



Welcome Home, Boston (Phase 2) Pre-Application Conference #2



Mayor's Office of Housing
In-person Event - Bruce C. Bolling Municipal Building, 6th Floor
November 1, 2023

Meeting Agenda

- **Introduction** (5 mins)
- **Welcome Home, Boston & Phase 2 RFP Overview** (25 mins)
- **Breakout Session / Networking** (45 mins)
- **Next Steps** (5 mins)

Please sign-in once you arrive, and write your name on a name tag



Use the following color-coding label on your name tag for today's event:



Red = Developer

Green = Architect / Finance Professional

Yellow = Contractor / Consultant / Attorney

Blue = Community Stakeholder

*Note: City Officials / employees will be using the **Blue** name tag

Introductory Poll

1. What is your role on a development team?

(Developer, Contractor, Designer/Finance Professional, Community Stakeholder, I'm here to listen)

2. What's your level of experience responding to an MOH RFP?

(I'm completely green, I have some basic knowledge, I have solid background, I'm an expert)

3. Why did you decide to join this event today?

(Knowledge building, Speaker line-up, Networking opportunities, Planning to respond to this RFP, My boss made me)

(If you can't get the poll to work, feel free to use the Chat)





Welcome Home, Boston & Phase 2 RFP Overview

Supporting Homeownership

The City of Boston has **launched a new initiative** to help low to moderate income Bostonians become **homeowners**

- The Mayor's Office of Housing has identified approximately 150 parcels of City-owned land suitable for homeownership development

Mayor Wu has allocated **\$58M in time-limited Federal ARPA Funds** to support the initiative

- First-time homebuyer assistance
- Funding to develop ~150 parcels

Timeline for Funds:

- Committed to specific projects by end of 2024
- Spent Fully by end of 2026



Increasing Opportunity

- **Increase economic opportunity for BIPOC-led developers:** Through the engagement process, we also found a strong interest in making these development opportunities more accessible to local developers of color
 - **Steps to achieve this goal:**
 - ✓ Conducted targeted outreach to BIPOC-led emerging developers to raise awareness of Welcome Home, Boston & learn more about what MOH can do to make opportunities more accessible
 - ✓ RFP and bidding process will be expanded to support successful responses from new-to-MOH-process developers
 - ✓ MOH has released an RFP to engage a lending entity to provide enhanced technical assistance and predevelopment loans to help underrepresented developers create affordable housing.
 - ✓ Grant funding opportunity (up to \$15K) from other COB sources including Boston Contracting Opportunity Fund via the Economic Opportunity and Inclusion Department

Development Guidelines

Based on current feedback, MOH plans to ask proposers to do the following:

1. Maximize use of public land available to create affordable homeownership opportunities for low to moderate income homebuyers
2. Focus on providing family-sized units (2BR+)
3. Provide complimentary open space where feasible
4. Provide parking appropriate to the site context and access to transit



Potential Sales Prices:

Unit Size	80% AMI Sales Price	100% AMI Sales Price
2BR (condo)	\$252,000	\$326,000
3BR (condo)	\$290,300	\$368,500

WHB Phase 2 RFP Overview

The Phase 2 RFP is current offering twenty (26) city-owned vacant parcels in the Dorchester, Mattapan, and Roxbury neighborhood for development. Totaling approximately 124,000 square feet of vacant land are intended for sale by the City pursuant to the RFP. The properties are being offered as-is. Applicants must submit a combined proposal for each site based on the details provided in the RFP.

As outlined in Phase 2 Request for Proposals (RFP), the development objectives are to:

- Promote affordable homeownership housing;
- Promote opportunities for residents and businesses to contribute to and participate in neighborhood development;
- Maximize efforts at equity and inclusion, outreach, and support so that historically underrepresented residents and businesses can achieve success in the plan;
- Support development through public funding including up to \$150,000/unit and \$20,000/parcel subsidy from MOH, and providing city-owned parcels at a nominal fee of \$100/parcel.

