


Keeping a Place at the Table

Perpetually Affordable Housing
Burlington, VT



Partners Since 1984



Side 2

Preserving Scarce Public Resources

- Expiring Use lessons learned
- Community Land Trust model pioneered
- HOME leverages relationship = range of housing
- Cities raise money w/ taxes, bonds, trust funds
- Nonprofits raise private funds and tax credits
- CHDO carries out municipal community development goals



Downtown Redevelopment Using HOME funds



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King Street Housing By The Numbers

- 20 units with 17 LIHTC and 3 market rate
- \$372,000 in HOME funds
- Total Development Costs: \$5.1 million
 - \$3.57 million LIHTC
 - \$434,000 HUD Special Purpose
 - \$500,000 VT Housing & Conservation Trust Fund
 - \$160,000 Neighborworks
 - \$67,375 City Housing Trust Fund

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Challenges to Urban Redevelopment

- Land assembly
- Vacant parking lot
- Infrastructure costs
- Brownfield
- Conflicting uses
- Mixed use
- Length of process



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Transforming parking lot to homes



Side 7



Sustainable Development



- Economic self-sufficiency via local ownership
- Equalize burdens/benefits of growth
- Leverage/recycle scarce public funds
- Protect environment
- Ensure full participation by those usually excluded
- Robust nonprofit sector

Side 8



HOME supports Smart Growth



Side 9




HOME Builds Community




- Create/preserve homes
- Create jobs
- Revitalize downtowns & neighborhoods
- Stabilize families
- Create wealth
- Protect the vulnerable



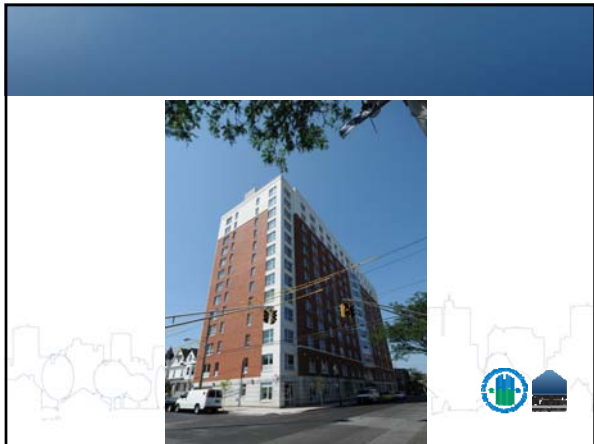


**City of Mount Vernon, New York
Long Term Affordability**

Grace Towers Housing





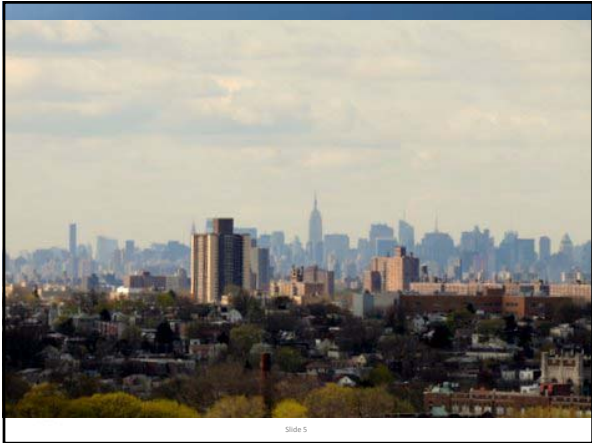


City of Mount Vernon, New York

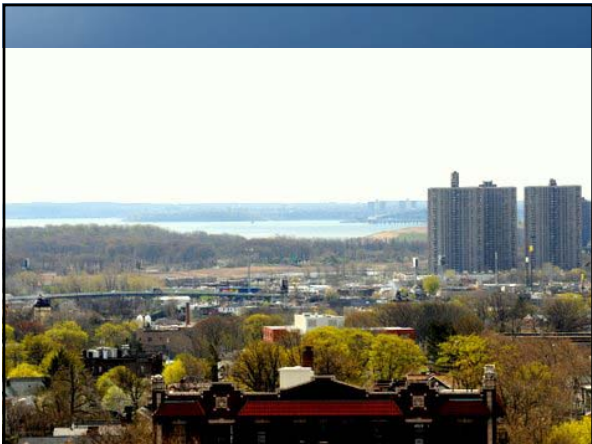
- Population 67,292
- 4.4 Square Miles
- Located in Southern Westchester County
 - 20 minutes from NYC
- Diverse Community – Over 90 Nationalities and Ethnic Groups.
- More Than 95% Built Up With Less Than 10 Acres of Vacant Land Available on Scattered Sites.



