



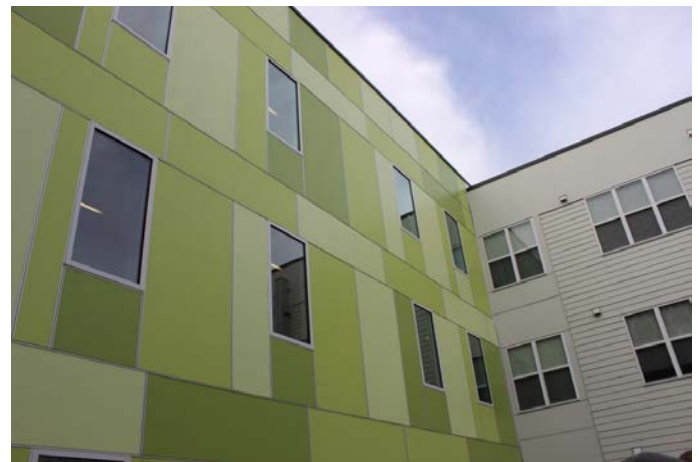
## Paseo Verde, Philadelphia, PA New Markets Tax Credit Project Mixed-Use, Integrated Supportive Housing Project



### CSH and the Sponsor

CSH made a \$7 million New Markets Tax Credit (NMTTC) investment in Paseo Verde. With this investment, Paseo Verde was able to leverage an additional \$41 million in funding to finance this \$48 million development. CSH will also work with APM to ensure supportive housing tenants have access to sufficient wrap around services. Key concepts in providing quality supportive housing in an integrated housing setting are ensuring intensive service provision as tenants stabilize, coordinating between multiple service providers and establishing good communications between service providers and property managers.

CSH received a 2010 \$25 million NMTTC allocation from Community Development Financial Institutions (CDFI) Fund. CSH invested these credits in projects that include supportive housing for formerly homeless individuals and families.



### About Paseo Verde Multi-Use Complex

Jonathan Rose Companies (JRCo) and Asociación Puertorriqueños en Marcha (APM) partnered to develop Paseo Verde, a mixed-use development with 120 apartments and 30,000 square feet of commercial and retail space. The apartments offers 52 one-bedroom units, 29 two-bedroom units and 9 three-bedroom townhouses. Fifty-three apartments are dedicated to households earning between 20% and 60% area median income, 14 apartments to households earning between 60% and 80% area median income, and 53 apartments to households earning between 80% and 100% area median income. APM is dedicating 12 units for supportive housing.

### Owner, Co-Developer, and Property Manager

Asociación Puertorriqueños en Marcha

### Co-Developer Developer, Master Lessee

Jonathan Rose Companies

**Tenant Profile** - Low- and moderate-income tenants, and households who are homeless.

### Service Approach

The City of Philadelphia refers supportive housing tenants to Paseo Verde. Local service providers, contracted by the City, provide tenants case management and other services. APM provides additional services such as a resident services coordinator, employment counseling and childcare.

## Key Features and Innovations:

- Paseo Verde is a transit-oriented development located steps from a commuter rail line station and a few blocks from Temple University.
- Paseo Verde is applying for LEED Gold certification. Some of the green features include solar panel installation, a green roof, and a common garden courtyard.
- Tenants for commercial spaces include:
  - APM's administrative, community development and social service program offices that annually serve 2,000 individuals.
  - **Public Health Management Corporation**, a Federally Qualified Health Center.
  - **Pharmacy of America**, a local pharmacy with four Philadelphia locations.
  - **Customer's Bank**, a Philadelphia based bank with a strong focus on customer service.

Paseo Verde's residential space includes parking, a community room, computer center, and fitness center.

### Financing Information for Commercial Condominium

#### Capital

NMTC Equity	\$ 8,044,150
JPMorgan Chase Loan	\$ 9,010,000
Sponsor Leverage Loan from Foundation, City and State Grants	\$ 8,530,750
Energy Works Loan (administered by The Reinvestment Fund)	\$ 3,000,000
Deferred Developer Fee	\$ 1,837,007
Other	\$ <u>451,116</u>
<b>Total</b>	<b>\$30,967,023</b>

#### Operating (Annual, first full year of after stabilized occupancy)

Effective Gross Income	\$ 1,538,250
Operating Expenses	\$ (600,426)
Debt Services	\$ (791,430)
Fees, Replacement Reserves and Other	\$ (139,879)
<b>Net Cash Flow</b>	<b>\$ 51,515</b>

### About Asociación Puertorriqueños en Marcha

Founded in 1970, APM identifies and combats an assortment of societal harms by aiding those who are most vulnerable. Working extensively in the greater Philadelphia area, APM leveraged \$70 million worth of real estate in the northeastern region of the city. In total, APM constructed 210 units of affordable housing, and currently operates with an annual budget totaling more than \$13 million. APM's services are multifaceted and include providing substance abuse treatment, childcare, as well as child welfare. More than 3,000 individuals and 200 children are helped on a yearly basis.

### About Jonathan Rose Companies

JRCo was founded in 1990 and focuses to concurrently strengthen communities while protecting the land around them. The company currently manages \$1.5 billion in property and won the 2010 EPA Environmental Merit Award. Promoting private-public partnerships, JRCo works with an array of clients through civic engagement, which allows for projects that are both appealing to clients and sustainable environmentally.

### About CSH

CSH transforms how communities use housing solutions to improve the lives of the most vulnerable people. We offer capital, expertise, information and innovation that allow our partners to use supportive housing to achieve stability, strength and success for the people in most need. CSH blends over 20 years of experience and dedication with a practical and entrepreneurial spirit, making us the source for housing solutions.