WHB Phase 2 Parcel Map

SELDON - 3 Parcels

NORFOLK, CAPEN - 3 Parcels

BALLOU - 2 Parcels

CALENDER - 2 Parcels

COLONIAL, STRATTON - 4 Parcels

DEERING, WILDWOOD - 3 Parcels

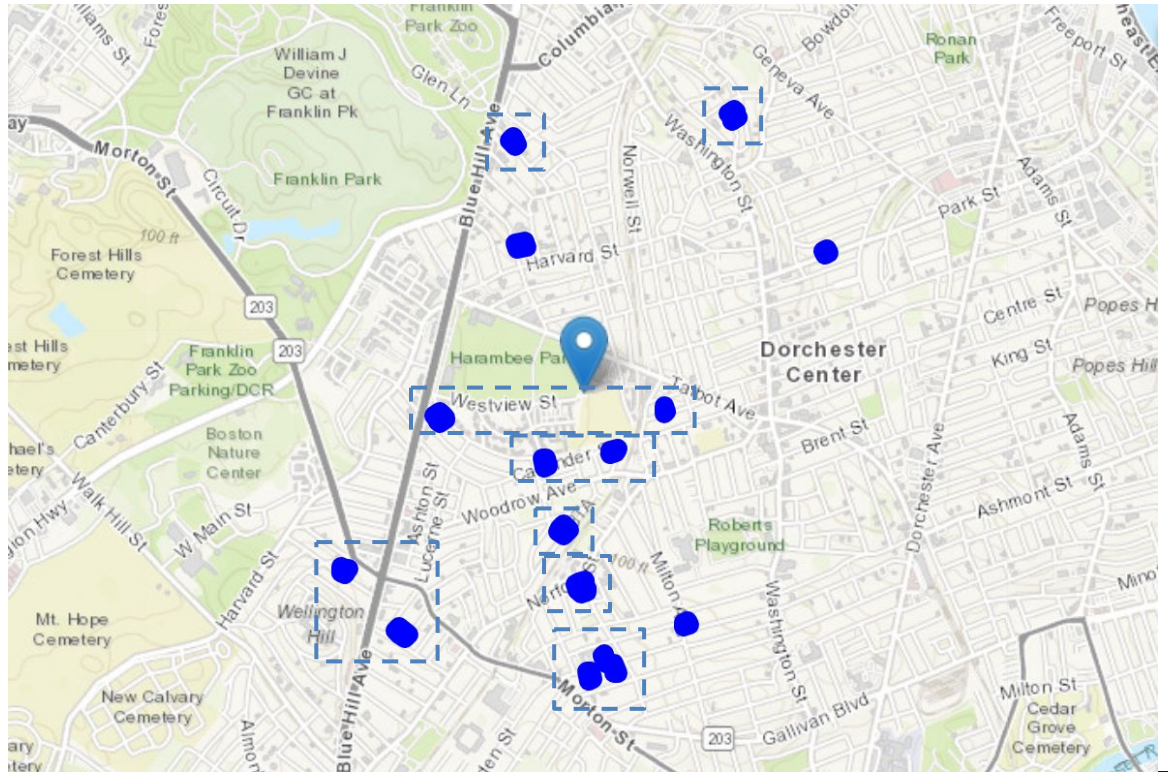
MCLELLAN - 2 Parcels

NOTTINGHAM - 4 Parcels

MILTON - 1 Parcels

WALES - 1 Parcels

PARK - 1 Parcels



Next Steps

Fall 2022

MOH began engaging with the community about the development of ~70 parcels in Dorchester and Mattapan for the Welcome Home, Boston Program

Summer 2023

MOH presented the parcel offering for WHB Phase 2 RFP to the community on August 10, 2023.

Winter 2023-24

MOH will conduct an initial evaluation of eligible proposals in response to the Phase 2 RFP and present eligible proposals at a virtual community meeting, followed by a 10-day public comment period.

