

Falmouth Workforce Housing



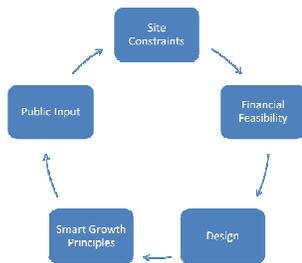
Developers Collaborative

Falmouth Workforce Housing Committee June 5, 2008

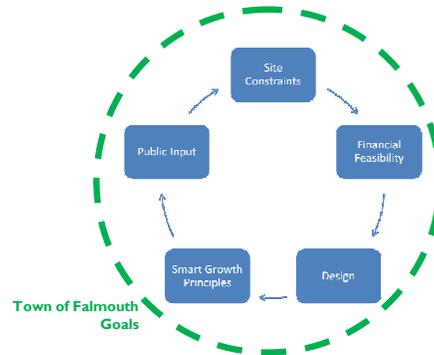
Question 1:

How did you arrive at the site layout, number of units, unit types, and unit design that you are proposing?

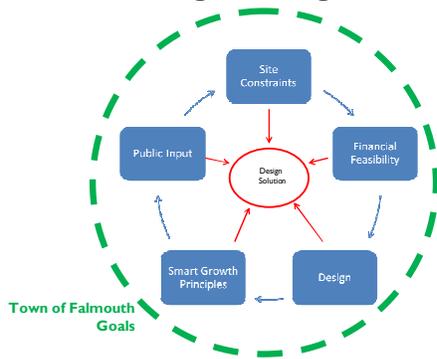
Site Design: an iterative feedback loop...



...governed by the overall goals of the Town...



...leading to a design solution.



Basic Design Parameters

- Site Design:
 - Take advantage of natural features
 - Respect environmental constraints
 - Achieve sufficient density
 - Efficient infrastructure layout
 - Minimize impacts on abutters

Basic Design Parameters

- Site Design:
 - Take advantage of natural features
 - Respect environmental constraints
 - Achieve sufficient density
 - Efficient infrastructure layout
 - Minimize impacts on abutters
- Building Design:
 - Sustainable design: strive for Platinum LEED
 - Variety of unit types and sizes: single family, duplex, and townhouses (1, 2 & 3 bedrooms)
 - Innovative use of space to minimize unit size

Basic Design Parameters

- Site Design:
 - Take advantage of natural features
 - Respect environmental constraints
 - Achieve sufficient density
 - Efficient infrastructure layout
 - Minimize impacts on abutters
- Building Design:
 - Sustainable design: strive for Platinum LEED
 - Variety of unit types and sizes: single family, duplex, and townhouses (1, 2 & 3 bedrooms)
 - Innovative use of space to minimize unit size
- Phased Development:
 - Site naturally breaks into 2 developable areas
 - Greater affordability and public financing concentrated in Phase 1

Site Design: building up layers



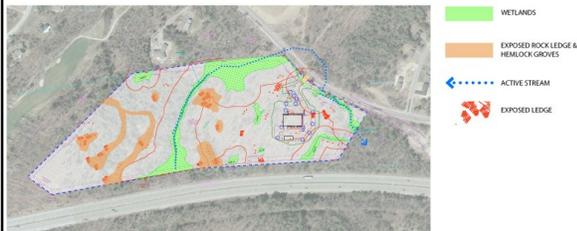
•Site Aerial Photo

Site Design: building up layers



•Environmental Site Constraints

Site Design: building up layers



•Preservation of Natural Features

Site Landmarks: Features to Preserve



Site Design: building up layers



•Net Developable Area

Site Design: building up layers



•Infrastructure Layout

Site Design: building up layers



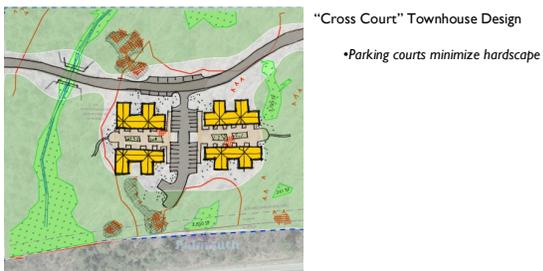
•Unit Configuration: Balancing affordability and density with natural features and privacy

