISATION
- √ IMPROVEMENT OF TRAFFIC / MOBILITY
- **✓ ATRACTION OF NEW RESIDENTS**
- ✓ INVOLVEMENT OF STAKEHOLDERS

#### Intangible Projects

- •Study for the improvement of the mobility in the Historic Centre;
- •Installation and Startup of the Urban

**Area Management (UAM)** 

- •UAM Support to Entrepreneurship
- •UAM "Feiras Franças"
- •UAM Space and Traditional Trade

**Valuation through Memory** 

- •UAM Technical Support Structure
- •UAM Communication Plan

Partners:















Co-financing:

















http://www.comerciovivomouzinhoflores.com/

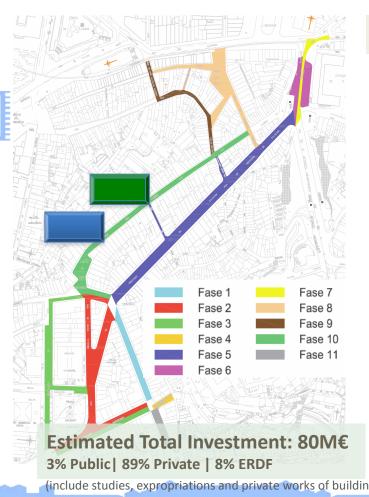








# 2. Action Programme of Mouzinho / Flores: Financial models



### **Tangible Projects**

☐ Public Space Improvement

Porto City Council | 7,8 M€ | | 79% ERDF | Ongoing Works

☐ Museum and Archive Installation of S.ta Casa da Misericórdia

S.ta Casa da Misericórdia do Porto | 480 thousand Euros | | 53% **ERDF** | Completed

■ Modernization of Business Incubators



Youth Foundation | 36 thousand Euros | | 76% ERDF | Completed

☐Port Wine Tour



Youth Foundation | 71 thousand Euros | | 80% ERDF | Completed

(include studies, expropriations and private works of buildings)





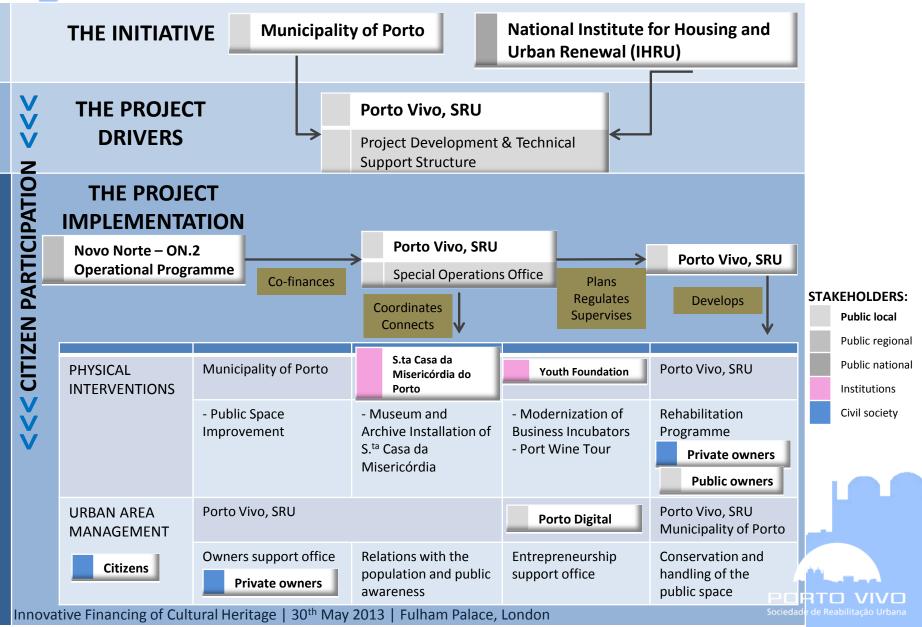






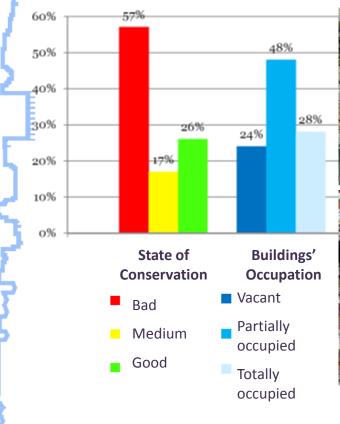
European initiatives for the common good

