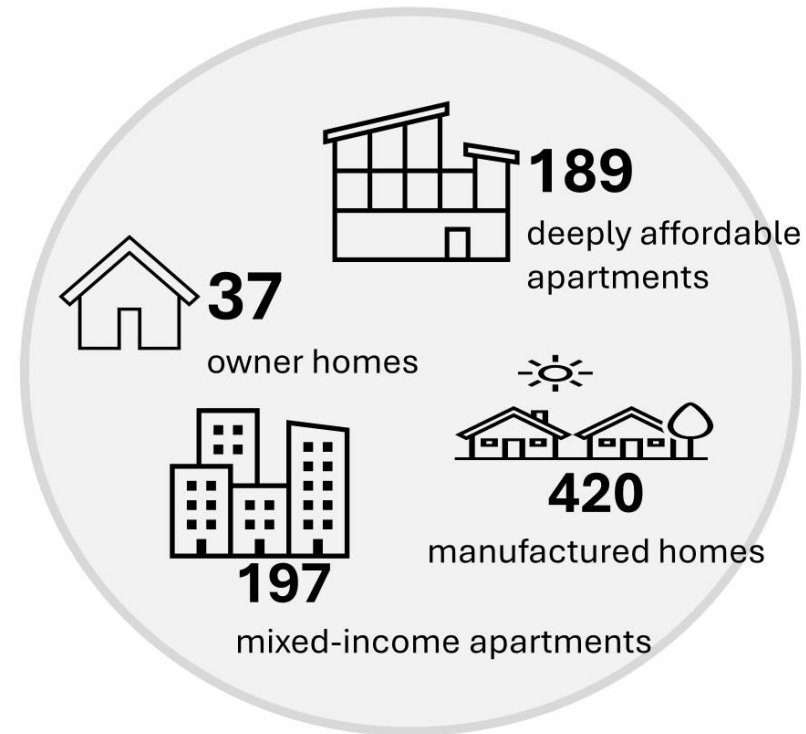




10% IN VERMONT

Whole Community housing needs

- ❖ Came at the “perfect” time
- ❖ 72% of Treasurer – VHFA partnership is committed
- ❖ Impacting 843 homes
- ❖ Investments in 12 communities across the state
- ❖ Hitting full affordability spectrum, and housing typology
- ❖ \$39 million in “10% in Vermont” funding is supporting projects with over \$217 million in development costs



Investment by type and tenure

| Program Area | Total |
|--------------------------------|--------------------------------|
| Traditional Affordable Housing | \$14,000,000 |
| Economic Impact Housing | \$14,000,000 - \$20,000,000 |
| Small & Emerging Developers | \$6,000,000 |
| Homeownership | \$5,000,000 |
| Manufactured Home Communities | \$5,000,000 |
| Total by Tenure | \$50,000,000 |

Expanded by additional \$4-\$6 million to meet Homeownership and Manufactured Home Communities

Timeline for Applications & Commitments

| Project Type | Application Open Date | Expected Award Date |
|--|--------------------------------|---|
| Traditional Affordable | N/A – Full Pipeline | December 2023 – March 2024 |
| Priority Economic Development Housing Projects | N/A – Full Pipeline | January 2024 – February 2024 (initial project selections to initiate deal structuring) |
| Small and Emerging Developers | Rolling until fully subscribed | Rolling awards in 2024 – 2025 |
| Homeownership Development | N/A – Full Pipeline | December 2023 – March 2024 |
| Manufactured Housing Communities | N/A – Full Pipeline | December 2023 – March 2024 |

Affordability Chart

| Area | Income level (% of median income) | INCOME THRESHOLD BY HOUSEHOLD SIZE** | | | | | | | | MAX GROSS RENT AFFORDABLE (INCLUDING UTILITIES)*** | | | |
|--|-----------------------------------|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|--|-------|-------|-------|
| | | ONE | TWO | THREE | FOUR | FIVE | SIX | SEVEN | EIGHT | | 1 | 2 | 3 |
| | | PERSON | PERSON | PERSON | PERSON | PERSON | PERSON | PERSON | PERSON | STUDIO | BDRM | BDRM | BDRM |
| VERMONT (also applies to all 10 counties not listed below*) | 30% | 20,600 | 23,550 | 26,500 | 29,450 | 31,850 | 35,200 | 36,550 | 38,900 | 515 | 551 | 662 | 766 |
| | 50% | 34,400 | 39,300 | 44,200 | 49,100 | 53,050 | 57,000 | 60,900 | 64,850 | 860 | 921 | 1,105 | 1,276 |
| | 60% | 41,200 | 47,100 | 53,000 | 58,900 | 63,700 | 70,400 | 73,100 | 77,800 | 1,030 | 1,103 | 1,325 | 1,532 |
| | 80% | 55,050 | 62,900 | 70,750 | 78,600 | 84,900 | 91,200 | 97,500 | 103,800 | 1,376 | 1,474 | 1,768 | 2,043 |
| | 100% | 68,800 | 78,600 | 88,400 | 98,200 | 106,100 | 114,000 | 121,800 | 129,700 | 1,720 | 1,842 | 2,210 | 2,553 |
| | 120% | 82,400 | 94,200 | 106,000 | 117,800 | 127,400 | 140,800 | 146,200 | 155,600 | 2,060 | 2,207 | 2,650 | 3,065 |
| CHITTENDEN | 30% | 23,900 | 27,300 | 30,700 | 34,100 | 36,850 | 40,280 | 45,420 | 50,560 | 597 | 640 | 767 | 886 |
| FRANKLIN | 50% | 39,800 | 45,450 | 51,150 | 56,800 | 61,350 | 65,900 | 70,450 | 75,000 | 995 | 1,065 | 1,278 | 1,476 |
| GRAND ISLE | 60% | 47,800 | 54,600 | 61,400 | 68,200 | 73,700 | 80,560 | 90,840 | 101,120 | 1,195 | 1,280 | 1,535 | 1,773 |
| | 80% | 63,600 | 72,700 | 81,800 | 90,850 | 98,150 | 105,400 | 112,700 | 119,950 | 1,590 | 1,703 | 2,045 | 2,362 |
| | 100% | 79,600 | 90,900 | 102,300 | 113,600 | 122,700 | 131,800 | 140,900 | 150,000 | 1,990 | 2,131 | 2,557 | 2,953 |
| | 120% | 95,600 | 109,200 | 122,800 | 136,400 | 147,400 | 161,120 | 181,680 | 202,240 | 2,390 | 2,560 | 3,070 | 3,547 |
| ADDISON | 30% | 20,850 | 23,800 | 26,800 | 30,000 | 35,140 | 40,280 | 45,420 | 50,560 | 521 | 558 | 670 | 814 |
| | 50% | 34,700 | 39,650 | 44,600 | 49,550 | 53,550 | 57,500 | 61,450 | 65,450 | 867 | 929 | 1,115 | 1,288 |
| | 60% | 41,640 | 47,580 | 53,520 | 59,460 | 64,260 | 69,000 | 73,740 | 78,540 | 1,041 | 1,115 | 1,338 | 1,546 |
| | 80% | 55,550 | 63,450 | 71,400 | 79,300 | 85,650 | 92,000 | 98,350 | 104,700 | 1,388 | 1,487 | 1,785 | 2,061 |
| | 100% | 69,400 | 79,300 | 89,200 | 99,100 | 107,100 | 115,000 | 122,900 | 130,900 | 1,735 | 1,858 | 2,230 | 2,577 |
| | 120% | 83,280 | 95,160 | 107,040 | 118,920 | 128,520 | 138,000 | 147,480 | 157,080 | 2,082 | 2,230 | 2,676 | 3,093 |

