



# Webinar

## 2021 ULI Housing Awards: Jack Kemp Excellence in Affordable and Workforce Housing Award Round Robin

Date: January 21, 2022

00:00:05 --> 00:00:08: Welcome everyone, my name is Rosie Heffner.  
00:00:08 --> 00:00:10: I am a director with you lies to liver Center  
00:00:10 --> 00:00:11: for housing.  
00:00:11 --> 00:00:14: Today is our monthly webinar and I am pleased to  
00:00:14 --> 00:00:18: be joined by the representatives of a few of our  
00:00:18 --> 00:00:22: winners from the 2021 Jack Kemp Excellence and Affordable  
Housing  
00:00:22 --> 00:00:25: Awards are awards program is very important to us.  
00:00:25 --> 00:00:28: It's our way of showing best practices from around the  
00:00:28 --> 00:00:31: country and so today you'll hear from six of our  
00:00:31 --> 00:00:34: winners on what they were able to accomplish in the.  
00:00:34 --> 00:00:35: Development that won the award.  
00:00:35 --> 00:00:37: I don't want to take too much time.  
00:00:37 --> 00:00:40: I'll talk at the end a little bit about the  
00:00:40 --> 00:00:44: 2020 2022 housing program and will leave some time for  
00:00:44 --> 00:00:46: Q&A with the participants.  
00:00:46 --> 00:00:48: If you have any questions,  
00:00:48 --> 00:00:50: please feel free to put them in the Q&A and  
00:00:50 --> 00:00:52: we will get to them.  
00:00:52 --> 00:00:56: And with that I will pass it over to Josh.  
00:00:56 --> 00:00:58: Thank you so much Rosie,  
00:00:58 --> 00:00:59: and you've got the slideshow there.  
00:00:59 --> 00:01:02: Perfect. I first wanted to say thank you to ULI.  
00:01:02 --> 00:01:05: It's really an honor to win this award.  
00:01:05 --> 00:01:07: And also to SMR, the design firm.  
00:01:07 --> 00:01:11: Of course with construction and Kathy McCormack and  
Michael Moore,  
00:01:11 --> 00:01:14: a former directors at the Tacoma Housing Authority,  
00:01:14 --> 00:01:17: I have the honor today to talk about our Arlington

00:01:17 --> 00:01:18: Tribe Youth Campus project.  
00:01:18 --> 00:01:22: It's a multi phase campus here so stay with me  
00:01:22 --> 00:01:24: as we go from each phase.  
00:01:24 --> 00:01:27: Right now you're looking at the apartments 58 one and  
00:01:27 --> 00:01:29: two bedroom apartments built with 9%  
00:01:29 --> 00:01:35: lightech low income housing tax credit financing in  
partnership with  
00:01:35 --> 00:01:36: now BFIM.  
00:01:36 --> 00:01:38: And the other phase you can see on the right  
00:01:38 --> 00:01:41: just below the text box is our crisis residential center.  
00:01:41 --> 00:01:42: We call it our CRC.  
00:01:42 --> 00:01:46: It's a 5000 square foot building for homeless youth,  
00:01:46 --> 00:01:50: ages 12 to 17 and it's got 8 bedrooms there,  
00:01:50 --> 00:01:53: 12 beds and they can serve up to about 350  
00:01:53 --> 00:01:53: youth.  
00:01:53 --> 00:01:57: You can see our campus here is 3 1/2 acres.  
00:01:57 --> 00:01:59: It's just north of our Salvation neighborhood,  
00:01:59 --> 00:02:02: which is a hope 6 project and you can see  
00:02:02 --> 00:02:05: some of the single family homes in the background along  
00:02:06 --> 00:02:07: with some duplexes.  
00:02:07 --> 00:02:11: Triplexes and it's intended to be part of an integrated  
00:02:11 --> 00:02:12: neighborhood,  
00:02:12 --> 00:02:16: the crisis residential center was completed in May of 2020,  
00:02:16 --> 00:02:17: has been in operation since,  
00:02:17 --> 00:02:19: and the apartments that you can see the blue and  
00:02:19 --> 00:02:20: green building into the left.  
00:02:20 --> 00:02:25: There were leased up fully and March of 2021 the  
00:02:25 --> 00:02:26: grassy area.  
00:02:26 --> 00:02:29: Just Yep, by the the main thoroughfare there is our  
00:02:29 --> 00:02:32: third phase that is still a few years off,  
00:02:32 --> 00:02:35: but once the other two phases get stabilized will start  
00:02:35 --> 00:02:36: to plan that as well.  
00:02:36 --> 00:02:38: This is our. Community engagement,  
00:02:38 --> 00:02:44: some pictures with that numerous stakeholders involved  
everybody from the  
00:02:44 --> 00:02:48: youth that would be served to consultants of all kinds  
00:02:48 --> 00:02:49: elected officials.  
00:02:49 --> 00:02:51: Lots of service providers in the area,  
00:02:51 --> 00:02:54: lots of meetings over a two to three year period.  
00:02:54 --> 00:02:57: We were fortunate enough to have our designers on board  
00:02:57 --> 00:03:00: early and they did a great job in leading that  
00:03:00 --> 00:03:00: engagement.

00:03:00 --> 00:03:04: I'll tell one story from that engagement we worked with  
00:03:04 --> 00:03:06: the Veterans of Foreign Wars VFW and I had a  
00:03:06 --> 00:03:08: meeting there and it was.  
00:03:08 --> 00:03:11: Pretty raucous until the presentation went and at the end  
00:03:11 --> 00:03:13: the first question they had was how can we help?  
00:03:13 --> 00:03:15: And it's a theme that we've heard throughout.  
00:03:15 --> 00:03:17: Is the neighborhood wanted this year?  
00:03:17 --> 00:03:20: They wanted to see these youth and young adults served  
00:03:20 --> 00:03:22: and it went from every you know,  
00:03:22 --> 00:03:25: the organizations that churches across the street to help with  
00:03:25 --> 00:03:25: parking.  
00:03:25 --> 00:03:29: Everybody's been involved and so it's been a real blessing  
00:03:29 --> 00:03:32: in that way the community impact continues on to this  
00:03:32 --> 00:03:35: is the apartments with our 58 one and two bedrooms  
00:03:35 --> 00:03:37: for the 18 to 24 year olds.  
00:03:37 --> 00:03:38: I will make the caveat.  
00:03:38 --> 00:03:40: They're they're not kicked out when they turn 24,  
00:03:40 --> 00:03:43: but they're highly encouraged from the time that they enter  
00:03:43 --> 00:03:46: even going through leasing the leasing process to start  
00:03:47 --> 00:03:49: thinking  
00:03:49 --> 00:03:53: about how they can move on and give other youth  
00:03:53 --> 00:03:58: an opportunity to be in this supportive housing,  
00:03:58 --> 00:04:01: we can serve up to 140 approximately residents,  
00:04:01 --> 00:04:03: including the the young children that will be there.  
00:04:03 --> 00:04:05: We anticipate about 30%, which has been true,  
00:04:05 --> 00:04:08: and we'll have kids and.  
00:04:08 --> 00:04:10: Yeah, lots of other service providers in here.  
00:04:10 --> 00:04:12: We do have a clinic that's in there as well  
00:04:12 --> 00:04:16: with our Community healthcare that you'll see pictures of  
00:04:16 --> 00:04:19: later  
00:04:19 --> 00:04:22: on and lots of other services through the the YMCA  
00:04:22 --> 00:04:25: of Greater Seattle, which is their social impact center.  
00:04:25 --> 00:04:27: Does the services on site and we'll get into some  
00:04:27 --> 00:04:30: details later on to this is the video.  
00:04:30 --> 00:04:32: Thank you for that. It'll be rapid fire as we  
00:04:32 --> 00:04:35: go through some of the design features.  
00:04:35 --> 00:04:35: This is a boulder that was actually dug up on  
00:04:35 --> 00:04:39: site.  
00:04:39 --> 00:04:40: The art was done with a local native artist with  
00:04:40 --> 00:04:43: the local tribe.  
00:04:43 --> 00:04:47: We've got safety and security or paramount throughout.  
00:04:47 --> 00:04:48: You can see centrally located lobby area as well as  
lots of light,

00:04:48 --> 00:04:50: lots of visibility coming through.

00:04:50 --> 00:04:52: Looks like our video stalled here.

00:04:52 --> 00:04:56: The green accent walls were part of the youth inspired colors.

00:04:56 --> 00:04:57:

00:04:57 --> 00:05:00: The crane and the wood on those doors.

00:05:00 --> 00:05:02: Again trying to figure out the the balance between not making the institutional.

00:05:02 --> 00:05:03:

00:05:03 --> 00:05:06: It's still making it appealing and durable and getting those colors right throughout.

00:05:06 --> 00:05:08:

00:05:08 --> 00:05:11: It's been very important. That's the rear of the building there,

00:05:11 --> 00:05:12:

00:05:12 --> 00:05:15: and it's right up against a critical area in the city to part of a stream.

00:05:15 --> 00:05:17:

00:05:17 --> 00:05:20: This is our clinic. It'll come back to some pictures later.

00:05:20 --> 00:05:21:

00:05:21 --> 00:05:23: Some common areas, office space,

00:05:23 --> 00:05:25: laundry again, you can see the the windows and those doors so that visibility and against safety security very important

00:05:26 --> 00:05:29:

00:05:29 --> 00:05:32: throughout some Community gardens that are being programmed.

00:05:32 --> 00:05:37: There's outdoor place. Space for those young kids and then a community group here too.

00:05:37 --> 00:05:39:

00:05:39 --> 00:05:42: Again, figuring out the right balance between durability and materials.

00:05:42 --> 00:05:45:

00:05:46 --> 00:05:50: Easy to clean. Being able to use some of these common areas during COVID has been really important and keeping everybody separated safe and still using the space as effectively

00:05:50 --> 00:05:55:

00:05:55 --> 00:05:59: has really been fortuitous. Having planned most of the building prior to COVID,

00:05:59 --> 00:06:00:

00:06:00 --> 00:06:02: we've been really lucky with that.

00:06:02 --> 00:06:03:

00:06:03 --> 00:06:06: There's some other pictures. Again, you can see the clinic space on the bottom left.

00:06:06 --> 00:06:09:

00:06:09 --> 00:06:11: There's a picture of the units in the Middle Middle center and then middle bottom,

00:06:11 --> 00:06:14:

00:06:14 --> 00:06:16: and then the Community room on the top right.

00:06:14 --> 00:06:16:

00:06:16 --> 00:06:19: Again, we're hoping as we start to program those spaces a little bit more and have larger gatherings will be able to utilize that.

00:06:19 --> 00:06:20:

00:06:20 --> 00:06:22: You can see the kitchen in the back to their.

00:06:22 --> 00:06:25: It's intended as a demonstration kitchen.  
00:06:25 --> 00:06:27: Some of the the needs and the desires of the  
00:06:27 --> 00:06:29: residents here to learn how to cook,  
00:06:29 --> 00:06:33: how to utilize the appliances that they may not have  
00:06:33 --> 00:06:36: had or or used to their full potential in the  
00:06:36 --> 00:06:36: past.  
00:06:36 --> 00:06:40: And then this is our crisis residential center again.  
00:06:40 --> 00:06:43: With those youth, a lot of them are either coming  
00:06:43 --> 00:06:44: out of homelessness themselves,  
00:06:44 --> 00:06:46: they're running from their parents,  
00:06:46 --> 00:06:48: or they need a place to to stay as they  
00:06:48 --> 00:06:52: transition with other family members who use services.  
00:06:52 --> 00:06:54: It's the service provider. They're out of Olympia,  
00:06:54 --> 00:06:58: here in Washington, and they're the ones that actually  
brought  
00:06:58 --> 00:07:01: this huge need to us and to our attention.  
00:07:01 --> 00:07:03: Next slide, get some of the other views on it.  
00:07:03 --> 00:07:05: This is the rear area,  
00:07:05 --> 00:07:08: and since then they've added a basketball court.  
00:07:08 --> 00:07:10: We also. This is our first project that we did  
00:07:10 --> 00:07:11: solar.  
00:07:11 --> 00:07:12: Mine, which was exciting for us.  
00:07:12 --> 00:07:15: It saves the the project about \$900 a year,  
00:07:16 --> 00:07:18: which isn't great, but it's a start and it was  
00:07:19 --> 00:07:22: interesting and being able to apply some of those new  
00:07:22 --> 00:07:24: green building principles here again,  
00:07:24 --> 00:07:27: I'll talk a little bit more about the services that  
00:07:27 --> 00:07:29: the YMCA provides here.  
00:07:29 --> 00:07:32: Really, the the goal is from the beginning is to  
00:07:32 --> 00:07:34: break that cycle of homelessness and poverty.  
00:07:34 --> 00:07:38: Recognizing that these youth are fleeing crisis as they exit  
00:07:38 --> 00:07:41: homelessness and in some cases extended.  
00:07:41 --> 00:07:44: Foster care. One of the biggest barriers you know once  
00:07:44 --> 00:07:46: we've housed them.  
00:07:46 --> 00:07:48: Essentially, homelessness isn't their issue anymore,  
00:07:48 --> 00:07:51: but figuring out how to thrive in in their lives  
00:07:52 --> 00:07:53: is the next challenge.  
00:07:53 --> 00:07:54: It's in a lot of ways,  
00:07:54 --> 00:07:58: you know whether it's the soft skills and finding jobs  
00:07:58 --> 00:08:02: being able to address mental health is important,  
00:08:02 --> 00:08:04: not just for those exiting homelessness,  
00:08:04 --> 00:08:08: but our residents of all ages.

