

2020 NALHFA Awards of Excellence

Category: Multifamily Excellence

New York City Housing
Development Corporation

The Essex

THE ESSEX (Essex Crossing Site 2)

- 195-unit Mixed-Income New Development
- Serving 40% - 165% AMI Households
- Part of a larger Essex Crossing Development Plan
- All affordable units are permanently subject to rent stabilization and other regulatory requirements.
- Home to the historic Essex Street Market with local vendors
- Home to The Market Line Food Court and Event Space
- Leveraged multiple and creative financing Solutions



The Essex (aka Essex Crossing - Site 2) is a newly-constructed 25-story building that contains 195 rental apartments located in the Lower East Side of Manhattan; it is a component in the first phase of the larger Essex Crossing development. In addition to the rental units, the Essex includes a 14-screen movie theater, the newly renovated Essex Street Market and the Marketline that includes over 50 food vendors. Once complete, the overall Essex Crossing development plan will add 1,085 residential units, including 937 rental units for families and senior and create 148 homeownership units, reinvigorate the old Essex Street Market, 375,000 square feet of Class A office space, over 100,000 square feet of community facility space, a new home for the International Center for Photography, and over 300,000 sqft. of retail space.

The Essex is jointly developed by L+M Development Partners, BFC Partners, Taconic Investment Partners and Goldman Sachs under New York City Housing Development Corporation's (HDC's) *Mixed Income Program*. Excluding 1 superintendent's unit, 6 units are affordable to households earning up to 40% of AMI, 47 units are affordable to households earning up to 60% of AMI, 18 units are affordable to households earning up to 120% of AMI, 27 units are affordable to households earning up to 165% of AMI, and 96 units are at market-rate units. Unit sizes are as follows: 48 studio apartments, 49 one-bedroom units, 70 two-bedroom units, and 27 three-bedroom units. All affordable units are permanently subject to rent stabilization and other regulatory requirements.

Affordability / Serving Needs of Special Groups

Project Background

The Essex (aka Essex Crossing - Site 2) is a newly-constructed 25-story building that contains 195 rental apartments located in the Lower East Side of Manhattan; it is a component in the first phase of the larger Essex Crossing development. In addition to the rental units, the Essex includes a 14-screen movie theater, the newly renovated Essex Street Market and the Marketline that includes over 50 food vendors. Once complete, the overall Essex Crossing development plan will add 1,085 residential units, including 937 rental units for families and senior and create 148 homeownership units, reinvigorate the old Essex Street Market, 375,000 square feet of Class A office space, over 100,000 square feet of community facility space, a new home for the International Center for Photography, and over 300,000 square feet of retail space.

The Essex is jointly developed by L+M Development Partners, BFC Partners, Taconic Investment Partners and Goldman Sachs under New York City Housing Development Corporation's (HDC's) *Mixed Income Program*. Settlement Housing Fund is the non-profit Housing Development Fund Corporation (HDFC) sponsor. Excluding 1 superintendent's unit, 6 units are affordable to households earning up to 40% of AMI, 47 units are affordable to households earning up to 60% of AMI, 18 units are affordable to households earning up to 120% of AMI, 27 units are affordable to households earning up to 165% of AMI, and 96 units are at market-rate units. Unit sizes are as follows: 48 studio apartments, 49 one-bedroom units, 70 two-bedroom units, and 27 three-bedroom units. All affordable units are permanently subject to rent stabilization and other regulatory requirements.

The Essex Crossing development team was selected in 2013 based on their response to an Request For Proposal (RFP) issued by the New York City Department of Housing Preservation and Development (HPD) and the New York City Economic Development Corporation (EDC). Located near the entrance to the Williamsburg Bridge, the development sites were owned by the City and largely used to park municipal automobiles. The sites for the first phase were carefully selected in order to deliver key commercial components early to anchor the project, to satisfy certain (*RFP*) obligations, and to provide a well-rounded mix of both rental and for-sale housing across income levels. Phase I includes one condominium building, two rental buildings and one building dedicated to senior rental housing. All four buildings have significant retail/commercial components at each building base.

Extraordinary Benefit to the Community

The Essex is one part of the larger urban renewal plan for the Seward Park area and fundamental in so much as it provides tangible evidence to the community of what is to come. The retail space within Site 2 includes an expansive food hall and market space spanning three city blocks called *The Market Line*, which is designed to complement and provide seamless access to the new and enlarged Essex Street Market and

the surrounding neighborhood. The new home for the historic market is housed on the street-level and one below-grade level of the development. The Essex Market is modeled upon the 19th century shopping emporiums that preceded modern department stores. It has 20-foot ceilings and natural sunlight streaming in from a 40-foot high “light scoop” running along the Broome Street border of the site. There is an open layout of approximately 41,000 square feet that will allow shoppers to roam the space and allow ample storage capacity for the 37 merchants that occupy the market. The vendors include many of the shop owners who occupied the original market. These shop owners pay no higher rent than when they occupied the original market. Further, as part of the transaction with EDC, the developers agreed to build out the market and return it to EDC once it was complete for \$1. The 2nd and 3rd levels of the site have a street-level entrance that provides access to a 14-screen digital movie theater operated by Regal Cinemas.

The Essex rises from floors 6 through 25. Amenities for the residents include a gym, conference room, children’s playroom, library/lounge area that leads out to a landscaped terrace on the 6th floor, and an urban farm that is also located on the 6th floor. All units have stackable washer/dryers and are serviced by a 24-hour lobby attendant, on-site superintendent and maintenance staff. In addition to meeting *Enterprise Green Communities* construction criteria, local union labor was used in the construction of this development.

As a result of this new construction, the area gains 195 permanently affordable mixed-income units that allow for a local community board preference of 50% of the available lottery units. From within this 50% of lottery units there is an additional priority preference for the former site residents of the *Seward Park Extension Urban Renewal Area (SPEURA)*; fulfilling a long-over-due promise to the original households of the neighborhood that were displaced from the area in the late 1960s/early 1970s. Other city resident preferences include a 5% preference for municipal employees, a 5% preference for mobility-disabled applicants and a 2% preference for vision- or hearing-disabled applicants.

Innovation / Transferability

A major goal for this development was to leverage multiple and creative financing solutions. In addition to HDC issuing \$15 million in tax-exempt bonds to fund the low-income units in The Essex, HDC also facilitated a co-senior (taxable) participation loan used to finance the middle-income,- moderate-income, and market-rate units as well as the sites’ commercial spaces and urban farm. The participation loan of approximately \$144 million was made during the construction phase of which a syndicate of banks led by Citibank have a 100% participation interest. This loan was entirely funded by Citibank who also provided enhancement for the tax-exempt bonds through a stand-by letter of credit and liquidity (for the tax-exempt bonds) through a stand-by bond purchase agreement. Low-Income Housing Tax Credit Equity was used along with developer equity and equity from Regal Cinemas (*complete sources and uses listing uploaded).