Unit Types: Phase I



"Cross-Court" Townhouse Design

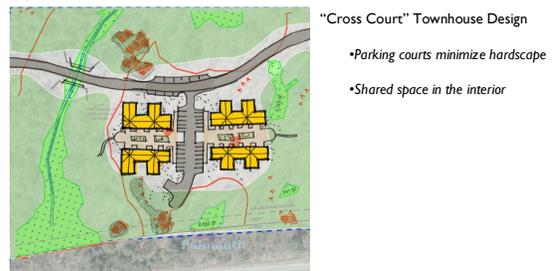
Unit Types: Phase I



"Cross Court" Townhouse Design

•Parking courts minimize hardscape

Unit Types: Phase I



"Cross Court" Townhouse Design

•Parking courts minimize hardscape

•Shared space in the interior

Unit Types: Phase I



- "Cross Court" Townhouse Design
- Parking courts minimize hardscape
 - Shared space in the interior
 - Individual privacy in the back

Unit Types: Phase 2



- Transition from multi-family to single-family
- Density decreases as we move farther back on the site.

Unit Design



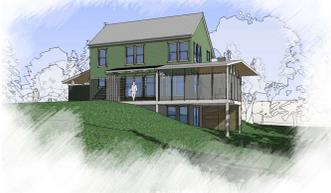
- Create a mix of unit types to meet the diverse needs of working families

Unit Design



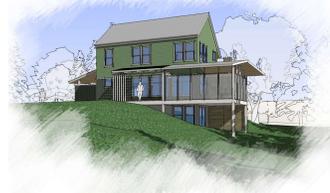
- LEED Platinum through site planning and energy conservation

Unit Design



- "Cost transfer": invest in insulation and windows, not heating systems

Unit Design



- Build up, not out (minimize site/foundation costs)

Unit Design



•Simple building forms to create efficiency, affordability, and replicability.

Unit Design



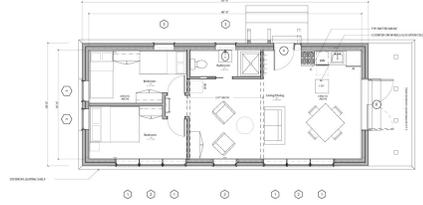
•Orient roof forms to allow future installation of solar panels.

Unit Design



•Compact, efficient layouts with "flex" spaces

Unit Design



•Compact, efficient layouts with "flex" spaces

Phase I Townhouse Elevation



Phase 2 Single Family Elevation



**Question 2:
How can the level of affordability you
are proposing be achieved?**

What is affordable at 80%-120% AMI?

•Affordable prices should not be based on maximum eligible income.

What is affordable at 80%-120% AMI?

•Affordable prices should not be based on maximum eligible income.

•Must provide "window" between maximum income and income required to afford the home.

What is affordable at 80%-120% AMI?

•Affordable prices should not be based on maximum eligible income.

•Must provide "window" between maximum income and income required to afford the home.

•Experience shows difficulty of finding 80% AMI eligible buyers who can be underwritten for a mortgage.

What is affordable at 80%-120% AMI?

•Affordable prices should not be based on maximum eligible income.

•Must provide "window" between maximum income and income required to afford the home.

•Experience shows difficulty of finding 80% AMI eligible buyers who can be underwritten for a mortgage.

•Price 120% units well below the maximum, to avoid large gap between families served with 80% units those that can qualify for 120% units.

What is affordable at 80%-120% AMI?

•Affordable prices should not be based on maximum eligible income.

•Must provide "window" between maximum income and income required to afford the home.

•Experience shows difficulty of finding 80% AMI eligible buyers who can be underwritten for a mortgage.

•Price 120% units well below the maximum, to avoid large gap between families served with 80% units those that can qualify for 120% units.

•HUD guidelines allow higher income eligibility for larger households, but larger households cannot necessarily afford higher housing costs.

What is affordable at 80%-120% AMI?

- Appendix B looks at home prices based on maximum eligible income.
- A successful project requires a “window” between the maximum eligible income and the income required to afford the home.
- Heron Cove and other project experience show the difficulty of finding 80% AMI eligible buyers who can be successfully underwritten for a mortgage.
- If the 120% units are not priced well below the maximum, there will be a large gap between families that can be helped with 80% priced units and those that can qualify for 120% priced units.
- Although HUD guidelines allow higher income eligibility for larger households, larger households cannot usually afford higher housing costs.
- Since you can't anticipate the size of households, affordable pricing should be based on smaller households.

Proposed Affordability Matrix

Unit Type	Bedrooms	Household Size	Target Income		Affordable Price	
			≤ 80%	≤ 120%	≤ 80%	≤ 120%
Townhouse	1	1	\$37,000	\$56,000	\$110,000	\$180,000
Townhouse	2	2	\$42,000	\$60,000	\$130,000	\$200,000
Duplex	2	2	\$36,840	\$60,000	Habitat	\$210,000
Single	3	3	\$40,920	\$68,000	Habitat	\$230,000

For marketing and program management, the income and price matrix should be as simple as possible.

