



MHANY Management Inc.

and

the Mutual Housing Association of
New York, Inc.

HOUSING NEEDS FOR NYC

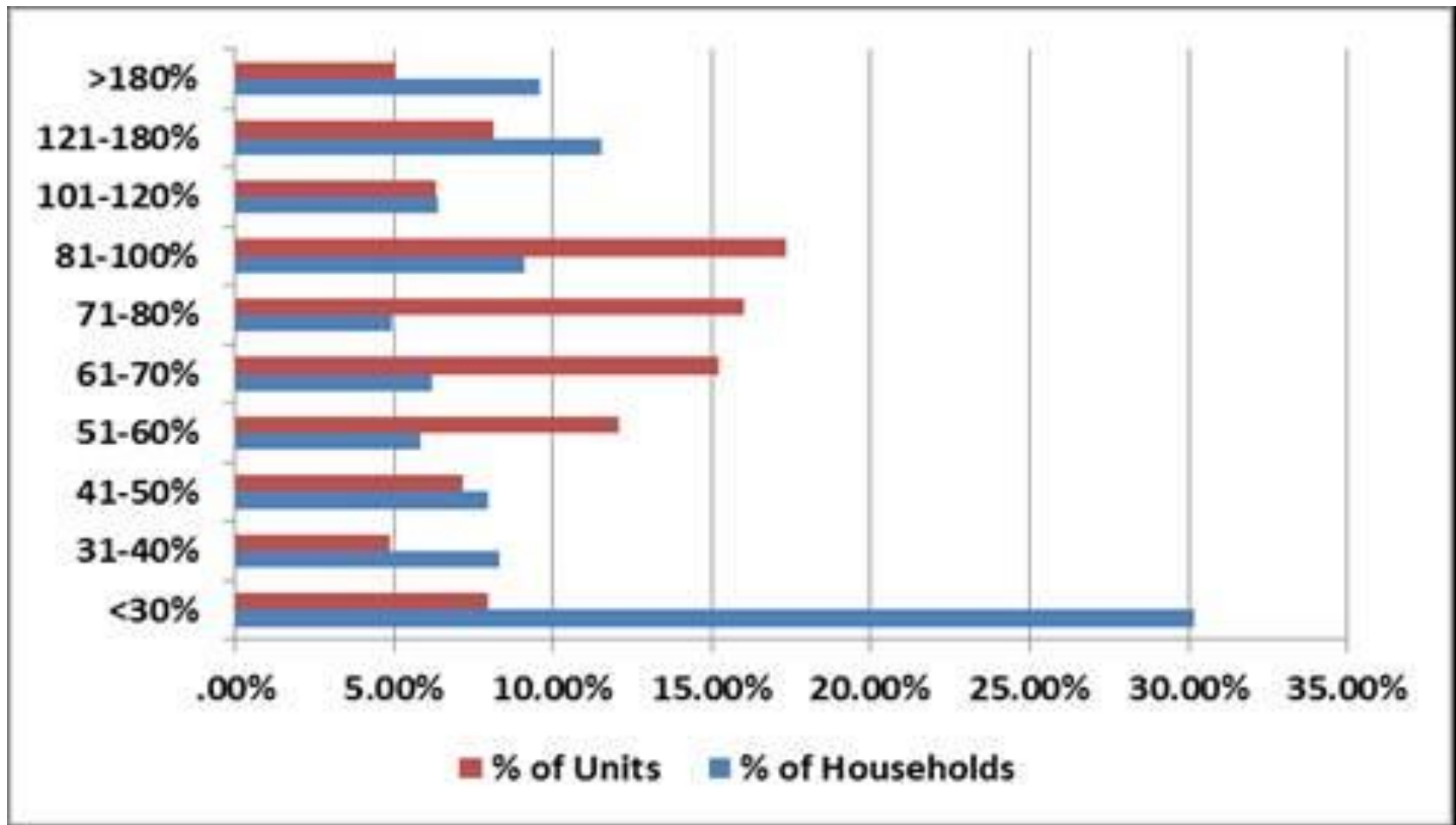
According to 2011 census data:

