IURA 3rd Round

RFP: Ithaca Urban Renewal Agency (IURA)
Green Street Garage Redevelopment

Visum Development Group | Newman Development Group

Ithaca Neighborhood Housing Services
Ithaca is our home. It’s where most of our team lives, works, raises their families, and plays everyday.

Ithaca is our community and a project in the heart of Downtown needs to embrace and reflect the diversity that our community has.

We believe a strong community is built by people with different ages, backgrounds, and income. Our development provides 205 residential units with a wide range of housing types (studios to 3 bedroom units) and welcomes a population with a diverse income range (from 43% AMI to 125% AMI). This mix is important for residents that will live in an inclusive environment, for the city that currently has strong demand of affordable and workforce housing, and for local businesses that will benefit from a broader pool of consumers.

Having a diverse mix of uses is also important for the overall development.

Our proposal includes 17,000 sq.ft. of ground floor retail with a grocery and home goods component which will create about 50 full/part time jobs and provide a much needed service to people living and working in downtown.

On the second floor, a 30,000 sq.ft. conference space will help generate economic impact in downtown Ithaca by attracting conferences and other events to the area, increasing hotel stays and generating new ongoing jobs.

Residents, Ithacans, and visitors will also benefit from 525 parking spots conveniently located on an expanded and renovated parking garage with direct access to the housing units.

Lastly, we are closely aligned with the City’s green initiatives and we want to help Ithaca set an example for the rest of New York State by seeking to build the first certified Passive Housing Building in Upstate NY. Ithaca is our home and our team is committed to protect and preserve the environment for future generations.
A TRUE COMMUNITY | from locals to locals

- **CONFERENCE CENTER**: 30,000 sq.ft.
- **HOUSING**: 205 Units, 289 Beds
- **OPEN AIR ART PARK**: +/- 5,000 sq.ft.
- **RETAIL**: 17,000 sq.ft.
- **PARKING**: 525 spots

- **AFFORDABLE HOUSING**: 71 units
- **MARKET RATE HOUSING**: 27 units
- **WORKFORCE HOUSING**: 107 units
- **INDEPENDENT SENIOR LIVING**
AN INCLUSIVE ENVIRONMENT | welcoming different ages, backgrounds, and income

Our development welcomes people of different ages, backgrounds and income. Not restricting ourselves to a very limited income bracket allows the building to be more reflective of the broader Ithaca community. From seniors residents that lived and worked in Ithaca for generations and currently cannot afford to live in Downtown, to families with children, young professionals, school teachers, nursers, cops and many other crucial workers to our city, everyone is welcome. These people are the foundation of our community.

Our development provides 205 residential units, from studios to 3 bedroom units and will house residents at income levels as low as <40% AMI and above 100% AMI.
COMMUNITY BENEFITS | reflecting Ithaca’s diversity

DIGNITY IN HOUSING

- The unit count has been increased from 184 to 205 (184 affordable & workforce housing units & 21 market rate units).
- The 205 units will bring hundreds of residents downtown, where the Commons will be their go-to shopping area, supporting downtown retail and enlivening the area.
- Economic segregation is a destructive force for communities. Mixed-income housing is a way to undermine the stratification that happens when developments are built with a single income in mind.
- Approximately 35% of all units are appropriate for families with children.

ADDRESSING THE HIGH NEED OF WORKFORCE HOUSING

- The developers have heard the deep need for workforce housing and have proposed 134 workforce units.
- “Workforce housing has traditionally meant serving families and individuals who make between 80 and 120 percent of the AMI.”

“The term ‘workforce housing’ typically sparks images of firefighters, teachers, law enforcement professionals, and others who are overqualified for affordable housing yet can’t afford the average market-rate home. With the economic turmoil over the past decade, we find that the core of qualified workforce Americans has widened significantly. Expenses for necessities are rising daily, yet take-home pay is not. Employers are dealing with increased costs of doing business and government-mandated health care and, as a result, are cutting wages and hours to keep their doors open. The definition of workforce housing has definitely expanded, and the need for more affordable housing for a greater number of working-class Americans is no longer something we can afford to ignore.”

Lori Trainer, vice president of public relations, Southern Affordable Services
OPTIMAL CONFERENCE CENTER

- A 30,000 sq.ft. conference center has been added, with 4,350 sq.ft. on the ground floor and 25,650 sq.ft. on the second floor paying $20/SF NNN.
- The conference center will help generate economic impact in downtown Ithaca by attracting conferences and other events to the area and increasing hotel stays.
- Upon stabilization, around 105 jobs will be generated.

ACTIVE GROUND FLOOR RETAIL

- Ground floor retail for two-thirds of the building will activate the street and the surrounding plazas, creating a safe-feeling, lively aspect, even when the convention center is not hosting an event.
- With a grocery and home goods component, our retail space is expected to create about 50 full/part time jobs and provide a much needed service to people living and working in downtown.

INCREASING REVENUE FOR THE CITY

- The conference center will generate approximately $87,000 a year in sales taxes and the retail space will generate approximately $85,000 a year in sales taxes, totaling $172,000 per year in revenue for the city.

FEASIBLE PARKING PLAN

- The project is buildable as proposed and is not dependent on the retrofitting of the garage, with its substantial structural issues, before housing can be built.
- Prioritize and complete construction of parking garage on shorter timeline.