Winter 2022-23

MOH held walking tours, conducted surveys, and hosted community meetings & discussions centered around possible uses. We collect feedback and requirements to help shape the forthcoming RFPs.

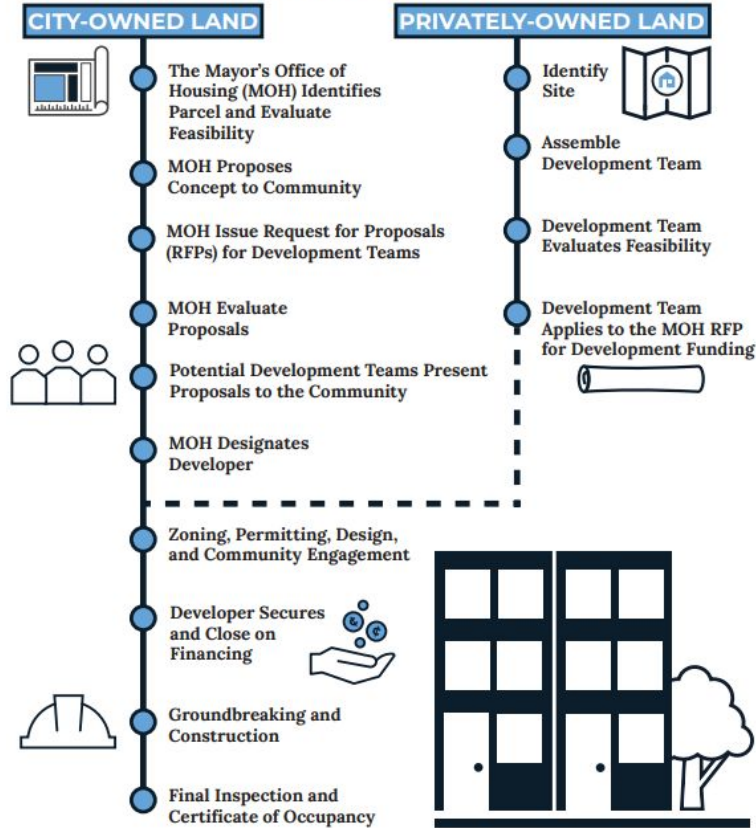
Fall 2023

Phase 2 RFP issued for 26 parcels in the Dorchester, Mattapan, and Roxbury neighborhoods. Proposals are due on **December 4, 2023**.

Spring 2024

MOH will complete the evaluation of Phase 2 proposals and make recommendations for Tentatively Developer Designation.

HOW INCOME-RESTRICTED HOUSING IS BUILT IN THE CITY OF BOSTON



Key Roles Within A Development Team:

- Project Manager
- Architect
- Consultants
- Lender/Financing Partners
- General Contractor/Builder
- Attorney
- Marketing/Property Management

Key Elements in the RFP

SCOPE OF PROJECT

- *RFP Objectives*
- *Properties Offered*
- *Additional Resources*

DEVELOPMENT GUIDELINES

- *Preferred Uses*
- *Design Guidelines*
- *Existing Site Conditions*

PROJECT REQUIREMENTS

- *As-Is Appraised Value*
- *Offer Price Information*
- *Applicant Guidelines*
- *Budget Review and Cost*

EVALUATION PROCESS

- *Minimum Eligibility*
- *Evaluation Criteria*
- *RFP Review Committee*

COMMUNITY PARTICIPATION AND AWARD OF CONTRACT

- *Developer Designation*
- *Development Schedule*

SUBMISSION INSTRUCTIONS

RFP FORMS

Submitting A Proposal

Successful applicants will need to ensure their proposal complies with [MOH's Housing Development and Underwriting Policies](#). Proposals must include all of the following sections as part of the minimum eligibility criteria; see Section 16 of the RFP: Submission Checklist & Required Forms

