

**SANTA FE COUNTY**

**BOARD OF COUNTY COMMISSIONERS**

**March 30, 2010**

Upon adjournment of the Housing Authority, the County Commission convened at 11:05 in the Santa Fe County Legal Conference Room, Santa Fe, New Mexico.

**Members Present:**

Harry Montoya, Commissioner  
Mike Anaya, Commissioner  
Kathy Holian, Commissioner  
Liz Stefanics, Commissioner  
Virginia Vigil, Commissioner

**Member(s) Excused:**

None

**Staff Present:**

Dodi Salazar, Housing Director  
Steve Ross, County Attorney  
Penny Ellis-Green, Deputy County Manager  
Rachel Brown, Deputy County Attorney  
Victor Gonzales, Capital Fund Coordinator  
Joseph Gutierrez, Director Community Services  
Darlene Vigil, Affordable Housing Administrator  
Diana Gonzales, Housing Staff

**Director's Report**

Ms. Salazar stated plans are underway for the NAHRO Conference that will take place April 14<sup>th</sup> to the 17<sup>th</sup> in Ruidoso. Registration forms and agendas are included in the packet. Commissioner training takes place on Saturday.

One hundred percent of the ARRA funds have been obligated, clearing the way for another allocation later in the year.

Meetings were held with landscape architects.

A staff retreat was held and she will have a report in the near future.

A meeting will be held on April 6<sup>th</sup> with HUD, the Housing Authority and Legal to discuss the development project.

The Boys and Girls Club contracting will terminate June 30<sup>th</sup>.

Commissioner Stefanics asked where the Boys and Girls Club funding comes from and Ms. Salazar said \$75,000 comes from the general fund. No decisions have been made regarding budgeting at this point.

SFC CLERK RECORDED 04/28/2010

**Affordable Housing Update [Exhibit 1]**

Ms. Vigil outlined initiatives they have accomplished or are working on. She noted there was an item on the upcoming BCC agenda for increasing down payment assistance to \$20,000. Attempts are underway to align the County's policies with those of the City. She went over long-term objectives including rental requirements, required percentages of affordable housing in the new Sustainable Land Development Plan, elimination of the first-time homebuyer program, rehabilitation and weatherization of homes and senior and special needs housing.

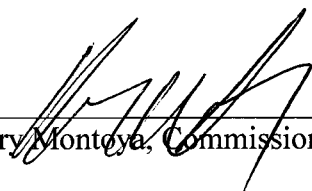
Commissioner Stefanics advised caution in alignment between City and County programs, since the City has some controversial ideas.


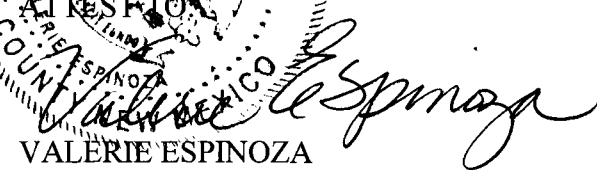
Commissioner Vigil said it sounds like a study session was called for since a number of decisions have to be made. Ms. Vigil said she would forward relevant materials to the Commissioners. A study session was tentatively planned for Thursday, April 29<sup>th</sup> at 10:00.

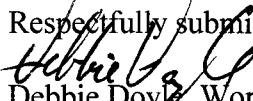
**Adjournment**

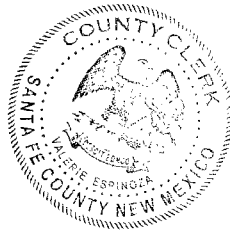
Having completed the agenda and with no further business to come before the Board, this meeting adjourned at approximately 11:20 a.m.

