

San Antonio Housing Commission

May 22, 2024



Linea en Español



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Roll Call



Agenda

- **Public Comment**
- **Item 1:** Approval of Minutes
- **Item 2:** Community Land Trust (CLT) Policy Updates
- **Item 3:** 2022- 2027 Housing Bond Request for Proposals
- **Item 4:** Renters' Solution Subcommittee Appointments
- **Item 5:** Subcommittee Updates
- **Item 6:** Director's Report
- **Item 7:** Commissioners' Community Updates



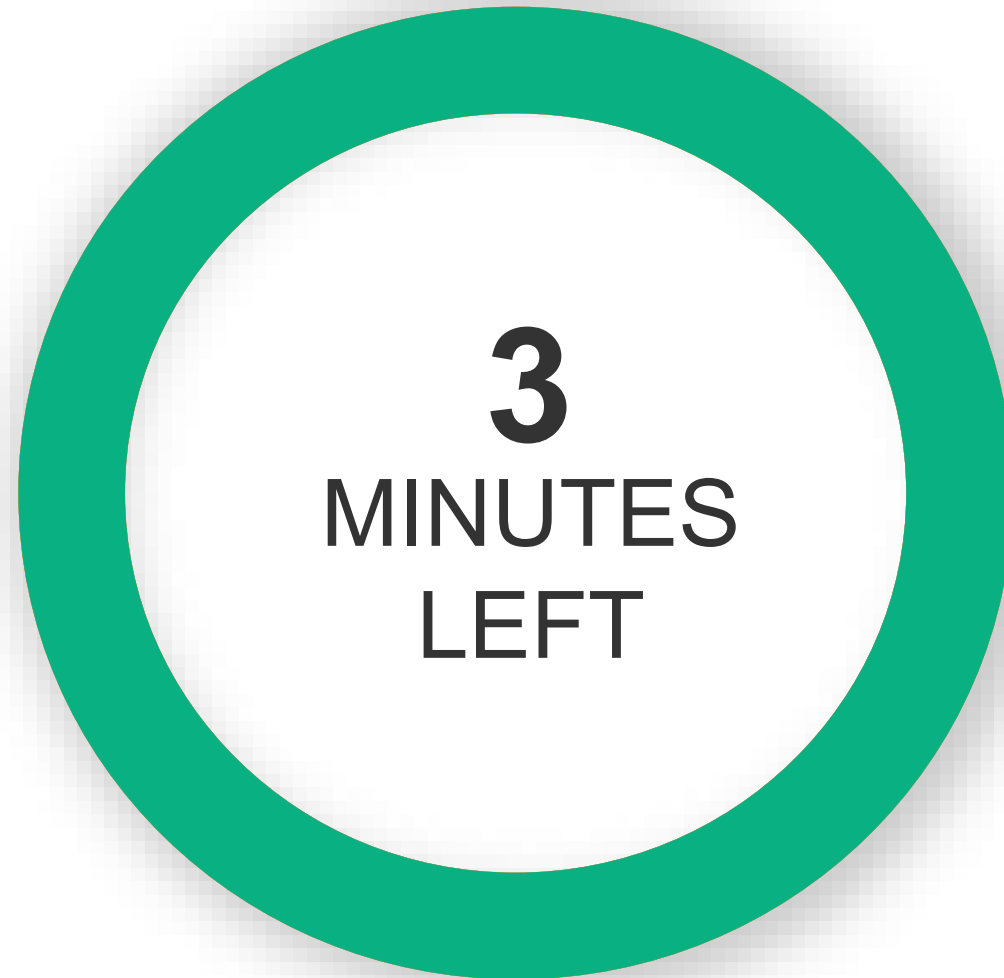
Public Comment

Public Comment Meeting Protocol



- Public comments are limited to agenda items.
- Commenters have 3 minutes for comment (up to 9 minutes for groups).
 - Commenters requesting interpretation services will have 6 minutes for comment (up to 18 minutes for groups).
- Comments should be directed to the Commission as a whole, not individual Commissioners.
- Commissioners are not able to respond to Commenters directly.
- For assistance regarding WebEx, please call (210) 207-6979.

Public Comment





Item 1

Approval of Minutes from the Meeting on April 24, 2024



Item 2

Briefing and Discussion related to Community Land Trust (CLT)

Community Land Trust

Jason Webb, Community & Technical Assistance Principal



Presenter Information



Jason Webb, Community & Technical Assistance Principal

- ▶ Close to 40 Years of experience in Community Development, Community Organizing, Affordable Housing and Community Land Trust
- ▶ Grew up in Boston, MA
- ▶ Lead Dudley Street Neighborhood Initiative/Dudley Neighbors Inc for 15 years as Director of Operations
- ▶ Started young in my own community of Dudley St.
- ▶ Manages all Technical Assistance engagements at Grounded Solutions Network





Community Land Trust Basics



Community Land Trusts

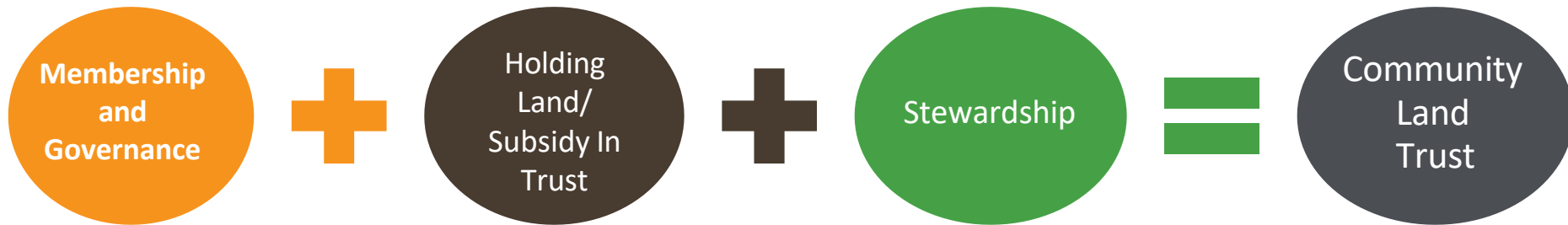


Acquire, own and steward land **permanently** for the common good by providing:

- Affordable housing
- Commercial spaces
- Community spaces
- Farming or open land



