



CITY OF SAN ANTONIO
**NEIGHBORHOOD & HOUSING
SERVICES DEPARTMENT**

December 15, 2022

2022 Housing Bond Recommendations A-Session Item #49

Veronica Garcia, Director

Housing Bond Program Overview

Homeownership
Rehabilitation
and
Preservation



\$45M

Application
+ Partnerships

Rental Housing
Acquisition,
Rehabilitation
and
Preservation



\$40M

RFP

Award Half
in 1st Round

Rental Housing
Production and
Acquisition



\$35M

RFP

Award Half
in 1st Round

Housing with
Permanent
Onsite
Supportive
Services



\$25M

RFP

Award in
2023

Homeownership
Production



\$5M

RFP

Award Half
in 1st Round

Goals for the Housing Bond

- Create and preserve the largest quantity of affordable units for our community
 - Balance adopted **Parameter** and **Framework** priorities
 - Prioritize **deeper affordability (units for families below 30% AMI)**
- Follow procurement guidelines to ensure a competitive and transparent process
- Ensure community and stakeholders provide input on the process
- Maximize and leverage funding, partnerships and resources
- Highest quality developments without shortcuts to provide best living conditions
- Activate and prioritize the non-profit development community

Housing Commission Framework & Bond Parameters



PRIORITY POPULATIONS

- Prioritize **vulnerable populations** and increase access to stable housing

DESIGN & CONSTRUCTION PRIORITIES

- 100% of units with **universal design**
- **Sustainability** features beyond City Code to include energy efficiency, water reduction features, and resilient building and weatherization practices
- Integrating **high-speed internet** and mobile infrastructure into design plans

EQUITY & LOCATION

- Ensuring **wide geographic availability** and working to **decrease racial and social economic segregation**

DISPLACEMENT & RESIDENT SERVICES:

- **New construction** projects must complete a **displacement impact assessment**
- Prioritize projects that include **meaningful, onsite resident services**

Request for Proposals



- Three RFP's released
 - Rental Housing Production & Acquisition
 - Rental Housing Acquisition, Rehabilitation & Preservation
 - Homeownership Production
- Bond funds and federal funds available for new construction projects
- Scoring panel included Community Bond Committee Representatives

RFP Release: August 19, 2022

Responses Due: October 4, 2022

Rental Housing Production & Acquisition

\$35M (Bond) & \$3.15M (CDBG/HOME/NSP)



Category	Pts
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 (CMO)
Mark Carmona	Chief Housing Officer (CMO)
Veronica Garcia	Interim Director (NHSD)
Cathleen Crabb	Assistant City Architect (PWD)
Lori Hall	Program Officer (LISC San Antonio)
Abigail Kinnison	Director of Capital Programs (VIA)
Zenon Solis	Planning Manager (Planning)
	Community Bond Committee Rep.
Amelia Guzman	District 3 (Texas A&M San Antonio)
	Community Bond Committee Rep.
Peter Onofre	District 4 (New Life Christian Center)

Advisory Members: Joe Guillaumin II (CAO), Deborah Scharven (DAO), Steve Lathom and Peter Hughs (Underwriters), Amin Tohmaz (DSD), NHSD staff

Summary of Rental Production



Prioritized public housing/income-based housing for households making up to 50% AMI with a priority for 30% of the Area Median Income

- \$19M in funding available in first round (Bond/CDGB/HOME/NSP)
- 13 proposals were submitted
 - \$48,410,943 in funding requested
- 5 projects recommended by the scoring committee for Council consideration

Scoring Summary

Rental Production



Rental Production and Acquisition Final Evaluation October 20, 2022	Maximum Points	Alazan Expansion (Opportunity Home)	Viento Apartments (NRP)	Cattleman Square Lofts (Alamo Community Group)	Fiesta Trails (NRP)	Vista at Silver Oaks (Atlantic Pacific)
A - Development Experience	15	13.00	14.67	14.00	14.67	14.00
B - Non-Profit Status	10	9.56	9.11	10.00	9.11	8.00
C - Gap Request, Project	15	11.89	13.78	12.78	14.00	12.00
D - Unit Specifications, Construction Priorities, Equity, Location Priority, Project Site Plan and Timeline and Sustainability	15	13.67	13.67	14.22	11.89	12.33
E - Displacement and Resident Protections, Amenities/Resident	10	9.33	9.33	9.78	8.22	9.11
F - Affordability	35	33.67	30.00	28.78	29.89	28.78
TOTAL SCORE	100	91.12	90.56	89.56	87.78	84.22
RANK BASED ON TOTAL SCORE		1	2	3	4	5