00:08:08 --> 00:08:12: They the Y is great about setting boundaries,  
00:08:12 --> 00:08:15: which is really important too and not just being treated  
00:08:15 --> 00:08:17: as a convenience store that you have a lot of  
00:08:17 --> 00:08:19: funds and and resources,  
00:08:19 --> 00:08:23: but it's more important for the case management so that  
00:08:23 --> 00:08:27: these residents learn to address their crisis as early before  
00:08:27 --> 00:08:30: they they get to be a crisis and to plan  
00:08:30 --> 00:08:34: ahead so that they can start to solve issues as  
00:08:34 --> 00:08:35: they go along.  
00:08:35 --> 00:08:36: In that case, management support.  
00:08:36 --> 00:08:38: Yeah, thank you. It's really important.  
00:08:38 --> 00:08:40: This is back to the CRC.  
00:08:40 --> 00:08:42: Two, you can see the.  
00:08:42 --> 00:08:44: Family dining that they have here.  
00:08:44 --> 00:08:46: It's really open concept. Tall ceilings.  
00:08:46 --> 00:08:48: They've got a kitchen that's not pictured too,  
00:08:48 --> 00:08:51: but it's like about trying to to help them understand  
00:08:51 --> 00:08:52: self sufficiency.  
00:08:52 --> 00:08:54: Some of these healthy habits,  
00:08:54 --> 00:08:57: including healthy eating habits, healthy activities,  
00:08:57 --> 00:09:00: and cys with the 12 to 17 year olds is  
00:09:00 --> 00:09:05: really effective at getting them placed back with their parents  
00:09:05 --> 00:09:08: back in in safe situations so that the youth are  
00:09:08 --> 00:09:10: usually only hear about 15 to 45 days.  
00:09:10 --> 00:09:12: They're really effective with the.  
00:09:12 --> 00:09:15: Services that they provide in that way.  
00:09:15 --> 00:09:17: Next, Yep, thank you again.  
00:09:17 --> 00:09:20: Here's another exterior picture. You can see the solar panels  
00:09:20 --> 00:09:20: in this one.  
00:09:20 --> 00:09:23: There's that critical area in the PAT in the back  
00:09:23 --> 00:09:24: that is by a stream,  
00:09:24 --> 00:09:26: and so it again provides a sense of safety,  
00:09:26 --> 00:09:30: comfort, outdoor activity opportunities. You can see the  
00:09:30 --> 00:09:32: yellow door  
00:09:30 --> 00:09:32: on the bottom right and that leads to a basement  
00:09:32 --> 00:09:34: that has all the utilities down there.  
00:09:34 --> 00:09:36: So when the meter needs to get checked,  
00:09:36 --> 00:09:38: they don't have to bother the youth.  
00:09:38 --> 00:09:41: It's a very vulnerable, vulnerable population,  
00:09:41 --> 00:09:44: and so maintaining that separation is really important.  
00:09:44 --> 00:09:46: Even with the way that the buildings.  
00:09:46 --> 00:09:48: Positioned up against the street so that you know,

00:09:48 --> 00:09:51: as people come by as sometimes police have to to  
00:09:51 --> 00:09:52: come to the property,  
00:09:52 --> 00:09:55: it doesn't trigger those those youth in their their recovery.  
00:09:55 --> 00:09:56: In a lot of ways.  
00:09:56 --> 00:10:00: Again, here's some of the.  
00:10:00 --> 00:10:02: During lease up we were able to partner with a  
00:10:02 --> 00:10:03: lot of different organizations,  
00:10:03 --> 00:10:06: including Furniture Bank that was able to provide a lot  
00:10:06 --> 00:10:07: of furniture.  
00:10:07 --> 00:10:10: Helping residents you know go through those lease  
subprocesses takes  
00:10:10 --> 00:10:12: a little bit longer with its population,  
00:10:12 --> 00:10:15: but it's hugely important. Not just for this property,  
00:10:15 --> 00:10:18: but for their lives moving forward.  
00:10:18 --> 00:10:20: Here's another shot of the community room that we have.  
00:10:20 --> 00:10:24: Again, durability of materials making it easy to clean but  
00:10:24 --> 00:10:25: comfortable.  
00:10:25 --> 00:10:29: We got big screen TV's donated by the local Amazon  
00:10:29 --> 00:10:30: Foundation,  
00:10:30 --> 00:10:31: which was great. Once again,  
00:10:31 --> 00:10:34: just another example of all the different partners that have  
00:10:34 --> 00:10:38: been involved in this really important project for THA  
specifically,  
00:10:38 --> 00:10:40: as well as the region as a whole.  
00:10:40 --> 00:10:42: And here's a quote from our mayor to again I  
00:10:42 --> 00:10:43: mentioned,  
00:10:43 --> 00:10:46: uh, elected officials have increased throughout the  
neighborhoods have been  
00:10:46 --> 00:10:46: great throughout,  
00:10:46 --> 00:10:49: and making sure that we honor them with good design,  
00:10:49 --> 00:10:54: good management, and really it's a good for the city  
00:10:54 --> 00:10:55: as a whole.  
00:10:55 --> 00:10:58: So again with that, thank you so much and it's  
00:10:58 --> 00:11:01: been a pleasure and an honor to work on this  
00:11:01 --> 00:11:02: project.  
00:11:02 --> 00:11:06: And it's really important for for cities and towns and  
00:11:06 --> 00:11:09: areas that we think across the country.  
00:11:09 --> 00:11:11: And I hope that you guys have the opportunity to  
00:11:11 --> 00:11:12: work on one as well.  
00:11:12 --> 00:11:13: Thanks Rosie,  
00:11:13 --> 00:11:16: yeah thank you Josh for sharing about Arlington,  
00:11:16 --> 00:11:20: Dr and now we will hear from Alexandra Mantra and  
00:11:20 --> 00:11:22: Ndash River Townhomes.

00:11:23 --> 00:11:29: Thank you. Yes I work for Capital City Development Corporation  
00:11:29 --> 00:11:30: and we or CDC.  
00:11:30 --> 00:11:34: We are the urban renewal agency for the city of  
00:11:34 --> 00:11:37: Boise and Ashton River is a project that was the  
00:11:38 --> 00:11:42: result of a request for proposal from the agency with  
00:11:42 --> 00:11:48: our partners. Chase mixes and TGLO as the primary architect.  
00:11:48 --> 00:11:53: Ash and River provides 34 units of workforce housing within  
00:11:53 --> 00:11:58: walking distance of downtown and Boise's beloved Greenbelt,  
00:11:58 --> 00:12:01: which is a 25 mile bike and pedestrian pathway that  
00:12:01 --> 00:12:04: follows the Boise River and connects multiple cultural,  
00:12:04 --> 00:12:08: recreational and economic amenities. The project design pays homage to  
00:12:08 --> 00:12:11: the adjacent historic Heyman House that you can see on  
00:12:12 --> 00:12:13: the bottom of this image.  
00:12:13 --> 00:12:17: And that property played a significant role in the formation  
00:12:17 --> 00:12:17: of the RFP,  
00:12:17 --> 00:12:19: which I'll talk about later,  
00:12:19 --> 00:12:23: next slide. The project was completed in 2019 and it  
00:12:23 --> 00:12:27: was the first commercial project in Boise with deed restricted  
00:12:27 --> 00:12:28: rents.  
00:12:28 --> 00:12:31: The units are a mix of 1 to 3 bedrooms  
00:12:31 --> 00:12:34: with both stacked flat and town home style layouts.  
00:12:34 --> 00:12:37: In the project is LEED Gold certified and most units  
00:12:38 --> 00:12:41: have it attached or excuse me a dedicated garage access  
00:12:41 --> 00:12:43: via the Alley drive seen to the left on this  
00:12:43 --> 00:12:48: slide next. On the North End of the project,  
00:12:48 --> 00:12:50: at 500 square foot commercial space.  
00:12:50 --> 00:12:53: Designed to be an incubator for a small neighborhood  
00:12:53 --> 00:12:53: serving  
00:12:53 --> 00:12:56: business,  
00:12:53 --> 00:12:56: is currently occupied by local coffee shop.  
00:12:56 --> 00:12:59: It is one of the only food and beverage oriented  
00:12:59 --> 00:13:02: businesses in the neighborhood which includes a mix of  
00:13:02 --> 00:13:04: residential,  
00:13:04 --> 00:13:08: office and industrial use buildings.  
00:13:04 --> 00:13:08: As you can see, the space is oriented towards pedestrian  
00:13:08 --> 00:13:08: access.  
00:13:08 --> 00:13:12: Next slide. That path is called Pioneer pathway and it  
00:13:12 --> 00:13:16: is a bike and pedestrian path also built by the  
00:13:16 --> 00:13:16: agency.

00:13:16 --> 00:13:20: It's just under a half mile long connecting downtown to  
00:13:20 --> 00:13:24: the Greenbelt and it's actively used by neighborhood  
residents and  
00:13:24 --> 00:13:25: commuters.  
00:13:25 --> 00:13:28: Also adjacent to the project is this public park and  
00:13:28 --> 00:13:33: the project design embraces the connection to green open  
space.  
00:13:33 --> 00:13:35: The units on the backside of the project actually face  
00:13:35 --> 00:13:36: the park,  
00:13:36 --> 00:13:39: giving the new project a very natural and established feeling  
00:13:40 --> 00:13:43: and connecting residents to nature even from within the  
units.  
00:13:43 --> 00:13:46: As you can see in these photos,  
00:13:46 --> 00:13:49: now that I've taken you quickly through the project,  
00:13:49 --> 00:13:52: I want to talk about how public private partnership made  
00:13:52 --> 00:13:53: it possible.  
00:13:53 --> 00:13:55: So I'm going to take you back to the hey  
00:13:55 --> 00:13:55: man,  
00:13:55 --> 00:13:57: how's that I mentioned at the beginning?  
00:13:57 --> 00:14:00: This house was built in circa 1907 and as one  
00:14:00 --> 00:14:03: of the few remaining single family homes from the early  
00:14:03 --> 00:14:05: days of the neighborhood.  
00:14:05 --> 00:14:07: Erma Hayman, pictured in the lower right,  
00:14:07 --> 00:14:10: lived in the home for 60 years and was a  
00:14:10 --> 00:14:12: prominent figure in the city's history,  
00:14:12 --> 00:14:15: with particular influence in this neighborhood.  
00:14:15 --> 00:14:18: Her grandson sold the home to CDC in the early  
00:14:18 --> 00:14:22: 2000s with the expectation that it would be preserved as  
00:14:22 --> 00:14:25: a unique piece of Boise and African American history.  
00:14:25 --> 00:14:29: Recognizing the opportunity for catalytic infill development.  
00:14:29 --> 00:14:33: Enhancing neighborhood amenities, including the human  
House pioneer pathway,  
00:14:33 --> 00:14:36: the park and nearby Community Center,  
00:14:36 --> 00:14:39: and daycare between 2001 and 2013,  
00:14:39 --> 00:14:43: CDC acquired the vacant parcels adjacent to the the Hayman  
00:14:43 --> 00:14:46: House and prepared them for redevelopment.  
00:14:46 --> 00:14:47: As part of this process,  
00:14:47 --> 00:14:50: the Hayman house was gifted to the city of Boise  
00:14:50 --> 00:14:54: with funds to aid and its restoration and the agency  
00:14:54 --> 00:14:57: then issued RFP for the other Ash St properties.  
00:14:57 --> 00:15:02: In 2016 these next few slides actually come from GLOW,  
00:15:02 --> 00:15:06: and to chase mixes proposal that was received in response  
00:15:06 --> 00:15:10: to the RFP and shows how the development team integrated

00:15:10 --> 00:15:14: the priorities for the neighborhood design and context and catalyzing

00:15:14 --> 00:15:18: potential into their project. While I will talk more about

00:15:18 --> 00:15:21: the tools that we had as an agency to help

00:15:21 --> 00:15:22: make the project happen.