### 2. Action Programme of Mouzinho / Flores: Synthesis





# 3. Cardosas Operation









### **Strategy**

- Demolition of the interior of the block
- Creation of a public square
- Creation of a first class hotel
- Creation of an underground parking
- Predominance of the residential function
- Retail and services facilities





# 3. Cardosas Operation Financial Models

### 3. a) Joint Intervention – Buildings, parking lot and inner square

	Porto Vivo, SRU	Private partner chosen by public tender – Closed-end Real Estate Fund / LUCIOS		
Role	<ul> <li>Project leader</li> <li>Development of an integrated plan</li> <li>Acquisition / Expropriation</li> <li>Permits issuing and works supervision</li> </ul>	<ul> <li>Closed-end Real Estate Fund - real estate developer (share real estate risks / gains)</li> <li>LUCIOS - operational partner</li> <li>Project conception and rehabilitation works</li> <li>Commercialization of the new residential and commercial areas</li> </ul>		
Cash outflows	- Acquisition / Expropriation costs	<ul> <li>Project costs (joint intervention)</li> <li>Rehabilitation works (joint intervention)</li> <li>Archeological costs (joint intervention)</li> <li>Commercialization costs (joint intervention)</li> </ul>		
Cash inflows	<ul><li>50% of sales of residential and commercial areas</li><li>Permits</li></ul>	<ul><li>50% sales of residential and commercial areas</li><li>Car parking sale</li></ul>		

Source: Adapted from Deloitte and Parque Expo (2009)















# 3. Cardosas Operation Financial Models

	3. b) Cardosas Hotel				
	Porto Vivo, SRU	Solitaire - Empreendimentos Hoteleiros, S.A.	Intercontinental Group		
Role	<ul> <li>Project leader</li> <li>Development of an integrated plan</li> <li>Permits issuing and works supervision</li> <li>Mediator between the owner (Solitaire) and the Intercontinental</li> </ul>	<ul> <li>Landlord and project</li> <li>developer</li> <li>Involvement of a Real Estate</li> <li>Investment Fund, as an</li> <li>instrument of financial support</li> <li>to the operation</li> </ul>	- Hotel management		
Cash outflows	n.a.	<ul> <li>Acquisition costs</li> <li>Project costs, permits and rehabilitation works</li> <li>Total costs: 32 M€</li> </ul>	<ul><li>Operational costs</li><li>Rent for the hotel</li></ul>		
Cash inflows	Permits	<ul><li>Rent for the hotel</li><li>Grant (9,3 M€)</li></ul>	- Operational revenue		







Source: Adapted from Deloitte and Pargue Expo (2009)

