How can affordable housing benefit my community?

TUESDAY, OCTOBER 12, 2021
6:00 – 7:30 P.M.
Goals

• Provide current data on households and housing as it relates to affordability
• Explore ways that local governments, individually and collectively, can support new affordable housing production
• Answer questions!
Let’s start with some foundational terms

**Affordability and Cost Burden**

**Housing cost burden** - exists when a household spends more than 30 percent of its available gross monthly income on housing.

**Housing + Transportation cost burden** - housing alone is deemed affordable when consuming no more than 30% of income, the H+T Index incorporates transportation costs—usually a household’s second-largest expense—to show that location-efficient places can be more livable and affordable.
What are the demographic and economic characteristics of the region?

Households: Income and Poverty

Regional household incomes are increasing...but household poverty remains constant

- **Median Household Income**
  - Erie County: $58,121 (+$2,656)
  - Niagara County: $55,522 (+1,081)

- **Household Poverty Rate**
  - 2005-2009: 13.8%
  - 2015-2019: 13.9%
What are the demographic and economic characteristics of the region?

### Households: Tenure

**Homeowners are decreasing (-1,661) while renters are increasing (+11,347)**

<table>
<thead>
<tr>
<th>City</th>
<th>Gained Owners</th>
<th>Lost Owners</th>
<th>Gained Renters</th>
<th>Lost Renters</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amherst (1,094/3,058)</td>
<td></td>
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<tr>
<td>Clarence (1,966/441)</td>
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<tr>
<td>Grand Island (1,085/172)</td>
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<tr>
<td>Hamburg (610/1,350)</td>
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<tr>
<td>Lancaster (1,618/1,036)</td>
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<tr>
<td>Pendleton* (182/0)</td>
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<tr>
<td>Tonawanda (C) (223/476)</td>
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<tr>
<td>West Seneca (580/655)</td>
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<tr>
<td>Wheatfield (487/392)</td>
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</tr>
<tr>
<td></td>
<td>Gained Owners</td>
<td>Lost Owners</td>
<td>Gained Renters</td>
<td>Lost Renters</td>
</tr>
<tr>
<td>Lockport (T) (595/-150)</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>North Tonawanda (282/-371)</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Tonawanda (T) (1026/-58)</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Lost Owners</td>
<td></td>
<td>Lost Renters</td>
<td></td>
</tr>
<tr>
<td>Buffalo (-7,287/-75)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lewiston (-52/-60)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Lost Owners</td>
<td></td>
<td>Lost Renters</td>
<td></td>
</tr>
<tr>
<td>Cheektowaga (-1,796/1,020)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lackawanna (-583/14)</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Lockport (C) (-489/304)</td>
<td></td>
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</tr>
<tr>
<td>Niagara (-237/205)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Niagara Falls (-1,559/192)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Orchard Park (-235/978)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Renters unchanged; Red = net loss in households*
What are the demographic and economic characteristics of the region?

**Housing: Units and Type**

*Single-family units dominate the share of housing units ... and the units produced*

