

Cloverleaf Truro Housing Development

22 Highland Road, Truro MA

Presenter:
Ted Malone, President
Community Housing
Resource, Inc



Community
Housing
Resource
Inc

Preserving Community Through Affordable Housing

AUGUST 23, 2022

Project Overview

3.91-acre site transferred to the Town as part of the Governor's "Open for Business" Program in 2017

In 2018 Request for Proposals awarded developer contract to Community Housing Resource, Inc. (CHR)

\$1.2m MassWorks grant funded running municipal water system to and through site to increase allowable density

- 39 units of rental housing
 - 46% 1-bedroom units
 - 33% 2-bedroom units
 - 20% 3-bedroom units



Eligibility:

25 units affordable to 60% AMI

8 units affordable to 100% AMI

6 units market rate without income restrictions

ILLUSTRATED SITE PLAN

CLOVERLEAF TRURO RENTAL HOUSING
20 FEBRUARY 2020





Cloverleaf: A development for Truro's Future

Project Benefits

Water Protection

State of the Art sewage treatment protects ground water with reduction of nitrogen down to 5PPM reducing sewage treatment that takes effluent down to 5PPM and reduces other pathogens that traditional systems release to the aquifer

Energy Efficiency

"Passive House" Building Envelope with high efficiency electric Heat Pumps and ERV (energy recovery ventilation) saves energy

Powered by Solar

Solar / Photovoltaic will provide approximately 75% of the energy needs of the development, without reliance on fossil fuels, moving the Town towards a Net Zero future

Housing for Truro Community Members

Local preference in the initial selection 70% at initial occupancy

Project Costs



41 units		40 units		39 units		Passive House 39 Units
October 18, 2018 RFP submission		August 26, 2019 PEL Submission		February 20, 2020 DHCD Full Application		September 15, 2022 DHCD Full Application
	Construction		Construction		Construction	
\$5,732,046		\$7,057,779		\$6,588,399		\$9,677,895
	Site Work		Site Work		Site Work	
\$1,303,477		\$1,925,955		\$1,963,855		\$2,431,821
\$9,099,615	TOTAL CONSTRUCTION	\$10,992,001	TOTAL CONSTRUCTION	\$10,160,462	TOTAL CONSTRUCTION	\$15,146,759
\$3,016,343	TOTAL SOFT COSTS	\$3,164,190	TOTAL SOFT COSTS	\$3,105,465	TOTAL SOFT COSTS	\$4,040,260
\$12,115,958	TOTAL DEVELOPMENT COSTS	\$14,156,191	TOTAL DEVELOPMENT COSTS	\$13,265,927	TOTAL DEVELOPMENT COSTS	\$19,187,019

Summary of Total Development Costs



Financial Feasibility

With the unit mix from a previous slide that was approved as part of the ZBA Comprehensive Permit, we achieved financial feasibility using resources from State and Federal Sources, totaling nearly \$11 Million including:

- Federal Low Income Housing Tax Credit allocation can provide \$4.2 Million in Investor Equity;
- Massachusetts Low Income Housing Tax Credit allocation can provide \$1.9 Million in Investor Equity;
- Federal HOME administered by MA DHCD can provide \$1 Million;
- Federal American Rescue Plan Act (ARPA) funds can provide \$500,000;
- Massachusetts other subsidy programs (Housing Stabilization and MA Affordable Housing Trust) can provide \$3.3 Million;

With the allowed rent levels as income and anticipated operating costs of the housing, the development can support a mortgage of \$5.25 Million

Private Funding is committed:

- Cape Light Compact will pay for high efficiency electric heat pumps providing Heat / AC /Hot Water; with a value of \$960,000;
- Developer Equity will be contributed equal to the MassSave Passive House Incentives potentially \$427,000;

Other State Contributions:

- Land from MASS DOT under the Governor's Open for Business Initiative;
- MassWorks Infrastructure grant to extend Water Line; awarded November 11, 2019 in the amount of \$1.2 Million; nearly complete.
- Rural / Small Town Infrastructure Grant: \$305,000 awarded to install an innovative wastewater treatment that ensures that ground water is protected.

Local Contribution: Barnstable County HOME: \$300,000, Truro CPA \$40,000, Truro Program Income \$81,673 and the subject of this request: Truro Affordable Housing Trust Fund in the amount of \$798,583.

