



**II. FISCAL IMPACT ANALYSIS**

**A. Five Year Summary of Fiscal Impact:**

Fiscal Years	2025	2026	2027	2028	2029
Capital Expenditures					
Operating Costs					
External Revenues					
Program Income					
In-Kind Match (County)					
<b>NET FISCAL IMPACT</b>					

# ADDITIONAL FTE POSITIONS (Cumulative)					
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Is Item Included In Current Budget? Yes  X  No    
 Does this Item include the use of Federal funds? Yes   No  X   
 Does this Item include the use of State funds? Yes   No  X

Budget Account No.:


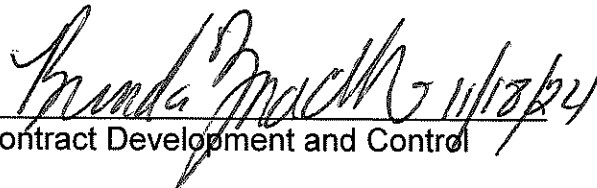
Fund \_\_\_\_\_ Dept. \_\_\_\_\_ Unit \_\_\_\_\_ Object \_\_\_\_\_ Program Code/Period \_\_\_\_\_

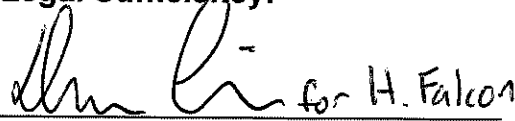
**B. Recommended Sources of Funds/Summary of Fiscal Impact:**

**C. Departmental Fiscal Review:**   
 Valerie Alleyne, Division Director II  
 Finance and Administrative Services, DHED

**III. REVIEW COMMENTS**

**A. OFMB Fiscal and/or Contract Development and Control Comments:**

 11/18/2024  
 OFMB  B 11/18   CA 11/15   11/18/24  
 Contract Development and Control

**B. Legal Sufficiency:**  
  
 Chief Assistant County Attorney

**C. Other Department Review:**  
 \_\_\_\_\_  
 Department Director



# DEPARTMENT OF HOUSING AND ECONOMIC DEVELOPMENT

## COMPREHENSIVE LOAN TERM SHEET

### Project and Funding Program Information

**Funding program:** Housing Bond Loan Program (HBLP)

**RFP number and name:** HBLP.2024.4 – Workforce Housing Multifamily Development

**Project name:** Residences at Marina Village

**Developer name:** Related Urban Development Group

**Contracting entity:** Residences at Marina Village, LLC

**Project type:** Multifamily Rental Development – Workforce Housing Development

**Brief Project Description:**

Residences at Marina Village, a public-private partnership between Related Urban and the Riviera Beach CRA, will create approximately 149 units of new mixed-income housing along Riviera Beach's Broadway corridor. The development will include an eight-story building with structured parking and approximately 5,000 SF of new commercial space.

### Loan Terms

**Loan amount:** \$4,719,882

**Rental Increases:** Rent increases on individual units will be permitted only at lease renewal

**Interest rate:** 1%

**Affordability period:** 60 years

**Affordability:**

7 units at or below 60% AMI

23 units at or below 80% AMI

4 units at or below 90% AMI

19 units at or below 100% AMI

66 units at or below 110% AMI

8 units at or below 30% AMI – Not County Assisted Units

22 units at or below 50% AMI – Not County Assisted Units

**Number of total project units:** 149

**Number of County-assisted units:** 119

**Percentage of County-assisted units:** 80%

**Additional information:** Additional information is provided in the preliminary underwriting report dated August 19, 2024 includes the full capitalization of the project financing and lien priority, operational proforma, and complete rental information for units.



# DEPARTMENT OF HOUSING AND ECONOMIC DEVELOPMENT

## COMPREHENSIVE LOAN TERM SHEET

**Loan term:**

- 20 year term
- Payments deferred until primary loan conversion
- Interest only payments years 1-10
- Principal and interest in years 11-20 based on a 50 year amortization calculation

**Term commencement:** Upon closing of the loan concurrent with primary financing

**Property re-sale:**

If the project development is sold, or 50% (aggregate) or more of the ownership changes to a non-affiliated entity, the loan must be satisfied.

**Estimated Construction start:****Disbursement of funds:**

Construction Draw – based on a percentage of completion

**Additional considerations:**

### Construction Considerations

**Bond requirements:**

Payment and performance bond is required for the full value of the project prior to disbursement of bond funds

**Retainage requirements:** 5% retainage until work is completed

### Eligible Expenses

All development costs shall be allocated on a per-unit basis. Loan funds can only be allocated to those costs deemed as eligible that are directly attributable to County-assisted units. In the event a cost is deemed eligible for something that is a project wide expense, the loan funds can only be used for the percentage of County-assisted units as defined above for that expense.