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1, detached</td>
<td>239,386</td>
<td>251,119</td>
<td>64,566</td>
<td>69,755</td>
<td>16,922</td>
<td>5.6%</td>
</tr>
<tr>
<td>1, attached</td>
<td>13,976</td>
<td>12,322</td>
<td>1,633</td>
<td>1,768</td>
<td>-1,519</td>
<td>-9.7%</td>
</tr>
<tr>
<td>2</td>
<td>88,653</td>
<td>77,191</td>
<td>11,271</td>
<td>8,957</td>
<td>-13,776</td>
<td>-13.8%</td>
</tr>
<tr>
<td>3 or 4</td>
<td>26,398</td>
<td>25,484</td>
<td>6,421</td>
<td>5,825</td>
<td>-1,510</td>
<td>-4.6%</td>
</tr>
<tr>
<td>5 to 9</td>
<td>19,445</td>
<td>21,112</td>
<td>4,017</td>
<td>4,146</td>
<td>1,796</td>
<td>7.7%</td>
</tr>
<tr>
<td>10 to 19</td>
<td>9,423</td>
<td>9,380</td>
<td>2,068</td>
<td>2,272</td>
<td>161</td>
<td>1.4%</td>
</tr>
<tr>
<td>20 to 49</td>
<td>6,403</td>
<td>8,552</td>
<td>1,489</td>
<td>1,598</td>
<td>2,258</td>
<td>28.6%</td>
</tr>
<tr>
<td>50 or more</td>
<td>13,252</td>
<td>17,503</td>
<td>2,064</td>
<td>2,479</td>
<td>4,666</td>
<td>30.5%</td>
</tr>
<tr>
<td>Mobile home</td>
<td>6,283</td>
<td>5,644</td>
<td>4,551</td>
<td>3,518</td>
<td>-1,672</td>
<td>-15.4%</td>
</tr>
<tr>
<td>Boat, RV, van, etc.</td>
<td>66</td>
<td>55</td>
<td>32</td>
<td>55</td>
<td>12</td>
<td>12.2%</td>
</tr>
<tr>
<td><strong>TOTAL UNITS</strong></td>
<td><strong>423,285</strong></td>
<td><strong>428,362</strong></td>
<td><strong>98,112</strong></td>
<td><strong>100,373</strong></td>
<td><strong>7,338</strong></td>
<td><strong>1.4%</strong></td>
</tr>
</tbody>
</table>
Location-efficient?

Like many data, we have a city-suburban divide

- County-wide 12.8% of new units were within ¼ mile of a bus stop
- In Buffalo, it was 98.8%
What are the demographic and economic characteristics of the region?

Key Trends and Needs
<table>
<thead>
<tr>
<th>Income Category</th>
<th>Definition Relative to Family-Size Adjusted Area Median Income (AMI)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extremely Low</td>
<td>Family Income &lt;= 30% AMI</td>
</tr>
<tr>
<td>Very Low</td>
<td>Family Income &gt; 30% AMI &lt;= 50% AMI</td>
</tr>
<tr>
<td>Low</td>
<td>Family Income &gt; 50% AMI &lt;= 80% AMI</td>
</tr>
<tr>
<td>Moderate</td>
<td>Family Income &gt; 80% AMI &lt;= 120% AMI</td>
</tr>
<tr>
<td>Medium</td>
<td>Family Income &gt; 120% AMI &lt;= 150% AMI</td>
</tr>
<tr>
<td>High</td>
<td>Family Income &gt; 150% AMI &lt;= 180% AMI</td>
</tr>
<tr>
<td>Very High</td>
<td>Family Income &gt; 180% AMI</td>
</tr>
</tbody>
</table>

Fraction of households that qualify as “Low”, “Very Low”, or “Extremely Low” Income: 47.3%
### Table 15. Household Income Typology

<table>
<thead>
<tr>
<th>Income Category</th>
<th>Definition Relative to Family-Size Adjusted Area Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extremely Low</td>
<td>Family Income &lt;= 30% AMI</td>
</tr>
<tr>
<td>Very Low</td>
<td>30% AMI &gt; Family Income &lt;= 50% AMI</td>
</tr>
<tr>
<td>Low</td>
<td>50% AMI &gt; Family Income &lt;= 80% AMI</td>
</tr>
<tr>
<td>Moderate</td>
<td>80% AMI &gt; Family Income &lt;= 120% AMI</td>
</tr>
<tr>
<td>Medium</td>
<td>120% AMI &gt; Family Income &lt;= 150% AMI</td>
</tr>
<tr>
<td>High</td>
<td>150% AMI &gt; Family Income &lt;= 180% AMI</td>
</tr>
<tr>
<td>Very High</td>
<td>Family Income &gt; 180% AMI</td>
</tr>
</tbody>
</table>

### Figure 13. Buffalo-Niagara Regional Income Distribution
What are the gaps in the current housing market?

Affordability and Cost Burden

Combined, 30.4% of households in the Buffalo-Niagara region (140,626 households) appear to struggle with housing unaffordability.
What are the gaps in the current housing market?

