CHFA Capital Plan Property Assessment - Town Hall Annex

Property Identification

Town Hall Annex
GREENWICH, CT

Total Current Unit Count:	28
Census Tract:	106.00
Connecticut Congressional District:	4

CHFA Property Identification #: 85061D
Current State Sponsored Housing Program: SH Moderate Rental Section 8

This is a single, stand-alone property. As there are no other adjacent properties under common ownership, there are no opportunities for consolidation to achieve greater efficiencies of scale.

Property Description

Tenancy Type:	Family
Structure Type:	Low rise (1-4 floors)
Number of buildings:	1
Maximum # of Stories:	4
Elevator?	Yes

Summary property description:
The Town Hall Annex property has 6 one-bedroom, 21 two-bedroom and 1 three-bedroom units. Generally, the property consists of reasonably sized units. It features amenities such as common laundry and spacious common areas.

Current Operating & Capital Needs Status

Aggregate Capital Needs (without market enhancements):	$ 1,505,784
Capital Needs per Unit:	$ 53,778
Projected Year 1 (2014) Operating Income:	$ 43,933

Current operations at the property are projected to generate roughly $43,900 in net operating income (NOI, or revenue after operating expenses) in Year 1 (2014). With incomes and expenses trending at 2% and 3% respectively, which is a standard affordable housing industry convention, the NOI figure decreases annually and results in negative NOI beginning in 2021. As a result, the property is not sustainable and cannot adequately address its future basic capital needs, projected to be approximately $1.51 million ($53,778 per unit) over the next 20 years.

Current average income relative to the Area Median Income (AMI): 17%

	Current Base Rent	Affordability (% AMI)
Studio/efficiency unit:		
One-bedroom unit:	1,287	56%
Two-bedroom unit:	1,460	53%
Three-bedroom unit:	1,471	46%
Four-bedroom unit:		
Five-bedroom unit:		
Six-bedroom unit:		

	Proposed Base Rent	Affordability (% AMI)
Studio/efficiency unit:		
One-bedroom unit:	1,337	58%
Two-bedroom unit:	1,460	53%
Three-bedroom unit:	1,471	46%
Four-bedroom unit:		
Five-bedroom unit:		
Six-bedroom unit:		

Number of current households that would be impacted by the proposed increase in Base Rent: 0

Rental operating subsidy necessary in 2014 to generate revenue equal to raising the base rent as proposed: $ 3,000

Additional rental assistance payments subsidy over a 20 year period due to revised base rent: $ 68,522

In order for the property to operate in a sustainable manner into the foreseeable future, the property would benefit from greater revenues. This property currently has a project based voucher contract, which allow the residents to pay an affordable rent based on their income, but generally only yields the contract rent amount as revenue. Currently, contract rents are set by HUD.

Low base rent levels maximize affordability for households in the community. However, if the property's revenue stream (including any available operating subsidy) does not cover the cost of actually operating the property, including the cost of ongoing maintenance and capital improvements, necessary repairs and maintenance will get deferred. An extended period of deferred maintenance can put the property itself at risk, which would be a significant blow to the availability of affordable housing in the area.

The Capital Plan is intended to identify the real estate needs of the State Sponsored Housing Portfolio. In order to ensure a minimum revenue stream, this analysis assumes that all base rents are adjusted in 2014 to equal the greater of a) the current base rent or b) 30% of the adjusted gross income of a household at 30% of AMI for the applicable household size, provided these levels do not exceed the local market.

The figures to the left indicate the additional rental operating subsidy which would be necessary in 2014 to cover this base rent increase as well as the total 20 year impact given that this subsidy need will recur annually, with inflation increases. Since the rental assistance payment protects the residents of the property, none of the actual households would be impacted by the increase in the base rent and the property would continue to serve the current resident demographic.