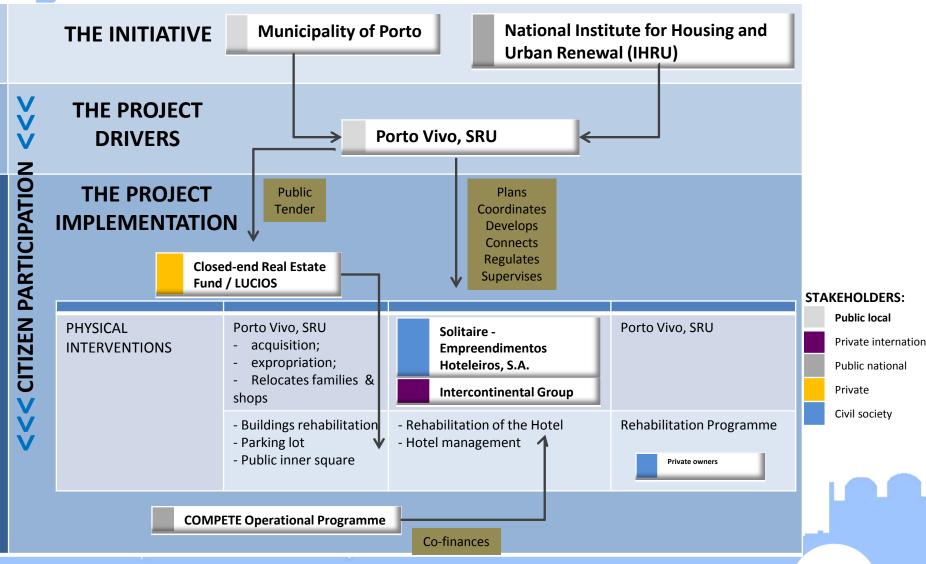








### 3. Cardosas: Synthesis





# 4. Private interventions

	4.a) Private Interventions			
	Porto Vivo, SRU	Private owners		
Role	<ul> <li>Project leader</li> <li>Development of an integrated plan</li> <li>Permits issuing and works supervision</li> </ul>	- Rehabilitation and maintenance of the private buildings according to the Planning Document		
Cash outflows	n.a.	<ul><li>Rehabilitation and maintenance costs</li><li>Permits</li></ul>		
Cash inflows	Permits	- Rents - Sales		

Source: Adapted from Deloitte and Parque Expo (2009)











### 4. Private interventions

### 4.b) JESSICA in Porto (examples of Heritage & Commerce)

Porto Pestana Hotel



#### Description

Location: Porto

Promoter: Pestana Group

Activity: Hotel

The intervention aims to expand one existing equipment.

Clérigos: Restaurants



#### Description

Location: Porto

Promoter: Tradições, Lda.

Activity: Restaurants

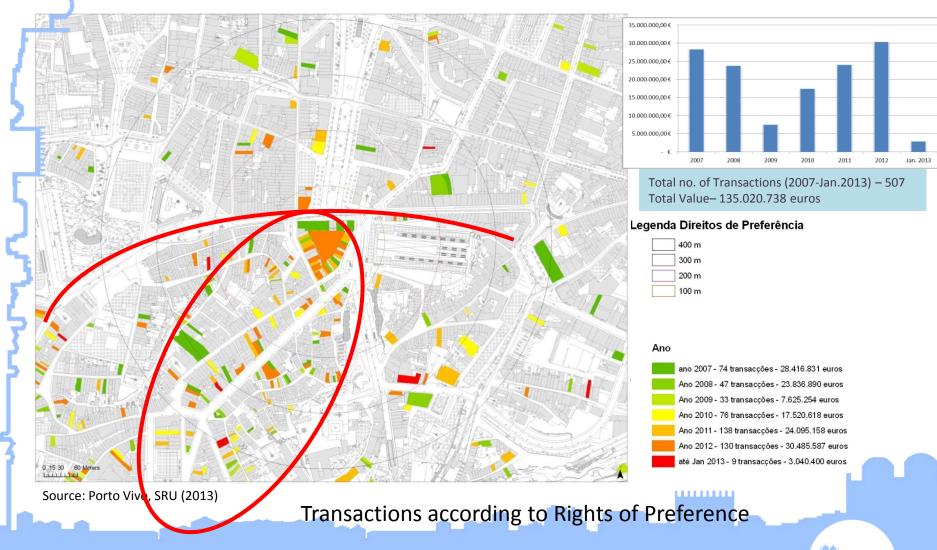
Creation of 5 dining venues in the area of the historic center of Porto.

