

**Item #3**  
**2022 - 2027 Affordable Housing Bond**  
**Post Solicitation Briefing**  
**City Council Special Session**  
June 13, 2024



# Affordable Housing Bond

2022-2027  
**BOND**  
PROGRAM  
City of San Antonio

**Helping Homeowners Fix Their Homes**  
Homeownership Rehabilitation and Preservation



**\$45M**

**Improving Rental Homes**  
Rental Housing Acquisition, Rehabilitation and Preservation



**\$40M**

**Building Affordable Rental Homes**  
Rental Housing Production and Acquisition



**\$35M**

**Connecting Unhoused Neighbors to Housing with Resources**  
Permanent Supportive Housing



**\$25M**

**Building Homes to Own**  
Homeownership Production



**\$5M**

**Community Engagement**

## Creative Projects (SHIP)

- Land Banking
- Community Land Trust
- Accessory Dwelling Units (ADUs)
- Mobile Home Park Conversion
- Demolition Diversion

# Available Funding

Category	Funding Amount	Bond Funding Committed to Date*	Units to Date	Funding Available for Round 3	Proposed Award Funding	Proposed Award Units	Remaining Funding <sup>^</sup>
Homeowner Rehab	\$45 M	\$41.8 M**	400	-	-	-	\$3.2 M
Rental Rehab	\$40 M	\$21.3 M	1,948	\$18.5 M	\$5.5 M	360	\$13.2 M
Rental Production	\$35 M	\$26.1 M	1,042	\$2 M	\$2 M	288	\$6.9 M
PSH	\$25 M	\$15.3 M	241	\$9.7 M	\$9.7 M	81	-
Homeowner Production	\$5 M	\$5 M	156	-	-	-	-
<b>TOTAL</b>	<b>\$150 M</b>	<b>\$109.5 M</b>	<b>4,015</b>	<b>\$30.2</b>	<b>\$17.2 M</b>	<b>729</b>	<b>\$23.3 M</b>

\* Includes 7% Capital Administration

\*\* Includes Operation Rebuild and Home Rehabilitation Program funding through FY2027

<sup>^</sup> May include SHIP Implementation strategies such as land banking, community land trusts, ADUs, or rental rehabilitation, with City Council approval

# 2022 Housing Bond Progress



**\$62 M** in  
Bond funds

**21 active projects**

*(multi-family & new single-family homes)*



2,040+  
homes  
in **pipeline**



1,566  
homes  
**under construction**



# Area Median Income (AMI)

## 30% AMI



**Consuelo is a single mother of two children, Carlos (4) and Sofia (6).**

Consuelo is a home health aide. She also works at a grocery store part-time to supplement her income.

<b>\$11.49</b> HOURLY
<b>\$460</b> WEEKLY
<b>\$23,900</b> ANNUALLY

## 50% AMI



**Javier and Maria have a young son, Juan, who is 5 years old.**

Javier works as a truck driver, while Maria works part-time as a cashier at a retail store.

<b>\$19.15</b> HOURLY
<b>\$766</b> WEEKLY
<b>\$39,850</b> ANNUALLY

## 60% AMI



**Nicole is a receptionist at a dental office and cares for her two children, Julia (8) and Mario (10).**

Mario was diagnosed with Autism at an early age and received Supplemental Security Income (SSI).

<b>\$22.99</b> HOURLY
<b>\$920</b> WEEKLY
<b>\$47,820</b> ANNUALLY

## 80% AMI



**Tina and her two adult children have lived in the same house for over 15 years.**

Tina works as an administrative assistant, and the adult children have work-study positions in their universities.

