

# The Community Builders

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# WHO WE ARE | TCB MISSION

The Community Builders mission is to build and sustain strong communities where all people can thrive.



# WHAT WE DO | OUR MISSION DRIVEN BUSINESSES



Develop Healthy Housing

33K Apartment homes completed since 1964



Invest in Thriving Neighborhoods

\$240MM In New Markets Tax Credit allocations for neighborhood businesses amenities



Manage Well and Own Responsibly

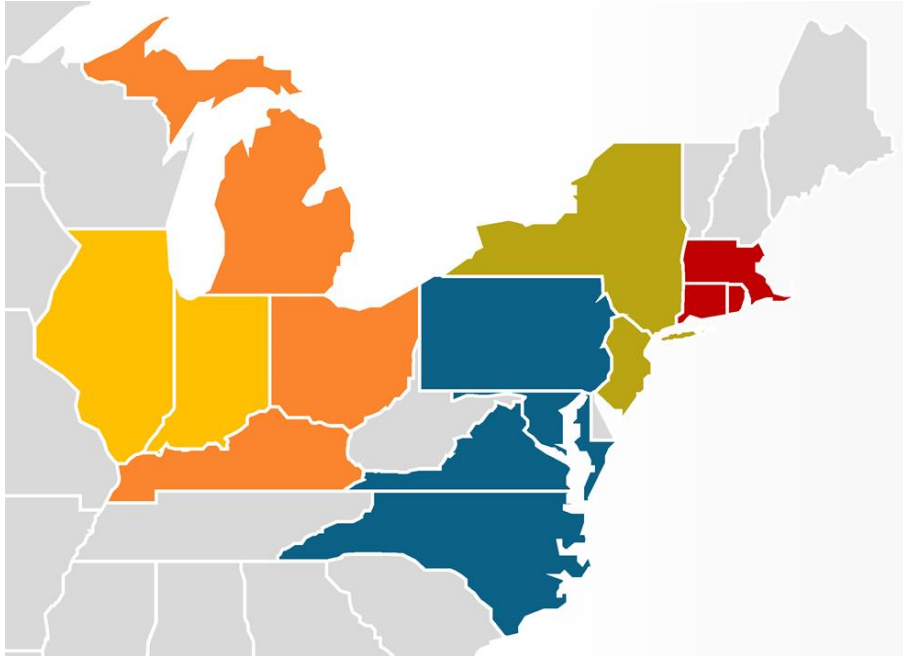
14K Apartment homes owned or managed



Connect Residents

92% Young adults have someone they can turn to when they feel isolated

# Where we work



- Non-Profit - Established in **1964**
- **15** States & the District of Columbia
- **402** Total projects developed
- **600,000 sq.ft** of commercial space/retail space developed
- Ownership and management portfolio exceeds **14,000 homes**
- **600+** employees

**Boston** | Regional hub for Connecticut, Massachusetts and Rhode Island

**Washington, D.C.** | Regional hub for the District of Columbia, Maryland, North Carolina, Pennsylvania and Virginia

**Chicago** | Regional hub for Indiana, Illinois and Wisconsin

**Columbus** | Regional hub for Kentucky, Michigan and Ohio

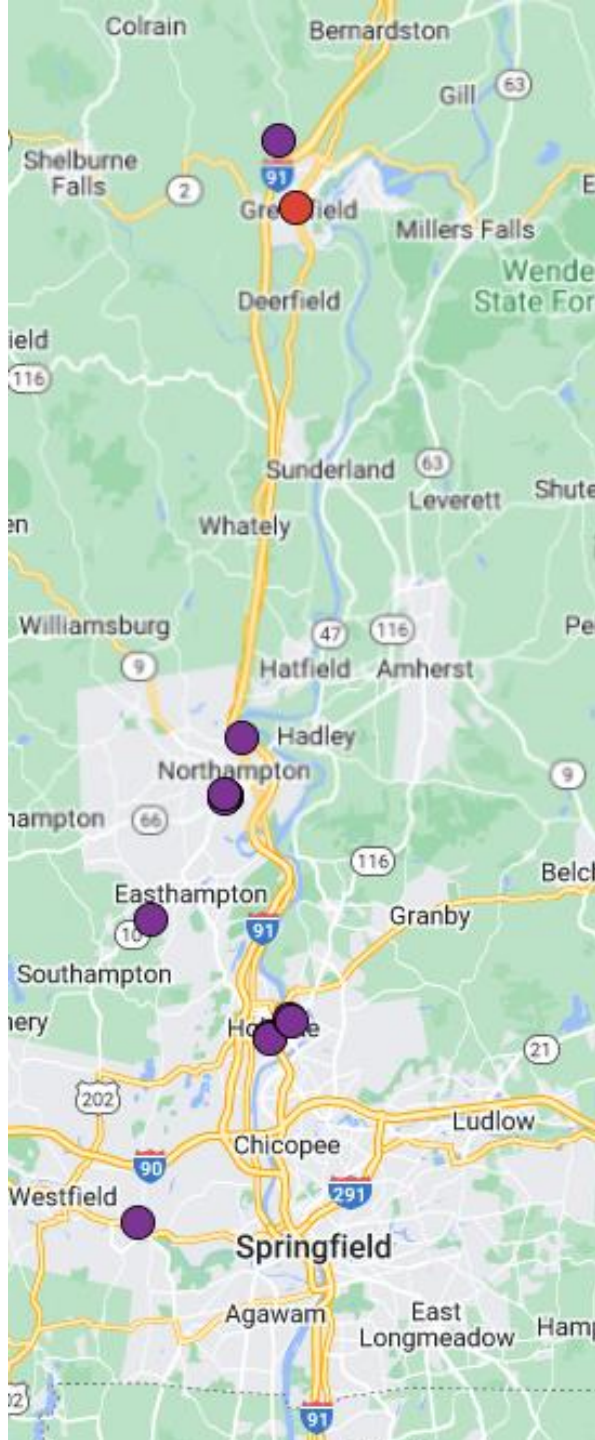
**New York** | Regional hub for New Jersey and New York

