

Bantam Airways

Applicant: Transfer from: Bantam Apartments Holdings, LLC to Bantam Airways Apartments, LLC
 Refinancing of: Bantam Airways Apartments, LLC
 2949 Airways Blvd
 Memphis, TN 38131

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Lender: Mike Padilla, NorthMarq Capital
 3500 American Blvd W, Suite 500
 Minneapolis, MN 55431
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 Amount of Loan: \$5,770,000

PILOT Application Summary: Bantam Airways consists of 149 units. All residential units have been fully renovated including all new electrical, plumbing, mechanical, fire sprinkler and fire alarm work, all new finishes, and full kitchens. The property received its final CO on 5/24/22. The transfer of the PILOT leasehold rights to Applicant will not result in any change in the existing ownership structure, except for refinancing purposes. We are seeking to refinance the existing construction loan with ServisFirst Bank to a 10-year term loan with Freddie Mac. Freddie Mac will be issuing a loan to each individual property. Bantam Airways Apartments will be borrowing \$5,770,000 from a Freddie Mac lender.

Total Units	BR/BA	Units	SF	Rent: Post Rehab	Rent: Pre/Post \$/SF
149	Studio/1 BA	4	276	\$700	\$2.53
	Studio/ 1 BA	56	324	725	2.23
	Studio/ 1 BA	76	324	750	2.31
	1 BR/1 BA	6	540	775	1.43
	1 BR/1 BA	5	720	900	1.25
	2 BR/1 BA	1	823	1000	1.21

****Rent includes all utilities**

Total Development Cost: \$ 7,282,931
Development Cost per Unit: \$ 48,878.73

Location:
Occupancy:

2949 Airways Blvd, 38131
99% Occupied (Q1 2023)

Sources and Uses of Funds:

Sources		Uses	
Equity	\$2,138,895	Acquisition	\$2,050,000
Northmarq Loan	5,770,000	Construction Hard Costs	4,336,021
Intercompany Loan	609,000	Construction Soft Costs	475,970
		Financing & Closing Costs	228,387
		Tax & Ins Carrying Costs	571,092
		PILOT Program	79,189
		Loan Paydown	234,000
		Operations Deficit	543,236
Total Development Costs	\$8,517,895	Total All Costs	\$8,517,895

Tenant Benefit Breakdown	Actual Cost
Tenant Safety & Security: Security Guards	\$65,400.00
Tenant Safety & Security: Security Cameras	10,270.57
Tenant Safety & Security: Exterior Lighting	9,940.93
Free Wifi	15,079.20 / year
Tenant Conveniences: Full Appliances: Oven & Stove	540,000.00
Tenant Wrap Around Services: (see Section C: Executive Summary attached to this summary) Bantam Apartments works closely with One Stop Cares (501c3) to provide the wrap around services to the tenants of Bantam Apartments: These services vary from time to time based on the current needs of the residents	
PAST INITIATIVES: 1. Transportation Assistance: Assist residents with lower costs to and from Bantam Apartments scheduled directly with Memphis Area Transit Authority. 2. Food Insecurity Support: (a) Hold a can food drive at least once annually; (b) Tuesday Diner Night- Where property managers deliver food to residents in partnership with a local restaurant or grocer	
FUTURE INITIATIVES: 1. Resident Stability: Tenants are offered the opportunity to volunteer with One Stop Cares building a greater sense of community 2. Financial Literacy: Seminars held in partnership with a regional bank to educate residents on budgeting, financial planning, etc.	
Subtotal	\$640,690.70

***The Tenant Benefits made possible by receiving the PILOT are:**

- A) Increased ability to offer Tenants a more secure and safe apartment. Security will be a high priority of Bantam.
- B) Increased ability to offer stable and a more affordable rental rate for a longer time for individuals and families working and living in the community.
- C) Increased ability to provide wrap around support services to Tenants either directly or in conjunction with established non-profit community agencies. These include training and development programs for career, health and personal development.
- D) Increased ability to offer full build out of the kitchens with an oven/stove. With the PILOT in place, Tenants will have more money by preparing and eating more of their meals at home. By adding the oven/stove option as Applicant planned, increased Applicant's construction costs by \$540,000, which includes the appliances and all additional electrical work needed to give tenants the oven option.

Project Timetable:

- a. Closing of the loan, bond, or related supplemental financing, if applicable:** within 30 days of receipt of Board approval
- b. First expenditure of funds related to the project:** Replace construction line of credit
- c. Anticipated date of demolition and/or commencement of construction:** Completed
- d. Anticipated completion date of the project:** Completed
- e. When the project will be placed in service:** Currently in service
- f. Anticipated closing date for the PILOT:** Within two (2) weeks of Board approval





One Stop Housing Cares

Currently, the nation is suffering from a lack of full participation; especially in underrepresented and underserved communities that lack access, resources, training, and advocacy. The One Stop Housing Cares Team helps to fill the void and facilitates a change in psychology in communities that feel unprepared to compete with neighbors across the tracks and across the ocean. Furthermore, it combines utilizing the skills of those trained to actively participate in the transformation of the built environment and gain their perspective in the design process.

A non profit organization that utilizes the collective impact model to work with stakeholders, for profit businesses, investors, and non-profit organizations to transform distressed communities into thriving walkable vibrant communities utilizing the latest green technology so as to build sustainable quality housing and buildings for decades to come. Our human capital capacity building efforts are based in Collective impact models focusing on a.) inclusive decision making b.) pursuing common goals, c.) sharing of relevant data, and d.). Our investment and involvement in projects and activities are designed to build on what works in a community. STEM Innovation Networks typically involve coalition building with educational partners that exist in low income communities. Our work with them suggests that when STEM is integrated across academic research, K-12 education, workforce development, and community-based learning with adults, like section three small business training, or nutrition education, it strengthens participation of low income and fosters awareness of opportunity.

Community Engagement is critical for success. One Stop Housing Cares maintains that a critical element of community engagement relates to empowerment, mobilizing, and organizing individuals, grass-roots and community-based organizations, and institutions, and enabling them to take action, influence, and make decisions on critical issues. Engagement means that the individuals understands the purpose of the initiative, develops a sense of ownership, commits to the process and the outcome, and works toward achieving success. One Stop Housing Cares will take an active role in the process of building relationships with stakeholders, citizens and interest groups to work side by side as long term partners, building a coalition of support on a range of issues to include policies, programs and services with a goal of protecting them and uplifting them. As far as youth are concerned, its about creating an atmosphere of excitement to embrace the transformed community and to spur a sense of wonderment as to what is to come. Such is achieved through introduction of fairs, art events, and STEM venues.

Consequently, by all working together creates a harmonious and productive and safe environment.