ADA ACCESSIBLE

- ADA accessibility from parking garage to apartments through elevated pedestrian bridges
UNIFYING PUBLIC PLAZAS

- Attractive gathering spaces outside of building links residents and community.
- A wide, planted, well-lit, and attractive plaza to the east of the building creates a new “parklet” for Ithaca, transforming a dingy space into a welcoming green one which celebrates the arts and builds a link to the heart of The Commons via a strong visual and physical connection through Home Dairy Alley.
- Inspired by Mayor Myrick’s Parking Space, paving treatments, lighting, and new landscaping transform the area to the west of the building into a space that can handle vehicular needs or can be closed to traffic to serve as a public plaza, bringing a classic Greek agora to Ithaca.
- Roughly aligning the building with the northern edge of the garage creates a wide through-space connecting Center Ithaca to City Hall. Green screens, lighting, and paving improvements transform what could feel like a long unsafe alley into a pleasant, connected walk.
- The footprint of the building does not build to maximum dimensions allowable. While this results in fewer units, it allows for more dignified units by pulling windows back from neighboring buildings and structures, and leaves more room for outdoor space on the ground floor.

MANAGED BY A LOCAL TEAM

- Our team collectively has more than 1000 beds under management in Ithaca. Our local presence allow us to better understand the needs of our local residents and their way of living.
ANALYZING THE POTENTIAL OF PASSIVE HOUSE

Passive House design principals carefully balances a comprehensive set of factors to maintain the building at comfortable and consistent indoor temperatures through the heating and cooling seasons. As a result, passive buildings offer tremendous long-term benefits in addition to exceptional energy efficiency:
Our team is actively pursuing Passive House and is interested in bringing an exceptionally high performing, energy efficient, and low-carbon use building to the urban core of Ithaca.

Passive House represents the next level of high-performance building standards in the United States. While programs like LEED and Energy Star work incrementally towards energy efficiency – and can fall short of performance goals – Passive House raises the bar by guaranteeing deep energy savings. At the same time, occupants of Passive House buildings enjoy greater comfort and superior indoor air quality. Resiliency is unmatched in Passive House buildings; in the face of power outages due to winter storms or summer blackouts, acceptable space temperatures can be maintained for days at a time.

COMMITTED TO MEET THE ITHACA GREEN BUILDING POLICY REQUIREMENTS

Before Passive House is incorporated into the project, our design currently exceeds the minimum requirements of the Ithaca Green Building Policy. Compliance with this Policy is currently accomplished through the Easy Path approach by achieving a minimum of eight points with a likelihood of at least nine points once the final design is complete, above the minimum required six points. Below is a summary of these points and a brief explanation how each will be achieved:

- **EE1 – Heat pumps for space heating – 3 points**
  - Our project will use air source heat pumps for the space conditioning needs of the building.

- **EE3 – Electric stoves and ventless heat pump clothes dryers – 1 point**
  - Our project will utilize all electric stoves and ventless heat pump clothes dryers in the apartment.

- **AI2 – Heating systems in heated space – 1 point**
  - Air source heat pump systems will be located within the buildings thermal envelope and conditioned spaces.

- **RE1 – Renewable energy (non-biomass) systems – 1 point**
  - Our project will include a rooftop solar PV system. Final system size will depend
on available roof space.

• OP1 – Development density – 1 point
  o With 205 dwelling units in total, this project promotes urban density and is well over the required 7 dwelling units per acre.

• OP2 – Walkability – 1 point
  o Located in the core of downtown Ithaca, and on the Walkability Map, residents will be able to easily access many amenities within a short walk.

• AI5 – Modest windows with views and natural light – 1 point (likely)
  o Our current conceptual design is close to achieving this point and we expect that with our design team’s focus on providing appropriately sized and placed windows, our final design would comply.

The project will also meet the Water Efficiency Requirement (WE1) by installing EPA Water Sense fixtures throughout the building (toilets, bathroom sink aerators, and showerheads) and low-flow kitchen aerators, which are not current covered under the EPA Water Sense rating system.

Our guiding principle throughout this process has been to deliver the first project of its kind in New York outside of NYC. We are excited to bring this project to downtown Ithaca, and to lead the way for a new generation of low carbon, affordable, and livable buildings.

_____________________________________________________

Passive housing construction "delivers up to approximately a 90% reduction in heating and cooling demand and up to a 75% reduction in overall primary energy demand" compared to most existing buildings.

New York Passive House Inc.

_____________________________________________________

POTENTIAL FOR PARKING GARAGE SOLAR PV AND COMMUNITY MICRO-GRID

Our team is committed to working with the City of Ithaca to explore opportunities to develop a large solar PV array on top of the center parking garage. This system could be coupled with energy storage through a micro-grid to supply power to the conference center and other associated public spaces during power outages. We have received interest from Advisian, a
consulting business of the WorleyParsons Group, to support the development of this solar PV system and micro-grid through design, financing, and project implementation. Their letter of support is attached.

