

San Antonio Affordable Housing, Inc. (SAAH)

Board of Directors
Board Meeting

January 19, 2021

BOARD MEETING of the
SAN ANTONIO AFFORDABLE HOUSING, INC.
BOARD OF DIRECTORS

DATE **January 19, 2021**
TIME: **12:00 PM**
PLACE: **(No In Person Access to This Meeting)**

When it's time, join your Webex meeting here.

Join meeting

More ways to join:

Join from the meeting link

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Join by meeting number

Meeting number (access code): 177 270 0952

Meeting password: yrXpzbA9P24

Tap to join from a mobile device (attendees only)

[+1-415-655-0001,,1772700952##](tel:+14156550001,,1772700952##) US Toll

[+1-904-900-2303,,1772700952##](tel:+19049002303,,1772700952##) United States Toll (Jacksonville)

Join by phone

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BOARD MEETING of the
SAN ANTONIO AFFORDABLE HOUSING, INC.
BOARD OF DIRECTORS

DATE **January 13, 2021**
TIME: **12:00 PM**
PLACE: **(No In Person Access to This Meeting)**

Notice is hereby given pursuant to Texas Government Code Sections 551.125 and 551.045 that due to the threat of community spread of COVID-19, a Meeting of the San Antonio Affordable Housing Inc. Board of will be held on Tuesday, January 19, 2021 beginning at 12:00 PM. In accordance with the waiver to certain provisions of the Texas Open Meetings Act issued by Governor Greg Abbott on March 16, 2020, and in the interest of avoiding large gatherings and promoting social distancing during this pandemic, all Board members will participate via WebEx teleconference and Call-In.

Please Note: Following the Mayor's Declaration of a Public Health Emergency, NHSD modified business practices. We are open for business. However, to limit the spread of COVID-19, the NHSD lobby is closed until further notice. We are working remotely during this time but will continue to be available via email or phone during regular business hours. Should you need to meet with me, please call or email me. For deliveries call 210-207-6357 to make arrangements. Our goal is to limit the disruption of services as much as possible. Thank you for your patience and understanding during this critical time.

PUBLIC PARTICIPATION

Members of the public may provide comment on any agenda item, consistent with procedural rules governing the San Antonio Affordable Housing, Inc. (SAAH) Board meetings and state law. Public comment may be provided as follows:

1. Submit written comments (up to 300 words maximum) via email by **3:00 PM on Friday, January 15, 2021** to the SAAH Board liaison: Scott Price at scott.price@sanantonio.gov

These comments will be read at the beginning of the meeting as scheduled. Please include your full name, home or work address, and item number (if applicable).

2. Sign up to give your comments live during the meeting by leaving your name, telephone number, and item number on which you would like to speak on at (210) 207-6357 by **3:00 PM on Friday, January 15, 2021**. City staff will contact you for discussion but cannot guarantee a specific time. Once you join the call, you will be given two (2) minutes to provide your comments.

* Note: Comments may be submitted in Spanish. Written comments, voicemail messages and requests to make comments during the meeting live must be received by **Friday, January 15, 2021 at 11:00 AM** to allow time to secure translation services.

BOARD MEETING of the
SAN ANTONIO AFFORDABLE HOUSING, INC.
BOARD OF DIRECTORS

DATE **January 19, 2021**
TIME: **12:00 PM**
PLACE: **(No In Person Access to This Meeting)**

WebEx and Call-In

Meeting number (access code): 177 270 0952

Meeting password: yrXpzwA9P24

Call In Number: **415-655-0001**

AGENDA

- CALL TO ORDER
- ROLL CALL
- PUBLIC COMMENTS

1. APPROVAL OF MINUTES FROM **SEPTEMBER 16, 2019 MEETING**
2. DISCUSSION REGARDING FINANCIAL REPORTS AND ACTIVITIES (**Gloria Alvarado, Department Fiscal Manager**)
3. ACTION ITEMS:
 - a. Discussion and Possible Action regarding the transfer of foreclosed properties acquired from COSA to the REnewSA Program for development. (**Scott Price, Real Estate Manager**)
 - b. Discussion and Possible Action regarding amending the Professional Service Agreement for Scott Price dated September 9, 2019 to include reimbursement of approved expenses. (**Ian Benavidez, Assistant Director, NHSD**)
 - c. Discussion and Possible Action regarding the MLK Affordable Home Developer Bids (**Scott Price, Real Estate Manager**)

Closed Session (If Required)

The Board will convene, if it desires to do so, in closed meeting as authorized by Texas Government Code §551.071, et seq.:

Pursuant to Govt. Code §§551.071 & 551.072, deliberate the value, proposed conveyance of, and/or legal issues pertaining to real property.

The Board will reconvene in Open Session and take appropriate action on items discussed in closed meeting.

4. UPDATE ITEMS

a. Housing Programs (Scott Price, Real Estate Manager)

- 1) NSP Program
- 2) REnewSA Program
- 3) SAAH - COSA Vacant Lots
- 4) FY20 Single Family Rehab Program
- 5) FY20 Single Family New Home Construction

b. Pierce Gift Home Relocation to 303 Spofford (Scott Price, Real Estate Manager)

• ADJOURNMENT

San Antonio Affordable Housing, Inc. (SAAH)

Approval of Minutes

January 19, 2021

BOARD MEETING of the
SAN ANTONIO AFFORDABLE HOUSING, INC.
BOARD OF DIRECTORS

DATE **September 16, 2020**
TIME: **12:00 PM**
PLACE: **(No In Person Access to This Meeting)**

WebEx and Call-In

Meeting Number: **133 320 9047**
Meeting Password: **MBhGbt2RP63**

Call In Number: **415-655-0001**

MINUTES

- CALL TO ORDER
The WebEx meeting was called to order at 12:35 pm by Chairman Rodriguez
- ROLL CALL
 - a. Director's in Attendance:
Ramiro Gonzales
Juan Garcia
David Rodriguez
Zar Haro
Susan Wright
Maria Nelson
 - b. Director's Absent: None
 - c. Management and Staff Present:

| | |
|-----------------------------|---------------------------------|
| Vero R. Soto, Director NHSD | Doug Poneck, Escamilla & Poneck |
| Jaime Damron, NHSD | James Wilson, NHSD |
| Deborah Bell, NHSD | Gloria Alvarado, NHSD |
| Ian Benavidez NHSD | Scott Price, OUR SA/SAAH |
| Jameene Williams. CAO | |
 - d. Visitors
Mary Nielson
Laura Garza
- PUBLIC COMMENTS – None at this time

1. APPROVAL OF MINUTES FROM **AUGUST 19, 2019** MEETING

Motion was made by Director Wright, seconded by Director Gonzales to approve the meeting minutes as written.

In Favor: **All**

2. DISCUSSION REGARDING FINANCIAL REPORTS AND ACTIVITIES (**Gloria Alvarado, Department Fiscal Manager**)

Discussion: Ms. Alvarado gave the combined financial report during the September 2020 OUR SA Board meeting. This report is for information only.

3. ACTION ITEMS:

a. Discussion and Possible Action regarding a Resolution to accept funding in the form of loans, grants and other support from Local Initiatives Support Corporation (LISC), a 501(c)(3) corporation to assist in the development and promotion of affordable housing. (**Scott Price, OUR SA Real Estate Manager, and Doug Poneck, Escamilla & Poneck**)

Discussion: Staff gave a brief presentation regarding LISC funding not only for the next three homes but going forward with future approved projects and loans. LISC has requested a Resolution from the Board accepting any loans from LISC. Director Gonzales inquired about the loan to value since most of our programs lose money. Staff stated the even though we lose money on the transactions, the LISC loan is covered by the sale due to the home purchase equity already in the program. Direct Wright was concerned about the broad language in the Resolution. Staff stated that new loans attached to new projects or programs both would need Board approvals to proceed. Attorney Poneck pointed to language in the Resolution that satisfied Director Wright's concerns.

Motion was made by Director Wright, seconded by Director Gonzales to approve the Resolution as presented.

