



MCCORMACK BARON SALAZAR

Foote Park at South City

Tennessee Housing Conference

March 1, 2023

SOUTH CITY
Memphis

Our Team

MCCORMACK
BARON
SALAZAR

MBS-Developer



Memphis Housing Authority-
Owner



USI | URBAN STRATEGIES, INC.
Families at the Center of Results

USI-Resident Services &
Community Engagement



City of Memphis, Housing and
Community Development



ComCap Partners-General
Partner



Capstone-General Contractor



LRK-Architect

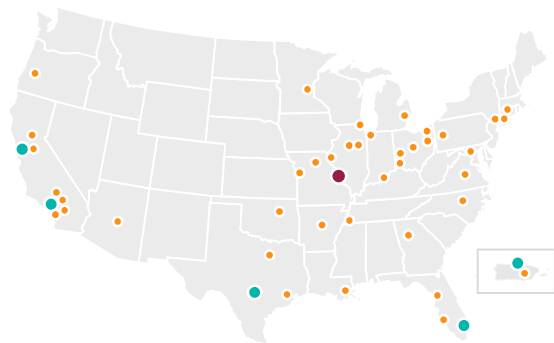


OCCH
OHIO CAPITAL
CORPORATION
FOR HOUSING

Ohio Capital Corporation for
Housing-Limited
Partner/Investor

OVERVIEW

McCormack Baron Salazar



- Corporate Office
- Regional Development Office
- Development City



25,000

Homes



\$5.2 billion

Total Investment



15 CNIs

More Than Any Other Developer



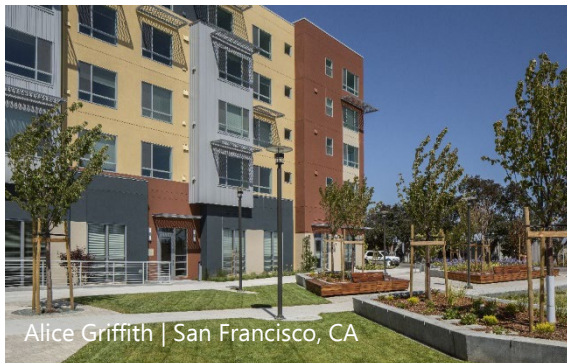
1.6 million

Square Feet of Office Space



OVERVIEW

McCormack Baron Salazar



Neighborhood Context



OVERVIEW

Foote Homes



420

Housing Units

- Completed in 1940
- The last large multifamily public housing site in Memphis



Foote Homes Transformation

- 2011: HUD awarded CNI Planning Grant to Memphis Housing Authority (MHA) to develop a shared vision for Foote Homes
- 2015: HUD awarded \$29MM CNI implementation grant to MHA to transform Foote Homes into a mixed-income community
 - Leveraged by a \$30MM commitment from the City of Memphis
 - \$200MM in additional investment to support surrounding area
- 2019: HUD awarded \$4MM CNI Supplemental Grant to South City. City of Memphis committed an additional \$4MM to the project (Housing & Neighborhood)



Foote Park at South City will restore the rich neighborhood identity and achieve a better balance between affordability and market rate with high-quality and cost-efficient construction

