



**Willkommen**

# INTRODUCTION



1. Why
2. Overview
3. Financing
4. Infill Design
5. Lessons Learned

# AGENDA

**WHY**

# OVER-THE-RHINE RESIDENTIAL

In 2004 the homeownership rate Over-the-Rhine was 4%.



# OVER-THE-RHINE RESIDENTIAL



## CONDO SALES/SF BY YEAR

2006	\$	195
2007	\$	164
2008	\$	160
2009	\$	156
2010	\$	171
2011	\$	157
2012	\$	169
2013	\$	230
2014	\$	269
2015	\$	268
2016	\$	306
2017	\$	343
2018	\$	346
2019	\$	360
2020	\$	375
2021	\$	429
2022	\$	396
2023	\$	385

# AFFORDABLE HOUSING STRATEGY

3CDC and The Model Group partnered to advance a comprehensive strategy to address affordable housing issues in Over-the-Rhine beginning in 2014

- Improving the number of affordable housing units in the neighborhood
- Improving existing affordable units and eliminating substandard living conditions within existing units
- Providing better coverage of more income brackets **and introducing mixed-income development**
- **Making capital improvements to residential units in need of rehabilitation and upgrades**
- **Improving and repurposing vacant and underutilized street level commercial spaces**
- **Key partners**
  - ✓ Over-the-Rhine Community Housing
  - ✓ Cornerstone Renter Equity
  - ✓ Episcopal Retirement Services
  - ✓ Ohio Housing Finance Agency
  - ✓ City of Cincinnati
  - ✓ HUD
  - ✓ Legal Aid

# AFFORDABLE HOUSING STRATEGY

- Strategy was projected to create, or preserve and improve, 434 affordable housing units (308 existing and 126 new), while introducing 328 new market rate units
  - ✓ The 308 existing affordable units represent severely distressed units that are unsustainable in their current state
  - ✓ These units are being preserved in the neighborhood either through improvements or replacement at other properties



# AFFORDABLE HOUSING STRATEGY RESULTS

	Developers	Original Affordable Units	New Affordable Units	New Market Rate Units	Total Residential Units	Commer. SF	Total Project Cost
Jan & Senate	-	101	0	0	-		
CHLP II	Model	21	0	0	0		
Franciscan III	Model & 3CDC	35	0	35	35	4,600	\$ 9,900,000
Franciscan IV	Model & 3CDC	35	0	19	19	3,750	\$ 5,687,500
Commons on Main	Model & 3CDC	70	67	0	67	11,066	\$ 3,000,000
YMCA	Model, ERS & 3CDC	0	65	0	65	119,343	\$ 29,000,000
Abington Race Pleasant	Model, Cornerstone & 3CDC	0	50	0	50	5,925	\$ 16,541,902
Broadway Square II	Model	0	9	25	34	17,495	\$ 12,692,000
Market Square I, II & III	Model	0	36	107	143	89,508	\$ 65,000,000
Carrie's Place	OTRCH	25	43	0	43	0	\$ 8,570,000
Morgan Apartments	OTRCH & Model	15	48	0	48	2,600	\$ 11,300,000
The Columbia	3CDC	0	8	28	36	4,500	\$ 10,500,000
Perseverance	OTRCH & 3CDC	6	32	0	32	7,000	\$ 9,751,500
Willkommen	Model & 3CDC	0	69	94	163	19,500	\$ 51,000,000
<b>Total</b>		<b>308</b>	<b>427</b>	<b>308</b>	<b>735</b>	<b>285,287</b>	<b>\$ 232,942,902</b>

**OVERVIEW**

# PROJECT GOALS

## PROVIDE

True Mixed-Income Housing

## CONNECT

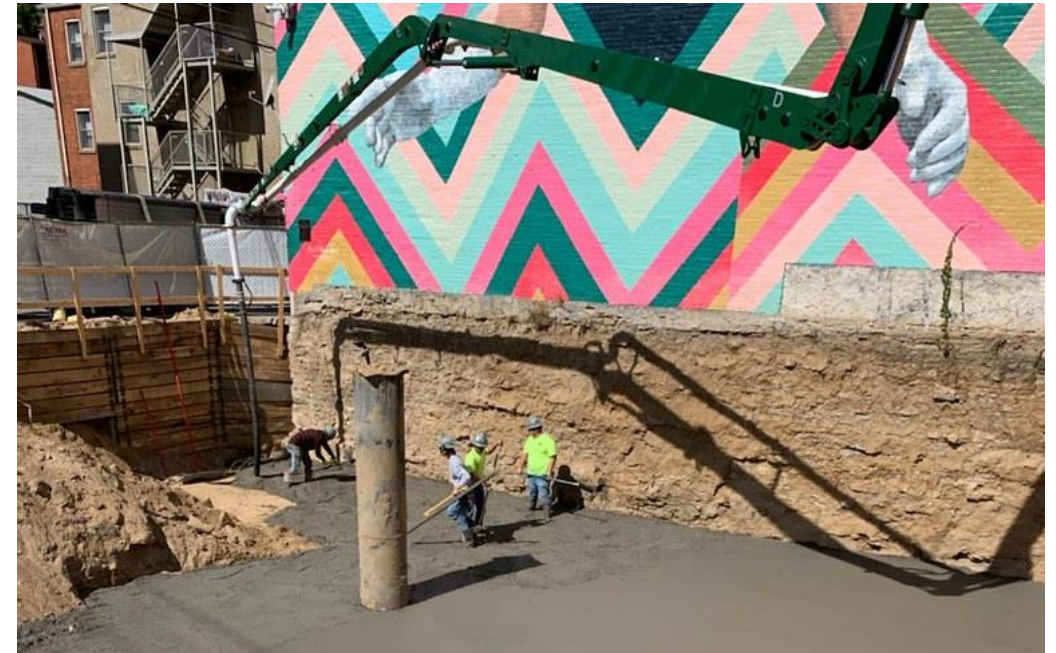
Developed Nodes

## ACTIVATE

Vacant Lots & Buildings

## INCREASE

Good Activity at the Street



# PROJECT STATS

- Mixed-Income/Mixed-Use development
  - ✓ Restoration of 16 historic buildings
  - ✓ Infill on 4 vacant lots
- 19,500 SF commercial space
- 163 residential units
  - ✓ 88 affordable units
    - 56 units affordable at 50-60% AMI
    - 32 units affordable at 80% AMI
  - ✓ 75 market rate units
- Totaling project costs: \$50.6 million