By implementing a micro-grid for this project, the conference center could become a critical component of the City’s disaster response plan by providing a place of refuge in the event of a power outage or other emergency situations. Critical systems for the multifamily building could also be maintained during power outages providing additional safety for the building residents. It may also be feasible to include City Hall within the micro-grid, allowing the City to maintain critical operations during power outages.

**MICROGRID & PASSIVE HOUSE: Potential Community Solutions for the Future**
INCREASED TAX REVENUE | *making housing more affordable for the entire community*

The City identified affordable quality housing as one of the primary goals of the RFP. In order to offer rents that are under market rate, either the upfront project costs need to be reduced or the ongoing operating costs need to be reduced. We have offered that the element most readily controlled by the City would be property taxes, which could be reduced through some form of PILOT program that would directly reduce rents. We also noted that other means for creating lower rents would be potential grants or other subsidies to lower overall project costs and thereby allow lower rents, buts this alternative would be more involved, less controllable and less predictable. We are, however, well prepared to pursue any approach that would best create the desired affordable rents.

**OPPORTUNITIES TO REDUCE THE PILOT PROGRAM:**

**Grant Funds**

Given that our goal is for rents to be 30% to 40% below market, there must be, in turn, an offsetting subsidy. If the City prefers a shorter-term PILOT, then our Team is prepared to work with the City to secure grant funds under the Upstate Revitalization Initiative (URI) or other such sources.

Based on current assumptions and available information, we project that grant funds and the PILOT Term could be balanced as follows:

![Diagram](image_url)

**$8.7M**

Net Grant Proceeds

10-years PILOT term

Our Team is willing and prepared to work with the City to secure whatever grants or other subsidies may be available to support the project, reduce costs, provide lower rents and generate reasonable property tax revenues for the community.

*“Net Grant Funds” means net funds after associated expenses and applicable taxes.*
Garage Financing

We believe it’s worth noting that the proposed Newman/Visum garage financing plan will put the project in a significantly better position for securing usable grant funds that can lower rental rates and support other community benefits because the structure provides 100% financing without using any grants funds or other upfront subsidies. Any available grants can be utilized directly for reduced rents and public improvements.

Additionally, we believe it’s important (and probably required) that the garage be expanded and improved for parking-only uses. Through the current financing of the Cayuga Garage, M&T Bank and other financial institutions have security interests in and control of the Green Street Garages. So, anything that would modify the physical or financial operations of the Green Street Garages would need to be approved by M&T and other banks.

It’s highly unlikely that M&T and the other banks would allow non-parking modifications to the Green Street Garages that could in any way undermine or impede their security interests.

As we outlined in our RFP Submission, we have had discussions with M&T Bank’s Commercial Lending Group and Public Finance Group, as well as Tompkins Trust Company (who are all involved in the Cayuga Garage financing), about our proposed plan to expand parking and complete required improvements and received strong support and expressions of interest in working with us on the proposed project and financing.

New Market Tax Credits

We do not believe that New Market Tax Credits (NMTC) are a realistic option for financial subsidy or support for several reasons:

- Ithaca is no longer designated as a “Non-Metro Area”, which means that the market is far less likely to obtain an allocation of NMTC’s for any project in the very competitive process.
• NMTC’s are generally targeted to blighted areas that need financial support to generate economic development. In the past, the demographics of Ithaca have been skewed by the large student population, which lowers overall household income levels, thus allowing Ithaca to appear as a more economically challenged area. However, the surge in substantial development projects in the downtown business district in recent years would indicate that the market does not require outside support for new development.

• NMTC projects require a commercial component creating at least 20% of the project’s gross income. Typically, financially institutions that buy the tax credits require 25% to 30% commercial income to avoid violating the minimum threshold. This would be a challenging level to meet for the proposed project, even with the conference center included.

• Only about 20% of the NMTC allocation amount ends up as usable project cash. For example, to net $5 million in usable funds, a NMTC allocation of $25 million would be required. This is a substantial allocation and would probably require several CDE’s to collaborate to achieve this level and would be a disproportionate allocation size for a small market like Ithaca.

• The NMTC structure is very complicated, expensive and has a number of adverse requirements that make it impractical and unrealistic for a project such as the Green Street redevelopment. The most arduous restriction is that the project is limited in its ability to provide a mortgage on the property as collateral for a standard construction or permanent loan. Therefore, the project sponsor typically must obtain a substantial unsecured loan (called a “leverage loan”), which is costly, undesirable and often prohibitive. For a project with a $25 million NMTC allocation, the unsecured leverage loan would be about $15 million.
PUBLIC GRANT FUNDING | leveraging State grants

VISUM/NEWMAN’s initial proposal expected receipt of $2 millions of grant funds. Based on our revised project that incorporates 30,000 sq. ft. of conference space, 17,100 sq. ft. of retail space on the ground floor and a total of 205 residential units, we are confident we will receive URI’s grant of $10 million dollars.

This new expected public grant funding is justified by the fact that the new proposal aligns with URI goals regarding **job creation; increase in wealth in the region** as evidenced by the increase in wages and income; and **significant private sector investment** in the region.

If we do not receive the full $2 million, the difference will impact the public space surrounding the proposed new building, likely resulting in the removal of the new atrium proposed for City Hall, the extension to Home Dairy Alley, and will shift our Public Art component from the LED and projections to a more modest partnership with local arts organizations such as CAP, Cinemapolis, Ithaca College, Cornell, etc.