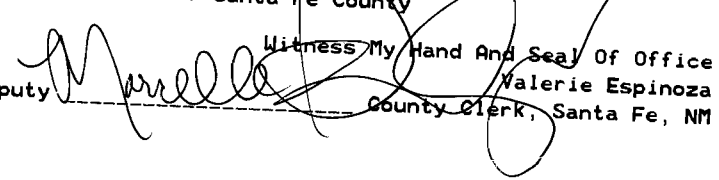
Approved by:

  
\_\_\_\_\_  
Harry Montoya, Commission Chair

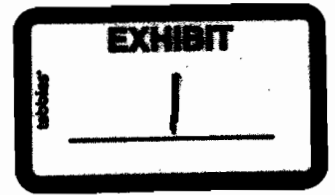
  
ATTEST TO  
  
VALERIE ESPINOZA  
COUNTY CLERK

Respectfully submitted,  
  
Debbie Doyle, Wordswork



COUNTY OF SANTA FE )  
STATE OF NEW MEXICO ) ss  
BCC MINUTES  
PAGES: 11  
I Hereby Certify That This Instrument Was Filed for  
Record On The 28TH Day Of April, 2010 at 10:24:12 AM  
And Was Duly Recorded as Instrument # 1597212  
Of The Records Of Santa Fe County  
  
Witness My Hand And Seal Of Office  
Valerie Espinoza  
Deputy \_\_\_\_\_ County Clerk, Santa Fe, NM

SFC CLERK RECORDED 04/28/2010



**COMMERCIAL PROPERTIES INC.  
JAMES F. WHEELER, CCIM  
2019 GALISTEO ST., L-1  
SANTA FE, NM 87505  
[cpi@newmexico.com](mailto:cpi@newmexico.com)  
Phone: 9888081  
Fax: 988 8082**

March 15, 2010

Dodi Salazar  
Santa Fe County Housing  
52 Camino de Jacobo  
Santa Fe, NM 87507

Dear Dodi:

Answers to your questions regarding letter of March 10, 2010:

**1. ANSWERS**

- a. Shovel ready: yes but utilities need to be brought in, road improved, and lots prepared for building
- b. Substantiate shovel ready: we will provide you with a copy of all approvals along with setting up a meeting with Scott Hoeft, Santa Fe Planning, and the planner for the project.
- c. Building Permits issued: no houses designed yes
- d. Start building: It is estimated that it would take 6 months to install road and utilities, then another 90 days for houses to be completed. While roads and utilities are being installed, homes may be designed

**2. REVOLVING FUND:**

- a. A portion of the \$2,000,000 will be used as follows
    - i. Utility extension
    - ii. Road development
    - iii. Engineering and construction management
    - iv. Materials
    - v. Lot preparation
    - vi. Housing construction
  - b. Lot cost credit
    - i. You will receive a credit of \$30,000 per lot purchased for every dollar spent on utility extension, road and lot preparation and associated costs.
    - ii. Cost of lots in 1st. phase will be a maximum of \$30,000
    - iii. You may buy as many or as few lots in 1st. phase as you wish enabling you to have money for construction of homes.
  - c. Recapture of \$2,000,000
    - i. Lot sales to not profits
    - ii. Lots sales to individuals
    - iii. Lot sales to contractors
    - iv. Joint Ventures will Habitat, Homewise, etc to build homes
    - v. These funds would be used to purchase and/or improve additional lots and homes and further sustain the initial investment and most likely increase the revolving fund.
3. A portion of the land could be considered potentially as a donation, but the structure of the entire project will determine the extent.

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4. GREEN PROJECT: It is possible that the entire project could be green. The extent will be determined by Santa Fe County and the owners once the parties have looked at the compromises in lot and home price delivery, profit and affordability. Once again, it is important to look at the goals of Santa Fe County, the extent they wish to be involved in the whole project and timelines for completion of the project.
5. TIME TABLES FOR DELIVERY:
  - a. Project could commence immediately
  - b. Completion will depend upon absorption
  - c. Absorption rate could increase dramatically with the inclusion of the non profits and both contractor and individual sales
6. HOMEOWNER DUES: Homeowner dues are determined by amenities, which entity (homeowners or county) is responsible for roads and maintenance and potentially small pockets of smaller associations within the development.

