



TRANSACTIONAL OVERVIEW

LDG Development is excited to announce its newest proposed housing development, **Echo Trail Apartments**. It will be a 256-unit affordable housing multifamily apartment community located in Bowling Green, Warren County KY.

Amenities planned for this site include a pool, playground, dog park, and a clubhouse with a business center, bike storage, a fitness center, a

resident services room, and a common area with kitchenette.

Echo Trail Apartments spans approximately 17.55 acres along the west side of Veterans Memorial Lane and north of the intersection with Morgantown Road. The property is currently zoned RM-4BE.

SOURCES AND USES							
SOURCES	AMOUNT	\$/UNIT	%	USES	AMOUNT	\$/UNIT	%
Tax-Credit Equity	\$25,848,163	\$100,969	39.3%	Land Costs	\$3,700,000	\$14,453	5.6%
Debt	\$21,559,000	\$84,215	32.7%	Hard Costs	\$59,138,395	\$231,009	89.8%
Deferred Developer Fee	\$6,373,748	\$24,897	9.7%	Soft Costs	\$2,992,516	\$11,690	4.5%
KHC HOME Funds	\$6,000,000	\$23,438	9.1%				
CDBG-DR Funds	\$5,000,000	\$19,531	7.6%				
Lease-Up Income	\$750,000	\$2,930	1.1%				
KHC HOME Match	\$300,000	\$1,172	0.5%				
TOTALS	\$65,830,911	\$257,152	100.0%		\$65,830,911	\$257,152	100.0%



Initial Rendering. Final concept not yet rendered



ADDITIONAL INFORMATION

Echo Trail Apartments will be available to households earning up to 70% of Area Median Household Income (AMHI) (\$54,390), for a family of 4 in Warren County. The proposed project is expected to commence construction around the 4th Quarter of 2024 and be complete around the 2nd Quarter of 2027. The site is located along the west side of Veterans Memorial Lane/U.S. Highway 68 north of Walnut Creek Drive in the northwestern portion of Bowling Green. Surrounding uses include residential development to the west and south, a new workforce center to the north and retail/agricultural to the east. Echo Trail will benefit from easy access to Veterans Memorial Lane/U.S. Highway 68 and proximity to other arterial roadways including Morgantown Road/U.S. Highway 231 south of the site. Nearby goods and services include Walmart, Southern Kentucky Community & Technical College, WKU, Warren Central High School, GEO International High School, grocery banks and workforce centers.

Proposed rents for Echo Trail will provide much needed affordable housing for the hard-working families supporting the growing economy of both Bowling Green and Warren County. As of our market study conducted January 2024, all comparable low-income properties were 100% occupied with page long waiting lists from future tenants needing housing. A large reason for this is due to the large increase in market rents in the bowling green area. The proposed rents for this development will be between 13% - 40% less than current rents at market apartments complexes in the county.

LIHTC INCOME LIMITS # AMGI			
FAMILY SIZE	50%	60%	70%
1 Person	\$ 27,200	\$ 32,640	\$ 38,080
2 Person	\$ 31,100	\$ 37,320	\$ 43,540
3 Person	\$ 35,000	\$ 42,000	\$ 49,000
4 Person	\$ 38,850	\$ 46,620	\$ 54,390
5 Person	\$ 42,000	\$ 50,400	\$ 58,800
6 Person	\$ 45,100	\$ 54,120	\$ 63,140

PROPOSED AND MARKET RENTS						
# BR	# BA	AMGI	TYPE	PROJECT RENTS	MARKET RENTS	DIFF IN COST
1-BR	1-BA	60%		\$ 803	\$ 1,095	26.68%
1-BR	1-BA	50%	Low HOME	\$ 657	\$ 1,095	40.02%
1-BR	1-BA	60%	High HOME	\$ 720	\$ 1,095	34.26%
2-BR	2-BA	60%		\$ 964	\$ 1,245	22.55%
2-BR	2-BA	50%	Low HOME	\$ 789	\$ 1,245	36.61%
2-BR	2-BA	60%	High HOME	\$ 855	\$ 1,245	31.31%
3-BR	2-BA	60%		\$ 1,113	\$ 1,510	26.31%
3-BR	2-BA	50%	Low HOME	\$ 911	\$ 1,510	39.69%
3-BR	2-BA	60%	High HOME	\$ 1,079	\$ 1,510	28.56%
3-BR	2-BA	70%		\$ 1,315	\$ 1,510	12.93%



RECOVERY FROM 2021 TORNADO

Echo Trail Apartments will help mitigate demand exacerbated by the December 2021 tornadoes, which caused severe damage in Warren County. An estimated 475 homes were destroyed from the tornadoes, not including severe damage to other apartment complexes in the affected area. Of the 475 homes, FEMA estimates 65% of those were rentals, but the city's occupancy rate for apartments was already at a staggering 97%. The units that remain are unaffordable for the displaced, many of whom are low-income residents searching for permanent residency and currently have no guaranty of finding long-term living arrangements anytime soon. One likely guarantee is low-income residents have been paying more than they can afford for comparable housing since the December 2021 tornadoes.

