



Hope. Strength. Community.

Affordable Housing Alliance
Preservation and Reinvestment Initiative for
Community Enhancement (PRICE) Competition
FR-6700-N-99

Table of Contents
Affordable Housing Alliance

Table of Contents

Exhibit A: Executive Summary	1-2
Exhibit B: Threshold Requirements and Other Submission Requirements	3-4
Exhibit C: Need	5-8
Exhibit D: Soundness of Approach	9-19
Exhibit E: Capacity	20-25
Exhibit F: Match or Leverage	26-27
Exhibit G: Long-term Effect	28-30
Attachment A: Advancing Racial Equity	31-32
Attachment B: Affirmative Marketing	33-34
Attachment C: Affirmatively Furthering Fair Housing	35
Attachment D: Eligible Applicants	36
Attachment E: Evidence of Partnership	37-39
Attachment F: Match or Leverage Documentation	40
Attachment G: Application Certifications and Standards	TBD
Attachment H: Summary of Comments Received on Published Application	TBD

Exhibit A: Executive Summary
Affordable Housing Alliance

Exhibit A: Executive Summary

The Affordable Housing Alliance (AHA) is a non-profit organization based in Monmouth County, New Jersey, providing housing-related services to over 10,000 individuals annually. The AHA's Pine Tree Manufactured Home Community, located in Eatontown, New Jersey, faces significant challenges. Pine Tree consists of 123 aging housing units, half of which pre-date 1976 and lack accessibility features. The community is at risk of conversion to unaffordable market-rate housing due to rising land values and high operating costs. Additionally, environmental hazards and substandard housing conditions pose significant risks to residents, emphasizing the need for substantial revitalization to ensure long-term affordability and safety.

The AHA envisions transforming Pine Tree into a resilient, inclusive, and modern community, ensuring long-term affordability and enhancing residents' quality of life. The project aims to maintain affordable housing, upgrade housing quality and resilience, promote inclusivity and accessibility, foster community stability, and implement sustainable practices. Key activities include mortgage payoff of Pine Tree, buying out and demolishing pre-1976 units to make space for new homes, the construction of those homes, improving infrastructure like roads, utilities, and drainage, and implementing a shared equity program to allow residents to gain equity while maintaining affordability. The project will proceed in phases to minimize disruption, with extensive support provided to displaced residents, ensuring their right to return to the new units. The AHA's shared equity model will help residents build wealth while keeping homes affordable for future buyers.

The AHA requests \$68,642,503 from HUD's PRICE program, covering direct labor, fringe benefits, consultants, administrative expenses, land costs, relocation expenses, architectural fees, site work, demolition and construction, and contingencies. The AHA will also provide additional direct labor costs through its expenses and supplemental funding, including \$25,000 from NeighborWorks America and \$20,000 from the Stone Foundation.

The PRICE project will ensure safe, decent, and affordable housing for families in Pine Tree, enhancing resilience against natural hazards and improving living conditions. The shared equity model will promote economic stability and equity growth for low-to-moderate income households, serving as a blueprint for future affordable housing initiatives.

The AHA's comprehensive community engagement strategy ensures all stakeholders have a voice in the project, with special attention to underserved minorities. The AHA actively collaborates with local organizations, housing advocates, and community leaders to ensure inclusive and culturally competent engagement. To mitigate environmental hazards, the project includes upgrading the sewer system, implementing storm water management systems, and building homes with wind-resistant materials. These measures will enhance the community's resilience to natural hazards and promote environmental justice for underserved populations.

The AHA's extensive experience managing federal grants and developing affordable housing projects. Its key staff members bring expertise in housing development, property management, and compliance with federal requirements. The AHA's proven track record demonstrates its capability to successfully execute the PRICE project, ensuring sustainable and affordable housing solutions for Monmouth County's LMI residents.

The AHA's detailed proposal showcases its commitment to transforming Pine Tree into a thriving, resilient, and inclusive community. By addressing critical housing needs, promoting racial equity, and implementing sustainable practices, the AHA aims to create a lasting positive impact on the economic and social fabric of Monmouth County.

**Exhibit B: Threshold Requirements and Other Submission Requirements
Affordable Housing Alliance**

Exhibit B: Threshold Requirements and Other Submission Requirements

The Affordable Housing Alliance (AHA) asserts its eligibility for HUD funding by meeting all threshold requirements outlined in the Notice of Funding Opportunity (NOFO). Below is a detailed narrative confirming the AHA's compliance with each specified criterion:

1. Resolution of Civil Rights Matters
 - a. The AHA has no civil rights matters prior to the application submission deadline. The organization does not have any outstanding charges, cause determinations, lawsuits, or letters of findings as outlined in subparagraphs 1-5 of the NOFO that would render it ineligible. Specifically, there are no charges from HUD concerning a systemic violation of the Fair Housing Act. The AHA is not a defendant in any Fair Housing Act lawsuit filed by the United States. The AHA is not a defendant in any lawsuit involving the Department of Justice related to civil rights violations. The AHA has not received a letter of findings identifying systemic non-compliance with civil rights laws such as Title VI, Section 504, or the American Disabilities Act. The AHA has not received a cause determination from any state or local fair housing agency concerning systemic violations.
2. Timely Submission of Application
 - a. The AHA ensures that its application is submitted before the deadline specified in the NOFO. The organization adheres to the grace period policy and guarantees that no application will be marked late or considered ineligible.
3. Eligible Applicant
 - a. The AHA is an eligible application as per Section III.A of the NOFO. The AHA has clearly identified its eligibility status within the application. The AHA has included all necessary documentation, such as memoranda of understanding and letters of intent from all partners. These documents demonstrate the solid partnerships formed to implement the proposed project, ensuring full compliance with NOFO requirements.
4. Number of Applications
 - a. The AHA has submitted only one application under this NOFO, adhering to the stipulation that no community or project area may receive funding from multiple PRICE grants. In cases where multiple versions of the application have been submitted electronically, the AHA ensures that the last version submitted is complete and meets the timely receipt requirements.

Through diligent adherence to these requirements, the AHA confirms its eligibility and readiness to receive HUD funding, thereby allowing us to continue our vital work in providing affordable and resilient housing solutions.

Exhibit C: Need
Affordable Housing Alliance

Exhibit C: Need

Project Area

The Affordable Housing Alliance (AHA) is based in Monmouth County, New Jersey. Monmouth County has a population of approximately 640,000 residents. The county is known for its diverse communities, beautiful beaches, and strong economy. The AHA's Property Portfolio includes 15 properties that span across different communities across Monmouth County, providing housing to 350 families. One of those properties is the Pine Tree Manufactured Home Community, located at 232 Highway 35 South in Eatontown, New Jersey.

Eatontown has a population of approximately 13,500 residents. The community is situated near the Jersey Shore, just a few miles from popular beach destinations like Long Branch and Asbury Park. However, despite its desirable location, Eatontown faces a significant challenge in providing affordable, accessible housing options for its residents, particularly those with limited incomes and mobility challenges. According to the latest census data, 35% of Eatontown households are classified as low-to-moderate income (LMI), with a substantial portion of these households spending more than 30% of their income on housing costs. This financial burden has led to an increased risk of homelessness, housing instability, and the inability to afford other essential living expenses.

Pine Tree Manufactured Home Community

The Pine Tree Manufactured Home Community consists of 123 aging, manufactured housing units, 51 of which pre-date 1976 and lack accessibility features. Of the units, 30 have no gas connection. Parking options at the site include very limited street parking and community infrastructure is lacking. The community is at risk of conversion to unaffordable market-rate housing or even non-residential uses due to rising land values in the area. Right next door, a shuttered mall is slated to become a major mixed-use redevelopment site with luxury housing. The AHA operates the Pine Tree community at an annual loss. Due to rising costs, aging and lack of infrastructure, environmental and accessibility concerns, the AHA needs substantial additional resources in order to preserve the affordability of the community long term. Without additional resources, the community will fall into disrepair and become unsafe.

Lack of Accessible Housing Units

As mentioned, there is an affordable housing crisis across the entire State of New Jersey, which is truly being felt in the AHA's project area of Eatontown. Eatontown is in the top ten fastest rising rental markets in the area. This crisis is exacerbated by the limited availability of accessible housing units for individuals with disabilities or mobility challenges. Many existing housing units in Eatontown lack proper accommodations, such as ramps, wide doorways, and accessible bathrooms, creating barriers to independent living and hampering the quality of life for residents with special needs. According to the U.S. Census Bureau, 52% of renter households in Monmouth County are cost-burdened, spending more than 30% of their income on rent (U.S. Census Bureau).

There is a severe shortage of affordable rental units in Monmouth County, with the National Low Income Housing Coalition citing that there are only 28 affordable and available units for every 100 extremely low-income renters (incomes below 30% of the area median income). The demand for affordable housing far outweighs the available supply, leading to extensive waiting lists for housing assistance programs. As of Monmouth County's Division of Social Services 2022 report, there were approximately 5,000 households on the waiting list for the Housing Choice Voucher Program (Section 8) in Monmouth County, with wait times often exceeding several years.

Environmental Hazards and Housing Conditions

With close proximity to the Jersey Shore, Eatontown is exposed to potential

environmental hazards, including coastal flooding and severe weather events. These hazards can significantly impact the availability and condition of housing, particularly for those residing in older or substandard housing. Furthermore, some existing housing units may contain health and safety hazards, such as lead-based paint, mold, or structural deficiencies, posing risks to the well-being of occupants. Insurance carriers are reluctant to underwrite wind insurance coverage for the Pine Tree Manufactured Home Community, leaving the property and its residents unprotected against potential damage from severe weather events. This lack of coverage stems from the perceived high risk associated with the property, which may be due to factors such as its location, age, or construction type. Consequently, residents face significant financial vulnerability in the event of wind-related damage, as they would be solely responsible for the cost of repairs or replacements. This supports the AHA's proposal to revitalize the community to be structurally sound in the event of severe weather events.

Substandard Manufactured Housing

Eatontown's housing stock includes a portion of manufactured housing, some of which are aging and potentially substandard. These units often lack proper insulation, energy efficiency, and structural integrity, leading to higher utility costs and potential safety concerns for residents. Many of the units do not have gas line hookups, utilizing oil tanks. Addressing the issue of substandard manufactured housing is crucial to ensuring safe and livable conditions for Eatontown's residents.

