



Penny IV Affordable Housing Round I Applications

Board of County Commissioners Work Session – November 12, 2020

Housing Program Background

- **Affordable Housing Development Program**
- **Federal and State Grants**
- **Pinellas County Initiatives**
 - **Pinellas Housing Trust Fund**
 - **Community Land Trust**
 - **Penny for Pinellas**



Housing Program Background



Penny III

- **11 Projects**
- **563 Units**
- **527 Affordable Units**
- **\$13.2 M**
- **Leveraging \$79.9M**

Projects Funded	<50%	<60%	<120%	Market
Oceanside Estates		104		
Greenway Lofts		12		16
Woodlawn Trail	8	72		
Delmar Terrace South	10	55		
Garden Trail Apartments	5	71		
Palms of Pinellas	19		73	
Lealman Heights	7	22	11	
Preserves at Clam Bayou	8	18		
McLaughlin Project		11		
Oasis Acres		14		20
Tieman Village		7		
	57	386	84	36

Penny IV Affordable Housing

- **Board Commitment of \$80M for Affordable Housing**
- **Resolution 19-6 Preferences:**
 - **40% of the Assisted Units will benefit households making 60% of the AMI or less; or**
 - **100% of the Assisted Units will benefit households making 80% of the AMI or less; or**
 - **Other AMI levels (up to 120% AMI) if data shows those AMI levels have substantial need for such housing**

Penny IV Background

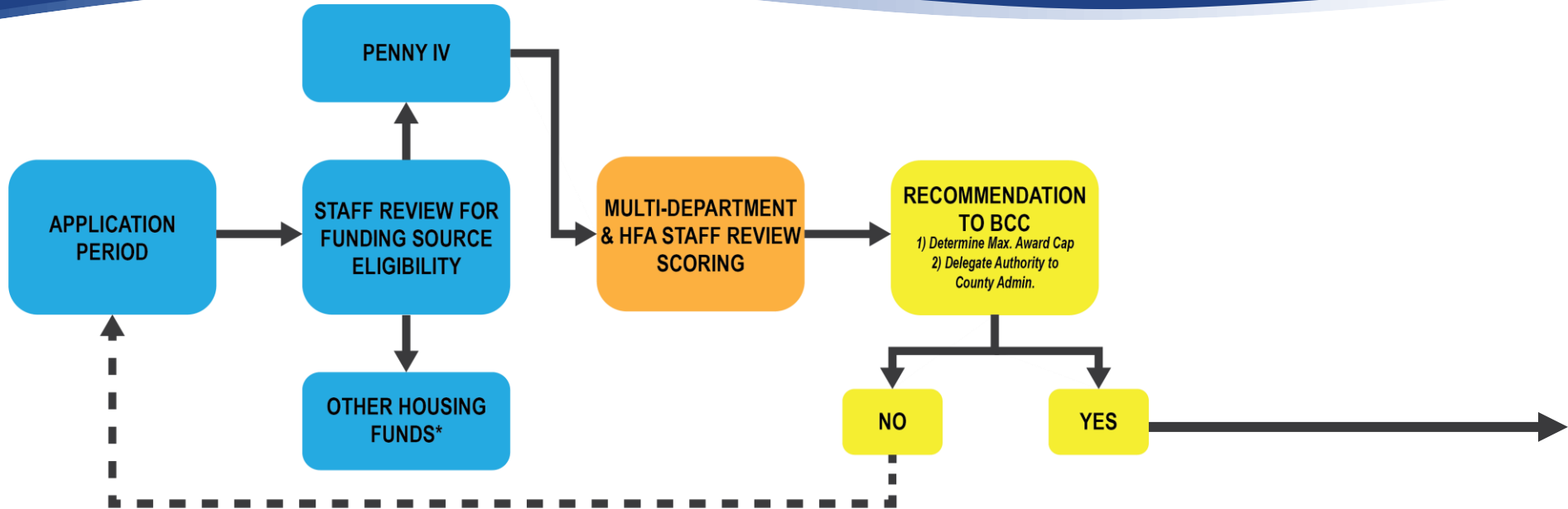
- **Resolution 19-6 provided guidance to BCC intent**
 - **Preferences included in guideline priorities**
- **Joint Review Committee developed guidelines**
- **BCC approved guidelines December 10, 2019**
- **Expands upon affordable housing land acquisition program created under Penny III**
 - **Includes land acquisition and capital expenditures**

