

# **Affordable Housing Development Funding Recommendations**

**Veronica Gonzalez  
Assistant Director, NHSD**



# Solicitation Overview



- Annual solicitations for HUD-funded single-family and multi-family affordable development projects in need of gap funding.
- In alignment with FY 2024 Annual Action Plan and Strategic Housing Implementation Plan.
- Two RFPs released October 6, 2023:
  - Single-Family homeownership developments serve households up to 80% of AMI.
  - Multi-Family rental housing developments predominantly serve households up to 60% AMI with a priority to serve those families earning up to 30% AMI.

## Solicitation Type

- Request for Proposals (RFP)

## Proposed Term

- Term based on development schedule

## Estimated Value

- Homeownership: \$3.68M
- Rental: \$3.34M
- Total \$7,024,532

## Funding Source

- HOME and CDBG Grant Funds

## Current Contract Status

- New Contracts

# Evaluation Criteria



Evaluation Criteria	Points
Affordability	30
Development Experience	15
Gap Request, Project Readiness, and Underwriting Review	15
(Rental) Unit Specifications, Construction Priorities, Equity, Location Priority, Project Site Plan and Timeline, and Sustainability (For-Sale) Design Priorities, Project Timeline, and Sustainability	15
(Rental) Displacement and Resident Protections, Amenities/Resident Services (For-Sale) Displacement, Location, and Equity	10
Non-Profit Status	10
Veteran-Owned Small Business	5

Additional  
Requirements:

- **SBEDA Program:** Waiver Approved
- **Local Preference Program:** Not Applicable
- **Veteran Owned Small Business Preference Program:** Applicable

# Evaluation Committee



Scoring Members	
Lori Houston	Assistant City Manager (City Manager's Office)
Veronica Garcia	Director (Neighborhood & Housing Services)
Veronica Gonzalez	Assistant Director (Neighborhood & Housing Services)
Colton Powell	Grants Manager (Neighborhood & Housing Services)
Sandip Sen	Director, Service Planning & Scheduling (VIA)
Golda Obinzu	Energy Manager (Sustainability)

**Advisory Members:** Mark Carmona (CMO); Ian Benavidez (NHSD); Ana Villareal (Planning); Joe Guillaumin II (Attorney's Office); Crystal Gonzalez (Development Services), Nikki Johnson (Housing Commission); Steve Lathom and Peter Hughes (Underwriters); Neighborhood & Housing staff



# Multi-Family Rental Housing

## Summary

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- 5 proposals were submitted
  - \$14,522,496 in funding requested
- 2 proposals recommended by the scoring committee for Council consideration
  - One of the recommended proposals has withdrawn

# Multi-Family Rental Housing

## Scoring Summary

FINAL SCORE MATRIX						
RFP for Affordable Rental Housing Development Gap Funding (RFP 23-143, 6100017395)  Score Summary *FINAL EVALUATION December 12, 2023	Maximum Points	ALT Affordable Housing Services, Inc. - Arbor Place 3419 Nacogdoches Road, Suite 150 San Antonio, TX 78217	Rainbow Lofts, Ltd. (Affiliate of NRP Lone Star Development, LLC) 1228 Euclid Avenue, 4th Floor Cleveland, OH 44115	Legacy-San Antonio New Braunfels, LP 209 S. 19th Street, Suite 100 Omaha, NE 68102	Palladium San Antonio II, Ltd. - Crestway 5319 Crestway Drive San Antonio, TX 78239	Palladium San Antonio, Ltd., a Texas Limited Partnership 4770 Military Drive W San Antonio, TX 78242
A - Development Experience	15	13.50	13.17	11.17	10.33	10.67
B - Non-Profit Status	10	9.67	6.83	7.83	5.83	6.67
C - Gap Request, Project Readiness, and Underwriting Review	15	12.17	11.33	7.83	6.83	6.50
D - Unit Specifications, Construction Priorities, Equity, Location Priority, Project Site Plan and Timeline, and Sustainability	15	11.33	10.33	9.50	9.17	8.50
E - Displacement and Resident Protections, Amenities/Resident Services	10	9.00	9.50	7.67	7.83	7.17
F - Affordability	30	25.50	25.50	20.33	20.50	20.17
A - F Sub-Total	95	81.17	76.67	64.33	60.50	59.67
G - Veteran-Owned Small Business Preference Program	5	0.00	0.00	0.00	0.00	0.00
TOTAL SCORE	100	81.17	76.67	64.33	60.50	59.67
RANK BASED ON TOTAL SCORE		1	2	3	4	5

\* One evaluation meeting held with no interviews conducted.