Core Elements of a Community Land Trust



The Classic CLT



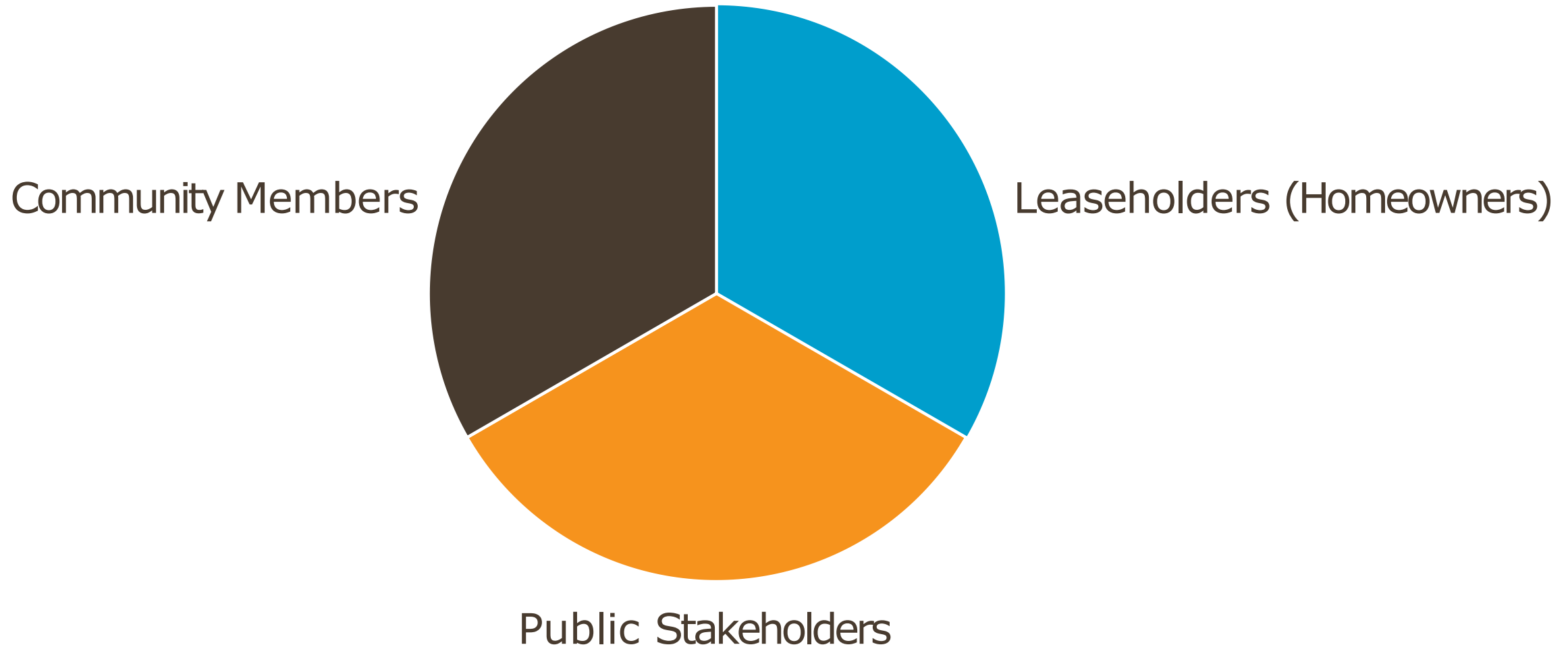
Generally, a non-profit organization with:

- Defined service area
- Corporate membership
- Tri-partite board

Classic CLT



Tri-Partite Board



Dual Ownership



Individual owns improvements (home)



Community land trust owns land

Dual Ownership



Ground lease ties improvements

and land together ...

