



EQUITY FUND
RURAL WORKFORCE HOUSING
INITIATIVE PRE-APPLICATION

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Name of Pre-applicant: Columbus Consolidated Government
Primary Point of Contact: Isaiah Hugely, City Manager
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Name of Developer: NeighborWorks® Columbus
Primary Point of Contact: Cathy Williams, President/CEO
Address: 345 6th Street Columbus, GA 31901
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Phone: 706 324 4663

Primary Financial Institution: Synovus Bank
Primary Point of Contact: Williams S Thompson, Market President-East Alabama
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Email: WillThompson@synovus.com
Phone: 334 448 8619

Application Preparer: NeighborWorks® Columbus

Primary Point of Contact: Lisa Scrivner, CFO

Address: 345 6th Street Columbus, GA 31901

Email: lscrivner@nwcolumbus.org

Phone: 706 324 4663

Parcel ID(s) or Address(es) of Property to be Developed: 044 001 007

Physical Street Address: Currently: 1104 Leslie Drive (will be changed later)

City: Columbus

State: Georgia

Zip: 31903

Project Type:

Type of Project Proposed (Infrastructure/Construction Financing/Combination):

Combination: \$1M Construction Loan

\$2,256,463 Infrastructure Grant

Scope of Project:

Number of units, types of units, price point(s), etc.:

- Workforce Housing: Construction of 24 single-family for-sale homes in a range of floor plans and price points ranging from \$150,000 to \$180,000.
- Infrastructure: “Shovel ready” activities include the infrastructure completion of the Storm Sewer System, Sanitary Sewer System, Water System, Outfalls, and Dry Well Level Spreaders. Also included are curbs & gutters, paving & turn arounds, ADA sidewalks, and Tactile Warning Platters.

Estimated Start Date/Completion Date:

Include infrastructure, housing, phases if applicable, etc.:

October 1, 2023 (or sooner) - March 2024

Project Readiness:

Address property control, zoning, architectural/engineering plans, permits, status of financing, etc.:

The Elliott's Walk property, located at 1104 Leslie Drive Columbus, Georgia, is owned and currently being developed by the Project Developer, NeighborWorks Columbus, as a phased workforce housing project.

Elliott's Walk is a shovel-ready, multi-phase, mixed-income residential, workforce housing development.

The City of Columbus and NeighborWorks Columbus entered into a partnership agreement in 2020, placing the property in a Tax Allocation District (TAD) to support the redevelopment of this blighted, under-invested area. The initial TAD benefit covered the infrastructure already in place for Phase 1. However, it will not cover the final infrastructure needed to accommodate Phase 2.

The funding requested in this application will cover the now-needed infrastructure for Phase 2. With a capital stack already identified and secured for the unit construction, without the requested funds for the infrastructure, this project is in jeopardy.

This request for funding is to support Phase 2 of Elliott's Walk development. As such, all the:

- Zoning, engineering, and permitting have been completed.
- Architectural floor plans have been developed and used in the construction of 20 single-family homes in Phase 1.
- Funding has been secured for financing a portion of the projected unit costs through a line of credit with Synovus Bank and a Program Related Investment with the Bradley Turner Foundation.

Phase 2 is Shovel-Ready and ready to go to contract as soon as One Georgia funds are awarded.

Total Project Costs: \$6,714,803

Address at a minimum acquisition, infrastructure, housing construction, other:

As the land for Elliott's Walk was donated to NeighborWorks Columbus, there is no acquisition cost. This \$6.7MM development budget includes the cost of the infrastructure and housing construction in Phase 2 only.

DCA Loan funding is being requested in this application to complete the capital stack for the housing construction in Phase 2. These favorably conditioned Loan funds will be redeployed as lending capital to CHI Asset Management to develop the 24 workforce housing units in Phase 2. This will also build the CDFI capacity of NeighborWorks Columbus, a CDFI since 2005.

One Georgia Grant funding is being requested for infrastructure activities that include sewer and water systems, paving, curbs, and ADA-compliant sidewalks. Without this infrastructure grant this project, housing construction cannot continue.

Total Amount of OneGeorgia Funding Requested:

Amount Requested: \$3,256,463

Loan or Grant: \$1M Loan for construction lending: DCA Capital to be leveraged for new construction of 24 affordable workforce housing units at Elliott's Walk. These single-family homes are in a development with green space, community gathering locations, and a soon-to-be-covered bus stop for the neighborhood schools. These Loan funds will be redeployed by NeighborWorks Columbus as lending capital to CHI Asset Management to construct the 24 workforce housing units in Phase 2.

\$2,256,463 Grant for infrastructure: Activities under this include completion of Storm Sewer System, Sanitary Sewer System, Water System, Outfalls, and Dry Well Level Spreaders. Also included are curbs & gutters, paving & turn arounds, ADA sidewalks, and Tactile Warning Platters.

Describe the need for OneGeorgia assistance:

- Elliott’s Walk is the site of a multi-phase, mixed residential-use development. NeighborWorks Columbus has full control of the property. As evidenced by the success of Phase 1—4 of the first 20 homes have been sold, 9 are under contract, and the project isn’t complete—the demand for affordable workforce housing in Columbus is at an all-time high.
- Increasing new, affordable workforce housing. According to the Federal Home Loan Bank of Atlanta, 80% of ELI households, 74% of VLI households, and 71% of LI households in Columbus are housing cost-burdened. Further, they report a shortage of 16,246 affordable units available for low-to-moderate-income homebuyers. A low inventory of affordable housing units for working families drives up the sales price and mortgage costs.