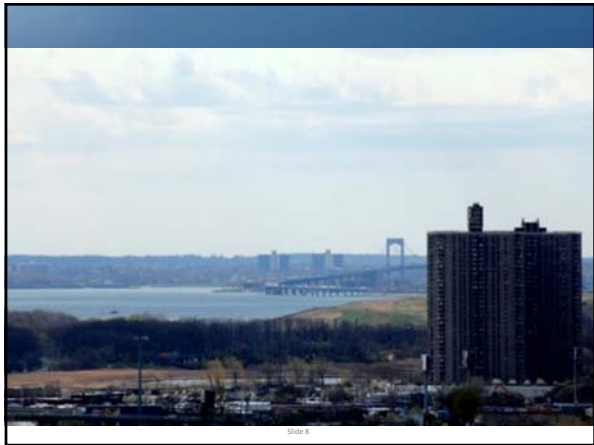
Slide 4



Slide 5







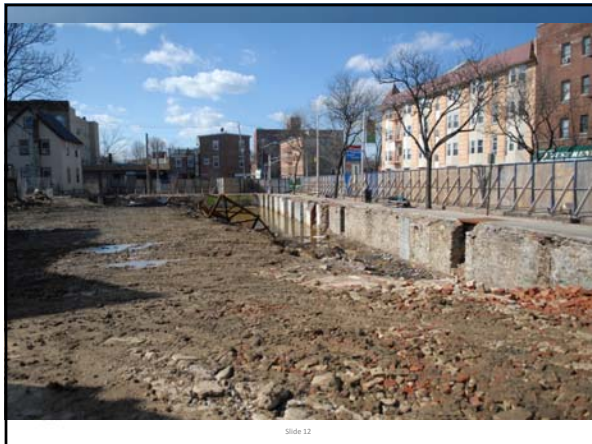


City of Mount Vernon, New York

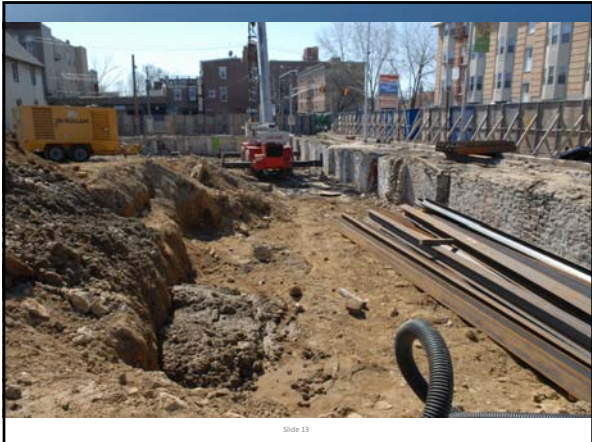
- Mount Vernon Receives Approximately \$780,000 in HOME Investment Partnership Funds Annually.
- HOME Funds Are Used Primarily For The Construction of Rental Housing and First-time Homeownership Projects.
- The Grace Towers Project Received \$1,720,035 of HOME Funding for the Construction of 11 HOME Units.







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**City of Mount Vernon
Grace Towers Planning Context**


- Third Street Corridor Challenges
 - Urban Blight
 - Crime
 - Retail / Commercial Decline
 - Aging Municipal Infrastructure
 - Land Use Issues
 - Parking
 - Environmental Review



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**City of Mount Vernon, New York
Grace Towers Project Information**


- Total Project Cost: \$40,558,356
- Construction of 133 units of Family Housing
- 175,000 SF / 13 Stories / Masonry Construction
- 44 - 1BR / 88 - 2BR / 1 - 3BR Resident Super
- Community Room / Laundry / Management Office
- 500 SF Retail Commercial Space
- Outdoor Courtyard / Passive Recreation
- Interior On-site Parking (44 Spaces) and Less Than 500 Feet From a Municipal Parking Lot.



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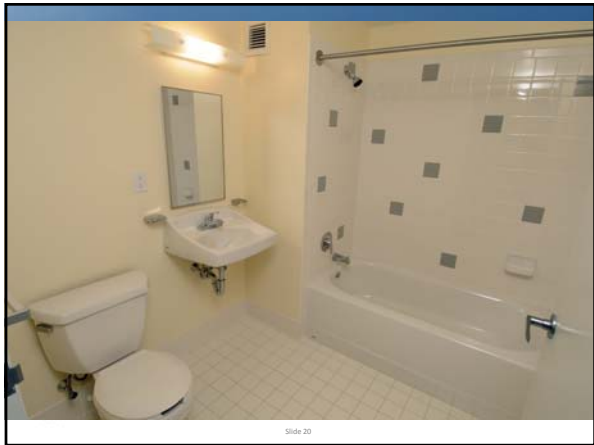
**City of Mount Vernon
Grace Towers Project Highlights**