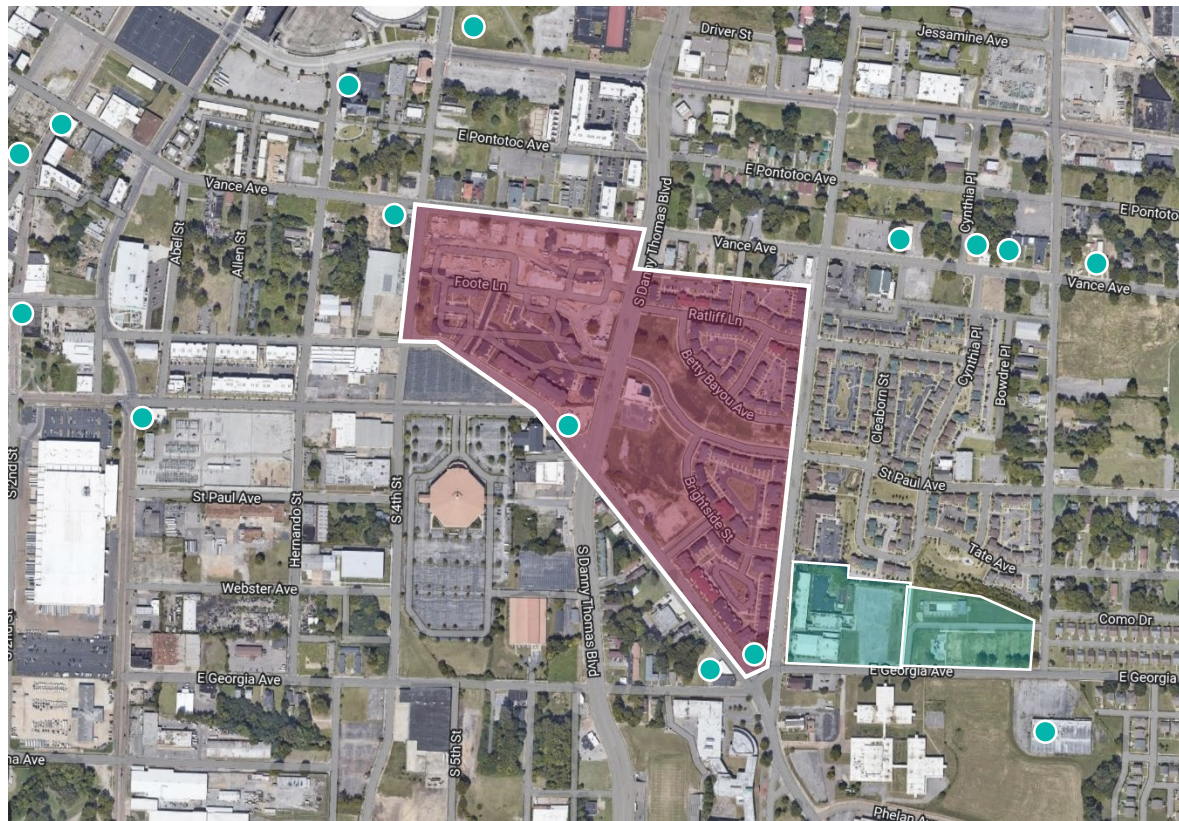
South City CNI

Housing | People | Neighborhood

- Housing Lead: McCormack Baron Salazar
- People Lead: Urban Strategies Inc.
- Neighborhood Lead: City of Memphis, Division of Housing and Community Development

■ Foote Homes Site (Housing and People)

● Neighborhood Improvements/CCI



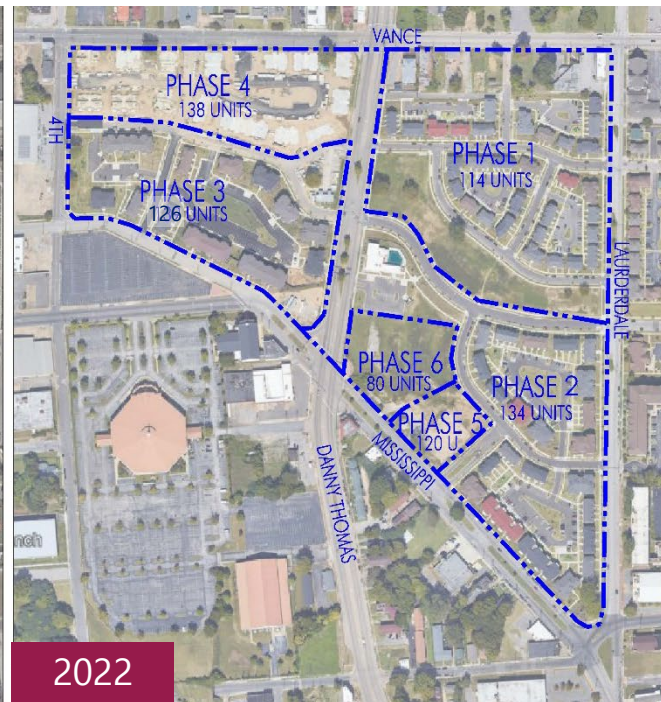
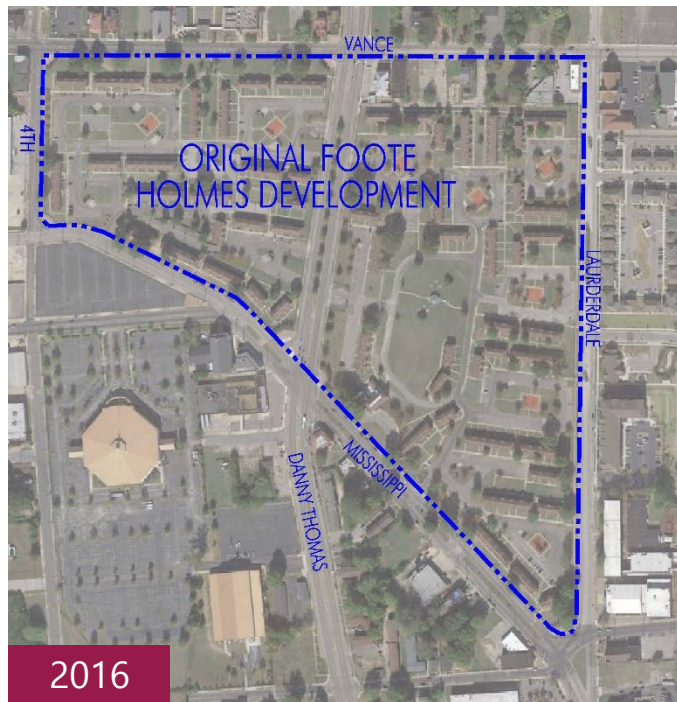
South City Development