00:15:22 --> 00:15:25: So Ashton River was the first RFP issued by CDC

00:15:26 --> 00:15:30: with the intention of creating rent restricted housing.

00:15:30 --> 00:15:32: At this time the community was just beginning to see

00:15:33 --> 00:15:36: the impacts of rising housing costs outpacing wage growth and

00:15:36 --> 00:15:40: recognizing that the private sector was well positioned to deliver

00:15:40 --> 00:15:41: market rate and luxury housing.

00:15:41 --> 00:15:45: While nearly 40% of the housing that was available downtown

00:15:45 --> 00:15:46: at the time was subsidized,

00:15:46 --> 00:15:51: affordable housing, we determined that supporting the development of middle

00:15:51 --> 00:15:52: income housing.

00:15:52 --> 00:15:55: Was a goal aligned with the needs of the community

00:15:55 --> 00:15:58: and with the tools that we have to support redevelopment

00:15:58 --> 00:16:01: one of those tools is the ability to discount land

00:16:01 --> 00:16:04: based on state law and our internal policy.

00:16:05 --> 00:16:08: Our property disposition process must be competitive and land must

00:16:09 --> 00:16:12: be purchased based on the appraised value and for no

00:16:12 --> 00:16:13: less than the appraised value.

00:16:13 --> 00:16:16: So developers pay for the full price of the land

00:16:16 --> 00:16:19: up front and then based on the proposed project we

00:16:20 --> 00:16:23: perform areuse appraisal to determine the lowest possible.

00:16:23 --> 00:16:24: Sales price for the land.

00:16:24 --> 00:16:28: The difference between the value of the redevelopment and it's

00:16:28 --> 00:16:33: total development costs can be reimbursed to the developer limited

00:16:33 --> 00:16:35: to that initial price of the land.

00:16:35 --> 00:16:38: Upon completion of the successful project,

00:16:38 --> 00:16:42: so the ARCPY prioritized integration of the Community amenity that

00:16:42 --> 00:16:44: I previously described,

00:16:44 --> 00:16:45: and in addition to those amenities,

00:16:45 --> 00:16:50: the site is within six blocks of multiple downtown districts.

00:16:50 --> 00:16:52: The Arts Richland District to the north,

00:16:52 --> 00:16:55: a newer commercial center. Called Bodo to the east and

00:16:55 --> 00:16:57: then an up and coming district.  
00:16:57 --> 00:16:59: Popular with Boise State University.  
00:16:59 --> 00:17:02: Students across the river to the South.  
00:17:02 --> 00:17:06: The development team also recognized the opportunity to create a  
00:17:06 --> 00:17:10: new neighborhood core at the intersection of Pioneer  
00:17:10 --> 00:17:11: pathway and  
00:17:11 --> 00:17:16: converging streets.  
00:17:11 --> 00:17:16: And as mentioned earlier, the ARCPY prioritized this catalytic  
00:17:16 --> 00:17:19: potential,  
00:17:19 --> 00:17:21: and so the inclusion of this commercial space was a  
00:17:21 --> 00:17:23: key component of the project.  
00:17:23 --> 00:17:24: It was something that the agency was insistent on the  
00:17:24 --> 00:17:24: project delivering.  
00:17:24 --> 00:17:28: Despite the unproven market in this area,  
00:17:28 --> 00:17:31: but I think one of the biggest tenants Testaments to  
00:17:31 --> 00:17:35: its success is that the same developer de Chase Miksis  
00:17:35 --> 00:17:38: has recently entitled a second project in the neighborhood  
00:17:38 --> 00:17:41: just  
00:17:41 --> 00:17:42: down the street and is again including a small corner  
00:17:42 --> 00:17:46: oriented commercial space at this time unprompted by public  
00:17:46 --> 00:17:52: partners,  
00:17:46 --> 00:17:52: CCC can also reimburse for the construction of public  
00:17:52 --> 00:17:56: improvements.  
00:17:56 --> 00:18:00: Streetscapes and utility upgrades in the right of way so  
00:18:00 --> 00:18:01: this reimbursement can also offset development costs as a  
00:18:01 --> 00:18:06: quick  
00:18:06 --> 00:18:11: ballpark.  
00:18:11 --> 00:18:18: Numbers for this project. The reuse value was a negative  
00:18:18 --> 00:18:22: \$1.2 million by being able to discount the land for  
00:18:22 --> 00:18:23: approximately a \$679,000 and reimburse public  
00:18:23 --> 00:18:27: improvements of 318,000.  
00:18:27 --> 00:18:31: The net negative value of the project after those  
00:18:31 --> 00:18:32: reimbursements  
00:18:32 --> 00:18:36: was 163,000.  
00:18:36 --> 00:18:39: So obviously this also included Equity Partners who are  
00:18:39 --> 00:18:40: willing  
00:18:40 --> 00:18:44: to take lower returns due to the non economic impacts  
00:18:44 --> 00:18:45: for the Community,  
00:18:44 --> 00:18:45: which was also a key component of the project success.  
00:18:45 --> 00:18:45: This is something that I shared with the ash and  
00:18:45 --> 00:18:45: river jury.  
00:18:45 --> 00:18:45: It's just a quick time lapse video of the pioneer  
00:18:45 --> 00:18:45: pathway.

00:18:45 --> 00:18:49: Walk from the Boise Greenbelt to downtown Boise.  
00:18:49 --> 00:18:51: I don't know if he can if it's there,  
00:18:51 --> 00:18:52: Rosie if it could play,  
00:18:52 --> 00:18:55: yeah. So this is coming from the Greenbelt.  
00:18:55 --> 00:18:57: There is a brewery over there,  
00:18:57 --> 00:19:00: so they left that just passed and then coming up  
00:19:00 --> 00:19:01: on River Street.  
00:19:01 --> 00:19:03: We head over the park is on the left there  
00:19:04 --> 00:19:04: and Ashton River.  
00:19:04 --> 00:19:07: It's a little bit bumpy right now,  
00:19:07 --> 00:19:11: but then it connects through the neighborhood with other  
multifamily  
00:19:11 --> 00:19:12: housing.  
00:19:12 --> 00:19:15: Some commercial in the area and then you come up  
00:19:15 --> 00:19:19: here right to the corner of heading into downtown poisy.  
00:19:19 --> 00:19:22: So as I mentioned, this project was really a test  
00:19:22 --> 00:19:26: case for deed restriction and our ability to encourage  
development  
00:19:27 --> 00:19:29: of workforce housing with our limited tools.  
00:19:29 --> 00:19:33: And the project goals for cultural and economic amenities  
have  
00:19:33 --> 00:19:36: also proven successful as the city continues development of the  
00:19:36 --> 00:19:38: human house as a cultural site.  
00:19:38 --> 00:19:43: And the economic. Investment and Cultural Center that push  
and  
00:19:43 --> 00:19:44: pour provides.  
00:19:44 --> 00:19:47: So we've also integrated what we learned with the Russian  
00:19:47 --> 00:19:50: River project into our more recent property dispositions,  
00:19:50 --> 00:19:53: and the Martha is a project currently under construction  
which  
00:19:53 --> 00:19:57: will add over 40 units to another very walkable location.  
00:19:57 --> 00:20:00: In block 68. We are currently in negotiation and this  
00:20:01 --> 00:20:04: project will bring a total of 450 units to downtown.  
00:20:05 --> 00:20:07: Each of these will have significant workforce,  
00:20:07 --> 00:20:14: housing components and cultural. And neighborhood  
amenities as well.  
00:20:14 --> 00:20:17: And so this is just another view of the project,  
00:20:17 --> 00:20:20: showing its proximity to downtown Boise,  
00:20:20 --> 00:20:23: the Hayman house here would be on the left just  
00:20:23 --> 00:20:25: out of screen in the park down on the bottom  
00:20:25 --> 00:20:26: next slide.  
00:20:26 --> 00:20:27: I think that's the end.  
00:20:28 --> 00:20:30: Yep, that's it. Thank you Alexandra.

00:20:30 --> 00:20:33: And now Antonio will speak to Bayshore Villas in San  
00:20:34 --> 00:20:35: Juan Frederico.  
00:20:35 --> 00:20:38: Good afternoon, San Antonio Barreto,  
00:20:38 --> 00:20:40: vice president and director of development for McCormick,  
00:20:40 --> 00:20:45: Baron Salazar. We are very honored to have received this  
00:20:45 --> 00:20:46: award.  
00:20:46 --> 00:20:49: For Bayshore, build us. And very thankful to the Urban  
00:20:49 --> 00:20:53: Land Institute is a very exciting residential mixed income  
00:20:53 --> 00:20:57: mixed  
00:20:57 --> 00:21:00: use mixed finance element in someone which has been  
00:21:00 --> 00:21:04: transformation  
00:21:04 --> 00:21:10: for many people's lives. Come this way,  
00:21:10 --> 00:21:14: we specialize in the brutalization of this investment areas  
00:21:14 --> 00:21:17: with  
00:21:17 --> 00:21:20: multi block mixed income projects that produce attractive  
00:21:20 --> 00:21:23: urban neighborhoods.  
00:21:23 --> 00:21:27: Our projected bowl from extensive community planning  
00:21:27 --> 00:21:28: exercises and build  
00:21:28 --> 00:21:30: off their existing strands to create resilient,  
00:21:30 --> 00:21:34: stable and thriving communities. You know our history.  
00:21:34 --> 00:21:37: MBS was founded 50 years ago with a vision of  
00:21:37 --> 00:21:42: creating thriving communities that contribute to local  
00:21:42 --> 00:21:43: economies and empower  
00:21:43 --> 00:21:46: residents.  
00:21:46 --> 00:21:50: We have been pioneers in programs like HOPE 6.  
00:21:50 --> 00:21:53: And choice neighborhoods, initiatives and in 2018 in Puerto  
00:21:53 --> 00:21:56: Rico  
00:21:56 --> 00:21:59: with the first rental mixed income project,  
00:21:59 --> 00:22:04: Pager, Villas and Renaissance Square and in 2021 with the  
00:22:04 --> 00:22:06: first phase.  
00:22:06 --> 00:22:07: Of the Arthur Project in Caguas,  
00:22:07 --> 00:22:08: Puerto Rico. Emerald Vista. As you can see there in  
00:22:08 --> 00:22:10: the in the map we have the two in San  
00:22:10 --> 00:22:14: Juan which are 140 and 174 units.  
00:22:14 --> 00:22:15: I would make sure Bill as an in car was  
00:22:15 --> 00:22:19: 238 units for the family component and 200 for the  
for the elderly.  
So so our project the the one that we're talking  
about.  
I mean I'm showing the other one so you can  
see the the same type of project replicated throughout Puerto  
Rico but but this project,  
the Bayshore Villas community is a comprehensive  
transformation of a

00:22:19 --> 00:22:23: previously distressed and obsolete public housing site into a resilient

00:22:23 --> 00:22:25: mixed income community.

00:22:25 --> 00:22:27: Located in port at Airline San Juan,

00:22:27 --> 00:22:30: the site is situated close in close proximity to the

00:22:30 --> 00:22:34: historical also and one that the new Bayshore Villas community

00:22:34 --> 00:22:37: includes 174 new units in a mix of 1/2 and

00:22:37 --> 00:22:41: three bedroom apartments in a four story mixed use Building,

00:22:41 --> 00:22:43: 3 story walk, ups and townhouses.

00:22:43 --> 00:22:45: The development also includes management office,

00:22:45 --> 00:22:49: a community room with a business center and a fitness

00:22:49 --> 00:22:49: room.

00:22:49 --> 00:22:52: Commercial spaces for a supermarket.