Perpetual Affordability



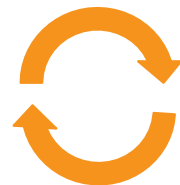
Lower price initially



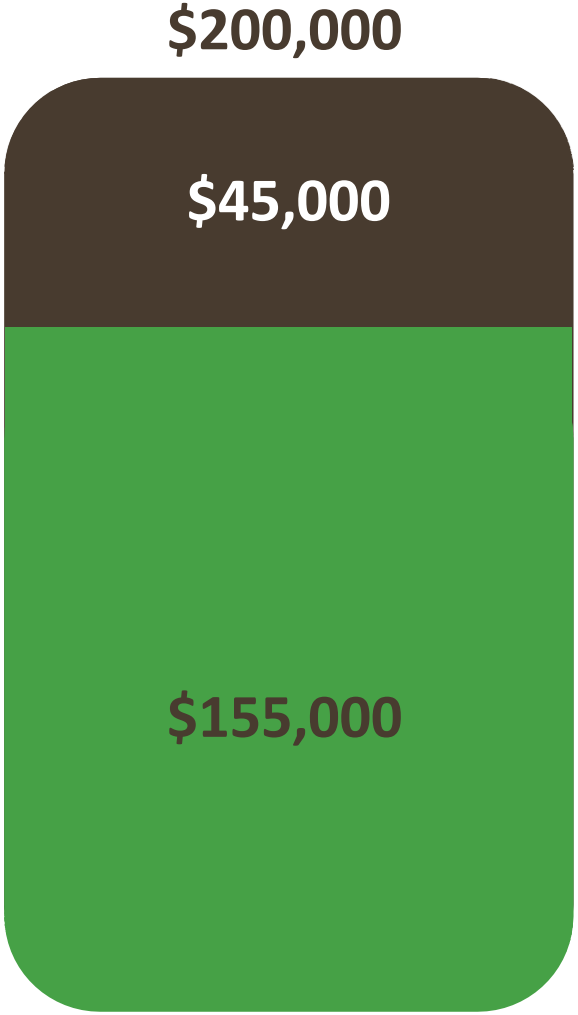
Lower price at resale



Again, again and again



The Affordability Gap

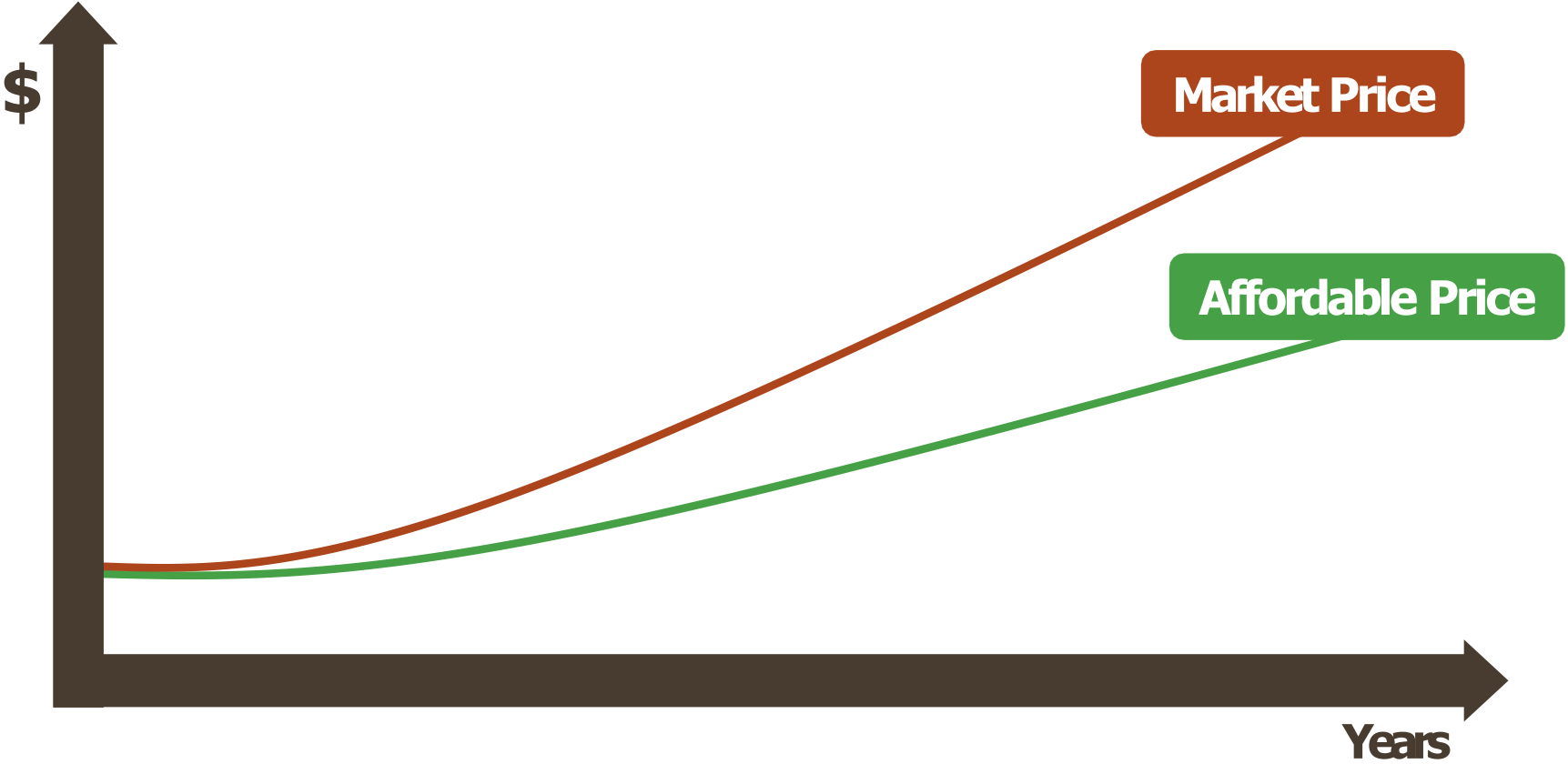


Market Price

Affordability Gap

What Family can Afford to Buy

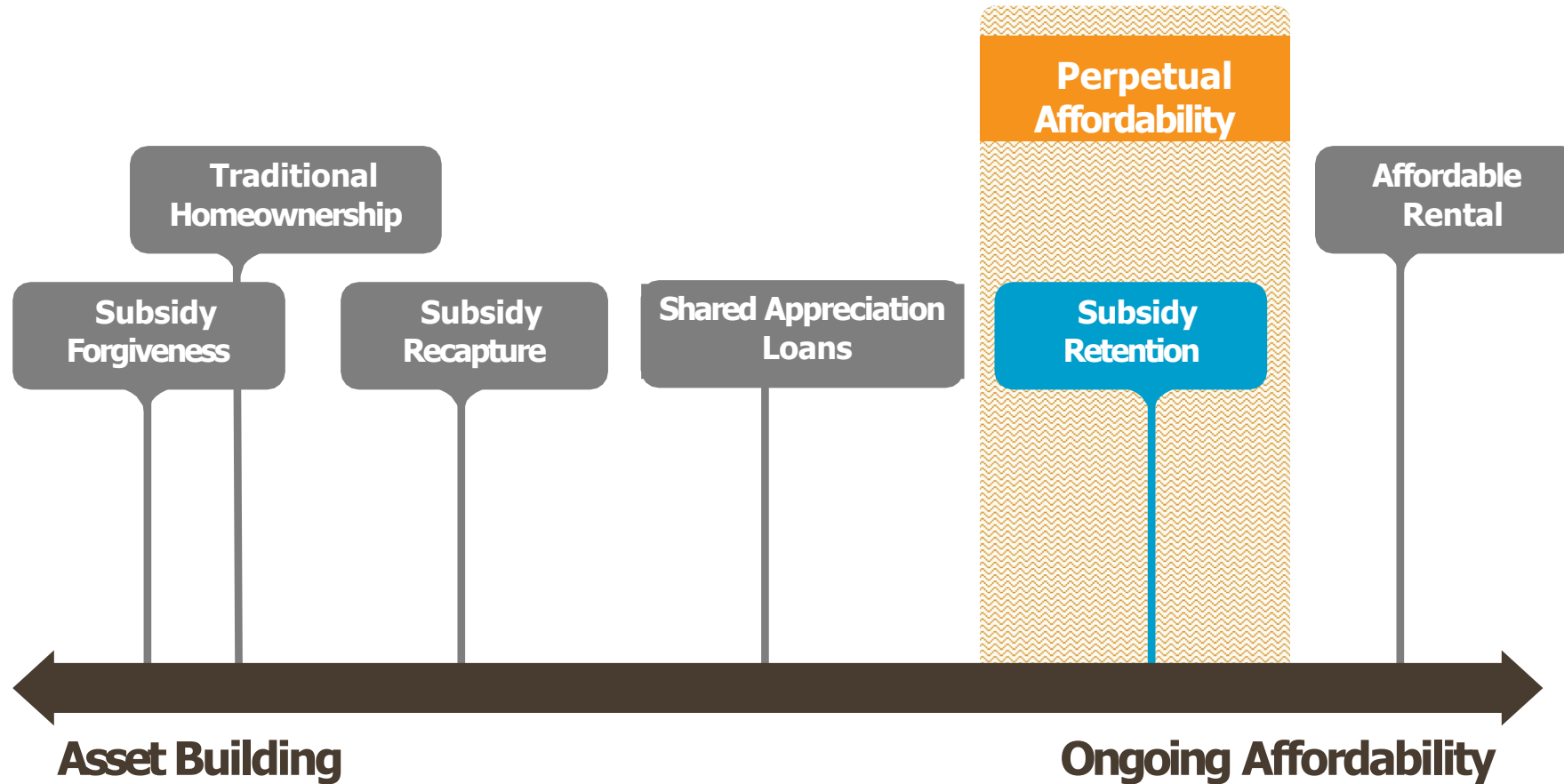
The Growing Affordability Gap



Asset Building/ Affordability



A Continuum of Strategies



Example: Traditional Model



| | Traditional Model |
|---------------------------------------|-------------------|
| Market Price of Home | \$200,000 |
| What Buyer can Afford | \$155,000 |
| Subsidy Needed | \$45,000 |
| Sale Price to Homebuyer | \$200,000 |
| 10 Years Later... | |
| Market Value After 10 Years | \$240,000 |
| Sales Price | \$240,000 |
| Program Portion | \$0 |
| Seller Portion (grant + appreciation) | \$85,000 |

Example: Traditional Model



| | Traditional Model |
|----------------------------------|-------------------|
| NEW Sales Price of home | \$240,000 |
| NEW Buyer Affordability | \$185,000 |
| NEW Buyer Subsidy Needed | \$55,000 |
| Program Portion from Sale | \$0 |
| NEW Resources Needed | \$55,000 |