712
Housing Units

Six Phases

- Phases 1-4 are complete
- Phase 5 (senior) is under construction
- Phase 6 is expected to close financing & begin construction this year



HOUSING

South City Development

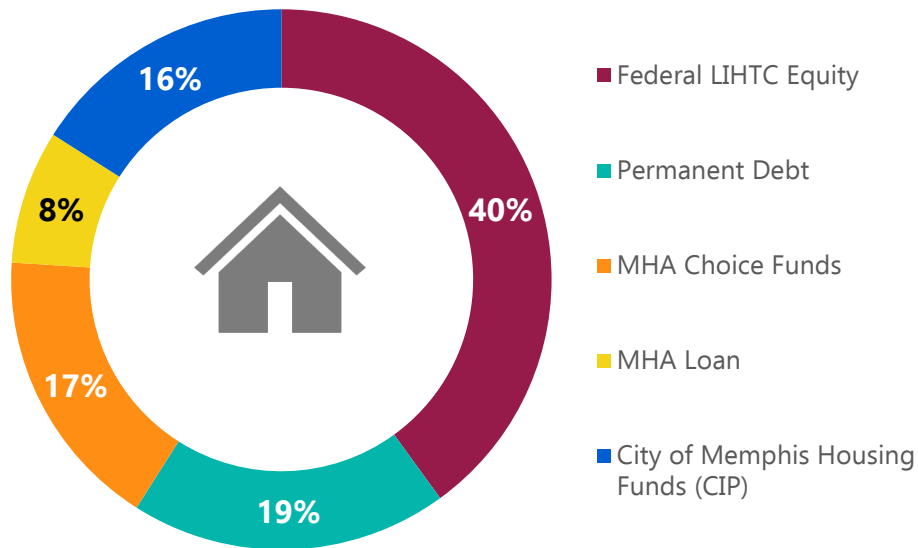


Overall Housing Budget

- Federal Tax Credit Equity: \$77.9 MM
- Permanent Debt: \$38.5 MM
- MHA Choice Funds: \$28.2 MM
- MHA Loan: \$15.8 MM
- City of Memphis Housing Funds: \$32.2 MM

\$192.6 M

Total Development Cost



HOUSING

South City: In Progress



Sustainability



South City Construction Jobs and Participation

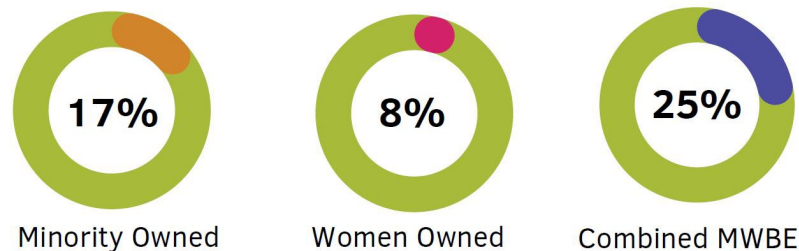
Reporting for Phases I-IV:

- Total New Hires: 386
- Total Section 3 Resident New Hires: 165
- Section 3 Resident Avg Hourly Rate: \$17.54
- Each phase of South City has met or exceeded requirements for Section 3 workers and MWBE business participation