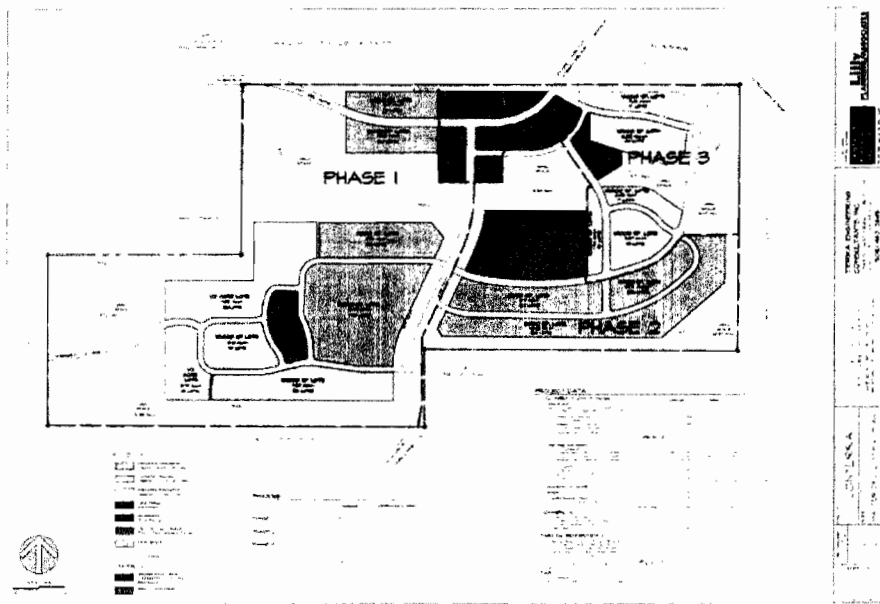
Additional information and potential for donations: I met with the Montoya Family Trust last night. Here are some of the ideas exchanged that I would like to sit down and talk with you one on one:

1. There is potential for a Joint Venture or a Public Private Partnership on this project
2. There is a potential of donating 74 units to the county by increasing the density from 526 units to 600 units. This ideas has already been explored with Santa Fe Planning, and it is our understanding that because this is affordable housing, we could obtain the bonus density
3. With the Sonterra Project, you would have the ability to either develop lots either
  - a. Develop and sell the homes yourself and/or
  - b. Sell off lots to the private individuals and contractors, Homewise, Santa Fe Housing Trust, Habitat for Humanity and other organizations of this nature. I just had a meeting in the past months with another group that needs transitional housing and they have federal funds for this.

Yours truly,

  
James F. Wheeler, President

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**SONTERRA  
SANTA FE COUNTY**

**LAND SIZE:** 244.8 ACRES approximately

**PRICE:** \$6,000,000.00

**TERMS:** Cash, owner carry, partial sales, joint venture, trades or partial trades may be considered

**ZONING:** Approval in place for a mixed residential use. Specific zoning and uses must be verified by Buyer.

**ACCESS:** State Road 14 and Rancho Viejo

**UTILITIES:**

Water:	water service agreement with Santa Fe County And water line is adjacent to property
Electricity:	Close
Telephone:	Close
Sewer:	Preliminary conversation with Rancho Viejo to connect to their community system

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<b>LAND USES &amp;</b>	Open Space	10.82 acres-Plaza, park, athletic fields
	Open Space	111.25 acres
	Single Family	46.54 acres, 6,000 +/- sq.ft. Lots, 261 units
	Single Family	26.74 acres, 10,000 +/- sq.ft. Lots, 94 units
	Single Family	13.67 acres, 22,000 +/- sq.ft. Lots, 27 units
	Town Homes	4.37 acres, 31 units
	Apartments	2.34 acres, 35 1 <sup>st</sup> . Floor and 35 2 <sup>nd</sup> floor
	Neighborhood Center	3.02 acres
	School Site	10 acres - 5 acres for open space
	Commercial	3.02 acres, 29,117 sq.ft.
	School site	10 acres, elementary school
	Affordable housing	(156 units to be integrated through out project, included in above numbers)

**COMMENTS:** One of the few subdivisions available in Santa Fe County with approvals, utilities available and multiple options on ways to purchase property.