In Favor: All

b. Discussion and Possible Action regarding a Resolution approving administrative functions to be performed by SAAH, Inc. on behalf of OUR SA and the City of San Antonio, Texas for approved affordable housing programs and projects and authorizing the execution of certain documents. (**Doug Poneck, Escamilla & Poneck**)

Discussion: Attorney Poneck presented and discussed the Resolution regarding Board approval of certain administrative functions. He stated once the Board and other required entities approve a project or Program, this Resolution states that Staff can proceed with the processes required to take any approved projects and Programs to completion without coming back to the Board for additional approvals. Director Wright was very concerned with the broad language of the Resolution. She stated that the ultimate responsibility for all actions stops with the Board and she does not want to lose control. Ms. Wright stated numerous times her faith in the current staff but wants to make sure that process decisions made by staff are in line with the direction of the Board. Ms. Damron gave a brief example of process issues that may arise and stated staff needs approval of process authority as it pertains to Board approved issues. Director Gonzales stated his support of the Resolution since it expedites staff efforts to move projects to completion. Director Wright agreed and requested the motion to approve the Resolution include that staff and the Board revisit this issue at least on a quarterly basis.

Motion was made by Director Wright, seconded by Director Gonzales to approve the Resolution to include quarterly updates on all approvals.

In Favor: All

- c. Discussion and Possible Action regarding the Ratification and Approval of all transactions and documents related to and required for various SAAH Board approved housing programs.
(Doug Poneck, Escamilla & Poneck)

Discussion: Attorney Poneck introduced this item regarding the ratification and approval of Staff transactions related to previous approved projects and programs. Following much discussion, it was determined by the Board that this issue was unacceptable and unnecessary. No action was taken regarding this Item.

4. UPDATE ITEMS

- a. Housing Programs (**Scott Price, Real Estate Manager**)

- 1) NSP Program
- 2) RENewSA Program
- 3) SAAH - COSA Vacant Lots
- 4) FY20 Single Family Rehab Program
- 5) FY20 Single Family New Home Construction

Discussion: Staff gave a detailed PowerPoint presentation of the status of all Housing Programs. Staff pointed out detailed additional information added to the presentation as requested by the Board. Director Nelson asked what guide to we use regarding the "contribution" per home. Staff stated that an effort is made to reduce the contribution to retain funds for another project while at the same time providing a quality product. Mr. Damon stated that on another program, the accepted contribution is \$50K, and our projects contributions are much less than that amount.

- b. MLK Vacant Lot Development (**Scott Price, Real Estate Manager**)

Discussion: Staff stated an RFP was being reviewed and scheduled to be released October 2020. Responses would be received and scored November and presented to the Board during the November meeting. Construction was expected to begin Spring 2021.

- c. Pierce Gift Home Relocation to 303 Spofford (**Scott Price, Real Estate Manager**)

Discussion: Staff stated the final environmental and historic report has been completed with slight revisions. We are waiting on final approvals and that no moving date has been established. Staff stated it hopes to move the home before the end of October 2020.

- ADJOURNMENT

Motion was made by Commissioner Wright, seconded by Commissioner Gonzales to adjourn the OUR SA Board Meeting.

In Favor: All

The Meeting was Adjourned at 1:55 pm

APPROVED:

ATTESTED:

San Antonio Affordable Housing, Inc. (SAAH)

Financial Presentation

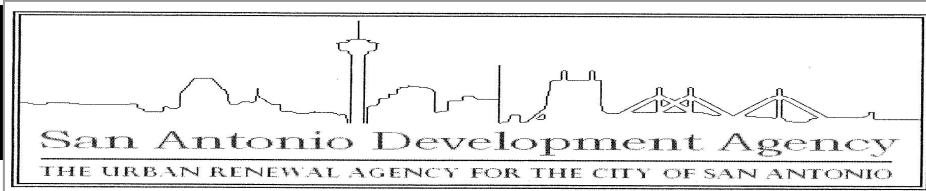
January 19, 2021

| | 29700002 | 29700004 | 29700006 | 29700009 | 29700001 | 29700007 | Combined FS as of 11/30/2020 |
|--|----------------|----------------|----------------|--|---------------|----------------|---------------------------------|
| | SAAH | SAAH - NSP | SAAH - RENEWSA | SAAH- Affordable Housing Program (303 Spofford / 7 SAHA Properties/Infill Program) | OurSA-SADA | OurSA-BOND | |
| Balance Sheet | | | | | | | |
| Assets | | | | | | | |
| Cash & Cash Equivalent | 21,110 | 374,906 | 478,510 | 216,273 | - | 250,650 | 1,341,449 |
| Investments | - | - | - | - | - | - | - |
| Accounts Receivable | - | - | - | - | - | - | - |
| Accrued interest receivable | - | - | - | - | - | - | - |
| Loans Receivable | | | 193,638 | - | | | 193,638 |
| Land inventory | 137,580 | - | 48,191 | 640,109 | 13,920 | - | 839,800 |
| Building & improvements inventory | - | - | 394 | 42,198 | - | 73,398 | 115,989 |
| Deferred Loans receivable, net of allowance | | 139,549 | | | | | 139,549 |
| Allowance for uncollectible accounts | | (139,549) | | | | | (139,549) |
| Due from: | | | | | | | - |
| Other Funds | - | - | - | - | - | - | - |
| City of San Antonio | | | | | | | - |
| TOTAL ASSETS | 158,690 | 374,906 | 720,733 | 898,579 | 13,920 | 324,048 | 2,490,876 |
| Liabilities | | | | | | | |
| Accounts Payable | 0 | 350 | - | 7,845 | - | - | 8,195 |
| Due to: | | | | | | | |
| Other Funds | - | - | - | - | - | - | - |
| City of San Antonio | - | - | - | - | - | - | - |
| TOTAL LIABILITIES | 0 | 350 | - | 7,845 | - | - | 8,195 |
| Fund Balances | | | | | | | |
| Restricted | | 374,556 | 720,733 | 890,734 | 13,920 | 73,398 | 2,073,341 |
| Unrestricted | 158,690 | | | | | 250,650 | 409,340 |
| TOTAL FUND BALANCES | 158,690 | 374,556 | 720,733 | 890,734 | 13,920 | 324,048 | 2,482,681 |
| TOTAL LIABILITIES and FUND BALANCES | 158,690 | 374,906 | 720,733 | 898,579 | 13,920 | 324,048 | 2,490,876 |
| Statement of Revenues, Expenditures, and Changes in Fund Balances | | | | | | | |
| | 29700002 | 29700004 | 29700006 | 29700009 | 29700001 | 29700007 | Combined FS as of 11/30/2020 |
| | SAAH | SAAH - NSP | SAAH - RENEWSA | SAAH- Affordable Housing Program (303 Spofford / 7 SAHA | OurSA-SADA | OurSA-BOND | |
| Revenues | | | | | | | |
| sales of redeveloped real estate | - | - | 13,677 | 269,500 | - | - | 283,177 |
| PI reappropriated by Grantor | | - | | | | | - |
| Program Income | - | | - | | - | - | - |
| Revenue Sharing | | | | | | - | - |
| Contributions from CoSA | 16,210 | | - | - | - | - | 16,210 |
| Capital Contributions from CoSA | | | | | | - | - |
| Misc Revenue | | | | 100 | | | 100 |
| Interest Income | (37) | (459) | (1,299) | (8) | - | (85) | (1,888) |
| TOTAL REVENUES | 16,173 | (459) | 12,378 | 269,592 | - | (85) | 297,599 |
| Expenditures | | | | | | | |
| PI returned to Grantor | | - | | | | | - |
| Cost of sales or redeveloped real estate | - | - | - | 35,449 | - | - | 35,449 |
| Fees to professional contractors | 1,667 | - | 1,667 | - | 1,667 | - | 5,000 |
| Allowance for uncollectible accounts | | - | - | | - | - | - |
| Other contractual services and fees | 17,954 | - | 713 | 61,151 | - | - | 79,819 |
| TOTAL EXPENDITURES | 19,621 | - | 2,380 | 96,601 | 1,667 | - | 120,269 |
| Other Financing Sources (Uses) | | | | | | | |
| Transfers In | 12,255 | | | - | 6,649 | - | 18,904 |
| Transfers Out | (6,649) | (2,885) | (2,077) | (4,824) | (2,470) | | (18,904) |
| TOTAL OTHER FINANCING SOURCES (USES) | 5,607 | (2,885) | (2,077) | (4,824) | 4,179 | - | - |
| Net change in fund balance | 2,159 | (3,344) | 7,921 | 168,168 | 2,513 | (85) | 177,331 |
| Fund Balances, Beginning | 156,531 | 377,900 | 712,812 | 722,567 | 11,407 | 324,133 | 2,305,350 |
| FUND BALANCES, ENDING | 158,690 | 374,556 | 720,733 | 890,734 | 13,920 | 324,048 | 2,482,681 |

San Antonio Affordable Housing, Inc. (SAAH)

Discussion and Action Items

January 19, 2021



Item: 3. a. Acquisition and Transfer of 114 and 118 Beltran from SAAH to the REnewSA

Summary (History):

SAAH Board approved the acquisition and transfer of certain properties acquired by the City of San Antonio by foreclosure. The agreement stated that SAAH would acquire the properties following the identification of builders who would agree to purchase the lots from SAAH for the purposes of constructing affordable single family homes.