Example: CLT Model



| | Traditional Model | CLT Model |
|--------------------------------------|-------------------|-----------|
| Market Price of Home | \$200,000 | \$200,000 |
| What Buyer can Afford | \$155,000 | \$155,000 |
| Subsidy Needed | \$45,000 | \$45,000 |
| Sale Price to Homebuyer | \$200,000 | \$155,000 |
| 10 Years Later... | | |
| Market Value After 10 Years | \$240,000 | \$240,000 |
| Sales Price | \$240,000 | \$185,000 |
| Program Portion | \$0 | \$55,000 |
| Seller Portion (appreciation) | \$85,000 | \$30,000 |

Example: CLT Model



| | Traditional Model | CLT Model |
|----------------------------------|-------------------|-----------|
| NEW Sales Price of home | \$240,000 | \$185,000 |
| NEW Buyer Affordability | \$185,000 | \$185,000 |
| NEW Buyer Subsidy Needed | \$55,000 | \$0 |
| Program Portion from Sale | \$0 | \$55,000 |
| NEW Resources Needed | \$55,000 | \$0 |

Perpetual Responsibility



Stewardship of structures (homes)

Stewardship of
leaseholders
(homeowners)

Stewardship of subsidy (public
funds)



**GROUND
ED
SOLUTIONS
NETWORK**

strong communities
from the ground up

Thank you!

Jason Webb, Community & Technical Assistance Principal

jwebb@groundedsolutions.org

503-493-1000 x7 Office | 617-792-6881 Cell

Community Land Trust Designation Policy



SHIP Alignment

CIH 7: establish a new nonprofit or empower an existing organization to launch and operate a CLT

Community Land Trust (CLTs)

Formal structure to provide permanently affordable housing and facilitate collective ownership of land by restricting its resale value

Prevent displacement & promote neighborhood stability

Groups forming CLTs in San Antonio

BLC of Texas

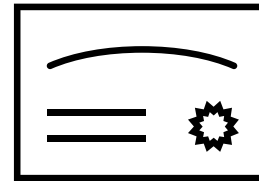
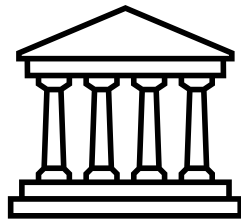
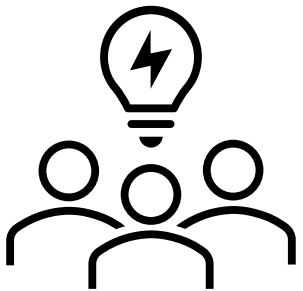
Culturingua

Esperanza Peace and Justice Center

Mexican American Unity Council (MAUC)

CLTs & Texas Cities

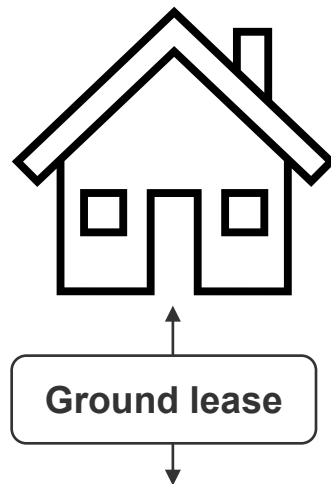
- Community land trusts must get a designation from the city they seek to operate in
- The designation entitles them to tax-saving appraisal methodology that benefits the organization and the future homeowners or renters



Who pays the tax?

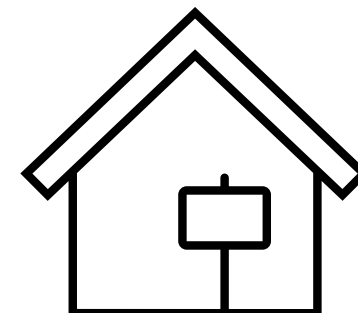
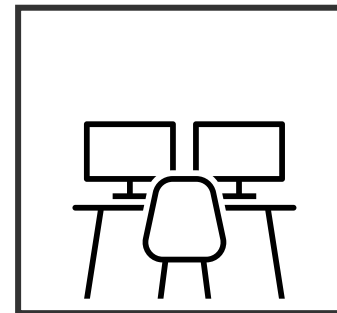
Homeowners of CLT homes pay all taxes associated with their home- including the land.

The taxes they pay are based on the appraised value, determined by the ground lease.



The CLT pays property taxes on the land and improvements it owns, such as office space or homes that are owned by the trust.

Council can provide a full or partial property tax exemption to further reduce these taxes. Homes that are not yet sold or are rented will have reduced assessed values because of the state-mandated appraisal method.



Evaluation Considerations



Community

How does the CLT meet community need?

How is community involved in making the CLT?



Programming

Who is the CLT serving?

What services will the CLT provide?



Governance & Operations

Who makes up the board and the staff?
What experience do they bring?

How does a CLT fit within the organization's mission?



Financials

What is the business plan for the CLT?

How will it sustain funding?

Potential Requirements



Affordability/ income eligibility:

- Renter-serving focus up to 60% AMI
- Homeowner-serving focus up to 80% AMI

Long-Term Affordability:

- CLTs must ensure long-term affordability. Ground leases need to protect affordability.

Housing Voucher Incentive Policy Compliance

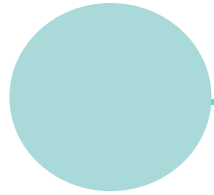
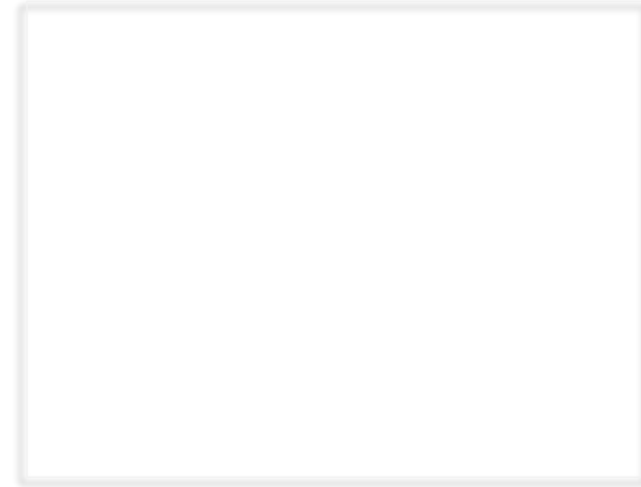
Code Compliance

- CLTs with serious code violations must have a satisfactory plan to resolve

No Permanent Displacement

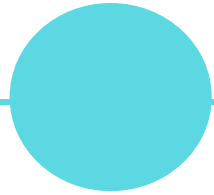
Ethics and Legal Compliance

Timeline



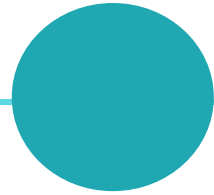
**Begin local
stakeholder
outreach**

February



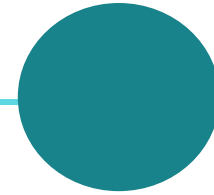
**Draft policy
development**

March-May



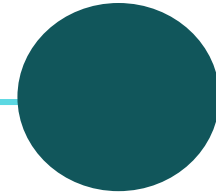
**Housing
Commission,
draft policy review**