00:22:52 --> 00:22:57: Anniston alone maintenance building. Site amenities include gazebo's bicycle racks,

00:22:57 --> 00:22:59: control parking, mail stations, playgrounds,

00:22:59 --> 00:23:02: gardens, and I'm I'm a million other amenities for this

00:23:02 --> 00:23:03: type of development.

00:23:03 --> 00:23:05: We we need a, of course,

00:23:05 --> 00:23:07: a comprehensive team and measure.

00:23:07 --> 00:23:12: Villas is a public private partnership and require extensive work

00:23:12 --> 00:23:14: groups and stakeholders,

00:23:14 --> 00:23:18: including hot, the Puerto Rico Development Department of Housing,

00:23:18 --> 00:23:22: the Housing, Finance Authority, the municipalities among many others.

00:23:22 --> 00:23:26: We are the developer partner with the government entities.

00:23:26 --> 00:23:30: Our investors are hunt Capital Partners and Citibank McCormick.

00:23:30 --> 00:23:33: Better management is the management agent.

00:23:33 --> 00:23:37: Architects Alvarez DSMB alone contractors is Evan R and the

00:23:37 --> 00:23:40: social services provided by urban strategy.

00:23:40 --> 00:23:43: It is it was important for us the transfer of

00:23:43 --> 00:23:46: knowledge to the local government entities that had not dealt

00:23:46 --> 00:23:48: with this type of project to our local partners,

00:23:48 --> 00:23:52: contractor architects and among others.

00:23:52 --> 00:23:55: They sure build us is a mixed income rental development

00:23:55 --> 00:23:59: place based concept where we have people from different social

00:23:59 --> 00:24:02: and economic backgrounds and model that did not exist in

00:24:02 --> 00:24:05: Puerto Rico. This was made possible by combining market

rates  
 00:24:05 --> 00:24:08: with different government programs with subsidies.  
 00:24:08 --> 00:24:11: Dosing integrating people from different walks of life into one  
 00:24:12 --> 00:24:12: community.  
 00:24:12 --> 00:24:16: That fellow market rate standards and high levels of quality  
 00:24:16 --> 00:24:17: in design,  
 00:24:17 --> 00:24:23: construction and operation pleasure realize a mixed finance  
 development.  
 00:24:23 --> 00:24:28: 41.3 million were invested and this realization.  
 00:24:28 --> 00:24:32: It basically was made possible through this private and public  
 00:24:32 --> 00:24:33: sector alliances.  
 00:24:33 --> 00:24:36: Sources of funding, including equity from from light,  
 00:24:36 --> 00:24:37: low income, housing, tax credits,  
 00:24:37 --> 00:24:39: capital funds and federal grants.  
 00:24:39 --> 00:24:42: Next slide, please. And how do we start?  
 00:24:42 --> 00:24:44: We start by asking not what we can build,  
 00:24:44 --> 00:24:47: but who are we building it for?  
 00:24:47 --> 00:24:50: What are their needs, desires and dreams as strategy was  
 00:24:50 --> 00:24:54: to think about a holistic concept where the community is  
 00:24:54 --> 00:24:57: integrated for his well being and for everyone to drive  
 00:24:57 --> 00:25:00: public housing projects like the former portete era.  
 00:25:00 --> 00:25:05: Who's fully enclosed inward looking building design in by the  
 00:25:05 --> 00:25:07: comparisons to jails.  
 00:25:07 --> 00:25:10: As you can see on the right is exact configuration  
 00:25:10 --> 00:25:12: with no relationships to the surrounding blocks,  
 00:25:12 --> 00:25:16: blocks, blocks, existing roads in a closed development that  
 ended  
 00:25:16 --> 00:25:19: up creating another area of concentrated poverty which  
 became an  
 00:25:19 --> 00:25:23: obstacle to the success of his residents and the  
 redevelopment  
 00:25:23 --> 00:25:25: of the area. Bayshore builders,  
 00:25:25 --> 00:25:28: in contrast, follow best practices in Urban Development  
 where the  
 00:25:28 --> 00:25:31: latch side side was killed down to three blocks.  
 00:25:31 --> 00:25:34: The streets and pedestrian access were reconnected and  
 buildings are  
 00:25:34 --> 00:25:36: looking outwards towards the community,  
 00:25:36 --> 00:25:39: but with secure private access to the interior of each  
 00:25:39 --> 00:25:39: block.  
 00:25:39 --> 00:25:41: By opening the development to the community,  
 00:25:41 --> 00:25:44: you allow integration and you unify.  
 00:25:44 --> 00:25:47: We have to learn from the from the past.

00:25:47 --> 00:25:50: With what has been successful and what hasn't segregation height

00:25:50 --> 00:25:54: so already high density projects like pre documents and Louise,

00:25:54 --> 00:25:57: the former Porter tiara and valueless in Puerto Rico did

00:25:57 --> 00:25:58: not work.

00:25:58 --> 00:26:01: In contrast, the Bayshore bill has mixed income development,

00:26:01 --> 00:26:05: echoes and real friends. Many of the same successes.

00:26:05 --> 00:26:09: Full design principles underpinning the first public housing project built

00:26:09 --> 00:26:10: on the island over 80 years ago.

00:26:10 --> 00:26:12: As you can see there on the left,

00:26:12 --> 00:26:17: the final stadium incorporating building design characteristics historically proven to

00:26:17 --> 00:26:20: inspire healthier community interaction and promote social order.

00:26:20 --> 00:26:24: Bakerville included market rate standards for the whole development.

00:26:24 --> 00:26:27: There's no difference between subsidized public housing or market rate

00:26:27 --> 00:26:27: apartments.

00:26:27 --> 00:26:30: All the units and common areas have the same level

00:26:30 --> 00:26:33: of high quality design with amenities and attractions of a

00:26:33 --> 00:26:36: market rate development without sacrificing.

00:26:36 --> 00:26:39: Quality in addition, we operate and maintain them at this

00:26:39 --> 00:26:42: level to keep on meeting and exceeding market rate expectations.

00:26:42 --> 00:26:47: Bayshore Villas provides a safe environment for his residents during

00:26:47 --> 00:26:49: a major storm like like like it would be UK

00:26:49 --> 00:26:52: Maria with features like impact resistant windows,

00:26:52 --> 00:26:55: concrete construction, portable type panels,

00:26:55 --> 00:27:00: backup generators, redundant infrastructure, storm underground chambers and other the.

00:27:00 --> 00:27:04: The project follows the concept of sustainable sites passive design

00:27:04 --> 00:27:06: that allows for cross ventilation.

00:27:06 --> 00:27:10: Includes high efficiency and water system for low consumption and

00:27:10 --> 00:27:11: you start appliances.

00:27:11 --> 00:27:15: Recycle materials and among other sustainable features.

00:27:15 --> 00:27:18: The next also development is in full compliance with all

00:27:18 --> 00:27:22: the requirements for Section 504 of the Rehabilitation Act to

00:27:22 --> 00:27:25: provide the same opportunities to people with disabilities.

00:27:25 --> 00:27:27: We believe in. A diverse,  
00:27:27 --> 00:27:31: equitable and inclusive communities missing of the elements  
need to  
00:27:31 --> 00:27:35: address concentrated urban poverty and segregation by  
building,  
00:27:35 --> 00:27:36: housing and other amenities such as parks,  
00:27:36 --> 00:27:41: schools and community centers. With intentionally integrated  
households of different  
00:27:41 --> 00:27:44: income groups as part of their financial,  
00:27:44 --> 00:27:48: physical and operating plan, the concentration makes places  
more integrated  
00:27:48 --> 00:27:51: accessible and opportunity producing.  
00:27:51 --> 00:27:52: They start from a development,  
00:27:52 --> 00:27:54: has been an inspiration to all of us who have  
00:27:54 --> 00:27:57: worked on this since inception is design and construction and  
00:27:57 --> 00:27:58: now its operation.  
00:27:58 --> 00:28:01: It's impressive to see the end result when walking through  
00:28:01 --> 00:28:03: the developments in the community interaction,  
00:28:03 --> 00:28:07: the streets, reconnected and other aspects of urbanism that  
serve  
00:28:07 --> 00:28:09: as a model for new developments and successful,  
00:28:09 --> 00:28:13: resilient and legal communities. This this type of  
development can  
00:28:13 --> 00:28:15: be easily replicated following our example.  
00:28:15 --> 00:28:17: This was not done before in Puerto Rico,  
00:28:17 --> 00:28:18: but we have done it.  
00:28:18 --> 00:28:21: We have the proof now of you know of these  
00:28:21 --> 00:28:24: four amazing developments that that are thriving.  
00:28:24 --> 00:28:25: Thank you very much. Thank  
00:28:25 --> 00:28:28: you Antonio. And now we will hear from Kyle to  
00:28:28 --> 00:28:30: discuss our lapicida sink.  
00:28:30 --> 00:28:30: Oh  
00:28:31 --> 00:28:33: yeah, thank you Rosie. And yeah,  
00:28:33 --> 00:28:36: thank you to ULI. For this award,  
00:28:36 --> 00:28:38: we were super honored to receive it.  
00:28:38 --> 00:28:39: Really proud of this project.  
00:28:39 --> 00:28:42: A lot to see the Cinco and Santa Ana and  
00:28:42 --> 00:28:43: real quick.  
00:28:43 --> 00:28:45: I think I've got a slide about this,  
00:28:45 --> 00:28:49: but I'm with. I'm President Community development partners  
for affordable  
00:28:49 --> 00:28:54: housing development company based in Southern California  
for mission driven  
00:28:54 --> 00:28:56: for profit company certified B Corp.

00:28:56 --> 00:29:00: Started the company 10 years ago with my brother who  
00:29:00 --> 00:29:03: runs our office up in Oregon and is our CEO  
00:29:03 --> 00:29:06: and we've been working focused on.  
00:29:06 --> 00:29:11: Affordable housing for populations across the board from  
chronically homeless.  
00:29:11 --> 00:29:14: Those illness to families, seniors acquisition,  
00:29:14 --> 00:29:18: rehab and new construction. And have been currently in four  
00:29:18 --> 00:29:22: states about to expand into five states in California,  
00:29:22 --> 00:29:26: Arizona, Nevada, Oregon, and soon to be Colorado.  
00:29:26 --> 00:29:31: And we really focus on creating and communities and  
enhancing  
00:29:31 --> 00:29:33: existing communities.  
00:29:33 --> 00:29:36: Long term community engagement, focus on services and try  
to  
00:29:36 --> 00:29:40: incorporate cultural components of the neighborhoods were  
in art,  
00:29:40 --> 00:29:43: music, food and a lot of our projects to try  
00:29:43 --> 00:29:46: to really create a sense of community for both our  
00:29:46 --> 00:29:49: new residents were going to live there as well as  
00:29:49 --> 00:29:53: the surrounding communities and trying to create cohesion  
across that  
00:29:53 --> 00:29:54: in a big transition.  
00:29:54 --> 00:29:58: When bringing in new projects into an existing neighborhood.  
00:29:58 --> 00:30:00: La placita psycho. So this is our project.  
00:30:00 --> 00:30:04: Here's a quick overview. It was a project to redevelop  
00:30:04 --> 00:30:08: an existing retail center that was built back in the  
00:30:08 --> 00:30:08: 50s,  
00:30:08 --> 00:30:11: had a defunct gas station on the corner of the  
00:30:11 --> 00:30:15: property and a Big sea of parking that wasn't being  
00:30:15 --> 00:30:15: utilized.  
00:30:16 --> 00:30:19: The the site was interesting in that it had retail  
00:30:19 --> 00:30:23: tenants that have been there but retail and small businesses  
00:30:23 --> 00:30:27: that have been there for for many years and there  
00:30:27 --> 00:30:30: have been no investment in the property and the property  
00:30:30 --> 00:30:33: really served as the central hub for this surrounding  
neighborhood.  
00:30:33 --> 00:30:37: Artesia pull our neighborhood and just hadn't gotten any  
investment,  
00:30:37 --> 00:30:39: but most of the residents who lived there in the  
00:30:39 --> 00:30:40: neighborhood no,  
00:30:40 --> 00:30:42: the center well had become kind of an area for  
00:30:42 --> 00:30:46: gang activity and and the businesses were struggling a bit.  
00:30:46 --> 00:30:50: And so we saw the opportunity to.

