Housing Programs History

- First project: 1991 USDA Housing Preservation Grant
  *Established priority to build RLFs*

- HOME, CDBG, USDA, FHLB

- HIRE (earmark), LHAP (political windfall)

- Local Housing Trust Fund
Development History

**As a Facilitator/Financer/Administrator**

- RLF for acquisition/demolition (various cities)
- Subdivision loan (Arcadia)
- Developer loans (various)
- Neighborhood Stabilization Program (various cities)
- LIHTC Loan (Denison)
- Second story projects (various developers)
Development History

As a Developer

- DMACC Building Trades (COG)
  Built five homes

- Denison Schools Building Trades (COG)
  Built one home

- Denison Spec Houses (COGH Inc)
  Built two homes
Leaping off Summit Ridge

- Diversification/sustainability discussion internally about building and owning “something”
- Concern of losing money/creating an albatross
- Nervous about being a landlord
- Where to invest?
- Found our nerve.... We think...
Project Location – Wall Lake, 2017
How We Got to “Yes”

- Free land
- City cooperation
- Location of the land
- Partnership with Twilight Acres
- Seniors are easiest/entry drug for rental
Indicators for our “Yes” - Location

- Location

Source: Esri, DigitalGlobe, GeoEye, Earthstar Geographics, CNES/Airbus DS, USDA, USGS, AeroGRID, IGN, and the GIS User Community

- Grocery Store and Bank
- City Hall/Community Center/Congregate Meal Site and Post Office
- Restaurant, Bar, Variety Store, Hardware Store, and Medical Clinic
Piecing Together Funding

- FHLB (grant)
- HOME (0% loan)
- Tax credits (state)
- Housing trust fund (grant)
- Equity
- Tax Abatement (code)
Other Factors

- Drilling down in the pro-forma
  - Rents collected
  - Client incomes
  - Vacancy rate
  - Anticipating all costs
- Property taxes
- Clearing the lot
- Sweating out the bid process
- Investing here versus another town
- Risk & the board
- Maintenance
- Section 8
Groundbreaking – September 2018
Duplex Unit Construction
Duplex Unit - Complete
Triplex Unit Complete – April 2020
Lessons Learned

- Plan to carry the project financially (grants lag)
- Plan to spend money in places you didn’t anticipate (old foundations, utility issues, items missed in the plans, etc.)
- Maintain close conversations with funders (they want to help make the project successful)
- Old ladies don’t like spiders
- Good PR and excitement doesn’t always equal renters
- These projects are not money-makers but a good service.
What’s Coming Up in Development?

1. Jefferson Single-Family
2. Glidden Duplexes
3. Homes for Iowa
4. ???
Questions?

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