SAAH purchased the Beltran lots from the City in January of 2019 at the cost of \$1,039.17. At that time, Habitat had committed to acquire the lots. Habitat subsequently decided not to purchase these lots and SAAH has been mowing and maintaining the properties since acquisition.

Jim Leonard of Greenboro Homes will purchase the properties to be used in the FY20 New Home Construction Program. He has requested construction funding as provided by the REnewSA Program.

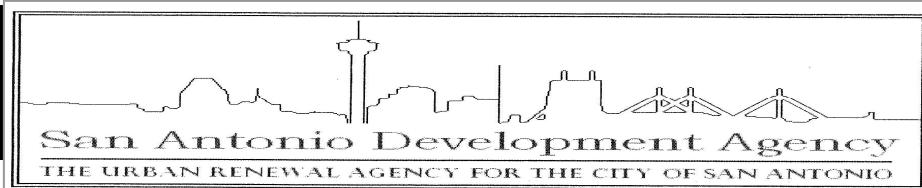
Staff is requesting that the Board approve the sale of the Beltran lots to the REnewSA Program in order to provide construction loans for each lot for affordable housing.

REnewSA will pay SAAH the purchase amount less closing fees paid by Greenboro Homes.

Issues: None at this time.

Recommendation: Allow for the acquisition and transfer of the Beltran properties to REnewSA Program so construction loans can be provided to the builder.

Next Steps: Complete the sale and internal transfer all funds from REnewSA to SAAH



Item: 3. b. Amending the PSA for Scott Price

Summary

A Professional Services Agreement for Scott Price was approved by the Board on September 19, 2017. Under Section IV—Compensation To Contractor, no additional fees or expenses were included and approved to be paid to Contractor other than the compensation already specified in the executed Agreement.

Staff is requesting that certain expenses as described below be approved and reimbursed to contractor per invoice and/or appropriate and approved formats:

1. Mileage from the office to projects sites for planning, construction and security purposes;
2. Other Pre-Approved costs associated with the administration, planning, construction and security of approved projects

Issue: None at this time

Recommendation: Staff is recommending approval of an amendment to the PSA for Scott Price

Next Steps: Issue appropriate RFP's to developers for review, grading and selection for approval. Continue to work with developers of approved projects through design development, contract finalization and construction start-up.

evaluate on a monthly or otherwise ongoing basis. In addition to the provisions of Article VII. Termination, the Agency shall have the right to terminate this Agreement, in whole or in part, should Contractor's work not be satisfactory to Executive Director or Administrator; however, the Agency shall have no obligation to terminate and may withhold payment for any unsatisfactory work, as stated herein, even should the Agency elect not to terminate.

IV. COMPENSATION TO CONTRACTOR

4.1 In consideration of Contractor's performance of all services, activities, duties and responsibilities set forth in this Agreement, and subject to section 3.4 of this Agreement, OUR SA agrees to pay Contractor an amount not to exceed \$8,000 per month which shall be paid in two separate installments of not more than \$4,000 each and payable on the fifteenth (15th) and last day of each month. In no event shall compensation to Contractor for performance of services under this Agreement exceed \$96,000 per year.

4.2 Contractor shall submit weekly time sheets to the Administrator reflecting actual time worked for that week no later than 5:00 o'clock p.m. on or before the fifteenth (15th) and last day of each month.

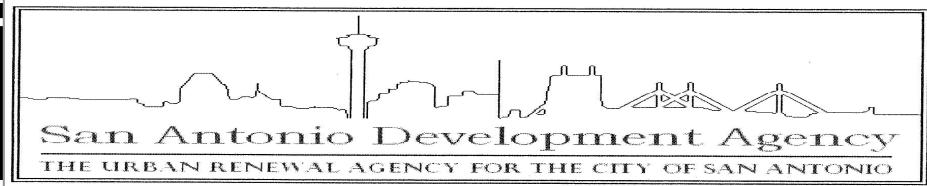
4.3 No additional fees or expenses of Contractor shall be charged by Contractor nor be payable by OUR SA. The parties hereby agree that all compensable expenses of Contractor have been provided for in the total payment to Contractor as specified in section 4.1 above. Total payments to Contractor cannot exceed that amount set forth in section 4.1 above without prior approval and agreement of all parties evidenced in writing and approved by the President or Presiding Officer of OUR SA, Executive Director, City Manager or his/her designee or City Council, as appropriate.

4.4 OUR SA shall not be obligated or liable under this Agreement to any party other than Contractor for the payment of any monies or the provision of any goods or services.

4.5 Since Contractor does not have, and will not be providing, insurance to cover the indemnification requirements contained in this contract, Contractor and City agree that City may withhold payment from Contractor's fee in the amount necessary, as determined solely by City, to cover any damages sustained by the City, for which Contractor is providing indemnification, as more particularly set forth in Section XI of this Agreement. Should such sum be insufficient to satisfy Contractor's obligations hereunder, City may use any other remedies available at law or in equity to satisfy such obligations.

V. OWNERSHIP OF DOCUMENTS

5.1 In accordance with Texas law, Contractor acknowledges and agrees that all local government records as defined in Chapter 201, Section 201.003 (8) of the Texas Local Government Code created or received in the transaction of official business or the creation or maintenance of which were paid for with public funds are declared to be public property and subject to the provisions of Chapter 201 of the Texas Local Government Code and Subchapter J,



Item: 3. c. Sale of Surplus Property - Martin Luther King

Summary (History):

The Office of Urban Renewal (OUR SA), under the direction of Center City Development and Operations Department, focuses on affordable housing efforts within the center city. OUR SA and its non-profit component San Antonio Affordable Housing, Inc. (SAAH), are responsible for all activities involving the acquisition, maintenance and disposition of properties currently owned by both entities. By Board direction, the disposing of real estate owned by OUR SA and SAAH are subject to City Council approval.

In February 2013, the Board members of SAAH voted to dispose of all surplus properties and follow the same disposition protocol for City owned properties. All properties have been canvassed through the various City departments and have been advertised as required by the Urban Renewal Statute. None of these properties were eligible for inclusion in the Infill Pilot Program, NSP Land Banking Program or REnewSA as they are not located in the targeted program areas.

Martin Luther King Property

The property was purchased in 2012 at the request of Councilwoman Ivey Taylor to be given to Merced Homes, a non-profit housing organization for a multifamily (seniors) housing project. The 1.8 acre property was acquired for \$128,000 by SAAH in December 2012. Merced did not receive the project grant and has made no further efforts to continue. Eight of the 10 lots are zoned C3; two are zoned R4.

SAAH has maintained the property since acquisition and would like to dispose of the property to a developer for revitalization.

As the Board is well aware, multiple builders have been interested in this property, in particular Mr. Ken Lowe held the property under contract for over 3 years working with the City and TIRZ funding. The TIRZ funding was not sufficient to finance the project per the developer, and consequently, the project funding from the TIRZ did not materialize.

The SAAH Board voted to accept the cancellation of the EMC from the developer and in March of 2020, a termination letter was sent to Mr. Lowe. **The 10 MLK lots are now the property of SAAH.**

RFP bids and proposals have been reviewed and a builder has been selected for a presentation to the Board during the January 2021 Board meeting.

