

DOCUMENT 29
PROPOSAL SUMMARY

BARTON PLACE APARTMENTS
16021 MADISON AVENUE
LAKEWOOD, OH 44107

2025 9% LIHTC

Proposal Summary

2025 9% LIHTC AHFA Proposal Application

Affordable Housing Funding Application (AHFA)

Project Name: BARTON PLACE APARTMENTS

Basic Project Information

Project Name:	BARTON PLACE APARTMENTS
OHFA Project Number:	TBD
LIHTC Type:	9%
Project Address:	16021 MADISON AVENUE
Project City or Township:	LAKEWOOD
Project County:	Cuyahoga
Construction Type:	New Construction
Age Restriction:	Senior 55+
Funding Pool:	New Affordability - Senior
Lead Developer:	SALUS DEVELOPMENT LLC
Total Number of Units:	63
Total Number of Buildings:	1

Project Rendering



OHFA Resource Request Requiring Board Approval

	Amount	Approval Date
Housing Development Loan:	\$1,750,000	

Project Narrative

Barton Place Apartments ("BPA") proposes a mixed-use, 63-unit, new construction development that will foster a diverse, inclusive, and supportive community in Lakewood, OH. The vision is to create a place where seniors ages 55 and older can age gracefully within their community, living close to friends, family, and familiar surroundings. The affordable senior housing will be tailored to meet the needs of older adults, complemented by supportive services and activities that will help residents maintain their independence and quality of life. Additionally, the development will feature retail space dedicated to LakewoodAlive, a local nonprofit that provides valuable community development resources to the Lakewood community.

Set Asides Sought

Set Aside Type	Sought?
Community Housing Development Organization:	No
Community Impact Strategic Initiative:	Yes
Appalachian County:	Ineligible Pool
Transformative Economic Development:	Ineligible Pool
Refugee Resettlement Agency Partnership:	Ineligible Pool
USDA Rural Development Subsidy Preservation:	Ineligible Pool
Balance of State or Small Continuum of Care:	Ineligible Pool

Competitive Scoring: New Affordability - Senior Pool

Competitive Criterion	Maximum Score	Developer Self-Score
Areas of Opportunity and Revitalization	10	10
Building Amenities	15	15
Discount to Market Rent	5	3
Proximity to Amenities	16	16
Experienced Service Coordinator	4	4
Annual LIHTC Request per LIHTC Unit	10	10
Total	60	58

Development and Operations Team

Lead Developer	SALUS DEVELOPMENT LLC
Co-Developer #1	BARTON AFFORDABLE HOUSING, INC.
Co-Developer #2	N/A
Development Consultant	N/A
LIHTC Syndicator/Investor	Key Community Development Corporation
OLIHTC Syndicator/Investor	N/A
GP/MM #1 Parent Entity	SALUS DEVELOPMENT LLC
GP/MM #2 Parent Entity	BARTON AFFORDABLE HOUSING, INC.
GP/MM #3 Parent Entity	LAKEWOOD ALIVE, INC.
General Contractor	
Architect of Record	LDA ARCHITECTS, INC.
Property Management Firm	LSC SERVICE CORP.

Site Information

Site Size (Acres)	0.46
Scattered Sites?	No
Total Number of Buildings	1
Total Number of Elevator-Serviced Buildings	1
Total Parking Spaces	26
Parking Ratio (Parking Spaces per Unit)	0.4
Urban Suburban Rural (USR) Geography	Central City
Located in a Participating Jurisdiction (PJ)?	Yes
Located in a Qualified Census Tract (QCT)?	No
Located in a Difficult Development Area (DDA)?	No
Census Tract Opportunity Index	Very High
Census Tract Change Index	No Change

Nearby Amenities

Amenity Type	Name of Amenity	Linear Distance from Proposed Project (miles)
Grocery Store	MARC'S LAKEWOOD	0.6826
Medical Clinic	UNIVERSITY HOSPITAL	0.4885
Childcare Facility	LEGENDARY STARS CHILD	0.09
Senior Center	BARTON SENIOR CENTER	0.9862
Pharmacy	WALGREENS PHARMACY	0.4743
Public Library	LAKEWOOD PUBLIC LIBRARY -	0.58
Public Park	WAGAR PARK	0.0385
Public School	HARDING MIDDLE SCHOOL	0.08
Public Recreation Center	LAKEWOOD FAMILY YMCA	0.51

Building Square Footage Breakdown

	Size (SF)	Pct of Total
Commercial and Fee-Driven Space	2,310	4%
Unrestricted/Market-Rate Unit Area		
LIHTC Unit Area	39,189	63%
Manager's Unit Area		
Common Area	9,143	15%
Support and Program Space	1,552	2%
Tenant Storage Space		
Major Vertical Penetrations (Elevator/Stairs, Etc.)	2,121	3%
Structured Parking/Garage	7,939	13%
Basement		
Total Square Footage of all Buildings	62,254	100%