May- June



PCDC

June



**Council
Consideration**

August



Item 3

Briefing and Discussion on the 2022-2027 Affordable Housing Bond Post Solicitation

Affordable Housing Bond

Helping Homeowners Fix Their Homes

Homeownership
Rehabilitation and
Preservation



\$45M

Improving Rental Homes

Rental Housing
Acquisition,
Rehabilitation and
Preservation



\$40M

Building Affordable Rental Homes

Rental Housing
Production and
Acquisition



\$35M

Connecting Unhoused Neighbors to Housing with Resources

Permanent Supportive
Housing



\$25M

Building Homes to Own

Homeownership
Production



\$5M

Community Engagement

2022-2027

BOND
PROGRAM


City of San Antonio

Creative Projects (SHIP)

- Land Banking
- Community Land Trust
- Accessory Dwelling Units (ADUs)
- Mobile Home Park Conversion
- Demolition Diversion

Background

- Funds approved as part of 2022 Housing Bond will increase and preserve homes near jobs, transit, schools and services.
- Additional Request for Proposal (RFP) solicitations will fund rental production, rental rehabilitation and permanent supportive housing developments.



Rancho Carlotta, currently under construction, will create 63 homeownership opportunities

Requests for Proposals (RFPs)



- Three (3) RFPs:
 - Rental Housing Production & Acquisition
 - Rental Housing Rehabilitation & Acquisition
 - Permanent Supportive Housing
- Bond and federal funds made available for projects totaling \$34.9 million
- Follows criteria established by City Council on February 10, 2022.
 - Priority for projects located near Advanced Rapid Transit (ART).
 - Ensures development teams are in good standing with City standards, good actors without DART history.
 - Continues to leverage other funding (LIHTC, PACE, U.S. DOT RRIF/TIFIA TOD).
 - In alignment with FY 2024 Annual Action and Budget Plan and Strategic Housing Implementation Plan.
- Released March 1, 2024.

Funding Available

| Funding Category | Affordable Housing Bond Funding | Federal Funding | Total Available | Proposed Construction Contract Term | Affordability Covenants |
|---|---------------------------------|-----------------|-----------------|-------------------------------------|---|
| Rental Housing Production & Acquisition | \$2,000,000* | \$4,597,138* | \$6,597,138 | Varies based on project | Priority for 40+ years No less than 20 years |
| Rental Housing Rehabilitation & Acquisition | \$18,526,788** | | \$18,526,788 | | |
| Permanent Supportive Housing | \$9,748,964 | | \$9,748,964 | | |

Additional funding was recaptured through this solicitation from projects unable to continue

**Includes recaptured funding from Cattleman Square Lofts (\$4.2 M in Bond and federal funding)*

*** Includes recaptured funding from Winston Square/Roselawn (\$4.75 M), Westwood Plaza (\$5.25 M), Spanish/Pecan (\$4.27 M) and Vista Verde (\$4.25 M) from the Housing Bond.*

RFPs Summary



- **Rental Housing Production**
 - Seven (7) proposals requesting \$37,098,707
 - One (1) proposal recommended for award
- **Rental Housing Rehabilitation**
 - Four (4) proposals requesting \$18,075,617
 - One (1) proposal recommended for award
- **Permanent Supportive Housing (PSH)**
 - Two (2) proposals requesting \$15,655,977
 - Two (2) proposals recommended for award

Rental Housing Production & Acquisition Evaluation Criteria & Committee

| Scoring Criteria Category | Points |
|---|--------|
| Development Experience | 15 |
| Non-Profit Status | 10 |
| Gap Request, Project Readiness, and Underwriting Review | 15 |
| Unit Specifications, Construction Priorities, Equity, Location Priority, Project Site Plan and Timeline, and Sustainability | 15 |
| Displacement, Resident Protections, Amenities/Resident Services | 10 |
| Affordability | 35 |

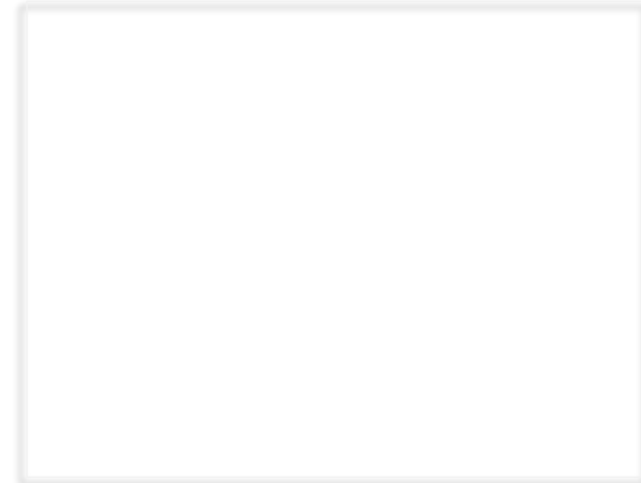
| Scoring Members | |
|-------------------|---|
| Lori Houston | Assistant City Manager, City Manager's Office |
| Mark Carmona | Chief Housing Officer |
| Veronica Gonzalez | Assistant Director, Neighborhood & Housing Services |
| Cathleen Crabb | Senior Architect, Public Works |
| Abigail Kinnison | Director of Capital Programs, VIA |
| Channary Gould | Planning Coordinator, Planning |
| Amelia Guzman | Citizens Bond Committee Member |
| Peter Onofre | Citizens Bond Committee Member |

Small Business Economic Development Advocacy Program (SBEDA): Waived due to inclusion of federal funds.

Additional Requirements: Audited financial statements required.

Advisory Members: Joe Guillaumin II & Andrea Hernandez (City Attorney's Office), Peter Hughes & Kelly Vickers (Underwriters, TDA, Inc.), Deborah Scharven (Diversity, Equity, Inclusion & Accessibility), Douglas Melnick (Sustainability Office), Veronica Garcia (NHSD), Ian Benavidez (NHSD), NHSD Staff

Rental Production – Recommended Awards & Unit Mix



| Rental Housing Production & Acquisition | | | | | | | | |
|---|----------|-------------|---------|---------|---------|---------|--------|---------------------------|
| Proposals | District | Total Units | 30% AMI | 50% AMI | 60% AMI | 70% AMI | 80%AMI | Total Recommended Funding |
| Vendor A | 4 | 288 | 44 | 29 | 158 | 27 | 30 | \$6,250,000 |
| TOTAL | | 288 | | | | | | \$6,250,000 |