- 956,820 households of varying sizes had incomes at or below 50% AMI
- 424,068 apartments were available to households at those income levels (including NYCHA and section 8 vouchers)
- 532,752 shortage of apartments for these households if we presume households should pay 30% of income towards rent

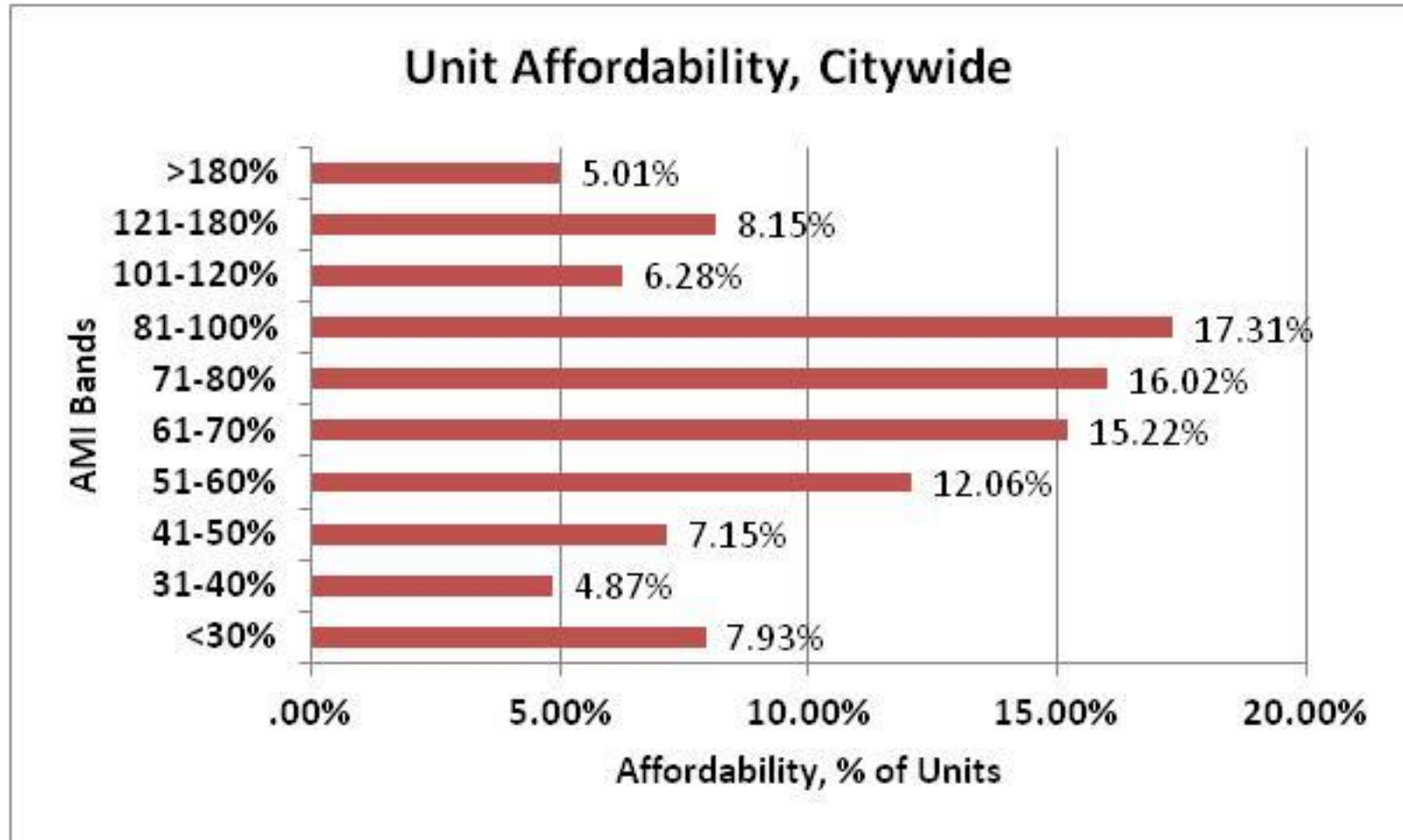
Gap in affordable housing units by AMI Band