Issues: None

Recommendation: To approve the staff's recommendation and work with all parties to complete the project

Next Steps: Execute contract for sale to approved bidder

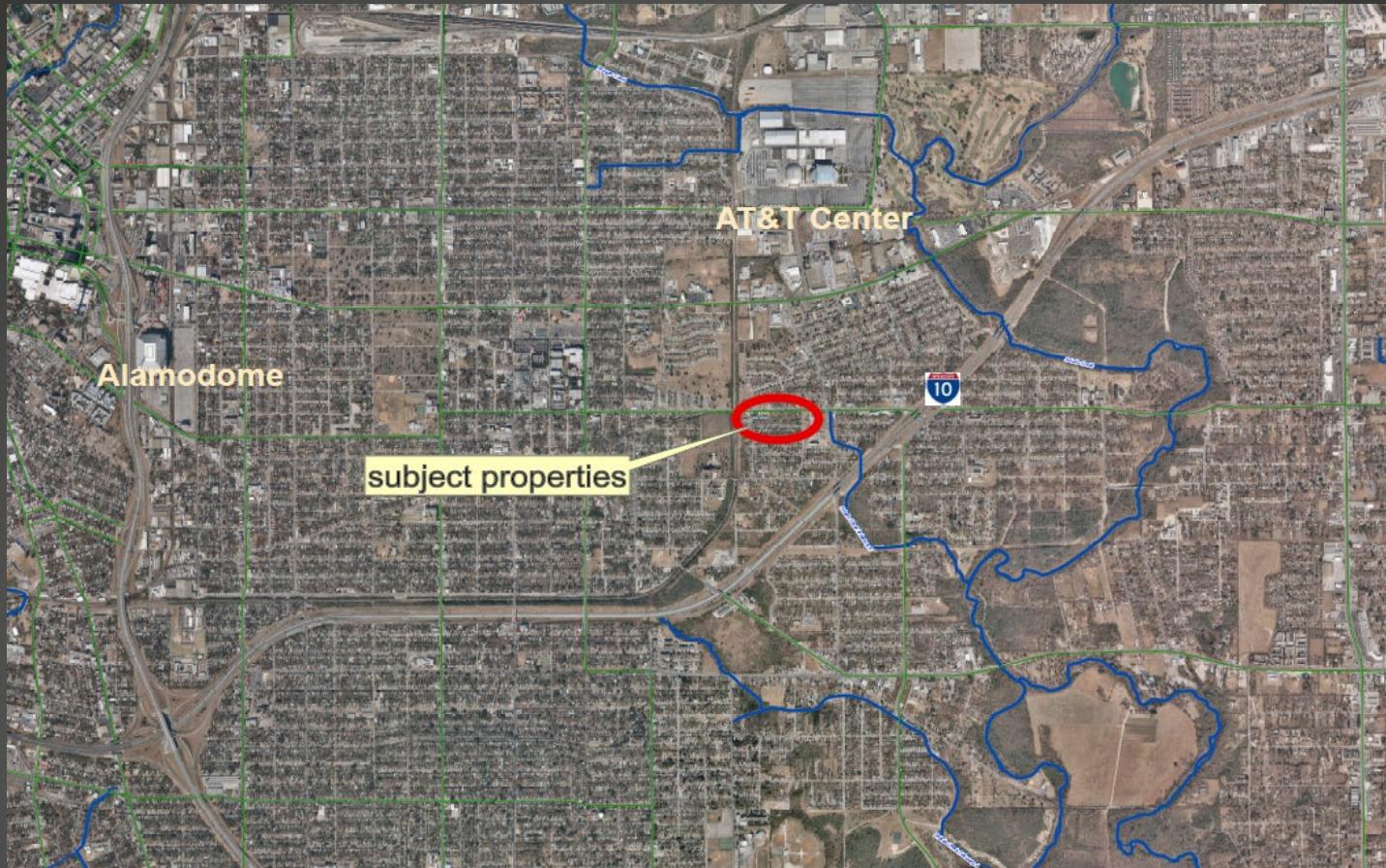
San Antonio Affordable Housing

MLK AFFORDABLE HOMES
STAFF PRESENTATION
AND RECOMMENDATION

Agenda Item 3. c.

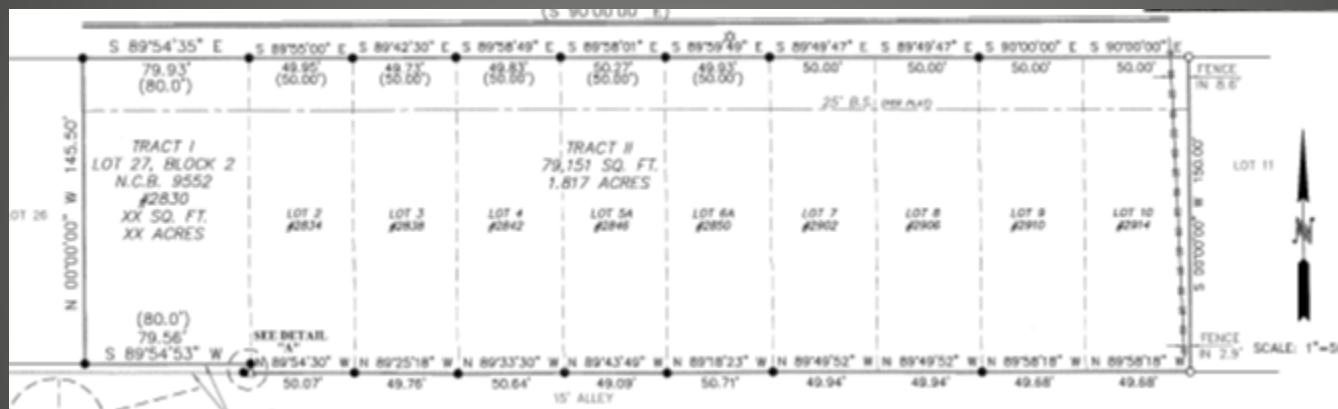
JANUARY 19, 2021

Martin Luther King Affordable Homes



Aerial Location Map

Martin Luther King Affordable Homes



MLK Aerial and Current Survey

Martin Luther King Affordable Homes

BRIEF HISTORY

- The 10 lot -1.8 acre site was acquired in December 2013
- Originally acquired for a Merced project
- First of two RFP's for developers was issued in December 2015 – due January 2016 - 3 Bids were received
- At the June 2016 Board meeting, the Board approved a combined proposal for a Family Dollar Store and affordable housing by developer Ken Lowe
- Due to the length of time for review and approval, Family Dollar acquired another site

Martin Luther King Affordable Homes

BRIEF HISTORY

- On January 23, 2017, a contract for sale of the 10 lots was executed between Ken Lowe and SAAH for the development of 10 affordable homes
- Ken Lowe worked with SAAH and TIRZ staff and the City for infrastructure and construction financing
- After over 2 years, the developer was unable to secure needed funds and the contract between Mr. Lowe and SAAH was terminated on March 10, 2020
- Mr. Lowe never acquired the property

Martin Luther King Affordable Homes

RFP RESPONSES AND REVIEW PROCESS

- A second RFP was issued on October 2020 for the development of 10 homes on the MLK lots
- Three bids were received by November 6, 2020
 - Habitat For Humanity
 - TerraMark Urban Homes
 - Chapawu Properties
- On December 10, 2020 the bids were reviewed, discussed and scored by Staff including Director Ramiro Gonzales
- RFP scoring and recommendation are to follow

Martin Luther King Affordable Homes

SCORING CRITERIA

- Development Experience (25 Points)
 - Name and relevant experience of key project individuals
 - involved in the proposal
 - Relevant experience in the development and construction of comparable projects and examples
- Site & Floorplans, Elevations and Exterior/Interior Finishes (25 Points)
 - Projected schedules - start to completion
- Financial Capacity and Capability (20 Points)
 - History and funding similar projects
- Affordability of Completed Homes (30 Points)
 - Targeted AMI

Martin Luther King Affordable Homes

SCORING SUMMARY

| SCORING AVERAGE SUMMARY | | | | |
|-------------------------------------|------------------|----------------|-------------------|--|
| | TerraMark | Chapawu | Habitat/TH | |
| Experience (25 Points Max) | 23.33 | 14.33 | 25 | |
| Site/Floor Plans (25 Points Max) | 24.33 | 13.33 | 20 | |
| Finance (20 Points Max) | 20 | 10.66 | 20 | |
| Affordability (30 Points Max) | 29.33 | 13.33 | 30 | |
| TOTAL SCORE | 97 | 51.66 | 95 | |