Our development already plans for $500,000 for the development of the public spaces in case no grant fund is received.
<table>
<thead>
<tr>
<th>Impact to Housing Component</th>
<th>Impact to Housing Component</th>
<th>Landscape/Plaza</th>
<th>Landscape/Plaza Changes</th>
<th>Financial Feasibility</th>
<th>Impact on City of Ithaca</th>
<th>Impact on Conference Center Sponsor</th>
<th>Impact on Parking Entity</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2 million grant funds</td>
<td>$1 million grant funds</td>
<td>Building completed as designed</td>
<td>No change</td>
<td>No change</td>
<td>No City Hall atrium. Otherwise, no change.</td>
<td>No change</td>
<td>No change</td>
</tr>
<tr>
<td>IMPACT TO HOUSING COMPONENT</td>
<td>IMPACT TO HOUSING COMPONENT</td>
<td>Plantings including trees, shrubs, perennials, bulbs, annuals</td>
<td>Modest change to planting budget</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
</tr>
<tr>
<td>LANDSCAPE/PLAZA</td>
<td>LANDSCAPE/PLAZA CHANGES</td>
<td>Seating, fixed and moveable</td>
<td>Similar furnishings from alternate supplier. Fewer movable pieces</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
</tr>
<tr>
<td>●</td>
<td>●</td>
<td>Lighting overhead, on building, and in ground</td>
<td>In ground lighting eliminated</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
</tr>
<tr>
<td>●</td>
<td>●</td>
<td>Paving, including pavers throughout community art park and potential extension to Home Dairy Alley;</td>
<td>Mixed use of pavers and concrete for outdoor plaza. Elimination of Home Dairy Alley extension.</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
</tr>
<tr>
<td>●</td>
<td>●</td>
<td>Public art installed immediately, potentially including projections and new LED screen at Cinemapolis entrance;</td>
<td>Public art installed as result of future grant funding, potentially as result of partnerships with CAP/ Cinemapolis/ Ithaca College/ etc.</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
</tr>
<tr>
<td>●</td>
<td>●</td>
<td>New atrium entrance for City Hall</td>
<td>No improvements to City Hall entrance</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
</tr>
<tr>
<td>FINANCIAL FEASIBILITY</td>
<td></td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
</tr>
<tr>
<td>IMPACT ON CITY OF ITHACA</td>
<td></td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
</tr>
<tr>
<td>IMPACT ON CONFERENCE CENTER SPONSOR</td>
<td></td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
</tr>
<tr>
<td>IMPACT ON PARKING ENTITY</td>
<td></td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
<td>No change</td>
</tr>
</tbody>
</table>
TRANSIENT & LONG-TERM RESIDENTS | guaranteeing housing for locals

The 71 Units that will be financed through the NYS Housing Finance Agency will have 50-year regulatory agreements outlining both income and use restrictions. The owner of the project will sign a regulatory agreement with the State of NY which requires that the income levels are met at the time of lease-up and each time a new unit is made available. This regulatory agreement will be recorded. The IRS has restrictions on who is eligible to live in the units including restrictions on full time students. There are exemptions in the law for full time students who receive assistance under certain programs or are enrolled in job training programs or are married and filing joint returns.

LOCAL LABOR | supporting our community

The Newman/Visum Team is highly committed to utilizing local labor and local businesses to the greatest extent possible and this is demonstrated by both Newman’s and Visum’s long history with numerous projects in the Ithaca region and Southern Tier over many years. Engaging local and regional firms that provide jobs for local workers has been a priority and standard business practice. This is further demonstrated with the structure of the Development Team, which is largely composed of local firms with whom we’re worked on multiple projects.

Both Newman and Visum have extensive and well-established networks of local businesses that will be contacted for involvement in the project. Other members of our team also have extensive networks of local firms that will be further cultivated. Additionally, we will actively solicit participation from other local businesses through advertising, local agencies, labor unions, trade groups, social media and other promotional facilities to further encourage interest. Whenever possible, firms that employ local workers will be given priority. Newman/Visum has been successful in increasing local participation in many previous projects and we believe we are the best qualified and positioned group to attain the highest level of participation for local workers and businesses.

We are prepared to work with the IURA to establish goals, create a local participation promotional program and provide documentation and support for efforts and results. As with all our previous local projects, our team commits to allow all qualified local subcontractors to bid on the project and we will continue to give priority to local firms.
DOWNTOWN URBAN DESIGN GUIDELINES | designing for present and future

Our proposal directly supports and/or is related to the following concepts which are included as part of the Guidelines:

- The definition of the public realm as defined in the guidelines; note that the proposed landscape improvements described by our proposal are intended to be experienced by the public - these are not private gardens for residents only, but shared spaces for all who live, work, shop, eat, and otherwise experience downtown;
- The definition of pedestrian connections via a through-block connection as defined in the guidelines between the Commons/ Green Street and also between Harold's Square/Center Ithaca to the Commons/Green Street;
- The definition of a public courtyard proposed next to the City Hall building;
- Our proposal would program the public realm with public art installations, outdoor dining, and other uses to actively promote use of this outdoor space;
- Our proposal calls for attractive transitions between adjacent properties, including paving and lighting finishes;
- Landscaping treatments in the East-West alley (between Harold's Square/ Center Ithaca) mitigate the current condition of an uninteresting, pavement-dominated area by screening maintenance areas with plantings at the intersection of this East-West alley and the North-South alley between the Commons and Green Street, while allowing for the required 12' of space for maintenance vehicles to use this corridor; this is a public benefit;
- Seasonal, street-level interest and human scale are provided by the range of proposed plant sizes - overhead large canopy trees, medium ornamental trees, smaller shrubs, perennial grasses and flowers, and seasonal annuals in attractive planters to be rearranged every spring, summer, fall, and winter - this would continue the existing attractive tradition of seasonal planters throughout the Commons.
- A continuous row of street trees on Green Street beautifies this important transportation corridor while lending human scale;
● Proposed landscaping greens on vertical panels would be an attractive facade treatment for the existing parking garage that will remain in this proposal, as well as for the service-oriented proposed building to screen the back of the first floor retail and second floor conference center;

● Our project team is open to making adjustments to the proposed outdoor spaces that would further improve their contributions to downtown Ithaca's public realm.

THE BUILDING:

● The building implements an upper floor setback of 10 feet. Within the range prescribed in the Downtown Guidelines.

● Material and color changes help breakdown the scale. Façade materials interact with the context of the building but also the surrounding buildings.

● Accent lines will be detailed in relation to the massing variations on all facades, including the street façade and pathways defined by the building edges.

● The articulated building setback, material change, and height variations assist in maintaining the traditional scale of the street. The long walls at Ground level are visually broken down by an upper floor setback. Additional façade articulation can be detailed
further to address the context of such buildings as City Hall but it is not seen as a factor for budget increases.

- The design addresses the sensitive edge condition of the adjacent future construction of Harold Square. Distances from Harold Square have been studied in context with other urban examples of neighboring residential towers and self-imposed design guidelines helped determine the building massing on the site, not just zoning requirements.
- Solar access is gained at the key intersection of the Commons from Home Dairy Alley and across the street to Six Mile Creek. A glass pedestrian bridge spans this central axis and greats the very important urban space for the community. The building massing design accounts for maintaining solar access along the main pathways even if it creates challenges for total residential square footage.

**AFFORDABLE HOUSING| creating a more diverse Downtown**

The project is committing to increasing the number of affordable housing units that are rent/income restricted to 71 and applying to the NYS Housing Finance Agency for Tax Exempt bond and 4% Low Income Housing Tax Credits. Attached to this letter are revised Sources and Uses, Operating Budget and Rent Plan. The change in the rent plan is that there are no longer 5 designated units at the 30% rent level. This is because the 4% Tax Credit and Bond approach requires significantly more debt than the 9% Tax Credit financing. Families or individuals at 30% or less of median income can still qualify to live in the development with a rental voucher or INHS has the opportunity to apply for rental vouchers for these units as part of the project.

The addition of the 71 units for INHS only impacts the height of the building on the INHS side of the building. The height in the previous submission was 7 stories and now is 10.
GREEN ST GARAGE REDEVELOPMENT
NEWMAN DEVELOPMENT + VISUM DEVELOPMENT
SOUTH ELEVATION

11.30.2018 UPDATED SKETCH

1" = 40'-0"

Elevation SOUTH

VERTICAL EXPANSION OF STAIR / ELEVATOR LOBBY
VERTICAL EXPANSION OF PARKING GARAGE
VERTICAL METAL FINS

AFFORDABLE UNITS GAINED BY ADDING TWO FLOORS TO RESIDENTIAL BUILDING BAY.

CONFERENCE CENTER ON ENTIRE 2ND FLOOR
ACTIVATED GROUND FLOOR RETAIL SPACES

EXISTING CINEMAPOLIS MARQUEE
PARKING ENTRY
Ithaca City Hall could maintain operation during power outage
Ithaca Conference Center to act as a place of refuge during power outage
Critical systems maintained in multifamily building during power outage
60 kW rooftop PV array on multifamily building
Battery supported loads
Power Generation, Charges batteries
Battery Storage Optimized Controls
260 kW rooftop PV array on parking garage
Public EV Charging Stations in Garage

APARTMENTS
Individual tenant controls
Energy Efficient Appliances
Water Savings Fixtures

ENVELOPE
Highly Insulated Envelope
Air Tight
Robust Detailing

GENERAL
Energy submetering
Zero V.O.C. Paint
Energy Resilience
**Green Street Garage**

