

## CHFA Capital Plan Property Assessment - South Side Terrace

### Property Identification

South Side Terrace  
WALLINGFORD, CT

Total Current Unit Count: 40  
Census Tract: 1753.00  
Connecticut Congressional District: 3

CHFA Property Identification #: 85207D  
Current State Sponsored Housing Program: SH Elderly

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: Elderly/Disabled  
Structure Type: Low rise (1-4 floors)  
Number of buildings: 11  
Maximum # of Stories: 1  
Elevator? None

#### Summary property description:

The South Side Terrace property has 27 efficiency or studio and 13 one-bedroom units. Generally, the property consists of relatively spacious units. It features amenities such as owner-provided air conditioning, semi-private patios, and a community room.

### Current Operating & Capital Needs Status

Aggregate Capital Needs  
(without market enhancements): \$ 1,365,943  
  
Capital Needs per Unit: \$ 34,149  
  
Projected Year 1 (2014) Operating Income: \$ (28,065)

Current operations at the property are projected to generate negative \$28,100 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 this shortfall continues to grow. As a result, the property is not sustainable and cannot adequately address its future basic capital needs, projected to be approximately \$1.37 million (\$34,148 per unit) over the next 20 years.

Current average income relative to  
the Area Median Income (AMI): 22%

	Current Base Rent	Affordability (% AMI)
Studio/efficiency unit:	230	16%
One-bedroom unit:	240	15%
Two-bedroom unit:		
Three-bedroom unit:		
Four-bedroom unit:		
Five-bedroom unit:		
Six-bedroom unit:		

	Proposed Base Rent	Affordability (% AMI)
Studio/efficiency unit:	435	30%
One-bedroom unit:	466	30%
Two-bedroom unit:		
Three-bedroom unit:		
Four-bedroom unit:		
Five-bedroom unit:		
Six-bedroom unit:		

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 rental assistance payments contract with the State, which allow the residents to pay an affordable rent based on their income, but generally only yields the base rent amount as revenue. Currently, base rents are set by the property owners in consultation with CHFA.

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.

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: \$ 76,874

Additional rental assistance payments subsidy  
over a 20 year period due to revised base rent: \$ 1,755,834

**Revenue Adjustments Concurrent with a Recapitalization Transaction**

South Side Terrace, continued

Household Income Level	Current Income Mix	Proposed Income Mix
0-25% of AMI	28	28
25-50% of AMI	11	11
50% of AMI or greater	1	1
Total number of units	40	40

	Pre-Trans. Base Rent	Post-Trans. Base Rent
Studio/efficiency unit:	435	435
One-bedroom unit:	466	466
Two-bedroom unit:		
Three-bedroom unit:		
Four-bedroom unit:		
Five-bedroom unit:		
Six-bedroom unit:		

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 rental assistance payment. A RAP 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 RAP are their only viable option. In order to ensure long-term stability, a post-transaction base rent increase, which would be covered by the RAP 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.

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: John P. Savage

	Capital Surplus or (Gap)	Total (Gap) Funded by Subsidy inc. Capital & Operating
Current Scenario (excluding transaction costs):	(802,402)	(2,201,271)
Recoverable Grant Scenario:	(2,073,380)	(3,539,385)
CHFA/FHA Scenario:	(1,719,971)	(2,857,072)
4% LIHTC Scenario:	(1,311,515)	(2,883,908)
9% LIHTC Scenario:	(339,128)	(1,910,040)

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**

South Side Terrace, continued

Recommended Transaction Option:	CHFA/FHA	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.
Recommended Transaction Year	2016	
Replacement Reserve Deposit PUPY:	350	This analysis has suggested a potential transaction year of 2016 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.
Debt Service Coverage in Transaction Year:	1.200	
Debt Service Coverage in Transaction Year 15:	1.130	This property has been underwritten assuming replacement reserve deposits of \$350 per unit per year, assuming debt service coverage is maintained over 1.13 throughout the first 15 years of the new financing, and assuming hard construction capital needs of \$1.37 million.
Pre-Transaction Capital Subsidy Needed:	-	
Transaction Capital Subsidy Needed:	1,719,971	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 \$63,782 in NOI in the transaction completion year, which includes \$350 per unit per year in replacement reserve deposits. After debt service, the property generates \$24,837 in cash flow in the capital transaction's completion year, trending to \$5,047 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 \$677,000 in debt. The transaction results in a gap of \$1,719,000, all of which would need to be covered by State capital subsidy. This compares to a needs gap of over \$2,201,000 if no transaction takes place at the property and the capital needs are addressed through routine maintenance or a needs gap of over \$2,073,000 if the capital needs are addressed in a consolidated transaction relying entirely on State capital subsidy.

**Summary of Capital Needs & State Subsidy Needs**

South Side Terrace, continued

Immediate Emergency Capital Needs: 0  
 Current Deferred Capital Needs: 56,675  
 Current Routine Capital Needs: 271,763

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.

