

# RFP – Development of Affordable Housing

## Township of Franklin

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January 30, 2023

# Ingerman Background and Experience

## Ingerman

### MBID of Delaware, LLC

- Over 100 projects (8,700 units) developed since 1992 in PA, MD, NJ, and DE
  - 29 projects in PA, totaling 1,691 units in Philadelphia, York, Lancaster and Montgomery Counties, and 7 other communities
- 11 projects (860 units) currently under construction
- 9 projects (598 units) in pre-development
- Total development costs of completed projects exceed \$1.22 billion

### Ingerman Management Company

- More than 6,100 units under management
- Portfolio spans PA, MD, DE, and NJ
- 18 developments with 1,100 units under management in PA

### Ingerman Construction Management, LLC

- \$977 million in construction contracts since 1994
- \$90 million bonding capacity
- 11 projects under construction (\$135 million)
- Experienced in new construction and rehab, including mid-rise buildings, garden apartments, and historic preservation



# Team Background and Experience

## Ingerman

### Thriven Design *Architect*

- Projects in 33 states
- Staff of over 60, including LEED MEP, and interior professionals
- Over 50 years design experience
- Project Principal Mary Johannesen has over 20 years experience in the field
- Developed numerous projects with Ingerman, including the in-process Willows at Spruce Run in Clinton Twp.

### Day Pitney *Legal*

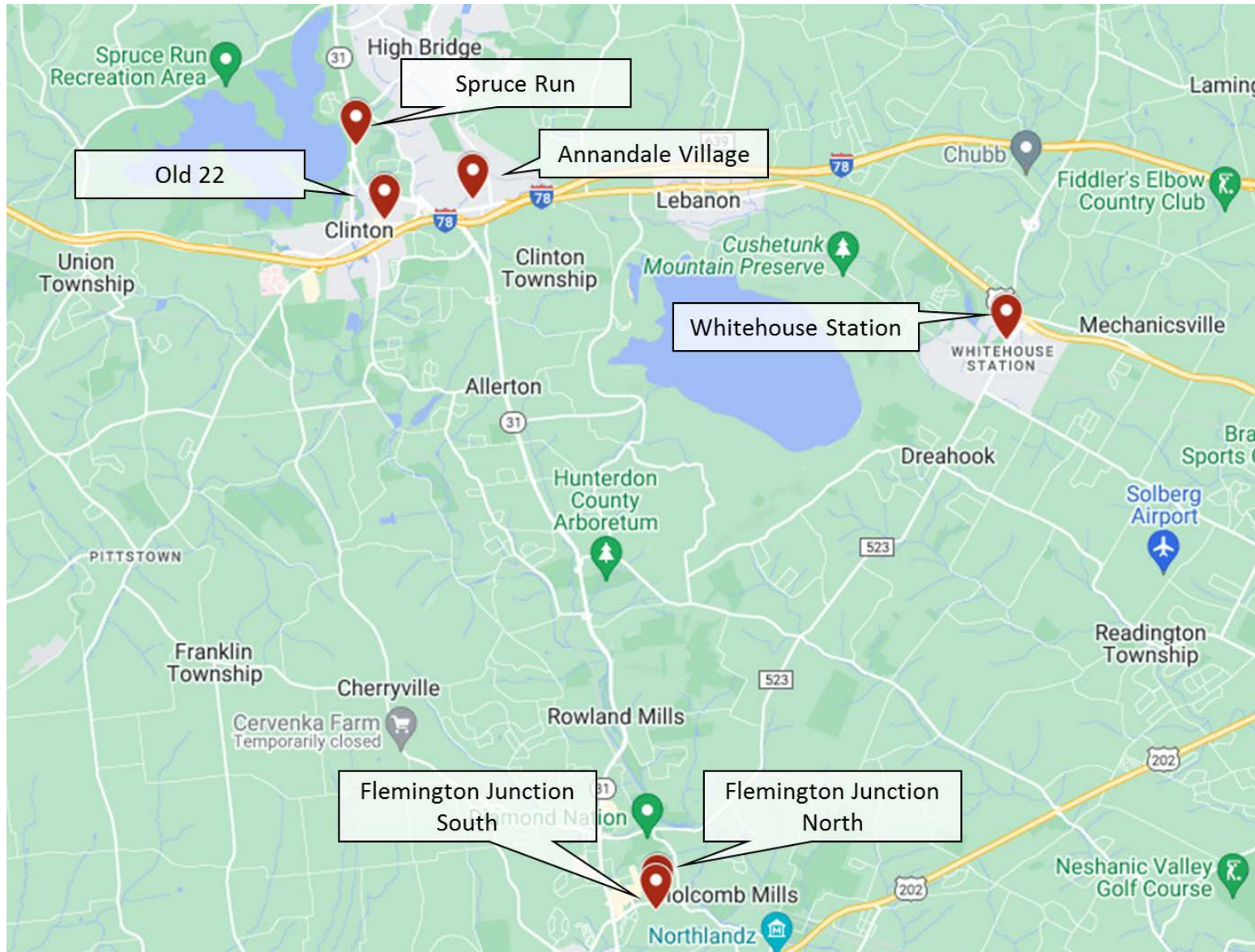
- 300 attorneys throughout 13 offices
- Experienced with Municipal Land Use, COAH and UHAC compliance
- Project Principal Kate Coffey has over 10 years experience, including with complex NJ specific land compliance & entitlements

### E&LP *Civil Engineer*

- Broad experience in engineering, landscape design, surveying, environmental and planning
- Project Principal Chris Nusser has over 15 years experience with a variety of engineering projects



# Ingerman's Presence in Hunterdon County





# Hunterdon County Projects





# Comparable Project: Birchwood at Cranbury

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# Development Program

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The project is proposed as an inclusionary mixed-income senior project:

- 1 elevated building with community space and fitness
- 120 one- and two-bedroom units
- 20% affordable one-bedroom units in conformance with all applicable COAH & UHAC requirements, for unit size and income distribution. Ingerman Management Company has dedicated compliance staff to ensure COAH compliance and reporting
- At 11 units per acre, the proposed project exceeds density per the Ordinance (8 units per acre)
- 160 parking spaces

COAH Units	24
1-Bedroom Units	84
2-Bedroom Units	12
Total	120



# Site Plan





# Architectural Rendering

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# Development Timeframe

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Proposed 4.5 year total development timeframe:

- Long lead time approvals, such as Sewer Service Area amendment if required
- Need to secure water & sewer allocations to the site, which would involve negotiations for securing capacity from other existing projects, in other municipalities
- Redevelopment Designation for the Site

Development Step	Date
Award of RFP	1/2023
Architectural & Engineering Plans	1/2025
Township, Land Use, and Water/Sewer Approvals	2/2025
Close on Financing	4/2025
Construction	4/2025-9/2026
Permanent Financing	1/2027
Occupancy	5/2028



# Project Financing

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- Traditional debt & equity; 70% debt and 30% private equity
- PILOT at 10% of net rental income; First Phase 15 Years
- Purchase Price of \$10,000 per unit or \$1,200,000 for the proposed 120-unit project





# Benefits to Township Inclusionary v. 100% Affordable

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- No need for capital assistance from government sources.
- No requirement from township to bond for project deficits.
- Payment for land rather than contribution of land.
- Better PILOT Terms for township.
- More flexibility with project timeline.