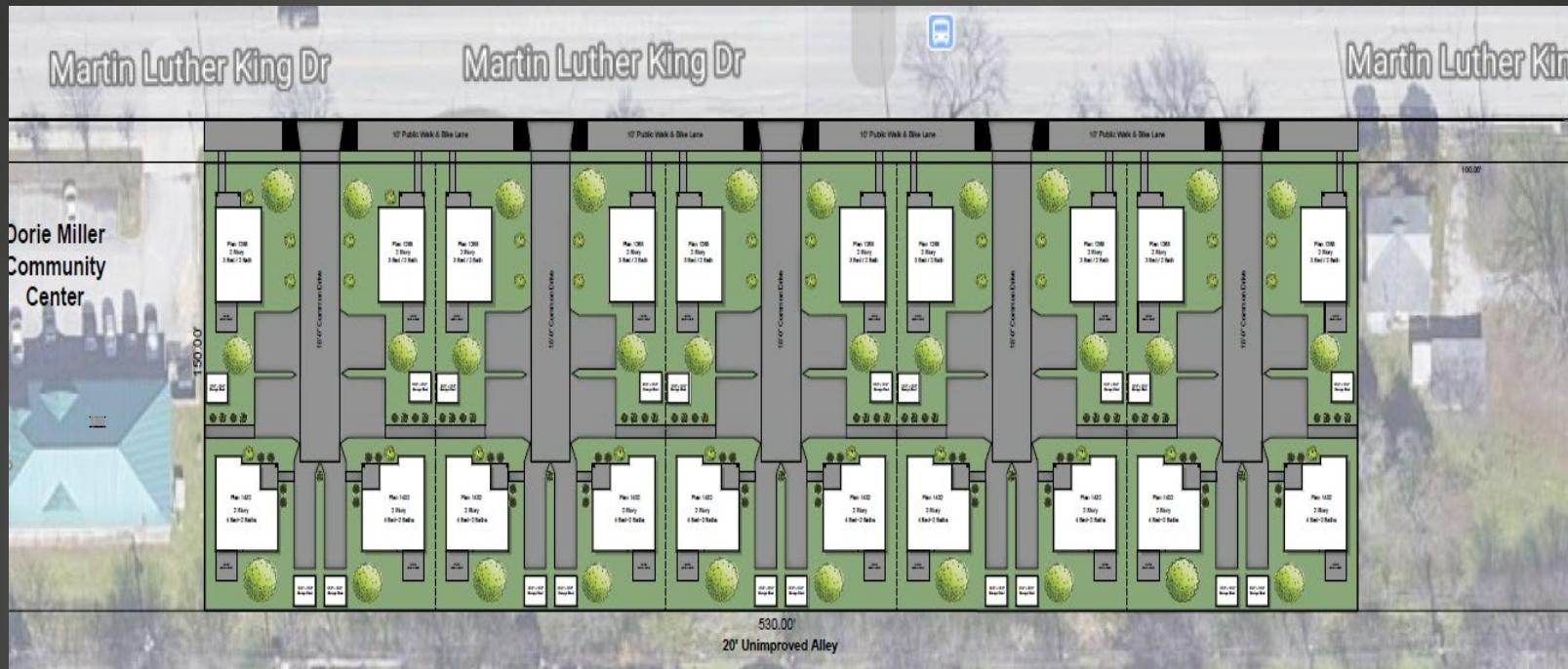
Martin Luther King Affordable Homes

TERRAMARK URBAN HOMES

- Proposal Outline
 - Purchase Price per Lot \$8500.00
 - Number of Homes Proposed 20 2-Story Homes
 - Mix: 3BR/2 1/2 Bath 1268 SF
 - 4BR/2 BATH 1438 SF
- Proposed AMI 80 -100% AMI
- Projected Sales Price \$165K - \$175K
- Proposed Covenant 10 Years
- Total Project Cost \$3.532 Million
- Projected Funding Gap \$599,000 (Includes Land)
- Construction Time 17 Months (Includes rezone and platting)
- Contract Feasibility 60 Days

Martin Luther King Affordable Homes

TERRAMARK CONCEPTUAL SITE PLAN



Martin Luther King Affordable Homes

TERRAMARK CONCEPTUAL DETAILED SITE FLOOR PLANS AND ELEVATIONS

MLK PLACE Typical Site Plan

Martin Luther King Drive



20' Unimproved Alley

MLK LOTS

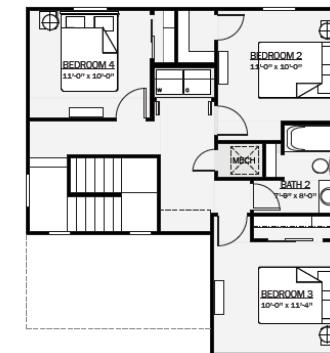
4 BDRM & 2 BATH - LIVING AREA: 1432 SQ.FT.



ELEVATION A'



FLOOR 1 796 SQ.FT.



FLOOR 2 636 SQ.FT.

Martin Luther King Affordable Homes

TERRAMARK CONCEPTUAL FLOOR PLANS AND ELEVATIONS

MLK LOTS

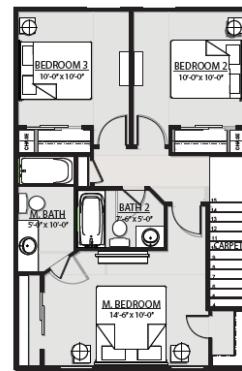
3 BDRM & 2.5 BATH - LIVING AREA: 1268 SQ.FT.



ELEVATION 'A'



FLOOR 1 665 SQ. FT.



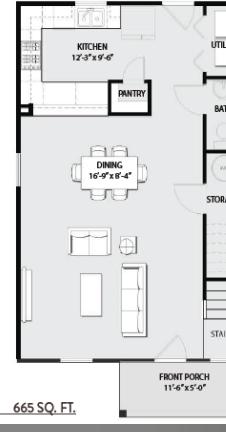
FLOOR 2 603 SQ. FT.

MLK LOTS

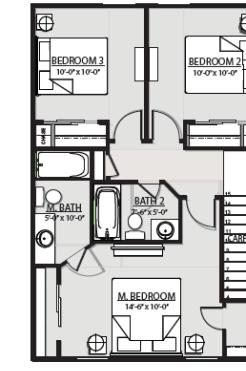
3 BDRM & 2.5 BATH - LIVING AREA: 1268 SQ.FT.



ELEVATION 'B'



FLOOR 1 665 SQ. FT.



FLOOR 2 603 SQ. FT.

Martin Luther King Affordable Homes

TERRAMARK CONCEPTUAL ELEVATIONS

- Staff recommends Board Approval of TerraMark Urban Homes as the selected Developer/Builder for the affordable homes to be constructed on the MLK Properties.
- Next Steps:
 - Questions of Comments
 - All
 - Motion and Second to Accept Staff Recommendation
 - Board Chair
 - If Approved: To prepare and Earnest Money Contract between SAAH and TerraMark for signature and to immediately begin the feasibility period of 60 days.
 - Staff and SAAH Attorney

Martin Luther King Affordable Homes

RECOMMENDATION

- Staff recommends Board Approval of TerraMark Urban Homes as the selected Developer/Builder for the affordable homes to be constructed on the MLK Properties.
- Next Steps:
 - Questions of Comments
 - All
 - Motion and Second to Accept Staff Recommendation
 - Board Chair
 - If Approved: To prepare and Earnest Money Contract between SAAH and TerraMark for signature and to immediately begin the feasibility period of 60 days.
 - Staff and SAAH Attorney

San Antonio Affordable Housing, Inc. (SAAH)

Closed Session (If Required)

January 19, 2021

San Antonio Affordable Housing, Inc. (SAAH)

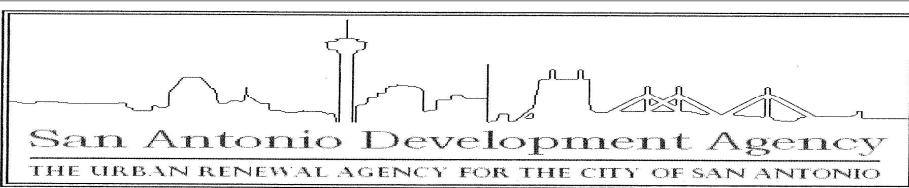
Open Session Action
(From Closed Session)

January 13, 2021

San Antonio Affordable Housing, Inc. (SAAH)

Update Items

January 19, 2021



Item: 4. a. Housing Programs

PLEASE NOTE: AS OF JANUARY 2018, NSP LAND BANKING AND REnewSA HOUSING PROGRAMS ARE UNDER THE DIRECTION OF THE NEIGHBORHOOD AND HOUSING SERVICES DEPARTMENT (NHSD).