Year	Annual Capital Needs (per CNA)	Capital Subsidy		Operating Subsidy		
		Pre-Transaction Capital Subsidy Needs	Transaction Capital Subsidy Needs	Operating Deficit Subsidy Needs	Base Rent Operating Subsidy Needs	Income Mixing Operating Subsidy Needs
2013	328,438	-	-	-	-	-
2014	97,818	-	-	-	76,874	-
2015	101,586	-	-	-	78,411	-
2016	62,066	-	1,719,971	-	79,979	-
2017	63,928	-	-	-	81,579	-
2018	21,531	-	-	-	83,210	-
2019	27,753	-	-	-	84,875	-
2020	27,003	-	-	-	86,572	-
2021	25,453	-	-	-	88,303	-
2022	34,572	-	-	-	90,070	-

Year	Annual Capital Needs (per CNA)	Capital Subsidy		Operating Subsidy		
		Pre-Transaction Capital Subsidy Needs	Transaction Capital Subsidy Needs	Operating Deficit Subsidy Needs	Base Rent Operating Subsidy Needs	Income Mixing Operating Subsidy Needs
2023	27,003	-	-	-	91,871	-
2024	28,989	-	-	-	93,708	-
2025	35,026	-	-	-	95,583	-
2026	60,639	-	-	-	97,494	-
2027	66,467	-	-	-	99,444	-
2028	70,464	-	-	-	101,433	-
2029	72,578	-	-	-	103,462	-
2030	79,770	-	-	-	105,531	-
2031	70,807	-	-	-	107,641	-
2032	64,053	-	-	-	109,794	-

**Scenario Pro Formas**

South Side Terrace, continued

**Income and Expense 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
<b>2023 ANNUAL INCOME</b>										
Gross Potential Rent	175,181	4,379.54	294,864	7,371.61	294,864	7,372	294,864	7,372	294,864	7,372
Vacancy/Loss	(12,467)	(311.69)	(12,467)	(311.69)	(14,743)	(369)	(20,641)	(516)	(20,641)	(516)
Other Income	8,005	200.14	8,005	200.14	8,005	200	8,005	200	8,005	200
<b>Effective Gross Income</b>	<b>170,720</b>	<b>4,267.99</b>	<b>290,402</b>	<b>7,260.06</b>	<b>288,127</b>	<b>7,203</b>	<b>282,229</b>	<b>7,056</b>	<b>282,229</b>	<b>7,056</b>
<b>2023 ANNUAL EXPENSES</b>										
Operating Expenses	199,799	4,995	214,319	5,358	209,664	5,242	209,370	5,234	209,370	5,234
Replacement Reserve Deposits	25,316	633	25,316	633	19,926	498	19,926	498	19,926	498
<b>Total Operating Expenses</b>	<b>225,115</b>	<b>5,628</b>	<b>239,635</b>	<b>5,991</b>	<b>229,591</b>	<b>5,740</b>	<b>229,296</b>	<b>5,732</b>	<b>229,296</b>	<b>5,732</b>
<b>2023 NET OPERATING INCOME</b>	<b>(54,395)</b>	<b>(1,360)</b>	<b>50,768</b>	<b>1,269</b>	<b>58,536</b>	<b>1,463</b>	<b>52,933</b>	<b>1,323</b>	<b>52,933</b>	<b>1,323</b>
Debt Service	-	-	-	-	38,944	974	33,827	846	33,797	845
<b>2023 CASH FLOW</b>	<b>(54,395)</b>	<b>(1,360)</b>	<b>50,768</b>	<b>1,269</b>	<b>19,591</b>	<b>490</b>	<b>19,106</b>	<b>478</b>	<b>19,136</b>	<b>478</b>

**Sources and Uses 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
<b>SOURCES</b>										
Hard Debt										
Commercial Debt 1	-	-	-	-	677,684	16,942	476,398	11,910	588,118	14,703
Commercial Debt 2	-	-	-	-	-	-	-	-	-	-
Tax-Exempt Bond	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Soft Debt										
Seller Financing/Take Back Note	-	-	-	-	-	-	1,162,625	29,066	1,162,625	29,066
State	-	-	-	-	-	-	-	-	-	-
Local	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Other										
From Operations	-	-	11,310	283	25,310	633	25,310	633	25,310	633
Cash Escrows	-	-	71,359	1,784	71,359	1,784	71,359	1,784	71,359	1,784
Grant	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Deferred Developer Fee	-	-	-	-	125,713	3,143	133,190	3,330	132,743	3,319
Equity										
GP Contribution	-	-	-	-	-	-	-	-	-	-
LIHTC	-	-	-	-	-	-	898,638	22,466	1,761,497	44,037
Other	-	-	-	-	-	-	-	-	-	-
<b>Total Sources of Funds</b>	<b>-</b>	<b>-</b>	<b>82,669</b>	<b>2,067</b>	<b>900,066</b>	<b>22,502</b>	<b>2,767,520</b>	<b>69,188</b>	<b>3,741,652</b>	<b>93,541</b>
<b>USES</b>										
Acquisition Costs	-	-	-	-	37,375	934	1,200,000	30,000	1,200,000	30,000
Construction Costs	-	-	1,686,936	42,173	1,686,936	42,173	1,705,631	42,641	1,705,631	42,641
Soft Costs - Design & Construction	-	-	192,287	4,807	189,628	4,741	194,063	4,852	194,063	4,852
Soft Costs - Due Diligence	-	-	11,524	288	21,069	527	24,487	612	24,487	612
Soft Costs - Transaction Costs	-	-	31,810	795	111,810	2,795	233,084	5,827	233,084	5,827
Soft Costs - Financing	-	-	53,258	1,331	173,369	4,334	208,114	5,203	208,869	5,222
Soft Costs - Other	-	-	23,000	575	26,000	650	26,000	650	26,000	650
Soft Cost Contingency	-	-	15,594	390	26,094	652	30,365	759	29,987	750
Reserves	-	-	-	-	33,472	837	124,316	3,108	126,801	3,170
Developer Fee	-	-	141,638	3,541	314,284	7,857	332,976	8,324	331,859	8,296
<b>Total Uses of Funds</b>	<b>-</b>	<b>-</b>	<b>2,156,048</b>	<b>53,901</b>	<b>2,620,037</b>	<b>65,501</b>	<b>4,079,035</b>	<b>101,976</b>	<b>4,080,780</b>	<b>102,019</b>
<b>TRANSACTION SURPLUS (GAP)</b>	<b>-</b>	<b>-</b>	<b>(2,073,380)</b>	<b>(51,834)</b>	<b>(1,719,971)</b>	<b>(42,999)</b>	<b>(1,311,515)</b>	<b>(32,788)</b>	<b>(339,128)</b>	<b>(8,478)</b>

