

# 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 --> 00:04:39: This is a boulder that was actually dug up on  
00:04:39 --> 00:04:40: site.  
00:04:40 --> 00:04:43: The art was done with a local native artist with  
00:04:43 --> 00:04:47: the local tribe.  
00:04:47 --> 00:04:48: We've got safety and security or paramount throughout.  
00:04:48 --> 00:04:48: You can see centrally located lobby area as well as  
00:04:48 --> 00:04:48: 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: Easy to clean. Being able to use some of these common areas during COVID has been really important and keeping

00:05:46 --> 00:05:50:

00:05:50 --> 00:05:55: everybody separated safe and still using the space as effectively

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

00:05:59 --> 00:06:00: prior to COVID,

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: There's a picture of the units in the Middle Middle center and then middle bottom,

00:06:09 --> 00:06:11:

00:06:11 --> 00:06:14: and then the Community room on the top right.

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

00:06:16 --> 00:06:19:

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  
 00:09:32 --> 00:09:34: on the bottom right and that leads to a basement  
 00:09:34 --> 00:09:36: that has all the utilities down there.  
 00:09:36 --> 00:09:38: So when the meter needs to get checked,  
 00:09:38 --> 00:09:41: they don't have to bother the youth.  
 00:09:41 --> 00:09:44: It's a very vulnerable, vulnerable population,  
 00:09:44 --> 00:09:46: and so maintaining that separation is really important.  
 00:09:46 --> 00:09:48: Even with the way that the buildings.  
 00:09:48 --> 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 serving

00:12:53 --> 00:12:53: 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 residential,

00:13:02 --> 00:13:04: 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 pathway and

00:17:10 --> 00:17:11: converging streets.

00:17:11 --> 00:17:16: And as mentioned earlier, the ARCPY prioritized this catalytic potential,

00:17:16 --> 00:17:19: and so the inclusion of this commercial space was a

00:17:19 --> 00:17:21: key component of the project.

00:17:21 --> 00:17:23: 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 just

00:17:38 --> 00:17:41: 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 partners,

00:17:46 --> 00:17:52: CCC can also reimburse for the construction of public improvements.

00:17:52 --> 00:17:56: Streetscapes and utility upgrades in the right of way so

00:17:56 --> 00:18:00: this reimbursement can also offset development costs as a quick

00:18:00 --> 00:18:01: ballpark.

00:18:01 --> 00:18:06: Numbers for this project. The reuse value was a negative

00:18:06 --> 00:18:11: \$1.2 million by being able to discount the land for

00:18:11 --> 00:18:18: approximately a \$679,000 and reimburse public improvements of 318,000.

00:18:18 --> 00:18:22: The net negative value of the project after those reimbursements

00:18:22 --> 00:18:23: was 163,000.

00:18:23 --> 00:18:27: So obviously this also included Equity Partners who are willing

00:18:27 --> 00:18:31: to take lower returns due to the non economic impacts

00:18:31 --> 00:18:32: for the Community,

00:18:32 --> 00:18:36: which was also a key component of the project success.

00:18:36 --> 00:18:39: This is something that I shared with the ash and

00:18:39 --> 00:18:40: river jury.

00:18:40 --> 00:18:44: It's just a quick time lapse video of the pioneer

00:18:44 --> 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  
00:22:19 --> 00:22:20: for the elderly.  
00:22:20 --> 00:22:21: So so our project the the one that we're talking  
00:22:21 --> 00:22:22: about.  
00:22:22 --> 00:22:23: I mean I'm showing the other one so you can  
00:22:23 --> 00:22:24: see the the same type of project replicated throughout Puerto  
00:22:24 --> 00:22:25: Rico but but this project,  
00:22:25 --> 00:22:26: the Bayshore Villas community is a comprehensive  
00:22:26 --> 00:22:27: 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

