

The Grand & The Glen

Proposal Application Summary

SFY2024 4% LIHTC with Ohio LIHTC Round

Basic Project Information

Project Name	The Grand & The Glen
LIHTC Type	4% LIHTC
Funding Pool	New Affordability - Central City and Metro/Suburban
Lead Developer	Pivotal Development LLC
Project Address	3300 Glendale Avenue / 1157 Grand Avenue
Project City or Township	Toledo
Project County	Lucas
Construction Type	New Construction
Population Served	Families
Total Units	70
10-Year LIHTC Request	\$13,468,161
10-Year OLIHTC Request	\$5,400,000
Total Development Cost	\$27,945,468

Project Rendering



Development and Operations Team

Lead Developer	Pivotal Development LLC
Co-Developer #1	Pathway, Inc.
Co-Developer #2	N/A
Development Consultant	N/A
LIHTC Syndicator/Investor	Key CDC
OLIHTC Syndicator/Investor	Key CDC
GP/MM #1 Parent Entity	Pathway, Inc.
GP/MM #2 Parent Entity	Pivotal GP Holding LLC
GP/MM #3 Parent Entity	N/A
General Contractor	Ruscilli Construction Co., LLC
Architect of Record	BDCL Architects, PC
Property Management Firm	Pivotal Management LLC

Project Narrative

"The Grand" and "The Glen" workforce housing development introduces 70 new housing units to a vacant city-owned parcel and an underutilized parking lot. These locations boast proximity to downtown Toledo, The University of Toledo Medical Center, and numerous major employers and sought-after amenities. The project will offer a mix of 1- and 2-bedroom apartments and 3- and 4-bedroom townhomes. All units prioritize thoughtful design, energy efficiency, and accessibility. Moreover, the development will encompass modern amenities, enabling residents to comfortably age in place. This scattered-site development aims to diversify housing options, rejuvenate vacant or underutilized parcels, and inject approximately \$28 million of investment into the City of Toledo.

Site Information

Site Size (Acres)	6.3
Scattered Sites?	Yes
Total Number of Buildings	2
Total Parking Spaces	133
Parking Ratio (Parking Spaces per Unit)	1.9
Urban Suburban Rural (USR) Geography	Central City
Located in a Qualified Census Tract (QCT)?	Yes
Located in a Difficult Development Area?	No
Census Tract Opportunity Index	Moderate
Census Tract Change Index	No Change
Discount to Market Rent	-1.8%

Building Square Footage Breakdown

	Size (SF)	Pct of Total
Commercial and Fee-Driven Space		
Unrestricted/Market-Rate Unit Area		
LIHTC Unit Area	67,639	84%
Manager's Unit Area		
Common Area	7,968	10%
Support and Program Space	1,967	2%
Tenant Storage Space		
Major Vertical Penetrations (Elevator/Stairs, Etc.)	2,716	3%
Structured Parking/Garage		
Basement		
Total Square Footage of all Buildings	80,290	100%

Units by LIHTC Income Restrictions

LIHTC Income Restriction	Number of Units	Percent of Total Units
20% AMI		
30% AMI		
40% AMI		
50% AMI	17	24%
60% AMI	45	64%
70% AMI	8	11%
80% AMI		
Unrestricted Manager's		
Total Units	70	100%

Units by Bedroom Type and Rental Subsidy

Bedroom Type	Number of Units	Percent of Total Units	Units with Rental Subsidy	Percent of Total Units Subsidized
Studio				
1-BR	31	44%	0	0%
2-BR	19	27%	0	0%
3-BR	10	14%	0	0%
4-BR	10	14%	0	0%
5-BR				
Total Units	70	100%	0	0%

Consolidated Annual Operating Budget

Operating Line Item	Annual Amount	Annual Per Unit Amount
Potential Gross Rental Income	\$762,588	\$10,894
Potential Gross Commercial Income	\$0	\$0
Vacancy Allowance 7%	(\$53,675)	(\$767)
Interest Income and Other Financial Income	\$0	\$0
Laundry, Tenant Charges, and Service Income	\$0	\$0
Effective Gross Income (EGI)	\$708,913	\$10,127
Administrative Expenses	\$122,156	\$1,745
Owner-Paid Utilities	\$73,500	\$1,050
Maintenance Costs	\$120,500	\$1,721
Taxes and Insurance	\$125,500	\$1,793
Tax Abatement and/or Operating Subsidy Reserves and Other Expenses	\$0	\$0
	\$28,000	\$400
Total Operating Expenses	\$469,656	\$6,709
Net Operating Income (EGI - OpEx)	\$239,257	\$3,418