The low-income portion of the development was treated as a separate low-income project for tax purposes and was made possible under HDC's bifurcated financing structure. It is via this bifurcation that HDC's \$15 million bond allocation proved sufficient to meet the 50% test on the approximately \$26 million total development cost for the 53-unit low-income portion as opposed to needing over \$50 million in new volume cap allocation to meet the 50% test for the entire residential component of the development. As the tax-exempt bonds were paid off at conversion to permanent financing, HDC was able to recycle them for use in other affordable developments. So the bifurcation and use of both tax-exempt and taxable debt allowed the City to limit the allocation of volume cap and eliminate the need for any direct capital subsidies. The City provided the land at an acquisition cost of \$1 and the development qualified for a 20-year real estate tax abatement from the City.

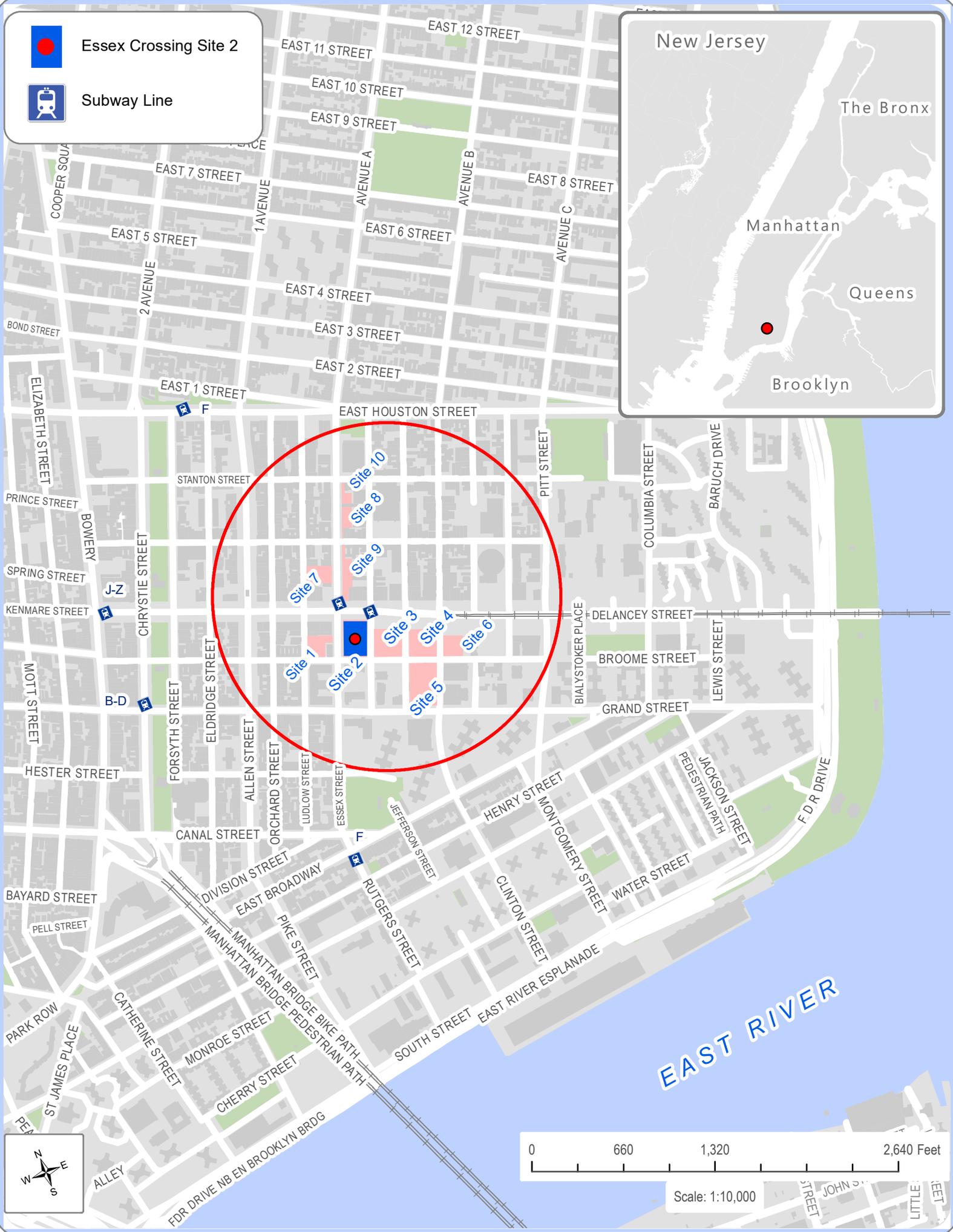
One of the many outstanding aspects of the Essex Crossing urban renewal effort, was the collaboration among all relevant stakeholders including the community residents, public agencies, and private investors. This collaborative approach and innovative financing serves as a viable model for further development across the city and other such urban areas across the nation.



Essex Crossing Site 2



Subway Line



Scale: 1:10,000



Affordable Housing for Rent

ESSEX CROSSING SITE 2

98 NEWLY CONSTRUCTED UNITS AT 115 DELANCEY STREET, LOWER EAST SIDE, MANHATTAN



Amenities: Lobby attendant, on-site superintendent, terraces*, fitness room*, yoga room*, children's playroom*, bicycle storage* and resident lounge* (*additional fees apply).

Transit: F/J/Z/M, M9, M21, M15

No application fee • No broker's fee • Smoke-free building • More information: www.essexcrossingsite2.com

This building is being constructed through the Mix and Match Program of the New York City Housing Development Corporation and the New York City Department of Housing Preservation and Development

Who Should Apply?

Individuals or households who meet the income and household size requirements listed in the table below may apply. Qualified applicants will be required to meet additional selection criteria. Applicants who live in New York City receive a general preference for apartments.