The rings true to the residents of Pine Tree, who are particularly burdened. According to the latest census data, the census tract Pine Tree is located in has a poverty rate of 15.6%, compared to 9.4% for the State of New Jersey. Furthermore, 62% of households in the tract are considered low-or-moderate income (U.S. Department of Housing and Urban Development, 2021). There is a significant shortage of affordable, quality housing options for these LMI individuals and families in the area. The existing manufactured homes in Pine Tree are increasingly substandard as they are energy inefficient, lack modern amenities and accessibility features, and are highly vulnerable to storms, flooding, and other natural hazards that frequently impact the coastal region.

Distress Criteria

The Pine Tree Manufactured Home Community meets the Distress Criteria as defined in 12 CFR 1805.201(b)(3)(ii)(D). As highlighted previously, the census tract that Pine Tree is situated in has a poverty rate of 15.6% and a high percentage of low-income households at 62%. This concentrated poverty severely limits housing options and access to affordable, quality homes for the LMI population. The median income is well below Monmouth county at large. With limited rental and affordable housing, low incomes are severely cost burdened.

Disaster-Prone Areas

Although the Pine Tree Manufactured Home Community is not situated within a census tract identified as a Community Disaster Resilience Zone as defined by FEMA, the property faces significant storm water management challenges. The community is equipped with only two storm water drains, which may be insufficient to handle the increased water flow from the neighboring parking lot and highway. These adjacent areas are located at a higher elevation than Pine Tree, causing water to drain into the community's drainage swale at a higher velocity and volume. This issue is further compounded by the extreme amount of water drainage the community experiences during heavy rainfall events, potentially leading to localized flooding and property damage. Addressing these storm water management deficiencies is crucial to enhancing the community's resilience against future natural hazards

and protecting the safety and well-being of its residents.

Barriers in Preservation and Revitalization

The proposed revitalization of the Pine Tree Manufactured Home Community is an endeavor that cannot be realized without critical federal funding support. Transforming this neighborhood into a safe, resilient, and affordable environment for its predominantly low-income residents necessitates comprehensive improvements that dramatically reshape both the physical landscape and the financial framework underlying homeownership opportunities.

Currently, the community faces multifaceted barriers that have allowed living conditions to deteriorate and perpetuate a cycle of poverty. A staggering portion of the housing units, nearly half, pre-date 1976 construction standards, rendering them ineligible for substantive repairs or modifications by HUD. This aging housing stock, coupled with crumbling infrastructure systems, has become exorbitantly costly to preserve. Compounding matters, the prevailing zoning ordinances and land use regulations actively discourage new manufactured housing development, aligning with entrenched negative perceptions that cultivate “Not In My Backyard” (NIMBY) opposition. For the owner households, the chattel financing mechanisms used to purchase their units have trapped them in a depreciating asset devoid of opportunities for equity growth. Across the broader area, our low-income and minority populations routinely confront housing discrimination, systemic barriers to accessing affordable, high-quality homes, and rapidly escalating land values that jeopardize long-term community affordability.

Our detailed proposal directly confronts each of these interconnected obstacles. We will navigate the complex regulatory landscape, garner community buy-in, and implement innovative financing solutions that realize the vision of an economically integrated, sustainable Pine Tree community. Federal funding represents the critical catalyst to initiate this transformation, affirmatively furthering fair housing choice and environmental justice within an area devastatingly impacted by decades of disinvestment. With this essential support, we can uplift a community afflicted by substandard living conditions, activating new pathways for economic mobility and wealth-building designed to endure for generations.

**Exhibit D: Soundness of Approach
Affordable Housing Alliance**

Exhibit D: Soundness of Approach

Project Description, Management, and Impact

Vision and Goals

The Affordable Housing Alliance (AHA) envisions a thriving, sustainable, and inclusive community where affordable, high-quality housing is available to all low-to-moderate income (LMI) households. Our vision is to create a resilient and modern manufactured home community that ensures long-term affordability and enhances the quality of life for its residents. Our vision is rooted in the belief that everyone deserves access to safe, stable, and affordable housing. By transforming the Pine Tree Manufactured Home Community (Table 1), we aim to set a new standard for affordable housing that prioritizes resilience, accessibility, and sustainability. This transformation will not only address the immediate housing needs but also create a lasting, positive impact on the community's economic and social fabric.

The AHA has established the following goals as part of the PRICE project:

1. Ensure Long-term Affordability
 - a. Objective: Maintain affordable housing options for current and future residents of Pine Tree.
 - b. Impact: Reduce the financial burden on residents, allowing them to thrive economically and socially.
 - c. Strategy: Implement a shared equity program that provides residents the opportunity to gain equity in their homes while maintaining affordability. This innovative approach ensures that residents can invest in their future and achieve long-term financial stability.
2. Enhance Housing Quality and Resiliency
 - a. Objective: Upgrade the housing stock to high-quality, energy-efficient homes that meet modern resilience standards.
 - b. Impact: Improve living conditions and reduce environmental impact, ensuring the community can withstand future challenges such as natural disasters.
3. Promote Inclusivity and Accessibility
 - a. Objective: Redesign the community to be fully accessible, adhering to ADA and universal design standards.
 - b. Impact: Create an inclusive environment where all residents, regardless of physical abilities, can live comfortably and independently.
4. Foster Community Stability and Engagement
 - a. Objective: Provide comprehensive support and opportunities for resident engagement during the redevelopment process.
 - b. Impact: Strengthen the community bond and ensure residents feel supported and involved in the transformation of their neighborhood.
 - c. Strategy: Ensure housing stability for displaced residents through relocation assistance and the option to return to newly constructed units, thereby minimizing disruption and fostering a sense of continuity and stability.
5. Sustainability and Environmental Stewardship
 - a. Objective: Implement sustainable practices in housing construction and community planning.
 - b. Impact: Reduce the ecological footprint of the community and promote a healthier living environment.

Our approach is innovative because it combines modern construction techniques with a deep commitment to affordability, resilience, and community engagement. By prioritizing these goals and integrating a shared equity model, the AHA aims to create a model community that not

only meets the immediate needs of LMI households but also empowers residents through homeownership opportunities, ensuring long-term stability and prosperity. This holistic approach can serve as a blueprint for future affordable housing initiatives across the region and beyond.

Eligible Activities

As a PRICE Main applicant, the AHA proposes the following eligible activities to directly address the need described in Factor (a) by providing new high-quality, affordable housing units that offer the opportunity for equity and wealth creation while ensuring long term affordability. Specifically, the eligible activities includes:

1. Mortgage buyout of the Pine Tree site
 - a. The AHA has title to the Pine Tree Manufactured Home Community. However, the mortgage burden makes it difficult to ensure long-term affordability of the site. Elimination of the remaining mortgage will significantly reduce the management costs for the AHA. In turn, we can reduce the costs passed on to the residents and ensure affordability. Once the PRICE program is complete, residents will pay an HOA style payment for the AHA's ongoing management services.
2. Buyout of existing pre-1976 manufactured housing units
 - a. Pine Tree is home to many pre-1976 units, approximately half of the units. As they are not eligible for repair, the AHA will offer each resident owner of a pre-1976 unit a market rate purchase of their pre-1976 home.
3. Demolition and removal of the aging, substandard units
 - a. Once the pre-1976 units are sold, the AHA will demolish or remove the units making space for the modular units.
4. Relocation, as necessary, of remaining units in the first two rows
 - a. On the front half of the site, the remaining units will be relocated to the newly empty spaces on the second half of the site.
5. New construction of high-quality, energy efficient modular homes designed to meet resilience standards
 - a. On the cleared site, the AHA will construct modular duplexes for Pine Tree residents to purchase and reside in.
6. Site improvements to infrastructure like roads, utilities, drainage to enhance resilience
 - a. The Pine Tree community needs numerous site improvements for safety. These include creating gas lines for all units, widened streets, parking, and flood mitigation.
7. Making accessibility modifications to ensure ADA and universal design compliance
 - a. Current site design does not allow for adequate accessible ramps, ADA compliant home units, or accessible parking.
8. Integration of Shared Equity Model into Pine Tree Manufactured Home Community
 - a. Buyers will get a mortgage for their share. The AHA will partner with a local community bank to facilitate lending.
 - b. When the owner sells, units must be sold to a qualifying low-income buyer. The seller will receive a growth share of accrued equity. This allows owners to build some wealth while keeping the homes permanently affordable through the shared equity provision on resale.

The AHA has chosen these activities, as we believe that they are each an ideal solution as they revitalize the housing stock and physical environment, while enhancing resilience and accessibility - addressing the critical issues plaguing the current community. The new homeownership units will be constructed to all applicable New Jersey state and local building codes, including the New Jersey Uniform Construction Code (NJAC 5:23) and Eatontown

zoning/land use regulations. The existing manufactured homes also meet the federal Manufactured Home Construction and Safety Standards (HUD Code).

Housing Stability for Displaced Residents

Our proposal ensures housing stability for any displaced residents during redevelopment activities. All residents will receive the opportunity for a unit buyout, in two phases. Residents who choose to stay or wish to stay will have several options. In the first phase, after the removal of the pre-1976 homes, an estimated twenty units will remain that will need to be located elsewhere on the Pine Tree site in order to proceed with the first phase of construction. Residents of the estimated twenty relocated homes will be given ample notice and relocation assistance. All moving costs will be covered. All tenants that temporarily relocate off site will be provided with the appropriate relocation assistance covering the gap between current Pine Tree costs and market rate housing rents. The AHA will engage a URA consultant to ensure compliance and support for all Pine Tree residents. Moving expenses will be covered both to and from the site. Their homes will be carefully moved and re-installed within the community to minimize disruption. All existing tenants will have the right to return once new units are completed. In addition to physical relocation, these homeowners will have the opportunity to participate in the AHA's new shared equity program, which will provide affordable homeownership after relocation. This program is designed to ensure that residents not only maintain their housing stability but also benefit from the redevelopment. The shared equity program allows residents to build equity in their homes while the AHA retains ownership of the land, ensuring long-term affordability and stewardship.