Rental Housing Rehabilitation & Acquisition Evaluation Criteria & Committee

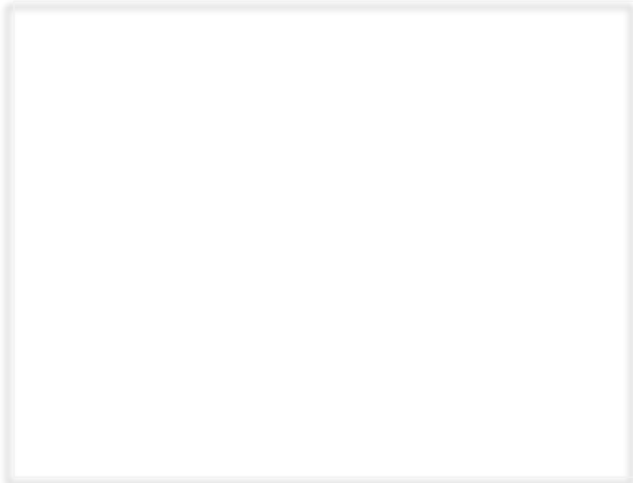
| Scoring Criteria Category | Points |
|---|---------------------|
| Development Experience | 10 |
| Non-Profit Status | 10 |
| Gap Request, Project Readiness, and Underwriting Review | 15 |
| Property Improvements and Construction Priorities, Timeline, Sustainability, Equity, and Location | 10 |
| Displacement, Temporary Relocation Plan and Resident Protections, and Amenities/Resident Services | 5 |
| Affordability | 25 |
| Small Business Economic Development Advocacy Program (SBEDA) | 5 - MWBE 5 - SBE |
| Local Preference (LPP) | Up to 10 |
| Veteran-Owned Small Business (VOSB) | 5 |

| Scoring Members | |
|-----------------|--|
| Lori Houston | Assistant City Manager, City Manager's Office |
| Mark Carmona | Chief Housing Officer |
| Veronica Garcia | Director, Neighborhood & Housing Services |
| Jason Gray | Project Manager, Development Services |
| Cory Edwards | Deputy History Preservation Officer, Historic Preservation |
| Channary Gould | Planning Coordinator, Planning |
| Amy Kastely | Citizens Bond Committee Member |

Additional Requirements: SBEDA Subcontracting Requirements: **22% M/WBE; 3% AABE**

Advisory Members: Rich Acosta (Citizens Bond Committee), Andrea Hernandez (City Attorney's Office), Peter Hughes & Kelly Vickers (Underwriters, TDA, Inc.), Deborah Scharven (DEIA), Douglas Melnick (Sustainability Office), Ian Benavidez (NHSD), NHSD Staff

Rental Rehabilitation – Recommended Awards & Unit Mix



| Rental Housing Rehabilitation & Acquisition | | | | | | | | |
|---|----------|-------------|---------|---------|---------|---------|--------|---|
| Proposal | District | Total Units | 30% AMI | 50% AMI | 60% AMI | 70% AMI | 80%AMI | Total Recommended Funding (Not to Exceed) |
| Vendor B | 5 | 360 | 36 | 34 | 129 | - | 161 | \$5,524,995 |
| TOTAL | | 360 | | | | | | \$5,524,995 |

Permanent Supportive Housing (PSH) Evaluation Criteria & Committee

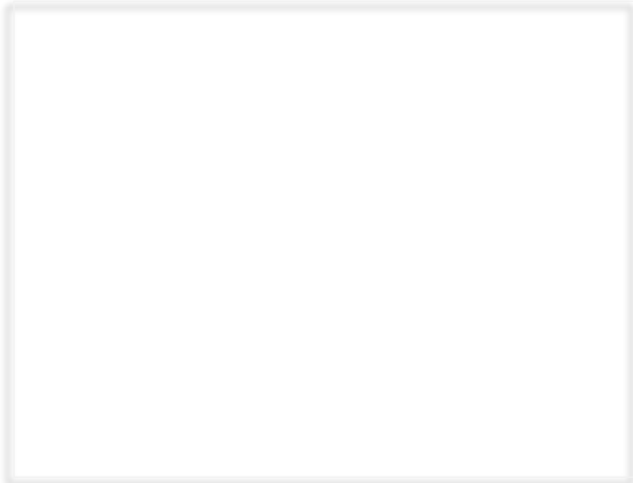
| Scoring Criteria Category | Points |
|--|--------|
| Development Experience | 15 |
| Permanent Supportive Housing | 30 |
| Gap Request, Project Readiness, and Underwriting Review | 10 |
| Design & Construction Priorities, Equity, Location, Project Site Plan and Timeline | 10 |
| Displacement, Resident Protections, Amenities/Resident Services and Sustainability | 10 |
| Veteran Owned Small Business Preference Program (VOSB) | 5 |
| Local Preference (LPP) | 10 |
| Small Business Economic Development Advocacy Program (SBEDA) | 10 |

| Scoring Members | |
|------------------|--|
| Lori Houston | Assistant City Manager, City Manager's Office |
| Mark Carmona | Chief Housing Officer |
| Ian Benavidez | Deputy Director, Neighborhood & Housing Services |
| Melody Woosley | Director, Human Services |
| Abigail Kinnison | Director of Capital Programs, VIA |
| Kayla Miranda | Citizens Bond Committee Member |

Additional Requirements: SBEDA Subcontracting Requirements: **17% M/WBE; 2% AABE**

Advisory Members: Andrea Hernandez (City Attorney's Office), Peter Hughes & Kelly Vickers (Underwriters, TDA Consulting, Inc.), Jason Gray (DSD), Channary Gould (Planning), Brandee Perez (Opportunity Home San Antonio), Patrick Steck (Human Services), Deborah Scharven (DEIA), Veronica Garcia (NHSD), Veronica Gonzalez (NHSD), NHSD Staff

Permanent Supportive Housing – Recommended Awards & Unit Mix



| Permanent Supportive Housing | | | | | | | | |
|------------------------------|----------|-----------------|---------|---------|---------|---------|--------|---|
| Proposal | District | Total PSH Units | 30% AMI | 50% AMI | 60% AMI | 70% AMI | 80%AMI | Total Recommended Funding (Not to Exceed) |
| Vendor C | 2 | 80 | 78 | 2 | - | - | - | \$6,488,636 |
| Vendor D | 3 | 201 | 33 | | 168 | - | - | \$3,260,328 |
| TOTAL | | 281 | | | | | | \$9,748,964 |

Timeline

| | |
|--------------------------------------|---------------------------------|
| Housing Commission | February 21, 2024 |
| City Council B-Session (pre) | February 28, 2024 |
| RFP Release | March 1, 2024 |
| Pre-submittal Conference | March 15, 2024 |
| Deadline for Questions | March 20, 2024 |
| Responses Due | April 17, 2024 & April 22, 2024 |
| Evaluation Complete | May 2024 |
| Housing Commission | May 22, 2024 |
| City Council B-Session (post) | June 12, 2024 |
| City Council A-Session Award | June 20, 2024 |



Questions?