Scoring Summary

Rental Production



Rental Production and Acquisition Final Evaluation October 20, 2022	Maximum Points	Memorial Apartments (San Antonio Alternative Housing Corporation)	Vista at Thousand Oaks (Abacus Development)	Snowden Apartments (Opportunity Home)	Pavilion Culebra (Tirol Communities)	Westwood (Pico Union Housing Corporation)	Winston Roselawn (Pico Union Housing Corporation)	Spanish Pecan (Pico Union Housing Corporation)	Camilo Garcia Construction, Inc.
A - Development Experience	15	12.00	10.89	11.44	10.33	6.22	5.33	5.11	2.11
B - Non-Profit Status	10	9.78	2.22	9.78	5.00	4.89	4.89	4.89	0.22
C - Gap Request, Project	15	9.33	10.00	7.33	8.67	6.44	6.44	4.44	0.33
D - Unit Specifications, Construction Priorities, Equity, Location Priority, Project Site Plan and Timeline and Sustainability	15	12.56	10.67	10.67	10.44	5.11	5.78	4.11	0.33
E - Displacement and Resident Protections, Amenities/Resident	10	9.00	8.67	8.00	7.33	4.78	4.11	3.89	0.33
F - Affordability	35	26.00	26.56	21.22	21.56	10.44	10.33	9.56	0.33
TOTAL SCORE	100	78.67	69.01	68.44	63.33	37.88	36.88	32.00	3.65
RANK BASED ON TOTAL SCORE		6	7	8	9	10	11	12	13

Recommended Awards



RENTAL PRODUCTION

Rank	Proposals	Council District	Tax Credit Project	Bond	NSP	HOME	CDBG	Total
1	Alazan Expansion (Opportunity Home)	5	N/A	\$8,227,426				\$8,227,426
2	Viento Apartments (NRP)	4	4%	\$2,057,946	\$942,054	\$1,000,000		\$4,000,000
3	Cattleman Lofts (Alamo Community Group)	5	4%	\$2,000,000				\$2,000,000
4	Fiesta Trails (NRP)	8	9%				\$1,500,000	\$1,500,000
5	Vista at Silver Oaks (Atlantic Pacific)	9	9%	\$3,300,000				\$3,300,000
	TOTAL							\$19,027,426

Unit Mix



RENTAL PRODUCTION

Rank	Proposal	Total Units	30% AMI	50% AMI	60% AMI	70% AMI	Public Housing	Funding Recommendation
1	Alazan Expansion (Opportunity Home)	88	88	0	0	0	88	\$8,227,426
2	Viento Apartments (NRP)	324	49	0	161	114	0	\$4,000,000
3	Cattleman Lofts (Alamo Community Group)	138	21	14	103	0	0	\$2,000,000
4	Fiesta Trails (NRP)	60	18	12	30	0	0	\$1,500,000
5	Vista at Silver Oaks (Atlantic Pacific)	76	8	22	46	0	0	\$3,300,000
	TOTAL	686	184	48	340	114	88	\$19,027,426

Rental Housing Acquisition, Rehabilitation & Preservation

\$40M (Bond)



Category	Pts
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	10
Local Preference	10
Veteran-Owned Small Business Preference Program	5

Scoring Members	
Lori Houston	Assistant City Manager (CMO)
Ian Benavidez	Interim Deputy Director (NHSD)
Deborah Scharven	Accessibility Compliance Manager (DAO)
Cory Edwards	Dept. Historic Preservation Officer (OHP)
Chris Ryerson	Planning Administrator (Planning)
Stephanie McGowan	Community Bond Committee Rep. District 2 (Meals on Wheels)
Lawson Picasso	Community Bond Committee Rep. District 2 (WSP USA)

Advisory Members: Mark Carmona (CMO), Jameene Williams (CAO), Steve Lathom and Peter Hughs (Underwriters), Jason Gray (DSD), NHSD staff

Summary of Rental Rehabilitation



Prioritized public housing & income-based housing for households making up to 30% of the Area Median Income

