



Praxis Properties

GOOD STEWARDSHIP IS
AT THE FOREFRONT OF
TYLER KINLEY'S
DEVELOPMENT EFFORTS

Photos and Story by Phil Eich,
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Michigan Main Street Story
Series

My dad's name is Bill, and his family owned a dairy. He worked there from a super young age and he's a very smart guy with an incredibly strong work ethic. He got a scholarship to go to Heidelberg, which led him to the University of Michigan, where he got a graduate degree in teaching. Then he got a defense industry job doing math-based stuff. After a bit, he left that and started a commercial construction company.

When I was growing up, I was always around project managers and people doing business. I started picking up trash on job sites when I was really young. And when I was old enough to do a little bit more—there's a building in Ypsilanti that was a big old warehouse—I was up in the

rafters pulling pipes down and clearing out and gutting the building. I started to do more desk work when I got older and then I went to college, I would work in the summers for my dad.

Eventually, I got a graduate degree in urban planning and development. That was when I thought, 'Okay, I learned a lot of stuff. I love it but I want to branch out and I can't just work with dad for the rest of my life.'

So, I went to Seattle and ended up working in development, but it was 2008 so the development world was tanking. That's when I got into property management. The career path was not necessarily my favorite long-term, but it was perfect for me at the time. After a while, I realized I was

getting all this training and thought, 'Why don't I just go work with my dad?' That met all my goals and was what I was looking for, so I moved back here.

If you look at photographs of downtown Saline, this building is often a part of the photographic backdrop—it represents the historic and beautiful nature of Saline. This is a historic building that slowly lost tenancy and fell into disrepair. The place had seen a whole slew of tenants and had sort of been left to rot before Dad purchased it and went to town fixing it all up. We are the owners of the building but we didn't build it—we are rehabilitating it—so we try to be good stewards and do our best to maintain it.

My dad buying this building heralded a number of other buildings on the periphery of downtown because people saw that there was a market here in Saline.

Here in this building, we have retail on the first floor and then the upper floors are all offices. In total, there are 13 tenants, including Mac's, Mod Squad Salon, Unveiled By Brittanie, Carrigan Café, Excalibur Barber Shop, Latitude, the Saline Chamber and a few more. We have a couple vacant spaces, including one suite and one single office in a shared suite.

A development is not successful unless it can financially support itself. The math has to work. If you put money in and build a space, somebody has to not only want to be there, but be able to stay there and be successful. You need to have the people who come down and buy coffee, or get their hair cut, get their food, their clothing, etc.

This building represents Saline's ability to have the market and demand that will bring tenants into downtown. It sort of represents the city's success in a nutshell, but there are other buildings that also define the city—it's not just this one at all. It's just one factor in this whole effort.

– Tyler Kinley, Praxis Properties

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