Source: Adapted from Pedro Couto – EIB presentation(2013)

Local Investment



# 5. Impact of Public Rehabilitation Policy





# 5. Impact of Public Rehabilitation Policy: the multiplier effect

Public and Private Investment 2005-2012

31 <sup>st</sup> December 2012	Porto Vivo, SRU	Porto City Council and Municipal Companies	Estimate of the Private Investment	Multiplier	
Morro da Sé	4,281,966 €	2,142,047 €	25 566 466 <del>6</del>	6	
Morro da Se	Total Public Investment: 6,424,013 €		35,566,466 €	O	
Mouzinho / Flores	-	2,398,103 €	54,676,348 €	23	
Cardosas	5,976,889 €	-	89,874,878 €	15	
Total Area of Intervention	51,525	5,823 €	508,581,446 €	10	

Source: Own calculations; Porto Vivo, SRU (2013); Porto City Council (2013); Gestão de Obras Públicas da Câmara Municipal do Porto, EEM (2013).



### 6. Conclusions

☐ Heritage Sites are heterogeneous: ☐ tangible *vs.* intangible heritage; □ natural *vs.* built heritage; monuments and historic sites vs. urban settlements; □ even when we consider a particular Site – Porto Historic Centre – there are important differences within its territories (e.g., Morro da Sé vs. Mouzinho/Flores vs. Cardosas); ☐ In Portugal, by law, the rehabilitation of the buildings is an obligation of its **owners**; complex ownership and occupancy patterns alongside with wrong public policies led to serious decay of the housing stock, mostly in the historic centre of many Portuguese cities; ☐ Previous rehabilitation programmes were supported only by public investment, based on a model of buy/relocate tenants/rehabilitate/relocate low-income families; lesson learned: programmes based only on public investment do not work, because its effects are limited (e.g., CRUARB and Foundation for the Development of the

Historic Zone of Porto);

### 6. Conclusions

☐ Rehabilitation programmes must join together public and private investment (tailored programmes and financial models are a basis):
(tailored projects and financial models, case-by-case basis):
☐ If the real estate market works, public investment may be limited to public space
improvement (e.g., Mouzinho/Flores) in the context of an existing public rehabilitatio
policy, as in Porto's case, in order to attract and stimulate private investment;
$\square$ Even in prime locations (e.g., Cardosas block), the scale of the operation and it
characteristics, alongside with the need to push the process forward by means of a
anchor project, determine the presence of a public body (risk sharing; the need to acquir
the buildings through expropriation) in a public-private partnership, through the means of
a rehabilitation contract, because it will generate a positive effect and influence on th
market, revitalizing a whole area;
$\square$ In other territories (e.g., Morro da Sé), given the <b>presence of market failures</b> , publi
investment is essential, on a combined basis:

- **local investment, supported by EU grant,** as in case of the elderly residence;
- a loan of EIB to a public body, negotiated to get preferential conditions, as in the resettlement programme, directed to social housing;
- a combined model (public-private partnership, through the means of a rehabilitation contract: public property (financed by a loan), grants, private investment and JESSICA, as in the students residence and the hotel);



### 6. Conclusions

☐ In heritage Sites, like in Porto Historic Centre, there is a need of financial solutions							
to help the private owners to rehabilitate their buildings, which are a public /							
common good ("The rich and varied civil architecture of the historic centre expresses							
the cultural	values of	succeeding	periods"*)	and	under	important	regulatory
preservation measures;							

☐ We need to integrate rehabilitation policies within urban growth and housing policies, at local, regional and national level;

☐ Finally, an Historic Centre is not only about the buildings; it is mainly about people, their traditions, memories and culture, their relationship with the outside world ("The active social and institutional tissue of the town ensures its survival as a living historic centre."\*). We need also to address the issues of financing the conservation of immaterial heritage.

# Obrigada | Thank You



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<sup>\*</sup> http://whc.unesco.org/en/list/755, 2013.05.23