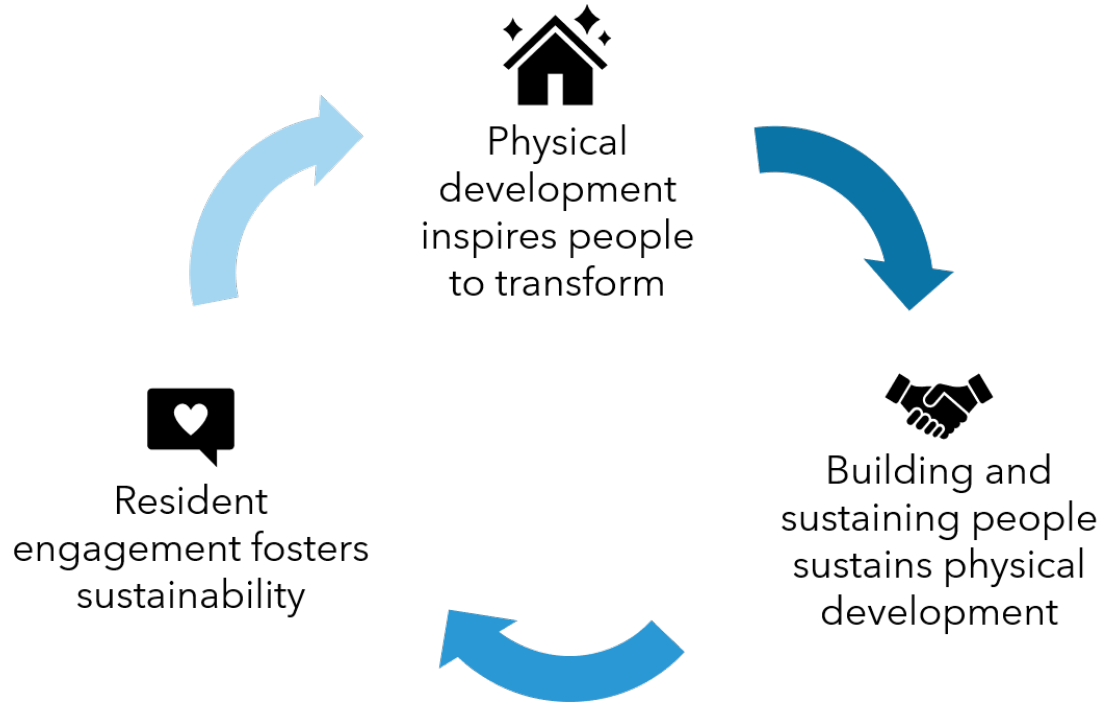
Memphis Housing Authority Business Participation