- First New Affordable Rental Housing Development in Mount Vernon for Families in More Than Twenty Years
- Removal of Blight
- Crime Reduction
- Revitalization Of The Retail/Commercial Corridor
- Flexible Project Financing - Federal and State Housing Agencies
- City Industrial Development Agency Provides Payment In Lieu of Taxes (PILOT)



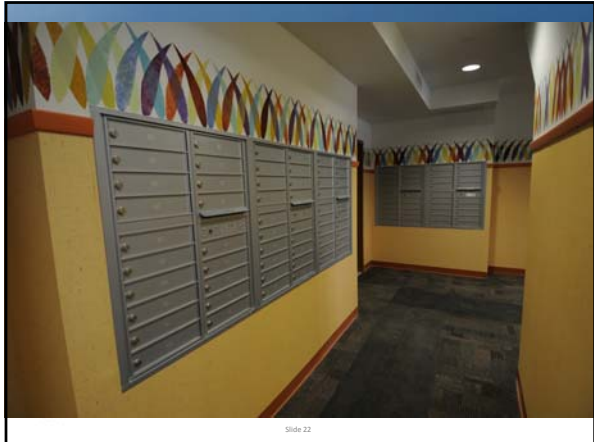
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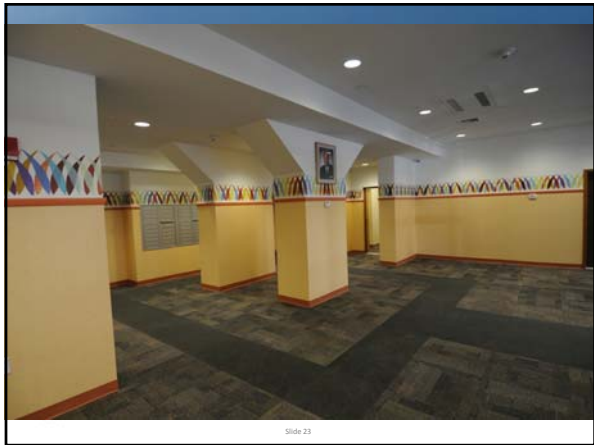




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City of Mount Vernon Grace Towers - Project Highlights

- Energy Efficient/Green Features
- MBE/WBE Participation
 - 37.8% of Contracts To MBE/WBE Firms
 - 21.5% of Contracts To Section 3 Firms
- Cooperative Working Relationship of City Government Professionals, Experienced Community-based Community Development Corporation and The Private Developer.



City of Mount Vernon Grace Towers - Funding Sources

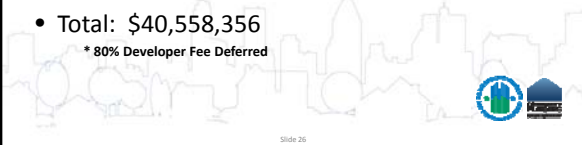
• NYS Housing Finance Agency/Bonds	\$11,530,000
• Centerline Capital – Tax Credit Equity	\$16,234,318
• City of Mount Vernon/HOME	\$ 1,720,035
• NYS Housing Finance Agency/Low Interest Loan	\$ 4,056,500
• NYS Housing Trust Fund/Low Interest Loan	\$ 2,350,000
• Deferred Developer Fee	\$ 4,076,956
• Interest Income	\$ 590,547



City of Mount Vernon Grace Towers Budget

- Land Acquisition - \$1,195,000 (3%)
- Soft Costs - \$4,956,482 (12%)
- Hard Construction - \$29,134,444 (72%)
- Developer Fee - \$5,203,189 (12.9%)*
- Working Capital - \$69,241 (.1%)
- Total: \$40,558,356

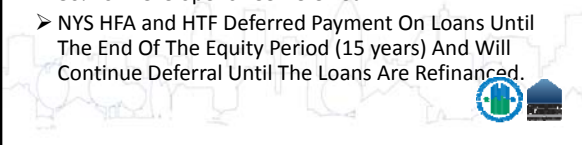
* 80% Developer Fee Deferred



City of Mount Vernon Grace Towers – Affordability Period


- HOME – 33 years
- Housing Financing Agency (4% Tax Credit) – 33 Years
- PILOT – 33 Years (\$600 per unit with a 2.5% annual escalation).
- NYS Housing Trust Fund – 50 years

- 80% of Developer’s Fee Deferred
- NYS HFA and HTF Deferred Payment On Loans Until The End Of The Equity Period (15 years) And Will Continue Deferral Until The Loans Are Refinanced.