Truro total contribution of \$920,256 less than 5% of the total costs of development \$23,600 PU

Project Funding

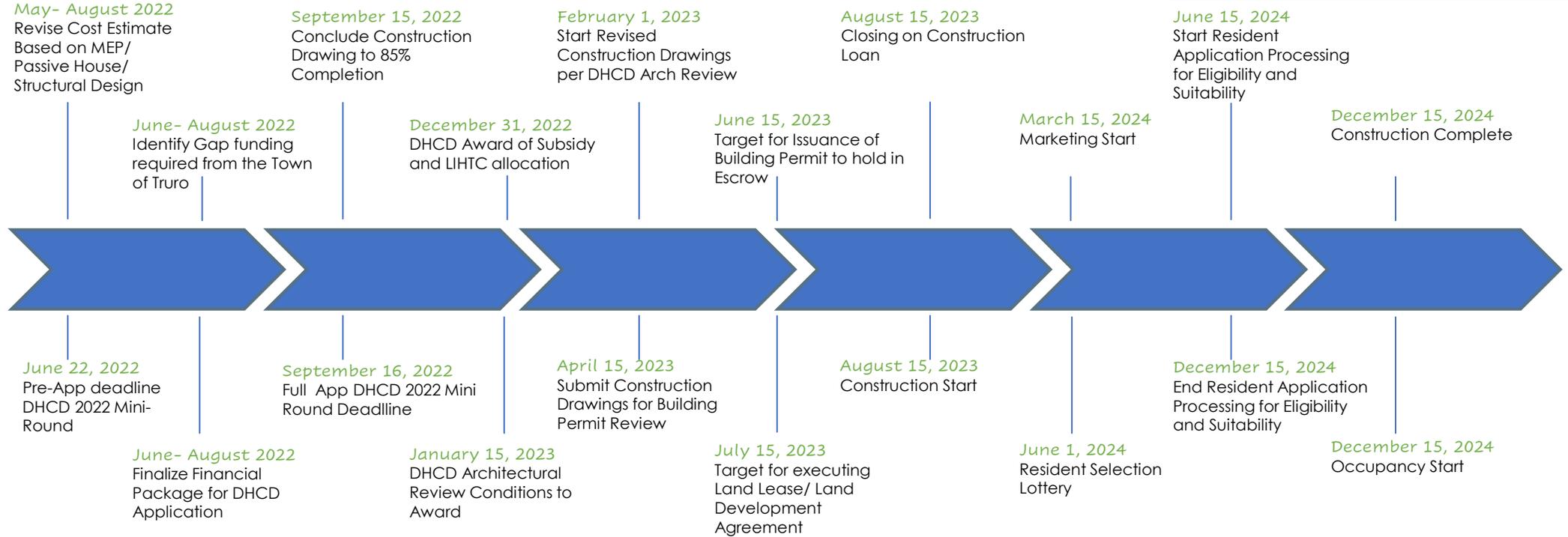
41 units October 18, 2018 RFP submission	40 units August 26, 2019 PEL Submission		39 units February 20, 2020 DHCD Full Application	Passive House 39 Units September 15, 2022 DHCD Full Application
		INVESTOR PARTNER EQUITY		
\$3,212,679	\$3,365,663	Federal LIHTC	\$3,590,641	\$4,207,079
\$0	\$0	Massachusetts LIHTC	\$0	\$1,895,400
		GENERAL PARTNER EQUITY		
\$0	\$0	Passive House Incentives	\$0	\$427,000
\$95,368	\$0	Developer Fee Loan		
		TRURO Pre-Development		
	\$81,673	Program Income	\$81,673	\$81,673
	\$0	Estimate Legal	\$0	\$60,000
	\$0	Pre-Dev Costs CPA to THA	\$40,000	\$40,000
		MassWorks Phase 2 Infrastructure Grant		
\$1,300,000	\$2,032,829	DHCD Federal CDBG RESERVES	\$2,032,829	\$0
		MA Rural Infrastructure Grant	\$0	\$305,000
		Sewage Treatment Match		
\$0	\$0	MassSave / Cape Light Compact	\$0	\$961,345
		HVAC and ERV equipment		
\$550,000	\$550,000	MA DHCD Federal HOME	\$550,000	\$1,000,000
\$500,000	\$500,000	DHCD HSF	\$934,500	\$1,650,000
\$0	\$0	MA DHCD Federal ARPA	\$0	\$500,000
\$1,000,000	\$1,000,000	Mass Housing AHTF	\$1,000,000	\$1,650,000
\$225,000	\$225,000	Barnstable County HOME	\$225,000	\$300,000
\$4,752,910	\$5,545,000	SUPPORTABLE MORTGAGE	\$4,950,000	\$5,250,000
\$480,000	\$856,025	TRURO AHT GAP REQUEST	\$218,665	\$798,583
\$12,115,957	\$14,156,190		\$13,623,308	\$19,126,080