Current banking institution construction lines of credit have interest rates of 8.5%, with most having variable interest rate terms up to 18%. This puts the cost of construction capital well outside the margin of affordability and affects the number of units produced, the number of income-restricted units, and possibly, the construction of the entire project. These increased rates affect the cost of debt on the project. In turn, this increases the sales price of the unit.

One Georgia funding would *give* us the ability to maintain the affordability of workforce housing to serve the missing middle market. NeighborWorks Columbus is selling the majority of these homes as soon as construction is completed. We have already had to turn away approximately a dozen potential homebuyers. Our partner realtors have also had inquiries from potential homebuyers that they have had to redirect. Phase 2 of Elliott’s Walk will help fill the gap of affordable workforce homes for low-to-middle market homebuyers.

- Increasing homeownership rates, particularly for those low-to-moderate-income families eager to become first-time homeowners. There is a “missing middle market” in not only Georgia but the nation as well. Housing costs and lending costs affect the moderate-to-middle-income homebuyer.

NeighborWorks Columbus has a 24-year track record of providing these services to almost 9,000 customers.

Maintaining workforce housing affordability is the cornerstone in addressing a variety of housing needs for our community. Safe, fit, affordable housing is the foundation we build our lives on. And NeighborWorks Columbus is invested in being a part of that transformation.

Identify all anticipated benefits from undertaking this project:

- The construction of 24 single-family for-sale homes to help meet the affordable workforce housing choices for low-to-middle-class homebuyers. These homes give many homebuyers the option of buying brand-new affordable workforce housing at price points that won't leave them in dated housing or cost-burdened and with limited choices.
- Creation of generational assets for financial independence that many low-to-middle-income families haven't had the opportunity to build. Homeownership is often viewed as a critical step toward the American dream and the gateway to intergenerational wealth.
- Economic investment in this area of the community that hasn't seen new construction in over 50 years, not since the Vietnam Conflict.
- Increase the capacity of Columbus Housing Initiative, Inc. (DBA NeighborWorks Columbus) to better serve the community as a CDFI. This will allow NeighborWorks Columbus to expand into lending capital for the construction of affordable workforce housing.

Identify all partners participating in the project (identify and provide the experience of each partner, the role of each partner, etc.)

- NeighborWorks Columbus is the Project Owner and serves as the Project Developer. They have 24 years' experience in affordable for-sale and rental housing development and community stabilization. They have built a strong, successful track record in housing

development work and preparing families for homeownership. They recently completed a 33 single-family for-sale NMTC development and are developing a 23 single-family for-sale NMTC development that is Phase 1 of Elliott's Walk.

- R W Flowers, Inc. is a 32-year-old construction firm owned by Robert Flowers. He has a Bachelor's Degree in Mechanical Engineering from GA Tech and provides construction services and management to Elliott's Walk.
- Alexander Contracting Company, Incorporated is a third-generation grading and site work contractor offering services including, but not limited to, site excavation, mass grading, underground utility installation, stormwater management, GPS technology-driven precision grading, paving, concrete work, clearing, and grubbing. They have completed more than 925 projects since 1985 with budgets ranging from \$5,000 to \$25,000,000. ACCI provides infrastructure development services to Elliott's Walk.
- Synovus Bank: Columbus Bank and Trust Company opened in 1888. In late 2017, Columbus Bank and Trust merged with Synovus and consolidated into one single brand: Synovus. An original partner to NeighborWorks Columbus since 1999, Synovus serves the Elliott's Walk development with a construction line of credit.
- Bradley Turner Foundation, a 78-year-old foundation, is one of the top 10 private foundations in Georgia and has long been a partner in the work that NeighborWorks Columbus does. In 2021, the Bradley Turner Foundation awarded NeighborWorks Columbus the first-ever Program Related Investment (PRI) in the City of Columbus. They followed it up the next year with an additional investment.
- Moon Meeks & Associates- With over 30 years' experience, MMA is a civil engineering, land surveying, and architecture firm that provided engineering services for single-family housing construction to Elliott's Walk.
- Aaron & Clements is a 31-year-old construction and program management firm that provides professional Construction Management services to Owners in construction sectors. They serve as the Owner's Representative to NeighborWorks Columbus for the Elliott's Walk development.

- McBride & McGill, Inc. is a 21-year-old Veteran owned civil engineering and land surveying firm. They have assisted in land planning and site surveying for Elliott’s Walk.

Complete the below Source/Use Table:

Source	Source Amount	Use	Use Amounts
Synovus Bank Construction LOC	\$2,458,340	Infrastructure for Elliott's Walk	\$2,256,463
PRI- Bradley Turner Foundation	\$1,000,000	Construction: 24 Single Family Homes	\$4,458,340
Rural Workforce Housing Initiative - Grant	\$2,256,463		
Rural Workforce Housing Initiative - Loan	\$1,000,000		
Total Source Amount:	\$6,714,803	Total Use Amount:	\$6,714,803

I certify by my typed signature above that I am authorized to file this application on behalf of the Local Governments/Pre-applicant and that the information submitted herein has been reviewed and verified by me and the person listed below and is true and correct in all respects.

The typed versions of the names are being accepted as the original signatures pursuant to the Georgia Electronic Records and Signature Act. (O.C.G.A. Section 10-21-1, et. Seq.)

Local Governing Body Official (i.e., Chairman, Mayor) Authorized to Review Pre-Application:

Last:

First:

Title:

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