# COMMUNITY ENGAGEMENT

- Community Engagement - April 2018 and February 2020
- 14 community-focused meetings:
  - ✓ OTR Community Council (OTRCC)
  - ✓ OTRCC – Board of Directors
  - ✓ OTRCC – Committee on Housing and Economic Development
  - ✓ OTR Infill Committee
- Zoning & Historic Board Hearings:



# TEAM & ROLES



# HISTORIC: BEFORE



1601 Race



18 E 15th



1606 Race



215 Woodward



1512 Moore



20 E 15th



1510 Moore



1611 Race



211 Woodward



1623 Race

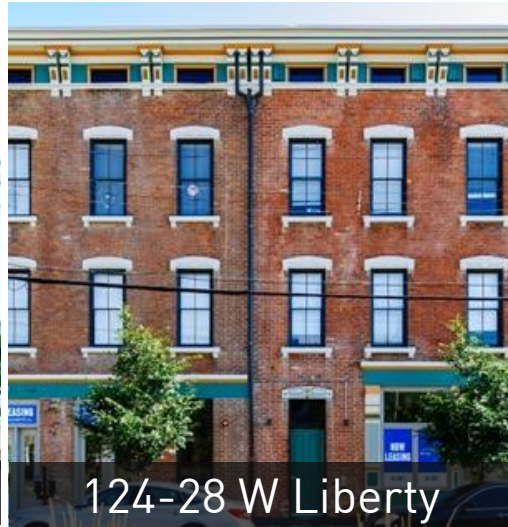
# HISTORIC: AFTER



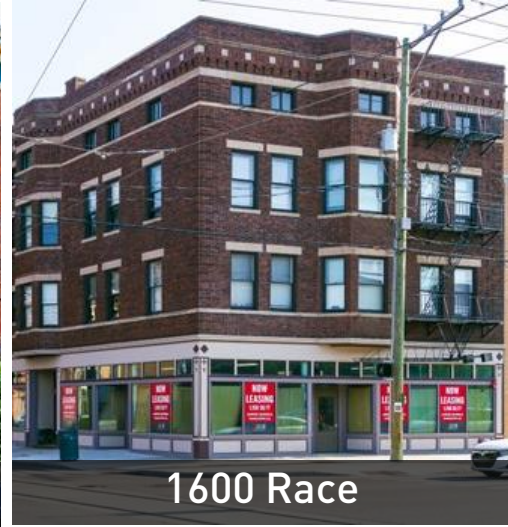
1445 Walnut



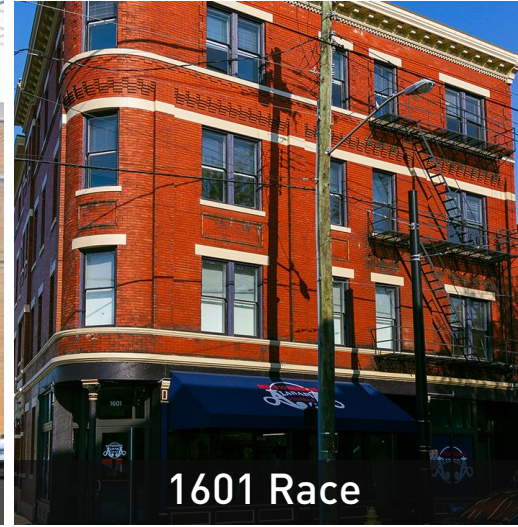
1445-47 Walnut



124-28 W Liberty



1600 Race



1601 Race



1510-12 Moore



124-28 W Liberty



1611 Race



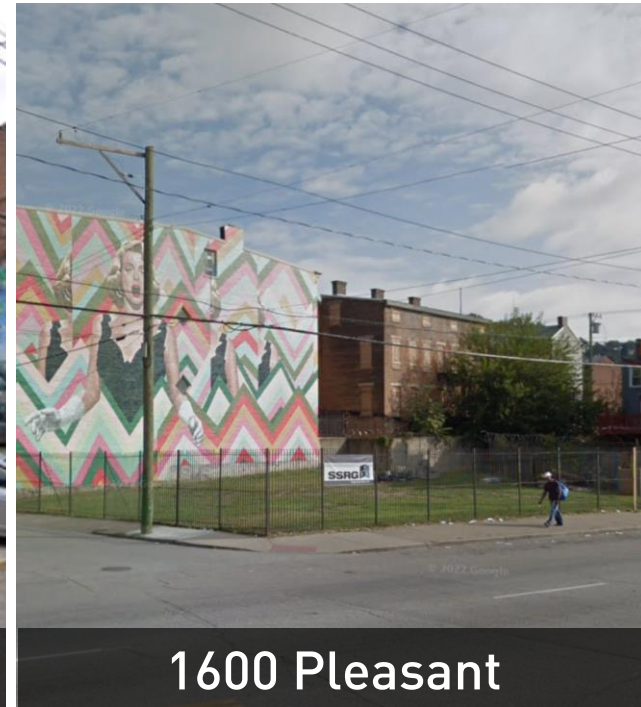
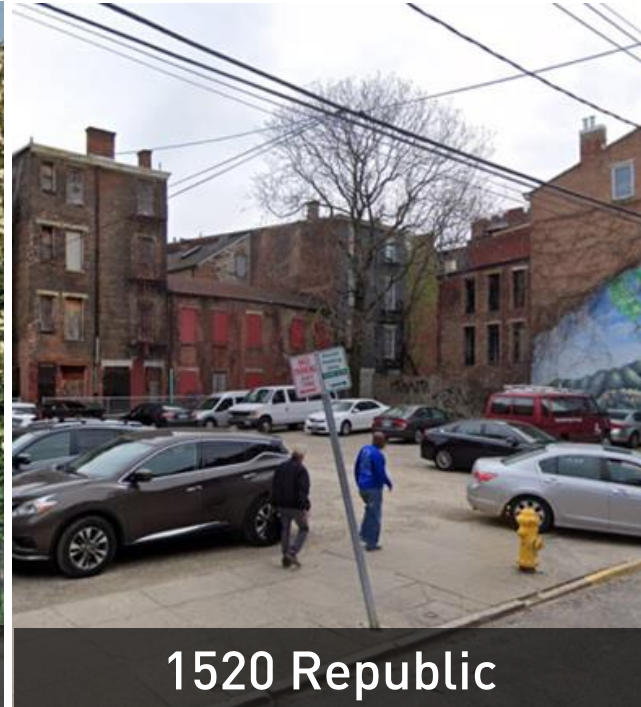
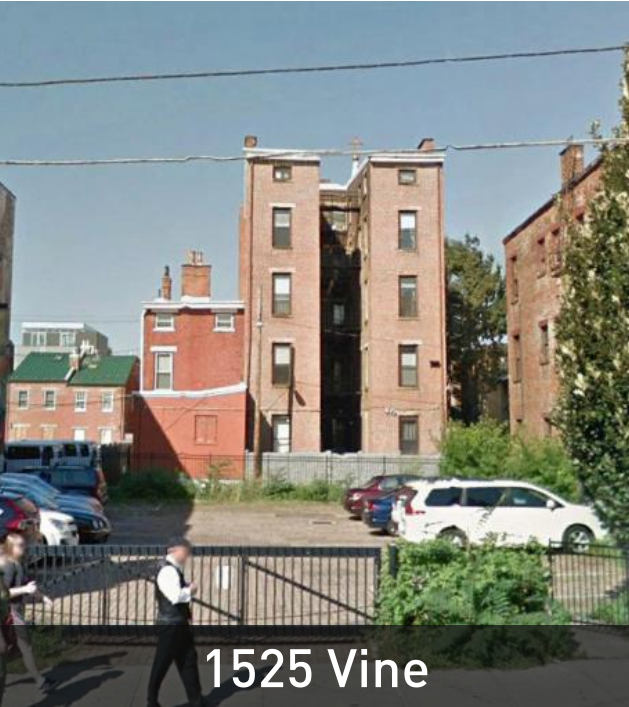
1601 Race