<b>\$30.65</b> HOURLY
<b>\$1,226</b> WEEKLY
<b>\$63,750</b> ANNUALLY

# Area Median Income (AMI) - Current Projects

- The Affordable Housing Bond prioritizes projects with **deeper affordability**
  - **Up to 50% AMI for rental with a priority for 30% AMI**
  - **Priority for public housing and income-based housing**
- **39%** of Affordable Housing Bond funded homes (1,406) have deeper affordability in line with adopted Housing Bond priorities
  - Includes Permanent Supportive Housing, rental homes up to 50% AMI and new homes to own up to 80% AMI

	Up to 30% AMI	Up to 50% AMI	Up to 60% AMI	Up to 80% AMI (Homeowner Only)	Public Housing	Income-Based Housing	Permanent Supportive Housing (PSH)
<b># of Homes</b>	1,031	219	1,159	156	312	705	241
<b>% of All Bond-Funded Units</b>	29%	6%	32%	4%	8%	20%	7%



# Request for Proposals (RFPs)

- Three (3) RFPs:
  1. Rental Housing Production & Acquisition
  2. Rental Housing Rehabilitation & Acquisition
  3. Permanent Supportive Housing
- Bond and federal funds made available for projects totaling \$34.9 million
- Follows criteria established by City Council:
  1. Priority for projects located near transit
  2. Ensures development teams are in good standing with City standards, good actors without DART history
  3. Continues to leverage other funding (Low Income Housing Tax Credits)
  4. In alignment with FY 2024 HUD Annual Action and Budget Plan and Strategic Housing Implementation Plan
- Released March 1, 2024

# RFPs Summary

Project Type	Amount Available <sup>^</sup>	Amount Requested	Recommended Award	Number of Projects	Proposed Total Units	30% AMI	50% AMI	60% AMI	70% AMI	80% AMI	Affordability Covenant
Rental Production	\$6,597,138*	\$37,098,707	Up to \$6,250,000	1	288	44	29	158	27	30	40 years
Rental Rehab	\$18,526,788	\$18,075,617	Up to \$5,524,995	1	360	36	34	129	-	161	
Permanent Supportive Housing	\$9,748,964	\$15,655,977	Up to \$9,748,964	2	281** PSH	281 PSH	-	-	-	-	
<b>TOTALS</b>	<b>\$34,872,890</b>	<b>\$70,830,301</b>	<b>\$21,523,959</b>	<b>4</b>	<b>929</b>	<b>361</b>	<b>63</b>	<b>287</b>	<b>27</b>	<b>191</b>	

<sup>^</sup> Includes recaptured Bond funding from projects unable to continue, including Cattleman Square Lofts (\$4.2 M - Bond and federal funds), Winston Square/Roselawn (\$4.75 M), Westwood Plaza (\$5.25 M), Spanish/Pecan (\$4.27 M) and Vista Verde (\$4.25 M)

\* Includes \$4,597,138 in federal funding

\*\* 200 PSH units previously funded

# Rental Housing Production & Acquisition Evaluation Criteria & Committee

Scoring Criteria Category	Points
Development Experience	15
Non-Profit Status	10
Gap Request, Project Readiness, and Underwriting Review	15
Unit Specifications, Construction Priorities, Equity, Location Priority, Project Site Plan and Timeline, and Sustainability	15
Displacement, Resident Protections, Amenities/Resident Services	10
Affordability	35

Scoring Members	
Lori Houston	Assistant City Manager, City Manager's Office
Mark Carmona	Chief Housing Officer, City Manager's Office
Veronica Gonzalez	Assistant Director, Neighborhood & Housing Services
Cathleen Crabb	Senior Architect, Public Works
Abigail Kinnison	Director of Capital Programs, VIA Metropolitan Transit
Channary Gould	Planning Coordinator, Planning
Amelia Guzman	Citizens Bond Committee Member
Peter Onofre	Citizens Bond Committee Member

**Small Business Economic Development Advocacy Program (SBEDA):** Waived due to inclusion of federal funds.

**Additional Requirements:** Audited financial statements required.

**Advisory Members:** Joe Guillaumin II & Andrea Hernandez (City Attorney's Office), Peter Hughes & Kelly Vickers (Underwriters), Deborah Scharven (Diversity, Equity, Inclusion & Accessibility), Douglas Melnick (Sustainability Office), Veronica Garcia & Ian Benavidez (NHSD), NHSD staff