**City of Mount Vernon
Grace Towers - Development Timeframe**

- Planning Phase (Started in 2006) – Two Years
 - Planning and Zoning Approvals
 - Financing
 - Permits
 - Demolition
- Construction Phase – 20 Months
- Occupancy – June 2010
- No Delays Or Cost Overruns




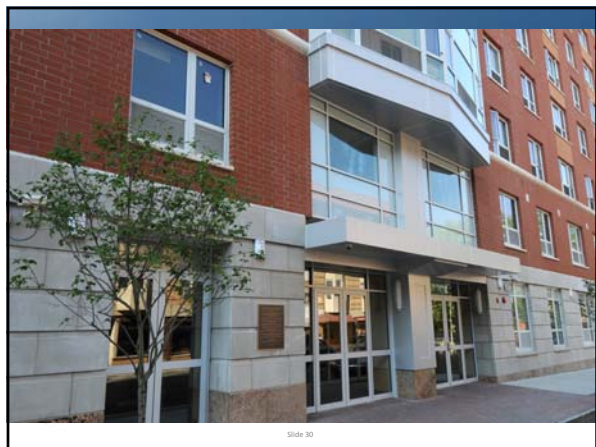
**City of Mount Vernon
Grace Towers Tenant Population**

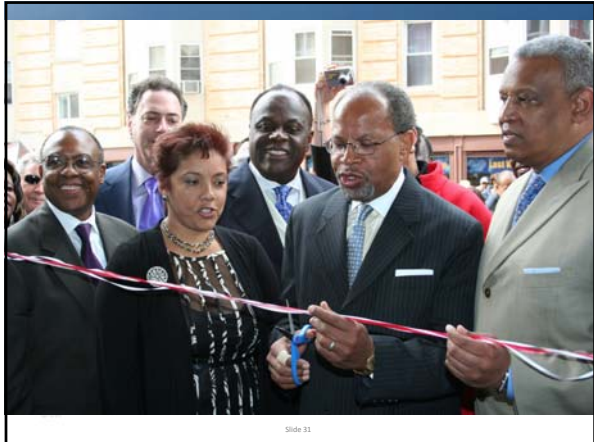
- < 30% Median Income - 15 Units (11.5%)
- 30-40% Median Income - 15 Units (11.5%)
- 40-50% Median Income - 36 Units (27%)
- 50-60% Median Income - 66 Units (50%)

- HOME Assisted Units 11 Units
- Victims of Domestic Violence 10 Units (7.5%)

SNUG - Violence Prevention Program Operated By Ujaama Community Development Corporation In Rent Free Space.










**City of Mount Vernon
Grace Towers - Development Team**

- City of Mount Vernon
 - Mayor's Office
 - Planning Department
 - Urban Renewal Agency
 - Industrial Development Agency
 - Planning and Zoning Boards
- Grace CDC - Co-developer / Service Provider
- Mountco – Co-developer / General Contractor
- CHMC – Management Company


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Broadway Crossing

Seattle, WA

Betsy Hunter
Chief Real Estate Development Officer
Capitol Hill Housing
Seattle, WA




Broadway Crossing



Completed in March 2007

- 44 units, 30-60% AMI
- Wide mix of tenants: single workers, families, transitional, long-term
- First-ever Walgreens new construction mixed-use response to community demand



**The Neighborhood Argument:
Location, Location, Location**



Community Priorities Accomplished

- Pedestrian-oriented design
- Strong presence at heart of 'urban village'
- Transit-oriented
- Affordable apartments
- Generates jobs
- Built "green"
- Public art
- National role model





City of Seattle Office of Housing

- Seattle has used HOME funds in concert with local funds since 1992 to support a range of homebuyer and multifamily rental housing activities, including:
- Downpayment assistance to more than 300 first-time low-income homebuyers
- Development of 68 multifamily projects with 2,601 rental units across the city, of which 64% are restricted to extremely low-income households, and 47% are dedicated to serving homeless households
- Seattle awards HOME funds together with local funds through annual NOFA competitions. Within HOME-funded multifamily projects, the City has invested an additional \$58.2 million in local matching funds, and leveraged over \$500 million in non-City funding.



Green Achievements



- LEED Silver Certification (one of first affordable projects in nation to do so)
- Enterprise's Green Communities
- City of Seattle SeaGreen Award
- **Green Features:** brownfield redevelopment, mixed-use vs. single purpose retail, transit-rich location, non-smoking building, energy and water-conserving fixtures, energy modeling, super-efficient gas boiler, tenant education, and more



Lessons Learned: Partnerships

- Share land, infrastructure, soft costs
- Amortize construction costs
- Provides source for commercial space
- Reduces risk, attracts lenders
- Patience, communication, & art of compromise



Lessons Learned: Community Engagement

- CHH founded by Community Council in 1976
- Involved in all issues: transportation, parks, public safety, streetscape, code updates
- Neighbors advocate for our projects
- We think beyond the property line



Ultimately, it's about the people.