Affordable Housing Supply
Roughly 38,000 households included in this “excess demand” for subsidized units contain persons with disabilities.

*Just for “Extremely Low” and “Very Low” Income Households

<table>
<thead>
<tr>
<th>Geography</th>
<th>Cost-Burdened ELI and VLI Households, Combined</th>
<th>HUD-Subsidized Units</th>
<th>Estimated # of Cost-Burdened ELI and VLI Households in Subsidized Units</th>
<th>% of Area’s Cost-Burdened ELI and VLI Households</th>
<th>Excess Demand/Subsidized Unit Shortfall</th>
</tr>
</thead>
<tbody>
<tr>
<td>PUMA 1101</td>
<td>11,472</td>
<td>3,636</td>
<td>3,066</td>
<td>26.7%</td>
<td>8,406</td>
</tr>
<tr>
<td>PUMA 1102</td>
<td>7,120</td>
<td>1,237</td>
<td>1,114</td>
<td>15.6%</td>
<td>6,006</td>
</tr>
<tr>
<td>PUMA 1201</td>
<td>7,880</td>
<td>1,542</td>
<td>1,379</td>
<td>17.5%</td>
<td>6,501</td>
</tr>
<tr>
<td>PUMA 1202</td>
<td>7,861</td>
<td>2,230</td>
<td>1,993</td>
<td>25.4%</td>
<td>5,868</td>
</tr>
<tr>
<td>PUMA 1203</td>
<td>5,542</td>
<td>533</td>
<td>495</td>
<td>8.9%</td>
<td>5,047</td>
</tr>
<tr>
<td>PUMA 1204</td>
<td>13,708</td>
<td>2,647</td>
<td>2,363</td>
<td>17.2%</td>
<td>11,345</td>
</tr>
<tr>
<td>PUMA 1205</td>
<td>21,391</td>
<td>9,992</td>
<td>8,319</td>
<td>38.9%</td>
<td>13,072</td>
</tr>
<tr>
<td>PUMA 1206</td>
<td>16,196</td>
<td>6,280</td>
<td>5,504</td>
<td>34.0%</td>
<td>10,692</td>
</tr>
<tr>
<td>PUMA 1207</td>
<td>10,228</td>
<td>1,303</td>
<td>1,206</td>
<td>11.8%</td>
<td>9,022</td>
</tr>
<tr>
<td>Buffalo-Niagara, Total*</td>
<td><strong>101,398</strong></td>
<td><strong>29,400</strong></td>
<td><strong>25,439</strong></td>
<td><strong>25.1%</strong></td>
<td><strong>75,959</strong></td>
</tr>
</tbody>
</table>

*Slight differences between totals here and in the region are due to rounding and estimation (see note 85)
Moving Forward - Locally

- Zoning
- Strategic Planning
- Policy Changes and Advocacy
Zoning

• What gets built in our region is predominantly larger single family homes (72.1%) for smaller households further from the urban core
• A critical component of affordable housing development is local zoning
• A zoning ordinance that outlaws or restricts the types of units that are typically affordable are said to be exclusionary
  • Multi-family
  • Micro-units
  • Tiny homes
  • Accessory dwelling units
• Also, explore alternative forms of housing tenure
  • Community Land Trusts
  • Housing Cooperatives

Exclusionary Zoning

“a residential zoning plan whose requirements (such as minimum lot size and house size) have the effect of excluding low-income residents”
Zoning