Long-term housing stability is ensured through the shared equity model - by separating land and housing ownership, LMI families can build equity while the land remains permanently affordable. This model not only provides immediate stability but also offers a path to financial growth for residents. Stringent limits on pad rent and fee increases also preserve affordability over time, ensuring that residents are not priced out of their homes in the future.

Furthermore, the shared equity program promotes community cohesion by allowing residents to remain in their familiar environments, surrounded by their social networks, while benefiting from the improvements and upgrades to the community infrastructure. This holistic approach addresses both the immediate and long-term housing needs of the residents, fostering a sustainable and resilient community.

HUD Housing Programs

The AHA serves as the designated HUD-certified housing counseling agency for New Jersey's Department of Community Affairs (NJ DCA) "Housing Choice Voucher (HCV) Program". In this critical role, the AHA assists participants in transitioning from rental vouchers to homeownership vouchers, offering a pathway to stable and sustainable homeownership. These households work with HUD-Certified Housing Counselors through various services, programs, and education to prepare them for homeownership. While the AHA will not be reserving units specifically for HCV voucher-holders, we will work with individuals who have HCV to determine if they are eligible to transition them into homeownership vouchers.

Timeline and Key Tasks

In order to be successful in implementing the PRICE project at the AHA's Pine Tree Manufactured Home Community, the AHA has developed the following timeline. Within this timeline is our planning process, with the order and duration of each activity with key tasks

described.

ACTIVITY	DATE
HUD Price Award	October 2024
Relocation (Including One on One Counseling, Some Home Relocating, Some DP Assistance and Homebuyer Search Assistance, Some Moving within Park)	Phase 1 - October 2024 – January 2026 Phase 2 – May 2027 – May 2028
PHASE 1 NEW DEVELOPMENT	DURATION: 3 YEARS
Engage Design Team	October 2024
Preliminary Drawings	November 2024
Complete Planning Board Set – Civil/Architecture	January 2025
Apply for Site Plan Approval (both phases)	February 2025
Obtain Site Plan Approval	May 2025
Resolution Compliance/Construction Plan Completion	August 2025
Obtain Major Site Plan Approval	June 2025
Apply/Obtain County Site Plan Approval	July 2025
Construction Plan Completion	October 2025
Building Permits	January 2026
Demolition	January 2026
Environmental Clearance/Site Work	February 2026
Begin Construction	March 2026
Begin Marketing/Sales	May 2026
Complete Construction/CO	May 2027
100% Occupancy	November 2027
PHASE 2 NEW DEVELOPMENT	DURATION: 2 YEARS
Phase 2 Construction Plan Completion	January 2028
Building Permits	May 2028
Demolition	May 2028
Environmental Clearance/Site Work	June 2028
Begin Construction	July 2028
Begin Marketing/Sales	July 2028
Complete Construction/CO	September 2029
100% Occupancy	March 2030

In order to minimize disruption and displacement, the AHA will proceed in a phased approach. Two rows of homes must be removed or relocated in order to undergo the needed site work and construction. First, the AHA will first offer buyouts to all of the owners of pre-1976 manufactured homes. Homes that are not bought out or pre-1976 will be relocated elsewhere on the Pine Tree site. The relocation will be carefully managed to minimize disruption, with ample notice and assistance provided to impacted residents. Movers will relocate and re-install the estimated twenty homes in their new locations nearby. Utility connections and other site work will be completed by the AHA. There are current residents that wish to leave for various

reasons, including those that are elderly and can no longer maintain the home.

Residents who wish to stay at Pine Tree and purchase one of the new shared equity units will either be relocated onsite to one of AHA's owned units, or, should that be unavailable, the AHA will provide Uniform Relocation Assistance for rent elsewhere until the new units are complete. The AHA has extensive rental properties and relationships in the community to locate suitable apartments. The AHA also employs Housing Counselors and Residential Service Coordinators who will work with the residents during this transition.

The AHA expects resident relocation activities in Phase I to span approximately 18 months, from October 2024 to January 2026. Phase II will span approximately 12 months, from May 2027 to May 2028. Upon completion of the first relocation phase, demolition of the existing structures is scheduled to commence in January 2026. Following demolition, the site will undergo environmental clean-up from February 2026 through March 2026. Once the first two streets have been cleared, the site work will begin. In place of the manufactured home units, the AHA will build energy efficient, duplex homes complete with parking and ADA accessibility. This allows the community to be renewed while preserving a portion of the existing affordable housing stock through relocation rather than demolition.

This process begins with architectural drawing and development, which will take place in October 2024. The AHA will work on obtaining local approvals like zoning and site plan in February 2025. Construction plans will be finalized by October 2025, allowing the AHA to secure any necessary investor equity, lending, and tax credits commitments by January 2026. Building permits can then be obtained for a construction loan closing and groundbreaking projected for March 2026. Construction of the new buildings is expected to take just over a year, with marketing and lease-up beginning in May 2026. However, they will become available on a rolling basis with the homeowners moving back into the new units as they come online. The development should be complete and fully occupied by November 2027.

In conjunction with the new construction, the AHA will implement a shared equity homeownership program targeted at the residents being displaced from the relocated manufactured homes. The homes will then be sold to income-qualified residents from Pine Tree through a shared equity arrangement. Residents will get a mortgage for a portion of the home price based on what they can afford, while the AHA's subsidy covers the remainder of the home. When the owner sells in the future it will be to a qualifying low or moderate income buyer. The resident will realize the appreciation in the home within the affordable limits.

The innovative program will allow displaced Pine Tree residents to access affordable homeownership opportunities near their existing community. The shared equity provision will enable some family wealth-building while keeping the homes affordable for future buyers as well. Through this comprehensive two-pronged approach, the AHA is striving to revitalize Pine Tree, expand the affordable housing stock, and promote sustainable homeownership in the area. It meets the AHA's goal of improving housing options for LMI residents of Monmouth County.

The AHA believes that this timeline demonstrates the clear and thoughtful planning process we are considering as part of the PRICE project. Given the considerable needs of Pine Tree, Eatontown, and Monmouth County as a whole, the AHA believes that being deliberate in its approach is vital for a successful implementation. With more than thirty homes in Pine Tree lacking access to gas lines, more than fifty being built pre-1976, and significant amounts of homes failing to meet current ADA guidelines; there is demonstrated need to complete this project in a timely manner.

Budget

The AHA has developed a comprehensive budget for the PRICE project. In this budget, we are requesting \$68,642,503 from HUD's PRICE program. This funding covers direct labor

costs (\$836,635), fringe benefits (\$192,426), consultants (\$273,750), administrative and legal expenses (\$284,000), land costs (\$2,000,000), relocation expenses and payments (\$10,120,000), architectural and engineering fees (\$880,000), site work expenses (\$5,000,000), demolition and removal (\$660,000), construction (\$36,800,000), construction contingencies (\$1,840,000), builders risk insurance (\$200,000), as well as other direct costs (\$2,666,800). The AHA is requesting a 10% indirect rate (\$6,888,891), with a total estimated cost of \$68,642,503 from HUD. The AHA will provide a 9.4% match, totaling \$7,135,297. This is largely made up of additional direct labor costs for staff that will support the project but the AHA will cover staff time through their own expenses and supplemental funding.

Supplemental funding sources include \$25,000 awarded by NeighborWorks America and \$20,000 from the Stone Foundation to cover the expenses of a Shared Equity consultant. This work will allow the AHA to determine the most appropriate approach to integrating shared equity into Pine Tree to maintain sustainability and maximize potential equity wealth-building for residents.

Projected Impact

The AHA recognizes the potential impact of the proposed activities for the PRICE project. With the current law in New Jersey classifying manufactured homes as chattel loans, meaning they depreciate like vehicles, as well as inability to acquire wind insurance and decreased safety measures, the AHA believes that developing new modular units will allow Pine Tree to transform into a resilient and sustainable community.

First and foremost, PRICE will ensure that the 120 families living in the Pine Tree Manufactured Home Community can maintain safe, decent, and affordable housing in Eatontown. This will increase access to quality, affordable homeownership opportunities for LMI households through the new modular housing units constructed. Additionally, PRICE will enhance the resilience of the housing stock by replacing aging manufactured homes with new modular units, built to withstand natural hazards like flooding, severe storms, etc. As well as, allow the AHA to improve roads, utilities, and draining to create a modern, resilient manufactured housing community.

Upon completion of the first phase, the AHA will be able to create a self-sustaining shared equity model in which we maintain an affordable community. Through this model, and the redeveloped site, the AHA will be able to ensure that LMI families are able to build equity within their homes while maintaining affordability; the ultimate goal of creating self-sufficient residents who have more equitable access and control in their housing. This will assist in retaining and expanding the availability of unsubsidized affordable housing in the area.

By redeveloping the site, the AHA will be able to enhance the resilience of Pine Tree, by installing manufactured housing that is energy efficient, eligible for insurance policies, and can withstand the environmental factors that come with living on the Jersey Shore. As such, the AHA will be able to provide an overall community benefit by transforming a distressed housing environment into a thriving, sustainable neighborhood asset.

Affordability and Equity

Availability

The AHA owns the land at the Pine Tree Manufactured Home Community, which allows the AHA to develop, maintain, and preserve affordable housing lots across the entire community. The AHA intends to keep costs manageable with affordable ground leases and restrictions on rent/fee increases. With the assistance of PRICE funding, the AHA will be able to develop affordable housing that will keep costs down for potential homebuyers, while also maintaining the ability to develop equity within the land over time - shifting away from the chattel model currently in place with manufactured homes. Through the shared-equity model, resident

homeowners will own their housing unit, allowing them to build equity over time. Additionally, the AHA will market homeownership opportunities directly to LMI households and protected classes. The AHA intends to keep all homeownership and rental opportunities created through PRICE in the Pine Tree Manufactured Home Community for at least 30 years. This innovative approach provides LMI families with a rare path to affordable homeownership and equity growth, while maintaining the community's long-term affordability.