Household Income Level	Current Income Mix	Proposed Income Mix
0-25% of AMI	28	28
25-50% of AMI	0	0
50% of AMI or greater	0	0
Total number of units	28	28

	Pre-Trans. Base Rent	Post-Trans. Base Rent
Studio/efficiency unit:		
One-bedroom unit:	1,337	1,337
Two-bedroom unit:	1,460	1,460
Three-bedroom unit:	1,471	1,471
Four-bedroom unit:		
Five-bedroom unit:		
Six-bedroom unit:		

Rental operating subsidy in the transaction year which would be necessary to generate additional revenue equal to that generated by income mixing: $ -

Additional rental operating subsidy necessary to sustain Rental Assistance Payments based on the adjusted base rent: $ -

Property used for market reference: Hill House

While the revenue generated by the increase in the base rent improves the property's income and expense picture, it is insufficient for the property to operate sustainably for the foreseeable future. (The capital plan analysis considers sustainable operations to be a level of operating income sufficient to cover operating expenses and servicing of any capital leverage necessary to maintain the physical asset for the next 15-20 years without routine capital subsidies from the State.) However, as noted above, the property receives a project-based voucher payment. A PBV arrangement provides operating support to the property while permitting residents to pay based on what they can afford, so income mixing is neither needed nor appropriate. For extremely low income households, properties with a PBV are their only viable option. In order to ensure long-term stability, a post-transaction base rent increase, which would be covered by the PBV subsidy, is used to generate enough income for the property to operate at a sustainable level.

The rental assistance payment ensures that the property receives the base rent. However, since the base rent increase suggested above is insufficient over the long term, the only alternative is to increase the base rent again in conjunction with the recapitalization transaction. (An income-tier structure in this situation would only serve to reduce housing options to the lowest income households, without increasing revenue to the property.)

An increase in the base rent at a property with a rental assistance payment translates into an increase in the operating subsidy necessary to sustain the property over time.

	Capital Surplus or (Gap)	Total (Gap) Funded by Subsidy inc. Capital & Operating
Current Scenario (excluding transaction costs):	-	(746,042)
Recoverable Grant Scenario:	(1,526,253)	(2,742,968)
CHFA/FHA Scenario:	511,862	-
4% LIHTC Scenario:	1,112,739	-
9% LIHTC Scenario:	2,204,368	-

The Capital Plan analysis considers five scenarios and the prospect under each scenario to address the property's capital and operational needs. Each scenario's capacity to address the property's capital needs is listed to the left, as represented by the Replacement Reserve (RM&R) balance at the end of 20 years. Also at left is the total gap, including both operating subsidy needs and capital subsidy needs, over the 20 year study period.

- The first scenario, the "Current Scenario" assumes the property continues operating as it currently is operated - no material change in the base rent and no implementation of income mixing strategies to shift the property's revenue picture. Consequently, there is no adverse impact on residents or on the opportunity to serve the income demographic currently holding tenancies. The current scenario uses the baseline capital needs as the anticipated capital investment for purposes of identifying the surplus or gap. However, the current scenario - unlike the other four scenarios - does not include any allowance for soft costs (architecture or design, relocation, developer overhead, etc.) or for general contractor overhead and profit (as it is assumed each trade would come to the site independently, without the need for overarching coordination).

- The second scenario, the "Recoverable Grant Scenario" assumes any revenue adjustments described above (i.e., if the analysis suggested an increase in base rent and/or introduction of a mixed-income framework, or the equivalent revenue from federal or state operating subsidy). The Recoverable Grant Scenario envisions a streamlined allocation of funds from the State to the property, implemented with standardized documents and minimal legal or due diligence transaction costs. The Recoverable Grant would be repaid to the State to the extent possible from cash flow. The Recoverable Grant Scenario is most frequently selected when the transaction is too small to warrant the transaction costs associated with alternative financing or if the market is too weak to support debt or equity leverage.

- The three remaining scenarios - "CHFA/FHA," "4% LIHTC" and "9% LIHTC" correspond to three different leverage transaction structures. Each scenario includes transaction costs appropriate to the nature of the transaction. (For example, legal fees in the two LIHTC scenarios are higher than in the CHFA/FHA scenario.) Typically, the CHFA/FHA scenario would generate the least amount of funds for capital improvements and the 9% LIHTC scenario would generate the greatest amount, with the 4% LIHTC scenario falling in between. The CHFA/FHA scenario is a debt-only scenario, using either CHFA or FHA-insured financing. The two LIHTC scenarios assume both debt and a syndication of low income housing tax credits. The 4% tax credits rely on the use of tax exempt bond financing and are generally available when needed. (The analysis assumes that the tax exempt bonds will be used for construction funding in order to generate the tax credits, but may not remain outstanding at the full amount after permanent debt conversion.) The 9% tax credits are a competitive and scarce resource so cannot be assumed to be available for all properties.