Ben Peterson, who heads the city-county planning commission, commented on how rebuilding apartments with comparable rent will be nearly impossible.

"You cannot build a new apartment and rent it for less than \$800 plus a month," Peterson said. "So if someone was paying \$750 or less for their home or apartment, and now that product is gone and no longer available, what's their option? Therein lies the difficulty."

At Echo Trail, rents will be up to 40% less than market, including rents that are below \$800/month.

Ben Peterson also commented on the shortage of housing.

"We had a shortage prior to going into the tornado of almost 500 units. Now we've taken another 475 that's been damaged, so now we're at a thousand units short. Now we need double the contractors, double the supplies, to get caught up."

Once Echo Trail's 256 units are placed in service, we believe the complex can not only reduce the demand for housing in the area, but offer an amazing place to live for its residents at a more affordable price than what is currently available.



LDG
DEVELOPMENT

ABOUT LDG DEVELOPMENT

LDG Development was founded based on our belief that everyone deserves a quality place to live. That is why, for more than 30 years, we have worked to develop close to 26,000 units of high-quality affordable housing for thousands of hardworking families and active seniors across the country, including almost 5,400 units right here in KY. From the first responders who are the front lines of keeping our communities safe; to the service workers who have sacrificed income for service, we make sure that those who help our community run have a place they are proud to call home. By building desirable, welcoming housing, we are doing more than just giving families a great place to live. We are helping communities thrive.

At LDG, we are in it for the long haul. That means we view every development as an opportunity to make an investment in a community that we will be a part of for decades to come. This approach ensures that our properties will be maintained to look as beautiful as the day they were built. What's more, our onsite local teams all have a direct line to LDG senior leaders, ensuring decisions can be made quickly and with the needs of the local community in mind and are empowered to make decisions that are driven by our "residents first" philosophy. Because our hard-working residents live busy lives, we go out of our way to support them by offering a variety of residents-first support services. These services are tailored to the needs of each development, but one example includes a partnership with the state's largest healthcare system to provide weekly onsite medical services to all residents regardless of their health insurance status. These services range from routine primary care services focused on prevention and wellness; to more complex patient care typically performed at a physician's office. Residents can also receive assistance enrolling in Medicaid or other federal or state sponsored programs—all without leaving their home.

We believe in the power of education and its ability to change the trajectory in our residents' lives. This guiding philosophy is reflected in a partnership with the National Association of Housing and Redevelopment Officials that is designed to provide scholarships to students living in public housing. Through a \$1 million scholarship fund, students receive up to \$6,000 annually for four years that can be used to pay tuition and other expenses associated with obtaining a college degree. The foundation also supports dozens of local community groups focused on helping some of the nation's most vulnerable and at-risk populations. To help ensure students living in our communities have the support they need to succeed academically, we are piloting an initiative with a local non-profit focused on improving academic outcomes for underserved populations that is designed to boost reading scores for elementary and middle school students.

In addition to our scholarship fund, we are also proud to have been selected for the following awards:

#1 Best Places to Work in Louisville (2022); #1 Developer of Affordable Housing (2020, 2019, 2017); #2 Developer of Affordable Housing (2021); #15 Top 25 Builder (2022); #13 Top 25 Developer (2022)