- **Inclusionary zoning** is also a tool local governments could use to create more affordable units
- IZ requires projects that create new units include a percentage of affordable units
  - Can assist developers with various policy supplements, such as density bonuses, expedited processing, fee reductions, parking reduction
- Locally, Hamburg has an IZ provision in its Fair Housing Law, beginning with new projects in 2018
  - Multi-family structures with 8+ units are required to set aside 10% of the units as affordable
  - The Oaks development, 152 units, has set aside 15 for affordable housing

*Inclusionary Zoning*

“policy that requires developers to build a certain number, or percentage, of affordable units in new or redevelopment projects”
Strategic Planning

• Although zoning is important, building affordable housing into municipal strategic planning efforts is critical
  • Comprehensive plans, for example, should have more than a description of a community’s existing housing stock
• Further, creating a zoning district that permits multi-family units and has an IZ requirement but is nowhere near a bus stop is counterproductive
  • Additionally, housing in walkable neighborhoods is housing in neighborhoods of opportunity
Policy Changes and Advocacy

• Development standards and procedural costs should be reviewed as costly but unnecessary requirements and drawn out review and approval processes increase costs, making projects tougher to pull off
• Also, partnering with local affordable housing developers, adjacent communities, and community stakeholders to advocate and plan for change is important
  • The Amherst-Cheektowaga-Tonawanda (ACT) consortium provides an excellent case study in community cooperation and advocacy
Moving Forward – Collectively

Capacity Building

Research and Strategic Planning

Policy Advocacy and Policy Change
Collective Action

• In our recent works, we have argued that equitable solutions to the affordable housing crisis is more achievable through regional, collective action
  • Push to expand public housing
  • Housing Trust Fund
  • Push for Expanded Public Transit
  • Reform public land management and disposition
• There is a robust ecosystem of organizations that local governments can plug into or engage with
  • LISC
  • PPG
  • NFTA
  • BENLIC
Collective Action

- A **Regional Housing Strategy** and action plan that engages with (sub)regional trends
- That collaborative work should include:
  - Regional Zoning and Development Standards Assessment
  - Inventory of Disability-Accessible Housing
  - Census of Subsidized Housing
  - Conditions Assessments
  - Inventory and Feasibility Analysis of Public-owned Land
  - Geographic Analysis
- Collective effort among Erie County, municipalities, and nonprofit organizations
State of Housing Affordability and How to Support Development

Jason Knight, PhD, AICP | knightjc@buffalostate.edu
PARTNERS IN PROGRESS
HOW AFFORDABLE HOUSING GETS BUILT
• **Section I - Belmont Housing Resources for WNY, Inc.**
  ▪ Corporate Background
  ▪ WNY Footprint

• **Section II - Affordable Housing, The Basics**

• **Section III - Affordable Housing Strategies**
  ▪ Intervention Types - supply side vs. demand side

• **Section IV - Low-Income Housing Tax Credits**
  ▪ Basic Overview
  ▪ 9% Credits vs. 4% Credits

• **Section V - Case Study (Alberta Place Apartments, Amherst, NY)**

• **Section VI - Affordable Housing Barriers**
BELMONT HOUSING RESOURCES FOR WNY, INC. 
NON-PROFIT DEVELOPER, PROPERTY MANAGER & COUNSELING AGENCY

- Founded in 1977 with a focus on Section 8 administration, began developing affordable housing in 1982
- Developed over 2,000 units either as owner-developer or working in partnership with others
- Experience throughout Western New York
- Variety of sites—urban, suburban, rural—both new construction and historic rehabilitation
- Experience with a variety of funding sources and programs (LIHTC (4%/9%), SLIHC, HFA, HOME, HTFC, HUD, FmHA, FHLB)
- Property Management team
WHERE WE ARE THROUGHOUT WNY

- Town of Amherst
- Village of Attica
- City of Buffalo
- Village of Brocton
- Town of Cambria
- Town of Cheektowaga
- Town of Grand Island
- Town of Hamburg
- Town of Lancaster
- City of Niagara Falls
- Town of North Collins
- Town of West Seneca
- Town of Wheatfield
### WOODLAND PLACE
(LANCaster, NY)