A percentage of units are set aside for:

- Mobility-disabled applicants (5%)
- Vision- or hearing-disabled applicants (2%)

Preference for a percentage of units goes to:

- Residents of Manhattan CB3[^] (50%)
^ Former Site Tenants of the Seward Park Extension Urban Renewal Area (SPEURA) receive priority for 50% of the CB preference units.
- Municipal employees (5%)

AVAILABLE UNITS AND INCOME REQUIREMENTS

40% AREA MEDIAN INCOME (AMI) UNITS	Unit Size	Monthly Rent ¹	Units Available	Household Size ²	Annual Household Income ³ <i>Minimum - Maximum⁴</i>	60% AREA MEDIAN INCOME (AMI) UNITS	Monthly Rent ¹	Units Available	Household Size ²	Annual Household Income ³ <i>Minimum - Maximum⁴</i>
	Studio	\$519	2	→	1 person		\$19,680 - \$26,720	\$822	19	→
1 bedroom	\$558	1	→	1 person	\$21,086 - \$26,720	\$882	14	→	1 person	\$32,195 - \$40,080
				2 people	\$21,086 - \$30,560				2 people	\$32,195 - \$45,840
2 bedroom	\$676	2	→	2 people	\$25,166 - \$30,560	\$1,065	13	→	2 people	\$38,503 - \$45,840
				3 people	\$25,166 - \$34,360				3 people	\$38,503 - \$51,540
				4 people	\$25,166 - \$38,160				4 people	\$38,503 - \$57,240
3 bedroom	\$775	1	→	3 people	\$29,143 - \$34,360	\$1,224	1	→	3 people	\$44,538 - \$51,540
				4 people	\$29,143 - \$38,160				4 people	\$44,538 - \$57,240
				5 people	\$29,143 - \$41,240				5 people	\$44,538 - \$61,860
				6 people	\$29,143 - \$44,280				6 people	\$44,538 - \$66,420
120% AREA MEDIAN INCOME (AMI) UNITS	Unit Size	Monthly Rent ¹	Units Available	Household Size ²	Annual Household Income ³ <i>Minimum - Maximum⁴</i>	165% AREA MEDIAN INCOME (AMI) UNITS	Monthly Rent ¹	Units Available	Household Size ²	Annual Household Income ³ <i>Minimum - Maximum⁴</i>
	Studio	\$1,384	7	→	1 person		\$49,338 - \$80,160	\$1,967	8	→
1 bedroom	\$1,741	3	→	1 person	\$61,646 - \$80,160	\$2,470	6	→	1 person	\$86,640 - \$110,220
				2 people	\$61,646 - \$91,680				2 people	\$86,640 - \$126,060
2 bedroom	\$2,094	6	→	2 people	\$73,783 - \$91,680	\$2,968	11	→	2 people	\$103,749 - \$126,060
				3 people	\$73,783 - \$103,080				3 people	\$103,749 - \$141,735
				4 people	\$73,783 - \$114,480				4 people	\$103,749 - \$157,410
3 bedroom	\$2,414	2	→	3 people	\$85,338 - \$103,080	\$3,424	2	→	3 people	\$119,996 - \$141,735
				4 people	\$85,338 - \$114,480				4 people	\$119,966 - \$157,410
				5 people	\$85,338 - \$123,720				5 people	\$119,966 - \$170,115
				6 people	\$85,338 - \$132,840				6 people	\$119,966 - \$182,655

¹ Tenant pays electricity

² Household size includes everyone who will live with you, including parents and children. Subject to occupancy criteria.

³ Household earnings includes salary, hourly wages, tips, Social Security, child support, and other income. Income guidelines subject to change.

⁴ Minimum income listed may not apply to applicants with Section 8 or other qualifying rental subsidies. Asset limits also apply.

How Do You Apply?

Apply online or through mail. To apply online, please go to nyc.gov/housingconnect. To request an application **by mail, send a self-addressed envelope** to: **Essex Crossing Site 2 / Triborough Finance New Station, PO Box 2003, New York, NY 10035-9997**. Only send one application per development. Do not submit duplicate applications. Do not apply online and also send in a paper application. Applicants who submit more than one application may be disqualified.

When is the Deadline?

Applications must be postmarked or submitted online no later than **February 13, 2018**. Late applications will not be considered.

What Happens After You Submit an Application?

After the deadline, applications are selected for review through a lottery process. If yours is selected and you appear to qualify, you will be invited to an interview to continue the process of determining your eligibility. Interviews are usually scheduled from 2 to 10 months after the application deadline. You will be asked to bring documents that verify your household size, identity of members of your household, and your household income.

- Español** Presente una solicitud en línea en nyc.gov/housingconnect. Para recibir una traducción de español de este anuncio y la solicitud impresa, envíe un sobre con la dirección a: **Essex Crossing Site 2/ Triborough Finance New Station, PO Box 2003, New York, NY 10035-9997**. En el reverso del sobre, escriba en inglés la palabra "SPANISH." Las solicitudes se deben enviar en línea o con sello postal antes de **13 de febrero 2018**.
- 简体中文** 访问 nyc.gov/housingconnect 在线申请。如要获取本广告及书面申请表的简体中文版，请将您的回邮信封寄送至：**Essex Crossing Site 2/ Triborough Finance New Station, PO Box 2003, New York, NY 10035-9997**。信封背面请用英语注明“CHINESE”。必须在以下日期之前在线提交申请或邮寄书面申请 **2018年2月13日**。
- Русский** Чтобы подать заявление через интернет, зайдите на сайт: nyc.gov/housingconnect. Для получения данного объявления и заявления на русском языке отправьте конверт с обратным адресом по адресу **Essex Crossing Site 2/ Triborough Finance New Station, PO Box 2003, New York, NY 10035-9997**. На задней стороне конверта напишите слово "RUSSIAN" на английском языке. Заявки должны быть поданы онлайн или отправлены по почте (согласно дате на почтовом штемпеле) не позднее **13 февраль 2018**.
- 한국어** nyc.gov/housingconnect 에서 온라인으로 신청하십시오. 이 광고문과 신청서에 대한 한국어 번역본을 받아보시려면 반송용 봉투를 **Essex Crossing Site 2/ Triborough Finance New Station, PO Box 2003, New York, NY 10035-9997** 으로 보내주세요. 봉투 뒷면에 "KOREAN" 이라고 영어로 적어주세요. **2018년 2월 13 일** 까지 온라인 신청서를 제출하거나 소인이 찍힌 신청서를 보내야 합니다.
- Kreyòl Ayisyen** Aplike sou entènèt sou sitwèb nyc.gov/housingconnect. Pou resevwa yon tradiksyon anons sa a nan lang Kreyòl Ayisyen ak aplikasyon an sou pape, voye anvlop ki gen adrès pou retounen li nan: **Essex Crossing Site 2/ Triborough Finance New Station, PO Box 2003, New York, NY 10035-9997**. Nan dèyè anvlop la, ekri mo "HATIAN CREOLE" an Anglè. Ou dwe remèt aplikasyon yo sou entènèt oswa ou dwe tenbre yo anvan dat **fevriye 13, 2018**
- العربية** تقدم بطلب عن طريق الإنترنت على الموقع الإلكتروني nyc.gov/housingconnect. للحصول على ترجمة باللغة العربية لهذا الإعلان ولنموذج الطلب الورقي، أرسل مظاروف يحمل اسمك وعنوانك إلى: **Essex Crossing Site 2/ Triborough Finance New Station, PO Box 2003, New York, NY 10035-9997**. يجب إرسال نماذج الطلبات عن طريق الإنترنت أو ختمها بختم البريد قبل **13 فبراير، 2018**. اكتب باللغة الإنجليزية كلمة "ARABIC".