**4% Tax Credit and Tax Exempt Bond - Operating Budget**

<table>
<thead>
<tr>
<th>Year</th>
<th>Residential Income</th>
<th>Vacancy Loss</th>
<th>Milic Income (laundry)</th>
<th>Total Effective Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td>$777,600</td>
<td>$38,880</td>
<td>$4,110</td>
<td>$742,830</td>
</tr>
<tr>
<td>Year 2</td>
<td>$793,152</td>
<td>$39,658</td>
<td>$4,107</td>
<td>$778,680</td>
</tr>
<tr>
<td>Year 3</td>
<td>$809,015</td>
<td>$40,451</td>
<td>$4,230</td>
<td>$822,460</td>
</tr>
<tr>
<td>Year 4</td>
<td>$825,195</td>
<td>$41,260</td>
<td>$4,276</td>
<td>$847,620</td>
</tr>
<tr>
<td>Year 5</td>
<td>$841,699</td>
<td>$42,085</td>
<td>$4,363</td>
<td>$883,257</td>
</tr>
<tr>
<td>Year 6</td>
<td>$858,534</td>
<td>$42,927</td>
<td>$4,449</td>
<td>$926,088</td>
</tr>
<tr>
<td>Year 7</td>
<td>$875,704</td>
<td>$43,785</td>
<td>$4,538</td>
<td>$970,015</td>
</tr>
<tr>
<td>Year 8</td>
<td>$893,218</td>
<td>$44,661</td>
<td>$4,629</td>
<td>$1,011,517</td>
</tr>
<tr>
<td>Year 9</td>
<td>$911,082</td>
<td>$45,554</td>
<td>$4,721</td>
<td>$1,054,314</td>
</tr>
<tr>
<td>Year 10</td>
<td>$929,304</td>
<td>$46,465</td>
<td>$4,815</td>
<td>$1,098,774</td>
</tr>
<tr>
<td>Year 11</td>
<td>$947,890</td>
<td>$47,395</td>
<td>$4,912</td>
<td>$1,145,283</td>
</tr>
<tr>
<td>Year 12</td>
<td>$966,848</td>
<td>$48,342</td>
<td>$5,010</td>
<td>$1,195,227</td>
</tr>
<tr>
<td>Year 13</td>
<td>$986,185</td>
<td>$49,309</td>
<td>$5,110</td>
<td>$2,244,752</td>
</tr>
<tr>
<td>Year 14</td>
<td>$1,005,909</td>
<td>$50,295</td>
<td>$5,217</td>
<td>$2,295,245</td>
</tr>
<tr>
<td>Year 15</td>
<td>$1,026,027</td>
<td>$51,301</td>
<td>$5,413</td>
<td>$2,345,568</td>
</tr>
</tbody>
</table>

**EXPENSES**

- **Manager**
  - Year 1: $30,000
  - Year 2: $30,900
  - Year 3: $31,827

- **Management Fee**
  - Year 1: $59,712
  - Year 2: $55,521
  - Year 3: $56,631

- **Accounting & Audit**
  - Year 1: $7,500
  - Year 2: $7,725
  - Year 3: $7,957

- **Legal**
  - Year 1: $3,500
  - Year 2: $3,605
  - Year 3: $3,713

- **Advertising**
  - Year 1: $2,500
  - Year 2: $2,575
  - Year 3: $2,652

- **Office Supplies & Equipment**
  - Year 1: $7,500
  - Year 2: $7,725
  - Year 3: $7,957

- **Other Admin. (specific)**
  - Year 1: $15,000
  - Year 2: $15,450
  - Year 3: $15,914

- **Janitor & Cleaning Payroll**
  - Year 1: $25,000
  - Year 2: $25,710
  - Year 3: $26,523

- **Janitor & Cleaning Supplies**
  - Year 1: $5,000
  - Year 2: $5,505
  - Year 3: $6,044

- **Exterminating**
  - Year 1: $3,500
  - Year 2: $3,605
  - Year 3: $3,713

- **Garbage & Trash Removal**
  - Year 1: $7,452
  - Year 2: $7,676
  - Year 3: $7,906

- **Security**
  - Year 1: $5,000
  - Year 2: $5,505
  - Year 3: $6,044

- **Ground Expenses**
  - Year 1: $5,000
  - Year 2: $5,505
  - Year 3: $6,044

- **Maintenance & Repair Payroll**
  - Year 1: $25,000
  - Year 2: $25,710
  - Year 3: $26,523

- **Maintenance & Repair Materials**
  - Year 1: $15,232
  - Year 2: $16,689
  - Year 3: $16,160

- **Maintenance & Repair Contracts**
  - Year 1: $6,383
  - Year 2: $6,574
  - Year 3: $6,771

- **Elevator**
  - Year 1: $5,000
  - Year 2: $5,505
  - Year 3: $6,044

- **Snow Removal**
  - Year 1: $2,000
  - Year 2: $2,060
  - Year 3: $2,122

- **Painting & Decorating**
  - Year 1: $10,000
  - Year 2: $15,450
  - Year 3: $16,914

- **Other M & O - Fire Alarm Fees**
  - Year 1: $4,500
  - Year 2: $4,635
  - Year 3: $4,774

- **Lighting & Electricity**
  - Year 1: $7,000
  - Year 2: $7,210
  - Year 3: $7,426

- **Water & Sewer**
  - Year 1: $18,000
  - Year 2: $18,540
  - Year 3: $19,096

- **Gas**
  - Year 1: $5,000
  - Year 2: $5,505
  - Year 3: $6,044

- **Real Estate Taxes (PILOT)**
  - Year 1: $50,490
  - Year 2: $52,005
  - Year 3: $53,565

- **Payroll Taxes**
  - Year 1: $30,000
  - Year 2: $30,900
  - Year 3: $31,827

- **Property & Liability Insurance**
  - Year 1: $30,000
  - Year 2: $30,900
  - Year 3: $31,827