# Rental Production – Scoring Matrix

FINAL SCORE MATRIX

RFP for Rental Housing Production & Acquisition Funded through 2022 Affordable Housing Bond And CDBG/Home Funds (RFP 24-081, 6100017907)  Score Summary *FINAL EVALUATION May 6, 2024	Maximum Points	Palladium San Antonio, Ltd. 13455 Noel Road, Suite 400 Dallas, TX 75240	Cesar Chavez Foundation 555 N. Broadway, Unit B103 Los Angeles, CA 90012	Cohen-Esrey Development Group, LLC with Opportunity Home/San Antonio Housing Facility Corporation 8500 Shawnee Mission Parkway, Suite 101 Marriam, KS 66202	SA Vista Park, L.P. 161 NW 6th Street, Suite 1020 Miami, FL 33136	National Church Residences 2245 North Bank Drive Columbus, OH 43220	American Agape Foundation, Inc. 7334 Blanco Rd. San Antonio, TX 78216	ROC USA, LLC 6 Loudon Road, Suite 501 Concord, NH 03301
A - Development Experience	15	13.88	13.13	13.00	12.25	13.13	8.63	11.25
B - Non-Profit Status	10	9.00	9.13	7.00	9.13	9.13	8.88	9.25
C - Gap Request, Project Readiness, and Underwriting Review	15	13.88	6.25	10.63	7.50	7.63	7.25	6.25
D - Unit Specifications, Construction Priorities, Equity, Location Priority, Project Site Plan and Timeline, and Sustainability	15	12.25	10.25	10.00	9.00	6.88	9.75	4.88
E - Displacement, Temporary Relocation Plan and Resident Protections, and Amenities/Resident Services	10	9.25	7.88	8.75	9.38	6.13	8.13	6.25
F - Affordability	35	29.25	28.00	24.75	24.25	22.75	21.25	18.12
TOTAL SCORE	100	87.51	74.64	74.13	71.51	65.65	63.89	56.00
<b>RANK BASED ON TOTAL SCORE</b>		<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>

\* One evaluation meeting held with no interviews conducted.

# Palladium San Antonio

## *Rental Production*

- **Location:** Council District 4
- **Developer:** Palladium USA International, Inc.
- **Recommended Award:** **\$6,250,000 repayable loan (0% interest)**
  - \$2 M – Housing Bond; \$4.25 M – Federal
- **Prior Funding:** \$356,784 from City & SAWS Fee Waivers
- **Total Development Cost:** \$77 million
- **Units:** 288 units
- **Project Overview:**
  - **288 1-bedroom, 2-bedroom & 3-bedroom apartment homes**
  - **40 year affordability covenant period**
  - 4% Low-Income Housing Tax Credit project
  - Food pantry, health and wellness programs, income tax preparation, resume building, financial planning, after school programs
  - Build San Antonio Green Level 2, Energy Star appliances, EPA WaterSense fixtures, EV Charging Stations
  - Enhanced connection to Pearsall Park
  - Enhanced connection to VIA transit services
- **Partners:** San Antonio Housing Trust Public Facilities Corporation
- **Project Completion:** September 2026



30% AMI	50% AMI	60% AMI	70% AMI	80% AMI	Total Units
44	29	158	27	30	288

# Rental Housing Rehabilitation & Acquisition Evaluation Criteria & Committee

Scoring Criteria Category	Points
Development Experience	10
Non-Profit Status	10
Gap Request, Project Readiness, and Underwriting Review	15
Property Improvements and Construction Priorities, Timeline, Sustainability, Equity, and Location	10
Displacement, Temporary Relocation Plan and Resident Protections, and Amenities/Resident Services	5
Affordability	25
Small Business Economic Development Advocacy Program (SBEDA)	5 - MWBE 5 - SBE
Local Preference Program (LPP)	10
Veteran-Owned Small Business Preference Program (VOSB)	5