00:30:50 --> 00:30:52: Address a need for the city of Santa Ana,  
 00:30:52 --> 00:30:56: which is a huge need for family housing and especially  
 00:30:56 --> 00:31:00: family housing for extremely low income as well as improving  
 00:31:00 --> 00:31:04: the existing retail and keeping those businesses there and in  
 00:31:04 --> 00:31:06: creating kind of a hub for the community.  
 00:31:06 --> 00:31:09: So we you know, project turned out to be 51  
 00:31:09 --> 00:31:13: units of family housing 2-3 and four bedroom units,  
 00:31:13 --> 00:31:17: 15,000 almost 16,000 square feet of retail that we rehab  
 00:31:17 --> 00:31:20: the exteriors of reable to maintain all the existing.  
 00:31:20 --> 00:31:24: Tenants, except for one which we were pretty proud of  
 00:31:24 --> 00:31:26: and could maintain their rents.  
 00:31:26 --> 00:31:29: Keep them low for a few years while they while  
 00:31:29 --> 00:31:31: we got the project up and running,  
 00:31:31 --> 00:31:34: it stabilized and that allowed the tenants to kind of  
 00:31:34 --> 00:31:37: grow into the the new property.  
 00:31:37 --> 00:31:39: It was on a 2.3 acre site.  
 00:31:39 --> 00:31:42: Like I said 2-3 and four bedroom units and we  
 00:31:43 --> 00:31:44: had funding through 9%  
 00:31:44 --> 00:31:47: loan housing, tax credits gap funding from the City of  
 00:31:47 --> 00:31:50: Santa Ana which really helped catapult the project and and  
 00:31:50 --> 00:31:50: let us access.  
 00:31:50 --> 00:31:54: The additional financing we needed private debt from city  
 00:31:54 --> 00:31:54: excuse  
 00:31:54 --> 00:31:54: me.  
 00:31:54 --> 00:31:58: Trash debt from Citibank and affirm loan from Freddie and  
 00:31:58 --> 00:32:01: then tax credit equity through our investor our four.  
 00:32:01 --> 00:32:04: So here's the site. This was the existing site.  
 00:32:04 --> 00:32:07: It's an interesting location to the South.  
 00:32:07 --> 00:32:09: You can see where that it's a right away for  
 00:32:09 --> 00:32:12: the future streetcar that the city is working on that  
 00:32:12 --> 00:32:16: will have stations two stations within to the East and  
 00:32:16 --> 00:32:18: the West of the project that are walkable.  
 00:32:18 --> 00:32:20: And so we looked at the site and said,  
 00:32:20 --> 00:32:23: let's you know? Mixed use site where we can utilize  
 00:32:23 --> 00:32:27: the existing retail enhances businesses and create a more  
 00:32:27 --> 00:32:30: walkable  
 00:32:27 --> 00:32:30: community that would meet up with the the goals of  
 00:32:30 --> 00:32:32: the city. So looking at the site,  
 00:32:32 --> 00:32:37: it was repositioning the underutilized over parked auto  
 00:32:37 --> 00:32:39: oriented strip  
 00:32:37 --> 00:32:39: mall in a really high cost market and trying to  
 00:32:39 --> 00:32:43: target housing that was for the residents are already there  
 00:32:43 --> 00:32:45: versus bringing in new residents from outside.

00:32:45 --> 00:32:49: So there's a big overcrowding issue with the surrounding neighborhood.

00:32:49 --> 00:32:50: That's what we heard a lot of and.

00:32:50 --> 00:32:55: The need for extremely low income units and family units so.

00:32:55 --> 00:32:55: so.

00:32:55 --> 00:32:58: That's our first goal was and then in investing in existing tenant retail centers and trending,

00:32:58 --> 00:33:01: incorporate and improve those businesses.

00:33:01 --> 00:33:04: There's some small business there as well as retail that served the surrounding neighborhood that we wanted to try to

00:33:04 --> 00:33:07: keep those tenants and improve their likelihood of the longevity

00:33:07 --> 00:33:10: there and creating really a mixed use.

00:33:10 --> 00:33:14: You know, horizontally mixed use community and also align our

00:33:14 --> 00:33:16: vision with the city of Santa Ana and their new streetcar,

00:33:16 --> 00:33:18: making more walkable community and reducing the need on on

00:33:18 --> 00:33:20: parking.

00:33:20 --> 00:33:21: Also, we have a big focus on the projects.

00:33:21 --> 00:33:24: Fitness and healthy living. So we've incorporated some amenities there

00:33:24 --> 00:33:25: that you'll see later in the presentation.

00:33:25 --> 00:33:27: Also strengthen families and build community.

00:33:27 --> 00:33:31: I mean, that's the big thing coming in there in an existing community.

00:33:31 --> 00:33:33: We really wanted to make sure that this was for the neighborhood we work closely with our Neighborhood Association to

00:33:33 --> 00:33:35: get their feedback,

00:33:35 --> 00:33:37: make tweaks, and try to create something that would benefit them,

00:33:37 --> 00:33:38: as well as our new the new residents.

00:33:38 --> 00:33:40: So this was our solution.

00:33:40 --> 00:33:45: The setbacks you can see in the retailer really far pushed back.

00:33:45 --> 00:33:46: You could not repeat that today and so we felt

00:33:46 --> 00:33:48: we could utilize that and and have the site really

00:33:48 --> 00:33:49: maximize its potential and the gas station that had been

00:33:49 --> 00:33:52: kind of abandoned years ago that tanks removed seemed like

00:33:52 --> 00:33:54: a perfect place to put new construction of family affordable

00:33:54 --> 00:33:56:

00:33:56 --> 00:33:57:

00:33:57 --> 00:34:00:

00:34:00 --> 00:34:03:

00:34:03 --> 00:34:04:

00:34:04 --> 00:34:07:

00:34:07 --> 00:34:11:

00:34:11 --> 00:34:15:

00:34:15 --> 00:34:18: units and so this was kind of our approach in  
00:34:18 --> 00:34:19: doing it so you can see here.  
00:34:19 --> 00:34:23: Just we. We did. We were real cognizant about how  
00:34:23 --> 00:34:23: to like,  
00:34:23 --> 00:34:27: not completely blocked the retail tenants off and so we  
00:34:27 --> 00:34:30: tried to widen our drive approach and the entrance there  
00:34:30 --> 00:34:33: and have this angle approach so you can see those  
00:34:33 --> 00:34:37: existing. Retail tenants there on the east side of the  
00:34:37 --> 00:34:40: property enhance the Plaza so they have more of a  
00:34:41 --> 00:34:44: kind of inviting area to have outdoor dining.  
00:34:44 --> 00:34:47: There is an existing restaurant there and then we added  
00:34:47 --> 00:34:49: the Mini Park in that which isn't totally shown here,  
00:34:49 --> 00:34:53: but you'll see later in slides in the top right  
00:34:53 --> 00:34:56: there's a mini park there for like a potential gathering  
00:34:57 --> 00:34:59: area and then you can see the layout of the  
00:34:59 --> 00:35:02: building with a structured parking as well as a large  
00:35:02 --> 00:35:05: community space to activate the streetscape along 5th.  
00:35:05 --> 00:35:09: That we use as a after school programs and programs  
00:35:09 --> 00:35:11: for the the children live there.  
00:35:11 --> 00:35:13: Sources and uses kind of ran through those already,  
00:35:13 --> 00:35:16: but you can just see the different sources and and  
00:35:16 --> 00:35:17: the cost.  
00:35:17 --> 00:35:20: Obviously the it's fairly expensive to build into California and  
00:35:20 --> 00:35:22: it was very expensive to do this project,  
00:35:22 --> 00:35:24: but we're able to cobble together the financing to get  
00:35:24 --> 00:35:26: it done and also keep those rents low on the  
00:35:26 --> 00:35:29: existing retail tenants and keep the rents low on the  
00:35:29 --> 00:35:32: the new residential units. So we have about 30%  
00:35:33 --> 00:35:34: of the units are at 30%  
00:35:34 --> 00:35:36: am I and the GAP funding we used from the  
00:35:36 --> 00:35:37: city,  
00:35:37 --> 00:35:39: which is 6,000,000 bucks, which is fairly low.  
00:35:39 --> 00:35:41: So yeah, we able to pull it off leveraging some  
00:35:41 --> 00:35:42: of that retail.  
00:35:42 --> 00:35:45: Income that was coming in and working with our lender  
00:35:45 --> 00:35:49: and investor to get comfortable with with using that leverage  
00:35:49 --> 00:35:50: up our hard debt.  
00:35:50 --> 00:35:52: Oh, this turned yellow was black on mine,  
00:35:52 --> 00:35:55: but that's close enough so I just wanted to show  
00:35:55 --> 00:35:58: that project schedule so quite a long process from when  
00:35:58 --> 00:35:59: we got it controlled.  
00:35:59 --> 00:36:02: The property. This was a private seller and we're able

00:36:02 --> 00:36:05: to use an acquisition freed up loan to take it  
00:36:05 --> 00:36:06: down early.  
00:36:06 --> 00:36:08: Once we got entitlements and then once we got the  
00:36:08 --> 00:36:11: city funding award we able to really push the project  
00:36:11 --> 00:36:11: forward.  
00:36:11 --> 00:36:14: We did have a general plan amendment and rezone for  
00:36:14 --> 00:36:16: the project so that took some time,  
00:36:16 --> 00:36:18: but you can see this took about five years to  
00:36:18 --> 00:36:20: get to where we are today and we are working  
00:36:20 --> 00:36:21: on getting our.  
00:36:21 --> 00:36:26: Permanent financing in place. Hopefully here in April.  
00:36:26 --> 00:36:29: Next slide, so here's I'm just before and after.  
00:36:29 --> 00:36:32: As you can see that that corner with another building  
00:36:32 --> 00:36:36: sets was was that old gas station that was using  
00:36:36 --> 00:36:39: kind of being used for a for car mechanic repair  
00:36:39 --> 00:36:42: and then you can see the area there in the  
00:36:42 --> 00:36:43: in the top right corner,  
00:36:43 --> 00:36:46: the northeast corner in front of the bakery that we  
00:36:46 --> 00:36:50: converted into a mini park for social gathering and and  
00:36:50 --> 00:36:51: doing events there.  
00:36:51 --> 00:36:55: Next slide. Here's from the street side on Holly and  
00:36:55 --> 00:36:59: you can see the existing retail that was there in  
00:36:59 --> 00:37:02: the entry and and then the enhancement.  
00:37:02 --> 00:37:05: We're still waiting on some signage for the retail,  
00:37:05 --> 00:37:08: but that should be completed shortly and then the corner  
00:37:08 --> 00:37:08: there.  
00:37:08 --> 00:37:11: That corner unit on the bottom left picture is actually  
00:37:11 --> 00:37:15: a nonprofit group that called Santa Ana Interns Academy that  
00:37:15 --> 00:37:18: focuses on healthy living and and and fitness for kids  
00:37:18 --> 00:37:22: and and those who are low income and so they're  
00:37:22 --> 00:37:24: doing some activating programs.  
00:37:24 --> 00:37:27: Around the site, including working with our fitness center that  
00:37:28 --> 00:37:31: we that we installed just recently and then the other  
00:37:31 --> 00:37:32: side is just the entry.  
00:37:32 --> 00:37:35: This, this slide just shows you kind of the most  
00:37:35 --> 00:37:38: recent pictures and some of the incorporation of arts we  
00:37:38 --> 00:37:38: worked in.  
00:37:38 --> 00:37:42: A local nonprofit who does murals,  
00:37:42 --> 00:37:44: and one of which is a resident of Santa Ana.  
00:37:44 --> 00:37:46: The other lives in Tustin nearby,  
00:37:46 --> 00:37:48: but really wanted to work with them closely to try  
00:37:49 --> 00:37:51: to create a very positive vibe here that that the

00:37:51 --> 00:37:53: family is moving in here.

00:37:53 --> 00:37:57: Would really appreciate, and the retail tenants would also feel

00:37:57 --> 00:38:01: enhanced their their exterior and their businesses so and very

00:38:01 --> 00:38:03: family oriented.

00:38:03 --> 00:38:05: Like I said, it's 2-3 and four bedroom units.

00:38:05 --> 00:38:09: Lots of children here and so all our interior space.

00:38:09 --> 00:38:12: We tried to focus on bright colors and also areas

00:38:12 --> 00:38:17: where both young kids and older kids could could enjoy.

00:38:17 --> 00:38:19: You'll see the exterior on the podium deck.