	# of Units	# of Households	Gap
<30%	168,510	621,630	-453,120
31-40%	103,591	171,171	-67,580
41-50%	151,967	164,019	-12,052
Subtotal	424,068	956,820	-532,752
	Less Potential Voucher Households	-128,820	
Net Total	424,068	828,000	-403,932
51-60%	256,364	119,668	136,696
61-70%	323,636	127,978	195,658
71-80%	340,509	100,833	239,676
81-100%	368,023	187,661	180,362
101-120%	133,609	131,602	2,007
121-180%	173,167	236,711	-63,544
>180%	106,516	197,182	-90,666

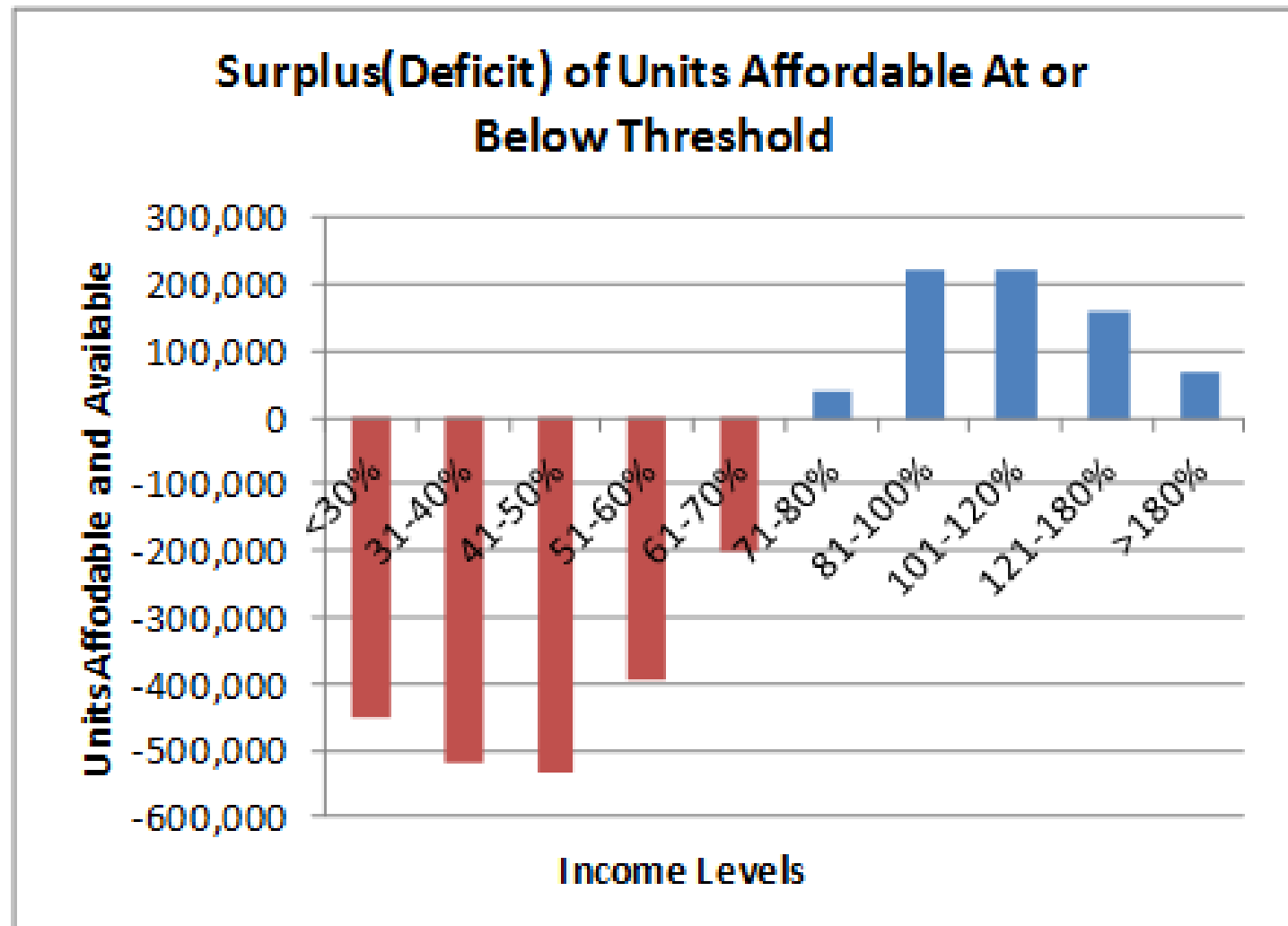
Unit availability by AMI



Shortage by AMI and Household size



Surplus (Deficit) of Units Affordable at or Below threshold



20-30-50 PROGRAM SUMMARY

- 20% up to 50% (with 15% of the 20% @ 40%)
- 30% up to 130%
 - If at 80% AMI, rentable to households up to 100%
 - If at 100% AMI, rentable to HH's up to 130% AMI
 - If at 130% AMI, rentable to HH's up to 165% AMI

Recently approved developments

- BAM North 123 total apartments; 25 up to 60% AMI; 24 up to 130% AMI; 73 market rate
 - Land for \$1
- Astoria Cove 1700 total apartments; 5% at 60%(85 units); 15% at 80% (255 units) and 7% at 125% (120 units); 73% market (1240 units)
 - Up-zone from M zone to residential/commercial mixed use

Principles by which to build

- Good career-oriented jobs for our Communities and local residents
- Real Affordable Housing for our Communities and local residents
- Real community participation in shaping new housing developments
- Strong, enforceable anti-harassment and anti-displacement policies to protect us

An alternative: capturing value and making concessions for affordability

- In cases of major up-zone or on public land
- Increase buildable floor area
- Union labor at a new affordable housing residential rate and other changes
- Increase commercial FAR
- If land is in high-cost neighborhood, market units provide internal cross subsidy
- In lower land-cost neighborhoods, city provides subsidy
- Reduced return to developer

If you applied the principles outlined above