Housing Program Framework



Goal	<p>The goal of the Penny IV Affordable Housing Program is to increase the number of affordable housing units throughout Pinellas County by supporting the development of new affordable units and preservation/rehabilitation of existing affordable units.</p>	
Eligible Projects	<ul style="list-style-type: none"> - Minimum 10 units / No maximum unit count - Target incomes based on State statute – under 120% AMI 	
Eligible Uses of Funds	<p style="text-align: center;">Land Acquisition <small>as authorized by Florida Statute Section 212.055(2)(d)(1)(e)</small> All land acquired with designated land acquisition funds will remain in ownership by a local government or special district.</p>	<p style="text-align: center;">Capital Projects <small>as authorized by Florida Statute Section 212.055(2)(d)3</small> Includes the hard costs associated with site improvements, infrastructure and building construction including major rehabilitation of existing units.</p>
Ineligible Uses of Funds	<p style="text-align: center;">Financing, administrative or operating costs (other restrictions may apply)</p>	

Penny IV Housing Process



APPLICATION / INITIAL REVIEW

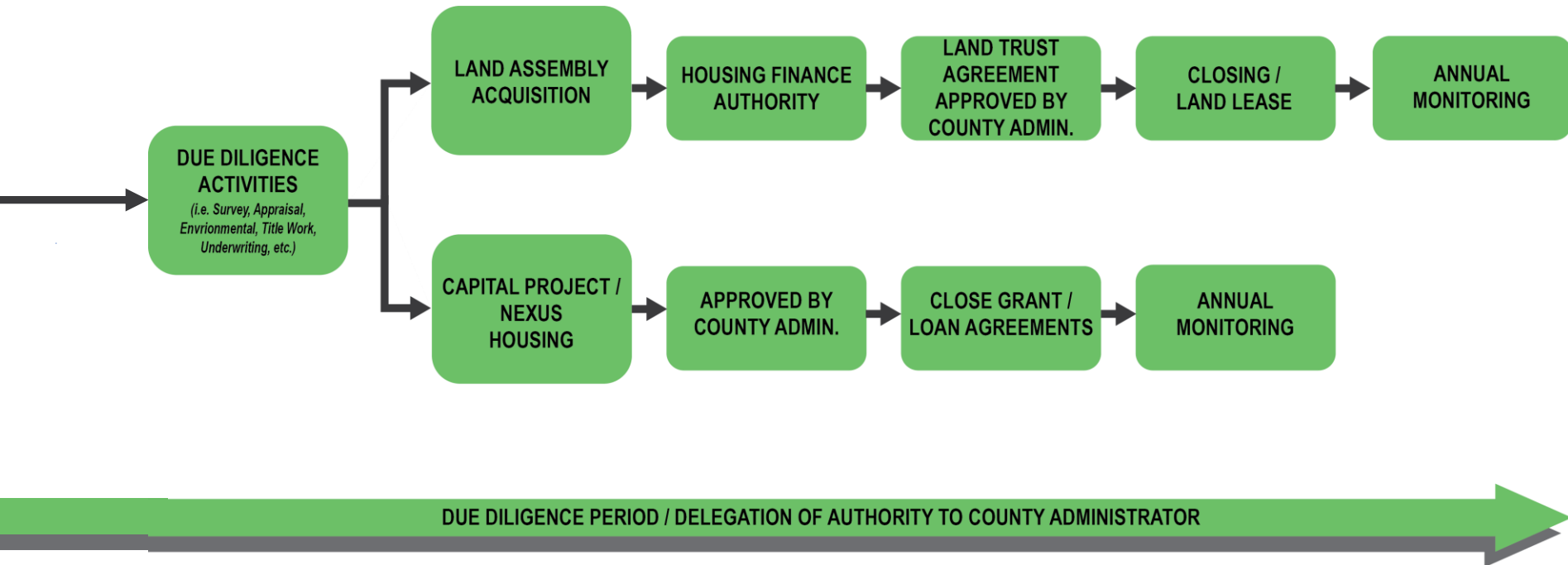
MULTI-DEPARTMENT REVIEW

BCC PROCESS

DUE DILIGENCE / DELEGATION OF AUTHORITY

* HOME Partnership Program; SHIP (State Housing Initiatives Partnership); Pinellas Housing Trust Fund