- **Role:** Owner & Developer
- **Year Completed:** June 2002
- **Building Type:** New Construction-Senior Apartments
- **Total Units:** 86 units
- **Total Project Cost:** $6,700,000
- **Project Financing:** 4% LIHTC/HFA Bond

### ELIM TOWNHOMES
(BUFFALO, NY)

- **Role:** Owner & Developer
- **Year Completed:** December 2019
- **Building Type:** New Construction-Family Townhomes
- **Total Units:** 30 units
- **Total Project Cost:** $10,700,000
- **Project Financing:** 9% LIHTC
  
  - Buffalo HOME

### ALBERTA PLACE
(AMHERST, NY)

- **Role:** Owner & Developer
- **Year Completed:** February 2021
- **Building Type:** New Construction-Senior Apartments
- **Total Units:** 46 units
- **Total Project Cost:** $12,400,000
- **Project Financing:** 9% LIHTC
  
  - Amherst HOME
Affordable Housing
• By federal definition: Generally defined as housing on which the occupant is paying no more than 30 percent of gross income for housing costs, including utilities (the concept of rent or mortgage burden).

Median Income
• By federal definition: This is a statistical number set at the level where half of all households have income above it and half below it. The U.S. Department of Housing and Urban Development Regional Economist calculates and publishes this median income data annually in the Federal Register.

Erie County Median Income (2021, Family of 4): $78,900
**Fair Market Rents**

- By federal definition: Fair Market Rent is generally calculated as the 40th percentile of gross rents for regular, standard quality units in a local housing market. This excludes low-quality units, already subsidized units, and units that have been built in the last 2 years.

**The FY 2022 Buffalo-Cheektowaga-Niagara Falls, NY MSA FMRs for All Bedroom Sizes**

<table>
<thead>
<tr>
<th></th>
<th>Efficiency</th>
<th>One-Bedroom</th>
<th>Two-Bedroom</th>
<th>Three-Bedroom</th>
<th>Four-Bedroom</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FY 2022 FMR</strong></td>
<td>$774</td>
<td>$812</td>
<td>$963</td>
<td>$1,190</td>
<td>$1,334</td>
</tr>
<tr>
<td><strong>FY 2021 FMR</strong></td>
<td>$743</td>
<td>$772</td>
<td>$920</td>
<td>$1,144</td>
<td>$1,284</td>
</tr>
</tbody>
</table>
Supply-Side Mechanisms

- Public Housing (generally owned and operated by a Housing Authority)
- Low Income Housing Tax Credits
- New Market Tax Credits
- HUD Direct Mortgaged Housing Programs (i.e. Section 202, Section 811, Section 207, etc.)
- FHA/HUD Insured Loan Programs

Demand-Side Mechanisms

- Vouchers ("Section 8")
  - Housing Choice Vouchers - Tenant Based
  - Project Based Vouchers
What are Low-Income Housing Tax Credits?

- Section 42 of the Internal Revenue Code
- Allocated to entities that build or rehabilitate rental housing
- Claimed over 10 years; Compliance period of 15 years
- Must maintain affordable rents for a minimum of 30 years
- Fills a funding gap between total development costs and other capital sources

What Types of Project Can LIHTC be Used to Finance?

- Acquisition and Conversion of existing housing
- New construction
- Mixed use development
- Different types of projects
  - Tax credit only projects
  - Mixed financed projects
  - Bond finance projects
LIHTC- How do they work?

The Low-Income Housing Tax Credit provides a tax incentive to construct or rehabilitate affordable rental housing for low-income households.
Why are LIHTC Credits Such a Valuable Tool?