- **Operating Reserve**
  - Year 1: $-1
  - Year 2: $-4
  - Year 3: $-9

- **Replacement Reserve**
  - Year 1: $21,300
  - Year 2: $21,592
  - Year 3: $21,868

**TOTAL EXPENSES**

- Year 1: $402,569
  - Year 2: $412,783
  - Year 3: $423,652

**NET OPERATING INCOME**

- Year 1: $340,261
  - Year 2: $344,903
  - Year 3: $348,229

**DEBT SERVICE**

- **Conventional**
  - Year 1: $238,471
  - Year 2: $238,471
  - Year 3: $238,471

- **TOTAL DEBT SERVICE**
  - Year 1: $238,471
  - Year 2: $238,471
  - Year 3: $238,471

**SOFT DEBT SERVICE**

- **Developer Fee Loan Repayment**
  - Year 1: $101,789
  - Year 2: $106,432
  - Year 3: $109,757

- **VFA Homes for Working Families**
  - Year 1: $-6
  - Year 2: $-1
  - Year 3: $0

- **Cash Flow**
  - Year 1: $-6
  - Year 2: $-1
  - Year 3: $0
### Green Street Garage

#### 4% Tax Credit and Tax Exempt Bond - Rent Plan and Income Mix

<table>
<thead>
<tr>
<th>No. of Bdrms</th>
<th>No. of Units</th>
<th>Rent</th>
<th>Utilities</th>
<th>Gross Rent</th>
<th>Income Needed to Afford the Unit</th>
<th>Area Median Income (AMI)</th>
<th>% AMI Unit is Affordable to</th>
<th>Maximum AMI Per Unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>6</td>
<td>$ 600</td>
<td>$ 40</td>
<td>$ 640</td>
<td>$ 25,600</td>
<td>$ 59,000</td>
<td>43%</td>
<td>50%</td>
</tr>
<tr>
<td>1</td>
<td>3</td>
<td>$ 750</td>
<td>$ 40</td>
<td>$ 790</td>
<td>$ 31,600</td>
<td>$ 63,200</td>
<td>50%</td>
<td>50%</td>
</tr>
<tr>
<td>1</td>
<td>21</td>
<td>$ 850</td>
<td>$ 40</td>
<td>$ 890</td>
<td>$ 35,600</td>
<td>$ 63,200</td>
<td>56%</td>
<td>60%</td>
</tr>
<tr>
<td>1</td>
<td>6</td>
<td>$ 1,200</td>
<td>$ 40</td>
<td>$ 1,240</td>
<td>$ 49,600</td>
<td>$ 63,200</td>
<td>78%</td>
<td>80%</td>
</tr>
<tr>
<td>2</td>
<td>5</td>
<td>$ 800</td>
<td>$ 47</td>
<td>$ 847</td>
<td>$ 33,880</td>
<td>$ 75,800</td>
<td>45%</td>
<td>50%</td>
</tr>
<tr>
<td>2</td>
<td>20</td>
<td>$ 950</td>
<td>$ 47</td>
<td>$ 997</td>
<td>$ 39,880</td>
<td>$ 75,800</td>
<td>53%</td>
<td>60%</td>
</tr>
<tr>
<td>2</td>
<td>4</td>
<td>$ 1,150</td>
<td>$ 47</td>
<td>$ 1,197</td>
<td>$ 47,880</td>
<td>$ 75,800</td>
<td>63%</td>
<td>80%</td>
</tr>
<tr>
<td>3</td>
<td>6</td>
<td>$ 1,050</td>
<td>$ 93</td>
<td>$ 1,143</td>
<td>$ 45,720</td>
<td>$ 87,600</td>
<td>52%</td>
<td>60%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>71</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Size Unit

<table>
<thead>
<tr>
<th>Size Unit</th>
<th># of Units</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>6</td>
<td>8%</td>
</tr>
<tr>
<td>1</td>
<td>30</td>
<td>42%</td>
</tr>
<tr>
<td>2</td>
<td>29</td>
<td>41%</td>
</tr>
<tr>
<td>3</td>
<td>6</td>
<td>8%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>71</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

#### % AMI

<table>
<thead>
<tr>
<th>% AMI</th>
<th># of Units</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; 50%AMI</td>
<td>14</td>
<td>20%</td>
</tr>
<tr>
<td>&lt; 60%AMI</td>
<td>47</td>
<td>66%</td>
</tr>
<tr>
<td>&lt; 80%AMI</td>
<td>10</td>
<td>14%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>71</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>
### INHS Total Project Cost

<table>
<thead>
<tr>
<th>USES</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land/Building</td>
<td>$</td>
</tr>
<tr>
<td>Soft Costs + Fees</td>
<td>$ 5,273,044</td>
</tr>
<tr>
<td>Hard Costs</td>
<td>$ 12,781,699</td>
</tr>
<tr>
<td>Contingency</td>
<td>$ 719,264</td>
</tr>
<tr>
<td>Reserves</td>
<td>$ 258,740</td>
</tr>
<tr>
<td>Working Capital</td>
<td>$ 89,200</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$ 19,121,947</td>
</tr>
</tbody>
</table>