Sources of Funding



As of August 15, 2022

Project Timeline





TOTAL
\$798,583

PER UNIT
\$20,476.50

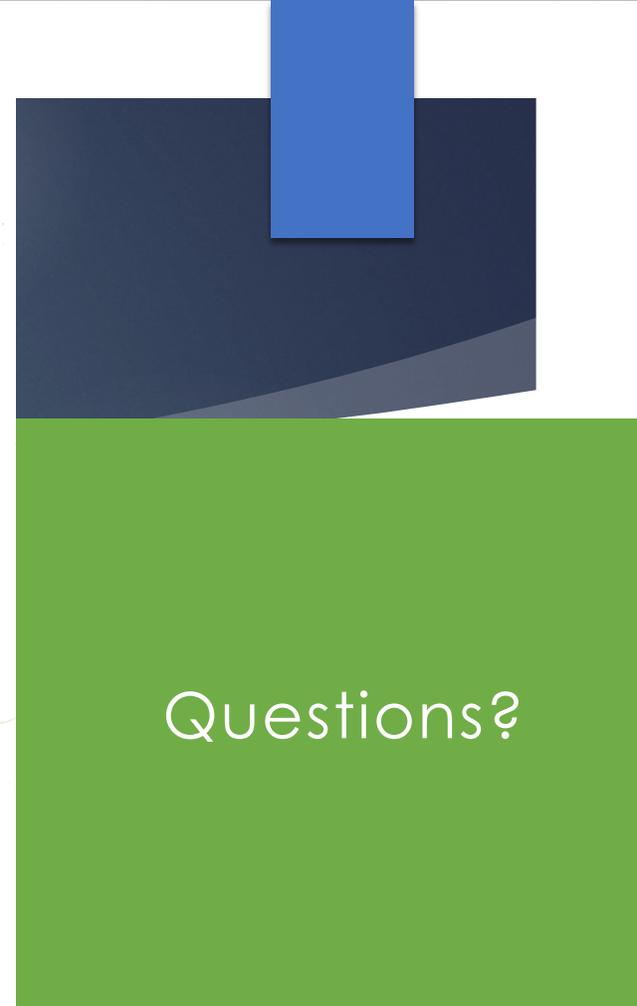
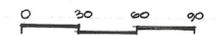


Truro Affordable Housing Trust
Commitment Request



ILLUSTRATED SITE PLAN

CLOVERLEAF TRURO RENTAL HOUSING
20 FEBRUARY 2020



Questions?

Project Costs

41 units October 18, 2018 RFP submission	40 units August 26, 2019 PEL Submission	39 units February 20, 2020 DHCD Full Application	Passive House 39 Units September 15, 2022 DHCD Full Application
Construction		Construction	
\$346,448	\$330,050	\$336,898	\$435,432
\$1,567,076	\$1,987,922	\$1,858,114	\$2,611,601
\$211,489	\$217,396	\$208,795	\$637,581
\$322,346	\$373,932	\$356,682	\$794,016
\$1,135,854	\$1,350,140	\$1,317,611	\$1,495,559
\$120,620	\$104,825	\$105,475	\$156,000
NA	\$283,580	\$247,302	\$210,000
\$600,000	\$752,038	\$735,183	\$818,925
\$1,198,620	\$1,447,815	\$1,398,005	\$1,493,150
\$114,530	\$174,817	\$109,330	\$112,788
\$115,063	\$35,264	\$35,004	\$737,095
		adjust for one unit reduced	\$175,748
<u>\$5,732,046</u>	<u>\$7,057,779</u>	<u>-\$120,000</u>	<u>\$9,677,895</u>
		\$6,588,399	
Site Work		Site Work	
\$260,868	\$609,938	\$479,267	\$612,697
\$304,405	\$225,315	\$246,857	\$406,984
\$22,607	\$186,591	\$259,284	\$349,002
\$146,013	\$135,953	\$219,507	\$272,293
	\$204,741	\$97,940	\$0
	\$23,375		\$454,211
\$569,584	\$264,727	\$354,511	\$57,077
	\$52,468	\$54,477	\$138,750
	\$132,200	\$99,712	\$140,807
	\$90,647	\$152,300	
<u>\$1,303,477</u>	<u>\$1,925,955</u>	<u>\$1,963,855</u>	<u>\$2,431,821</u>
\$7,035,523	\$8,983,734	\$8,552,254	\$12,109,716
\$519,410	\$471,220	\$465,220	\$533,520
\$909,825	\$1,013,618	\$659,156	\$1,316,911
\$634,857	\$523,429	\$483,832	\$1,186,612
	7.5% contingency	5.0% contingency	
<u>\$9,099,615</u>	<u>\$10,992,001</u>	<u>\$10,160,462</u>	<u>\$15,146,759</u>
	TOTAL	TOTAL	TOTAL