Recommended Transaction and Transaction Assumptions	Town Hall Annex, continued

Recommended Transaction Option:	CHFA/FHA
Recommended Transaction Year	2014
Replacement Reserve Deposit PUPY:	425
Debt Service Coverage in Transaction Year:	1.200
Debt Service Coverage in Transaction Year 15:	1.484
Pre-Transaction Capital Subsidy Needed:	-
Transaction Capital Subsidy Needed:	-

The capital plan recommends using the debt-only scenario to finance the capital needs at this property. The property has positive NOI which can leverage debt sufficient to cover the long-term capital needs without the complexity of a tax credit transaction.

This analysis has suggested a potential transaction year of 2014 based on a series of criteria outlined in the capital plan report. In short, the transaction year has been informed by the distribution of critical capital needs year-by-year at the property (i.e. roof, mechanical, structural components) and by the need to distribute the timing of capital transaction for properties within the State Sponsored Housing Portfolio over a period of years in order to manage scarce State-wide resources.

This property has been underwritten assuming replacement reserve deposits of $425 per unit per year, assuming debt service coverage is maintained over 1.484 throughout the first 15 years of the new financing, and assuming hard construction capital needs of $1.51 million.

The property is able to cover its capital needs from current replacement reserves through the date of the capital transaction, so no interim State support is needed.

Summary of Recommended Transaction

Under the CHFA/FHA scenario, the property yields $195,856 in NOI in the transaction completion year, which includes $425 per unit per year in replacement reserve deposits. After debt service, the property generates $59,185 in cash flow in the capital transaction's completion year, trending to $66,136 fifteen years thereafter. Post-transaction, distribution of cash flow is governed by the terms of the transaction documents and, to the extent not restricted by the documents, could be used at the owner's discretion for ongoing capital needs, owner's working capital or the owner's other priorities. The transaction raises $2,378,000 in debt. The transaction results in a gap of $000, all of which would need to be covered by State capital subsidy. This compares to a needs gap of over $746,000 if no transaction takes place at the property and the capital needs are addressed through routine maintenance or a needs gap of over $1,526,000 if the capital needs are addressed in a consolidated transaction relying entirely on State capital subsidy.

Immediate Emergency Capital Needs:	0
Current Deferred Capital Needs:	0
Current Routine Capital Needs:	348,505

The chart below indicates the year-by-year capital investment needs at the property as projected by On-Site Insight. One should note, however, that On-Site Insight used a state-wide cost basis generated from the RS Means database for capital needs. Some high-cost communities can experience a premium of 10%-15% in excess of the State-wide figures. The chart also indicates the timing of State capital and operating subsidy needs assuming the transaction scenario described above.

		Capital Subsidy		Operating Subsidy		
Year	**Annual Capital Needs (per CNA)**	Pre-Transaction Capital Subsidy Needs	Transaction Capital Subsidy Needs	Operating Deficit Subsidy Needs	Base Rent Operating Subsidy Needs	Income Mixing Operating Subsidy Needs
2013	**348,505**	-	-	-	-	-
2014	**41,572**	-	-	-	3,000	-
2015	**38,331**	-	-	-	3,060	-
2016	**39,481**	-	-	-	3,121	-
2017	**39,367**	-	-	-	3,184	-
2018	**34,924**	-	-	-	3,247	-
2019	**107,402**	-	-	-	3,312	-
2020	**34,114**	-	-	-	3,378	-
2021	**22,954**	-	-	-	3,446	-
2022	**37,017**	-	-	-	3,515	-

		Capital Subsidy		Operating Subsidy		
Year	**Annual Capital Needs (per CNA)**	Pre-Transaction Capital Subsidy Needs	Transaction Capital Subsidy Needs	Operating Deficit Subsidy Needs	Base Rent Operating Subsidy Needs	Income Mixing Operating Subsidy Needs
2023	**200,216**	-	-	-	3,585	-
2024	**75,940**	-	-	-	3,657	-
2025	**86,394**	-	-	-	3,730	-
2026	**89,409**	-	-	-	3,805	-
2027	**134,090**	-	-	-	3,881	-
2028	**45,479**	-	-	-	3,958	-
2029	**25,948**	-	-	-	4,038	-
2030	**39,839**	-	-	-	4,118	-
2031	**23,179**	-	-	-	4,201	-
2032	**41,622**	-	-	-	4,285	-