Scoring Members	
Lori Houston	Assistant City Manager, City Manager's Office
Mark Carmona	Chief Housing Officer, City Manager's Office
Veronica Garcia	Director, Neighborhood & Housing Services
Jason Grey	Project Manager, Development Services
Cory Edwards	Deputy History Preservation Officer, Historic Preservation
Channary Gould	Planning Coordinator, Planning
Amy Kastely	Citizens Bond Committee Member

**Additional Requirements:** SBEDA Subcontracting Requirements: **22% M/WBE; 3% AABE**

**Advisory Members:** Rich Acosta (Citizens Bond Committee), Andrea Hernandez (City Attorney's Office), Peter Hughes & Kelly Vickers (Underwriters), Deborah Scharven (DEIA), Douglas Melnick (Sustainability Office), Ian Benavidez (NHSD), NHSD staff

# Rental Rehabilitation – Scoring Matrix

FINAL SCORE MATRIX

RFP for Rental Acquisition, Rehabilitation and Preservation Funded Through 2022 Affordable Housing Bond (RFP 24-080, 6100017898) Score Summary *FINAL EVALUATION May 13, 2024	Maximum Points	Port SA Redevelopment, LP aka The Preserve at the Port 402 Gillmore Avenue San Antonio, TX 78226	Merced Housing Texas 120 West Mistletoe Avenue San Antonio, TX 78212	Bexar Management & Development Corporation 1954 Houston St. San Antonio, TX 78202	National Church Residences 2245 North Bank Drive Columbus, OH 43220
A - Development Experience	10	8.14	6.86	4.57	7.71
B - Non-Profit Status	10	7.43	9.43	8.29	7.71
C - Gap Request, Project Readiness, and Underwriting Review	15	11.00	4.29	5.14	5.14
D - Property Improvements and Construction Priorities, Timeline, Sustainability, Equity, and Location	10	7.71	4.57	4.86	4.00
E - Displacement, Temporary Relocation Plan and Resident Protections, and Amenities/Resident Services	5	4.29	4.29	3.43	4.00
F - Affordability	25	17.71	15.57	12.86	14.00
A - F Sub-Total	75	56.28	45.01	39.15	42.56
G - SBEDA - SBE Prime Contract Program	5	0.00	0.00	0.00	0.00
G - SBEDA - M/WBE Prime Contract Program	5	0.00	0.00	0.00	0.00
H - Local Preference Program	10	10.00	10.00	10.00	0.00
I - Veteran-Owned Small Business Preference Program	5	0.00	0.00	0.00	0.00
<b>TOTAL SCORE</b>	<b>100</b>	<b>66.28</b>	<b>55.01</b>	<b>49.15</b>	<b>42.56</b>
<b>RANK BASED ON TOTAL SCORE</b>		<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>

\* One evaluation meeting held with no interviews conducted.

# The Preserve at the Port

## *Rental Rehabilitation*

- **Location:** Council District 5
- **Developer:** Port SA Redevelopment, LP
- **Recommended Award:** **\$5,524,995 repayable loan (0% interest)**
- **Prior Funding:** \$299,080 from City & SAWS fee waivers
- **Total Development Cost:** \$88.3 million
- **Units:** 360 units
- **Project Overview:**
  - **360 1-bedroom, 2-bedroom and 3-bedroom apartment homes**
  - **40-year affordability covenant period**
  - **Buying down additional units at 30% AMI and below**
  - 100% Historic Tax Credit project
  - Energy Star appliances, energy-efficient lighting and retrofitting
  - Affordable high-speed internet
  - Partnership with SA Museum of Science and Tech to bring learning experiences; Ready to Work initiative to support employment and skills development
- **Partners:** San Antonio Housing Trust Public Facilities Corporation
- **Project Completion:** August 2024



30% AMI	50% AMI	60% AMI	80% AMI	Total Units
36	34	129	161	360

# Permanent Supportive Housing (PSH)

- Serves people experiencing chronic homelessness who have a disabling condition.
  - Combines housing with support, like medical and mental health care
  - The goal is to help people in our communities live with care and stability
- RFP prioritizes projects with 100% of PSH units:
  - Housing First approach
  - Housing without designated length of stay
  - On-site supportive services
  - Coordinated Entry System