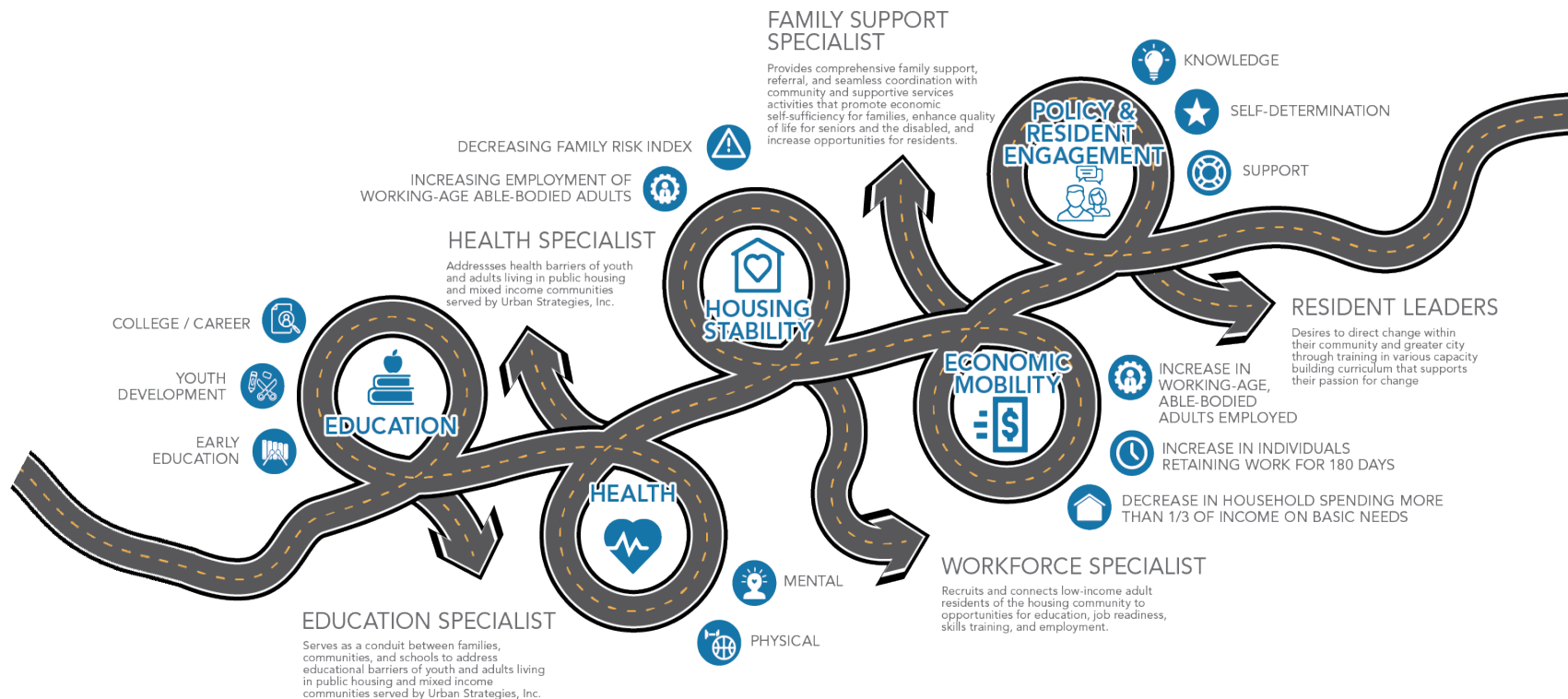
City of Memphis Business Participation



Beyond Housing: Urban Strategies



How USI Works with Residents



Foote Homes CNI Employment Data

	Percent of Work Able Residents Employed (full and part-time)	Average Annual Income	Average Hourly Wage
September 2022	48.10%	\$21,708	\$12.99
September 2021	44.00%	\$20,173	\$12.49
September 2020	40.90%	\$18,022	\$11.36
September 2019	51.40%	\$17,395	\$11.12