**COMMERCIAL PROPERTIES, INC.  
 JAMES F. WHEELER, CCIM  
 2019 GALISTEO ST., L-1  
 SANTA FE, NM 87505  
 505 988 8081**

SCALE 1"=200'

0 100 200

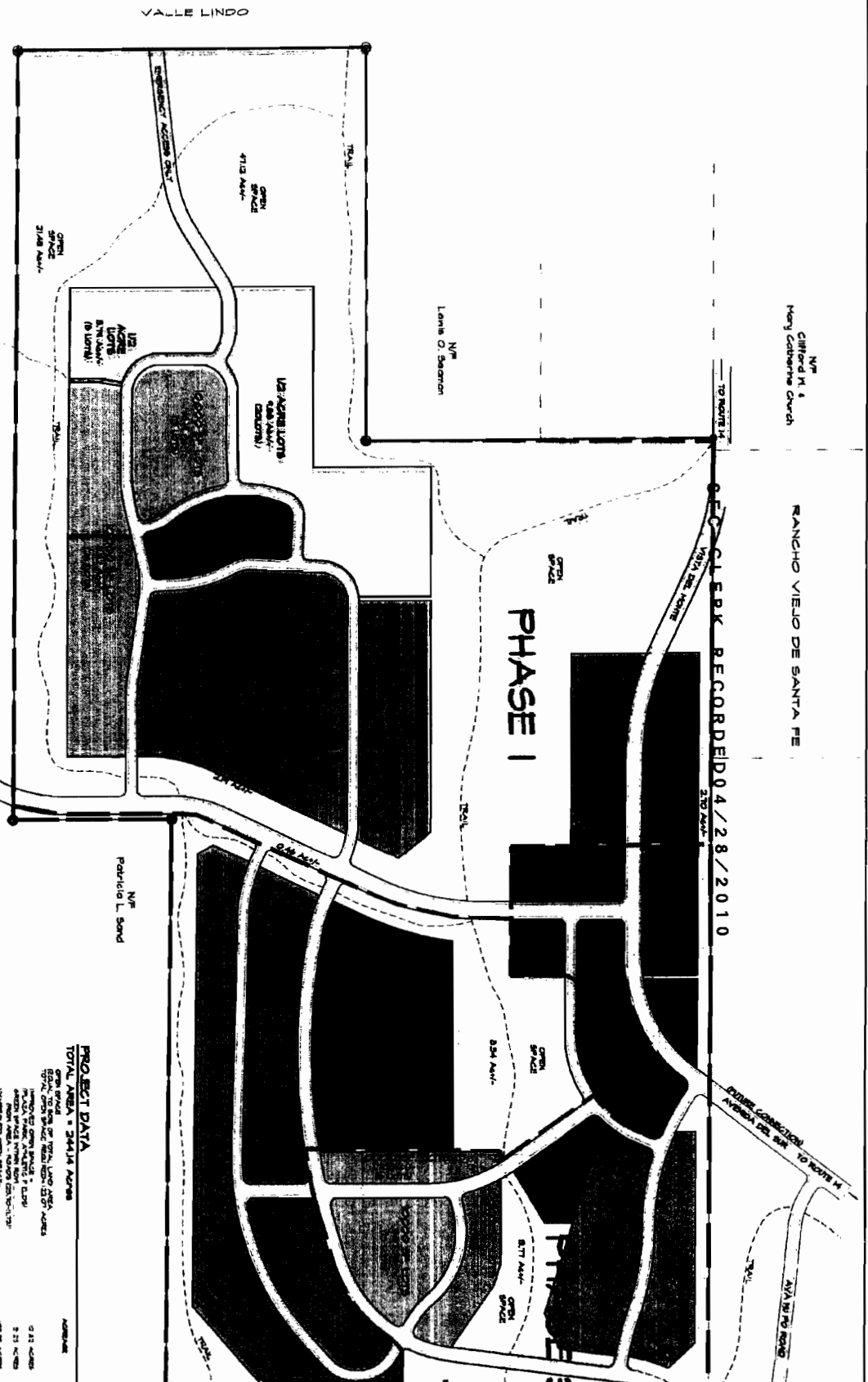


- RESIDENTIAL**
- Disturbed Residential (Approx. 8,000 sq. Lm)
  - Disturbed Residential (Approx. 6,000 sq. Lm)
  - Disturbed Residential (Approx. 1/2 Acre Lot)
  - Non-Residential
  - Agriculture (Multi-Family)
  - Improved Open Space (Parks, Sports, Amenity, Public)
  - Open Space
  - Trail System
- COMMERCIAL**
- Multi-Story Commercial & Office
  - Single / Multi-Unit