BUDGET SUMMARY

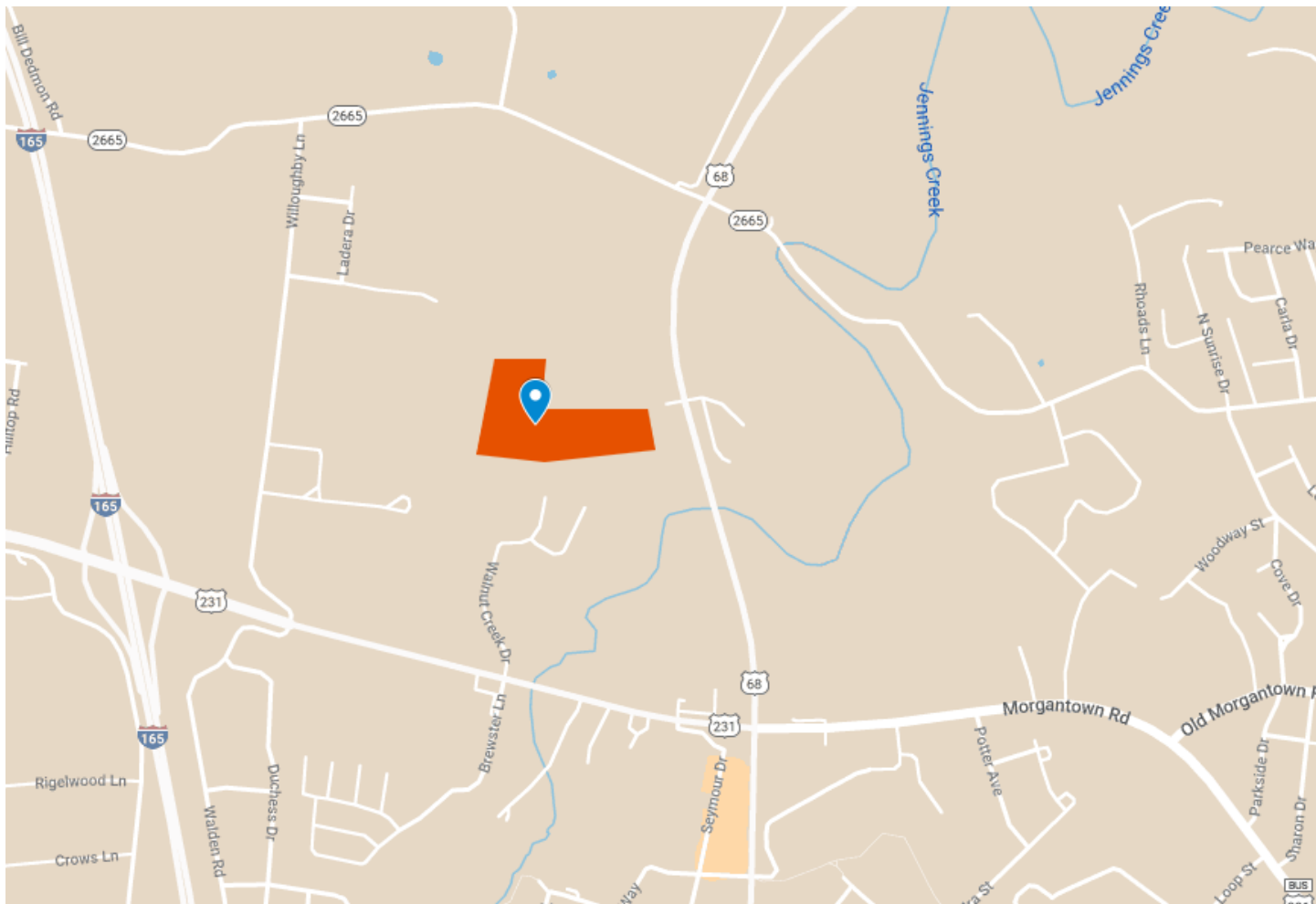
Budget Summary as outlined in the CDBG-DR Guideline

Source	Amount	Project %	Type	Rate	Term	Status of Funds
CDBG-DR	\$5,000,000	7.6%	Loan	0.0%	20 Years	Applied For
CDBG-DR Admin/Planning	\$0.00	0%				
Subtotal: CDBG-DR	\$5,000,000	7.6%				
Federal TC Equity	\$25,848,163	39.3%	Equity	N/A		Committed
Deferred Develop Fee	\$6,373,748	9.7%	Deferred Fee	0.0%		Approved
KHC HOME Funds	\$6,000,000	9.1%	Loan	0.0%	20 Years	Applied For
KHC HOME Match	\$300,000	0.5%	Equity	N/A		Committed
Mortgage Loan	\$21,559,000	32.7%	Loan	6.0%	40 Years	Approved
Lease-Up Income	\$750,000	1.1%	Equity	N/A		Approved
Grand Total	\$65,830,911	100%				



LOCATION MAP

Location of Proposed Development





CONCEPT MAP

Draft Concept Map of Development

