



**Santa Fe
Housing
Initiative**

Safe, Stable, and Supportive

Lamplighter Initiative

Community Meeting

May 25, 2022



New Mexico Coalition to
End Homelessness



ANCHORUM™
ST VINCENT



Agenda

Meeting Etiquette
Introductions: Project Team
Project Need
Project Overview
Questions and Discussion
Next Steps



Etiquette

- Please remain muted until the **Q&A and discussion** portion of the meeting
- We will provide a project overview and baseline of information based on frequently asked questions and feedback received to date
- Please **save your questions until after this presentation** as we will likely answer many of them
- **Please be respectful.** Any inappropriate language or comments will result in you being dismissed from the meeting.
- Team will answer all questions that they can in the meeting, and follow-up answers and information will be posted to the S3 Housing Initiative website.
- This meeting is being recorded and will be posted on the website here:
<https://s3santafehousinginitiative.org/lamplighter/>

Thank you for joining us to learn more about this effort!

Development Team

Developer/Owner: Bella Luz Apartments 2022 LLLP
(JL Gray and nonprofit partner)

Designer: Paul Mifsud

Property Management: JL Gray

Service Provider: The Life Link

Project Consultants and Communications: Project Moxie, Jenn Lopez and Matt Lynn



Community Team

Co-Sponsor: New Mexico Coalition to End Homelessness

Co-Sponsor and Bridge Funder: Anchorum St. Vincent

Project Funders: Santa Fe City and County, State of New Mexico, Thornburg Foundation, Santa Fe Community Foundation, MFA

Community Partnership Consultant: Marisol Atkins

Feedback and updates from multiple service providers in the community





About JL Gray

- Development and Management Company specializing in Affordable Housing
- Offices in Farmington, Albuquerque, and Las Cruces
- Managing over 150 properties, approximately 5,100 units in NM and adjacent states



About JL Gray

Started in 1985 by Jack Curry and Scot Fishburn.

Additional partners Jeff Curry, Eric Fishburn, and Bobby Griffith have worked together since 2005.

JL Gray has expertise in management and development in numerous housing programs, including:

IRS §42 – 9%, 4%, and TCEP program

HUD Section 8, 221(d)(4), 202 PRAC/PAC, 811 Special Needs

HOME, 542(c) Risk Share, and USDA 514, 515, and 538 loans



JL Gray- Software

JL Gray staffs three full time software developers that maintain our proprietary software system.

This highly specialized software enables JL Gray to maintain compliance with all agencies and programs we work with, as well as making all compliance data for annual audits simple to share with third parties.



JL Gray's Mission - Residents

JL Gray is committed to providing our residents with high quality communities and responsive management services while creating enjoyable and productive living environments.

Our unique management strategy targets methods for nurturing personal growth and self-sufficiency within the resident population.



JL Gray's Mission – Communities

JL Gray is committed to the enhancement of the Communities of which we are a part, through the economic vitality and aesthetic value of our developments and by JL Gray's participation in community affairs.



Project Moxie



Jenn Lopez
President &
Founder



Matt Lynn
Director of
Community
Engagement



**Dr. Kathleen
Van Voorhis**
Director of
Community
Strategy



Jenn Lopez
President & Founder

- ❖ University of New Mexico Graduate — go Lobos!
- ❖ 22 years of experience in affordable housing, local government, state government and direct development experience.
- ❖ Held a senior position in Governor Hickenlooper's administration in Colorado and led regional housing efforts in southwest Colorado for several years.
- ❖ Experience working across the housing continuum.
- ❖ Currently working on over 400 units of affordable housing in 4 communities.



Matt Lynn
Director of Community Engagement

- ❖ University of Arizona alum — born and raised in the Southwest!
- ❖ Background in marketing, communications, and media relations with experience working for nonprofit and for-profit organizations.
- ❖ Detail-oriented, with a passion for ensuring projects reflect the needs of the community and the voices of those being served.



The Life Link (TLL) is a community mental health center (CMHC) based in Santa Fe that has been providing comprehensive services to northern and central New Mexico for nearly 34 years.

The agency's mission has always been to assist the most vulnerable members of our community and provide services to diverse groups in our community including Anglo, Hispanic, Native American, and other populations.