Scenario Pro Formas

Income and Expense Analysis

	CURRENT		RECOVERABLE GRANT		CHFA/FHA		4% LIHTC		9% LIHTC	
2023 ANNUAL INCOME	**Total**	**Per Unit**	**Total**	**Per Unit**	**Total**	**Per Unit**	**Total**	**Per Unit**	**Total**	**Per Unit**
Gross Potential Rent	599,103	21,396.52	599,103	21,396.52	599,103	21,397	599,103	21,397	599,103	21,397
Vacancy/Loss	-	-	-	-	(29,955)	(1,070)	(41,937)	(1,498)	(41,937)	(1,498)
Other Income	8,404	300.16	8,404	300.16	8,404	300	8,404	300	8,404	300
Effective Gross Income	**607,507**	**21,696.68**	**607,507**	**21,696.68**	**577,552**	**20,627**	**565,570**	**20,199**	**565,570**	**20,199**
2023 ANNUAL EXPENSES										
Operating Expenses	338,462	12,088	366,933	13,105	358,308	12,797	357,709	12,775	357,709	12,775
Replacement Reserve Deposits	291,587	10,414	291,587	10,414	16,937	605	16,937	605	13,948	498
Total Operating Expenses	**630,049**	**22,502**	**658,520**	**23,519**	**375,246**	**13,402**	**374,647**	**13,380**	**371,658**	**13,273**
2023 NET OPERATING INCOME	**(22,542)**	**(805)**	**(51,013)**	**(1,822)**	**202,306**	**7,225**	**190,923**	**6,819**	**193,912**	**6,925**
Debt Service	-	-	-	-	136,671	4,881	133,726	4,776	131,415	4,693
2023 CASH FLOW	**(22,542)**	**(805)**	**(51,013)**	**(1,822)**	**65,635**	**2,344**	**57,197**	**2,043**	**62,497**	**2,232**

Sources and Uses Analysis

	CURRENT		RECOVERABLE GRANT		CHFA/FHA		4% LIHTC		9% LIHTC	
SOURCES	**Total**	**Per Unit**	**Total**	**Per Unit**	**Total**	**Per Unit**	**Total**	**Per Unit**	**Total**	**Per Unit**
Hard Debt										
Commercial Debt 1	-	-	-	-	2,378,257	84,938	2,127,328	75,976	2,286,806	81,672
Commercial Debt 2	-	-	-	-	-	-	-	-	-	-
Tax-Exempt Bond	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Soft Debt										
Seller Financing/Take Back Note	-	-	-	-	-	-	2,659,160	94,970	2,690,360	96,084
State	-	-	-	-	-	-	-	-	-	-
Local	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Other										
From Operations	-	-	10,919	390	22,819	815	22,819	815	20,719	740
Cash Escrows	-	-	766,163	27,363	766,163	27,363	766,163	27,363	766,163	27,363
Grant	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Deferred Developer Fee	-	-	-	-	133,581	4,771	143,158	5,113	142,727	5,097
Equity										
GP Contribution	-	-	-	-	-	-	-	-	-	-
LIHTC	-	-	-	-	-	-	1,237,919	44,211	2,171,013	77,536
Other	-		-		-		-		-	
Total Sources of Funds	**-**	**-**	**777,082**	27,753	**3,300,820**	117,886	**6,956,547**	248,448	**8,077,789**	288,492
USES										
Acquisition Costs	-	-	-	-	-	-	2,659,160	94,970	2,690,360	96,084
Construction Costs	-	-	1,815,546	64,841	1,815,546	64,841	1,835,665	65,559	1,835,665	65,559
Soft Costs - Design & Construction	-	-	205,994	7,357	203,132	7,255	207,905	7,425	207,905	7,425
Soft Costs - Due Diligence	-	-	11,079	396	19,979	714	24,594	878	24,631	880
Soft Costs - Transaction Costs	-	-	31,419	1,122	111,419	3,979	233,933	8,355	233,933	8,355
Soft Costs - Financing	-	-	55,861	1,995	179,865	6,424	249,298	8,904	250,962	8,963
Soft Costs - Other	-	-	16,100	575	18,200	650	18,200	650	18,200	650
Soft Cost Contingency	-	-	16,023	572	26,630	951	32,612	1,165	32,247	1,152
Reserves	-	-	-	-	80,235	2,866	224,546	8,020	222,699	7,954
Developer Fee	-	-	151,314	5,404	333,952	11,927	357,894	12,782	356,817	12,743
Total Uses of Funds	**-**	**-**	**2,303,335**	82,262	**2,788,957**	99,606	**5,843,808**	208,707	**5,873,421**	209,765
TRANSACTION SURPLUS (GAP)	**-**	**-**	**(1,526,253)**	(54,509)	**511,862**	18,281	**1,112,739**	39,741	**2,204,368**	78,727