Penny IV Housing Process



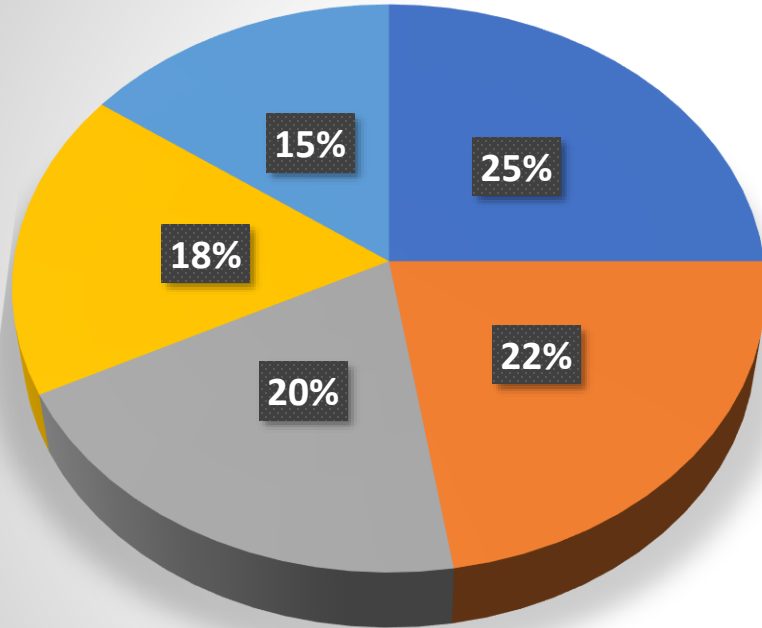
Recommendations – Round I

- **BCC approval is conditional and subject to final due diligence review by staff of items including County appraisal, survey, underwriting, financial analysis, affordability restrictions, etc.**
- **Any substantive changes in project scope or funding will require BCC approval.**

Round I Applications

- **Round I Application period June 29 - August 31, 2020**
- **18 applications received, evaluated and scored**
- **4 projects are recommended for conditional approval by the BCC at this time: Skyway Lofts, The Shores, New Northeast, Washington Apartments**
- **412 Affordable Unit Total -Dollars Leveraged Ratio 1:13.8**
- **Additional projects may be recommended within 90 days- Up to 387 affordable units under 80% AMI**
- **Staff will continue to provide assistance to all applicants**

Scoring Category Weights



- Cost/Support/Readiness
- Incomes Served
- Development Scale
- Development Type
- Geographic Location

Scoring Category Composition



Cost/Support/ Readiness	Incomes Served	Development Scale	Development Type	Geographic Location
Per Unit Subsidy	Income Levels	Affordable Units	Preservation of Affordability	Designated Corridor
Local Government Support	Income Targets	Total Units	Rental Housing	CRA
Leverage			Mixed Use	
			Mixed Income	

Project Analysis

- **Land Value**
- **Funding Sources and Uses**
- **Household Income Range**
- **Operating Pro-Forma**
- **Transaction Fees**
- **Developer Experience**
- **Property Management**
- **Construction Costs**
- **Financing Costs**
- **Proposed Rents**
- **Annual Cash Flow**
- **Developer Fee**
- **Debt Coverage Ratio**

Round I Applications - Scoring



Housing Development	Cost/Support / Readiness	Incomes Served	Development Scale	Development Type	Geographic Location	Total Score
Skyway Lofts	50	45	30	15	20	160
Jordan Park	20	45	40	25	30	160
Fairfield	20	40	40	20	30	150
The Shores	40	45	25	10	30	150
Innovare	35	45	25	10	20	135
New Northeast	35	20	40	15	20	130
Washington Apartments	35	30	38	15	10	128
Blue Dolphin	5	45	30	20	15	115
Avalon	5	45	35	10	20	115
Wave	5	45	35	10	20	115
Sixty90	20	10	40	20	20	110
Urban Midtown	20	30	5	15	30	100
James Park	10	10	35	20	20	95
Greenview	10	10	25	20	20	85
Boyd Hill	5	45	5	10	20	85
Deuces Rising	20	10	13	0	30	73
Whispering Pines	5	45	5	10	0	65
Pinellas Oaks	10	10	5	15	20	60