Protections for Residents

As the site owner, the AHA will establish robust tenant protections exceeding Fannie Mae/Freddie Mac requirements. This includes but is not limited to: Renewable lease terms with strict notice periods for any rent increases, absolute caps on annual rent increase percentages to preserve affordability, right for residents to purchase their home and sublease at any time, 12+ month notice required before any community sale/closure can occur, and relocation assistance if any displacement due to construction/resilience activities. These protections fully align with the Fair Housing Act, Renters Bill of Rights, and all applicable state/local laws. Any resident displaced temporarily for construction will have guaranteed ability to return or purchase a new unit. Those displaced permanently will receive fair market compensation for their home and relocation assistance. Our tenant protections, combined with the shared equity model, ensure residents can build housing stability and wealth without fear of economic displacement.

Access to Resources and Funding

Our redevelopment will directly provide new affordable, accessible housing options designed for integrated, independent living for persons with disabilities. These units will include essential amenities such as wheelchair ramps, roll-in showers, and community spaces/services to foster an inclusive environment. To support residents, we will actively connect LMI households to critical resources, including: Housing Counseling, Rental Assistance, Workforce Training and Section 3 Employment Opportunities. We estimate that 20% of the project's construction labor hours will be worked by Section 3 residents, ensuring that economic benefits are directed towards public housing residents and other low-income individuals. We are committed to maximizing the participation of Section 3 employees, local business owners, and Minor and Women-Owned Business Enterprises (MWBE). Additionally, our Residential Service Coordinators will play a crucial role in supporting residents. They will assist residents in accessing social services within the community to ensure equitable access to assistance and services, such as transportation and healthcare. This support will be instrumental in helping residents navigate and utilize the available resources effectively, promoting a holistic approach to well-being and stability.

Our approach to redevelopment also prioritizes economic opportunities for low-income individuals, in line with Section 3 of the Housing and Urban Development Act of 1968. The AHA has a proven track record of compliance with Section 3, ensuring that job training, employment, and contracting opportunities are made available to public housing residents and other low-income people. By integrating these comprehensive support measures, our proposal not only addresses the immediate need for affordable, accessible housing but also promotes long-term economic stability and access to essential services for underserved communities.

Environment and Resilience

Significant Hazards

FEMA's National Risk Index puts all of Monmouth County at risk for Coastal Flooding, Hurricanes, Heat, Lightning and "Winter Weather". Pine Tree is unable to obtain proper insurance coverage for the disaster prone area. The new, modular, units will ameliorate this issue. During construction, we will also remove dozens of oil and/or propane tanks, perform necessary environmental cleanup, and connect each unit to gas lines. Pine Tree is also susceptible to runoff from nearby developments. The planned site work will make Pine Tree

more sustainable, safe, and resilient to current and future hazards.

Addressing Threats of Natural Hazards, Extreme Weather, and Disaster Events

Given the location of the Pine Tree Manufactured Home Community, there is increased concern around the impact of natural hazards, extreme weather, and disaster events. As a region still feeling the impact of Superstorm Sandy, the Jersey Shore is no stranger to extreme weather events that lead to potential disasters or natural hazards. Currently, the Pine Tree site faces several vulnerabilities, including an inadequate sewer system that is under capacity and water runoff from nearby development. Additionally, the site's coastal location and the ineligibility of homes to obtain wind insurance make the community particularly vulnerable during hurricane season.

To enhance the safety and stability of manufactured housing in our project area, we will implement several measures. First, we will redesign and upgrade the existing sewer system to handle current and future capacities, reducing the risk of overflow and contamination during extreme weather events. Implementing advanced storm water management systems, such as permeable pavements, rain gardens, and retention basins, will help manage runoff and reduce flooding risks on the property.

In terms of home resilience enhancements, all new homes will be built on elevated foundations to protect against flooding and storm surges. We will incorporate wind-resistant materials and construction techniques, such as reinforced framing and impact-resistant windows, to enhance the durability of homes against high winds and hurricanes. Using weather-resistant and climate-appropriate materials across all project sites will increase the longevity and resilience of the homes. These materials include composite roofing, and treated lumber resistant to moisture and pests.

By integrating these comprehensive measures, our project will significantly reduce the vulnerability of the Pine Tree Manufactured Home Community to natural hazards, extreme weather, and disaster events. This approach not only enhances the safety and stability of the community but also ensures that LMI households are supported in preparing for, responding to, and recovering from such events.

Environmental Justice

The AHA will implement comprehensive resilience measures to “future-proof” Pine Tree as a livable, sustainable housing option for generations to come. Our proposal addresses multiple aspects of environmental justice, particularly for communities that have been environmentally underserved or overburdened, such as low-income, Black and Brown communities.

Firstly, we aim to reduce or mitigate exposure to environmental and health hazards by eliminating antiquated manufactured homes and adding proper waste removal systems to reduce potential environmental hazards. Additionally, we will develop site drainage enhancements to mitigate flood risks, which is crucial in an area still feeling the impact of Superstorm Sandy. These enhancements include the implementation of advanced storm water management systems, such as rain gardens and bioswales, to naturally manage storm water and reduce flooding risks on the property.

Improving protection from and resilience to environmental harms is another critical focus of our proposal. We will incorporate durable modular construction using new materials designed to withstand high winds and extreme temperatures, ensuring that all homes are built on elevated foundations to protect against flooding and storm surges. Furthermore, our homes will be equipped with wind-resistant features, such as reinforced framing and impact-resistant windows. We will also ensure that all homes are EnergyStar certified and powered by renewable energy sources, reducing utility costs and emissions.

Expanding environmental benefits for the Pine Tree community is central to our vision. By incorporating green infrastructure, we enhance the natural management of storm water,

contributing to cleaner air and water. We will also promote the use of clean energy and green technology, ensuring that the community benefits from sustainable and eco-friendly practices. Addressing prior disinvestment in environmental infrastructure is essential to our approach. We will invest in upgrading the existing sewer system, which is currently under capacity, to handle current and future needs, thereby reducing the risk of overflow and contamination. The new housing community will feature sustainable landscaping composed of indigenous and locally adapted plant species, promoting biodiversity, reducing water consumption, and providing habitat for native wildlife while minimizing maintenance needs and costs. Collectively, this investment will help overcome the historical neglect of environmental infrastructure in the area and ensure long-term operational stability.

These proactive steps yield immense community benefits by reducing resident health risks, minimizing disruptions from disasters, promoting environmental quality, and achieving long-term operating cost stability. Overall, our innovatively structured affordable housing model is truly built to last, creating a thriving, resilient, and equitable neighborhood asset for future generations. This comprehensive approach not only enhances the immediate living conditions for Pine Tree residents but also contributes to the broader goals of environmental justice by ensuring that underserved communities are not left behind in our efforts to build a sustainable future.

Community Engagement

The AHA intends to implement a comprehensive community engagement strategy to ensure all impacted stakeholders have a voice in shaping the direction and outcomes of the PRICE Main Project to revitalize the Pine Tree Manufactured Home Community. To be successful in this, the AHA will first actively solicit input and participation from Pine Tree's current residents throughout the planning and implementation process. This includes regular community meetings, one-on-one outreach, translation services to overcome language barriers, and coordination with the resident council. We are committed to addressing resident concerns over displacement, costs, construction impacts, and more. Our goal is to co-create a redevelopment vision aligned with their housing needs and priorities.

The AHA will also engage local elected officials, the Eatontown municipal government, and relevant state agencies like the New Jersey Housing and Mortgage Finance Agency and the Department of Community Affairs. Their buy-in on issues like zoning, permitting and aligning with housing/development plans is critical. We have already begun discussions with Mayor Anthony Talerico and will continue an open dialogue on how to facilitate this project within the policy landscape. Our project team includes strong partnerships with housing advocates deeply invested in Pine Tree's future, including: the Fair Share Housing Center, the New Jersey Manufactured Housing Association, and the National Manufactured Home Owners Association. These groups will lend expertise ensuring our engagement is inclusive and our plans affirmatively further fair housing.

To uplift underserved minorities, we will conduct outreach through organizations like the Latino Action Network, the NAACP, Urban League chapters, and area houses of worship. The AHA will also work to ensure barriers are reduced from individuals participating in the planning process, including utilizing language interpretation, conveniently scheduled meeting times/locations for workers, providing transportation assistance and childcare. Pine Tree has a large Spanish-speaking population, so we will partner with institutions like Community Affairs and Resource Center to facilitate culturally-competent engagement. We are also exploring a community liaison program to have respected resident leaders co-lead outreach efforts.

Finally, our shared equity model has generated substantial interest from entities like the National Housing Trust Community Land Trust Network, Grounded Solutions, and ROC USA, who represent technical experts and practitioners we will consult. Groups like New Jersey

Citizen Action and the Furman Center will also be engaged around wealth-building strategies for low-income homeowners.

The AHA does recognize that working with LMI individuals and households may mean that accessibility barriers will occur, thus why the AHA has implemented the aforementioned strategies to reduce barriers. By providing translation services, transportation assistance, and childcare for those who would be interested in engaging but may have external barriers, the AHA is able to ensure increased access and engagement of all impacted stakeholders. We do not currently anticipate the barriers identified in Factor (a) preventing successful implementation, though we are prepared to persistently advocate at all levels of government if needed. We will leverage our credibility and mobilize impacted community voices to make the case for reform.

In summary, our engagement approach is expansive, facilitating a community-driven process that strikes at the root issues perpetuating Pine Tree's deteriorated conditions. We will comprehensively incorporate the lived experiences and subject matter expertise required to realize a catalytic and equitable neighborhood revitalization.

Alignment with Community Plans and Policies

The AHA's proposal aligns with Monmouth County's HUD Consolidated Action Plan. Within the Action Plan, the creation, access, and promotion of affordable homeowner opportunities is listed as a top priority. The actionable item to this plan is increasing homeownership opportunities for income-qualified LMI households within Monmouth County through the construction of units made available to income-qualified homebuyers and the first-time homebuyer program. The plan also seeks to rehabilitate homes and communities to ensure safety and livability in the structures.