Scenario Pro Formas (continued)

Town Hall Annex, continued

Coverage of Capital Needs Analysis

	CURRENT		RECOVERABLE GRANT		CHFA/FHA		4% LIHTC		9% LIHTC	
	Total	Per Unit	Total	Per Unit	Total	Per Unit	Total	Per Unit	Total	Per Unit
FUNDS										
Transaction Rehab	-	-	1,401,144	50,041	1,401,144	50,041	1,401,144	50,041	1,401,144	50,041
Capital Needs Funded Using Subsidy	-	-	-	-	-	-	-	-	-	-
Existing Replacement Reserve Balance	766,163	27,363	766,163	27,363	766,163	27,363	766,163	27,363	766,163	27,363
Replacement Reserves	5,841,559	208,627	5,668,870	202,460	329,288	11,760	329,288	11,760	271,178	9,685
Total Funds	**6,607,722**	**235,990**	**7,836,177**	**279,863**	**2,496,595**	**89,164**	**2,496,595**	**89,164**	**2,438,485**	**87,089**
USES										
Estimated Capital Needs	1,505,784	53,778	1,505,784	53,778	1,505,784	53,778	1,505,784	53,778	1,505,784	53,778
Enhancements	-	-	-	-	-	-	-	-	-	-
Total Uses	**1,505,784**	**53,778**	**1,505,784**	**53,778**	**1,505,784**	**53,778**	**1,505,784**	**53,778**	**1,505,784**	**53,778**
YEAR 20 REPLACEMENT RESERVE BALANCE	**5,101,938**	**182,212**	**6,330,393**	**226,085**	**990,811**	**35,386**	**990,811**	**35,386**	**932,701**	**33,311**

Subsidy Analysis

	CURRENT		RECOVERABLE GRANT		CHFA/FHA		4% LIHTC		9% LIHTC	
	Total	Per Unit	Total	Per Unit	Total	Per Unit	Total	Per Unit	Total	Per Unit
OPERATING SUBSIDY										
Base Rent Operating Subsidy Needed	n/a	n/a	68,522	2,447	68,522	2,447	68,522	2,447	68,522	2,447
Operating Deficit Subsidy Needed	746,042	26,644	1,158,792	41,385	0	-	0	-	0	-
Income Mixing Operating Subsidy Needed	n/a	n/a	-	-	-	-	-	-	-	-
Total Operating Subsidy	**746,042**	**26,644**	**1,227,313**	**43,833**	**68,522**	**2,447**	**68,522**	**2,447**	**68,522**	**2,447**
CAPITAL SUBSIDY										
Pre-Transaction Capital Subsidy Needed	0	-	-	-	-	-	-	-	-	-
Recoverable Cash Flow	n/a	n/a	(10,599)	(379)	(68,522)	(2,447)	(68,522)	(2,447)	(68,522)	(2,447)
Transaction Capital Subsidy Needed	n/a	n/a	1,526,253	54,509	-	-	-	-	-	-
Total Capital Subsidy	**-**	**-**	**1,515,655**	**54,131**	**(68,522)**	**(2,447)**	**(68,522)**	**(2,447)**	**(68,522)**	**(2,447)**
TOTAL SUBSIDY NEEDED	**746,042**	**26,644**	**2,742,968**	**97,963**	**-**	**-**	**-**	**-**	**-**	**-**