00:38:19 --> 00:38:21: We have an outdoor playground area for kids in in

00:38:21 --> 00:38:25: the central courtyard that's that's private and then exterior on

00:38:25 --> 00:38:28: that right picture is our outdoor fitness equipment that the

00:38:28 --> 00:38:33: Santa Ana Endurance Academy will be utilizing their programs on.

00:38:33 --> 00:38:38: Next slide. And some modern same work of our community

00:38:38 --> 00:38:41: areas and the programs were doing.

00:38:41 --> 00:38:42: Next slide, please. And yeah,

00:38:42 --> 00:38:45: so overall I think this project you know it's great

00:38:45 --> 00:38:48: project to addresses the needs of the community as well.

00:38:48 --> 00:38:50: As you know, both from a housing need and also

00:38:50 --> 00:38:52: an anti those businesses and creating kind of a central

00:38:52 --> 00:38:53: hub,

00:38:53 --> 00:38:55: more of a central hub for the neighborhood and it's

00:38:55 --> 00:38:58: just a model that we think could work going forward.

00:38:58 --> 00:39:01: Looking at retail centers which we hadn't really thought of

00:39:01 --> 00:39:04: before in terms of actually keeping the retail and trying

00:39:04 --> 00:39:07: to leverage both that asset with existing,

00:39:07 --> 00:39:11: enhancing it and then providing housing and really trying to

00:39:11 --> 00:39:11: tackle.

00:39:11 --> 00:39:15: Multiple problems at once. And again all all in a

00:39:15 --> 00:39:16: area that is,

00:39:16 --> 00:39:19: you know, aligned with future streetcar.

00:39:19 --> 00:39:22: And you know, streetcar that the San Diego is doing

00:39:22 --> 00:39:24: and transportation.

00:39:24 --> 00:39:26: And to reduce the requirement on parking,

00:39:26 --> 00:39:28: which we heard was a big issue there in this

00:39:29 --> 00:39:29: in the city.

00:39:29 --> 00:39:32: So yeah, very excited about the project and very happy

00:39:32 --> 00:39:35: that we received the award and very appreciative utilized.

00:39:35 --> 00:39:35: Thank you guys.

00:39:36 --> 00:39:39: Thanks Kyle. And now Michelle to talk about this file

00:39:39 --> 00:39:39: in  
00:39:39 --> 00:39:40: Harlem.  
00:39:40 --> 00:39:44: Good afternoon everyone. Yes, as Rose mentioned,  
00:39:44 --> 00:39:48: my name is Michelle Stomp to I'm a architect,  
00:39:48 --> 00:39:53: project manager and associate at big and I just wanted  
00:39:53 --> 00:39:55: to thank you Li for this award.  
00:39:55 --> 00:40:00: We were thrilled to receive and I'm really excited to  
00:40:00 --> 00:40:03: share this project with you.  
00:40:03 --> 00:40:09: So this smile is our first collaboration with Blumenfeld  
Development  
00:40:10 --> 00:40:15: Group and it's a residential building that contains 233 units.  
00:40:15 --> 00:40:18: 1/3 of that is affordable,  
00:40:18 --> 00:40:23: so we've got 70 affordable units and we have two  
00:40:23 --> 00:40:28: floors dedicated to Mount Sinai Nursing School.  
00:40:28 --> 00:40:31: So we're located in East Harlem.  
00:40:31 --> 00:40:34: The corner of 126th St and Lexington.  
00:40:34 --> 00:40:37: You can see we're just north of Central Park.  
00:40:37 --> 00:40:40: So this is the commercial building that was existing on  
00:40:40 --> 00:40:41: our site.  
00:40:41 --> 00:40:45: It's owned and operated by our client BDG,  
00:40:45 --> 00:40:49: and it remained throughout the duration of the construction,  
00:40:49 --> 00:40:52: and a fun fact. If there's any New Yorkers on  
00:40:52 --> 00:40:52: the call,  
00:40:52 --> 00:40:56: there's a DMV in this building and it was operational  
00:40:56 --> 00:41:00: throughout construction and it's still there if you need to  
00:41:00 --> 00:41:03: get your license renewed when you're in the area.  
00:41:03 --> 00:41:07: So this is the diagram of the previous image where  
00:41:07 --> 00:41:12: we have the existing commercial building on the top of  
00:41:12 --> 00:41:16: the screen and then adjacent we had a parking lot.  
00:41:16 --> 00:41:19: And so our first step was locating the Mount Sinai  
00:41:20 --> 00:41:24: Nursing School in the ground floor in the second floor  
00:41:24 --> 00:41:27: with a future connection to 125th St and then going  
00:41:27 --> 00:41:30: up the building. That's where we have all of our  
00:41:30 --> 00:41:31: residential units,  
00:41:31 --> 00:41:34: and once we get above that commercial building,  
00:41:34 --> 00:41:37: we extend across and that portion of the building that  
00:41:37 --> 00:41:41: extends that superstructure was steel and is carried by 6  
00:41:41 --> 00:41:44: jumbo columns that come all the way down to the  
00:41:44 --> 00:41:47: foundation. And this is where we were,  
00:41:47 --> 00:41:51: you know, really, playing with the form and addressing the  
00:41:51 --> 00:41:54: city of New York's set back requirements for zoning.  
00:41:54 --> 00:41:58: So instead of the kind of traditional approach where you

00:41:58 --> 00:41:59: have your podium,  
00:41:59 --> 00:42:02: and then you set back at a specific level dictated  
00:42:02 --> 00:42:07: by the city we addressed the city's day lighting requirements  
00:42:07 --> 00:42:11: by shaping and sloping the facade and bringing the daylight  
00:42:11 --> 00:42:16: to 126th St. So that's from diagram to Google Maps.  
00:42:16 --> 00:42:20: And here you can see that zoning envelope coming to  
00:42:20 --> 00:42:21: life.  
00:42:21 --> 00:42:24: So the curvature on 126th St and then the portion  
00:42:24 --> 00:42:29: of the building that extended over the commercial building  
that's  
00:42:29 --> 00:42:33: set back for light and air requirements to give the  
00:42:33 --> 00:42:36: inhabitants the. The best space possible.  
00:42:36 --> 00:42:39: And here we have a view looking east and you  
00:42:40 --> 00:42:43: kind of get a closer shot of the curtain wall  
00:42:43 --> 00:42:48: black and stainless steel panels and a view from the  
00:42:48 --> 00:42:53: South. And again our DMV below.  
00:42:53 --> 00:42:56: So this was really interesting for us because the city  
00:42:56 --> 00:42:58: had rezoned this street,  
00:42:58 --> 00:43:02: the 125th St into a special purpose district and the  
00:43:02 --> 00:43:06: intention of that was to really encourage affordable units.  
00:43:06 --> 00:43:10: Amenities for the community. Visual performing arts.  
00:43:10 --> 00:43:14: And for us we were fortunate to partner with Blumenfeld  
00:43:14 --> 00:43:18: Development Group because they are developer who has  
worked in  
00:43:18 --> 00:43:21: this area in the past and they're one of the  
00:43:21 --> 00:43:26: first developers to incorporate those initiatives in this slide.  
00:43:26 --> 00:43:33: Here we've got our. Superstructure under construction  
against the adjacent  
00:43:33 --> 00:43:34: building next.  
00:43:34 --> 00:43:37: And we're almost topping out in this image,  
00:43:37 --> 00:43:40: so I love these images because it gives you a  
00:43:40 --> 00:43:43: real sense of how the the geometry was created.  
00:43:43 --> 00:43:48: So at the ground level we have essentially a rectangular  
00:43:48 --> 00:43:49: slab,  
00:43:49 --> 00:43:51: and as you go up the building,  
00:43:51 --> 00:43:55: the slab edge increasingly curves as you get to the  
00:43:55 --> 00:43:55: top,  
00:43:55 --> 00:43:57: so it's it's a simple play with the geometry,  
00:43:57 --> 00:44:02: but creates that sloping structure which you can see here  
00:44:02 --> 00:44:03: in the the facade.  
00:44:03 --> 00:44:08: Gonna look at the front entry facade along 125th 26th  
00:44:08 --> 00:44:08: St.  
00:44:08 --> 00:44:13: Excuse me at and when we were thinking about the.

00:44:13 --> 00:44:16: Interior of the building and how we would design that  
00:44:16 --> 00:44:19: we really worked with the community and and looked at  
00:44:19 --> 00:44:22: examples of precedent in the neighborhood.  
00:44:22 --> 00:44:25: So in East Harlem we have a lot of influence  
00:44:25 --> 00:44:28: from the Puerto Rican and Caribbean Community.  
00:44:28 --> 00:44:33: We've got some beautiful murals throughout the area that we  
00:44:33 --> 00:44:36: referenced within the design next.  
00:44:36 --> 00:44:41: So our entry vestibule is bringing that vibrancy into the  
00:44:41 --> 00:44:42: lobby next.  
00:44:45 --> 00:44:49: And then through into our elevator lobby next.  
00:44:49 --> 00:44:51: And then as we go up to the apartments,  
00:44:51 --> 00:44:57: we've. Adjusted to a more neutral background and palette for  
00:44:57 --> 00:45:02: the tenants so that we're focusing on the views.  
00:45:02 --> 00:45:03: And then the key here really was.  
00:45:03 --> 00:45:05: We have market rate units in this building,  
00:45:05 --> 00:45:08: but we also have a significant portion that's affordable and  
00:45:08 --> 00:45:11: we wanted to make sure that the affordable units were  
00:45:11 --> 00:45:14: at the same level of finishes and experience as the  
00:45:14 --> 00:45:17: market rate. This is one of our units on this  
00:45:17 --> 00:45:21: southern end of the building and we've got views back  
00:45:21 --> 00:45:24: to the skyline in Central Park and you know this  
00:45:25 --> 00:45:29: is a rental building and we've got a significant amount  
00:45:29 --> 00:45:33: of amenities for our tenants so we've got a coworking  
00:45:33 --> 00:45:33: space,  
00:45:33 --> 00:45:38: A kitchen for cooking classes or entertaining next.  
00:45:38 --> 00:45:45: Fitness area. Lounge next. And our spa.  
00:45:45 --> 00:45:47: So coming up to the the roof.  
00:45:47 --> 00:45:51: We have an outdoor movie theater.  
00:45:51 --> 00:45:54: We've got whirlpools, barbecue areas,  
00:45:54 --> 00:45:59: and a swimming pool, and this is definitely become  
something  
00:45:59 --> 00:46:00: that is more.  
00:46:00 --> 00:46:04: Important for for everyone during COVID.  
00:46:04 --> 00:46:08: And then that connection back to this guideline.  
00:46:08 --> 00:46:12: So I've included a few plans that are ground floor  
00:46:12 --> 00:46:12: plan.  
00:46:12 --> 00:46:15: We've got the nursing school entrance on the left and  
00:46:15 --> 00:46:15: in the middle.  
00:46:15 --> 00:46:18: We have the lobby entrance and loading on the right  
00:46:18 --> 00:46:21: and our existing building is at that level and then  
00:46:22 --> 00:46:23: when we go to the next plan.  
00:46:25 --> 00:46:27: Up to the third floor,

00:46:27 --> 00:46:30: we've got residential on that level and then we have  
00:46:30 --> 00:46:34: a gallery space that's separating the existing building and the  
00:46:34 --> 00:46:35: new and then on the 6th floor.  
00:46:35 --> 00:46:39: That's where we extend across the existing building and  
come  
00:46:39 --> 00:46:41: all residential.  
00:46:41 --> 00:46:43: And so here you see that gallery space in the  
00:46:43 --> 00:46:44: center of the section.  
00:46:44 --> 00:46:48: So that's bringing in daylight for the amenity spaces,  
00:46:48 --> 00:46:51: but also providing a physical connection for the nursing  
school  
00:46:51 --> 00:46:53: so they can move between the two floors.  
00:46:53 --> 00:46:55: And they have natural daylight coming in,  
00:46:55 --> 00:46:59: despite the fact that there is a cantilever in building  
00:46:59 --> 00:47:03: above and a glimpse into the simulation hospital that Mount  
00:47:03 --> 00:47:03: Sinai has.  
00:47:03 --> 00:47:07: Here we were. We were thrilled to have them come  
00:47:07 --> 00:47:09: in where we could.  
00:47:09 --> 00:47:11: Provide these spaces have a different use in the building,  
00:47:11 --> 00:47:15: but then still have the full day letting from the  
00:47:16 --> 00:47:18: floor to ceiling glass windows.  
00:47:18 --> 00:47:21: And lastly, Mount Sinai has.  
00:47:21 --> 00:47:25: Start a program for students from the neighborhood to bring  
00:47:25 --> 00:47:28: the community back into those spaces and allow them to  
00:47:29 --> 00:47:32: see if nursing is is something they want to pursue  
00:47:32 --> 00:47:34: in the future. I just wanted to say thanks again  
00:47:34 --> 00:47:37: and it was a pleasure sharing the project with you.  
00:47:37 --> 00:47:37: Thank  
00:47:37 --> 00:47:39: you so much and now I will turn it over  
00:47:39 --> 00:47:42: to Victor to finish us off talking about the Saint  
00:47:42 --> 00:47:43: John in San Antonio,  
00:47:43 --> 00:47:44: TX.  
00:47:45 --> 00:47:47: Good afternoon and thank you.  
00:47:47 --> 00:47:48: What I wanted to do.  
00:47:48 --> 00:47:50: Before you do the video is I wanted to put  
00:47:50 --> 00:47:53: this in context real quickly and but I wanted to  
00:47:53 --> 00:47:55: start off by saying I really want to thank you  
00:47:55 --> 00:47:58: alive for this presentation and the participants watching it.  
00:47:58 --> 00:48:00: Jack Kemp Award is very important.  
00:48:00 --> 00:48:03: You've seen the variety of projects that have been presented  
00:48:03 --> 00:48:05: and ours is going to be very very different from  
00:48:05 --> 00:48:05: the rest.  
00:48:05 --> 00:48:07: That's the way it's been for all of them.