Table 1



**Exhibit E: Capacity
Affordable Housing Alliance**

Exhibit E: Capacity

Project Management Experience

The AHA has extensive experience managing community development projects like the one being proposed for PRICE. For over thirty years, the AHA has developed more than 600 units of affordable housing across Monmouth County and currently owns and manages about 400 units, including Pine Tree. The AHA has developed and operates a variety of housing types including multifamily residential, scattered site, single family homeownership, condominium ownership, and the Pine Tree manufactured housing community. The AHA maintains a full time staff of property managers, facilities maintenance staff, and residential service coordinators to assist the residents and provide social services around the clock.

In particular, the AHA has a proven track record of successfully managing and developing low-income housing projects, ensuring the provision of quality housing for underserved communities. One of our significant projects is the Winding Ridge renovation, funded through the Low Income Housing Tax Credit (LIHTC) program. This project involved the renovation of 98 rental units, during which families were temporarily relocated to other units within the community. This careful planning minimizes disruption to residents' lives while their homes are being updated, ensuring a smooth transition back to their improved living spaces. Another notable project is the Cindy Lane development, also funded through LIHTC. The AHA managed the development of 48 new rental units, ensuring that all LIHTC requirements were met. This project provided high-quality, affordable housing to low-income families, reflecting our dedication to expanding housing opportunities.

Additionally, the AHA played a crucial role in the Grandview project, initially completed in the early 1990s under the Low-Income Preservation and Resident Homeownership Act (LIHPRHA). This project involved the renovation of 131 rental units, with residents temporarily relocated off-site during the updates. After completion, each resident was moved back to their original unit, ensuring stability and continuity for the community. The AHA also assisted residents in working with HUD to purchase the property under LIHPRHA provisions, securing long-term affordable housing and preserving the community.

These projects exemplify the AHA's capability in managing complex housing developments and renovations while prioritizing resident welfare and maintaining compliance with federal housing regulations. Our extensive experience with LIHTC and LIHPRHA projects underscores our commitment to providing sustainable and affordable housing solutions to low-income families.

Grant Management

The AHA has extensive experience managing and expending federal grant funds to develop and rehabilitate housing. This includes successfully utilizing funds from programs such as CDBG, HOME, and the National Housing Trust Fund to complete various projects.

One notable project is Cindy Lane, a 48-unit family new construction project that obtained \$8,099,204 from the CDBG Sandy Disaster Recovery Program. This funding was crucial in addressing the housing needs that arose after Hurricane Sandy, allowing us to pay for the design, approvals, and construction of the project. Similarly, Winding Ridge, a 98-unit rehabilitation project, utilized \$16,490,000 from the same CDBG program. These funds were essential in restoring multi-family housing and ensuring that all project requirements were met.

Another example is Allen House II, a 10-unit affordable site for seniors currently under construction, which is funded by \$448,000 in HOME dollars. Additionally, 6 Novad Court, a 3-unit site for very low-income families experiencing homelessness, has \$441,000 in HOME dollars and \$1,000,000 from the National Housing Trust Fund. We have successfully applied for and

drawn on some of these funds thus far and anticipate no issues in meeting the obligations and federal requirements associated with these grants.

In the past 20 years, the AHA has also completed several other projects using federal funds. Oceanport Manor, Millstone House, and Viking House all utilized HOME funding. Allen House I, the sister site to Allen House II, was primarily funded through the HUD 202 program, while Park Road Apartments, a small family property, utilized HUD's Support Housing Program (SHP) funding.

Most recently, we were notified that we will be receiving a 2024 HOME Award for 27 Burnt Tavern Road, a 67-unit Low-Income Housing Tax Credit (LIHTC) project. This award underscores our ongoing commitment to leveraging federal funds to fulfill our mission of providing affordable housing. Additionally, we have several other projects in our pipeline where we will seek funding through federal programs.

Through these projects, we have consistently met all obligations and federal requirements, ensuring that funds were used effectively and efficiently. Our track record demonstrates our capability to manage substantial federal grants and our dedication to creating and preserving affordable housing for underserved communities.

Key Staff

The AHA has robust Housing Development and Property Management teams that are well-equipped to lead and implement the PRICE Project. Our key staff members bring extensive experience and expertise to ensure the successful execution of the project. The team includes:

Randi Moore, Chief Executive Officer: Randi provides overall leadership and strategic direction for the project. She ensures that the project aligns with the AHA's mission and goals, overseeing high-level decision-making and stakeholder engagement. Ms. Moore's experience includes administering a County level CDBG, HOME, and COC program.

Warren Sidosky, Chief Financial Officer: Warren manages the financial aspects of the project, including budgeting, funding allocation, and financial reporting. Warren ensures compliance with financial regulations and oversees the disbursement of grant funds.

Katie Brennan, Chief Operating Officer: Katie oversees the day-to-day operations of the organization, ensuring that all departments are aligned and functioning efficiently. Katie coordinates between various teams to streamline processes and ensure effective implementation of the project. Ms. Brennan's experience includes administering a statewide CDBG-DR program.

Toi Collins, Chief Program Officer: Toi is responsible for overseeing program development and implementation, ensuring that all programs align with the AHA's mission and goals. Toi works closely with the Project Manager to integrate programmatic elements into the development process and monitors the impact and outcomes of the project.

Chris Pugliese, Director of Housing Development: Chris leads the housing development team, overseeing the planning, design, and construction phases of the project. Chris coordinates with architects, contractors, and other stakeholders to ensure timely and within budget project completion.

Britton Cook, Director of Property Management: Britton manages property operations, including tenant relations, maintenance, and lease administration. Britton ensures that properties meet regulatory requirements and maintains high standards of resident satisfaction.

Anthony Weigand, Housing Development Project Manager: Anthony is responsible for the day-to-day management of housing development. He will work closely with the PRICE Project Manager on the oversight of the project. This includes overseeing scheduling, monitoring progress, and ensuring compliance with all regulatory requirements.

James Aravec, Construction Field Supervisor: James oversees on-site construction activities, ensuring that construction adheres to design specifications and safety standards. James

coordinates with subcontractors and addresses any on-site issues promptly.

To be hired, PRICE Project Manager: This position is assigned as the designated project manager for the PRICE project. They will be responsible for day-to-day project management, including scheduling, coordination, and monitoring progress. The project manager ensures that all project milestones are met and that the project stays on track.

Property Managers: Property Managers maintain the quality and livability of our housing communities. They are responsible for overseeing daily property operations, including tenant relations, lease administration, and maintenance. They ensure that all properties meet regulatory requirements and adhere to high standards of resident satisfaction.

Residential Service Coordinators (RSC): The RSCs assist residents in accessing social services and ensure equitable access to assistance and services, such as transportation and healthcare.

The AHA attests that there are no for-profit partners with land ownership interest associated with the PRICE project.

Experience Promoting Racial Equity

The AHA has a long-standing commitment to promoting racial equity and has extensive experience working directly with underserved communities, particularly Black and Brown communities. We have developed and operated various programs that aim to equitably benefit these groups and have successfully advanced racial equity in multiple ways.

We have been actively engaged with underserved communities, focusing on understanding their unique needs and challenges. Our programs are designed to address systemic inequities and provide tailored support to Black and Brown communities. Strategies that we implement to effectively do this include: community outreach, partnerships with local organizations, and advisory committees. We conduct extensive outreach activities to engage with underserved communities. This includes hosting town hall meetings, focus groups, and listening sessions to gather input directly from community members. We also collaborate with local organizations and community leaders who have deep roots in our communities. These partnerships help us build trust and ensure our programs are culturally relevant and responsive to community needs. Some of these partnerships support our work through advisory committees; these committees provide valuable insights and guidance on program design and implementation.

Our programs are specifically designed to address the disparities faced by Black and Brown communities. We focus on areas such as housing and education, ensuring that our initiatives promote equitable outcomes.

We prioritize obtaining and applying input from Black and Brown communities when designing, planning and implementing programs. This ensures that our initiatives are grounded in the real-life experiences and needs of those we aim to serve. We conduct surveys and need assessments to gather data on the challenges and priorities of underserved communities. This information directly informs our program development. We involve community members in the planning process, allowing them to contribute ideas and feedback on program design and implementation. This participatory approach ensures that our programs are community-driven. We also establish mechanisms for ongoing feedback, allowing us to adjust and improve our programs based on the experiences and suggestions of participants.

The AHA is deeply committed to promoting racial equity and has a proven track record of working directly with underserved communities to design and operate programs that equitably benefit Black and Brown communities. Through community engagement, equitable program design, advocacy, and continuous feedback, we strive to address systemic inequities and create opportunities for all individuals to thrive. Our dedication to racial equity is reflected in every

aspect of our work.

Environmental Review Experience

The AHA has extensive experience in conducting HUD Environmental Reviews in accordance with 24 CFR part 58, as we often collaborate with state governments and units of general local government. Our projects frequently involve federal funds, which necessitate comprehensive Environmental Review Records. A significant portion of our projects, such as those funded through CDBG, HOME, and other federal programs, have required us to complete environmental reviews before any acquisition, rehabilitation, conversion, demolition, leasing, repair, or construction activities. This has provided us with substantial experience in navigating the environmental review process to ensure compliance with HUD regulations.

Our development staff, including Chris Pugliese and Anthony Weigand, have collectively managed dozens of environmental reviews throughout their careers. They bring a wealth of knowledge and experience, ensuring that all environmental assessments and reviews are conducted thoroughly and efficiently. Their familiarity with the ERR process allows us to anticipate and address potential issues proactively, ensuring timely project progress.

In addition to our internal capabilities, the AHA collaborates with a range of environmental engineering groups that specialize in HUD Environmental Reviews. These experts assist us in conducting detailed environmental assessments, evaluating potential impacts, and developing mitigation strategies when necessary. Their expertise ensures that all environmental considerations are meticulously addressed, further strengthening our compliance with HUD's requirements.

By leveraging our extensive experience and the specialized knowledge of our partners, the AHA is well-prepared to handle the environmental review process for the PRICE project, ensuring that all necessary assessments and reviews are completed accurately and in compliance with federal regulations. This proactive approach helps us maintain our project timelines and secure necessary approvals, ultimately contributing to the successful development and sustainability of our housing projects.