The Life Link has a strong research history as part of the NIDA Clinical Trials Network and through other projects and has been recognized nationally for implementation of evidence-based practices.

What is The Lamplighter Initiative?

- The team's goal was to access **one-time, once-in-a-generation federal funding** to convert motel rooms into long-term affordable rental units.
- As of May 2022, all funds are secured (approx. \$9 million) and the property has been sold to Bella Luz Apartments 2022 LLLP (JL Gray and nonprofit partner).
- The property conversion will result in a decrease from 78 motel units to 58 rental units by rehabbing and combining units and the property will have other modifications done to meet the City of Santa Fe's code requirements.
- The units will be rented to households earning 80% of Area Median Income (AMI) or less.
- There will be a set-aside of units (25%) for persons with special needs (disabilities, newly homeless) and these households will have access to stability services.

The Lamplighter Initiative is not...

- It is **NOT** a homeless shelter
- It is **NOT** a transitional housing program
- It is **NOT** a short-term housing solution
- It is **NOT** a government-owned initiative
- It is **NOT** a massive redevelopment project—the essential building footprint will remain the same.



2021 Santa Fe Income Limits

	1 Person	2 Person	3 Person
50%AMI	\$25,550	\$29,200	\$32,850
65%AMI	\$33,250	\$38,000	\$42,750
80%AMI	\$40,900	\$46,750	\$52,600

**Jobs that may be held by
future Lamplighter
residents:**

Letter Carrier

\$38,489/year average in Santa Fe
SOURCE: Zip Recruiter

Medical Assistant

\$39,532/year average in Santa Fe
SOURCE: Zip Recruiter

Preschool Teacher

\$34,100/year average in NM
SOURCE: earlychildhoodteacher.org

Urgent Need For Housing

The existing affordable housing crisis in Santa Fe has been exacerbated by the pandemic and put households at an even higher risk of experiencing homelessness and housing insecurity.

A **2021 market study** identified a significant need for affordable housing for households with incomes **at or below 80% of Area Median Income** (annual incomes from \$24,000-\$52,000 a year).

Specifically, **5,553 households** in Santa Fe are renters that cannot afford their existing rent (termed rent burdened). This is a pool of households that are at risk of homelessness.

The market study also identified **555 households at-risk or experiencing homelessness** in need of affordable units.

Preventing Homelessness

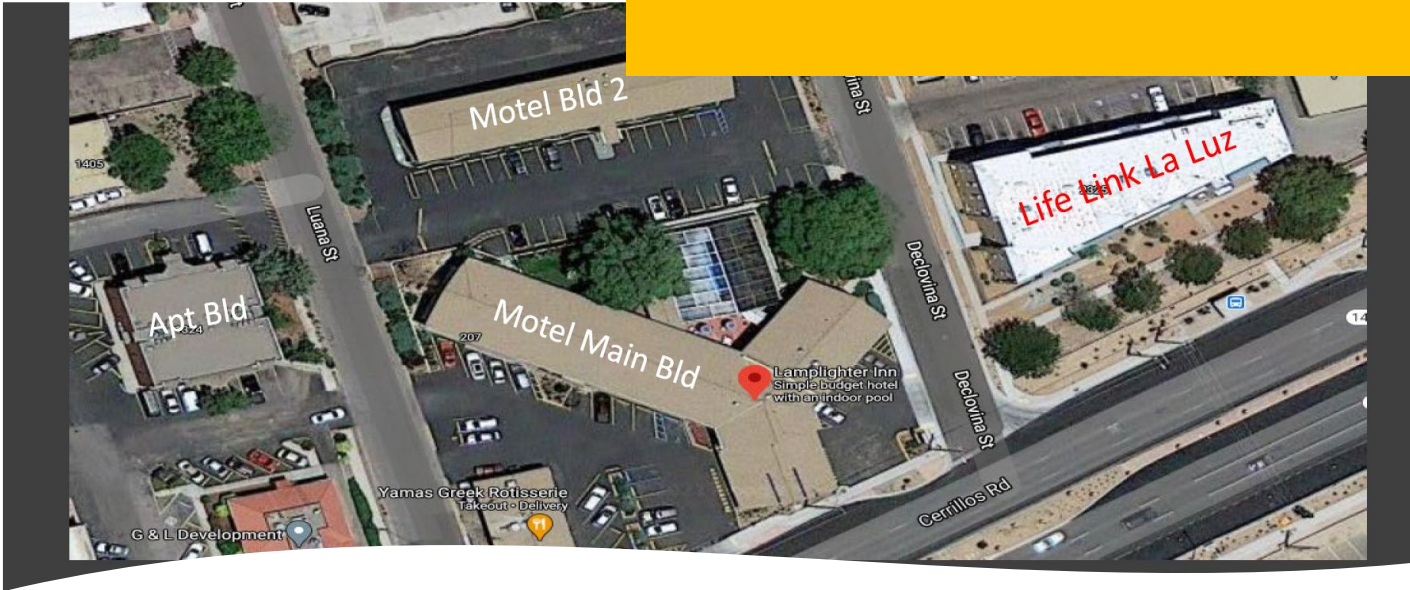
We know it is much more cost effective and better for the overall community to prevent homelessness in the first place. Estimates vary, but one chronically homeless individual costs **\$30,000 to \$50,000 per year** in taxpayer dollars.