**Scenario Pro Formas (continued)**

South Side Terrace, 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
<b>FUNDS</b>										
Transaction Rehab	-	-	1,301,890	32,547	1,301,890	32,547	1,301,890	32,547	1,301,890	32,547
Capital Needs Funded Using Subsidy	802,402	20,060	-	-	-	-	-	-	-	-
Existing Replacement Reserve Balance	71,359	1,784	71,359	1,784	71,359	1,784	71,359	1,784	71,359	1,784
Replacement Reserves	492,182	12,305	492,182	12,305	387,397	9,685	387,397	9,685	387,397	9,685
<b>Total Funds</b>	<b>1,365,943</b>	<b>34,149</b>	<b>1,865,431</b>	<b>46,636</b>	<b>1,760,646</b>	<b>44,016</b>	<b>1,760,646</b>	<b>44,016</b>	<b>1,760,646</b>	<b>44,016</b>
<b>USES</b>										
Estimated Capital Needs	1,365,943	34,149	1,365,943	34,149	1,365,943	34,149	1,365,943	34,149	1,365,943	34,149
Enhancements	-	-	-	-	-	-	-	-	-	-
<b>Total Uses</b>	<b>1,365,943</b>	<b>34,149</b>	<b>1,365,943</b>	<b>34,149</b>	<b>1,365,943</b>	<b>34,149</b>	<b>1,365,943</b>	<b>34,149</b>	<b>1,365,943</b>	<b>34,149</b>
<b>YEAR 20 REPLACEMENT RESERVE BALANCE</b>	<b>-</b>	<b>-</b>	<b>499,488</b>	<b>12,487</b>	<b>394,703</b>	<b>9,868</b>	<b>394,703</b>	<b>9,868</b>	<b>394,703</b>	<b>9,868</b>

**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
<b>OPERATING SUBSIDY</b>										
Base Rent Operating Subsidy Needed	n/a	n/a	1,755,834	43,896	1,755,834	43,896	1,755,834	43,896	1,755,834	43,896
Operating Deficit Subsidy Needed	1,398,868	34,972	31,340	784	0	-	0	-	0	-
Income Mixing Operating Subsidy Needed	n/a	n/a	-	-	-	-	-	-	-	-
<b>Total Operating Subsidy</b>	<b>1,398,868</b>	<b>34,972</b>	<b>1,787,174</b>	<b>44,679</b>	<b>1,755,834</b>	<b>43,896</b>	<b>1,755,834</b>	<b>43,896</b>	<b>1,755,834</b>	<b>43,896</b>
<b>CAPITAL SUBSIDY</b>										
Pre-Transaction Capital Subsidy Needed	802,402	20,060	-	-	-	-	-	-	-	-
Recoverable Cash Flow	n/a	n/a	(321,169)	(8,029)	(618,733)	(15,468)	(183,440)	(4,586)	(184,921)	(4,623)
Transaction Capital Subsidy Needed	n/a	n/a	2,073,380	51,834	1,719,971	42,999	1,311,515	32,788	339,128	8,478
<b>Total Capital Subsidy</b>	<b>802,402</b>	<b>20,060</b>	<b>1,752,211</b>	<b>43,805</b>	<b>1,101,238</b>	<b>27,531</b>	<b>1,128,075</b>	<b>28,202</b>	<b>154,207</b>	<b>3,855</b>
<b>TOTAL SUBSIDY NEEDED</b>	<b>2,201,271</b>	<b>55,032</b>	<b>3,539,385</b>	<b>88,485</b>	<b>2,857,072</b>	<b>71,427</b>	<b>2,883,908</b>	<b>72,098</b>	<b>1,910,040</b>	<b>47,751</b>