FINAL UNDERWRITING

115 Delancey Street
Bifurcated / Mixed-Income

Address	Block/Lot	Units	Stories
115 Delancey Street	352 / 1	195	25 (plus 2 subgrade)

SOURCES AND USES (Includes all Residential, Commercial and ESM Costs)			
CONSTRUCTION SOURCES			
		per DU	% of total
HDC Loan: Low-Income (TE Bonds)	\$15,000,000	\$76,923	5.66%
HDC Participation Loan: Market/Mid-Mod	\$77,500,000	\$397,436	29.25%
HDC Participation Loan: Commercial	\$66,860,000	\$342,872	25.24%
Regal Cinema Equity	\$6,000,000	\$30,769	2.26%
Developer Equity	\$98,159,824	\$503,384	37.05%
Deferred Developer Fee	\$0	\$0	0.00%
Cross Subsidy Equity	\$0	\$0	0.00%
LIHTC Equity	\$1,400,000	\$7,179	0.53%
TOTAL SOURCES	\$264,919,824	\$1,358,563	100.00%
PERMANENT SOURCES			
		per DU	% of total
HDC Loan: Low-Income (TE Bonds)	\$0	\$0	0.00%
HDC Participation Loan: Market/Mid-Mod	\$77,500,000	\$397,436	29.25%
HDC Participation Loan: Commercial	\$66,860,000	\$342,872	25.24%
Regal Cinema Equity	\$6,000,000	\$30,769	2.26%
Developer Equity	\$100,618,187	\$515,991	37.98%
Deferred Developer Fee	\$0	\$0	0.00%
Cross Subsidy Equity	\$0	\$0	0.00%
LIHTC Equity	\$13,941,637	\$71,496	5.26%
TOTAL SOURCES	\$264,919,824	\$1,358,563	100.00%
USES			
		per DU	% of total
Acquisition Cost	\$1	\$0	0.00%
Construction Cost	\$213,502,150	\$1,094,883	80.59%
Soft Costs	41,177,227.00	\$211,165	15.54%
Reserves	475,708.00	\$2,440	0.18%
Developer's Fee	\$9,764,738	\$50,076	3.69%
TOTAL USES	\$264,919,824	\$1,358,563	100.00%