Experience with Cross-Cutting Federal Requirements

The AHA has extensive experience in administering federal funds, thus making us well-versed in the cross-cutting federal requirements necessary for compliance. Our team is committed to adhering to these standards to ensure the proper management and implementation of federally-funded programs.

2 CFR Part 200

Our organization has a strong track record of managing federal awards in compliance with 2 CFR Part 200. This includes establishing sound financial management systems, maintaining accurate records, and conducting regular audits. We have a robust financial management system in place to track and report on federal funds. These systems ensure accountability and transparency in the use of federal resources. We adhere to the cost principles outlined in 2 CFR Part 200, ensuring that all costs charged to federal awards are necessary, reasonable, allocable, and allowable under federal guidelines. We conduct annual audits in compliance with the Single Audit Act and 2 CFR Part 200, Subpart F. These audits are performed by independent auditors to ensure our financial statements and practices meet federal standards. We also have established strong internal controls to safeguard federal funds, prevent fraud, waste, and abuse, and ensure compliance with federal requirements.

Davis-Bacon Labor Standards

The AHA has experience with Davis-Bacon labor standards for construction projects funded by federal awards. We ensure that contractors and subcontractors comply with prevailing wage requirements. We monitor and enforce the payment of prevailing wage rates

to all laborers and mechanics employed on federally-funded construction projects. We require contractors to submit certified payroll records to verify compliance with Davis-Bacon labor standards. We also conduct regular on-site inspections to ensure compliance with labor standards and interview workers to confirm wage payments.

Fair Housing and Nondiscrimination Requirements

We are deeply committed to promoting fair housing and preventing discrimination in all our programs and activities. We have implemented numerous initiatives to ensure compliance with fair housing laws. We provide regular training for staff and partners on fair housing laws, including the Fair Housing Act, to ensure they understand their responsibilities and obligations. We ensure that all individuals, regardless of race, color, national origin, religion, sex, familial status, or disability, have equal access to our housing programs and services. We actively monitor compliance with fair housing requirements and take corrective action when violations are identified. We also have procedures for handling complaints of discrimination. We also conduct outreach and education to inform the public about fair housing rights and promote diversity and inclusion in our housing programs.

49 CFR 24 (Uniform Relocation Act)

The AHA has experience implementing the Uniform Relocation Assistance and Real Property Acquisition Policies Act (URA) in our previous housing and redevelopment projects. Our goal for the PRICE project is to minimize displacement and ensure fair and equitable treatment for those affected by redevelopment efforts. We will provide comprehensive relocation assistance to displaced individuals and families, including advisory services, financial assistance, and help in finding comparable replacement housing. We will develop relocation plans and provide timely notifications to affected residents, ensuring they understand their rights and available assistance. We will ensure that displaced persons receive fair compensation for their relocation costs, in accordance with URA requirements. Finally, we will maintain detailed records of all relocation activities and expenses to ensure transparency and compliance with federal requirements.

Exhibit F: Match or Leverage
Affordable Housing Alliance

Exhibit F: Match or Leverage

Leverage Sources

The AHA intends to leverage its current sources to support the PRICE project. First and foremost, the AHA has sole ownership of the Pine Tree Manufactured Home Community, valued in excess of \$6.5 million. This ownership puts the AHA in a prime place to be able to complete the proposed redevelopment project without having to rely on securing property to complete the project.

Additionally, the AHA can leverage its potential partnerships with community banks for homeownership mortgages. Our partners will work with us to provide feasible homeownership mortgages for the low-income population of Pine Tree. This source is a major asset in achieving this proposal, as it is a known barrier that individuals with low-incomes struggle to access affordable mortgages.

Finally, and most importantly, the AHA has been recently awarded a \$25,000 grant from NeighborWorks America and a \$20,000 grant from Stone Foundation. This funding will cover the cost of a shared equity consultant who will help construct an equitable and sustainable shared equity model for the Pine Tree residents.

Contingency Plan for Funding Risks

While the AHA maintains optimism that our PRICE proposal will be awarded, we have prepared a contingency plan. This plan involves scaling back the project but still proceeding forward. We would first prioritize the buy-out and demolition of all pre-1976 units and replacement with new modular units, accounting for approximately half of the Pine Tree population. After, we would prepare the site and construct the modular units for the shared equity initiative. However, the AHA does risk the ability to conduct the site work necessary to replace sewer and gas lines, flood mitigation, hurricane safety, and site accessibility without the full PRICE award.

Exhibit G: Long-term Effect
Affordable Housing Alliance

Exhibit G: Long-term Effect

Long-Term Effects for LMI Households

The AHA's proposal ensures that we are replacing 1:1 affordable housing options and not reducing the already limited housing stock in the area. The AHA has an extensive presence and commitment to Eatontown and the broader Monmouth County community. It is our mission to ensure long-term affordable housing opportunities for residents. Our shared equity homeownership model is specifically designed to retain affordable housing opportunities for LMI households in perpetuity at Pine Tree Manufactured Home Community. By separating ownership of land and homes, we ensure that homeownership opportunities remain affordable despite rising land costs, LMI buyers will only need mortgage for the home, lowering financial barriers, there will be strict limits on annual ground lease fee increases to preserve affordability over time, and homeowners will accrue equity that can be cashed out, providing wealth-building.

Current renters will have first priority to purchase the new affordable homes. We will provide homebuyer counseling and down payment assistance to help transition renters to homeownership and acquire an ownership stake.

Long-Term Affordability

The shared equity program structure guarantees the new Pine Tree homes and lots remain affordable for at least 30 years without any ongoing federal subsidies. The land will always be owned by the AHA as a non-profit, preventing rising costs. Additionally, by having strict ground lease terms will cap annual rent increases at affordable levels. There will be deed covenants on homes to place equity/appreciation limits to preserve affordability. Finally, homeowners must resell to another LMI household to maintain affordability. This self-sustaining model combined with our renewable energy and resilience measures will ensure operating costs remain predictable and manageable long-term.

This is crucial in New Jersey's current climate. The state is seeing an influx of private investors purchasing manufactured home communities and raising pad rents to unconscionable levels. The AHA's long term stewardship of the community will ensure that Pine Tree remains affordable. As part of our proposal, the AHA seeks to reduce the carrying cost of the site. This will protect the residents from the burden of the land mortgage and reduce the cost of ongoing maintenance and pad fees.

The program will be available to all Pine Tree residents. Their ownership stake in the shared equity program will ensure long-term affordability and the opportunity to have wealth creation through equity. As residents grow their income or move on from the community, the home will remain affordable and provide a new opportunity for affordable homeownership and wealth creation.

Long-Term Stable Homeownership

Our pioneering shared equity program gives LMI families a rare path to stable, unsubsidized homeownership. These families can build equity in their home over time just like traditional owners, but are protected from displacement due to rising land costs and taxes. The affordable ground leases prevent unmanageable lot fee increases and the energy efficiency and resilience limit future utility/repair costs. Most critically, owning both the house and land provides far greater long-term wealth-building potential compared to traditional manufactured home ownership.

Long-Term Support for Underserved Communities

Redeveloping Pine Tree as a stable, affordable homeownership community inherently advances housing justice and access for underserved groups like racial minorities that are disproportionately impacted by housing discrimination, those with disabilities gaining new

accessible homes and amenities, and very low-income households locked out of the homebuying market. By enabling homeownership and equity growth at an affordable level, our model provides a powerful wealth-building tool for communities of color that have historically faced barriers. We estimate that 70% of new Pine Tree homeowners will be from minority racial/ethnic groups.

Additionally, the quality housing, community amenities, and resilient infrastructure will dramatically improve health/safety standards compared to past conditions.

Livable, Sustainable, and Resilient Manufactured Housing

Our comprehensive resilience measures “future-proof” Pine Tree as a livable, sustainable housing option for generations. The durable modular construction and site drainage enhancements mitigate flood risks. With the homes being Energystar certified coupled with renewable power, utility costs and emissions will be reduced. We are also integrating green infrastructure like rain gardens and bioswales to naturally manage storm water, eliminating antiquated manufactured homes, and implementing proper waste removal, all which will reduce environmental hazards.

These proactive steps yield immense community benefits by reducing resident health risks, minimizing disruptions from disasters, promoting environmental quality, and achieving long-term operating cost stability. Overall, our innovatively structured affordable housing model is truly built to last - creating a thriving, resilient, and equitable neighborhood asset for future generations.

Attachment A

Advancing Racial Equity

The Affordable Housing Alliance (AHA) has a long-standing commitment to promoting racial equity and has extensive experience working directly with underserved communities, particularly Black and Brown communities. We have developed and operated various programs that aim to equitably benefit these groups and have successfully advanced racial equity in multiple ways.

Racial Composition of Those Benefitted

The Pine Tree Manufactured Home Community has a large Hispanic/Latino population, as well as, Black/African American and other minority groups. This demographic differs in diversity compared to Eatontown and Monmouth County's racial composition. The residents of Pine Tree consist of families most likely to be underrepresented in homeownership and overrepresented in housing cost burden.

Potential Barriers

The AHA strives to be data-driven, thus it utilizes surveys, assessments, and data to inform its work. In a 2024 Residential Needs Assessment done internally at the AHA, it was discovered that more than one third of AHA residents have a disability, which creates a barrier for them in accessing employment and social services. Additionally, 15% of residents shared that they have health issues that create barriers for them, while another 9% highlight lack of transportation. From an intersectional lens, individuals of color are more likely to face compounding barriers based on the barriers listed as it intersects with their race and ethnicity as well. Additional potential barriers could include language barriers, cultural differences, and access to information and resources. Finally, we would be remiss to not acknowledge the systemic inequities that may have led to disparities in housing, income, and other socioeconomic factors that could contribute to barriers today.

While the AHA strives to achieve racial equity in its work and efforts, it also considers how these types of barriers could be potential barriers for individuals of color from accessing homeownership, even in the AHA's affordable housing sites.

Preventing and Eliminating Barriers

To combat these barriers, the AHA has a comprehensive plan on engaging communities of color. This includes conducting outreach and providing information in multiple languages to ensure effective communication and accessibility for non-English speaking individuals. To such, the AHA also implements cultural competency training for staff and partners involved in service delivery to promote inclusivity and sensitivity.