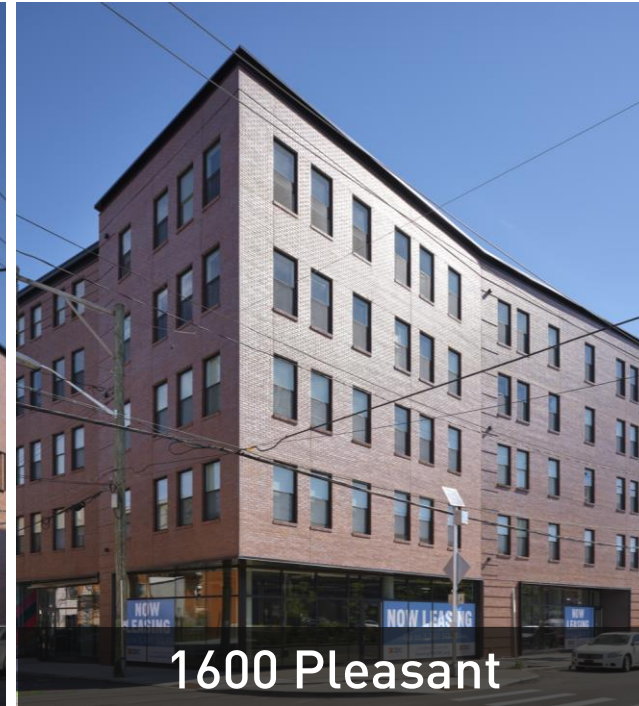
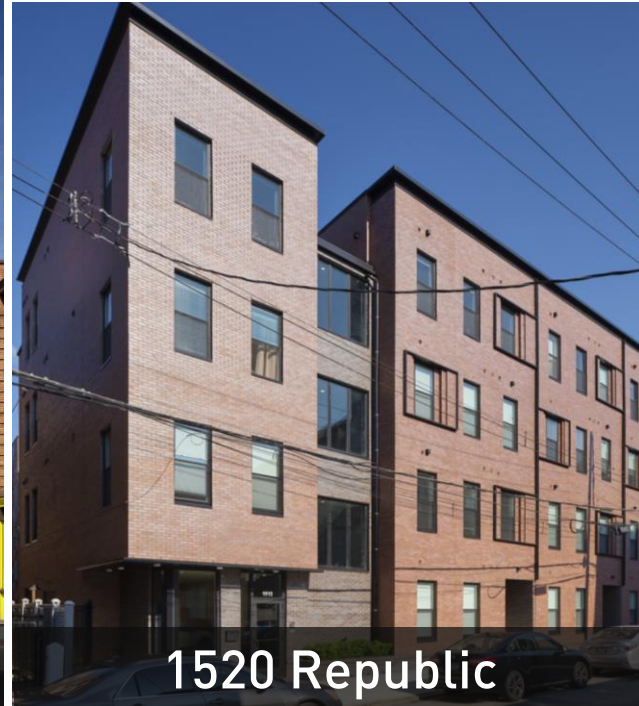
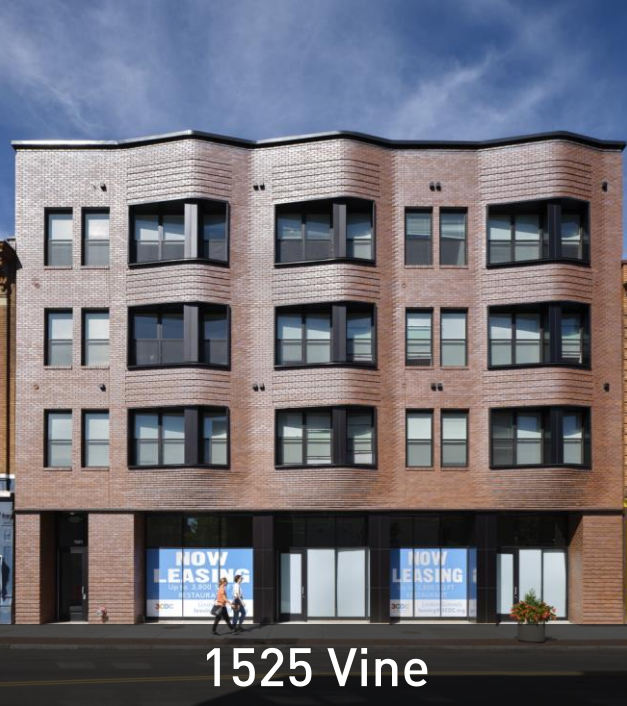
18 E 15th