- \$20M in funding available in first round (Bond)
- 12 proposals were submitted
 - \$39,026,830 in funding requested
- 6 projects recommended by scoring committee for Council consideration

Scoring Summary

Rental Rehabilitation



Rental Acquisition, Rehabilitation and Preservation Final Evaluation October 25, 2022	Maximum Points	Spanish Pecan (Pico Union Housing Corporation)	Winston Roselawn (Pico Union Housing Corporation)	Arbors at West Avenue (Prospera)	Cottage Creek Apartments (Opportunity Home)	Pecan Hill Apartments (Opportunity Home)	Woodhill Apartments (Opportunity Home)
A - Development Experience	10	9.57	9.57	8.86	9.71	9.71	9.71
B - Non-Profit Status	10	10.00	10.00	9.71	10.00	10.00	10.00
C - Gap Request, Project Readiness, and Underwriting Review	15	11.14	11.14	12.00	10.71	10.29	10.14
D - Property Improvements and Construction Priorities, Timeline, Sustainability, Equity, and Location	10	8.43	8.86	7.00	6.71	5.71	6.29
E - Displacement, Temporary Relocation Plan and Resident Protections, and Amenities/Resident Services	5	4.43	4.57	4.86	4.43	4.00	4.43
F - Affordability	25	21.71	21.00	22.29	22.86	18.86	16.43
G - Small Business Economic Development Advocacy Program	10	0.00	0.00	0.00	0.00	0.00	0.00
H - Local Preference (LPP)	10	0.00	0.00	0.00	0.00	0.00	0.00
I - Veteran-Owned Small Business (VOSB) Preference Program	5	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL SCORE	100	65.28	65.14	64.72	64.43	58.58	57.00
RANK BASED ON TOTAL SCORE		1	2	3	4	5	6

Scoring Summary

Rental Rehabilitation



Rental Acquisition, Rehabilitation and Preservation Final Evaluation October 25, 2022	Maximum Points	22 Public Housing Communities (Elevators) (Opportunity Home)	Rosemont at Highland Park Apartments (Opportunity Home)	Villa de San Alfonso Apartments (Opportunity Home)	Victoria Plaza Apartments (Opportunity Home)	Westwood (Pico Union Housing Corporation)	Woman's Live and Learn Center (Young Women's Christian Association of San Antonio)
A - Development Experience	10	9.29	9.29	9.29	9.00	9.00	5.14
B - Non-Profit Status	10	10.00	10.00	10.00	10.00	9.57	9.29
C - Gap Request, Project Readiness, and Underwriting Review	15	7.29	7.29	7.43	5.14	7.29	4.86
D - Property Improvements and Construction Priorities, Timeline, Sustainability, Equity, and Location	10	4.29	4.00	4.86	4.71	6.00	2.86
E - Displacement, Temporary Relocation Plan and Resident Protections, and Amenities/Resident Services	5	4.43	4.00	4.14	4.00	4.29	4.29
F - Affordability	25	12.43	11.57	9.86	11.29	6.57	9.57
G - Small Business Economic Development Advocacy Program (SBEDA)	10	0.00	0.00	0.00	0.00	0.00	0.00
H - Local Preference (LPP)	10	0.00	0.00	0.00	0.00	0.00	0.00
I - Veteran-Owned Small Business (VOSB) Preference Program	5	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL SCORE	100	47.72	46.14	45.57	44.15	42.71	36.00

RANK BASED ON TOTAL SCORE

7

8

9

10

11

12

Recommended Awards + Unit Mix



RENTAL REHABILITATION

Rank	Proposal	District	Total Units	30% AMI	50% AMI	60% AMI	80% AMI	Market	Income Based	Funding Recommendation
1	Spanish Pecan (Pico Union)	3	254	39	0	215	0	0	0	\$4,275,894
2	Winston Roselawn (Pico Union)	5	206	31	0	175	0	0	0	\$4,750,894
3	Arbors at West Avenue (Prospera)	1	234	17	124	60**	33	0	43	\$2,000,000
4	Cottage Creek (Opportunity Home)	2	449	228*	39*	0	1*	181	268	\$1,740,069
5	Pecan Hill (Opportunity Home)	1	100	0	0	0	100**	0	100	\$438,431
6	Woodhill (Opportunity Home)	8	532	53*	0	0	479	0	53	\$6,794,712
TOTAL			1,775	368	163	450	613	181	464	\$20,000,000