The AHA engages with community leaders, organizations, and trusted voices within communities of color to better understand their specific needs and concerns, and to foster trust and collaboration. By establishing partnerships with local service providers, educational institutions, and advocacy groups, we have been able to leverage our expertise and connections with communities of color.

Finally, the AHA has targeted strategies and programs that address systemic inequities and barriers faced by communities of color, such as financial literacy education and affordable housing initiatives.

Evaluation Measures

To track progress and evaluate the effectiveness of efforts to advance racial equity, we utilize different measures, including collecting and analyzing demographic data on program participants, beneficiaries, and stakeholders to monitor representation and identify any disparities. The AHA also conducts regular surveys to residents and clients to gather feedback and assess the impact of service delivery.

With this information, the AHA's Data Analyst establishes quantitative and qualitative metrics to measure progress towards equity goals, such as changes in homeownership rates, income levels, and access to resources among our clients of color. Through analysis, we engage in continuous evaluation and improvement - this ensures that efforts remain effective and responsive to the evolving needs of our diverse communities.

By implementing these measures, the organization can demonstrate a commitment to advancing racial equity and ensure that service delivery equitably benefits all members of the community, including communities of color.

Attachment B

Affirmative Marketing Plan

The Affordable Housing Alliance (AHA), in alignment with its racial equity efforts, also implements affirmative marketing strategies to capture demographic groups that may be least likely to engage with housing and services the AHA intends to provide as part of the PRICE project. To do this, the AHA utilizes a multi-pronged approach to our marketing efforts.

Resident Engagement and Communication

The AHA will hold regular community meetings and workshops to inform residents about the redevelopment plans, timeline, and available resources, in compliance with HUD regulations. We will establish a dedicated phone line and email address for residents to ask questions and receive updates. We will develop and distribute informational materials in multiple languages to ensure accessibility. Finally, we will also utilize our social media platforms, newsletters, and flyers to keep residents informed and engaged.

Relocation Measures

The AHA will provide personalized relocation assistance to residents affected by the redevelopment. This will be coupled with assistance in finding temporary housing, coordination of moving services, and financial assistance for relocation costs. We will refer residents to counseling services to address any concerns or anxieties related to relocation. Finally, we will ensure that relocated residents are connected to support services, such as transportation, childcare, and healthcare, with the support of our Residential Service Coordinators and community partners.

First Option to Move Back

The AHA guarantees that Pine Tree residents will have the first option to move back to the community once the redevelopment is completed. We will maintain communication with relocated residents throughout the redevelopment process to provide updates and ensure their continued interest in returning. Finally, the AHA will provide priority placement for returning residents based on their previous housing status and tenure.

Affirmative Marketing Strategies

The AHA will create public service announcements for local radio and television stations, highlighting the benefits of the redevelopment project and the availability of relocation assistance. We will place regional advertisements in newspapers, emphasizing the positive impact of the redevelopment on the community and providing information on relocation options and assistance. We will implement targeted social media campaigns on platforms like Facebook, Twitter, and Instagram, reaching out current residents and the surrounding community. Finally, we will develop informational brochures and flyers about the redevelopment project and distribute them to local businesses, community centers, and government offices.

Outreach to Surrounding Communities

The AHA will engage with neighboring communities through community events, presentations, and open houses to raise awareness of the redeveloped Pine Tree community; this

will be coupled with offered tours and informational sessions to residents of these communities to showcase the benefits of living in the redeveloped community. We will collaborate with local organizations, schools, and businesses to promote the availability of affordable housing in the redeveloped community. Additionally, the AHA will provide information about transportation options, schools, and local amenities to help prospective residents make informed decisions about relocating.

Evaluation and Feedback

The AHA will establish a feedback mechanism to solicit input from residents throughout the redevelopment process. We will conduct regular surveys to assess resident satisfaction with relocation services and the redeveloped community. This feedback will be used to make adjustments and improvements to the affirmative marketing plan and relocation measures as needed.

By implementing this affirmative marketing plan, we aim to ensure a successful redevelopment process that prioritizes the needs and satisfaction of Pine Tree community residents while also engaging the surrounding community.

Attachment C

Affirmatively Furthering Fair Housing

The Affordable Housing Alliance (AHA) recognizes the importance of ensuring that our proposed redevelopment of the Pine Tree Manufactured Home Community aligns with the goals of affirmatively furthering fair housing by increasing quality, affordable housing opportunities in Eatontown and directly addresses barriers faced by protected class groups, including racial/ethnic minorities, persons with disabilities, and lower-income households.

Currently in Eatontown, 35% of households are classified as low or moderate income with disproportionate housing cost burdens. There is a severe shortage of affordable, physically accessible housing, hindering choice for elderly and disabled residents. Environmental hazards like coastal flooding also disproportionately impact vulnerable populations unable to secure safe, decent housing.

By redeveloping Pine Tree and creating 100 new affordable housing units, this development expands housing choice and mobility for underserved groups facing discrimination and displacement pressures in the private market.

Through partnerships with fair housing organizations, culturally-competent marketing, disability accommodations and deeply affordable housing, we aim to foster inclusive housing patterns and desegregate concentrated areas of poverty in Monmouth County. Our shared equity model offers a pathway to affordable, sustainable, and resident-controlled homeownership.



Attachment D Eligible Applicant

The Affordable Housing Alliance (AHA) is an eligible application as per Section III.A of the NOFO. The AHA has clearly identified its eligibility status within the application. The AHA has included all necessary documentation, such as memoranda of understanding and letters of intent from all partners. These documents demonstrate the solid partnerships formed to implement the proposed project, ensuring full compliance with NOFO requirements.

Attachment E

Evidence of Partnership Letters

1. Enterprise Housing Credit Investments
2. The Alpert Group



June 7, 2024

United States Department of Housing and Urban Development
451 7th Street SW
Washington, DC 20410

Re: HUD PRICE NOFO – Affordable Housing Alliance Eatontown, NJ Project

To whom it may concern:

I am writing to enthusiastically endorse the Affordable Housing Alliance (AHA) for the HUD PRICE NOFO aimed at revitalizing manufactured home parks. As a LIHTC syndicator deeply committed to fostering equitable and sustainable communities, Enterprise Community Investment has had the privilege of collaborating with AHA on two LIHTC projects, and our currently working on a 3rd. We believe the organization is more than up to the task of revitalization the Pine Tree Manufactured Home Community.

AHA has distinguished itself through its unwavering dedication to providing safe, affordable, and dignified housing solutions for low-income individuals and families. Their commitment to social justice and community empowerment is evident, which are often overlooked yet essential components of the affordable housing landscape.

AHA has a proven track record of leveraging public and private funding sources to maximize the impact of their initiatives. Their expertise in navigating complex regulatory environments and their commitment to fiscal responsibility ensure that every dollar invested yields tangible and lasting benefits for residents and communities alike.

Given their demonstrated effectiveness and unwavering commitment to excellence, we are confident that AHA would be a worthy recipient of the HUD PRICE NOFO. Their proposed project aligns closely with HUD's objectives to revitalize manufactured home parks and create sustainable, inclusive communities with wealth building opportunities for all residents.

Thank you for your attention to this matter.

Sincerely,
Enterprise HOUSING CREDIT INVESTMENTS

A handwritten signature in blue ink, appearing to read "Thomas R. Eastman".

Thomas R. Eastman, Vice President

The Alpert Group, LLC

FULL SERVICE REAL ESTATE DEVELOPMENT AND MANAGEMENT
ONE PARKER PLAZA
FORT LEE, NEW JERSEY 07204

www.TheAlpertGroup.com

JOSEPH ALPERT
PRESIDENT

(201) 886-7800
Fax (201) 886-7806

June 7, 2024

United States Department of Housing and Urban Development
451 7th Street SW
Washington, DC 20410

Re: HUD PRICE NOFO – Affordable Housing Alliance Eatontown, NJ Project

To Whom it May Concern:

The Alpert Group (TAG) is proud to have been development partners with the Affordable Housing Alliance (AHA) for the last decade and could not recommend them more for this grant. Together, we developed and own two Low Income Housing Tax Credit Projects, Winding Ridge and Cindy Lane. Winding Ridge was a rehabilitation project featuring 98 affordable units for families in Neptune, NJ. Cindy Lane was a new construction development containing 48 affordable apartments for families in Ocean, NJ. The Affordable Housing Alliance participated in all aspects of the projects, including identifying and acquiring the properties, obtaining funding, organizing professionals, obtaining entitlements, construction, and lease up. Each of these projects has been so successful that we are again partnering with AHA on a project in a waterfront New Jersey town, Keansburg. Here, we are in the early stages of a plan to redevelop 131 existing apartments that were originally constructed in 1968 and are well past their useful life.

TAG is a fourth-generation family-owned full-service real estate development and property management company based in Fort Lee, New Jersey. We developed our first affordable housing property under the U.S. Department of Housing and Urban Development's 221(d)3 Project Based Section 8 Program in the early 1970's. Over the ensuing years, TAG established a long and successful track record developing, owning, and managing affordable and market-rate rental housing for young professionals, families, senior citizens, and persons with special needs. Since its founding, the company has developed over 3,500 units of housing in New Jersey, New York, and Connecticut.

We believe that with the proper resources, AHA will be able to fully transform their Manufactured Home Park, into a vibrant community that will allow its residents to live in a safe, affordable, environmentally sound neighborhood, while also having the opportunity to build equity. We have the utmost confidence in this organization.

Sincerely,



Joseph Alpert
President

Attachment F: Match or Leverage

Leverage Sources

The AHA intends to leverage its current sources to support the PRICE project. First and foremost, the AHA has sole ownership of the Pine Tree Manufactured Home Community, valued in excess of \$6.5 million. This ownership puts the AHA in a prime place to be able to complete the proposed redevelopment project without having to rely on securing property to complete the project.

Additionally, the AHA can leverage its potential partnerships with community banks for homeownership mortgages. Our partners will work with us to provide feasible homeownership mortgages for the low-income population of Pine Tree. This source is a major asset in achieving this proposal, as it is a known barrier that individuals with low-incomes struggle to access affordable mortgages.