		Cost Allocation Based on GSF										Low-Income Units	53
		Low-Income GSF										156,351	
		48.10%		% of Total Commercial			51.90%		% of Total Residential			Units Only	
		TOTAL		21.54%	78.46%	TOTAL	54.58%	21.80%	23.62%	Low-Income		Units Only	
		Developer	HDC	Commercial	Essex Street Market	Commercial	Residential	Market	Mid-Mod	Low-Income	\$/SF	\$/DU	
Acquisition Costs													Notes
Land Purchase (HPD Conveyance)	1.00	1.00	1.00			1.00			1.00	-	-	-	
Total Acquisition Cost	1.00	1.00	1.00			1.00			1.00	-	-	-	
Construction Cost													
Construction - Residential	81,546,148.00	81,546,148.00				81,546,148.00	44,511,051.33	17,774,458.09	19,260,638.58	123.19	363,408.28		
Hard Cost Contingency - Residential	4,077,307.00	4,077,307.00				4,077,307.00	2,225,552.35	888,722.82	963,031.83	6.16	18,170.41	5.00%	
Construction - Commercial (Core & Shell)	59,286,082.00	59,286,082.00	59,286,082.00		59,286,082.00								
Hard Cost Contingency - Commercial (Core & Shell)	2,964,304.00	2,964,304.00	2,964,304.00		2,964,304.00							5.00%	
Construction - Essex Street Market (Core & Shell)	16,277,360.00	16,277,360.00	16,277,360.00	16,277,360.00									
Hard Cost Contingency - Essex Street Market (Core & Shell)	813,868.00	813,868.00	813,868.00	813,868.00								5.00%	
Construction - ESM Improvements/Fit-Out	24,097,596.00	24,097,596.00	24,097,596.00	24,097,596.00									
Hard Cost Contingency - ESM Improvements/Fit-Out	1,204,880.00	1,204,880.00	1,204,880.00	1,204,880.00								5.00%	
Regal Cinema Improvements/Fit-Out	12,000,000.00	12,000,000.00	12,000,000.00		12,000,000.00								
Market Line Improvements TI/TA	10,448,709.00	10,448,709.00	10,448,709.00		10,448,709.00								
Demo and Asbestos	785,896.00	785,896.00	323,686.00	69,726.23	253,959.77	462,210.00	252,292.15	100,747.03	109,170.82	0.70	2,059.83		
Total Hard Cost (including Contingencies)	213,502,150.00	213,502,150.00	127,416,485.00	42,463,430.23	84,953,054.77	86,085,665.00	46,988,895.83	18,763,927.94	20,332,841.23	130.05	383,638.51		
Soft Costs													
Bank Legal	210,000.00	210,000.00	101,001.62	21,757.08	79,244.54	108,998.38	59,495.55	23,758.17	25,744.67	0.16	485.75		
Borrower Legal	270,000.00	270,000.00	93,868.00	20,220.40	73,647.60	176,132.00	96,139.68	38,391.16	41,601.17	0.27	784.93		
Joint Venture Legal	210,000.00	210,000.00	105,000.00	22,618.38	82,381.62	105,000.00	57,313.07	22,886.65	24,800.28	0.16	467.93		
Zoning Legal	20,000.00	20,000.00	9,619.20	2,072.10	7,547.10	10,380.80	5,666.24	2,262.68	2,451.87	0.02	46.26		
Condominium Legal	60,000.00	60,000.00	44,429.00	9,570.59	34,858.41	15,571.00	8,499.26	3,393.98	3,677.76	0.02	69.39		
Commercial Lease Legal	125,000.00	125,000.00	125,000.00	26,926.65	98,073.35	-	-	-	-	-	-		
RE Tax Legal (421-a and ICAP)	75,000.00	75,000.00	-	-	-	75,000.00	40,937.91	16,347.61	17,714.48	0.11	334.24		
Borrower's Legal	760,000.00	760,000.00	377,916.20	81,408.13	296,508.08	382,083.80	208,556.16	83,282.08	90,245.56	0.58	1,702.75		
Design Architect	3,448,056.00	3,448,056.00	1,933,322.00	416,463.01	1,516,858.99	1,514,734.00	826,800.58	330,163.68	357,769.74	2.29	6,750.37		
Public Market Architect	250,000.00	250,000.00	250,000.00	250,000.00									
Landscape Architect	4,400.00	4,400.00				4,400.00	2,401.69	959.06	1,039.25	0.01	19.61		
Structural Engineer	417,410.00	417,410.00	200,757.55	43,245.82	157,511.73	216,652.45	118,257.31	47,223.32	51,171.82	0.33	965.51		
MEP Engineer	706,700.00	706,700.00	339,894.49	73,217.75	266,676.74	366,805.51	200,216.68	79,951.90	86,636.94	0.55	1,634.66		
Other Engineer 1 - MTA	850,000.00	850,000.00	408,816.07	88,064.36	320,751.71	441,183.93	240,815.30	96,164.02	104,204.61	0.67	1,966.12		
Other Engineer - MISC	1,865,725.00	1,865,725.00	897,339.25	193,298.69	704,040.56	968,385.75	528,582.51	211,077.19	228,726.04	1.46	4,315.59		
NYSERDA MPP Consultant	-	-	-	-	-	-	-	-	-	-	-		
Acoustical Consulting	34,500.00	34,500.00	16,593.12	3,574.38	13,018.75	17,906.88	9,774.27	3,903.13	4,229.48	0.03	79.80		
LEED Consultant	105,588.00	105,588.00	-	-	-	105,588.00	57,634.03	23,014.81	24,939.16	0.16	470.55		
Wall Consultant	347,400.00	347,400.00	167,085.53	35,992.42	131,093.11	180,314.47	98,422.63	39,302.80	42,589.04	0.27	803.57		
Gym Consultant	-	-	-	-	-	-	-	-	-	-	-		
Engineer/Architect Reimbursables	98,281.00	98,281.00	47,106.00	10,147.25	36,958.75	51,175.00	27,933.30	11,154.52	12,087.18	0.08	228.06		
Borrower Printing Cost	90,000.00	90,000.00	50,000.00	10,770.66	39,229.34	40,000.00	21,833.55	8,718.72	9,447.72	0.06	178.26		
Architecture & Engineering	8,218,060.00	8,218,060.00	4,310,914.02	1,124,774.34	3,186,139.68	3,907,145.98	2,132,671.86	851,633.14	922,840.97	5.90	17,412.09	3.8%	
Permits & Expediting	370,593.00	370,593.00	178,240.44	38,395.34	139,845.10	192,352.56	104,993.49	41,926.72	45,432.35	0.29	857.21		
Bank Plan & Cost Review	52,488.00	52,488.00	25,244.63	5,438.03	19,806.61	27,243.37	14,870.49	5,938.18	6,434.70	0.04	121.41		
Bank Engineer Inspections	180,001.00	180,001.00	86,573.30	18,649.03	67,924.27	93,427.70	50,996.47	20,364.26	22,066.98	0.14	416.36		
Survey	129,000.00	129,000.00	62,043.85	13,365.06	48,678.79	66,956.15	36,547.26	14,594.30	15,814.58	0.10	298.39		
Appraisal and Market Study	35,000.00	35,000.00	20,000.00	4,308.26	15,691.74	15,000.00	8,187.58	3,269.52	3,542.90	0.02	66.85		
Environmental Phase I	10,000.00	10,000.00	4,809.60	1,036.05	3,773.55	5,190.40	2,833.12	1,131.34	1,225.94	0.01	23.13		
EIS/Environmental	2,416,596.00	2,416,596.00	1,162,286.22	250,371.75	911,914.46	1,254,309.78	684,650.94	273,399.51	296,259.33	1.89	5,589.80		
Borings/Geotech	105,683.00	105,683.00	50,829.30	10,949.30	39,880.00	54,853.70	29,941.28	11,956.36	12,956.07	0.08	244.45		
Accounting (cost cert. 95/5, audit)	30,000.00	30,000.00	-	-	-	30,000.00	16,375.16	6,539.04	7,085.79	0.05	133.69		
421a Application Fees	876,346.00	876,346.00	-	-	-	876,346.00	478,343.65	191,015.46	206,986.89	1.32	3,905.41	0.40%	
HPD LHTC Application Fees	59,925.00	59,925.00	-	-	-	59,925.00	32,709.39	13,061.74	14,153.87	0.09	267.05		
Subtotal	13,453,692.00	13,453,692.00	6,379,859.18	1,570,452.37	4,809,406.81	7,073,832.82	3,861,172.40	1,541,869.82	1,670,790.60	10.69	31,524.35		
Fees & Cost of Issuance													
Bank Commitment Fee - Low-Income (TE Bonds)	113,548.00	113,548.00	-	-	-	113,548.00	-	-	113,548.00	0.73	2,142.42	0.75%	
Bank Commitment Fee - Market/Mid-Mod	673,458.00	673,458.00	-	-	-	673,458.00	505,093.50	168,364.50	-	-	-	0.75%	
Bank Commitment Fee - Commercial	527,200.00	527,200.00	527,200.00	113,565.82	413,634.18	-	-	-	-	-	-	0.75%	
Bank Annual L/C & SBPA Fee - Bonds	794,836.00	794,836.00	-	-	-	794,836.00	-	-	794,836.00	5.08	14,996.91	1.50%	
HDC Commitment Fee	150,000.00	150,000.00	-	-	-	150,000.00	-	-	150,000.00	0.96	2,830.19	1.00%	
HDC Mortgage Participation Fee	647,500.00	647,500.00	-	-	-	647,500.00	647,500.00	-	-	-	-	1.40%	
Standby Bond Purchase Agreement Fee	150,000.00	150,000.00	-	-	-	150,000.00	-	-	150,000.00	0.96	2,830.19	1.00%	
HDC Issuance Fees	225,000.00	225,000.00	-	-	-	225,000.00	-	-	225,000.00	1.44	4,245.28	1.50%	
NY State Bond Issuance Charge	100,800.00	100,800.00	-	-	-	100,800.00	-	-	100,800.00	0.64	1,901.89	0.672%	
Freddie Commitment Fee	75,800.00	75,800.00	-	-	-	75,800.00	41,374.58	16,521.98	17,903.44	0.11	337.80		
Conversion Costs	20,001.00	20,001.00	-	-	-	20,001.00	10,917.32	4,359.58	4,724.10	0.03	89.13		
Title Insurance & Recording	1,434,240.00	1,434,240.00	601,740.00	129,622.72	472,117.28	832,500.00	454,410.80	181,458.43	196,630.77	1.26	3,710.01	0.60%	
Subtotal	4,912,383.00	4,912,383.00	1,128,940.00	243,188.54	885,751.46	3,783,443.00	1,659,296.20	370,704.50	1,753,442.30	11.21	33,083.82		