# TCB IN THE VALLEY



**600** homes owned/managed  
**149** homes in the pipeline

Supported through consulting an additional:  
**1,468** affordable homes (1987-2004)



- Greenfield
- Northampton
- Easthampton
- Holyoke
- Westfield



# Multiple types of income restricted housing

TCB's housing could be for:

- a **fixed-income senior earning ~\$40,000 or less**. Rent: **Capped at 30% of income**
- **working individuals and families earning between ~\$40,000-\$80,000**. Rents might range from **\$800-\$1,600**



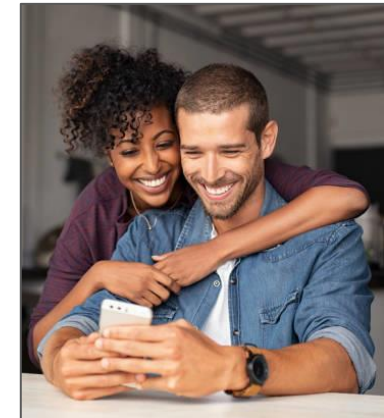
**Seniors on Fixed Income** earning ~\$40,000 or less a year will be able to downsize while aging in place.



**A Medical Assistant** earning \$41,000 would be able to raise their child while utilizing youth programming offered by TCB.



**A new teacher at South Hadley schools** earning approximately \$53,000 would be able to live affordably in the same town where they work.



**A young couple** who both work at nonprofits earning a combined income of \$75,000 would be able to save up for a home.

# Mixed Income Housing in Urban Settings

## *Some examples from Boston*

### **AO Flats**

78 Apartments total – 50% higher AMI; 50% lower AMI  
2021 Winner of the “Jack Kemp Excellence in Affordable and Workforce Housing Award”

### **250 Centre**

110 Apartments total  
31% market rate, 18% higher AMI, 50% lower AMI  
Opening this Fall



# TCB Properties- lower density

## Northside Terraces, Torrington, CT

- Multifamily housing in suburban CT bordering a high school



Northside Terraces



North Commons

## North Commons, Northampton, MA

- Multifamily building in a mile from downtown, in mixed-income neighborhood

## 35 Village Hill, Northampton, MA

- Multifamily housing a mile from downtown, in mixed-income neighborhood



Park West Apartments



Village Hill

## Park West, Vernon, CT

- Multifamily housing in suburban neighborhood off of Highway 84

## Leyden Woods, Greenfield, MA

- Multifamily housing a few miles from the downtown heading into Leyden



Leyden Woods

# VILLAGE HILL, Northampton

North Commons (53 units, 2021)

Hillside Place (40 units, 2007)

Hilltop Apartments (33 units, 2005) &  
35 Village Hill Road (12 units, 2020)