# INFILL: BEFORE



# INFILL: AFTER



**FINANCING**

# FINANCING

- Low Income Housing Tax Credits
- Federal Historic Tax Credits
- State Historic Tax Credit Award
- New Market Tax Credits
- State New Market Tax Credits
- Opportunity Zone Equity
- Private Debt & Equity
- City of Cincinnati Funding
  - ✓ Equity
  - ✓ TIF
  - ✓ Property Donation
  - ✓ Tax Abatements
  - ✓ HOME Funds



# FINANCING



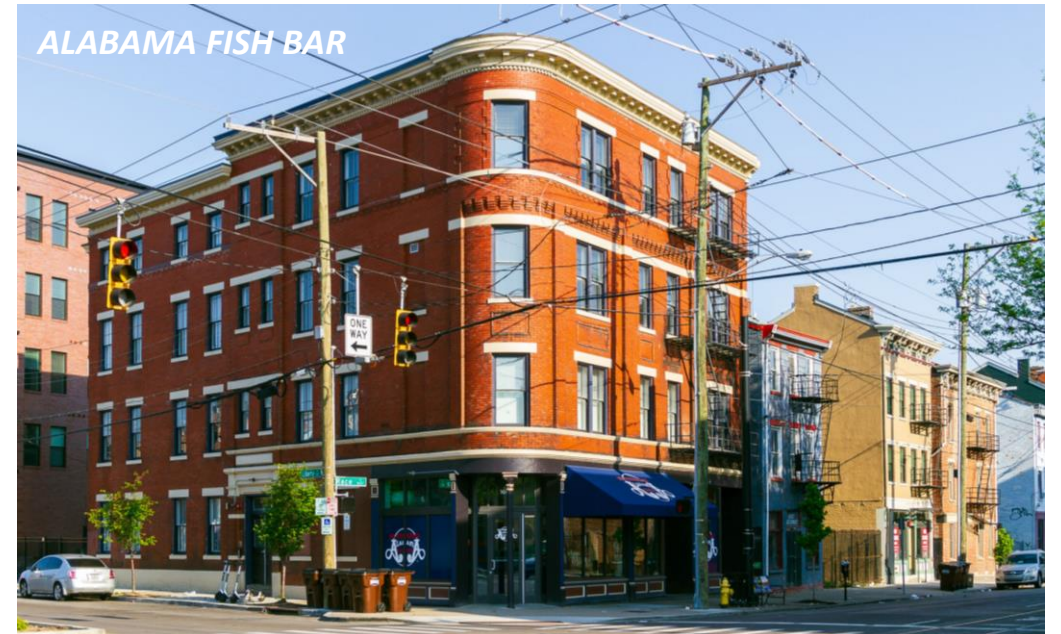
# PROJECT BUDGET

Total Uses	Total Willkommen
Acquisition	4,674,198
Hard Costs	32,206,752
Soft Costs	13,755,066
<b>Total Uses</b>	<b>50,636,016</b>

Total Sources	Total Willkommen
<b>LIHTC</b>	<b>10,069,813</b>
<b>Opportunity Zones</b>	<b>8,250,000</b>
Fifth Third	7,000,000
Model Group	1,250,000
<b>New Markets Tax Credit</b>	<b>9,587,500</b>
Federal	8,287,500
State	1,300,000
<b>Historic Tax Credits</b>	<b>8,210,812</b>
Federal	4,210,812
State	4,000,000
<b>Debt</b>	<b>6,535,000</b>
CEF II	5,250,000
Fifth Third	1,285,000
<b>City</b>	<b>5,008,595</b>
HOME Funds	1,000,000
City Capital	1,500,000
TIF District	2,508,595
<b>Deferred Developer Fee</b>	<b>2,974,296</b>
<b>TOTAL</b>	<b>50,636,016</b>