											Low-Income Units	53
											Low-Income GSF	156,351
Cost Allocation Based on GSF												
06.29.2015	48.10%		% of Total Commercial			51.90%		% of Total Residential				
Developer	HDC	TOTAL	21.54%	78.46%	TOTAL	54.58%	21.80%	23.62%	Low-Income Units Only			
		Commercial	Essex Street Market	Commercial	Residential	Market	Mid-Mod	Low-Income	\$/SF	\$/DU		
Carrying Costs												
Low-Income (TE Bonds) Interest	682,500.00	682,500.00	-	-	682,500.00	-	-	682,500.00	4.37	12,877.36		
Mid-Mod-Market Interest	5,355,056.00	5,355,056.00	-	-	5,355,056.00	-	5,355,056.00	-	-	-		
Commercial Interest	5,223,036.00	5,223,036.00	5,223,036.00	1,125,110.72	4,097,925.28	-	-	-	-	-		
Water and Sewer	175,000.00	175,000.00	84,168.01	18,130.90	66,037.12	90,831.99	49,579.62	19,798.47	21,453.89	0.14	404.79	
Utilities	900,000.00	900,000.00	432,864.08	93,244.62	339,619.46	467,135.92	254,980.91	101,820.72	110,334.29	0.71	2,081.78	
DSA Cost	822,222.00	822,222.00	395,455.96	85,186.42	310,269.54	426,766.04	232,945.46	93,021.38	100,799.20	-	-	
Insurance (Builders Risk and Intittial GL, Pollution, OCIP in HC)	788,183.00	788,183.00	379,084.56	81,659.81	297,424.76	409,098.44	223,301.80	89,170.40	96,626.23	0.62	1,823.14	
Subtotal	13,945,997.00	13,945,997.00	6,514,608.62	1,403,332.46	5,111,276.15	7,431,388.38	760,807.79	5,658,866.98	1,011,713.61	1.46	4,309.71	
Taxes and Fees												
Transfer Tax	-	-	-	-	-	-	-	-	-	-	-	
Mortgage Recording Tax (Commercial Unit Only - Excludes ESM)	1,310,456.00	1,310,456.00	1,310,456.00	-	1,310,456.00	-	-	-	-	-	2.80%	
Real Estate Taxes	1,019,486.00	1,019,486.00	383,999.00	82,718.44	301,280.56	635,487.00	346,873.46	138,515.89	150,097.65	0.96	2,832.03	
Subtotal	2,329,942.00	2,329,942.00	1,694,455.00	82,718.44	1,611,736.56	635,487.00	346,873.46	138,515.89	150,097.65	0.96	2,832.03	
Marketing and Leasing												
Project Management	37,499.00	37,499.00	-	-	-	37,499.00	37,499.00	-	-	-	-	
Staff	50,000.00	50,000.00	-	-	-	50,000.00	50,000.00	-	-	-	-	
Advertising	350,000.00	350,000.00	100,000.00	21,541.32	78,458.68	250,000.00	250,000.00	-	-	-	-	
Model Apartments	65,000.00	65,000.00	-	-	-	65,000.00	65,000.00	-	-	-	-	
Marketing Materials	65,000.00	65,000.00	-	-	-	65,000.00	65,000.00	-	-	-	-	
Rental Office/Operating Costs	65,000.00	65,000.00	-	-	-	65,000.00	65,000.00	-	-	-	-	
Leasing Commissions	4,182,392.00	4,182,392.00	3,895,164.00	839,069.61	3,056,094.39	287,228.00	287,228.00	-	-	-	-	
Subtotal	4,814,891.00	4,814,891.00	3,995,164.00	860,610.92	3,134,553.08	819,727.00	819,727.00	-	-	-	-	
Total Soft Costs	39,456,905.00	39,456,905.00	19,713,026.80	4,160,302.73	15,552,724.07	19,743,878.20	7,447,876.85	7,709,957.19	4,586,044.16	24.32	71,749.90	
Soft Cost Contingency	1,720,322.00	1,720,322.00	818,062.86	176,221.51	641,841.35	902,259.14	492,488.04	196,663.70	213,107.40	1.36	4,020.89	
Total Soft Cost Contingency	1,720,322.00	1,720,322.00	818,062.86	176,221.51	641,841.35	902,259.14	492,488.04	196,663.70	213,107.40	1.36	4,020.89	
Reserves												
Lease Up Reserve	475,708.00	475,708.00	100,890.00	21,733.03	79,156.97	374,818.00	204,590.21	81,698.36	88,529.43	0.57	1,670.37	
Operating Reserve	-	-	-	-	-	-	-	-	-	-	-	
Total Reserves	475,708.00	475,708.00	100,890.00	21,733.03	79,156.97	374,818.00	204,590.21	81,698.36	88,529.43	0.57	1,670.37	
Developer Fee	9,764,738.00	9,764,738.00	4,696,449.00	1,011,676.94	3,684,772.06	5,068,289.00	2,766,468.77	1,104,725.27	1,197,094.96	7.66	22,586.70	
Total Development Cost:	264,919,824.00	264,919,824.00	152,744,914.66	47,833,364.45	104,911,550.21	112,174,909.34	57,900,319.70	27,856,973.46	26,417,617.18	163.95	483,666.38	
CONSTRUCTION SOURCES												
HDC Loan: Low-Income (TE Bonds)	15,000,000.00	15,000,000.00	-	-	-	15,000,000.00	-	15,000,000.00	95.94	283,018.87	56.78%	
HDC Participation Loan: Market/Mid-Mod	77,500,000.00	77,500,000.00	-	-	-	77,500,000.00	52,325,284.66	25,174,715.34	-	-	0.00%	
HDC Participation Loan: Commercial	66,860,000.00	66,860,000.00	66,860,000.00	20,937,775.60	45,922,224.40	-	-	-	-	-	-	
Regal Cinema Equity	6,000,000.00	6,000,000.00	6,000,000.00	-	6,000,000.00	-	-	-	-	-	-	
Developer Equity	98,159,824.00	98,159,824.00	79,884,914.66	26,895,588.85	52,989,325.81	18,274,909.34	5,575,035.04	2,682,258.13	10,017,617.18	64.07	189,011.64	
Deferred Developer Fee	-	-	-	-	-	-	-	-	-	-	0.00%	
Cross Subsidy Equity	-	-	-	-	-	-	-	-	-	-	0.00%	
LIHTC Equity	1,400,000.00	1,400,000.00	-	-	-	1,400,000.00	-	-	1,400,000.00	160.01	26,415.09	
Total Construction Sources	264,919,824.00	264,919,824.00	152,744,914.66	47,833,364.45	104,911,550.21	112,174,909.34	57,900,319.70	27,856,973.46	26,417,617.18	320.02	498,445.61	
PERMANENT SOURCES												
HDC Loan: Low-Income (TE Bonds)	-	-	-	-	-	-	-	-	-	-	0.00%	
HDC Participation Loan: Market/Mid-Mod	77,500,000.00	77,500,000.00	-	-	-	77,500,000.00	52,325,284.66	25,174,715.34	-	-	0.00%	
HDC Participation Loan: Commercial	66,860,000.00	66,860,000.00	66,860,000.00	-	66,860,000.00	-	-	-	-	-	0.00%	
Regal Cinema Equity	6,000,000.00	6,000,000.00	6,000,000.00	-	6,000,000.00	-	-	-	-	-	-	
Developer Equity	100,618,187.00	100,618,187.00	79,884,914.66	26,895,588.85	38,051,550.21	20,733,272.34	5,575,035.04	2,682,258.13	12,475,980.18	79.79	235,395.85	
Deferred Developer Fee	-	-	-	-	-	-	-	-	-	-	0.00%	
Cross Subsidy Equity	-	-	-	-	-	-	-	-	-	-	0.00%	
LIHTC Equity	13,941,637.00	13,941,637.00	-	-	-	13,941,637.00	-	-	13,941,637.00	79.79	263,049.75	
Total Permanent Sources	264,919,824.00	264,919,824.00	152,744,914.66	26,895,588.85	110,911,550.21	112,174,909.34	57,900,319.70	27,856,973.46	26,417,617.18	159.59	498,445.61	