00:24:05 --> 00:24:08: rates  
 00:24:08 --> 00:24:11: with different government programs with subsidies.  
 00:24:12 --> 00:24:12: Dosing integrating people from different walks of life into one  
 00:24:12 --> 00:24:16: community.  
 00:24:16 --> 00:24:17: That fellow market rate standards and high levels of quality  
 00:24:17 --> 00:24:23: in design,  
 00:24:23 --> 00:24:28: construction and operation pleasure realize a mixed finance  
 00:24:28 --> 00:24:32: development.  
 00:24:32 --> 00:24:33: 41.3 million were invested and this realization.  
 00:24:33 --> 00:24:36: It basically was made possible through this private and public  
 00:24:36 --> 00:24:37: sector alliances.  
 00:24:37 --> 00:24:39: Sources of funding, including equity from from light,  
 00:24:39 --> 00:24:42: low income, housing, tax credits,  
 00:24:42 --> 00:24:44: capital funds and federal grants.  
 00:24:44 --> 00:24:47: Next slide, please. And how do we start?  
 00:24:47 --> 00:24:50: We start by asking not what we can build,  
 00:24:50 --> 00:24:54: but who are we building it for?  
 00:24:54 --> 00:24:57: What are their needs, desires and dreams as strategy was  
 00:24:57 --> 00:25:00: to think about a holistic concept where the community is  
 00:25:00 --> 00:25:05: integrated for his well being and for everyone to drive  
 00:25:05 --> 00:25:07: public housing projects like the former portete era.  
 00:25:07 --> 00:25:10: Who's fully enclosed inward looking building design in by the  
 00:25:10 --> 00:25:12: comparisons to jails.  
 00:25:12 --> 00:25:16: As you can see on the right is exact configuration  
 00:25:16 --> 00:25:19: with no relationships to the surrounding blocks,  
 00:25:19 --> 00:25:23: blocks, blocks, existing roads in a closed development that  
 00:25:23 --> 00:25:25: ended  
 00:25:25 --> 00:25:28: up creating another area of concentrated poverty which  
 00:25:28 --> 00:25:31: became an  
 00:25:31 --> 00:25:34: obstacle to the success of his residents and the  
 00:25:34 --> 00:25:36: redevelopment  
 00:25:36 --> 00:25:39: of the area. Bayshore builders,  
 00:25:39 --> 00:25:39: in contrast, follow best practices in Urban Development  
 00:25:39 --> 00:25:41: where the  
 00:25:41 --> 00:25:44: latch side side was killed down to three blocks.  
 00:25:44 --> 00:25:47: The streets and pedestrian access were reconnected and  
 00:25:47 --> 00:25:49: buildings are  
 00:25:49 --> 00:25:51: looking outwards towards the community,  
 00:25:51 --> 00:25:53: but with secure private access to the interior of each  
 00:25:53 --> 00:25:55: block.  
 00:25:55 --> 00:25:57: By opening the development to the community,  
 00:25:57 --> 00:25:59: you allow integration and you unify.  
 00:25:59 --> 00:26:01: 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 --> 00:32:58: 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

00:33:16 --> 00:33:18: streetcar,

00:33:18 --> 00:33:20: making more walkable community and reducing the need on

00:33:20 --> 00:33:21: on

00:33:21 --> 00:33:24: parking.

00:33:24 --> 00:33:25: Also, we have a big focus on the projects.

00:33:25 --> 00:33:27: Fitness and healthy living. So we've incorporated some amenities there

00:33:27 --> 00:33:31: that you'll see later in the presentation.

00:33:31 --> 00:33:33: Also strengthen families and build community.

00:33:33 --> 00:33:35: I mean, that's the big thing coming in there in an existing community.

00:33:35 --> 00:33:37: We really wanted to make sure that this was for the neighborhood we work closely with our Neighborhood Association to

00:33:37 --> 00:33:38: get their feedback,

00:33:38 --> 00:33:40: make tweaks, and try to create something that would benefit them,

00:33:40 --> 00:33:45: as well as our new the new residents.

00:33:45 --> 00:33:46: So this was our solution.

00:33:46 --> 00:33:48: The setbacks you can see in the retailer really far pushed back.

00:33:48 --> 00:33:49: You could not repeat that today and so we felt

00:33:49 --> 00:33:52: we could utilize that and and have the site really

00:33:52 --> 00:33:54: maximize its potential and the gas station that had been

00:33:54 --> 00:33:56: kind of abandoned years ago that tanks removed seemed like

00:33:56 --> 00:33:57: a perfect place to put new construction of family affordable

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 Stromp 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  
 00:45:59 --> 00:46:00: 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

00:46:39 --> 00:46:41: 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

00:46:51 --> 00:46:53: 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  
00:49:40 --> 00:49:43: 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 Site,

00:51:27 --> 00:51:27: including the historic mission conception,

00:51:27 --> 00:51:31: whose archaeological mapping and preservation created

00:51:31 --> 00:51:37:

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

00:57:16 --> 00:57:18: is

00:57:18 --> 00:57:21: a key partner here in San Antonio.

00:57:21 --> 00:57:24: Without a nonprofit structure, you really can't make the

00:57:25 --> 00:57:26: numbers

00:57:26 --> 00:57:29: work and they've been very instrumental in helping us do

00:57:29 --> 00:57:30: the right things here.

00:57:30 --> 00:57:32: The neighborhood associations and the Sentry Conservation

00:57:32 --> 00:57:34: Society were not

00:57:34 --> 00:57:37: our enemy,

00:57:37 --> 00:57:38: they're our allies. We went in there and we had.

00:57:38 --> 00:57:43: We knew we had to win them over.

00:57:43 --> 00:57:44: We had a listen and apply what we could.

00:57:44 --> 00:57:47: Not everything is possible but everything.

00:57:47 --> 00:57:51: We respected their opinions. We highlighted their additions

00:57:51 --> 00:57:52: and we

00:57:52 --> 00:57:55: explained.

00:57:55 --> 00:57:58: Well, we could do certain things as a sign of

00:57:58 --> 00:58:00: respect and and moved on the sanitary state of office

00:58:00 --> 00:58:03: preservation,

00:58:03 --> 00:58:04: the History, Historic review of the State of Texas.

00:58:04 --> 00:58:05: Then you got into some very unique stuff.

00:58:05 --> 00:58:06: As part of the national parks that we actually had

00:58:06 --> 00:58:07: 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  
**01:01:38 --> 01:01:39:** projects with us.  
**01:01:39 --> 01:01:43:** I hope everyone has a wonderful weekend.  
**01:01:43 --> 01:01:45:** We hope to see you in our next webinar.  
**01:01:45 --> 01:01:46:** More information to come soon.  
**01:01:46 --> 01:01:47:** Have a good one.

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