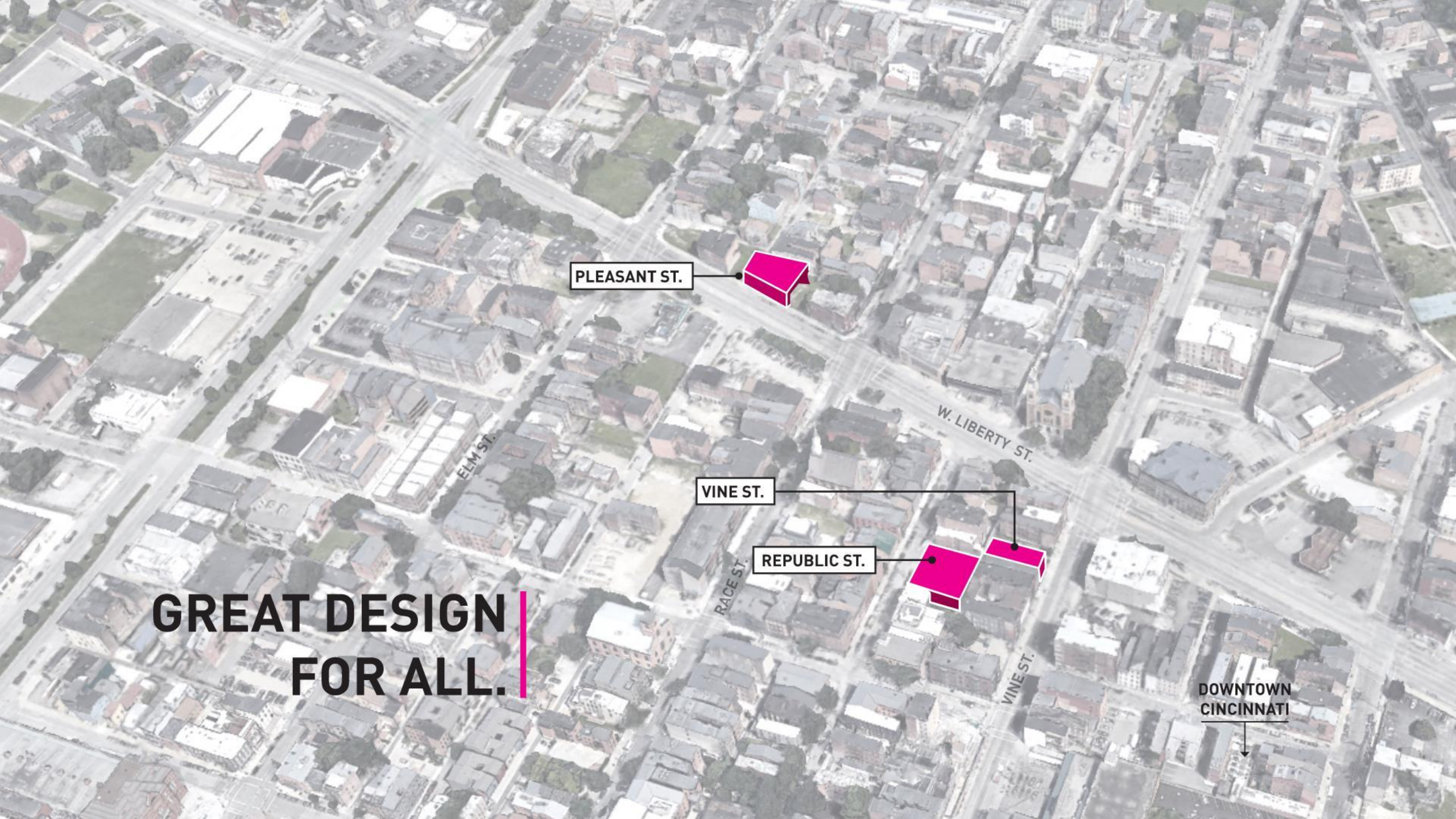
# OPERATIONS

- Model Group (Residential)
  - Leasing and management of the residential units
  - Rapid Apartment Leasing
  - Wide range of apartment unit sizes
  
- 3CDC (Commercial)
  - Leasing of the commercial spaces
  - Great and growing mix of commercial tenants



**INFILL DESIGN**





PLEASANT ST.

ELM ST.

VINE ST.

REPUBLIC ST.

W. LIBERTY ST.

RACE ST.

VINE ST.

DOWNTOWN  
CINCINNATI

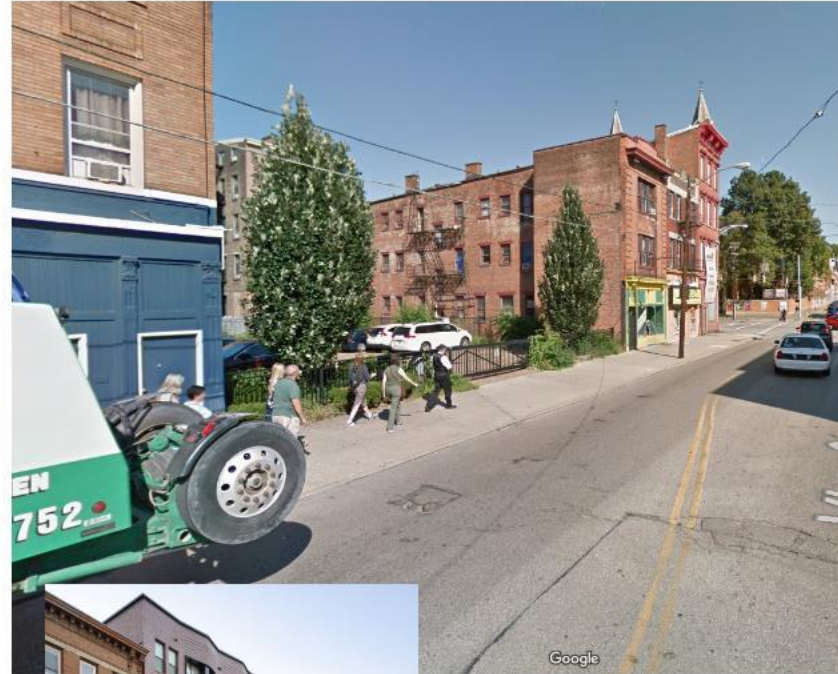
**GREAT DESIGN  
FOR ALL.**

# VACANT LOTS (BEFORE)

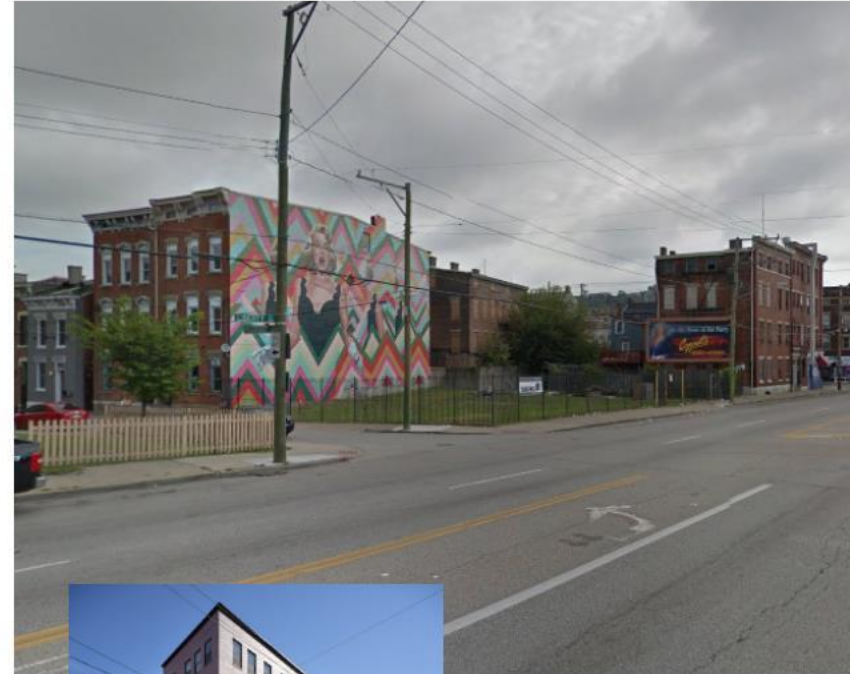
Bringing life to previously empty lots, Willkommen slips into holes in O-T-R's historic fabric that were created by years of demolition and economic disinvestment. They enhance the neighborhood's character with distinctly contemporary design.