Why subsidized debt makes such a difference



Impacts key economic development and innovation projects across the state that are not candidates for traditional housing subsidies



Provides roughly 30% improvement in Debt Coverage Ratio. A project with 1.10 DCR with LIAC, moves to 0.84 DCR without LIAC



Debt comprise 47%-69% of funding stacks Priority Economic Development



VHFA's deeply affordable projects typically range from 0-7% debt as a source of funding



Investments as part of Traditional Affordable Housing deals can increase debt capacity, which in turn decreases demands on limited and scarce soft funds

Example impacts of low-interest debt

Construction loans supported by a LIAC investment, projects are estimated to save between \$3,400 and \$4,900 per month for every \$1 million increment of the outstanding balance.

Medium-term loans between 5-10 years will save an estimated \$180,000 per \$1 million loan increment in the first 5 years.

Long-term loans will save \$130,000 per \$1 million loan increment in interest payments in the first 5 years.

Debt funding is revolved (repaid) and available for future use.

Traditional Economic Development

| Project Name | Town | County | # Units | # Homeless Units | Amount Awarded |
|--------------------|--------------|------------|---------|------------------|----------------|
| Marble Village | West Rutland | Rutland | 24 | 5 | \$ 750,000 |
| Alice Holway Drive | Putney | Windham | 25 | 5 | \$ 700,000 |
| Mahoney Grove | Rutland | Rutland | 22 | 4 | \$ 850,000 |
| Newport Crossing | Newport | Orleans | 43 | 12 | \$ 2,425,000 |
| Reid Commons | St. Albans | Franklin | 33 | 6 | \$ 300,000 |
| Salisbury Square | Randolph | Orange | 12 | 3 | \$ 364,247 |
| Fox Run | Berlin | Washington | 30 | 6 | \$ 1,200,000 |
| Totals | | | 189 | 41 | \$6,589.247 |

This category has \$7.4 million in additional investment commitments coming soon!

Newport Crossing

Newport Vermont

- 43 perpetually and deeply affordable rental units
- Larger project will include 24 Condominium homeownership units supported by Middle-Income Homeownership Program
- 12 units for Vermonters exiting homelessness



Manufactured Home Communities

| Project Name | Ownership Structure | Town | County | Number of Homes | Total Investment |
|----------------------|---------------------|-------------|------------|-----------------|------------------|
| Milton Cooperative | Cooperative | Milton | Chittenden | 100 | \$ 3,198,636 |
| Willows MHP | Non-Profit | Bennington | Bennington | 24 | \$ 285,000 |
| Tri-Park Cooperative | Cooperative | Brattleboro | Windham | 296 | \$ 3,016,364 |
| | | | | 420 | \$6,500,000 |



Homeownership Development

| Project Name | Town | County | Number of Homes |
|-------------------|------------|---------|-----------------|
| Stonecrop Meadows | Middlebury | Addison | 37 |

\$ 5 million short-term construction loan will support construction of infrastructure and single-family for-sale homes

Homes purchase prices will be subsidized for middle-income families by the Middle-Income Homeownership Development Program



Summit Properties: Stonecrop Meadows –adding 250 rental + homeownership units to Middlebury

Priority Economic Development

| Project Name | Town/City | County | Number of Units | Total Investment |
|----------------|-------------|------------|-----------------|------------------|
| Benn High | Bennington | Bennington | 22 | \$4,170,649 |
| Delta Campus | Brattleboro | Windham | 5 | \$900,000 |
| Fonda Property | St. Albans | Franklin | 87 | \$8,000,000 |
| Winooski Falls | Winooski | Chittenden | 83 | \$8,000,000 |
| | | | 197 | \$21,070,649 |