00:48:07 --> 00:48:08: A lot of creativity, a lot of uses,  
00:48:08 --> 00:48:11: a lot of collaboration, and the Jack Kemp Award highlights  
00:48:11 --> 00:48:12: that.  
00:48:12 --> 00:48:13: But for the the winners,  
00:48:13 --> 00:48:15: there's dozens of people that that.  
00:48:15 --> 00:48:18: Could have one so I I think it's just great  
00:48:18 --> 00:48:21: that you allies continue to focus on this.  
00:48:21 --> 00:48:22: So let me real quickly.  
00:48:22 --> 00:48:23: I know we're running out of time.  
00:48:23 --> 00:48:26: Let me focus on the the project.  
00:48:26 --> 00:48:27: It's a 14 acre site,  
00:48:27 --> 00:48:31: very large but it came with a set of issues.  
00:48:31 --> 00:48:35: The red roofs is our project includes historic as well  
00:48:35 --> 00:48:39: as brand new structures and you look to the north  
00:48:39 --> 00:48:41: or to the off the horizon.  
00:48:41 --> 00:48:44: You'll see downtown San Antonio which is a couple of  
00:48:44 --> 00:48:44: miles away.  
00:48:44 --> 00:48:46: The River San Antonio River is.  
00:48:46 --> 00:48:50: Following a route that goes from downtown to the red  
00:48:50 --> 00:48:52: structure just north of our project,  
00:48:52 --> 00:48:54: along the left hand side of the picture there.  
00:48:54 --> 00:48:58: But what makes this project a little bit difficult was  
00:48:58 --> 00:49:00: this is a 300 year old neighborhood.  
00:49:00 --> 00:49:03: But it's also been a neglected neighborhood in many ways  
00:49:03 --> 00:49:06: right across the street from this project is a juvenile  
00:49:06 --> 00:49:07: detention center.  
00:49:07 --> 00:49:11: To the left is the local utilities very large utility  
00:49:11 --> 00:49:12: yard.  
00:49:12 --> 00:49:15: You have a major freeway that blocks off this neighborhood,  
00:49:15 --> 00:49:17: and so it's it's a.  
00:49:17 --> 00:49:18: It's a very good neighborhood,  
00:49:18 --> 00:49:20: but it's also a poor neighborhood.  
00:49:20 --> 00:49:21: If you go to the next picture,  
00:49:21 --> 00:49:24: I want to put this in context for the video  
00:49:24 --> 00:49:25: adjacent to our project.  
00:49:25 --> 00:49:28: The the red roofs, the left of us are the  
00:49:28 --> 00:49:31: there's three historic structures on this site.  
00:49:31 --> 00:49:34: And that is a 300 year old mission.  
00:49:34 --> 00:49:38: That's mission Concepcion. The missions in San Antonio  
00:49:38 --> 00:49:40: have a  
00:49:38 --> 00:49:40: lot of activities.  
00:49:40 --> 00:49:43: They're active churches. They're part of the National Park

Service.

00:49:43 --> 00:49:46: They're they're beautiful assets. And if you look to the  
00:49:46 --> 00:49:48: green area to the bottom left hand side of the  
00:49:48 --> 00:49:48: picture,  
00:49:48 --> 00:49:52: there that is 1/3 of our side is composed of  
00:49:52 --> 00:49:56: all that green area there that is all world UNESCO  
00:49:56 --> 00:49:59: World Heritage Site non developable land.  
00:49:59 --> 00:50:03: So there's a lot that came into this project.  
00:50:03 --> 00:50:04: Now, one thing we wanted to do,  
00:50:04 --> 00:50:07: which I think Josh brought up and that this is  
00:50:08 --> 00:50:10: a collaboration of a lot of Community,  
00:50:10 --> 00:50:14: neighborhood groups and participants. We were not able to  
have  
00:50:14 --> 00:50:16: a grand opening because of COVID,  
00:50:16 --> 00:50:17: so we did a video.  
00:50:17 --> 00:50:20: So Rosie, if you do the first one minute 35  
00:50:20 --> 00:50:23: seconds it puts all this in context better than I  
00:50:23 --> 00:50:23: can.  
00:50:29 --> 00:50:34: On these sacred grounds, generations have shared a cultural  
and  
00:50:34 --> 00:50:36: historical legacy.  
00:50:36 --> 00:50:37: That continues  
00:50:37 --> 00:50:38: to evolve.  
00:50:38 --> 00:50:40: Through the transformation  
00:50:40 --> 00:50:44: of the physical space, the environment and the spirit that  
00:50:44 --> 00:50:46: define our community,  
00:50:46 --> 00:50:51: our city, indeed, an entire region of the United States  
00:50:51 --> 00:50:55: exemplifying the best of our proud history and  
00:50:56 --> 00:50:57: our aspirational  
00:50:57 --> 00:50:57: future.  
00:50:58 --> 00:51:01: The Saint John Apartments is a one of a kind  
00:51:02 --> 00:51:05: adaptive use project on the side of the former Saint  
00:51:06 --> 00:51:07: John Seminary College,  
00:51:07 --> 00:51:11: now home to 228. Affordable,  
00:51:11 --> 00:51:16: high quality apartments within walking distance of the San  
Antonio  
00:51:16 --> 00:51:21: Riverwalk as well as adjacent to employment and  
commercial centers  
00:51:21 --> 00:51:22: nearby.  
00:51:22 --> 00:51:27: It is also uniquely part of the UNESCO World Heritage  
00:51:27 --> 00:51:27: Site,  
00:51:27 --> 00:51:31: including the historic mission conception,  
00:51:31 --> 00:51:37: whose archaeological mapping and preservation created

both challenges and opportunities

00:51:38 --> 00:51:43: to preserve a site with major historical and cultural significance,

00:51:43 --> 00:51:48: while also delivering a high quality of affordable development that

00:51:48 --> 00:51:49: is already

00:51:50 --> 00:51:51: acting as a catalyst.

00:51:51 --> 00:51:52: For

00:51:52 --> 00:51:57: economic growth and economic mobility for San Antonio's diverse populations.

00:51:58 --> 00:52:02: Thank you, Rosie. If we can go to that first

00:52:02 --> 00:52:02: slide,

00:52:02 --> 00:52:05: I'm going to just focus on some high level stuff

00:52:05 --> 00:52:07: here and could answer questions and I'll be available by

00:52:07 --> 00:52:08: email.

00:52:08 --> 00:52:10: If people have more specific questions.

00:52:10 --> 00:52:12: I want to focus on the the the team that

00:52:12 --> 00:52:13: made this happen,

00:52:13 --> 00:52:15: but I want to start with what we had as

00:52:15 --> 00:52:16: our objectives.

00:52:16 --> 00:52:18: We wanted an affordable project.

00:52:18 --> 00:52:21: Like I said, we did not want to.

00:52:21 --> 00:52:24: Impact this neighborhood too much with too high rents so

00:52:24 --> 00:52:26: the majority of these units are affordable.

00:52:26 --> 00:52:28: There are 52 market rate rents and we wanted that

00:52:28 --> 00:52:31: also because we wanted it to begin to transition.

00:52:31 --> 00:52:34: It has been of course for 300 years so it's

00:52:34 --> 00:52:37: seen a lot of ups and downs so key part

00:52:37 --> 00:52:41: of this especially in San Antonio is preservation and there's

00:52:41 --> 00:52:45: a lot of issues that we're preserving the neighborhood long

00:52:45 --> 00:52:46: history there.

00:52:46 --> 00:52:49: The architecture you you saw two or three aspects of

00:52:49 --> 00:52:50: it.

00:52:50 --> 00:52:51: The cemeteries over 100 years old.

00:52:51 --> 00:52:55: Commissions over 300 years old archaeology we we can't dig

00:52:55 --> 00:52:59: the majority of our site without an archaeologist being their

00:52:59 --> 00:53:00: own site,

00:53:00 --> 00:53:03: so it's it's a very.

00:53:03 --> 00:53:08: Important site that we preserve sections for future study culture.

00:53:08 --> 00:53:11: This is primarily Latino neighborhood,

00:53:11 --> 00:53:13: but it's also a very religious neighborhood.

00:53:13 --> 00:53:15: A lot of older folks,  
00:53:15 --> 00:53:16: and when I say religious,  
00:53:16 --> 00:53:19: it's not just Catholicism, though that is the the the  
00:53:19 --> 00:53:19: what.  
00:53:19 --> 00:53:22: It called the Michigan Shun.  
00:53:22 --> 00:53:25: There was one photo showed a new church going right  
00:53:25 --> 00:53:28: next to us so you have a lot of activity  
00:53:28 --> 00:53:30: that's family based.  
00:53:30 --> 00:53:33: That's religious. Based in this neighborhood.  
00:53:33 --> 00:53:36: Then lifestyle. Most people live outdoors.  
00:53:36 --> 00:53:39: Here we have a 50 mile linear park that goes  
00:53:39 --> 00:53:42: from downtown to the the mission spot,  
00:53:42 --> 00:53:45: which is the very South and it follows the Sanctuary  
00:53:45 --> 00:53:45: river,  
00:53:45 --> 00:53:48: which is basically right in front of this project.  
00:53:48 --> 00:53:50: A short distance through a very very nice park we  
00:53:51 --> 00:53:52: have and I bike it all the time.  
00:53:52 --> 00:53:56: It's a great great linear park.  
00:53:56 --> 00:53:57: These are the historic parcels.  
00:53:57 --> 00:53:59: These are about 100 years old.  
00:53:59 --> 00:54:02: You see that they created a very unique feel to  
00:54:02 --> 00:54:03: it again,  
00:54:03 --> 00:54:05: as opposed to being in New York City.  
00:54:05 --> 00:54:07: There is a lot of space here,  
00:54:07 --> 00:54:08: maybe a little too much,  
00:54:08 --> 00:54:11: but that's the nature of who we had to develop.  
00:54:11 --> 00:54:14: These units had been abandoned for about 25 years that  
00:54:14 --> 00:54:17: there's efforts to there's two or three efforts to burn  
00:54:17 --> 00:54:17: them down.  
00:54:17 --> 00:54:21: Arsons. There was a lot of drugs going on here,  
00:54:21 --> 00:54:24: so the neighborhood was really not happy.  
00:54:24 --> 00:54:26: The archdiocese did not have the money to develop a  
00:54:26 --> 00:54:26: site.  
00:54:26 --> 00:54:29: This big the really the only use that made sense  
00:54:29 --> 00:54:32: was an affordable Lightech historic project.  
00:54:32 --> 00:54:37: Which is was this gives you a sense of some  
00:54:37 --> 00:54:39: of the historic.  
00:54:39 --> 00:54:41: Units, again, the majority of affordable,  
00:54:41 --> 00:54:43: so this could be an affordable unit.  
00:54:43 --> 00:54:44: I'm not sure which one this is exactly,  
00:54:44 --> 00:54:46: but that gives you a sense of the feel of  
00:54:47 --> 00:54:47: those units.