REPUBLIC ST.



VINE ST.

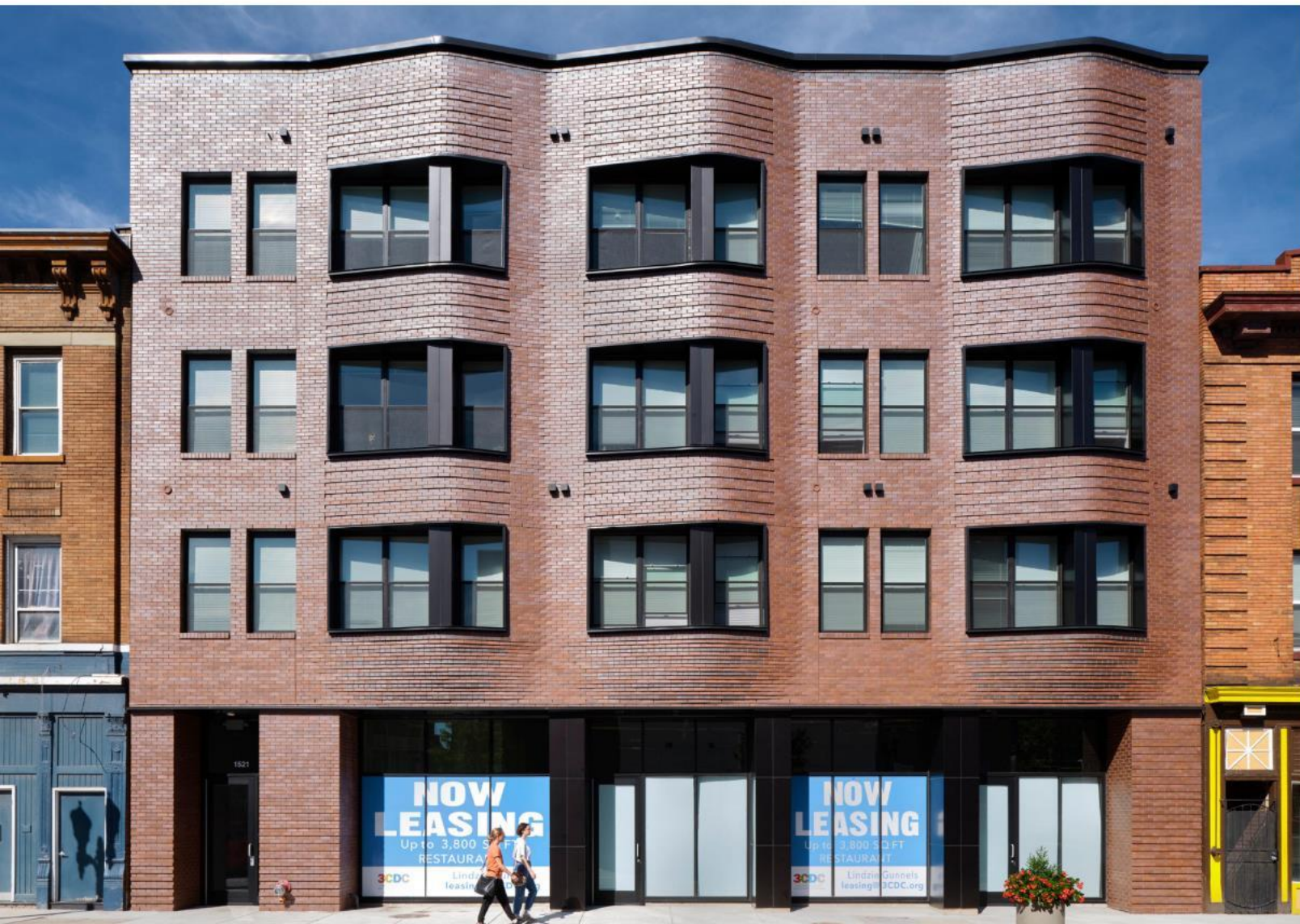


PLEASANT ST.