*Income-based housing – rent is adjusted based on 30% of the household's income through project's reserve funding or subsidy

**Place-based housing vouchers

Homeownership Production

\$5M (Bond) & \$4.6M (CDBG/HOME)



Category	Pts
Development Experience	15
Non-Profit Status	10
Gap Request, Project Readiness, and Underwriting Review	15
Design Priorities and Sustainability	15
Displacement, Location and Equity	15
Affordability	30

Scoring Members	
Lori Houston	Assistant City Manager (CMO)
Mark Carmona	Chief Housing Officer (CMO)
Veronica Gonzalez	Interim Assistant Director (NHSD)
Golda Obinzu	Energy Manager (OS)
Lori Hall	Program Officer (LISC San Antonio)
Abigail Kinnison	Director of Capital Improvements (VIA)
Rudy Nino	Assistant Director (Planning)
	Community Bond Committee Rep.
Thad Rutherford	District 3 (SouthStar Communities)
	Community Bond Committee Rep.
Lori Tipps	District 10 (Points & Tips, LLC)

Advisory Members: Jameene Williams and Joe Guillaumin II (CAO), Deborah Scharven (DAO), Steve Lathom and Peter Hughs (Underwriters), Crystal Gonzalez (DSD), NHSD staff

Summary of Homeownership



Households making up to 80% of the Area Median Income prioritizing households making 60% and below of the Area Median Income

- \$5M in funding available in first round (Bond/CDGB/HOME)
- 4 Proposals were submitted
 - \$8,155,870 in funding requested
- 3 projects recommended by the scoring committee for Council consideration

Scoring Summary



Homeownership Production Final Evaluation October 28, 2022	Maximum Points	Rancho Carlotta (Habitat for Humanity)	Westside Reinvestment Initiative (Opportunity Home)	Westside Affordable Homes (Our Casa)	Casitas Carmen (Grand Central Texas Development Corporation)
A - Development Experience	15	14.89	13.33	9.89	8.22
B - Non-Profit Status	10	10.00	8.67	9.33	8.89
C - Gap Request, Project Readiness, and Underwriting Review	15	13.78	9.56	10.33	7.67
D - Design Priorities and Sustainability	15	11.67	11.11	10.56	6.56
E - Displacement, Location and Equity	15	12.11	11.44	12.22	11.56
F - Affordability	30	27.22	22.33	17.89	16.11
TOTAL SCORE	100	89.67	76.43	70.22	59.00
RANK BASED ON TOTAL SCORE		1	2	3	4

Recommended Awards



HOMEOWNERSHIP

Rank	Proposals	District	Units	Bond	HOME	CDBG	Total
1	Rancho Carlotta (Habitat for Humanity)	4	63	\$2,732,366		\$1,650,000	\$4,382,366
2	Westside Reinvestment Initiative (Opportunity Home)	5	5	\$218,655			\$218,655
3	Westside Affordable Homes (Our Casas)	5 & 3	3		\$225,000		\$225,000
	TOTAL		71				\$4,826,021

All homes for families at 80% AMI or below

Displacement Impact Assessment



All new construction proposals completed an Initial Screening

Does the project directly displace any existing residents on site?

Projects that would directly, permanently displace existing residents are not eligible for Housing Bond funding.

Is the site located in a Census Tract that is 'at risk'?

Would the project increase the Census Tract population by 10% or more?

A "yes" responses to either of these questions merits a secondary assessment

Three projects recommended for award subject to secondary screening:

- Rancho Carlotta
- Cattleman Square
- Alazan Expansion

Results were low impact

Summary of 1st Round of RFP's



\$43.9M available

29 proposals (\$95.6M) received

14 projects recommended by the committees for Council consideration

2,532 Units

- Produce or preserve **2,461 rental units**
- **71 homeownership opportunities**
- **\$355.5M total investment****
- **\$43.9M in bond & federal contributions**