- | | |
|--|--|
| <ul style="list-style-type: none">● Original Application Submitted● Proposal Summary and Narrative● Development Timetable● Development Budget and Sources● Evidence of Financing - Letter of Interest or Commitment Letter from an established Financial Institution● Pre-Development Sources and Uses Budget (w/ proof of cash availability)● Evidence of Acquisition of Privately-owned Land, if applicable● Design Submittal including 1 Plan Set (schematic design level) | <ul style="list-style-type: none">● Green Narrative that addresses, at a minimum, Integrated Design Process, Green and LEED Silver “Certifiable” strategy and sources of green funding, including LEED checklist demonstrating LEED Silver “Certifiable” strategy● Audited Financial Statement (most recent) or alternative documentation● Equity & Inclusion Plan● Qualifications, experience, and resumes of Development Team● Complete and sign all forms included in the RFP.● MOH required forms |
|--|--|

Evaluation Criteria

- **Minimum Eligibility-** Proposal received by deadline, contains all necessary forms and documents, and is compliant with development objectives.
- **Development Plan-** Applicant's development plan relative to the development guidelines & objectives set out in the RFP.
- **Design Concept-** Applicant's development plan relative to the design considerations.
- **Applicant Experience and Capacity-** Applicant's experience and capacity to undertake the proposed project.
- **Applicant's Financial Capacity-** The relative strength of the Applicant's financing plan relative to other proposals.
- **Development Cost Feasibility-** Evaluation of the relative strength and completeness of the applicant's development budget relative to other proposals.
- **Diversity and Inclusion-** Applicant's comprehensive planned approach to achieve minority participation.
- **Housing Affordability-** Applicant's housing affordability plan relative to other proposals.
- **Ownership Structure-** Applicant's plan for the ownership structure of the units to be sold that will support homebuyers' success.

Submission Instructions

How To Submit Your RFP Response:

- NOTE: RFP submission requires a G-Suite or Gmail account. If you do not have access to a G-Suite or Gmail account, visit <https://accounts.google.com/signup> to create your own account in advance of the proposal due date.
- In a web browser (preferably Google Chrome), click the link below, or input <https://bit.ly/Boston-MoH-RFP> in the URL bar.
- Select the RFP to which you are responding from the options listed and fill in all required fields.
- Upload all required RFP documents in the document upload page and submit the form.

What To Expect After Submitting An RFP Response

When you submit an RFP response, a copy of your submission materials will be emailed to the account associated with the form submitter. Applicants will be able to review and edit their responses up to the RFP submission deadline. Applicants are encouraged to edit an existing submission rather than creating a new submission.

Responses must be submitted by the following deadline: **December 4, 2023, no later than 4:00 P.M. (EST). Late proposal submissions will not be accepted.** Please have your proposal submission ready and uploaded as soon as possible to avoid issues at the time of submission.





Breakout / Networking Session

Breakout Rooms

Room 1 (lobby):

Questions for the City (COB Staff) / Networking Session (attendees)

Room 2 (main room):

Finance Basics & Funding Options (TLI)



Finance Basics & Funding Options

About Us: The Life Initiative

The Life Initiative (TLI) is mission-driven investment fund and one of the most prolific early stage lenders to for-profit BIPOC developers in the City of Boston and statewide.

About TLI

- ✓ \$24M currently invested and committed to BIPOC developers, including \$14M in the City of Boston
- ✓ Investing in MWBEs is an explicit mandate for the fund
- ✓ Lending team with 20+ years of lending and development experience
- ✓ TLI financing has supported 19,210 housing units, 1,908 permanent jobs and 11,253 construction jobs

Leadership + Staff



Kristen Harol
President



Mollye Lockwood
Senior Vice President



Brandon Braxton
Vice President



Laura Rijo Florimon
Portfolio Manager

Key Development Stages

Acquisition and/or Predevelopment Period

Risks & Long Lead Items:
Permitting, financing and
feasibility
Securing state and local
subsidy takes time