Advantages for Equity Investors

- LIHTC against corporate income tax liability
- Ability to claim project depreciation to provide for a deduction against corporate income
- Community Reinvestment Act requirements
9% Credit vs. 4% Tax Credit

• 9% Tax Credit
  • Competitive (Funding Rounds)
  • Can be used with any financing besides tax-exempt
  • Applications only accepted at specified times
  • Limited supply of credits

• 4% Tax Credit
  • Non-competitive (may be applied for at any time)
  • Used with HFA Tax-Exempt Bond financing (or other Bond issuing agency, IDA)
  • No application deadlines
  • No hard limit on supply of credits (theoretically)
9% LIHTC Project vs. 4% LIHTC Project

- **9% Tax Credit Project**
  - Generally more deeply subsidized through State resources
  - Cash flow limited to prevent strong operating returns to Developer/Owner
  - Typically between 25 to 70 units in size based on availability of resources and program limitations
  - Minimum 50-year Affordability Regulatory Agreement

- **4% Tax Credit**
  - More commonly includes a mixed-income component
  - Generally provides more room and flexibility for long term cash flow potential to Developer/Owner
  - Typically a minimum of 100 units in size due to the cost of Bond underwriting and financing
  - Minimum 30-year Affordability Regulatory Agreement
Role: Owner & Developer
Year Completed: February 2021
Building Type: New Construction-Senior Apartments
Total Units: 46 units
Total Project Cost: $12,400,000
Project Financing: 9% LIHTC Amherst HOME
CASE STUDY - ALBERTA PLACE APARTMENTS
SITE SELECTION
CASE STUDY - ALBERTA PLACE APARTMENTS
SURROUNDING LAND USES
CASE STUDY - ALBERTA PLACE APARTMENTS
NEIGHBORHOOD CONTEXT
CASE STUDY- ALBERTA PLACE APARTMENTS
PERMITTING REQUIREMENTS

Required Land Use Approvals

• Project Site Rezoning (GB to MFR-7)
• (9) Zoning Variances
  ▪ Fencing in place of high-impact landscape vegetation screening
  ▪ Front yard setback (14’ relief)
  ▪ Rear yard setback (67.5’ relief)
  ▪ Setback to Vehicle Parking Area (8’ relief)
  ▪ Setback to Vehicle Parking Area (13’ relief)
  ▪ Building facade relief (exception from 10’ façade setback for 176’ long building)
  ▪ Building facade relief (exception from 10’ façade setback for 152’ long building)
  ▪ Parking spaces (33 parking space vs. 92 required)
  ▪ Setback to accessory structure- electrical transformer (12.5’ relief)
• Abandonment of a portion of public right-of-way
<table>
<thead>
<tr>
<th>Unit Size</th>
<th># of Units</th>
<th>Occupants/Unit</th>
<th>Market Rent</th>
<th>Monthly Rent</th>
<th>Tenant Utilities</th>
<th>Total Monthly Housing Cost</th>
<th>Total Annual Housing Cost</th>
<th>AMI - based on bedroom size</th>
<th>% AMI Affordable to</th>
<th>% AMI Unit Targeted</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 BR</td>
<td>16</td>
<td>1.5</td>
<td>$660</td>
<td>$535</td>
<td>$89</td>
<td>$624</td>
<td>$7,488</td>
<td>$24,960</td>
<td>44.53%</td>
<td>50%</td>
</tr>
<tr>
<td>1 BR</td>
<td>22</td>
<td>1.5</td>
<td>$660</td>
<td>$645</td>
<td>$89</td>
<td>$734</td>
<td>$8,808</td>
<td>$29,360</td>
<td>52.38%</td>
<td>60%</td>
</tr>
<tr>
<td>2 BR</td>
<td>3</td>
<td>3</td>
<td>$799</td>
<td>$565</td>
<td>$119</td>
<td>$684</td>
<td>$8,208</td>
<td>$27,360</td>
<td>40.65%</td>
<td>50%</td>
</tr>
<tr>
<td>2 BR</td>
<td>5</td>
<td>3</td>
<td>$799</td>
<td>$735</td>
<td>$119</td>
<td>$854</td>
<td>$10,248</td>
<td>$34,160</td>
<td>50.76%</td>
<td>60%</td>
</tr>
</tbody>
</table>
### CASE STUDY - ALBERTA PLACE APARTMENTS