INFILL PILOT PROGRAM (IPP)

The Infill Pilot Program implements the Inner City Reinvestment / Infill Policy (ICRIP) adopted by the San Antonio City Council in February of 2010, as a component of the Strategic Plan for Community Development. This policy emphasizes the importance of quality infill development, especially in proximity to employment centers and other economic anchors. This program supports the development of multifamily and other commercial projects when appropriate, however, single-family residential units are the focus and primary development type of the initial Infill Pilot Program. **PLEASE NOTE THAT THE IPP HAS BEEN COMPLETED AND ALL REMAINING CONSTRUCTION FUNDS HAVE BEEN TRANSFERRED TO THE REnewSA PROGRAM TO BE USED AS CONSTRUCTION FUNDS. (\$616,000.00)**

NSP LAND BANKING PROGRAM

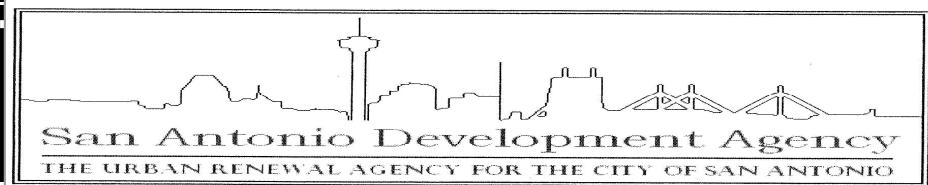
On June 5, 2013, the Office of Urban Redevelopment through San Antonio Affordable Housing, Inc. (SAAH) its' the non-profit arm, finalized a contract agreement with Grants Monitoring Administration (Planning) to manage \$1.24 million in NSP reprogrammed funds for the acquisition, maintenance, and eventual disposition of foreclosed properties within NSP designated areas of the City.

A total budget of \$1.24 million includes \$843,000 for the acquisition and disposition of both foreclosed developed properties and vacant lots. The budget also includes funds for maintenance, clean up, securing each property and minor replacement costs. The administrative budget of \$252,000 includes a % of staff time, environmental costs, as well as funds for the HAP program.

PLEASE NOTE THAT THE NSP LAND BANK PROGRAM HAS ENDED AND ALL REMAINING FUNDS (\$377,790.00) WILL BE TRANSFERRED TO GMA AS PROGRAM INCOME UNDER CDBG

REnewSA PROGRAM

REnewSA is a new initiative for organizing and strategically deploying the community development tools administered by the Department of Planning and Community Development, Office of Historic Preservation, Center City Development Office, Development Services Department, other City departments, and outside partner agencies to create value from vacant, neglected, and underutilized properties in the City's commercial corridors and neighborhoods.



Item: 4. a. Housing Programs

REnewSA PROGRAM (cont.)

The initial focus of REnewSA will be on returning to productive use distressed properties in the inner city and Inner City Reinvestment/ Infill Policy (ICRIP) areas with an emphasis on target neighborhoods: ***University Park/ West Blue Ridge, Wheatley, Edgewood, Collins Garden, Harlandale, Las Palmas, South San/ Kindred, Avenida Quadalupe, and Five Points.***

Planning and Community Development (DPCD) has executed a contract with San Antonio Affordable Housing, Inc. to manage the acquisition, maintenance, and disposition of properties associated with the REnewSA Program. DPCD proposes a similar process that is currently being utilized for the Infill Pilot Program. DPCD will provide \$616,000 of general funds for the acquisition, maintenance, and disposition of targeted properties, as well an additional \$154,000 for interim construction financing.

SAAH - COSA PROGRAM

In August of 2016, the City Council of San Antonio identified 19 vacant properties in Council District 2 were foreclosed on by the City prior to 1992. These properties have remained vacant and unproductive since acquisition. By Ordinance, the City elected to allow San Antonio Affordable Housing, Inc the opportunity to acquire and dispose of these properties as soon as SAAH identified an affordable home developer.

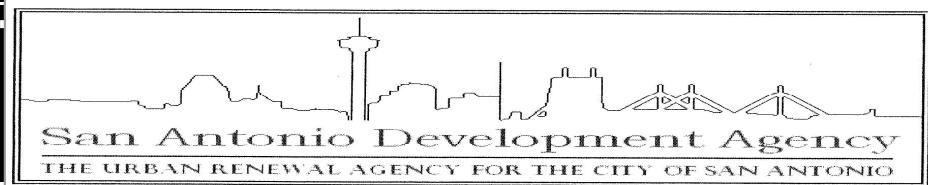
Once a builder/developer was identified and a contract was secured for sale, SAAH would then buy the property from the City for a minimal amount, and then turn around and sell the property to the builder for the construction of an affordable home.

FY20 SINGLE FAMILY REHAB PROGRAM

As a part of the 2020 COSA Affordable Housing budget, the acquisition of 15 to twenty homes was approved by the City Council. The initial purchase will be 7 formally occupied homes owned by San Antonio Housing Authority. The program will also be acquiring vacant and boarded properties from a list compiled by the Department of Historic Preservation

The first seven properties have been reviewed by staff and scopes of work will be developed as well as initial cost estimates. Builders will be notified by local advertisement and selected by competitive bid. Construction loans will be acquired through LISC.

The closing of the first seven properties was on November 25, 2019.



Item: 4. a. Housing Programs

REHAB PROGRAM (cont.)

A request for contractors has been issued and the 7 properties have been reviewed by interested General Contractors. The first three homes bids are due on February, 25, 2020. The bids on the remaining 4 homes are due March 12, 2020. It is the intent to give multiple homes to builders depending on the total value of the bids. This will insure bulk buying for the contractor.

FY20 SINGLE FAMILY NEW HOME CONSTRUCTION PROGRAM

As a part of the 2020 COSA Affordable Housing budget, this program aims to reduce neighborhood blight through the development of up to 10 vacant lots from District's 1 thru 5. SAAH will utilize funding awarded by COSA to incentivize developer's to purchase vacant lots to construct new affordable homes that will be sold to buyers with an AMI at or below 120%. The incentive funds of up to \$30,000 per house will be used to provide "gap" funding to insure the home are affordable.

An "RFA" was issued on December 18, 2019, with all applications due by January 29, 2020. Staff received and have reviewed the four submissions and will submit the staff recommendations for your approval during the February 19, 2020 Board meeting.

Issues: NONE

Recommendation: Continue with property review and acquisition and work with NHSD on disposition plans for each program.

Next Steps: Continue Processes

San Antonio Affordable Housing

HOUSING PROGRAMS

JANUARY 19, 2021 Items

4. a. 1, 2, 3, 4, and 5

NSP LAND BANK PROGRAM



222 Lyric

Pre-Rehab Front Elevation



715 Venice



222 Lyric

Post Rehab Elevation



715 Venice

REnewSA PROGRAM – 303 CORDELIA



- **303 CORDELIA**
- Council District 5
- 1016 Square Feet
- 3 Bedroom – 2 Bath
- Builder : OUR CASAS
- Lot Acquisition \$ 11,500
- Program Contribution: \$ 11,000
- SOLD DECEMBER 2020 \$160.000

REnewSA PROGRAM – 5447 ERGILL



- **5447 Ergill**
- Council District 6
- 1279 Square Feet
- 3 Bedroom – 2 Bath
- Builder : Alamo Community Group
- Lot Acquisition \$ 10,000
- Program Contribution: \$ 9,500
- SOLD APRIL 2020 \$164,500

REnewSA PROGRAM – S. SAN EDUARDO



- **824, 826, 826 S. San Eduardo (3)**
- Council District 5
- 890 Square Feet Each
- 2 Bedroom – 1 Bath
- Builder : Alamo Community Group
- Lot Acquisition \$12,400
- Contribution Per Home: \$ 3,966
- SOLD OCTOBER and DECEMBER 2020 \$130,000