Term: 2-5 years,
determined in large part
by the ability to secure
subsidies

Repayment Event:
Typically repaid upon
closing of construction
financing

Special Requirements:
Financing plan,
contingency plan (Plan B)

Construction Period

Risks & Long Lead Items:
Unexpected conditions,
cost overruns and
delayed sales

Term: 18-30 months

Repayment Event:
Typically repaid upon
completion and sale

Special Requirements:
10% contingency,
payment and
performance bonds
typical

Financing & Development Challenges

A project can stall at any stage for a variety of reasons. Here are some examples:

**Community
Opposition**

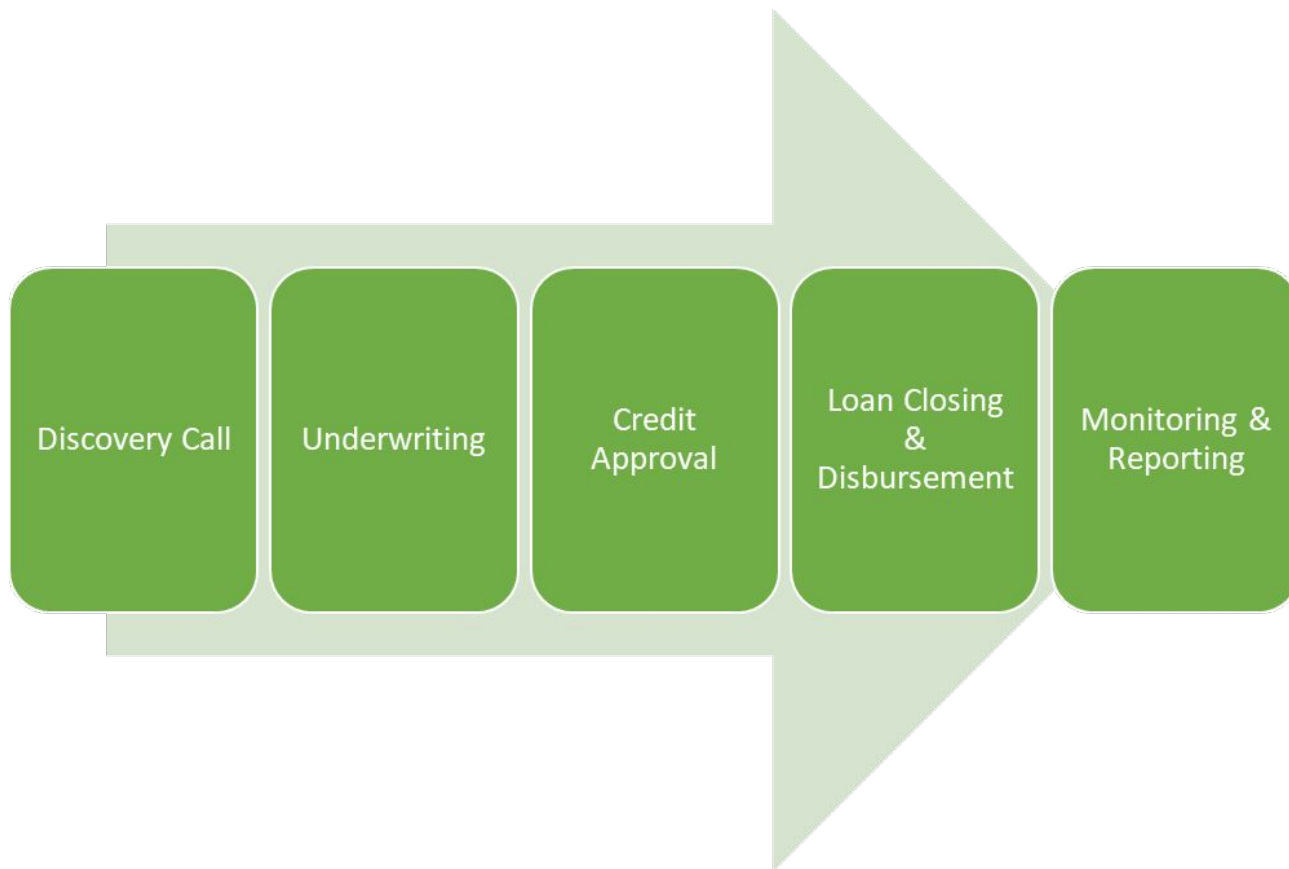
**Changing Market
Conditions**

**Difficulty Securing
Financing**

**Construction
Costs Higher Than
Expected**

**Environmental
Conditions**

Financing Approval Process & Timeline



Financing Evaluation & Diligence

Organizational Capacity

- Development Capacity
 - Staff personnel
 - Board Members, if applicable
 - Project Development Team including architect, counsel, and consultants
- Financial Capacity
 - Tax Returns,
 - Profit & Loss,
 - Statement of Activities and
 - Real Estate Owned Schedule

Project Feasibility

- Project Site
- Market Analysis
- Project Schedule
- Development Budget
- Operating Pro Forma
- Financing – conventional debt and subsidy programs, if applicable
- Property Management Plan or Marketing Plan, depending on type of project

Other Pre-Development Financing Capital Sources

In addition to MCCI and TLI, there are other organizations that provide pre-development lending programs and/or technical assistance available to Developers in the City of Boston (non-exhaustive list below):



The Life Initiative

*Pre-Development lending
(in addition to this program)*



BlueHub Capital

Pre-Development financing



Community Economic Development Assistance Corporation (CEDAC)

Pre-Development lending and Technical Assistance for non-profits



The Property and Casualty Initiative

Pre-Development financing



Massachusetts Housing Investment Corporation (MHIC)

Pre-Development financing



Local Enterprise Assistance Fund

