

Supportive Housing for Families

Developing Workable Models
for Families

Sampling of Various Developments

(completed and operational)

- Rico's Place : 14 special needs families. Opened more than 10 years ago in Crown Heights, Brooklyn
 - HUD Special Project of National Significance, HPD Supportive Housing Loan Program, and LIHTC issued through NYS.
- Schafer Hall: Mixed population model with singles, families and youth aged out of foster care in East Harlem. Opened more than 10 years ago.
 - HOPWA through HPD and LIHTC issued through NYS.
- Jasper Hall: Mixed population model of families and youth aged out of foster care in Morrisania, Bronx.
 - HPD SHLP and LIHTC issued through NYC

Sampling of Developments - Continued

- **Diversity Works:** Mixed population of special needs and non-special needs families in Crotona, Bronx
 - HPD SHLP, HHAP and LIHTC issued through NYS.
- **Binghamton YWCA:** Mixed population housing
 - HHAP, Federal Home Loan Bank Affordable Housing Program, US Department of the Interior, HUD, Private Foundations.
- **Silverleaf Hall:** Mixed population low-income housing with a 30% supportive housing set aside for families exiting the shelter system.
 - HDC Tax Exempt Private Activity Bond Subject to Volume Cap, HDC Second, 4% as-of-right low-income housing tax credits issued through NYC, HPD Mixed Income Rental Program, NYS HHAP, Owner Equity.

Sampling of Developments- Continued

- **Cedars: Mixed population housing for low-income singles and families with a 30% set aside for special needs families targeting grandfamilies.**
 - **HDC bonds, HDC Second, HHAP, Private Supporter, FHLB AHP, NYSERDA, Bronx Borough President, Owner Equity**

Sampling of Developments in Progress

- **Hull Avenue** – DASNY Bonds, HHAP and 4% LIHTC through HFA/HCR
- **Lindenguil Hall** (10 unit set aside) – HDC, HPD, 4% LIHTC, NYSERDA, FHLB AHP
- **CAMBA Gardens** – HFA/HCR, HHAP, HPD, NYSERDA, FHLB, 4% LIHTC through HFA/HCR, other sources
- **The Glenmore** – Pending

Wonderful Places to Live





Silverleaf Hall



Jasper Hall



Cedars



Cedars



Schafer Hall



Schafer Hall

Hull Avenue



Lindenguild Hall



Things to Know About Bond Financing

- Key Challenges
 - Volume cap availability
 - Bond related expenses
 - Economies of scale
 - Not the best option for smaller developments
 - Rental Subsidy
 - Site and Design

Things to Know About Bond Financing

- Related Expenses
 - Bank Fees: Initiation, Legal, Engineering, Letter of Credit, Extension, Conversion Costs
 - Bond Issuer Fees: Initiation/Commitment, Issuance, Negative Arbitrage, Legal, Underwriting, other
 - Interest Reserves
 - Long-term/Permanent Mortgage Insurance including Rate Lock Fees
 - Conversion Costs, do not overlook refundable expenses such as escrow reserves for insurance, taxes, water and sewer, etc.
 - Legal Fees for Borrower

Things to Know About Bond Financing

- Team Members
 - Bonding Authority Project Contact and other key staff members including legal
 - Contacts from other funding sources and their legal representatives
 - Sponsor manager and other staff as appropriate
 - Sponsor/borrower legal
 - Bank Program Officer
 - Bank Legal
 - Bank Engineer
 - Syndication Representative
 - Syndication Legal

Things to Know About Bond Financing

- Things to Consider when Choosing Your Bank Partner
 - Terms: guarantees, liquidity, conversion
 - Fees: initiation/issuance, LOC, extensions, legal, engineering, upfront costs, handling/servicing
 - Experience
 - Rating
 - History and Reputation regarding closing on construction financing, servicing during construction, and conversion

Focus on Specific Developments

Silverleaf Hall– Bronx, NY

Cedars– Bronx, NY

Silverleaf Hall – 30% Set Aside LAMP Model

- For site to work economically, the original low density zoning required a zoning variance.
- Developed at a time of reasonable interest rates and high tax credit raises.
- Several funding sources with various design requirements. Lead agency determinations were required.
- New approach for many – agencies all worked together to complete the project.

Silverleaf Hall

Sources Construction

	Per Unit	Total	Percentage
HDC First	\$107,415	\$12,675,000	51%
HDC Second	\$ 55,000	\$ 6,490,000	26%
LIHTC	\$ 364	\$ 43,000	0%
HHAP	\$ 26,271	\$ 3,100,000	13%
HPD MIRP	\$ 5,540	\$ 653,736	3%
Deferred Fee	\$ 14,747	\$ 1,740,117	7%
Total	\$209,338	\$24,701,853	100%

Silverleaf Hall

Sources Permanent

	Per Unit	Total	Percentage
HDC First	\$43,390	\$5,120,000	21%
HDC Second	\$55,000	\$6,490,000	26%
LIHTC	\$74,149	\$8,749,544	35%
HHAP	\$26,271	\$3,100,000	13%
HPD MIRP	\$ 7,986	\$ 942,309	4%
Developer's Equity	\$ 2,542	\$ 300,000	1%
Total	\$209,338	\$24,701,843	100%

Silverleaf Hall Uses

	Per Unit	Total	Percentage
Acquisition	\$ 7,839	\$ 925,000	4%
Construction	\$156,665	\$18,486,468	75%
Soft Costs	\$ 30,087	\$ 3,550,268	14%
Developer's Fee	\$ 14,747	\$ 1,740,117	7%
Total	\$209,338	\$24,701,853	100%

Cedars – 30% Set Aside LAMP Development

- Site required zoning to increase floor area to create workable economies of scale
- Historic Site – combination new construction and renovation
- Required approvals from historic overseeing entities

Cedars

Construction Sources

	Per Unit	Total	Percentage
HDC First	\$150,579	\$14,305,000	51%
HDC Second	\$ 54,421	\$ 5,170,000	18%
Tax Credit Equity	\$ 632	\$ 60,000	0%
HHAP	\$ 47,368	\$ 4,500,000	16%
Private Funds – exempt unit	\$ 2,632	\$ 250,000	1%
Borough President	\$ 7,895	\$ 750,000	3%
NYSERDA	\$ 4,455	\$ 423,244	1%
Deferred Fee	\$ 30,190	\$ 2,868,089	10%
Total	\$298,172	\$28,326,333	100%

Cedars

Permanent Finances

	Per Unit	Total	Percentage
HDC First	\$ 26,579	\$ 2,525,000	9%
HDC Second	\$ 54,421	\$ 5,170,000	18%
LIHTC	\$126,356	\$12,003,830	42%
HHAP	\$ 47,368	\$ 4,500,000	16%
Private Funding	\$ 12,270	\$ 1,165,644	4%
Borough Pres	\$ 7,895	\$ 750,000	3%
NYSERDA	\$ 4,462	\$ 423,857	1%
Developer Equity	\$18,821	\$ 1,788,000	6%
	\$298,172	\$28,326,332	100%

Cedars Uses

	Per Unit	Total	Percentage
Acquisition	\$ 7,105	\$ 675,000	2%
Construction	\$215,983	\$20,518,377	72%
Soft Cost	\$ 36,913	\$ 3,506,755	12%
Developer's Fee	\$ 38,171	\$ 3,626,200	13%
	\$298,172	\$28,326,332	100%

Other Options

- Provide services for set aside units in buildings developed by for-profit developers
- OMH/DASNY Models
- New Models