

To Be Considered 02/07/2024
(Deferred from 10/04/2023; 11/01/2023;
12/06/2023)

PILOT Term Extension Application

Creekside Meadows (Bent Tree)

***Original PILOT Term to Expire 10.29.2023**

Applicant: Bent Tree LLC (d/b/a Creekside Meadows)
3471 West Briarpark Drive
Memphis, TN 38116

Contact: Philip Balderston, Paul Meissner
1500 Market Street, Suite 3310 E
Philadelphia, PA 19102
267-773-7537
Phil@odinprop.com; PMeissner@odinprop.com

Management: Odin Properties (Odin US Holdings, LLC)
1500 Market Street, Suite 3310 E
Philadelphia, PA 19102
267-773-7537
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Counsel:	Evans Petree, PC: Harley Steffens	Daniel Reisman
	1714 Aaron Brenner Drive, Suite 800 Memphis, TN 38120 901-521-4561 hsteffens@evanspetree.com	Two Liberty Place, 22 nd Floor, 50 South 16 th Street Philadelphia, PA 19102 215-851-8478 DReisman@eckertseamans.com

Lender: Berkadia, Jake Adoni (Freddie Mac)
1717 Arch Street
Philadelphia, PA 19103
215-317-0794
Jake.adoni@berkadia.com
Amount of Loan: \$13,345,000

PILOT Application Summary: Bent Tree LLC is an affiliate of Odin Properties, LLC (“Odin”), current owners and managers of over 10,000 multifamily apartments units and approximately 250,000 square feet of commercial space throughout the Midwest and Northeast. Bent Tree is an apartment community well-positioned in Shelby County. The community was built in 1969 and consists of one-, two-, and three-bedroom units ranging from 645 to 1,120 square feet, as well as two and three-bedroom townhouses ranging from 1,097 to 1,275 square feet. Located at 3471 Briarpark Dr, Bent Tree is five minutes from the Memphis International Airport, where FedEx employs 30,000 people at their headquarters. Interstate 55 is easily accessible from the apartment complex and downtown Memphis is only ten miles away. Odin has significant experience in the Memphis market as it currently owns and operates over 1350 units in the southern City. Affiliates of Odin currently manages 1468 restricted affordable units throughout the United States including the Mill Creek apartments in Memphis. This gives Odin a competitive advantage as it has an existing management infrastructure and deep understanding of market fundamentals. Odin capitalizes on its strong in-house management to modernize property operations by utilizing smart phone applications to optimize the way rental payments are made, giving tenants an online management portal where they can submit work orders and connect with on-site personnel, and track its staff’s progress. Further, it will use its in-house infrastructure to conduct the leasing and marketing process electronically, which has helped Odin drive rent growth and limit operating expenses in various regional markets, outpacing current less experienced owners in the space. Odin has invested substantially in signage, landscaping, and site work to improve curb appeal, while adding amenities such as a playground and dog park to attract families. It has maintained both numerous units and two fully separate structures on the property free of charge to community organizations providing services to residents, which would not be possible without the PILOT Program, as well as fully monitored cameras and on-site security.

Total Units	BR/BA	Units	SF	Rent: Pre/Post Rehab	Rent: Pre/Post \$/SF
379	1 BR/1 BA	85	645	\$393/\$576	\$0.61/\$0.89
	2 BR/1 BA	115	867	430/639	0.50/0.73
	2 BR/1.5 BA	56	1000	457/626	0.46/0.63
	2 Br/2 BA TH	1	1275	505/959	0.40/0.75
	3 BR/2 BA	120	1120	550/681	0.49/0.61
	3 BR/2 BA TH	2	1097	650/761	0.59/0.96

Total Development Cost: \$ 2,634,100 (Original PILOT in 2013)
Development Cost per Unit: \$ 6,950.13 (Original PILOT in 2013)
Location: 3471 West Briarpark Drive, 38116
Occupancy: 89% Occupied (Q2 2023 Compliance Report)

Sources and Uses of Funds:

Sources		Uses	
New Debt Financing	\$13,345,000	Repay Existing Loan	\$5,216,077
		Closing/Financing Costs	300,000
		Creekside Retained Capital/ Capex Reserves	1,300,000
		Mill Creek Retained Capital/Capex Reserves	750,000
Total Development Costs	\$13,345,000	Return of Capex Spend	1,992,429
		Return to Sage Real Estate/Partner Capital	3,786,494
		Total All Costs	\$13,345,000

Tenant Benefit Breakdown	Actual Cost
1. Live uniformed security patrol 12 hours a night	90,000 annually
2. Extensively monitoring security camera network of 30 cameras monitored 24 hours a day through Stealth Monitoring Service	
3. Hope Fellowship Baptist Church Community Resource Center & Family support program. Creekside supports an extensive number of programs through the donation of four 2-bedroom apartments and 2 large community buildings the size of two 2-bedroom apartment units each., which would normally rent for \$732 per month for an annual contribution of \$70,272 annually	70,272 annually
4. Community wide WiFi network 10 port computer labs- (\$450/month)	5,400 annually
5. Creekside underwent a \$4,592,778.48 renovation which includes recreational areas, playgrounds and common spaces and expects to spend another \$1,300,000 on capital expenses after its refinancing and PILOT extension. The annual debt service (5.75%) on these upgrades and improvements is approximately \$338,834	338,834 annually
Subtotal	\$504,506

Proposed timing/anticipated dates for the following:

- a. **Closing of the loan, bond, or related supplemental financing:** Expected 30 days following Board Approval
- b. **First expenditure of funds related to the project:** December 2019
- c. **Anticipated date of demolition and/or commencement of construction:** N/A
- d. **Anticipated completion date of the project:** Expected to be 95% leased by Q3 2023
- e. **When the project will be placed into service:** N/A
- f. **Anticipated closing date for the PILOT:** Project currently has a PILOT

CREEKSIDE MEADOWS CAPITAL EXPENSE REPAIRS	Price	Source	Contractor
Paint all doors and frames (758 total)	\$ 41,960.00	Contractor bid price	Diaz Construction
Painting All Railings	\$ 38,000.00	Contractor bid price	Diaz Construction
Fill in asphalt around water meter	\$ 500.00	Estimate from previous work	
Paint poles around fire hydrants	\$ 1,000.00	Estimate from previous work	
Entrance flower bed	\$ 7,800.00	Contractor bid price	Mario Landscaping
Electrical Upgrades - Site Lighting Throughout, Dead Fronts, AC Cutoffs, Breakers	\$ 150,000.00	Contractor bid price	Ellendale
Cement/Concrete in drainage ditch (rear corner)	\$ 23,500.00	Contractor bid price	Diaz Construction
Rear Corner wall cleanup and drainage ditch (opposite wall)	\$ 1,800.00	Contractor bid price	Mario Landscaping
Replace Security Arms with New Full Gate	\$ 60,000.00	Contractor Bid + Electric Estimate	
Building Repair from fire - 2013 Fairfall	\$ 213,057.44	Contractor bid price	Diaz/Ellendale
16 Dumpster Enclosures	\$ 47,500.00	Material Quote+ Contractor Bid	Diaz Construction
Siding and and soffit repair	\$ 8,000.00	Estimate from previous work	G&R Construction
Cleaning and maintenance of ditch on east side of property	\$ 10,000.00	Contractor bid price	Diaz Construction
Brickwork repair from copper theft	\$ 4,832.00	Contractor bid price	G&R Construction
Replacement of stolen AC return vents	\$ 1,000.00	Estimate from previous work	In-House Work
Paint Rear Wall	\$ 7,000.00	Contractor bid price	Diaz Construction
Overnight Gate Security	\$ 67,160.00	Contractor bid price	All Secure
Parking Lot Repave	\$ 303,225.00	Contractor Estimate	Riley Paving
Remove Poles, Regrade Rear Area, Install New Playground	\$ 35,000.00	Estimate from previous work	Mario Landscaping
Project Working Capital	\$ 250,000.00	Reserved for future needs	Various
Total	\$ 1,271,334.44		