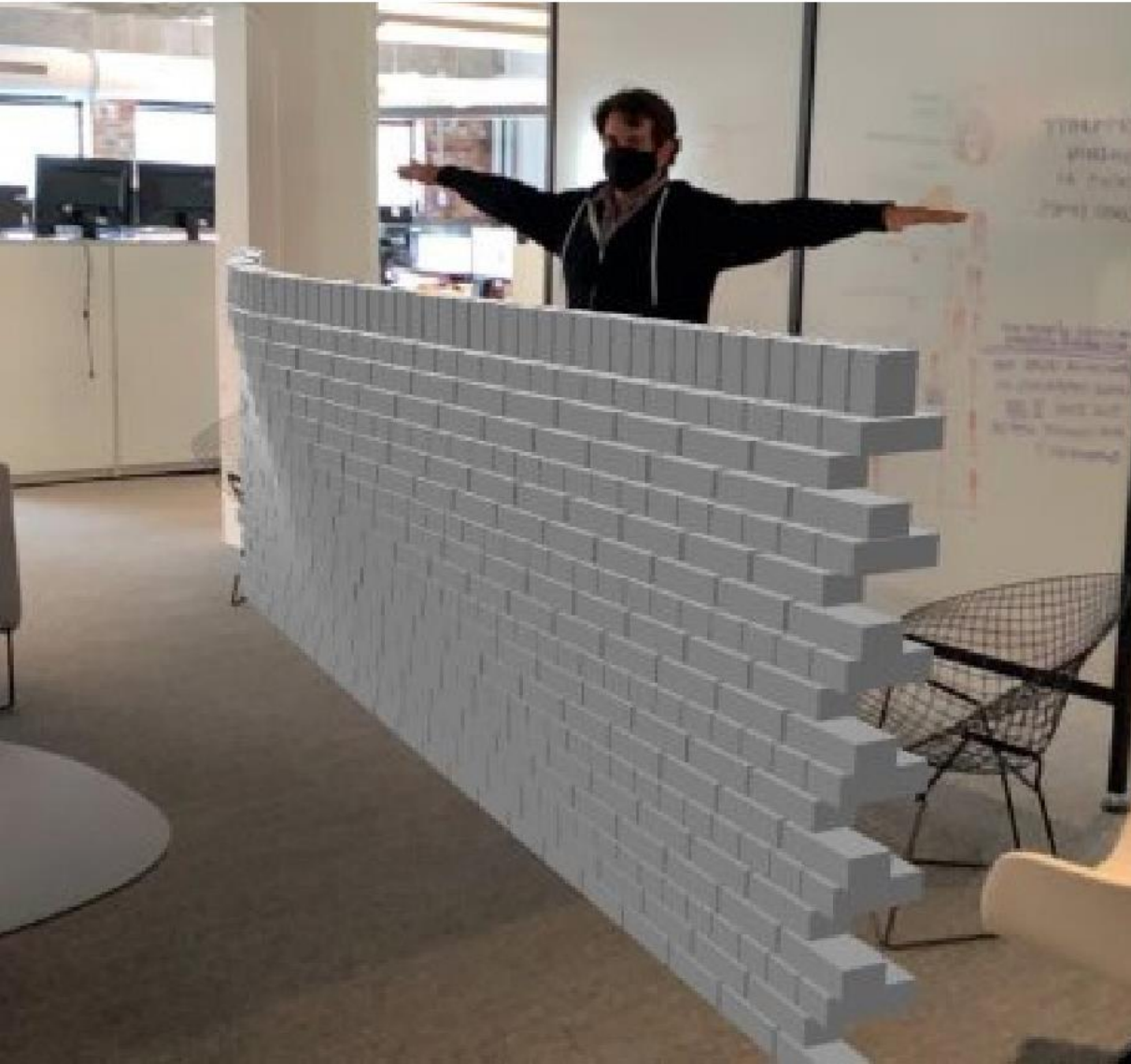
# VINE ST.

A modern take on the neighborhood's historic oriels, Vine Street's undulating brick wall floats above a glass storefront, providing residents with privacy and sunlight.



# VINE ST.

The design team used Augmented Reality, parametric design, and a physical prototype to help masons troubleshoot its striking geometric form, helping them push the boundary of what was buildable within the project budget.



# REPUBLIC ST.

With beacons of light from the lobby, stairs, and stoops, Willkommen on Republic encourages residents to take up informal positions as street guardians and community builders. It invites interaction.



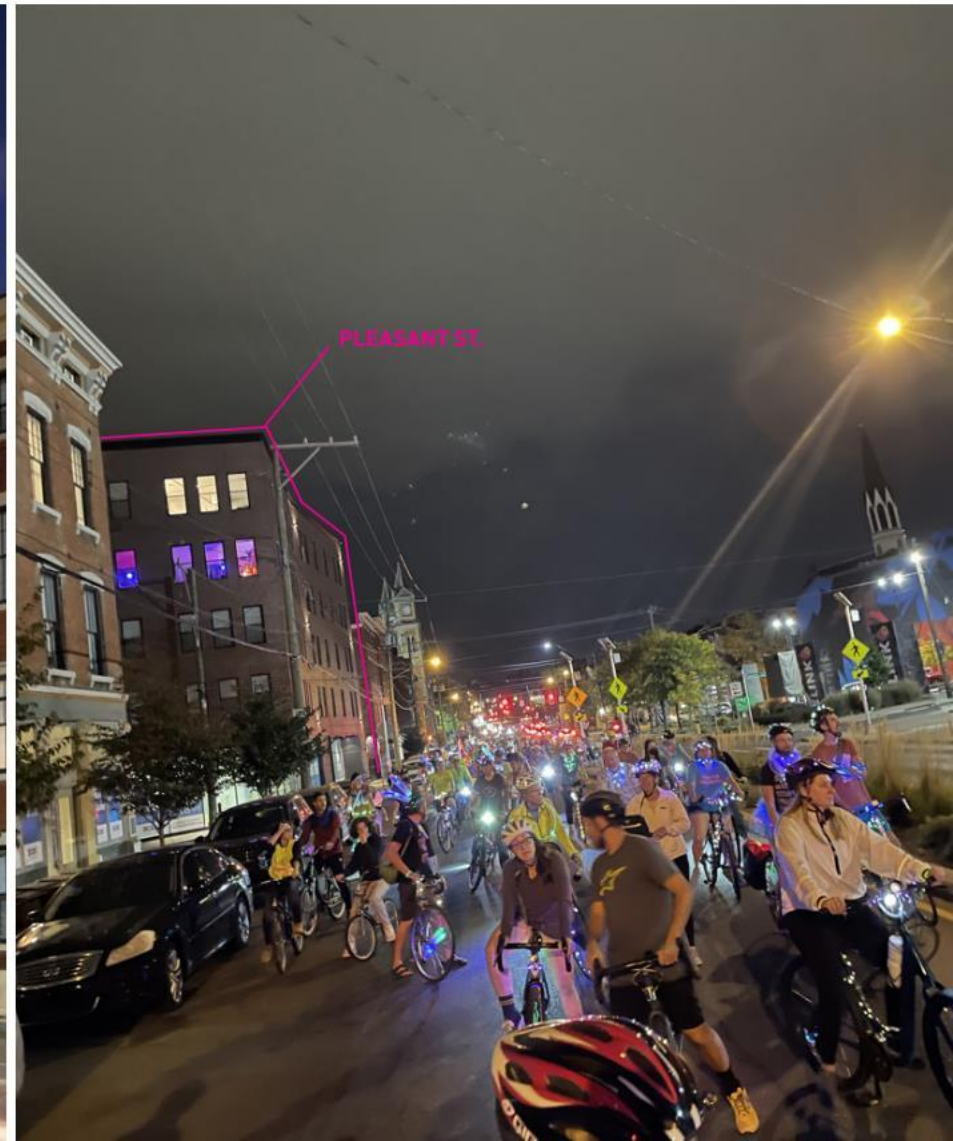
# PLEASANT ST.