The **best and most fiscally responsible way** to address homelessness is to create more affordable housing immediately and **prevent it before it occurs.**

This project will help prevent homelessness as well as provide stable housing for special needs populations.

Many community members struggling with rent are currently employed. There are unhoused individuals are employed, too—living out of vehicles, doubling up with friends and family, etc.

A Unique Opportunity



This property was identified for acquisition/repurposing in May of 2021 (25,000+/- sq ft, 1.49 acres); following a property rehab, 58 units will be available with options for studios, one bedrooms, and community spaces.

Strategic location for low-income households, proximity to The Life Link and other providers, as well as to public transportation. Significant funding opportunities in 2021 and 2022.

Minimal affordable housing projects in the pipeline in Santa Fe, and this will meet an immediate need.

Development Model

The team is accessing once-in-a-generation public funding from the American Rescue Plan Act to solve an immediate housing problem.

By partnering with a private entity (for-profit) the community has an experienced development partner to undertake the project.

The public funds **guarantee affordability** (no more than 30% of a household's income may go towards rent payment) during the project's compliance period of 20 years.

After 20 years, a nonprofit partner will have an opportunity to take over the property.

This development structure is common in affordable housing development and follows federal, state and local policy and funding guidelines.

Target Population

JL Gray property management will income-qualify households (under 80% AMI), maintain waitlists, and manage the property.

25% of units will be set-aside annually for special needs populations as defined by the MFA. This includes persons with disabilities, persons experiencing homelessness, at-risk of homelessness, etc.

Referrals will come through The Life Link and coordination with other partner service providers.

Services will be focused on housing stability and community building.

Residents in need of behavioral health services will be referred to The Life Link's behavioral health services.

Services Model

Staffing will be provided by The Life Link

The Life Link is working closely with JL Gray to provide onsite case management and tenancy support services.

The property will have community spaces and office space for service providers.

Other services onsite but coordinated based on population and funding. Site-specific services will not be dependent on Medicaid eligibility or model.

Services funding will come from a mix of philanthropy and existing service funding initiatives.

Highlights & Benefits

Anticipated site design changes will focus on meeting City requirements as well as enhancing security for the overall property.

Repurposing this commercial building is faster than new construction, more efficient than new construction, and more cost effective given the significant increase in materials due to COVID supply chain issues.

Cost comparisons: Lamplighter Inn (\$164,000 per unit), new construction (\$275,000+ per unit)



Timeline

- ❑ Finalize all grant agreements
- ❑ Site design and engineering
- ❑ City administrative approvals
- ❑ Building permits
- ❑ Begin construction

Anticipated completion and certificate of occupancy in the next 12-15 months



Questions & Discussion

Next Steps

If you have additional questions send them to matt@goprojectmoxie.com

We will be providing regular updates on the project to the S3 housing initiative website (<https://s3santafehousinginitiative.org/lamplighter/>)

We will plan future community meetings on an as-needed basis throughout the next 12-15 months

Thank you for joining us and for your interest in this project!