00:54:47 --> 00:54:50: Challenges. OK, basically yeah, minor detail.  
00:54:50 --> 00:54:52: 300 year old poor neighborhood with that.  
00:54:52 --> 00:54:56: Not seen any development for many many years.  
00:54:56 --> 00:54:58: Lot of public participation again.  
00:54:58 --> 00:55:01: Josh pointed out earlier that that was critical to success  
00:55:01 --> 00:55:03: when we first started this project.  
00:55:03 --> 00:55:05: A lot of people were skeptical by the time we  
00:55:05 --> 00:55:06: got to the grand opening,  
00:55:06 --> 00:55:09: which we had to do virtually.  
00:55:09 --> 00:55:10: People were behind us 100%  
00:55:10 --> 00:55:12: and it made a huge difference.  
00:55:12 --> 00:55:16: Institutional participation. I'll go to that very end of this  
00:55:16 --> 00:55:20: presentation and then basically a historic adaptive reuse  
development on  
00:55:20 --> 00:55:22: a UNESCO World Heritage site.  
00:55:22 --> 00:55:24: When we started the project had not been classified by  
00:55:24 --> 00:55:26: UNESCO World Heritage Site,  
00:55:26 --> 00:55:28: but halfway through our process it became a World Heritage  
00:55:29 --> 00:55:29: Site.  
00:55:29 --> 00:55:31: So we decided to comply with their rules,  
00:55:31 --> 00:55:33: which we were fortunately able to do,  
00:55:33 --> 00:55:36: and so we retrofitted the project a little bit to  
00:55:37 --> 00:55:39: make sure that we are compliant with.  
00:55:39 --> 00:55:42: There are rules, and then as we've all experienced,  
00:55:42 --> 00:55:44: the pandemic hit us right.  
00:55:44 --> 00:55:48: We began leasing up and our area market rate multifamily  
00:55:48 --> 00:55:48: units.  
00:55:48 --> 00:55:53: Basically the market collapsed. Since this is a transitional  
neighborhood  
00:55:53 --> 00:55:55: and we had to deal with that and again we're  
00:55:56 --> 00:55:56: 100%  
00:55:56 --> 00:55:59: leased up now, so we've survived that challenge,  
00:55:59 --> 00:56:01: but again, it was one more challenge.  
00:56:01 --> 00:56:05: Again, we all have different designs for a common areas.  
00:56:05 --> 00:56:07: This was the old auditorium for the seven area,  
00:56:07 --> 00:56:11: so we can we combine it into a.  
00:56:11 --> 00:56:14: A leasing office, a gym and it's behind the glass  
00:56:14 --> 00:56:15: wall there.  
00:56:15 --> 00:56:16: There's a screen that comes down,  
00:56:16 --> 00:56:19: so it's a theater and it's also a common area,  
00:56:19 --> 00:56:20: so it's a very nice open,  
00:56:20 --> 00:56:24: pleasant, very brightly lit area,

00:56:24 --> 00:56:27: and this is what I really wanted to focus on.  
00:56:27 --> 00:56:31: Again, I said earlier that this site was very unique  
00:56:31 --> 00:56:33: for a lot of reasons it would not.  
00:56:33 --> 00:56:36: It could not be developed into very much more uses.  
00:56:36 --> 00:56:41: Everybody else wanted it to be a another tourist location  
00:56:41 --> 00:56:43: in terms of convention.  
00:56:43 --> 00:56:46: Meeting Space, San Antonio has a lot of that already,  
00:56:46 --> 00:56:47: that's that didn't make sense.  
00:56:47 --> 00:56:50: The archdiocese had no use for this and didn't have  
00:56:50 --> 00:56:51: the funds.  
00:56:51 --> 00:56:53: It wasn't a priority for them to develop the site  
00:56:53 --> 00:56:54: historically,  
00:56:54 --> 00:56:57: and so they didn't. They were looking for a solution.  
00:56:57 --> 00:56:58: This site has been owned.  
00:56:58 --> 00:57:02: Basically it's it's been the site of indigenous populations for  
00:57:02 --> 00:57:03: thousands of years,  
00:57:03 --> 00:57:07: 'cause the water. But there's been only two land owners  
00:57:07 --> 00:57:11: here that since the the the Spaniards showed up,  
00:57:11 --> 00:57:13: it's the King of Spain and then the archdiocese,  
00:57:13 --> 00:57:16: San Antonio. These are landlord the sentiment Housing Trust  
is  
00:57:16 --> 00:57:18: a key partner here in San Antonio.  
00:57:18 --> 00:57:21: Without a nonprofit structure, you really can't make the  
numbers  
00:57:21 --> 00:57:24: work and they've been very instrumental in helping us do  
00:57:25 --> 00:57:26: the right things here.  
00:57:26 --> 00:57:29: The neighborhood associations and the Sentry Conservation  
Society were not  
00:57:29 --> 00:57:30: our enemy,  
00:57:30 --> 00:57:32: they're our allies. We went in there and we had.  
00:57:32 --> 00:57:34: We knew we had to win them over.  
00:57:34 --> 00:57:37: We had a listen and apply what we could.  
00:57:37 --> 00:57:38: Not everything is possible but everything.  
00:57:38 --> 00:57:43: We respected their opinions. We highlighted their additions  
and we  
00:57:43 --> 00:57:44: explained.  
00:57:44 --> 00:57:47: Well, we could do certain things as a sign of  
00:57:47 --> 00:57:51: respect and and moved on the sanitary state of office  
00:57:51 --> 00:57:52: preservation,  
00:57:52 --> 00:57:55: the History, Historic review of the State of Texas.  
00:57:55 --> 00:57:58: Then you got into some very unique stuff.  
00:57:58 --> 00:58:00: As part of the national parks that we actually had  
00:58:00 --> 00:58:03: to go to the secretary interior for a couple of

00:58:03 --> 00:58:04: signatures on this project.  
00:58:04 --> 00:58:06: While we didn't have to go UNESCO for a lot  
00:58:06 --> 00:58:07: of signatures,  
00:58:07 --> 00:58:09: we did have to make sure we complied.  
00:58:09 --> 00:58:11: And then we had all the financial partners which were  
00:58:11 --> 00:58:14: looking over our shoulder from the construction lender to Litic  
00:58:14 --> 00:58:15: historic tax equity,  
00:58:15 --> 00:58:19: credit partners and the last part is we had to  
00:58:19 --> 00:58:22: adjust because of COVID into a HUD structure,  
00:58:22 --> 00:58:23: which is where we're going now.  
00:58:23 --> 00:58:27: So again for San Antonio.  
00:58:27 --> 00:58:30: The Mission DG Partners were very proud that we are  
00:58:31 --> 00:58:34: partners in a project that hopefully will add live to  
00:58:34 --> 00:58:37: this neighborhood for at least another 100 years.  
00:58:37 --> 00:58:40: And our do our part for the neighborhood will survive  
00:58:40 --> 00:58:41: without us,  
00:58:41 --> 00:58:43: but clearly we want to add our part to this.  
00:58:43 --> 00:58:44: So I want to thank you all.  
00:58:44 --> 00:58:46: But again, I want to thank you all.  
00:58:46 --> 00:58:47: I the check camp award,  
00:58:47 --> 00:58:50: all the projects seen today are unique and their own  
00:58:50 --> 00:58:53: way and have one thing in common that is making  
00:58:53 --> 00:58:54: affordable housing a reality.  
00:58:55 --> 00:58:57: Thanks so much Victor and thank you to all of  
00:58:57 --> 00:58:57: our speakers.  
00:58:57 --> 00:59:00: I think we've had a few Q&A in the box  
00:59:00 --> 00:59:03: that have been answered by our panelists as we've gone  
00:59:03 --> 00:59:03: along.  
00:59:03 --> 00:59:06: I will just talk a little bit about our 2022  
00:59:06 --> 00:59:07: award to give.  
00:59:07 --> 00:59:10: Are there some time to put any questions in before  
00:59:10 --> 00:59:11: we sign off?  
00:59:11 --> 00:59:14: I know where I'm already past 3:00 o'clock so don't  
00:59:14 --> 00:59:16: wanna take too much more time.  
00:59:16 --> 00:59:19: Let me see if I can just go ahead to  
00:59:19 --> 00:59:20: my.  
00:59:20 --> 00:59:23: So just to announce our we are accepting submissions for  
00:59:23 --> 00:59:25: the 2022 awards program.  
00:59:25 --> 00:59:27: So if you have developments,  
00:59:27 --> 00:59:31: we have a second award now for developments.  
00:59:31 --> 00:59:32: So we have the Jack Kemp Award,  
00:59:32 --> 00:59:35: which we're all the winners we feature today.

00:59:35 --> 00:59:38: That award is shifting a bit for 2022 and that  
00:59:38 --> 00:59:43: we will be really focusing just on middle income  
developments  
00:59:43 --> 00:59:48: and our center award for innovation in tambol housing is  
00:59:48 --> 00:59:50: there to capture the other.  
00:59:50 --> 00:59:55: Affordability interventions so mixing come lightech  
developments.  
00:59:55 --> 00:59:59: We've just separated them into two different awards so.  
00:59:59 --> 01:00:00: To be on the lookout for that,  
01:00:00 --> 01:00:04: we have the criteria and more information on the link  
01:00:04 --> 01:00:07: that Jane just put in the chat.  
01:00:07 --> 01:00:09: We also have our bed see Larson housing Policy Leadership  
01:00:09 --> 01:00:11: Award that is for state and local governments,  
01:00:11 --> 01:00:15: so any public policies or programs that are expanding  
affordable  
01:00:16 --> 01:00:17: housing opportunities.  
01:00:17 --> 01:00:19: That's for those folks to apply to and we are  
01:00:20 --> 01:00:22: this year we're accepting nominations.  
01:00:22 --> 01:00:25: So if you're on the phone and you have a  
01:00:25 --> 01:00:30: great state financing program that's been enacted.  
01:00:30 --> 01:00:33: For your local city, is doing something really neat and  
01:00:34 --> 01:00:34: innovative.  
01:00:34 --> 01:00:36: You can nominate them by going to the link that  
01:00:37 --> 01:00:38: Jane put in the chat.  
01:00:38 --> 01:00:40: That's also on this slide.  
01:00:40 --> 01:00:42: And finally we are meeting in March 8th through 9th  
01:00:42 --> 01:00:45: in Atlanta for the Housing Opportunity Conference.  
01:00:45 --> 01:00:47: This is our annual conference.  
01:00:47 --> 01:00:50: All things housing for from you lie.  
01:00:50 --> 01:00:51: We hope to see you there.  
01:00:51 --> 01:00:54: There is also a digital ticket for those who cannot  
01:00:55 --> 01:00:55: travel,  
01:00:55 --> 01:00:58: so we hope to see some of the folks on  
01:00:58 --> 01:00:59: the line today.  
01:00:59 --> 01:01:02: There and. With that I don't see any questions which  
01:01:02 --> 01:01:05: is great and thank you to those who answered the  
01:01:05 --> 01:01:07: ones that were in the Q&A box.  
01:01:07 --> 01:01:10: Again, this was recorded. We will send this around to  
01:01:11 --> 01:01:14: everybody in a couple weeks and thank you so much  
01:01:14 --> 01:01:15: to all of our panelists.  
01:01:15 --> 01:01:18: As you can see, our awards captures some pretty neat  
01:01:18 --> 01:01:20: projects happening around the country.  
01:01:20 --> 01:01:24: Everything from super unique design in Harlem to a

## UNESCO

**01:01:24 --> 01:01:29:** World Heritage site and really important and impactful services for

**01:01:29 --> 01:01:30:** youth.

**01:01:30 --> 01:01:32:** Experiencing homelessness, I mean you guys have.

**01:01:32 --> 01:01:34:** Done it all. It's truly inspiring to see.

**01:01:34 --> 01:01:38:** So thank you for talking about them and sharing your projects with us.

**01:01:38 --> 01:01:39:** I hope everyone has a wonderful weekend.

**01:01:39 --> 01:01:43:** We hope to see you in our next webinar.

**01:01:43 --> 01:01:45:** More information to come soon.

**01:01:45 --> 01:01:46:** Have a good one.

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