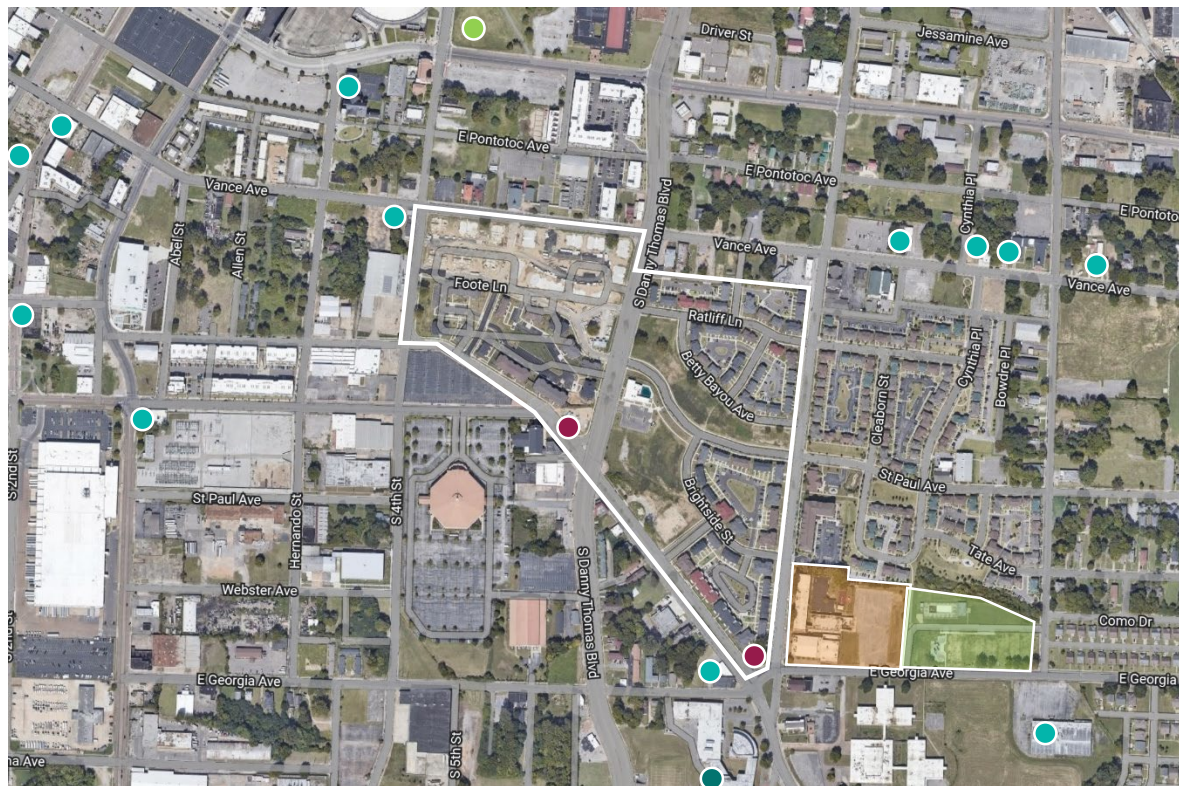
USI's Resident Impact

- Average Foote Homes income has risen from \$6,600 to \$21,708 between 2016 to 2022
- In 2022, USI saw full-time employment of Foote Homes work able residents rise to 48%
- USI is supporting 751 original Foote Home residents through the CNI grant
- Since 2019, over 96% of CNI households are NOT at risk of eviction with 2022 reaching 98%
- Greater than 89% of USI assisted households feel safe in their home



South City CNI Critical Community Initiatives

- Community Resource Center
- Park Improvements
- Commercial Façade Grant
- Homeowner Minor Repair Program
- Public Art
- Early Childhood Education Center
- Girls Inc. of Memphis Center



South City Good Neighbor Grant

Memphis Magnetic – 618 Vance Ave

BEFORE



AFTER

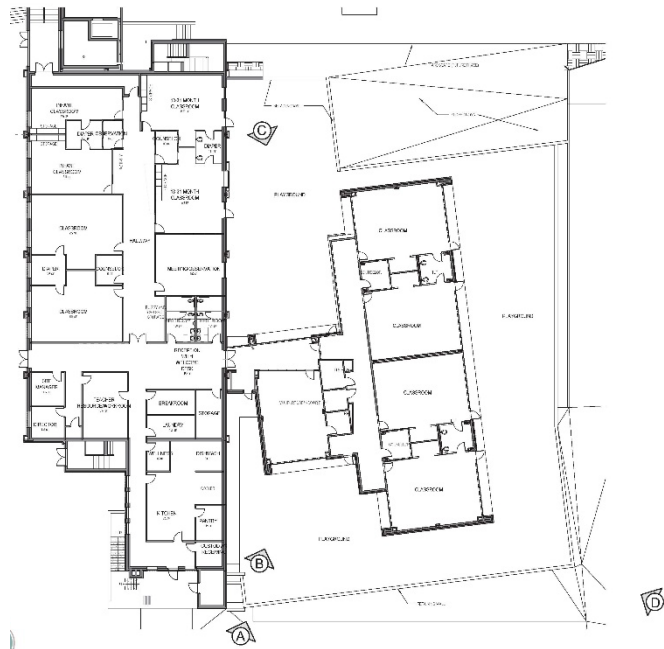
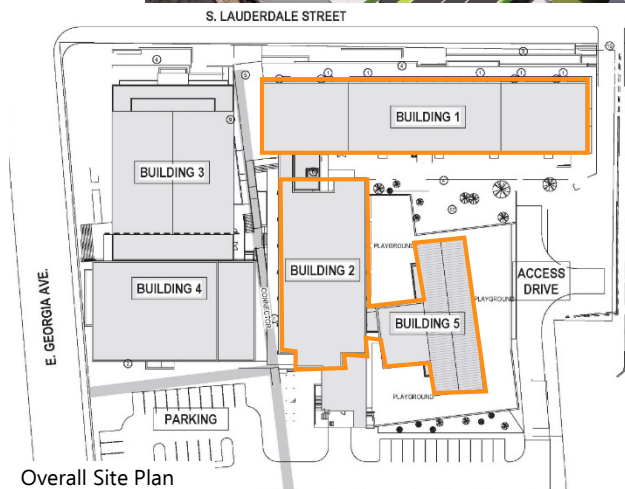


South City Good Neighbor Grant

626 Vance Ave



Early Childhood Education Center



Question & Answer Session