**PHASING**

PHASE	ACRES	APPROXIMATE DENSITY
PHASE 1	33.26 AC.	21 UNITS / AC
PHASE 2	8.80 AC.	28 UNITS / AC
PHASE 3	48.47 AC.	47 UNITS / AC
<b>TOTAL</b>	<b>90.53 AC.</b>	<b>350 TOTAL RESIDENTIAL UNITS</b>

STATE OF NEW MEXICO



**PROJECT DATA**

**TOTAL AREA = 244.18 ACRES**

LAND AREA AND DENSITY

Category	Area	Density
Disturbed Residential	14.84 ACRES	21 UNITS / AC
Disturbed Residential (200 Acre District)	24.36 ACRES	21 UNITS / AC
Disturbed Residential (1/2 Acre Lot)	9.06 ACRES	21 UNITS / AC
Non-Residential	4.87 ACRES	21 UNITS / AC
Agriculture	2.84 ACRES	21 UNITS / AC
Improved Open Space	3.07 ACRES	21 UNITS / AC
Open Space	41.43 ACRES	21 UNITS / AC
<b>TOTAL OPEN SPACE</b>	<b>44.50 ACRES</b>	

**COMMERCIAL**

350 TOTAL RESIDENTIAL UNITS

21 UNITS PER ACRE

8.80 ACRES (PHASE 2)

48.47 ACRES (PHASE 3)

33.26 ACRES (PHASE 1)

90.53 ACRES (TOTAL PHASING)

**PHASING**

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# Green Builders Guild Pricing Addendum

## Via Contenta Subdivision

The following information represents base line home prices for each tier of housing. The ten lots reserved for Habitat for Humanity are for income levels at 50% of Area Median Income (AMI). The ten lots reserved for the Housing Trust are for income levels starting at 65% of AMI. The 40 lots reserved for the Green Builders Guild are for income levels starting at 80% of AMI.

Home prices outlined in the RFP reflect upper ends of each pricing tier.

### 10 units Habitat for Humanity 150K – Total for Lots

- (2) Two bedroom, 1 bath, 1000 sq ft. \$95K\*
- (5) Three bedroom 2 bath, 1150 sq ft \$110K\* (\$100/Ft +/-)
- (3) Four bedroom, 2 bath, 1250 sq ft. \$125K\*
- \* Equivalent sale price due to zero interest mortgage

### 10 units Housing Trust 250K – Total for Lots

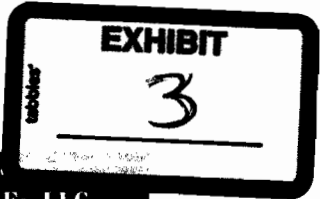
- (2) Two bedroom 1 bath, 1000 sq ft \$125K
- (5) Three bedroom 2 bath, 1150 sq ft \$145K (\$130/Ft +/-)
- (3) Four bedroom 2 bath, 1250 sq ft \$165K

### 40 units Green Builders Guild 1600K – Total for Lots

- (10) Two bedroom 1 bath, 1000 sq ft – 1150 sq ft \$155K – \$220K
- (20) Three bedroom 2 bath, 1150 sq ft – 1500 sq ft \$175K – \$260K
- (10) Four bedroom 2 bath, 1250 sq ft – 1800 sq ft \$200K -- \$300K