Round I Applications

Housing Development	Cost/Support/ Readiness	Incomes Served	Development Scale	Development Type	Geographic Location
Skyway Lofts	X	X	X	X	X
The Shores	X	X	X	X	X
Innovare		X	X	X	X
New Northeast	X	X	X	X	X
Washington Apartments	X	X	X	X	X
Jordan Park		X	X	X	X
Fairfield		X	X	X	X
Blue Dolphin		X	X	X	X
Avalon		X	X	X	X

Round I Applications



Housing Development	Cost/Support/ Readiness	Incomes Served	Development Scale	Development Type	Geographic Location
Wave		x	x	x	x
Sixty90			x	x	x
Urban Midtown		x		x	x
James Park			x	x	x
Greenview			x	x	x
Boyd Hill		x		x	x
Deuces Rising					x
Whispering Pines		x		x	
Pinellas Oaks				x	x

Skyway Lofts-Blue Sky Communities

- **Project #1 New Construction of 65 unit Multi-Family Apartments**
- **3900 34th St. S., St. Petersburg**
- **<30% AMI 10 Households**
- **<60%AMI 42 Households**
- **<80% AMI 13 Households**
- **Top scoring project**
 - **Ready to proceed -Redevelopment**
 - **Primary Corridor -Local Support**
 - **Incomes Served -Scale**



Skyway Lofts-Blue Sky Communities



- **Requested funding: \$700,000 for Land Acquisition**
- **Land Trust for long-term permanent affordability**
- **Utilize Penny III Land Acquisition Funds**
- **Estimated Total Development Cost: \$16,462,296**
- **Per Unit Cost: \$253,266**
- **Per Unit County Subsidy: \$10,769**
- **Estimated Construction Completion: 9/15/2021**

The Shores-Richman Group

- **Project #2 New Construction of 51 unit Multi-Family Apartments**
- **26th Ave & 31st St S. St. Petersburg**
- **All units affordable for households below 60%AMI**
- **High scoring project**
 - **Ready to proceed -Redevelopment**
 - **Primary Corridor -Local Support**
 - **Incomes Served -CRA**



The Shores-Richman Group

- **Requested funding: \$750,000 for land acquisition**
- **Land Trust for long-term permanent affordability**
- **Utilize Penny III – Land Acquisition Funds**
- **Estimated Total Development Cost: \$12,600,000**
- **Per Unit Cost: \$247,059**
- **Per Unit County Subsidy: \$14,705**
- **Estimated Construction Completion: 5/2/2022**



New Northeast-Stock Development

- **Project #4 New Construction Mixed Income Rental Apartment Community**
- **5475 3rd Ln. N., St. Petersburg**
- **415 Total Units**
- **125 Workforce Housing**
- **59 units <80% AMI**
- **66 units <120% AMI**
- **Scoring:**
 - **Primary Corridor**
 - **Scale -Mixed-income**



New Northeast-Stock Development



- **Requested funding: \$4,000,000 for Capital Improvement Construction**
- **Utilize Penny IV funds**
- **Estimated Total Development Cost: \$97,000,000**
- **Per Unit Cost: \$233,735**
- **Per Affordable Unit County Subsidy: \$32,258**
- **Estimated Construction Completion: 8/17/2022**

Washington Avenue-Southport



- **Project #5 New Construction of Workforce Housing Apartment Community**
- **306 S. Washington Ave. Clearwater**
- **171 units**
- **18 units <80% AMI**
- **153 units <120% AMI**
- **Scoring Features:**
 - **CRA -Mixed-income**
 - **Local Support**
 - **Financing**



Washington Avenue-Southport



- **Requested funding: \$5,620,000 for Land Acquisition and Capital Improvement Construction**
- **Utilize Penny IV Funds**
- **Estimated Total Development Cost: \$38,436,005**
- **Per Unit Cost: \$224,778**
- **Per Affordable Unit County Subsidy: \$32,865**
- **Estimated Construction Completion: 12/23/2022**

Round I Applications

- **4 Recommended Projects**
- **702 Total Units**
- **412 Affordable Units**
 - **10 units < 30% AMI**
 - **93 units < 60% AMI**
 - **90 units < 80% AMI**
 - **219 units < 120% AMI**
- **\$11,070,000 County Funding**
- **\$164,467,000 Total Development Cost Estimate**
- **Leverage 1:13.8**
- **Average Affordable Unit Subsidy: \$26,869**
- **Average per Unit Development Cost: \$234,283**



Questions and Discussion