REnewSA PROGRAM

FUTURE AFFORDABLE HOME SITES

1535 DAWSON

Council District 2



114 and 118 BELTRAN



REnewSA PROGRAM

FUTURE AFFORDABLE HOME SITES

1305 CRYSTAL

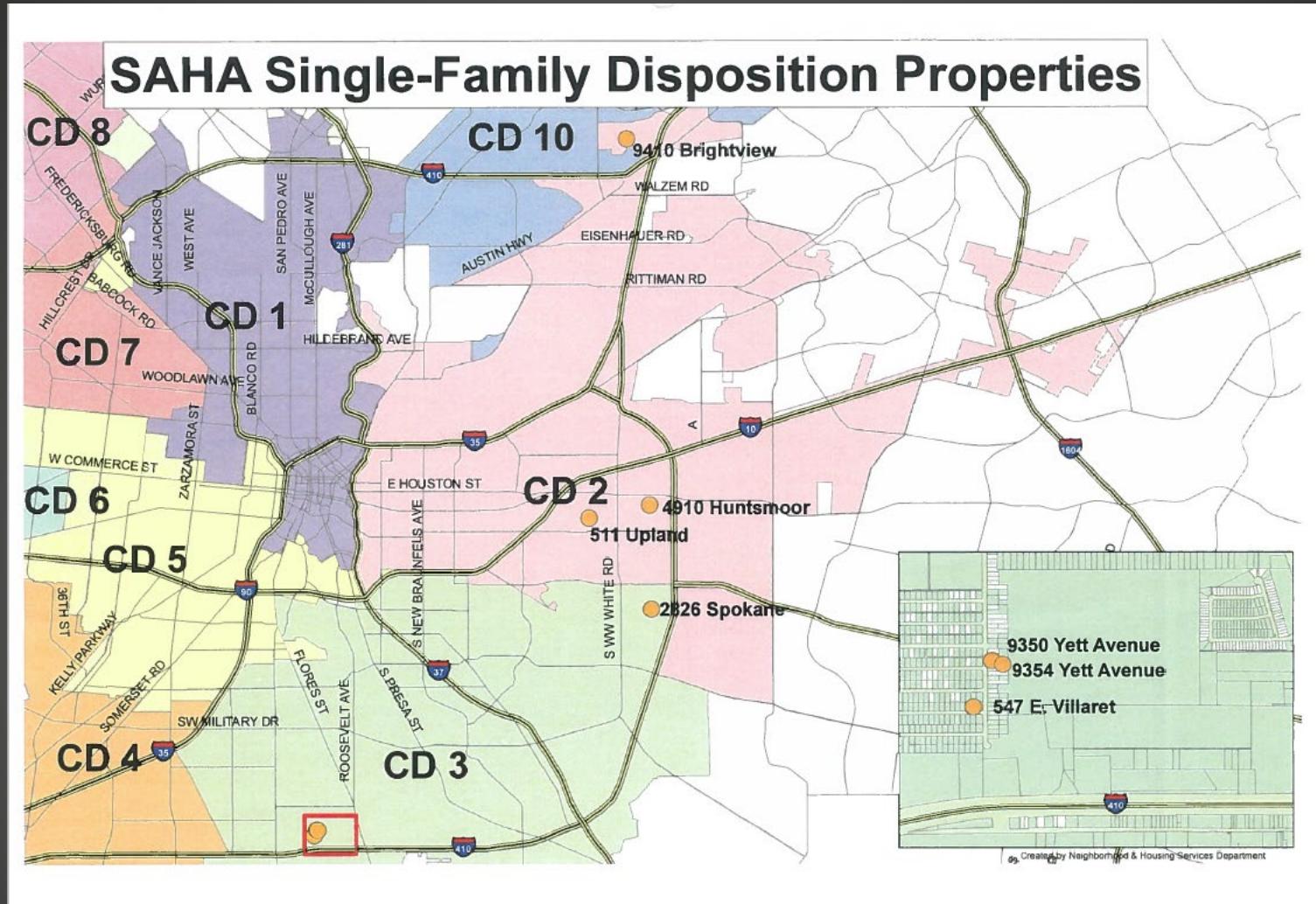
Council District 5



4246 CESAR CHAVEZ



2020 SINGLE FAMILY REHAB PROGRAM



2020 SINGLE FAMILY REHAB PROGRAM



9410 Brightview



4910 Huntsmoor Court



COUNCIL DISTRICT 2 HOMES

511 Upland

2020 SINGLE FAMILY REHAB PROGRAM

2826 Spokane



2020 SINGLE FAMILY REHAB PROGRAM

2826 Spokane



2020 SINGLE FAMILY REHAB PROGRAM

2826 Spokane



2020 SINGLE FAMILY REHAB PROGRAM

547 E. Villaret



2020 SINGLE FAMILY REHAB PROGRAM

547 E. Villaret



Complete Kitchen Rehab

2020 SINGLE FAMILY REHAB PROGRAM

547 E. Villaret



Complete Kitchen Rehab

2020 SINGLE FAMILY REHAB PROGRAM

547 E. Villaret



2020 SINGLE FAMILY REHAB PROGRAM

9350 Yett



2020 SINGLE FAMILY REHAB PROGRAM

9350 Yett



2020 SINGLE FAMILY REHAB PROGRAM

9350 Yett



2020 SINGLE FAMILY REHAB PROGRAM

9350 Yett



2020 SINGLE FAMILY REHAB PROGRAM

9354 Yett



2020 SINGLE FAMILY REHAB PROGRAM

9354 Yett



2020 SINGLE FAMILY REHAB PROGRAM

9354 Yett



STATUS OF NEW FY20 SINGLE FAMILY REHABILITATION PROGRAM

FY20 SINGLE FAMILY REHAB PROGRAM

- All four properties in Council District 3 Sold in less than 3 Days on the Market

AVERAGE PROJECT ECONOMICS (4 Homes)

- Average Home Acquisition: \$ 99,000
- Average Rehabilitation Cost:
Including Utilities and Maint. \$ 75,000
- Total Average Cost Per Home: \$174,000
- Actual Average Sale: \$160,000
- Contribution Per Home: \$ 14,000
- Pre-Rehab Average Homes Sales Projection \$141,000

STATUS OF NEW FY20 SINGLE FAMILY NEW CONSTRUCTION PROGRAM

- **Cross Timber Homes** – 8 homes
 - Closed on 5 Homes and 3 Homes under construction and under contract
 - Contribution Per Home - \$30,000
- **Greenboro Homes** – 2 homes
 - Working on construction loan approvals – acquiring lots from SAAH
- **Two Awards still Available**

2020 SINGLE FAMILY NEW CONSTRUCTION PROGRAM



3 Bedroom- 2 Bath
1460 Square Feet
Sold for \$154,900
OTM – 7 Days

Cross Timber Homes

511 Humboldt
Council District 5



NSP LAND BANKING (Target 20 to 25 Foreclosed Homes)

Updated

1-13-21

Project Scope

The Neighborhood Stabilization Program (NSP) Land Banking Program acquires foreclosed homes in targeted areas for rehabilitation and disposition to families with incomes below 120% of the local average median income. Properties are acquired from banks, the Department of Housing and Urban Development, FHA and other lending institutions by SAAH.

| | |
|---------------------------|-------------------------------------|
| ORDINANCE: | 2012-11-01-0859 |
| MOU EXECUTED: | June 2013 |
| BUDGET: | \$1,250,000 Reprogrammed CDBG Funds |
| CURRENT BALANCE: | \$378,924 |
| FIRST HOME ACQUISITION: | September 2013 |
| FIRST CONSTRUCTION BEGAN: | May 2014 |
| FIRST HOME SALE: | August 2014 |

-+

Status

Since program inception in 2012, 26 properties have been acquired:

- **26 foreclosed homes have been rehabilitated and sold**

Property Locations (26 homes)- includes homes under contract

- Council District 1 – 5 homes
- Council District 2 – 6 homes
- Council District 3 – 7 homes
- Council District 5 – 2 homes
- Council District 6 – 1 homes
- Council District 7 – 5 homes

Action Plan and Next Steps

- **THIS PROGRAM HAS BEEN COMPLETED AND \$378,924.00 HAS BEEN RETURNED TO COSA (GMA) AS PROGRAM INCOME.**

REnewSA Program (Target 20 to 25 Vacant Infill Lots)

Updated 1-13-21

Project Scope

REnewSA is a new City initiative for organizing and strategically deploying community development tools to create value from vacant, neglected and underutilized properties. Similar to the IPP, REnewSA, through OURSA/SAAH, will acquire vacant infill lots and sell to builders for the construction of new energy efficient affordable homes.

| | |
|-----------------------------|---|
| ORDINANCE: | 2013-09-12-0628 |
| MOU EXECUTED: | October 2013 |
| BUDGET: | \$670,000 General Funds (\$770,000 funds added in 2016 for loans) |
| CURRENT BALANCE | \$478,510 |
| FIRST PROPERTY ACQUISITION: | January 2015 |
| FIRST CONSTRUCTION START: | February 2016 |
| FIRST HOME SALE: | August 2016 |

NOTE: FUNDS FORM THIS PROGRAM ARE CURRENTLY LOANED TO FY20 REHAB PROGRAM IN ORDER TO FACILITATE THE START OF CONSTRUCTION OF 3 HOMES PRIOR TO APPROVAL OF CONSTRUCTION FUNDS FRO LISC – THE FUNDS WILL BE RETURNED TO REnewSA FOLLOWING THE SALE OF EACH HOME

Status - 28 lots have been acquired (includes 1305 Crystal and 3 lots and 824 S. San Eduardo)

Acquired Property Locations

- Edgewood – 18 properties
- Harlandale – 1 property
- Las Palmas – 2 properties
- University Park – 1 property
- Wheatley – 5 properties
- ICRIP - 1 Property