22% of units Public Housing or Income-based

88 units are public housing

464 units income based or project-based vouchers

33% Deeply Affordable Units*

552 units at 30% AMI

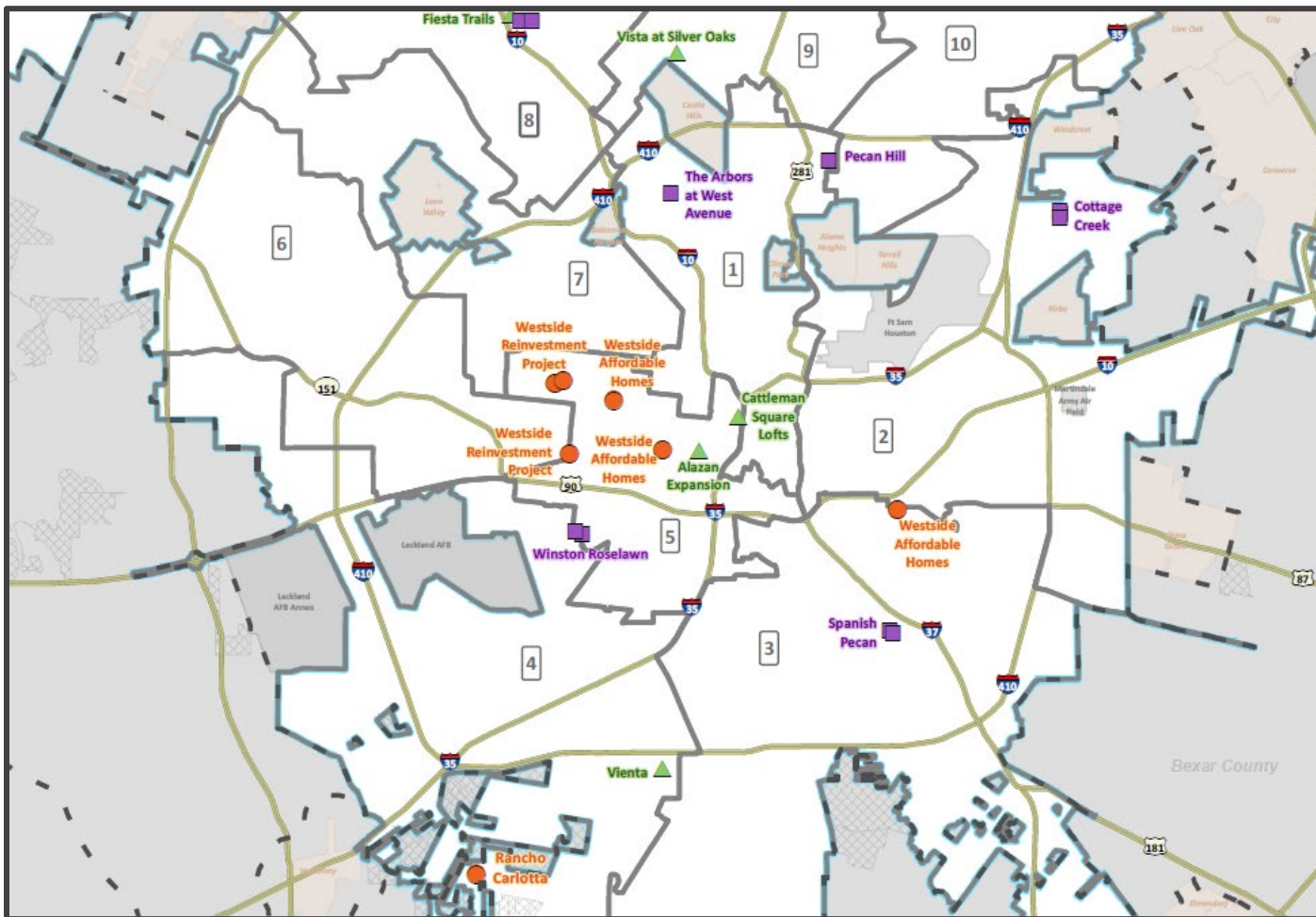
71 Homeownership 80% AMI

211 units at 50% AMI

88 public housing units

*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



Rental Production



Rental Rehabilitation



Homeownership
Production

Recommendation

- Staff recommends approval of 14 proposed affordable housing projects awarding up to \$43,853,447.00 and authorizing staff to negotiate and execute agreements with the developers.
 - \$38,536,393 (2022-2027 Housing Bond)
 - \$3,150,000 (CDBG)
 - \$1,225,000 (HOME)
 - \$942,054 (NSP)
- Approving a one-year extension of existing incentive awards
 - CCHIP & COSA/SAWS Fee waivers



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