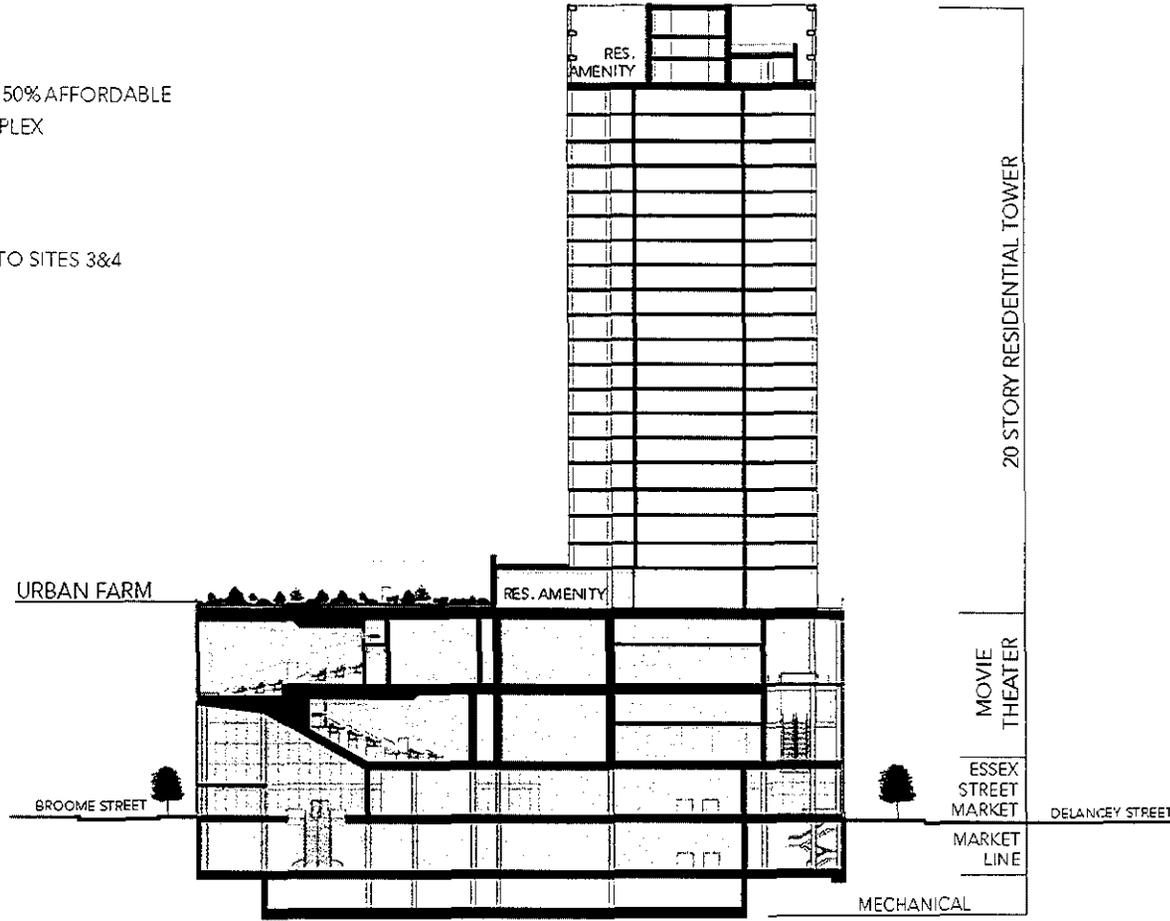
BUILDING PROGRAM

ESSEX CROSSING SITE 2

- 195 APARTMENT UNITS / 50% AFFORDABLE
- 14 SCREEN REGAL CINEPLEX
- ESSEX STREET MARKET
- MARKET LINE
- ROOFTOP URBAN FARM
- FUTURE CONNECTION TO SITES 3&4

