



# DEVELOPER AGREEMENT WITH RURAL NEIGHBORHOODS, INC.

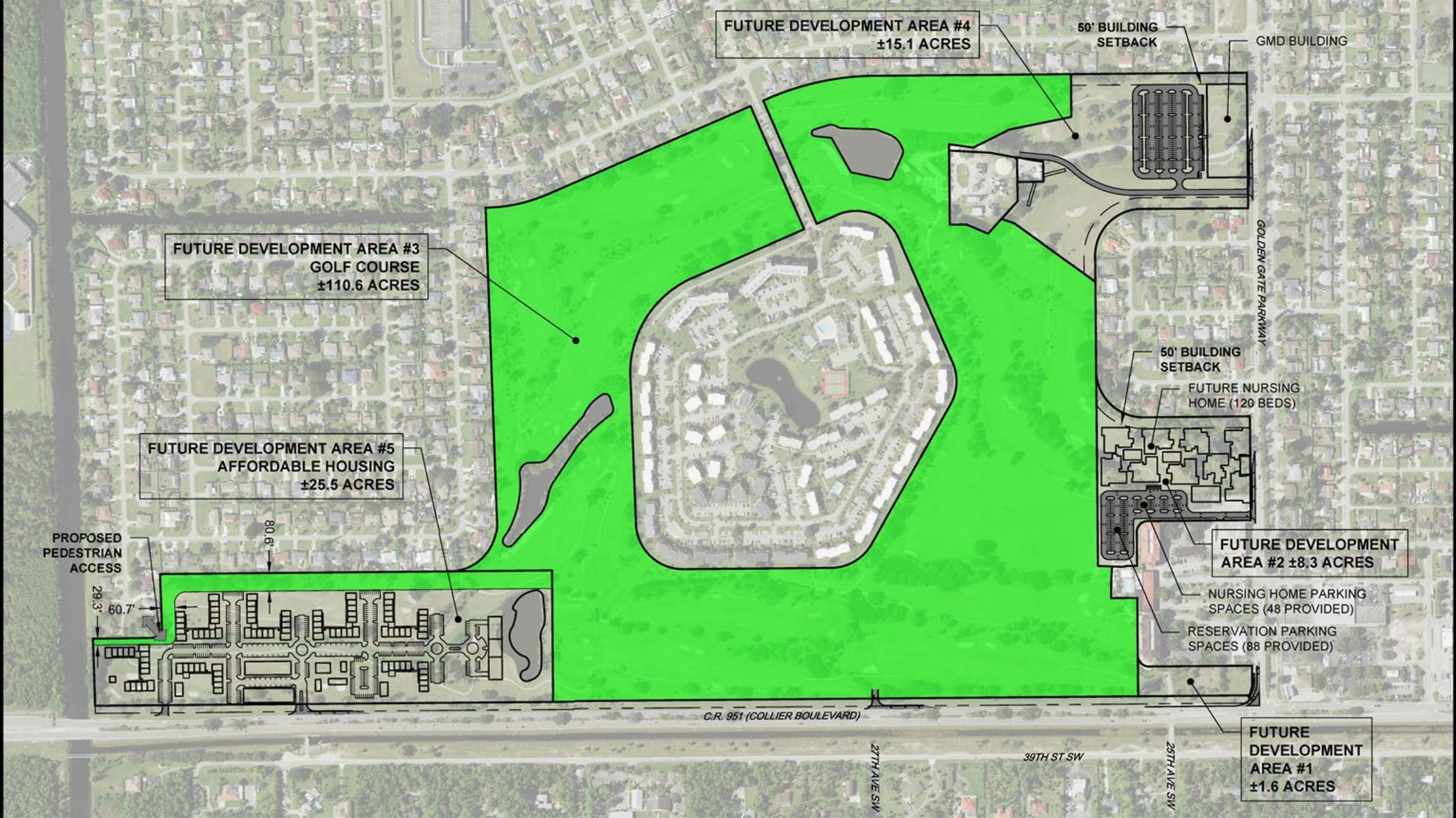
GEOFF WILLIG, COUNTY MANAGER'S OFFICE SENIOR OPERATIONS ANALYST

CORMAC GIBLIN, HOUSING, GRANT DEVELOPMENT, AND OPERATIONS  
MANAGER

# BACKGROUND

- Invitation to negotiate issued on December 13, 2019
  - Six proposals received
- Selection Committee met on February 18, 2020 to rank proposals
- Due to COVID presentations to the Board delayed until June 9, 2020
- Board selected Rural Neighborhoods from five presenters and directed staff to begin negotiations