THE **COMMUNITY**  
**BUILDERS**



# North Commons at Village Hill

Northampton, Multi-Family,  
Passive House, Mixed-Income  
53 Units  
2021



# North Commons – Who lives there?

## Unit Mix:

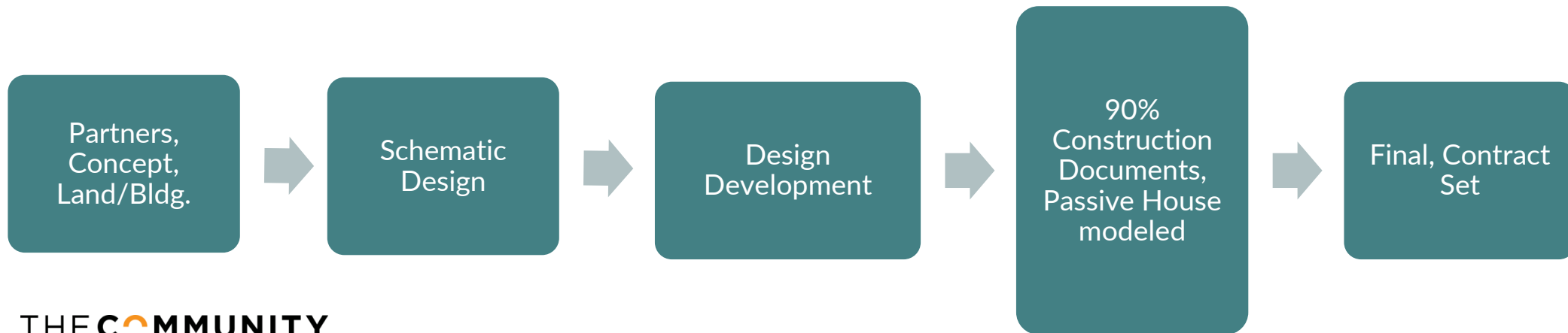
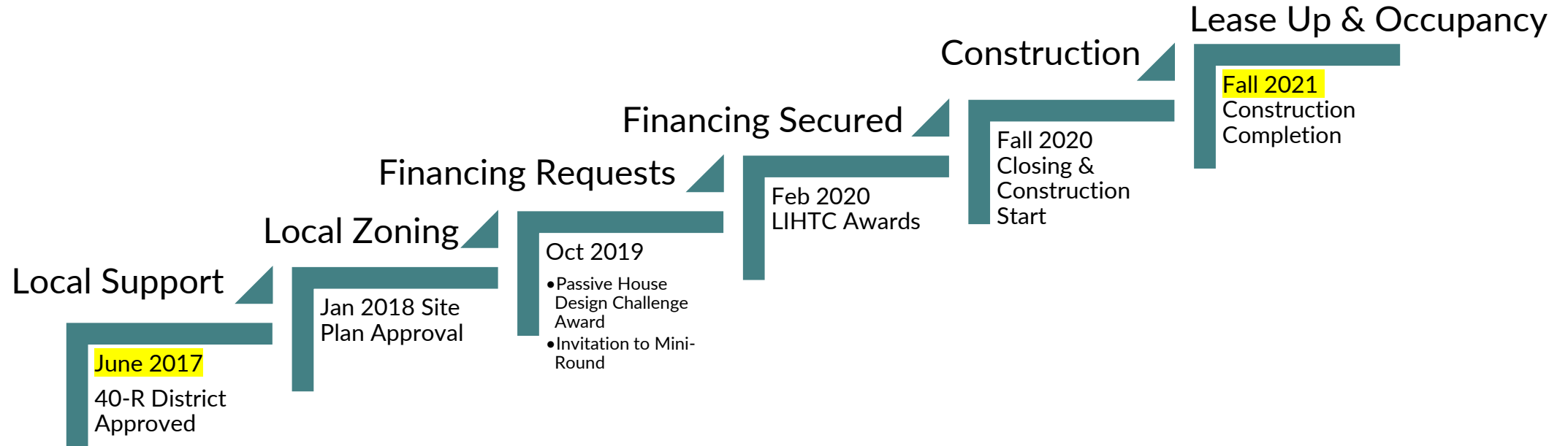
53 units