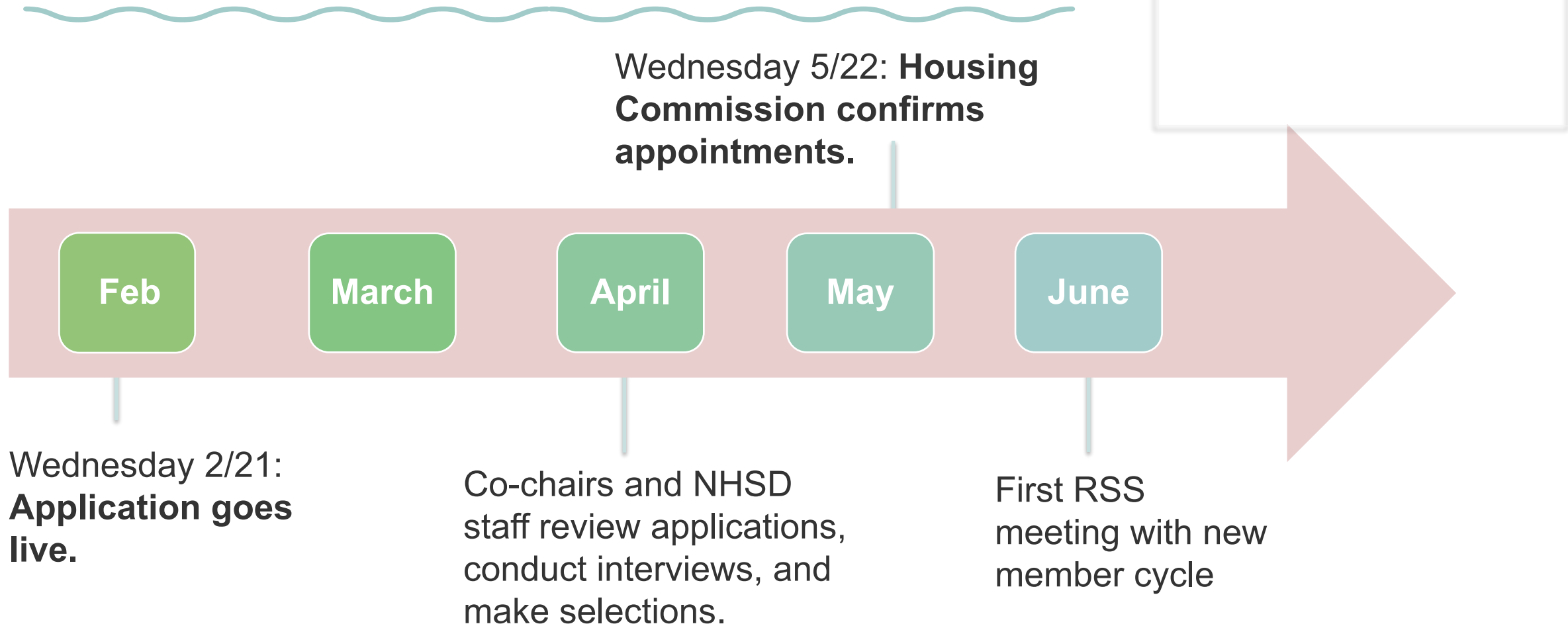
SA.gov/nhsd



Item 4

Approval of Renters' Solutions Subcommittee Appointments

RSS Timeline



Keisha Brown



Renter Representative

- Lives in District 10
- Experience as a renter advocate
- Volunteer experiences:
 - Texas Organizing Project (TOP)
 - Community outreach events
 - Speaking at Opportunity Home board meetings and City Town Hall

Andrè Greene



Renter Representative

- Lives in District 5
- Second-term appointment; 1st term May 2022-May 2024
- Volunteer experiences:
 - DSD Proactive Apartment Inspection Taskforce
 - SA Airport Disability Access Committee
 - SA Housing Trust's Sustainability and Universal Design Committee

Valerie Rodriguez



Renter Representative

- Lives in District 6
- Bexar County Economic and Community Development employee
- Volunteer experiences:
 - Southwest Voter Registration Education Project
 - SAISD & Texas A&M San Antonio
 - SAWS Community Conservation Committee

Shawn Irwin



Rental Property Management Representative

- VP of Resident Services at Prospera Housing Community Services
- Previously served in the US Army
- Memberships & affiliations:
 - Southwestern Affordable Housing Management Association
 - San Antonio Apartment Association / Texas Apartment Association
 - Disabled American Veterans
 - Veterans of Foreign Wars

Daniel Rossiter



Rental Property Owner Representative

- Owner of Rossiter Realty (2017-Present); 9 rental unit portfolio
- Previously served on RSS from 2022-2023
- Lives in District 7
- Memberships & affiliations:
 - Thunderbird Hills Neighborhood Association, President
 - Brooks Development Authority, Treasurer
 - SA Mobility Coalition, Future Mobility Technologies subcommittee

Staff Recommendation



- Staff recommends Housing Commission approve to appoint Keisha Brown, Andre Greene, Valerie Rodriguez, Shawn Irwin, and Daniel Rossiter as new non-commissioner representatives on the Renters' Solutions Subcommittee.
- **Suggested Motion:** I move the Housing Commission approve the recommended appointees as the new non-commission members of the Renters' Solutions Subcommittee.



Item 5

Briefing and discussion on the Housing Commission
Subcommittees' Ongoing Work

Subcommittees



Dashboard
and Annual
Report

Public
Engagement
and
Outreach

Renters'
Solutions

Removing
Barriers to
Affordable
Housing
Development
and
Preservation



Item 6

Director's Report

Director's Report

- Property Tax Help Campaign Recap
- FY 2025 Annual Action Plan Update
- SACRD Housing Portal Launch Update
- Public Information Campaign RFP Update
- Housing Voucher Update
- Upcoming Meetings





Property Tax Help Campaign

- Information about property tax homestead exemptions
- Collaboration between NHSD, MAUC, Texas True Tax, BCAD, and Tax Assessor's Office
- Sessions in all Council districts and two virtual sessions
- Spanish & ASL interpretation services at all events

Campaign Recap

667 Households Served

- 875 attendees
- 409 Notice of Protests
- 93 Exemptions

How attendees found out about the sessions:



Session Flyers

22%



TV News

19%



Mail

19%



Participant Satisfaction

98% of survey respondents felt “happy” or “very happy” with the session

Property Tax Knowledge Before & After

13%

felt knowledgeable or very knowledgeable before the session

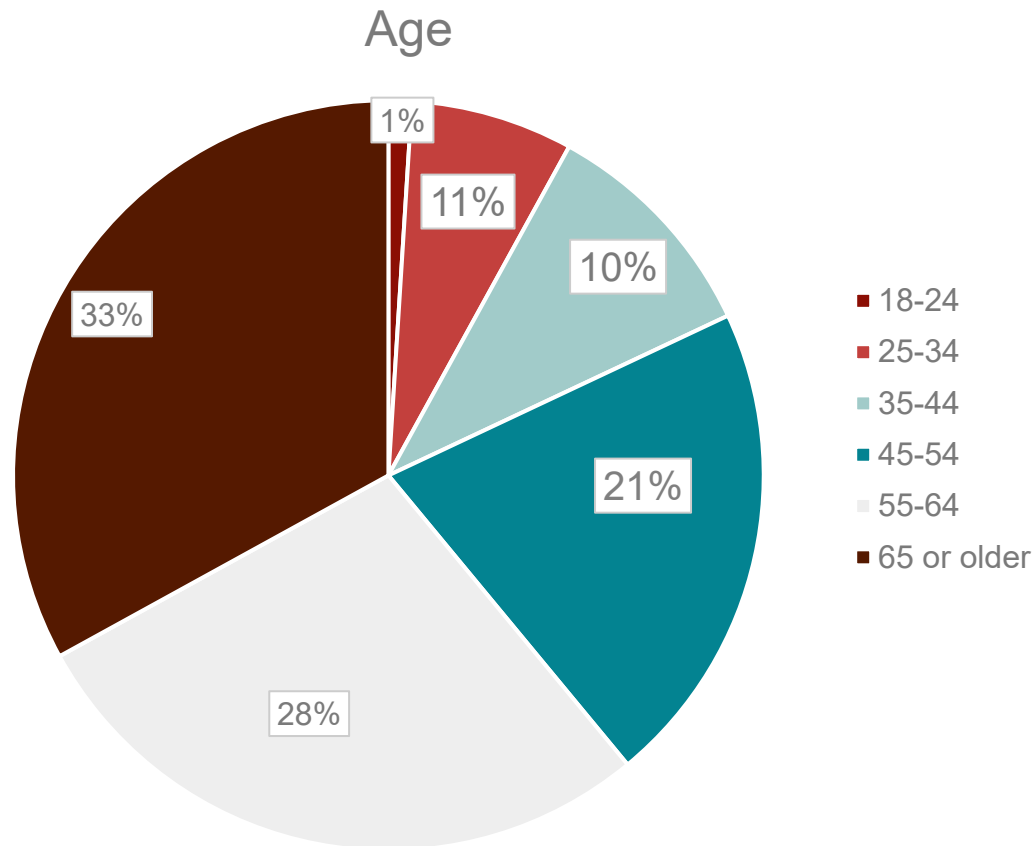


90%

felt knowledgeable or very knowledgeable after the session



Demographics



Key Demographics

- **61%** of attendees are **55 and older**
- **49%** of attendees report an annual household income **less than \$49,999**
- **17%** of attendees report a household income **over \$100,000**

Online Resources

- MAUC Satellite Office Information
- English Webinar with Q&A and ASL Interpretation
- Spanish Presentation
- Vietnamese Presentation
- Arabic Presentation
- Coming soon: Animation Videos



FY 2025 Annual Action Plan

Annual planning process for HUD entitlement grants

- Supports the priorities previously approved in the HUD 2022-2026 Consolidated Plan

Grant Programs

- Community Development Block Grant (CDBG)
- HOME Investment Partnerships Program (HOME)
- Housing Opportunities for Persons with AIDS (HOPWA)
- Emergency Solutions Grant (ESG)



Timeline



Public Input

6/12 Public Hearing #1

6/18 Community Meeting #1

6/22 Community Meeting #2

6/25 Virtual Meeting

8/7 Public Hearing #2

Stakeholder Presentations

6/26 Housing Commission

6/27 Planning & Community
Development Council Committee

July Stakeholder Outreach

City Council

8/8 City Council A Session

SACRD Housing Services Portal Update

- Available as of April 23, 2024
- 20-30 training sessions planned for community partners and SACRD users
- Short “How-to” demonstration videos being created for website
- SACRD identifying programs in need of more frequent update
 - Range from 3x annually to monthly

The screenshot displays the SACRD Housing Services Portal. At the top, it features the SACRD logo and the text "Powered by SACRD" and "Housing Services". A navigation bar includes "Common Questions", "Filters", and "Programs (1267)". The main content area is divided into three sections:

- Left Sidebar:** Contains a search bar with "Enter search terms" and "Optional" fields. Below it are sections for "AMI Calculator", "Current Housing Situation" (with options: Homeless, Renter, Homeowner), "Resource Needed" (with options: Help Find Housing, Help Pay for Housing, Housing Education, Care Services, Legal and Advocacy, Repair and Maintenance), and "Guide Me" with a "Clear" link.
- Center:** A map of San Antonio with a "Current Zip Code" input field set to "78205". The map shows numerous blue dots representing housing services. Below the map, it says "Please verify all provider information." and "Powered by SACRD".
- Right Sidebar:** Titled "Programs (1267)", it lists "Online and Virtual Assistance" with two entries: "Homeless Connections Hotline" (by City of San Antonio, COSA) and "Homelink Access Point" (by City of San Antonio, COSA). At the bottom, it lists "Calcasieu Apartments" (by Alamo Community Group).

Public Information RFP Update

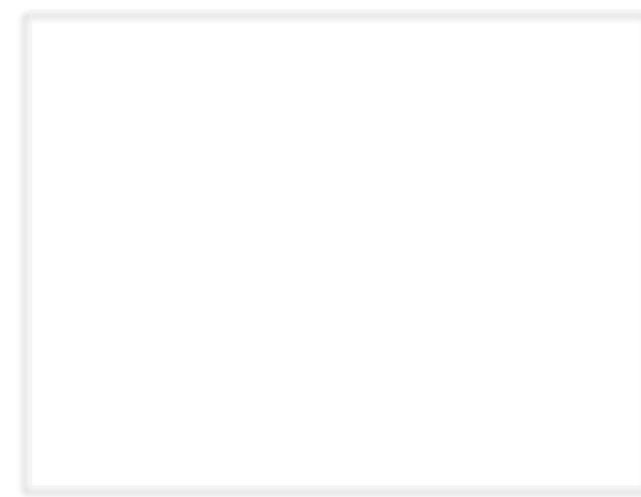


RFP Scope and Timeline have been on the Housing Commission Public Engagement and Outreach Subcommittee monthly meeting agendas in 2023- 2024.

Housing Voucher Update



- Planning & Community Development Committee (PCDC) requested staff to hold conversations to improve access to housing for voucher holders
- Coordination between:
 - Housing Authorities
 - Rental Housing Providers
 - Stakeholders
- Staff will keep Housing Commission updated



Upcoming Meetings

Housing Commission

- 6/26 @ 11:30 AM: Regular Meeting – City Tower
- **Removing Barriers Technical Working Group**
 - 5/28 & 6/10 @ Noon (Virtual)
- **Dashboard & Annual Report Subcommittee**
 - 6/3 @ 1:30 PM (Virtual)
- **Public Engagement & Outreach Subcommittee**
 - 6/3 @ 3:00 PM (Virtual)
- **Renters' Solutions Subcommittee**
 - 6/6: @ 5:30 PM (In Person)
- **Removing Barriers Subcommittee**
 - 6/18 @ 2:00 PM (In Person)

City Council

- 6/27 @ 10:00 AM: Planning & Community Development Committee
- 6/5 @ 2:00 PM: B-Session
- 6/6 @ 9:00 AM: A-Session
- 6/12 @ 2:00 PM: B-Session
- 6/13 @ 9:00 AM: A-Session



Item 7

Commissioners' Community Updates

San Antonio Housing Commission

May 22, 2024