SFC CLERK RECORDED 04/28/2010





Questions:	Commercial Properties	C& M Builders, LLC	Daniel Buck Construction, INC	Santa Fe Green Builders Guild	La Quinta Santa Fe, LLC
<b>Project is Shovel Ready</b>	No/Rds+ Utilts needed	No/lot development	Yes	Lots are shovel ready	Yes
<b>Please substantiate</b>			Development Permits and Plats are in place	Lots at Tierra Contenta Financing in place for homes are not approved at this point	All approvals have been obtained and all houses have been designed
<b>Final Plat approved</b>			Yes	Yes	Yes
<b>Have Building Permits</b>	no	no	Need to be secured	Not yet	Permits available within 2wks of request
<b>Start Date</b>			After County Contractual Agreement is approved	After County purchases lots and resells to builders and non profits	Upon contractual agreement with County 6 homes would start immediately
<b>Sustainable Fund</b>	not fully developed	not fully developed	Yes/How much?	Yes/in some cases non profits would hold soft seconds/County is reimbursed for land	Yes/County subsidy required for purchase of the homes

Questions:	Commercial Properties	C& M Builders, LLC	Daniel Buck Construction, INC	Santa Fe Green Builders Guild	La Querencia Santa Fe, LLC
Will donate land?	\$30k credit per lot purchased for every \$1 spent for utility extension/ road / other	Will sell land for less than appraised value	Donate \$35k to \$45K per lot/may already be factored in sales price		\$35k per lot factored into sales price of County
Meets "Green" Building Standards	Not yet	Builder refers to star energy credits	They qualify as a build "Green" silver rating	Yes/Green Building code (Gold)	Achieve Hers index of 70
Timeline of project	Yet to be determined	Yet to be determined	First unit completed 120 days after ground breaking/subsequent units in 2wk intervals after	County needs to purchase lots then resell to builders and non profits	Yes
"Homeowner Association Dues" cap?	N/A	N/A	\$35 per month		Current is \$98 per month
Sales Price to County			7 units at \$146k to \$200k per home, unclear as to all cost included in sales price	approx. \$2million for 60 lots at Tierra Contenta	12-1300sq.ft. 3bd home \$213,500 11-1500sq.ft. 4 bd home \$228,750
County Subsidy Required			Needs to be determined	Needs to be determined	Tier III approx. \$40k per unit/Tier II approx. \$76k/ Tier I approx. \$116k



## Santa Fe County Affordable Housing Initiatives

March, 2010

- A. Housing Assistance Ordinance 2009-14 was approved by the Board of County Commissioners on November 10, 2009. The Ordinance will allow for;
- Donation of land, buildings and infrastructure to support Affordable Housing
  - Developer Subsidy of up to \$10,000.00 per affordable housing unit
  - Homebuyer Down Payment Assistance will be available to families earning less than 100% of the Area Median Income, purchasing homes in the unincorporated areas of Santa Fe County.
  - Down Payment Assistance up to \$20,000.00 will go before BCC on March 30, 2010
- B. Santa Fe County and the City of Santa Fe have approved a Joint Resolution to align general characteristics of the Santa Fe County Affordable Housing Ordinance and the City of Santa Fe Homes Program. The alignment will allow for a user friendly environment among the Developers, Builders and Non-Profit Organizations. Topics of discussion which are ongoing are subject to but not limited to the following;

### Short Term Objectives

- Maximum Target Pricing – County to consider city’s new proposal
- Asset Limitations – County to consider city policy
- Eligibility Certifications – County does allow “Designee” to prepare and process certifications
- Income Ranges – City is pursuing adjustments to match County
- Long term retention of affordable homes – County to explore options and policies

### Long Term Objectives

- Rental requirements – County will have a work study around this issue
- Required percentages of affordable homes 30% and 15% part of the Sustainable Land Development Plan – County will have a work study to include SLDP findings
- Eliminate first time home buyer – County to explore pros and cons
- Investigate opportunities for rehabilitation of homes, weatherization, renewable energy
- Explore opportunities to address Senior and special needs housing

Santa Fe County is committed to providing products and services that are in the best interest of the community, workforce families and our partners.

SFC CLERK RECORDED 04/28/2010