Activity

- 10 home sites (12 lots) sold to non-profits, completed and sold
- 2 lots sold to non-profit OUR CASAS (Cesar Chavez and Cordelia),
 - construction started at Cordelia; Cesar Chavez to follow
- 2 lots (Ergill and S. San Eduardo); sold to Alamo Community Group
 - Ergill HAS BEEN COMPLETED AND SOLD
 - **S. Eduardo (3 homes) ARE COMPLETED AND 3 HAVE BEEN SOLD**
- **4** lots sold to private builder – GREENBORO HOMES for affordable homes in District 6
 - 2 homes completed and sold (Marbauch)
 - Greenboro sold 638 and 642 Marbauch vacant lots to NHS (non-profit builder)
- 6 lots sold to NEW LEAF in District – 6 homes completed and sold (Gabriel, Denver and Blaine)
- **3** lots sold to private builder JAMROZ for the construction of affordable homes (Oklahoma)
 - 2 - homes built and sold
 - 1 home - 1305 Crystal sold to Jamroz – currently at CITY for permitting

- **1535 Dawson was sold to HHGC on December 18, 2020 for construction of an affordable home.**
- SAAH continuing to search for additional lots – the search now includes both the targeted areas and ICRIP areas

Note: Revised Items are Bold and Underlined

CITY – COSA FORECLOSED PROPERTIES AGREEMENT

Updated

1-13-21

Project Scope

In August of 2016, the City of San Antonio has requested San Antonio Affordable Housing, Inc. (SAAH) consider selling foreclosed vacant lots owned by the City through foreclosure since the early 1990's. The City intent is to hold these properties until such time as SAAH has identified a builder interested in one or more of the properties for the construction of affordable homes. The properties are all located in Council District 2.

The City foreclosure list for D2 consists of 25 vacant lots, 6 of which are not considered suitable for construction.

| | |
|----------------------------|---|
| ORDINANCE: | 2016-08-12-0593 |
| ACQUISITION PRICE: | Varies, but does not include taxes owed to the City |
| SALES PRICE: | Varies, all funds go back into SAAH for operations |
| FIRST PROPERTIES ACQUIRED: | January 2017 |
| FIRST LOTS SOLD TO BLDRS. | February 2017 |
| FIRST HOME SALE: | December 2017 |

Activity

- 14 vacant infill lots acquired from the City
 - 11 lots sold to builders
 - 9 homes built and sold (Dreiss, 420 and 422 Belmont, Dakota, and 118 Stella, 138 Stella, 1405 Crockett, 1423 Denver and 1427 Denver)
 - 2 Lots – 118 Coleman and 115 Gray sold to NewLeaf – will be deeded back to SAAH due to costs associated with the development of these lots
 - 2 lots (114/118 Beltran) are under contract to Greenboro Homes as a part of FY20 New Home Construction Program;
 - Staff is requesting that both Beltran lots be acquired by the REnewSA Program in order to expedite the construction by furnishing construction financing.

Note: Revised Items are Bold and Underlined

2020 SINGLE FAMILY REHAB PROGRAM

Updated 9-10-20

Project Scope

As a part of the 2020 COSA budget, the acquisition of 15 to twenty homes was approved by the City Council. The initial purchase will be 7 formally occupied homes owned by San Antonio Housing Authority. The program will also be acquiring vacant and boarded properties from a list compiled by the Department of Historic Preservation as funds are available.

The first seven properties have been assigned to builders and construction on 4 homes have started with funds borrowed from REnewSA. These funds will be reimbursed back to REnewSA following the sale of the homes.

FIRST PROPERTIES ACQUIRED
ACQUISITION PRICE:
FUNDING SOURCE
CONSTRUCTION LENDER.

November 25, 2019
First 7 homes- \$607,647.00
Inner City TIRZ
REnewSA and LISC (both sources are loans)

Status

- 7 homes have been acquired
 - 3 in Council District 2
 - 9410 Brightview – American Best Home Improvements
 - 4810 Huntsmoor – Tony Navarro Construction
 - 511 Upland – TJ Builders
 - 4 in Council District 3
 - 2826 Spokane - Tony Navarro Construction
 - 9350 Yett Av. - NHSSA
 - 9354 Yett Av. - NHSSA
 - 547 E. Villaret - TJ Builders

Activity

- Builders have been assigned to homes – see above
 - 9410 Brightview – To be started with LISC Construction Funds
 - 4910 Huntsmoor – To be started with LISC Construction Funds
 - 511 Upland – To be started with LISC Construction Funds
 - **2826 Spokane – COMPLETED AND SOLD - \$175,000**
 - **9350 Yett Av. – COMPLETED AND SOLD - \$156,000**
 - **9354 Yett Av. – COMPLETED AND SOLD – 167,000**
 - **547 E. Villaret – COMPLETED AND SOLD – 140,000**

Note: Revised Items are Bold and Underlined

2020 SINGLE FAMILY NEW HOME CONSTRUCTION PROGRAM

Updated 1-13-21

Project Scope

As a part of the 2020 COSA budget, SAAH will be providing up to \$30,000 in “gap” financing to builders who will build and sell affordable homes to families earning 80% to 120% of the average median income. The purpose is to insure these quality homes remain affordable. This initial offering will involve the construction of 12 new affordable homes.

The builders are required to acquire the lots for this program. The lots, as well as the home design and amenities must be approved by SAAH staff for use in this program.

A Request for Applications was issued, and applications were received and scored by staff.

The initial 12 project awards were given to the following affordable builders:

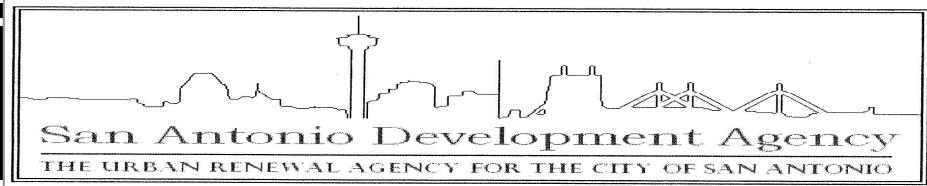
- Habitat for Humanity (**Cross Timber Homes**) - 8
- Greenboro Homes – 2
- Alamo Community Group – 3 (0)
- 2 Awards Pending

Please note that following the initial awards, Alamo Community Group elected not to participate, and their 3 awards were given to Habitat for Humanity due to the fact that HFH already had homes in various stages of construction, or vacant lots already acquired and shovel ready.

Activity

- Habitat for Humanity (**Cross Timber Homes**) - (8 Awards)
 - **5 Home Sold**
 - **3 Homes Under Construction and Under Contract**

Note: Revised Items are Bold and Underlined



Item: 4. b. Relocation of a Gift Home Within Government Hill to a Property Acquired from San Antonio Housing Authority

Summary (History):

The City of San Antonio is requesting that SAAH use general fund money currently with the REnewSA affordable housing program to acquire a vacant lot at 303 Spofford in Government Hill, a property currently owned by San Antonio Housing Authority.

The City is also asking SAAH to accept a "gift" home on 516 Pierce from SA Aqua Ventures LLC. and move the house to 303 Spofford. Vacating the 516 Pierce property would allow the developer to build a 33 unit apartment project and community park on the vacated Pierce lot and adjacent properties owned by the developer.

The City is requesting SAAH also use funds from REnewSA to pay for the relocation and set up of the gift home. Dodson Home Moving/Gator Inc. will be responsible for all aspects of the move except for any interior repair required after the home is relocated and set up on Spofford.

Once the home set up and ready to market, Staff is requesting the home be sold at market rate to cover all costs including acquisition, home relocation, utilities, flatwork, repair and SAAH management fee.

The project cost is estimated at \$169,000, and the income from the sale is estimated to be around \$180,000. Any additional net funds after REnewSA has been reimbursed will be given to the NHSD Minor Repair Program for use specifically in Government Hill area.

The project is currently on hold until the developer receives final review and approval from the HDRC. Multiple agreements have been signed and approved by HUD, Texas Historical Commission, and COSA DHP. A required archeological history study of the house and the Government Hill historic neighborhood has been completed and is under review by the developer.

The home was deeded to SAAH on October 12, 2020. The home was scheduled to be moved to 303 Spofford prior to Thanksgiving but was cancelled by Dodson. The move has tentatively been rescheduled beginning January 15, 2021 pending weather.

Issues: None

Recommendation: To work with all parties to complete the project

Next Steps: Develop a schedule for house relocation, set-up and eventual sale of the property.

San Antonio Affordable Housing, Inc. (SAAH)

Adjournment

January 19, 2021