Facing two very differently-scaled streets, the height of Willkommen on Pleasant steps up/down to meet both directions while preserving intimate views of the Rosemary Clooney mural on the neighboring building.



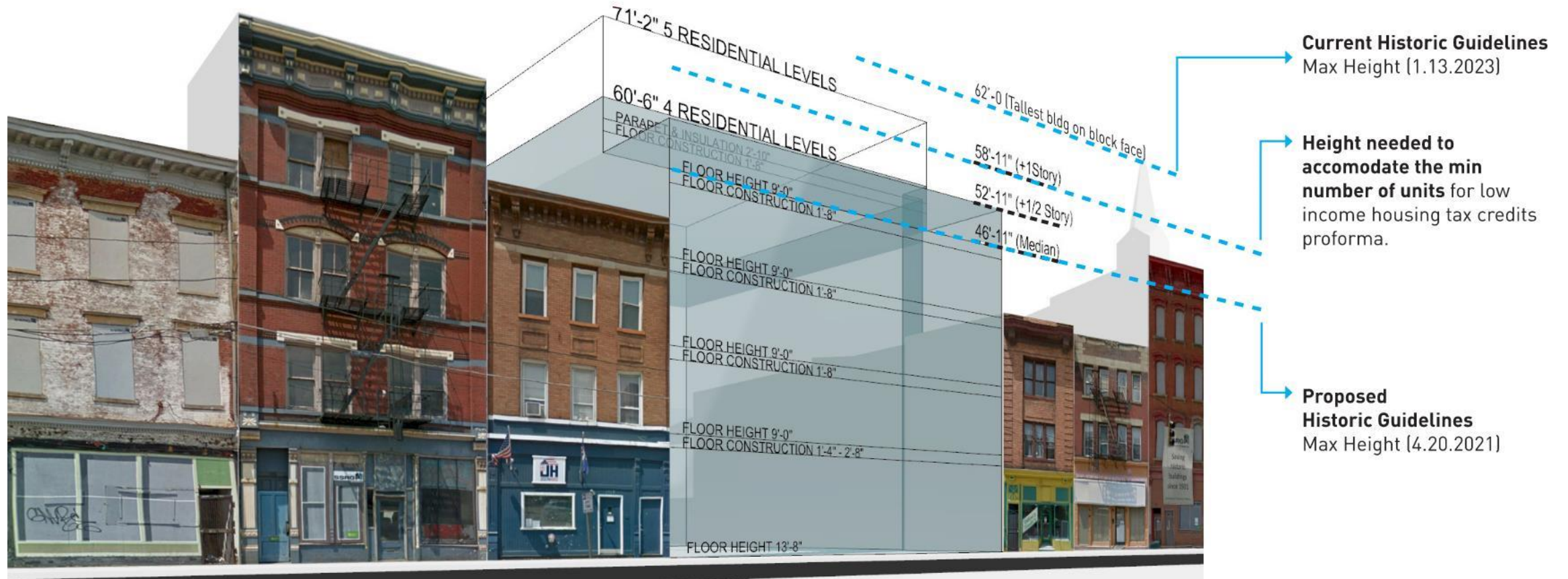
# PLEASANT ST.

Depending on the unit, tenants enjoy views of the city skyline, civic events (like the Blink Bike Parade, pictured right), the mural, or the rolling hills beyond the downtown basin.



# INFORMING HISTORIC GUIDELINES

A continual point of reference during the ongoing effort to update Over-the-Rhine's historic infill guidelines, Willkommen's design sharpened the focus on what was at stake, and the real constraints of modern construction encouraging a better understanding of where these guidelines can be adjusted to support more equitable development.





# LIVING SPACES

Willkommen controls costs and reduces overages by sharing a limited, but well-crafted material palette in all three buildings. Simple interiors with warm natural materials place emphasis on light and views.



# COMMUNITYFEEDBACK

Even before they were finished, the new buildings were generating excitement.



Architect  
5d · 🌐

They're coming along nicely in historic OTR...



Joe Corso, Margy Waller and 121 others

8 comments



Violet Beach  
Are those residential?

Like Reply



DavidEliWhite  
The brickwork is AMAZING! 🔥

Like Reply



Schw4r7z @violetbeach  
Yes, and affordable to boot! ❤️

Like Reply



Morgan Rigaud  
Clever solution. Love the facade. More of this in OTR, plz.

Like Reply



jim uber  
This project will raise our expectation of what's possible.

Like Reply



Margy Waller  
Love this so much.

Like Reply



Joe Corso  
Love ❤️ it!!!

Reply



Mike Uhlenhake  
This is the best OTR infill building...ever.

Like Reply



Lynne Casler  
Great. It rocks...and works

Like Reply



City Dame  
Best new building in ages! ❤️

Like Reply



# AWARDS

**Tri-State Masonry Institute**  
Excellence in Masonry Award

**AIA Pittsburgh**  
Medium: Honor Award

**AIA Ohio**  
Merit Award, Newly Completed Buildings, Willkommen on Vine

**Congress for the New Urbanism**  
Merit Award Winner, Willkommen Urban Infill

**AIA Cincinnati**  
Architecture Honor Award, Willkommen on Vine

**NAIOP Cincinnati/Northern Kentucky**  
Multi-Family Deal of the Year, Willkommen



# CHALLENGES & LESSONS LEARNED

- Complexity vs Economies of Scale
  - ✓ Project and Financing Complexity
  - ✓ LIHTC scoring and flexibility
  - ✓ Legal Costs
  - ✓ Construction Pricing



# CHALLENGES & LESSONS LEARNED

- Project scale
- Navigating Historic Concerns
  - ✓ City of Cincinnati
  - ✓ State/Federal
  - ✓ Community Council/Infill Committee
- Construction and permitting logistics



**WILLKOMMEN**