Eligible expenses shall include, but not be limited to:

**Hard Costs:**

Onsite costs for construction, including residential construction, site work and improvements, parking, engineering, architectural, other consultant fees, and General Contractor fees

**Soft Costs;**

Permit fees, connections fees, FFE, utility relocation



DEPARTMENT OF HOUSING AND ECONOMIC DEVELOPMENT
COMPREHENSIVE LOAN TERM SHEET

Ineligible expenses shall include:

- Cost of relocation of displaced persons
• Off-site improvements
• Payment of delinquent taxes
• Legal fees and other fees
• Costs related to other project financing
• Demolition
• Pre-development costs

Determination of cost eligibility and reasonableness shall be at the County's sole absolute discretion.

The terms outlined above shall be detailed in the loan documents consisting of a loan agreement, mortgage and security agreement, promissory note, and declaration of restrictions.

Projects must be Shovel Ready prior to final approval by the Board of County Commissioners in order to be eligible for funding.

Shovel Ready is defined as a project where the proposer has site control and the property has the correct and approved development requirements for the project including, zoning designation, platting, site plan approval for the housing units it proposes to create.

Please submit any documentation to verify that the project is Shovel Ready.

All terms contained herein are contingent upon approval by the Palm Beach County Board of County Commissioners (BCC). The funding for this project and the terms contained herein are anticipated to be presented to the BCC for final approval at the November 19, 2024 agenda meeting. Project construction must commence within one year of BCC final approval.

By signing below you are verifying that this project is Shovel Ready, as well as acknowledging and accepting of loan terms:

Accept Terms

Does Not Accept Terms

Entity Name:

By: [Signature]

Alberto Milo, Jr
Name (printed)

President
Title



October 31, 2024

Board of County Commissioners  
Palm Beach County  
301 N. Olive Avenue  
West Palm Beach, FL 33401

RE: RFP HED.HBLP.2024.4 Workforce Housing Bond – “Residences at Marina Village”

Honorable Mayor and Commissioners:

Related Urban has been working with HED Staff regarding the proposed Workforce Bond Term Sheet for Residences at Marina Village. We want to highlight several important aspects of our proposal to the Board and respectfully request one modification to the Proposed Terms.

**Residences at Marina Village – Key Aspects**

- **Loan Amount:** The Workforce Bond Loan of \$4,719,882 represents 7.65% of the capital sources
- **Additional Subsidy:** Related Urban has secured a \$15.4MM Florida Housing SAIL Loan and a \$1.5MM Riviera Beach CRA Loan
- **Developer Capital Investment:** Related Urban is providing a \$1.5MM Sponsor Loan
- **Income Levels:** The project is fully restricted with Affordable and Workforce Units at 30% AMI, 50% AMI, 60% AMI, 80% AMI, 90% AMI, 100% AMI, and 110% AMI
- **Affordability Period:** Our original RFP submittal proposed a 60-Year Affordability Period
- **Maximum AMI:** Our original RFP submittal capped the maximum AMI at 110% AMI
- **County-Assisted Units:** 80% the project units are County-Assisted Units

**Requested Modification to County Workforce Bond Terms**

The Workforce Term Sheet includes mandatory interest and principal payments for the County Workforce Loan. The State SAIL Loan, however, does not allow any “hard-pay” debt service on subordinate debt; therefore, to preserve our Florida Housing loan of \$15.4 MM, we would need to align the County’s Workforce Loan to the County’s Affordable Loan terms, enabling the SAIL Loan and County Workforce Loan to coexist. Specifically, only interest payments would be required, and payments would be subject to available cash flow – mimicking the provisions of the County’s Affordable Bond Program.

In contrast to a traditional market rate project that may set-aside a percentage of units as Workforce Housing, all units in our project are set-aside as Workforce or Affordable Housing. Residences at Marina Village is a true mixed-income project serving a diversity of income levels within Palm Beach County.

We thank the Board for its thoughtful consideration and look forward to working with your staff to expeditiously mitigate the County’s Affordable and Workforce Housing needs.



Sincerely,

A handwritten signature in black ink, appearing to read 'Alberto Milo, Jr.', written in a cursive style.

Alberto Milo, Jr.  
President  
Related Urban

CC: Verdenia Baker, County Administrator  
Jonathan Brown, Director, Housing & Economic Development  
Sherry Howard, Deputy Director, Housing & Economic Development  
Jeffrey Bolton, Director, Contract Development and Quality Control  
Fanny Amini, Housing Coordinator, Housing & Economic Development