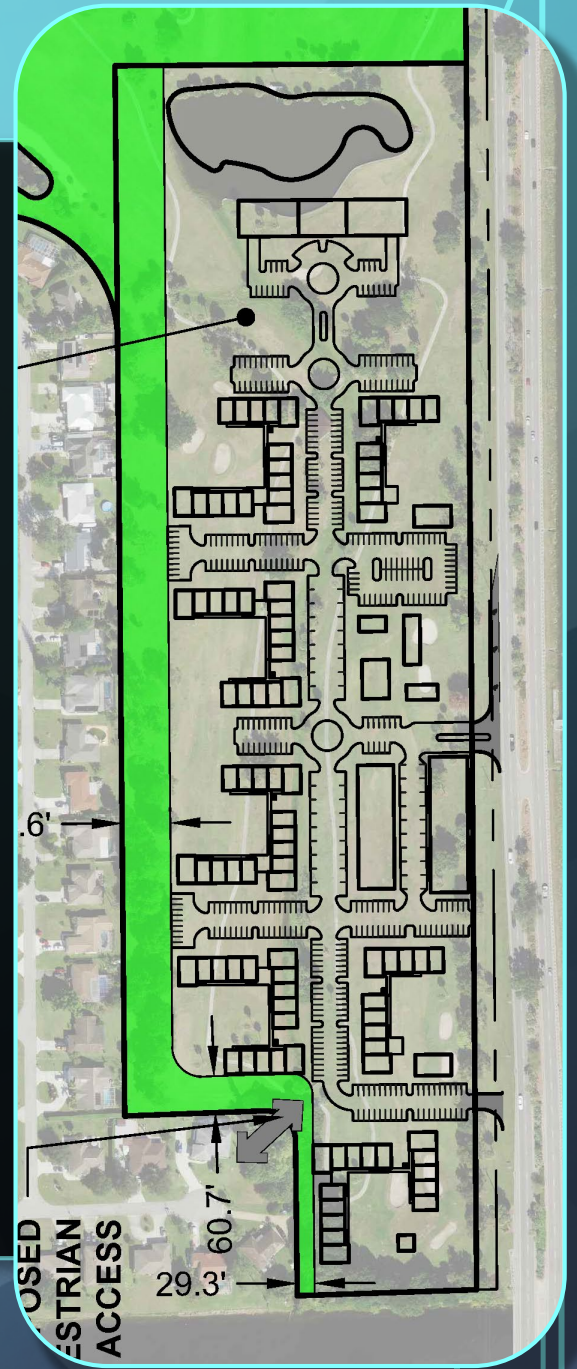






# SITE LOCATION

- Current fit plan utilizes southern portion of the former Golden Gate Golf Course for Housing development
- Approximately 30 acres with 25 acres of developable land
- Ingress and egress to Collier Blvd using right in right out
- Tied in with the rest of the future development of the golf course campus
- Site utilities connections planned to be routed through vacant residential lot being purchased by County along with pedestrian access



# DEVELOPER AGREEMENT

- Rural Neighborhoods will build at least 350 units
  - 100 units for Senior Housing
  - Remaining units for Essential Service Employees
  - 5% of units targeted to veterans
- Rural Neighborhoods will secure project funding within in up to 12 months from PUD Effective Date
- Construction to commence within up to 12 months from Funding allocation, can be in phases
- Priority given Essential Services Employees in two tiers
  - Tier 1 – Healthcare, Education, Emergency Services
  - Tier 2 – Government

# DEVELOPER AGREEMENT

- Exhibit B identifies income and rent targeting goals
  - County Manager can amend breakdown by up to 10%
  - Amendments greater than 10% require Board approval

Seniors					
Income AMI	Target Rent Level	Percent Set-Aside	Minimum # of Units	Maximum # of Units	Note: Developer may elect to use IRS §42 Income-Averaging as a set-aside election in 4% or 9% Housing Credit transactions. Its election enables income levels to be set-aside between 60% - 80% AMI, balanced by units set-aside below 60%.
30%	30%	10%	10	N/A	
60%	60%	90%	90	N/A	
Essential Services					
Income AMI	Target Rent Level	Percent Set-Aside	Minimum # of Units	Maximum # of Units	Note: All units shall be rented with priority given to Essential Service Personnel employees.
60%	60%	8%	20	24	
80%	80%	25%	63	75	
100%	80%	57%	142	171	ESP Occupation Preferences Include:  Tier 1-Healthcare, Education, Emergency Services
120%	100%	0%	0	0	
140%	100%	10%	25	30	Tier 2- Government



# DEVELOPER AGREEMENT

- The County will establish a Long-Term ground lease with Rural Neighborhoods
- Funding for the acquisition of the land will come from the Workforce Housing Land Trust Fund
  - Approximately \$5 million
  - Utilizes infrastructure sales surtax funding
- Revenue generated from the project will first cover Rural Neighborhoods capital construction, operating costs, and reserves
- Any excess funds will be allocated to trust funds at the County and Community Foundation based on a pro rata share from the initial investment
  - County investment approximately \$5.5 million
  - Community Foundation investment \$10 million