



D2 ORGANIZATION

## CASE STUDY THE GROVE

The Grove is a land development project on Fenwick Island Delaware that was previously a low lying wooded site. The D2 Organization identified the former low lying wooded site and secured the 16-acre infill land development project in 2015. Over a 15-month period D2 worked with local zoning and land-use officials as well as environmental and wetland engineers to creatively design and plan the community and secure approvals for the site.

Once all approvals were secured McKee Builders acquired the property and began quality construction on the 61 townhomes with an emphasis on energy efficiency. The new beach townhomes at The Grove are built for whole-house energy efficiency inside and out.



### CHALLENGE

Land survey results showed that the site was extremely low and would require more than 30,000 tons of fill to raise the elevation. In addition, the site's by right of 61 housing units was surrounded by existing housing developments that were opposed to its construction and the low-lying site was without a viable storm water outfall, requiring D2 to obtain complicated SWM easements. Lastly, the seller of The Grove would only accept a nonrefundable deposit, which considerably raised the stakes on an already risky project.

### STRATEGY

To ensure the project's success, D2 worked closely alongside land use agency representatives to ensure the development would be approved and highly competitive in a vibrant yet saturated market. In the first 60 days, D2 invested heavily to understand site conditions and market needs – from investigating sewer issues to conducting research on whether consumers wanted built-in garages or other amenities. After understanding the property need, the team needed to secure the necessary materials and additional soil to correct the low elevation and assuage the opposition's drainage concerns.

### RESULTS

The D2 Organization secured the approved 61-unit town home development plan and sold it to McKee Builders. McKee will develop the property into The Grove – brand new townhomes designed for easy and elegant Delaware beach living. Just 2.8 miles from the beach, Fenwick Island offers the perfect mix of fun and relaxation for family vacations, leisurely retirement days, and beach adventures of every kind.

