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The LIHTC and Bonds Issue





Brewery Turned Apartments in New Haven, Connecticut, Set for Mixed-Income HTC, LIHTC Acq-Rehab

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A former brewery building that became apartments in New Haven, Connecticut, in the 1980s will be turned into a mixed-income property including affordable housing after Community Preservation Partners (CPP) and Beacon Communities closed in June on an acquisition-rehabilitation transaction for the site.

The \$43 million redevelopment of Brewery Square will result in 84 of the 104 apartments being income restricted while preserving a locale with elements dating back to 1882. The 20 remaining units will continue to rent at market rate.

"It's not every day you put apartments in a brewery," said Tim Karp, head of the HTC program at J.P. Morgan

(JPM), whose organization provided state historic rehabilitation tax credit (HTC) equity for the endeavor. "We work a lot with buildings built in the (1920s), '30s, '40s, but we don't often have the opportunity to work with a building built in the 1800s."

Image: Courtesy of Beacon Communities

Brewery Square Apartments in New Haven, Connecticut, will rehabilitate apartments using low-income housing tax credits at a site that once

The development team plans to modernize systems in the building, improving windows, refreshing common areas and providing a new playground, dog run and bike storage as well as restore the historic luster of the property. The developers plan to implement green building and energy savings measures when possible.

The development combines equity from state and federal HTCs, low-income housing tax credits (LIHTCs) and other sources in its capital stack. The team plans to celebrate the completion of the redevelopment in 2027. Beacon will manage the property.

"Beacon has a long history and passion in doing historic adaptive reuses," said Diana DiPreta, executive vice president, finance and capital markets for Beacon. "Utilizing LIHTC as well as HTC allows us to add/maintain the affordability of the project while keeping the historic integrity of the building."

From Brewery to Bedrooms

The most prominent portion of Brewery Square is the six-story, street-facing brick façade of Romanesque architecture. Travelers moving northwest across the Ferry Street Bridge can see the structure towering over the tree line as they cross the Quinnipiac River into New Haven's Fair Haven neighborhood.

A pair of German Americans, Peter Schleippman and William Spittler, founded the Quinnipiac Brewery Company in the late 1800s, producing lager, ale and porter at the site. For its era, the New Haven facility's refrigeration and bottling operations were large. In the early 20th century, the business became the Yale Brewing Company and continued production.

However, beer production dried up in the 1920s with Prohibition. After Prohibition's repeal, the site returned in the 1930s with a new brewer, New Haven Brewing Company. This enterprise lasted for more than a decade before the property was converted into a warehouse and then rehabilitated into apartments in 1984.

Pouring Another

The development marks the first collaboration between CPP and Beacon. For both firms, it expands their efforts in the New Haven market—Brewery Square is CPP's second apartment preservation effort in New Haven while it joins a slate for Beacon that includes Ninth Square, Edith Johnson, Monterey Place and the forthcoming Atwater.

That familiarity and experience with New Haven was helpful in landing the Brewery Square transaction. CPP acquired the property thanks to contacts it made through its other dealings in New Haven.

"We reached out and got to know the owner," said John Fraser, vice president of development at CPP. "It wasn't a publicly marketed deal."

Fraser said after building a rapport with the owner, CPP and Beacon set upon a plan to bring the apartments it could under the LIHTC umbrella, while retaining the rest as market-rate housing. Fraser estimated the non-LIHTC homes were naturally occurring affordable with residents earning as much as 120% of the area median income (AMI), calling them "effectively workforce housing." The development team was able to absorb approximately 80% of the apartments as LIHTC homes.

"We're always trying to balance the existing residents and their income limits with the LIHTC program requirements," said Fraser. "We have no interest in displacing anybody."

The 84 affordable apartments will use the average-income set-aside. The property's existing HAP contract, which was set to expire in 2034, will now extend an additional 20 years.

The community is a transit-oriented location with bus stops adjacent to the property. Public amenities within



a half mile of the community include public parks, the New Haven Public Library, a handful of local/regional grocery stores, restaurants and hair salons.

Fraser and Karp said structuring the transaction was complicated, particularly with the mixed-income element of the property.

"It's great when we can create new housing out of an underutilized or vacant building," said Karp. "It's more impactful when you're preserving housing that has tenants in it already."

Financing

The developers received 4% LIHTC equity and a \$10.8 million construction equity bridge loan from KeyBank Community Development Lending and Investment (CDLI), \$3.2 million in federal HTC equity from JPM and \$2.9 million in state HTC equity from Eversource. Brewery Square received \$21 million in tax-exempt bonds along with construction and permanent debt from NewPoint. The developers took a developer fee deferred over 14 years, Fraser said, with the rest re-invested to make the effort feasible.

"Adaptive reuse projects are often complex," said Nathan Dickinson, relationship manager, KeyBank CDLI. "However, preserving this historic brewery to provide much needed quality affordable housing is a worthwhile mission. This project leveraged many sources of capital including the master lease pass-through structure to maximize the HTC equity."

Bringing all of the funding sources together was the most complicated part of the transaction for Fraser. The developer team received its payment in lieu of taxes approval, U.S. Department of Housing and Urban Development approval and volume cap bonds all in the same week. Fraser said having HTCs helped as a gap filler, but also complicated the transaction.

"It was a complicated deal already as structured and with the HTCs coming in via a master lease structure, it became much more complex," said Fraser. "We're seeing this across the country—it's not getting easier to get tax credit deals to closing. Over the last couple of years, several deals have had to layer in state and federal historic tax credits which helped to solve the funding gap to get LIHTC deals to work. This was a great opportunity to leverage our expertise."

Karp agreed the transaction was complex, but said that wasn't a reason not to execute.

"We don't shy away from complex transactions," said Karp. "We saw the story and the impact on the community. We saw the positive impact this would have in New Haven."

Lexus Ampadu, vice president of J.P. Morgan Community Development Banking, who worked on the transaction, said Brewery Square is a remarkable example of the power of HTCs.

"We're honored to collaborate with Beacon Communities and Community Preservation Partners to help preserve New Haven's architectural heritage and provide critical affordable housing for families in desirable locations, strengthening the fabric of this dynamic city," said Ampadu.

JPM and Eversource provided HTC equity. JPM worked previously with Beacon and CPP, including tenant-in-place rehabilitations such as Brewery Square.

"We're all talking, as a broader industry, about ways to preserve and create affordable housing and doing that in a mixed-income development is always interested to us," said Karp. "It's always interesting to bring together different tax equity products. It shows the melding of the market-rate and affordable worlds."

Eversource was thrilled to provide state HTC equity, said Jamie Ratliff, a spokesperson for the company.

"We're grateful for the partnership we have with the state and being the leading purchaser of the historic rehabilitation tax credit program is one of the many ways we're advancing our commitment to driving positive change," said Ratliff. "Purchasing tax credits supports essential projects like this that help bring new life and value to historic buildings while stimulating growth in the local economy and increasing housing for those who need it most, and we're proud to make these valuable, ongoing contributions to communities across the state."

Novogradac provided financial forecasts for the development.

A Labor of Love

Fraser acknowledged that the age of the site, the tenantin-place rehabilitation and the complicated capital stack make Brewery Square a challenge, but certainly one worth doing.

"Some deals you do because they're financially intriguing. This was more of a labor of love," said Fraser. "Sure, there's preservation, but it's also creating affordable units. It's much more of a mission-driven project." \$\ddots\$

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