### Construction

<table>
<thead>
<tr>
<th>SOURCES</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction Loan</td>
<td>$ 11,920,393</td>
</tr>
<tr>
<td>LIHTC &amp; SLIHTC</td>
<td>$ 4,846,554</td>
</tr>
<tr>
<td>City of</td>
<td>$ 200,000</td>
</tr>
<tr>
<td>Deferred Dev Fee</td>
<td>$ 1,955,000</td>
</tr>
<tr>
<td>County of</td>
<td>$ 200,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$ 19,121,947</td>
</tr>
</tbody>
</table>

### Permanent

<table>
<thead>
<tr>
<th>SOURCES</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>HFA Bond Allocation</td>
<td>$ 3,500,000</td>
</tr>
<tr>
<td>4% Low Income Housing Tax Credits</td>
<td>$ 7,213,107</td>
</tr>
<tr>
<td>HFA Homes for Working Families</td>
<td>$ 4,608,839</td>
</tr>
<tr>
<td>Deferred Developer Fee</td>
<td>$ 920,000</td>
</tr>
<tr>
<td>NYS Low Income Housing Tax Credits</td>
<td>$ 2,480,000</td>
</tr>
<tr>
<td>City of Ithaca HOME/CDBG</td>
<td>$ 200,000</td>
</tr>
<tr>
<td>Tompkins County CHDF</td>
<td>$ 200,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$ 19,121,947</td>
</tr>
</tbody>
</table>
November 28, 2018

Todd Fox  
Visum Development Group  
119 S. Cayuga St.  
Ithaca, NY 14850

Jeff Smetana  
Newman Development Group  
300 Plaza Dr.  
Vestal, NY 13850

RE: 120 E Green compliance with Ithaca Green Building Policy

Dear Todd and Jeff:

Taitem Engineering is happy to provide you with a summary of your project’s compliance with the newly approved Ithaca Green Building Policy. Your team’s commitment to incorporating energy and sustainability aspects into the project early in the process has allowed the project to comply without the need for any design changes.

Compliance with the Ithaca Green Building Policy is currently accomplished through the Easy Path approach by achieving a minimum of eight points with a likelihood of at least nine points once the final design is complete. Below is a summary of these points and a brief explanation how each will be achieved:

- **EE1 – Heat pumps for space heating – 3 points**
  - Our project will use air source heat pumps for the space conditioning needs of the building.

- **EE3 – Electric stoves and ventless heat pump clothes dryers – 1 point**
  - Our project will utilize all electric stoves and ventless heat pump clothes dryers in the apartment.

- **AI2 – Heating systems in heated space – 1 point**
  - Air source heat pump systems will be located within the buildings thermal envelope and conditioned spaces.

- **RE1 – Renewable energy (non-biomass) systems – 1 point**
  - Our project will include a rooftop solar PV system. Final system size will depend on available roof space.

- **OP1 – Development density – 1 point**
  - With 205 dwelling units in total, this project promotes urban density and is well over the required 7 dwelling units per acre.
• OP2 – Walkability – 1 point
  ▪ Located in the core of downtown Ithaca, and on the Walkability Map, residents will be able to easily access many amenities within a short walk.

• AI5 – Modest windows with views and natural light – 1 point (likely)
  ▪ Our current conceptual design is close to achieving this point and we expect that with our design team’s focus on providing appropriately sized and placed windows, our final design would comply.

The project will also meet the Water Efficiency Requirement (WE1) by installing EPA Water Sense fixtures throughout the building (toilets, bathroom sink aerators, and showerheads) and low-flow kitchen aerators, which are not current covered under the EPA Water Sense rating system.

The integrated design approach being implemented by this team will likely further improve the building’s energy efficiency, leading to additional points being achieved, possibly OP4 Meet NY Stretch Code and/or OP5 Custom Energy Improvement.

Taitem Engineering is excited to continue to support the team and its commitment to developing a low-carbon use and resource efficient building.

Sincerely,

Evan Hallas
Senior Energy Analyst
Taitem Engineering, PC
October 20, 2018

Todd Fox
Founder and CEO
Visum Development Group
119 S. Cayuga St.
Ithaca, New York 14850

Dear Todd,

This letter is to express our company’s interest in working with the Visum Development Group and Newman Development Group on the Green Street Garage project in the design and planning of an energy infrastructure system that would involve some combination of a photovoltaic array, energy storage, microgrid, and heat pumps for the project.

Our company has a long history of working with public entities in helping them to plan and implement their renewable energy goals. A distributed energy system as part of the Green Street project offers an opportunity to demonstrate the benefits of such an approach as well as achieve progress towards the City’s sustainability goals.

In addition to our own expertise and capacity to design and deliver optimized, least-cost, best-fit distributed energy systems, we also specialize in assembling and accessing appropriate capital partners. While our company is not itself an investor in fixed assets, we work with several dozen funds of varying sizes and types that specialize in energy system investments. If it would be of interest for this project, we would be happy to bring capital partners to the table to own and operate the energy component of the project, providing contracted Energy as a Service (EaaS). In this way, we can support the project to secure a low- or no-money down microgrid.

We look forward to the chance to work with you on this exciting project.

Sincerely,

Tristan Jackson
Director, Smart & Distributed Energy
Advisian (WorleyParsons Group)