CITY OF SAN ANTONIO  
DEPARTMENT OF HUMAN SERVICES



CITY OF SAN ANTONIO  
NEIGHBORHOOD & HOUSING  
SERVICES DEPARTMENT<sup>5</sup>

# Permanent Supportive Housing (PSH) Evaluation Criteria & Committee

Scoring Criteria Category	Points
Development Experience	15
Permanent Supportive Housing	30
Gap Request, Project Readiness, and Underwriting Review	10
Design & Construction Priorities, Equity, Location, Project Site Plan and Timeline	10
Displacement, Resident Protections, Amenities/Resident Services and Sustainability	10
Small Business Economic Development Advocacy Program (SBEDA)	5 - MWBE 5 - SBE
Local Preference Program (LPP)	10
Veteran Owned Small Business Preference Program (VOSB)	5

Scoring Members	
Lori Houston	Assistant City Manager, City Manager's Office
Mark Carmona	Chief Housing Officer, City Manager's Office
Ian Benavidez	Deputy Director, Neighborhood & Housing Services
Melanie Woosley	Director, Human Services
Abigail Kinnison	Director of Capital Programs, VIA
Kayla Miranda	Citizens Bond Committee Member

**Additional Requirements:** SBEDA Subcontracting Requirements: **17% M/WBE; 2% AABE**

**Advisory Members:** Andrea Hernandez (City Attorney's Office), Peter Hughes & Kelly Vickers (Underwriters), Jason Grey (Development Services), Channary Gould (Planning), Brandee Perez (Opportunity Home), Patrick Steck (Human Services), Deborah Scharven, (Diversity, Equity, Inclusion & Accessibility), Veronica Garcia (NHSD), NHSD staff

# Permanent Supportive Housing Scoring Matrix

FINAL SCORE MATRIX

RFP for Permanent Supportive Housing Development Funded Through 2022 Affordable Housing Bond (RFP 24-082, 6100017905) Score Summary *FINAL EVALUATION May 13, 2024	Maximum Points	HFCC, Inc. PO Box 831728 San Antonio, TX 78283	San Antonio Metropolitan Ministry, Inc. 1919 NW Loop 410, Suite 100 San Antonio, TX 78213-2325
A - Development Experience	15	11.67	10.83
B - Permanent Supportive Housing	30	26.83	21.50
C - Gap Request, Project Readiness and Underwriting Review	10	7.17	5.33
D - Design & Construction Priorities, Equity, Location, Project Site Plan and Timeline	10	8.17	7.17
E - Displacement, Resident Protections, Amenities/ Resident Services and Sustainability	10	8.83	7.83
A - E Sub-Total	75	62.67	52.66
F - SBEDA - SBE Prime Contract Program	5	0.00	0.00
F - SBEDA - M/WBE Prime Contract Program	5	0.00	0.00
G - Local Preference Program	10	10.00	0.00
H - Veteran-Owned Small Business Preference Program	5	0.00	0.00
<b>TOTAL SCORE</b>	<b>100</b>	<b>72.67</b>	<b>52.66</b>
<b>RANK BASED ON TOTAL SCORE</b>		<b>1</b>	<b>2</b>

\* One evaluation meeting held with no interviews conducted.

# Towne Twin Village (Phase 3)

## *Permanent Supportive Housing*

- **Location:** Council District 2
- **Developer:** Housing First Community Coalition, Inc.
- **Recommended Award:** **\$6,448,636**
- **Prior Funding:** \$17.7 M from Bond, TIRZ, fee waivers & federal funding
- **Total Development Cost:** \$41 million (\$10 million for Phase 3)
- **Units:** 200 Permanent Supportive Homes (80 homes in Phase 3)
- **Project Overview:**
  - **80 1-bedroom apartment homes with on-site services (Phase 3)**
  - **40 year affordability covenant period**
  - Community kitchen, laundry facility, maintenance building, community gathering spaces
  - Case management services, daily meals, medical/dental/mental health care, job training, addiction treatment
  - Bus waiting area with covered pavilion on-site
- **Partners:** San Antonio Housing Trust, Bexar County, Department for Human Services, US Department of Housing & Urban Development (HUD), private donors
- **Project Completion:** December 2025