Finally, and most importantly, the AHA has been recently awarded a \$25,000 grant from NeighborWorks America and a \$20,000 grant from Stone Foundation. This funding will cover the cost of a shared equity consultant who will help construct an equitable and sustainable shared equity model for the Pine Tree residents.

Contingency Plan for Funding Risks

While the AHA maintains optimism that our PRICE proposal will be awarded, we have prepared a contingency plan. This plan involves scaling back the project but still proceeding forward. We would first prioritize the buy-out and demolition of all pre-1976 units and replacement with new modular units, accounting for approximately half of the Pine Tree population. After, we would prepare the site and construct the modular units for the shared equity initiative. However, the AHA does risk the ability to conduct the site work necessary to replace sewer and gas lines, flood mitigation, hurricane safety, and site accessibility without the full PRICE award.

Grant Application Detailed Budget Worksheet

OMB Approval No. 2501-0017
Expiration: 1/31/2026

Applicant Name:		Affordable Housing Alliance									
Applicant Address:		3535 Route 66, Parkway 100, Building 4									
		Neptune, New Jersey 07753									
Category				Detailed Description of Budget (for full grant period)							
	Estimated Hours	Rate per Hour	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
1. Personnel (Direct Labor)											
Britton Cook, Director of Property Management	3,120	\$60.42	\$188,496	\$56,549	\$131,947						
Chris Pugliese, Director of Housing Development	3,120	\$59.42	\$185,400	\$185,400							
Joe Buscio, Facilities Manager	3,120	\$36.06	\$112,500	\$33,750	\$78,750						
Sharon Smith, Residential Services Coordinator	3,120	\$19.50	\$60,840	\$50,700	\$10,140						
Caelin McCallum, Grants Project Manager	936	\$38.46	\$35,999	\$35,999							
Jeremy Nieves, Data Analyst	936	\$26.22	\$24,542	\$24,542							
Jim Aravec, Construction Supervisor	2,080	\$36.20	\$75,296	\$75,296							
PRICE Manager	12,480	\$30.00	\$374,400	\$374,400							
Randi Moore, Chief Executive Officer	936	\$85.34	\$79,875		\$79,875						
Warren Sidosky, Chief Financial Officer	936	\$61.89	\$57,929		\$57,929						
Katie Brennan, Chief Operating Officer	936	\$55.29	\$51,750		\$51,750						
Toi Collins, Chief Program Officer	936	\$74.28	\$69,525		\$69,525						
Total Direct Labor Cost			\$1,316,552	\$836,635	\$479,917						
	Rate (%)	Base	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
2. Fringe Benefits											
Britton Cook, Director of Property Management	23%	\$188,496	\$43,354	\$13,006	\$30,348						
Chris Pugliese, Director of Housing Development	23%	\$185,400	\$42,642	\$42,642							
Joe Buscio, Facilities Manager	23%	\$112,500	\$25,875	\$7,763	\$18,113						
Sharon Smith, Residential Services Coordinator	23%	\$60,840	\$13,993	\$11,661	\$2,332						
Caelin McCallum, Grants Project Manager	23%	\$35,999	\$8,280	\$8,280							
Jeremy Nieves, Data Analyst	23%	\$24,542	\$5,645	\$5,645							
Jim Aravec, Construction Supervisor	23%	\$75,296	\$17,318	\$17,318							
PRICE Manager	23%	\$374,400	\$86,112	\$86,112							
Randi Moore, Chief Executive Officer	23%	\$79,875	\$18,371		\$18,371						
Warren Sidosky, Chief Financial Officer	23%	\$57,929	\$13,324		\$13,324						
Katie Brennan, Chief Operating Officer	23%	\$51,750	\$11,903		\$11,903						
Toi Collins, Chief Program Officer	23%	\$69,525	\$15,991		\$15,991						
Total Fringe Benefits Cost			\$302,807	\$192,426	\$110,381						
3. Travel											
	Mileage	Rate per Mile	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
3a. Transportation - Local Private Vehicle											
N/A											
Subtotal - Trans - Local Private Vehicle											

3b. Transportation - Airfare (show destination)	Trips	Fare	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
N/A											
Subtotal - Transportation - Airfare											
3c. Transportation - Other	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
N/A											
Subtotal - Transportation - Other											
3d. Per Diem or Subsistence (indicate location)	Days	Rate per Day	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
N/A											
Subtotal - Per Diem or Subsistence											
Total Travel Cost											
4. Equipment (Only items over \$5,000 Depreciated value)	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
N/A											
Total Equipment Cost											
5. Supplies and Materials (Items under \$5,000 Depreciated Value)											
5a. Consumable Supplies	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
N/A											
Subtotal - Consumable Supplies											
5b. Non-Consumable Materials	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
N/A											
Subtotal - Non-Consumable Materials											
Total Supplies and Materials Cost											
6. Consultants (Type)	Days	Rate per Day	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
URA Consultant	365	\$750.00	\$273,750	\$273,750							
Shared Equity	365	\$68.50	\$45,000							\$45,000	
Total Consultants Cost			\$318,750	\$273,750						\$45,000	
7. Contracts and Sub-Grantees (List individually)											
7a. Contracts	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
N/A											
Subtotal - Contracts											
7b. Sub-Grantees (List individually)	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
N/A											
Subtotal - Sub-Grantees											

Total Contracts and Sub-Grantees Cost											
8. Construction Costs											
8a. Administrative and legal expenses	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
Legal Fees - Phase 1			\$92,000	\$92,000							
Legal Fees - Phase 2			\$92,000	\$92,000							
Legal Fees for resident relocation			\$100,000	\$100,000							
Subtotal - Administrative and legal expenses			\$284,000	\$284,000							
8b. Land, structures, rights-of way, appraisal, et	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
Cost of Site and interest			\$8,500,000	\$2,000,000	\$6,500,000						
Subtotal - Land, structures, rights-of way, ...			\$8,500,000	\$2,000,000	\$6,500,000						
8c. Relocation expenses and payments	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
Relocating Manufactured Home Units Onsite	20	100000	\$2,000,000	\$2,000,000							
URA Rent for 18 months at \$3,000 a month med	80	27000	\$2,160,000	\$2,160,000							
Moving Expenses for relocation there and back	80	2000	\$160,000	\$160,000							
Replacement Housing for Repurchasing Homes	80	22500	\$1,800,000	\$1,800,000							
Buy Outs	100	40000	\$4,000,000	\$4,000,000							
Subtotal - Relocation expenses and payments			\$10,120,000	\$10,120,000	\$0						
8d. Architectural and engineering fees	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
Architect - Phase 1			\$300,000	\$300,000							
Architect - Phase 2			\$200,000	\$200,000							
Engineer			\$300,000	\$300,000							
Environmental Engineer			\$80,000	\$80,000							
Subtotal - Architectural and engineering fees			\$880,000	\$880,000							
8e. Other architectural and engineering fees	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
N/A											
Subtotal - Other architectural and engineering fees											
8f. Project inspection fees	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
N/A											
Subtotal - Project inspection fees											
8g. Site work	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
Site Work - Phase 1	50	50000	\$2,500,000	\$2,500,000							
Site Work - Phase 2	50	50000	\$2,500,000	\$2,500,000							
Subtotal - Site work			\$5,000,000	\$5,000,000							

	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
8h. Demolition and removal											
Demolition - Phase 1	50	6000	\$300,000	\$300,000							
Demolition - Phase 2	60	6000	\$360,000	\$360,000							
Subtotal - Demolition and removal			\$660,000	\$660,000							
	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
8i. Construction											
Purchase/Construct 46 Homes - Phase 1			\$18,400,000	\$18,400,000							
Purchase/Construct 46 Homes - Phase 2			\$18,400,000	\$18,400,000							
Subtotal - Construction			\$36,800,000	\$36,800,000							
	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
8j. Equipment											
N/A											
Subtotal - Equipment											
	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
8k. Contingencies											
Construction Contingency - Phase 1			\$920,000	\$920,000							
Construction Contingency - Phase 2			\$920,000	\$920,000							
Subtotal - Contingencies			\$1,840,000	\$1,840,000							
	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
8l. Miscellaneous											
Builders Risk Insurance - Phase 1			\$100,000	\$100,000							
Builders Risk Insurance - Phase 2			\$100,000	\$100,000							
Subtotal - Miscellaneous			\$200,000	\$200,000							
Total Construction Costs			\$64,284,000	\$57,784,000	\$6,500,000	\$0	\$0	\$0	\$0	\$0	\$0
	Quantity	Unit Cost	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
9. Other Direct Costs											
Item											
Gas Meter Removals - Phase 1			\$52,500	\$52,500							
Gas Meter Removals - Phase 2			\$52,500	\$52,500							
Oil Tank Removal - Phase 1			\$7,500	\$7,500							
Oil Tank Removal - Phase 2			\$7,500	\$7,500							
Survey			\$80,000	\$80,000							
Permits -Phase 1			\$75,000	\$75,000							
Permits - Phase 2			\$75,000	\$75,000							
Title Fees			\$100,000	\$100,000							
Utility Tie In - Phase 1			\$100,000	\$100,000							
Utility Tie In - Phase 2			\$100,000	\$100,000							
Construction Loan Interest - Phase 1			\$777,400	\$777,400							
Construction Loan Interest - Phase 2			\$777,400	\$777,400							
Financing Fees - Phase 1 and 2 Combined			\$462,000	\$462,000							
Total Other Direct Costs			\$2,666,800	\$2,666,800	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Subtotal of Direct Costs				\$68,888,909	\$61,753,612	\$7,090,297	\$0	\$0	\$0	\$0	\$45,000	\$0
10. Indirect Costs		Rate	Base	Estimated Cost	HUD Share	Applicant Match	Other HUD Funds	Other Federal Share	State Share	Local/Tribal Share	Other	Program Income
Type												
Indirect Rate		10.00%	\$68,888,909	\$6,888,891	\$6,888,891							
Total Indirect Costs				\$6,888,891	\$6,888,891	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Estimated Costs				\$75,777,800	\$68,642,503	\$7,090,297	\$0	\$0	\$0	\$0	\$45,000	\$0