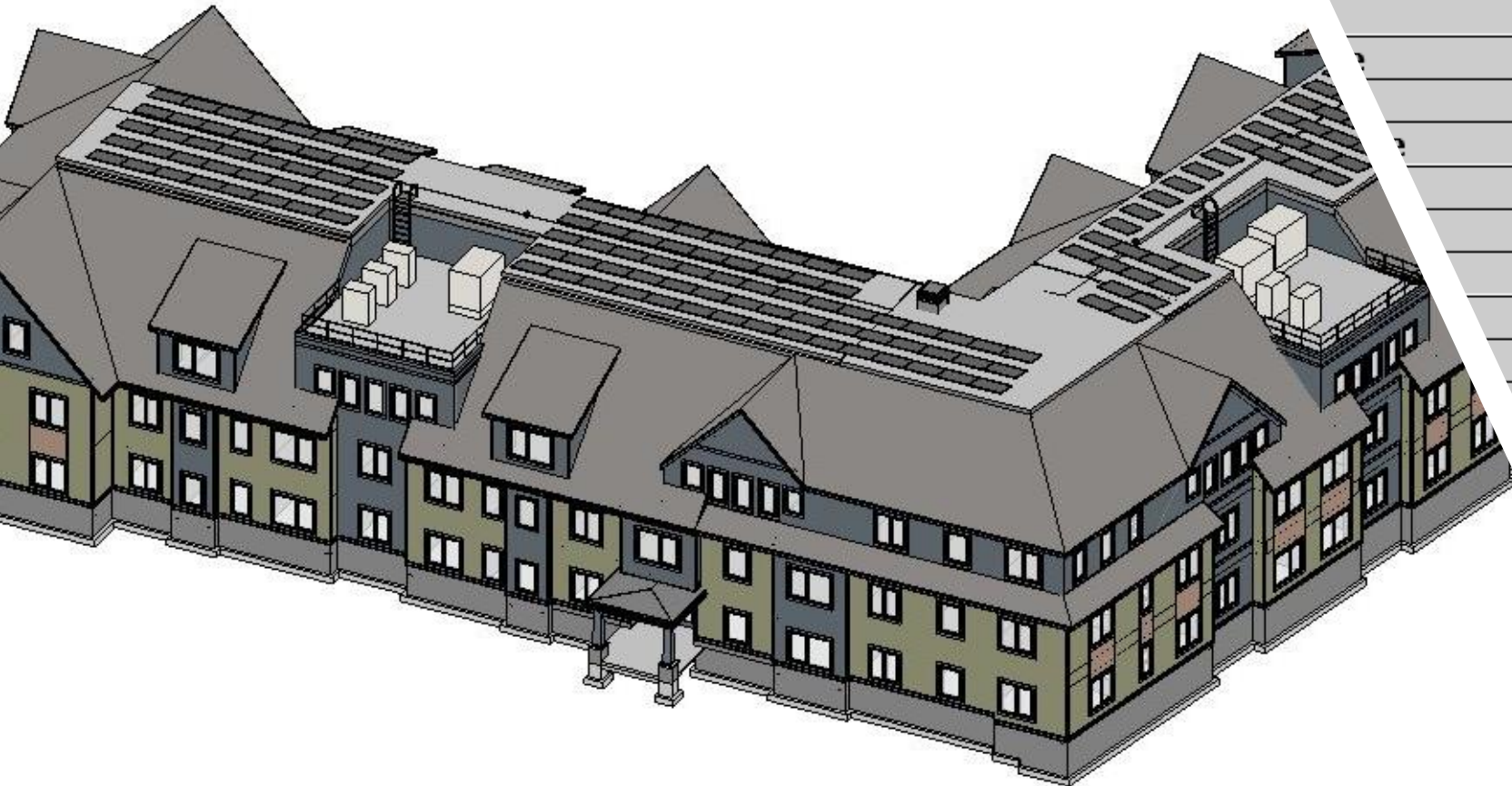
- 12 @ 30% AMI (23%) \*special set aside for clients of Department of Mental Health
- 27 @ 60% AMI (51%)
- 14 @ 80% AMI (26%)

## **Incomes @ 30% - 90% AMI (~\$72,700)**

- \$23k-69k
- Full-time Minimum wage in MA = \$28k/yr (x2=\$56/yr)
- 30% = One full-time minimum wage earner
- 60% = Two full-time minimum wage earners, or one “professional” income
- 80% = “missing middle” – earns a professional income, but not enough to pay for high rents

# North Commons Schedule





Project Name	Village Hill North Commons
Permit Ship-to Address	
Project Owner	The Community Builders, Inc.
Construction Date	5/23/2022
Permit Number	1716
Permit Holder Name	Michael Schmidt
Address	140 Olander Drive
City	Northhampton,
State	MA
Zip	01060
Energy Rating	PHIUS+ 2015
Architect	Thomas Moore
Contractor	Saloomey Construction Inc.
Project Type	Multi-Family
Construction Status	New Construction
Units	53
Area	64,133
Material	Timber
Code	0.0415
Factor 1	2.6
Factor 2	0.4
Factor 3	2.4
Factor 4	1.8
Area 1	6,216   4,936 (PV)
Area 2	17.6   14.9 (PV)
Year	2022
Architect	Thomas Moore Architects, Inc.
Engineer	Saloomey Engineering Resources, Inc.

# Sources

MassHousing First Mortgage	4,070,000
MassHousing Workforce	1,400,000
State Soft Loans	4,600,000
CPA	250,000
CDBG	150,000
SLIHC Loan	2,765,000
Fed LIHTC	6,700,000
Misc.	50,100
Passive House	212,000
	<hr/>
	20,372,000

Hard Debt

Soft Debt

Private Equity

Private Equity

Pilot Green Funds

**\$400,000** in local dollars can leverage a \$20M project

\*less than 2% of the total capital stack

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## North Commons at Village Hill

Northampton, Multi-Family, Passive House, Mixed-Income

53 Units

2021





# Benefits of green housing – SAHF

Source: <https://www.youtube.com/watch?v=yQZK9yUZuSc>