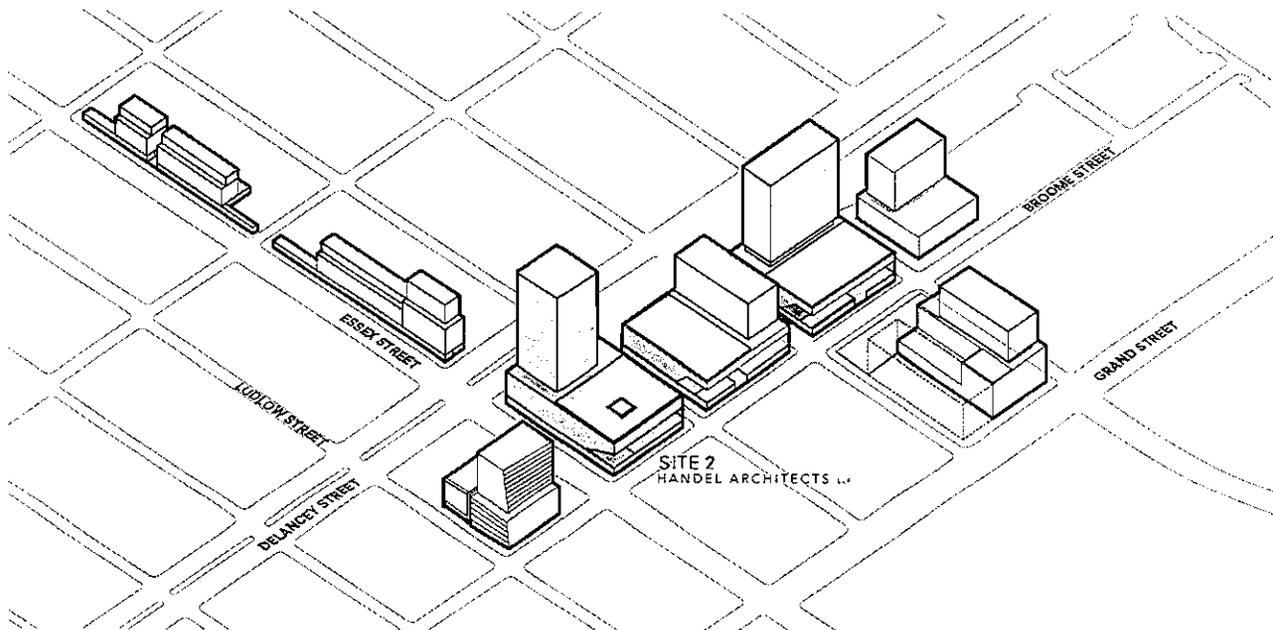
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HANDEL ARCHITECTS



ESSEX CROSSING SITE 2

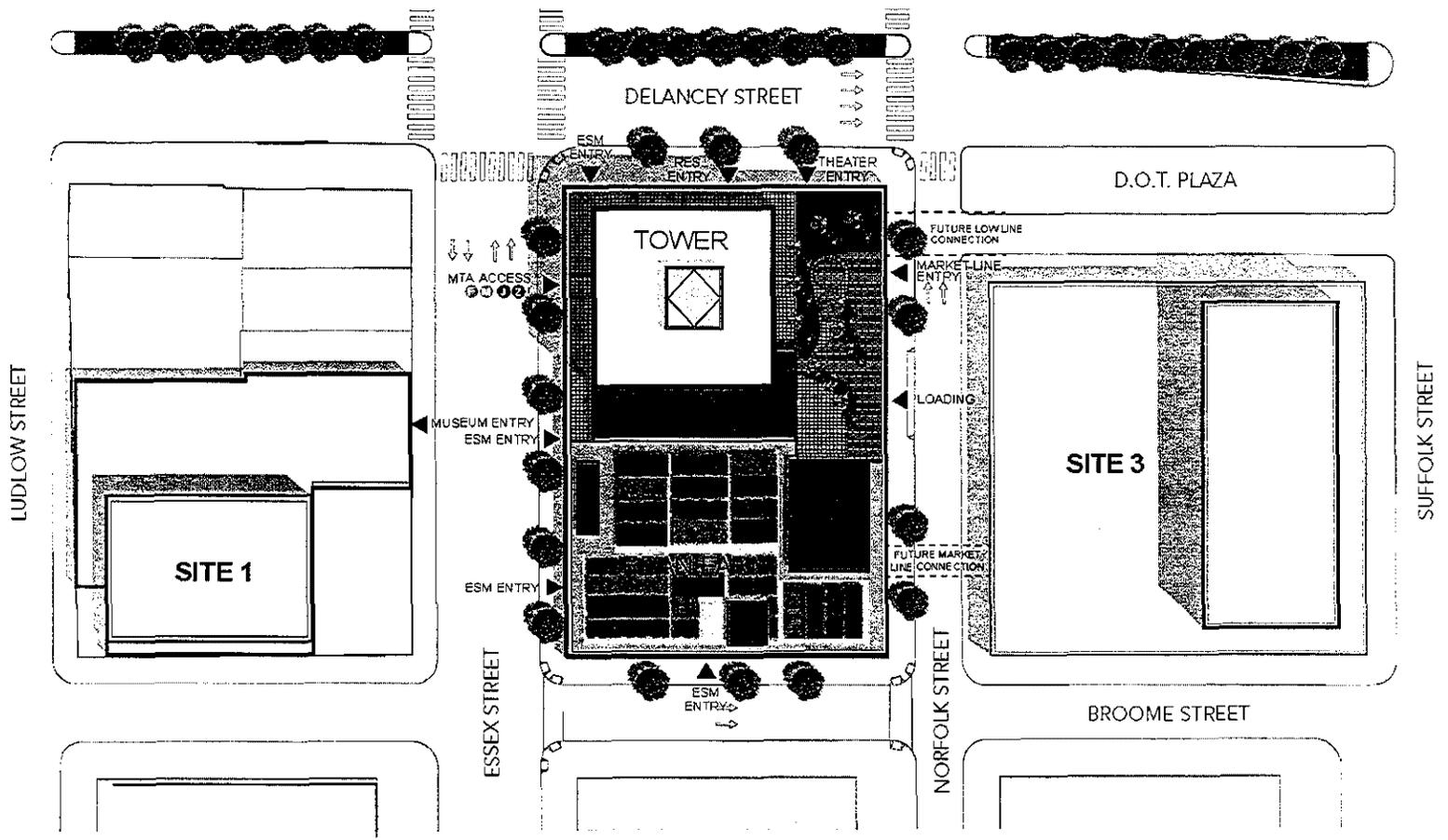
ESSEX CROSSING // HANDEL ARCHITECTS



PROPOSED SITE PLAN

0114 2015

HANDEL ARCHITECTS



ESSEX CROSSING SITE 2

 DELANCEY STREET ASSOCIATES