#### PROJECT DETAILS - CAPITAL STACK

<table>
<thead>
<tr>
<th>Sources of Funds - Construction</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction Loan</td>
<td>$5,948,138</td>
<td>48.3%</td>
</tr>
<tr>
<td>Tax Credit Equity</td>
<td>$4,692,925</td>
<td>38.1%</td>
</tr>
<tr>
<td>Town of Amherst HOME</td>
<td>$300,000</td>
<td>2.4%</td>
</tr>
<tr>
<td>Deferred Developer’s Fee/ Reserves/Working Capital</td>
<td>$1,376,662</td>
<td>11.2%</td>
</tr>
<tr>
<td><strong>Total Sources - Construction</strong></td>
<td>$12,317,724</td>
<td>100%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Sources of Funds - Permanent</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Tax Credit Equity</td>
<td>$9,385,849</td>
<td>76.2%</td>
</tr>
<tr>
<td>NYS Housing Trust Fund Program</td>
<td>$2,400,000</td>
<td>19.5%</td>
</tr>
<tr>
<td>Town of Amherst HOME</td>
<td>$300,000</td>
<td>2.4%</td>
</tr>
<tr>
<td>NYSERDA Incentive</td>
<td>$46,000</td>
<td>0.4%</td>
</tr>
<tr>
<td>Deferred Developer’s Fee</td>
<td>$185,875</td>
<td>1.5%</td>
</tr>
<tr>
<td><strong>Total Sources - Permanent</strong></td>
<td>$12,317,724</td>
<td>100%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Uses of Funds</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Land Costs - Acquisition</td>
<td>$370,000</td>
<td>3.0%</td>
</tr>
<tr>
<td>Land Costs - Demo/Remediation</td>
<td>$64,180</td>
<td>0.5%</td>
</tr>
<tr>
<td>Hard Costs</td>
<td>$9,057,584</td>
<td>73.5%</td>
</tr>
<tr>
<td>Soft Costs</td>
<td>$1,325,960</td>
<td>10.8%</td>
</tr>
<tr>
<td>Developer Fee</td>
<td>$1,500,000</td>
<td>12.2%</td>
</tr>
<tr>
<td><strong>Total Uses</strong></td>
<td>$12,317,724</td>
<td>100%</td>
</tr>
</tbody>
</table>
• **Acknowledge the Problem- First Priority**
  - The divide between household incomes and housing/commodities cost is growing; the impacts of COVID have accelerated this concern immensely
  - Cultural opposition toward the development of affordable housing requires education and political leadership
  - Consider demographic data in your community and assess your housing health

• **Support Affordable Housing Efforts- Second Priority**
  - Proactive and inclusionary planning efforts
  - Financial support
    - Erie County PILOT for Housing Low and Very Low-Income Households (fixes property tax liability in an amount that is equal to 3% to 5% of total effective income based on affordability of units, i.e. 50% vs. 60% AMI)
    - HOME Funding Commitments
    - CDBG Funding Commitments
AFFORDABLE HOUSING
THE BARRIERS

• Make Affordable Housing Easier- Third Priority
  ▪ Lessen/eliminate excessive permitting fees that create undue burden and increased costs on affordable housing
  ▪ Create Incentive-Based or Inclusionary Zoning code provisions that either require or entice developers to include an affordable housing component
  ▪ Consider municipal led land acquisition and redevelopment efforts through targeted RFP initiatives
  ▪ Consider partnerships through supporting local land trusts or providing direct intervention through the NYS Land Bank Program (to the extent your community qualifies)
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Vice President of Development
Phone: (716) 907-0746
Email: bpackard@belmonothousingwny.org