# Multi-Family Rental Housing

## Unit Mix



### Affordable Multi-Family Rental Housing

Rank	Proposal	Total Units	30% AMI	50% AMI	60% AMI	80% AMI	Market	Funding Recommendation
1	Village at Perrin Beitel (ALT Affordable Housing – Arbor Place)	92	18	22	40	0	12	\$600,000
TOTAL		92	18	22	40	0	12	\$600,000

# Village at Perrin Beitel

**Developer:** Alt Affordable Housing Services – Arbor Place

**Council District:** 10

**Total Development Cost:** \$27,820,854

**Total Award Recommendation:** \$600,000

**Prior Funding:** \$2,049,766 (FY22 HOME Funds) and \$950,000 (TIRZ)

**Partner(s):** Versa Development

**Tax Credit Project:** 9% tax credits

**Displacement Risk:** Low

**Sustainability:** Energy Star appliances, windows, and water heaters; WaterSense faucets; energy efficient lighting and insulation

**Unit Sizes:**

- 1 Bedroom - 16 units
- 2 Bedroom - 56 units
- 3 Bedroom – 20 units

**Timeline:** March 2024 – November 2025



Total Units	30% AMI	50% AMI	60% AMI	Market
92	18	22	40	12
% of Total	20%	24%	43%	13%



# Single-Family Homeownership

## Summary



- 2 proposals were submitted
  - \$3,680,532 in funding requested
- 2 proposals recommended by the scoring committee for Council consideration

# Single-Family Homeownership

## Scoring Summary

FINAL SCORE MATRIX			
<b>RFP for Affordable Single-Family Housing Development Gap Funding</b> <b>(RFP 23-142, 6100017394)</b>  <b>Score Summary</b> <b>*FINAL EVALUATION</b> <b>December 12, 2023</b>	Maximum Points	<b>Habitat for Humanity of San Antonio, Inc.</b> <b>311 Probandt</b> <b>San Antonio, TX</b> <b>78204</b>	<b>Our Casas Resident Council, Inc.</b> <b>2300 W. Commerce #</b> <b>218</b> <b>San Antonio, TX</b> <b>78207</b>
<b>A - Development Experience</b>	15	14.50	11.33
<b>B - Non-Profit Status</b>	10	10.00	9.17
<b>C - Gap Request, Project Readiness, and Underwriting Review</b>	15	11.17	11.67
<b>D - Design Priorities, Project Timeline, and Sustainability</b>	15	12.17	10.33
<b>E - Displacement, Location, and Equity</b>	10	9.00	9.83
<b>F - Affordability</b>	30	27.50	24.00
<b>A - F Sub-Total</b>	95	84.33	76.33
<b>G - Veteran-Owned Small Business Preference Program</b>	5	0.00	0.00
<b>TOTAL SCORE</b>	100	84.33	76.33
<b>RANK BASED ON TOTAL SCORE</b>		<b>1</b>	<b>2</b>
* One evaluation meeting held with no interviews conducted.			

# Chandler Road

**Developer:** Habitat for Humanity

**Council District:** 3

**Total Development Cost:** \$8,662,032

**Total Award:** \$3,406,032

**Anticipated Sales price:** \$146,000

**Overview:** Sweat-equity model with 0% interest mortgages for homebuyers

**Displacement Risk:** Low

**Sustainability:** Energy efficient appliances, sustainably sourced roofing, siding, and other materials

**Unit Sizes:**

- 3 Bedroom – 1,290 SF
- 4 Bedroom – 1,290 SF

**Timeline:** April 2025 – June 2027



Total Units	20%-80% AMI
36	36

# Apache Creek Affordable Homes

**Developer:** Our Casas Resident Council

**Council District:** 5

**Total Development Cost:** \$468,483

**Total Award:** \$274,500

**Anticipated Sales Price:** \$95,000

**Overview:** Three casitas on one larger lot along the Apache Creek Trail

**Displacement Risk:** Low

**Sustainability:** All electric, energy-saving appliances, and smaller footprint will result in future energy costs savings

**Unit Size:**

- 2 Bedroom – 675 SF

**Timeline:** July 2024 – April 2025



Total Units	20% - 80% AMI
3	3

# Total Recommended Awards



## Affordable Single-Family Homeownership

Rank	Proposals	District	Units	HOME	CDBG	Total
1	Chandler Road Development (Habitat for Humanity)	3	36		\$3,406,032	\$3,406,032
2	Apache Creek Affordable Homes (Our Casas Resident Council)	5	3	\$274,500		\$274,500
	<b>TOTAL</b>		<b>39</b>	<b>\$274,500</b>	<b>\$3,406,032</b>	<b>\$3,680,532</b>

## Affordable Multi-Family Rental Housing

Rank	Proposals	District	Units	HOME	CDBG	Total
1	Village at Perrin Beitel (ALT Affordable Housing – Arbor Place)	10	92	\$600,000		\$600,000
	<b>TOTAL</b>		<b>92</b>	<b>\$600,000</b>	<b>\$0</b>	<b>\$600,000</b>



# Timeline

Meeting	Date
Audit & Accountability Committee	September 12, 2023
Housing Commission	September 27, 2023
Planning & Community Development Committee	September 28, 2023
<i>RFP Release</i>	<i>October 6, 2023</i>
<i>RFP Due</i>	<i>November 20, 2023</i>
Audit & Accountability Committee	Jan 9, 2024
Planning & Community Development Committee	Jan 23, 2024
Housing Commission	Jan 24, 2024
City Council Consideration	Feb 15, 2024

# **Affordable Housing Development Funding Recommendations**

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