- For example at Astoria Cove you could get
- 10% @ 37% AMI (170 units)
- 10% @ 47% AMI (170 units)
- 10% @ 57% AMI (170 units)
- 10% @ 77% AMI (170 units)
- 10% @ 125% AMI (170 units)
- 50% @ Market (850 units)

Why impose labor standards?

- The Fiscal Policy Institute estimated in 2007 that 13,350 people were in the NYC affordable housing construction workforce. Two-thirds of the workforce, or 9,000 workers, were illegally employed, employed as independent contractors or employed off the books
- Low wages; no benefits; skirting payroll taxes and social-insurance programs for workers; deprive workers of employments rights and opportunities for skill development and career advancement; shift costs of health care to employees and taxpayers
- Labor standards must be imposed and enforced providing mainly minority workers an opportunity at good-paying jobs, skill development and advancement

What Works: Edward J. Malloy Construction Skills Pre-Apprenticeship Program

- The construction skills program trains and places minority youth in middle class construction jobs; average salary \$67,110
- Recruits based on anticipated number of reserved apprenticeship openings; ensuring placement of graduates (need certainty in job placement)
- Links recruitment of students to the availability of apprenticeship slots and demand (need a pipeline)

Offering a unique opportunity to “earn and learn”

- The Construction skills Model can be successfully applied to adults from low and moderate income communities where housing will be built
- Union apprenticeship provides wages and benefits to local residents and workers while they learn job-related skills
- Trained workers are placed into middle-class jobs that stabilize the workforce, local communities and support the City’s growth
- If there was a committed pipeline of jobs for graduates of apprenticeship programs – local residents could be recruited and trained today and available to build the apartments proposed in Mayor de Blasio’s plan