LIHTC Calculation

	Acquisition	Rehabilitation	New Construction
LIHTC Eligible Basis			#####
- Reductions in Eligible Basis			\$0
= Net Eligible Basis			#####
Basis Boost for QCT/DDA			\$7,770,093
Adjusted Eligible Basis			#####
X Applicable Fraction			100%
Qualified Basis			#####
30% Present Value Rate			4.00%
Annual LIHTC Generated			\$1,346,816
Total 10-Year LIHTC	#####		
LIHTC Equity Generated	#####		
Equity Price	\$0.90		

Construction Sources of Funds

Construction Sources	Amount	Percent of Total
LIHTC Equity	\$1,858,235	7%
OLIHTC Equity	\$637,073	2%
Historic Tax Credit Equity		
Construction Loan	\$13,500,000	48%
OHFA HDAP Request		
Deferred Developer Fee	\$758,397	3%
City of Toledo ARPA Grant	\$4,500,000	16%
City of Toledo ERA 2 Loan	\$2,475,000	9%
OHFA HDL	\$2,000,000	7%
GP Capital Contribution	\$494,956	2%
Post Construction Fees/Costs	\$1,721,807	6%
Total Construction Sources	\$27,945,468	100%

Development Budget, Eligible Basis and Cost Containment Standards

Development Costs	Amount	Per Unit Amount	LIHTC Eligible Basis
Acquisition	\$650,000	\$9,286	\$0
Predevelopment	\$1,149,635	\$16,423	\$1,149,635
Site Development	\$2,148,454	\$30,692	\$2,148,454
Hard Construction	\$17,053,724	\$243,625	\$17,053,724
Financing	\$2,161,346	\$30,876	\$1,338,497
Professional Fees	\$310,000	\$4,429	\$210,000
Developer Fee	\$4,000,000	\$57,143	\$4,000,000
OHFA and Other Fees	\$252,309	\$3,604	\$0
Capitalized Reserves	\$220,000	\$3,143	\$0
Total Development Costs (TDC)	\$27,945,468	\$399,221	\$25,900,310
LIHTC Eligible Basis as a Percent of Total Development Costs			93%

Cost Containment Standards

	Project	Maximum	Variance
TDC per Unit	\$399,221	\$403,000	-1%
TDC per Gross Square Foot	\$348	\$410	-15%

Maximum Permanent Debt Sizing

	Max Loan for Stabilized Y1	Max Loan to Stabilized Y15
Net Operating Income (NOI)	\$239,257	\$230,540
Debt Service Coverage Ratio	1.20	1.00
NOI Available for Debt Service	\$199,381	\$230,540
Interest Rate	6.52%	6.52%
Amortization Period (Years)	40	40
Loan Term (Years)	17	17
Maximum Perm Loan Amount	\$2,831,072	\$3,273,519
Actual Perm Loan Amount	\$2,600,000	
Variance	(\$231,072)	
	Year 1	Year 15
Debt Service Coverage Ratio	1.28	1.22
OHFA Minimum DSCR	1.20	1.00

Permanent Sources of Funds

Permanent Sources	Total	Percent of Total
LIHTC Equity	\$12,156,752	44%
OLIHTC Equity	\$3,185,363	11%
Historic Tax Credit Equity		
Permanent First Mortgage	\$2,600,000	9%
Permanent Second Mortgage		
OHFA HDAP Request		
Deferred Developer Fee	\$758,397	3%
City of Toledo ARPA Grant	\$5,000,000	18%
City of Toledo ERA 2 Loan	\$2,750,000	10%
City of Toledo HOME Loan	\$1,000,000	4%
GP Capital Contribution	\$494,956	2%
N/A		
Total Permanent Sources	\$27,945,468	100%