Pre-Development financing



Local Initiatives Support Corp (LISC)

Pre-Development financing



Next Steps

RFP proposals will be received until December 4, 2023, at 4:00 p.m. EST. Late proposal submissions will not be accepted.

Visit the Welcome Home, Boston webpage for the most up to date information, including, project updates, and upcoming events.

<https://www.boston.gov/housing/welcome-home-boston>



MOH Contacts

Welcome Home, Boston

Antonio Leite, Senior Housing Development Officer, (617) 635-1024 or antonio.leite@boston.gov.

Julio Pilier, Development Officer, (617) 635-0214 or julio.pilier@boston.gov.

Tiera Satchebell, Development Officer, (617) 635-4201 or tiera.satchebell@boston.gov.

New project ideas & questions on MOH development and construction requirements - Christine O'Keefe, Associate Director, (617) 635-0351 or christine.okeefe@boston.gov.

Questions about City-owned parcels

James Smith, Senior Project Manager, (617) 635-0398 or james.smith@boston.gov.

MOH Developer mailing list -

Visit boston.gov/builders-signup or contact Carol Owens, Director, (617) 635-0621, carol.owens@boston.gov.

Additional Resources

MOH RFP Portal - boston.gov/departments/housing/requests-proposals

HUD Income Limits -

boston.gov/departments/housing/housing-and-urban-development-income-limits

Active Developments & MOH-Owned Land - boston.gov/buildinghousing

HomeBuyers & Homeowners - Boston Home Center (BHC)-

boston.gov/departments/housing/boston-home-center

Renters & Landlords - Office of Housing Stability (OHS)-

boston.gov/departments/housing/office-housing-stability

Affordable Housing Search - Metrolist- boston.gov/metrolist

Welcome Home, Boston - boston.gov/housing/welcome-home-boston

A photograph of Independence Hall in Philadelphia at dusk. The building is illuminated, and its iconic clock tower is visible. The scene is surrounded by modern skyscrapers, creating a contrast between old and new architecture. The sky is a deep blue, and the overall atmosphere is serene. A large, textured concrete pillar is visible on the right side of the frame.

MOH THANKS YOU FOR YOUR INTEREST!

Mayor Michelle Wu