Units by LIHTC Income Restrictions

Units by Bedroom Type and Rental Subsidy

LIHTC Income Restriction	Number of Units	Percent of Total Units
20% AMI		
30% AMI		
40% AMI		
50% AMI		
60% AMI	63	100%
70% AMI		
80% AMI		
Unrestricted Manager's		
Total Units	63	100%

Bedroom Type	Number of Units	Percent of Total Units	Units with Rental Subsidy	Percent of Total Units Subsidized
Studio				
1-BR	63	100%	0	0%
2-BR				
3-BR				
4-BR				
5-BR				
Total Units	63	100%	0	0%

Consolidated Annual Operating Budget

Operating Line Item	Annual Amount	Annual Per Unit Amount
Potential Gross Rental Income and Fee Income	\$786,711	\$12,487
Potential Gross Commercial Income	\$36,000	\$571
Potential Gross Service Income	\$0	\$0
Vacancy Allowance (Blended) 7%	(\$58,670)	(\$931)
Effective Gross Income (EGI)	\$764,041	\$12,128
(Administrative Expenses)	(\$88,801)	(\$1,410)
(Property Management Fee)	(\$43,898)	(\$697)
(Owner-Paid Utility Expenses)	(\$92,550)	(\$1,469)
(Maintenance Expenses)	(\$46,725)	(\$742)
(Net Real Estate Taxes)	(\$82,500)	(\$1,310)
(Property and Liability Insurance)	(\$63,000)	(\$1,000)
(Other Insurance and Tax Expenses)	(\$40,251)	(\$639)
(Ongoing Reserve Contributions)	(\$18,900)	(\$300)
Operating Subsidy	\$0	\$0
(Total Operating Expenses)	(\$476,625)	(\$7,565)
Net Operating Income (EGI - Operating Expenses)	\$287,416	\$4,562

Development Budget, Eligible Basis, and Cost Containment Standards

Development Costs	Amount	Per Unit Amount	LIHTC Eligible Basis
Acquisition	\$250,000	\$3,968	\$0
Predevelopment	\$545,418	\$8,657	\$538,418
Site Development	\$640,000	\$10,159	\$640,000
Hard Construction	\$11,977,858	\$190,125	\$11,977,858
Financing	\$911,309	\$14,465	\$820,909
Professional Fees	\$249,823	\$3,965	\$118,287
Developer Fee	\$2,819,922	\$44,761	\$2,819,922
OHFA and Other Fees	\$265,297	\$4,211	\$0
Capitalized Reserves	\$290,475	\$4,611	\$0
Total Development Costs (TDC)	\$17,950,102	\$284,922	\$16,915,394
LIHTC Eligible Basis as a Percent of Total Development Costs			94%

Cost Containment Standards	Project	Maximum	Variance
TDC per Unit	\$284,922	\$361,268	-21%
TDC per Gross Square Foot	\$288	\$378	-24%

LIHTC Calculation

	Acquisition	Rehabilitation	New Construction
LIHTC Eligible Basis			\$16,915,394
- Reductions in Eligible Basis			\$0
= Net Eligible Basis			\$16,915,394
Codified Basis Boost (DDA/QCT)			\$16,915,394
Agency Discretionary Basis Boost			\$20,774,802
Adjusted Eligible Basis			\$20,774,802
X Applicable Fraction			100%
Qualified Basis			\$20,774,802
70% Present Value Rate			9%
Annual LIHTC Generated			\$1,869,732
Total 10-Year LIHTC Generated	\$18,697,322		
Total 10-Year LIHTC Requested	\$15,749,370		
LIHTC Equity Generated	\$14,566,710		
Equity Price	\$0.9250		

Maximum Permanent Debt Sizing

	Max Loan for Stabilized Y1	Max Loan to Stabilized Y15
Net Operating Income (NOI)	\$287,416	\$287,416
Debt Service Coverage Ratio	1.20	1.00
NOI Available for Debt Service	\$239,513	\$287,416
Interest Rate	7.04%	7.04%
Amortization Period (Years)	35	35
Loan Term (Years)	17	17
Maximum Perm Loan Amount	\$3,110,582	\$3,732,699
Actual Perm Loan Amount	\$2,740,000	
Amount Variance	(\$370,582)	
Percent Variance	-11.9%	

	Year 1	Year 15
Debt Service Coverage Ratio	1.21	1.16
OHFA Minimum DSCR	1.20	1.00

Construction Sources of Funds

Source Name	Amount	Percent of Total
Federal LIHTC Equity	\$2,622,007	15%
Construction Loan	\$11,700,000	65%
Housing Development Loan	\$1,750,000	10%
Deferred Developer Fee	\$1,878,095	10%
Total Construction Sources	\$17,950,102	100%

Permanent Sources of Funds

Source Name	Total	Percent of Total
Federal LIHTC Equity	\$14,566,710	81%
Permanent First Mortgage	\$2,740,000	15%
Deferred Developer Fee	\$643,392	4%
Total Permanent Sources	\$17,950,102	100%