**Total Units**  
**80 PSH**

# The Commons at Acequia Trails

## *Permanent Supportive Housing*

- **Location:** Council District 3
- **Developer:** San Antonio Metropolitan Ministry, Inc. (SAMMinistries)
- **Recommended Award: \$3,260,328\***
  - \*Up to \$5,530,409 depending on funding availability
- **Prior Funding:** \$15 million from Bond, fee waivers & federal funding
- **Total Development Cost:** \$46.5 million
- **Project Overview:**
  - **201 studio and 1-bedroom apartment homes with on-site services**
  - **40 year affordability covenant period**
  - 4% Low-Income Housing Tax Credit project
  - Medical, dental, mental healthcare services; substance use treatment; life skills including money management, conflict resolution and good tenancy; educational and employment resources
  - Multi-generational housing designed as a walkable neighborhood with green spaces/recreation areas and access to VIA transit
  - Outdoor recreation space, bicycle parking, laundry facilities, fitness center
- **Partners:** San Antonio Housing Trust, Bexar County, Department for Human Services, US Department of Housing & Urban Development (HUD)
- **Project Completion:** June 2026



**Total Units**

**201 PSH**

# Overall Bond Impact



**24** PROJECTS



**4,344** UNITS PRODUCED  
OR PRESERVED



**156** HOMEOWNERSHIP  
OPPORTUNITIES



**4,188** RENTAL UNITS

## DEEP AFFORDABILITY\*

### UNITS

### UNIT TYPE

1,192

30% AMI

282

50% AMI

156

80% AMI (Homeownership)

312

Public Housing Units

322

Permanent Supportive Housing

1,097

Public Housing or Income Based

**\$727 M**

TOTAL INVESTMENT\*\*

**\$79 M**

BOND FUNDS

**\$18.5 M**

FEDERAL FUNDS

**\$20,231**

BOND + FEDERAL  
CONTRIBUTIONS PER UNIT

**\$147,118**

PRIVATE CONTRIBUTION  
PER UNIT

\*Units below 50% AMI for rental, below 80% for Homeownership, public housing and income-based units.

\*\*Total investment and match amount subject to change based on final pricing at closing

# MOISES

Towne Twin Village Resident

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Moises is a resident at **Towne Twin Village** who likes to pass time sitting on his porch looking at his community in a cul-de-sac at Towne Twin Village.

He can still remember what it means to have the key placed in his hand.

*“I can’t say the words I was tired of being homeless. I was tired of being in a shelter.”*

With the support of two case workers at Haven for Hope, Moises was connected to **permanent supportive housing** and a place to call home.

*“There is still hope for people who need it. There are still nice people in the world.”*





# Timeline

<b>Housing Commission</b>	February 21, 2024
<b>City Council B-Session (pre)</b>	February 28, 2024
<b>RFP Release</b>	March 1, 2024
<b>Pre-submittal Conference</b>	March 15, 2024
<b>Deadline for Questions</b>	March 20, 2024
<b>Responses Due</b>	April 17, 2024 & April 22, 2024
<b>Evaluation Complete</b>	May 2024
<b>Housing Commission</b>	May 22, 2024
<b>City Council B-Session (post)</b>	<b>June 13, 2024</b>
<b>City Council A-Session Award</b>	June 20, 2024



# Questions?

[SA.gov/nhsd](http://SA.gov/nhsd)

**THANK YOU!**  
**Veronica Garcia**  
**Director**  
**Neighborhood & Housing**  
**Services Department**  
[Veronica.Garcia@sanantonio.gov](mailto:Veronica.Garcia@sanantonio.gov)