Keys to Affordability

- An efficient *site plan*

Keys to Affordability

- An efficient *site plan*
- Sufficient *density* on developable area

Keys to Affordability

- An efficient *site plan*
- Sufficient *density* on developable area
- Innovative design to maintain *smaller, functional units*

Keys to Affordability

- An efficient *site plan*
- Sufficient *density* on developable area
- Innovative design to maintain *smaller, functional units*
- Sustainable design* for life-cycle as well as initial affordability

Keys to Affordability

- An efficient *site plan*
- Sufficient *density* on developable area
- Innovative design to maintain *smaller, functional units*
- Sustainable design* for life-cycle as well as initial affordability
- Competitive bidding** to take advantage of slow times for contractors

Keys to Affordability

- An efficient *site plan*
- Sufficient *density* on developable area
- Innovative design to maintain *smaller, functional units*
- Sustainable design* for life-cycle as well as initial affordability
- Competitive bidding** to take advantage of slow times for contractors
- Layering in **public funding** sources

Layering in public funding sources

- Donated land** is the starting point

Layering in public funding sources

- Donated land** is the starting point
- Deep subsidy for 80% units** = \$70,000/unit

Layering in public funding sources

- Donated land** is the starting point
- Deep subsidy for 80% units** = \$70,000/unit
 - Federal Home Loan Bank AHP
 - Cumberland County CDBG
 - Habitat for Humanity

Layering in public funding sources

- Donated land** is the starting point
- Deep subsidy for 80% units** = \$70,000/unit
 - Federal Home Loan Bank AHP
 - Cumberland County CDBG
 - Habitat for Humanity
- Affordable Housing TIF District** from Town
 - Actual % shift will depend on project costs

Maintaining affordability

- Affordability restrictions should be commensurate with the level of subsidy provided.

Maintaining affordability

- Affordability restrictions should be commensurate with the level of subsidy provided.

- Perpetual affordability for deep subsidy 80% townhouse units through restrictions limiting resale to same target group and increase in price to same percentage as increase in income levels.

Maintaining affordability

- Affordability restrictions should be commensurate with the level of subsidy provided.

- Perpetual affordability for deep subsidy 80% condo units through restrictions limiting resale to same target group and increase in price to same percentage as increase in income levels.

- Shared appreciation model for 120% units based on percentage of market value of unit that is subsidized.

Maintaining affordability

- Affordability restrictions should be commensurate with the level of subsidy provided.

- Perpetual affordability for deep subsidy 80% condo units through restrictions limiting resale to same target group and increase in price to same percentage as increase in income levels.

- Shared appreciation model for 120% units based on percentage of market value of unit that is subsidized.

- Overlay shared appreciation on value of lot for Habitat units to protect Town subsidy.

Question 3:

What does it take to make this project a success and meet the Town's mission?

Keys to Project Success

- A Strong Development Team***

Keys to Project Success

- A Strong Development Team
- A Winning Development Strategy

Keys to Project Success

- A Strong Development Team
- A Winning Development Strategy
- A Community Partnership

A Strong Development Team



Developers Collaborative

•Experienced, capable, and committed to “the model”: smart growth through public-private partnerships

A Strong Development Team



•Non-profit partners

A Strong Development Team

**KAPLAN THOMPSON
ARCHITECTS**

michael boucher landscape architecture



•Design Partners

A Strong Development Team



•Financing and Marketing

A Winning Development Strategy

A Winning Development Strategy

- Phasing
 - Concentrate public funds in Phase I
 - Success builds on success
 - Learn from the process

A Winning Development Strategy

- Phasing
 - Concentrate public funds in Phase I
 - Success builds on success
 - Learn from the process

- Design
 - Site planning
 - Unit design
 - Sustainability

A Winning Development Strategy

- Phasing
 - Concentrate public funds in Phase I
 - Success builds on success
 - Learn from the process

- Design
 - Site planning
 - Unit design
 - Sustainability

- Financial Model
 - Income targeting
 - Private investment
 - Layered public funds

A Community Partnership

A Community Partnership

- “Open book”

A Community Partnership

- “Open book”
- Meaningful public process

A Community Partnership

- “Open book”
- Meaningful public process
- Preference for Falmouth residents and employees

A Community Partnership

- “Open book”
- Meaningful public process
- Preference for Falmouth residents and employees
- Respect for neighbors