1.208

0.924

increase since 2020-2022
49%
increase since 2019-2022
38%
increase since 2018-2022
66%

Detailed Development Costs

Unit Mix Details



In Summary

30%	60%	80%	100%	Market	Total
3	10	0	4	1	18
2	7	0	2	2	13
1	2	0	2	1	6
				2	2
6	19	0	8	6	39
30%	60%	80%	100%	Market	Total
622	666	0	667	760	11957
1157	1115	0	1042.5	1224	14650
1301	1353.5	0	1406	1406	8226
				1605	3210
					38043

Cloverleaf Unit Descriptions							30%	60%	80%	100%	Market
Rev Unit No.	Description	1BR	2BR	3BR	3BR+	approx SF living area					
1	2BR + den two-level with walkout in duplex		1			1224					1
3	1BR single level in duplex w/stairs up	1				720		1			
5	1BR single level in duplex w/stairs up	1				720		1			
7	1BR single level in duplex	1				760					1
2	1BR single level in duplex w/stairs up	1				720		1			
4	2BR + den two-level with walkout in duplex		1			1224					1
6	1BR single level in duplex w/stairs up	1				720		1			
8	2BR + den two-level with walkout in duplex		1			1224					1
9	3BR Townhouse with 3rd bedroom on lower level			1		1406		1			
11	2BR Townhouse w/ unfinished bsmnt/crawl space		1			1157		1			
10	3BR Townhouse with 3rd bedroom on lower level			1		1406					1
12	2BR Townhouse w/ unfinished bsmnt/crawl space		1			1157		1			
13	2BR Townhouse w/ unfinished bsmnt/crawl space		1			1157	1				
15	2BR Townhouse w/ unfinished bsmnt/crawl space		1			1157		1			
14	2BR Townhouse w/ unfinished bsmnt/crawl space		1			1157		1			
16	2BR Townhouse w/ unfinished bsmnt/crawl space		1			1157	1				
17	2BR Townhouse w/ unfinished bsmnt/crawl space		1			1157		1			
19	3BR Townhouse with 3rd bedroom on lower level			1		1406					1
18	2BR Townhouse w/ unfinished bsmnt/crawl space		1			1157		1			
20	3BR Townhouse with 3rd bedroom on lower level			1		1406					1
23	3BR Townhouse (3BR+laundry room+unfinished bsmnt)			1		1301		1			
25	3BR+ Townhouse (den in finished walkout bsmnt)				1	1605					1
22	3BR Townhouse (3BR w/laundry room in unfinished bsmnt)			1		1301	1				
24	3BR+ Townhouse (3BR+conv den in partial finished bsmnt)				1	1605					1
21-U-G02	1BR in Multi Unit Elev Bldg	1				675					1
21-U-G05	1BR in Multi Unit Elev Bldg	1				675					1
21-U-101	1BR in Multi Unit Elev Bldg	1				639		1			
21-U-102	1BR in Multi Unit Elev Bldg	1				603		1			
21-U-103	2BR in Multi Unit Elev Bldg		1			861		1			
21-U-104	2BR in Multi Unit Elev Bldg		1			861					1
21-U-105	1BR in Multi Unit Elev Bldg	1				603		1			
21-U-106	1BR in Multi Unit Elev Bldg	1				639		1			
21-U-201	1BR in Multi Unit Elev Bldg	1				639		1			
21-U-202	1BR in Multi Unit Elev Bldg	1				659		1			
21-U-203	1BR in Multi Unit Elev Bldg	1				633	1				
21-U-204	1BR in Multi Unit Elev Bldg	1				633	1				
21-U-205	1BR in Multi Unit Elev Bldg	1				659					1
21-U-206	1BR in Multi Unit Elev Bldg	1				659					1
21-U-207	1BR in Multi Unit Elev Bldg	1				601	1				
39	Total Units	18	13	6	2	38043					