TOWN BOARD WORK SESSION

January 11, 2021 - 5:30 PM
Town Board Chambers, 301 Walnut Street, Windsor, CO 80550.
Please click this URL to join. https://windsorgov.zoom.us/j/92034453499
OR join by telephone at (888) 788-0099 or (877) 853-5247
Webinar ID:920 3445 3499

***GOAL* of this Work Session is to have the Town Board receive information on topics of Town business from the Town Manager, Town Attorney and Town staff in order to exchange ideas and opinions regarding these topics.**

Members of the Public in attendance virtually are asked to be recognized by the Mayor before participating in any discussions of the Town Board.

AGENDA

1. Urban3 Follow Up - S. Ballstadt, Planning Director
2. Introduction to the Metro Mortgage Assistance Plus Program - K. Frawley, Town Clerk
3. Future Meetings Agenda

The Town of Windsor will make reasonable accommodations for access to Town services, programs, and activities and will make special communication arrangements for persons with disabilities. Please call (970) 674-2400 by noon on the Thursday prior to the meeting to make arrangements.

TOWN OF WINDSOR COLORADO

MEMORANDUM

Date: January 11, 2021
To: Mayor and Town Board
Via: Shane Hale, Town Manager
From: Scott Ballstadt, Director of Planning
Re: Urban3 Follow Up
Item #: 1.

Background / Discussion:

Following the Urban3 presentation to Town Board on October 19th, Town Board budgeted $38,000 for the analysis as discussed at that work session. This work session has been scheduled as a follow up on some subsequent Town Board questions.

<u>Background Context</u>

Given the unprecedented growth over the past five years, the Planning Division is contemplating a 2022 budget request to update the 2016 Comprehensive Plan, and the analysis performed by Urban3 would inform potential goals and policies consistent with the 2020 Strategic Plan. All three Strategic Plan Performance Commitment Areas of Focus would be addressed in this analysis: Strategic Growth, Vibrant and Healthy Economy, and Sustainable Infrastructure. For example, with regard to the Town's Sustainable Infrastructure Area of Focus, Urban3 has illustrated for other jurisdictions the budgetary challenges associated with low density development patterns and the life cycle of roads and required on-going maintenance.

The Planning Division proposed the Urban3 presentation at the October 19th Town Board work session following the Urban3 keynote address at the last American Planning Association Colorado conference. Urban3 utilizes GIS data to tell a story in a very unique and visual way that goes beyond a simple analysis and report of data. While Planning may have had the Comprehensive Plan in mind, the analysis would be useful for other departments and the Downtown Development Authority in their planning as well.

Below are responses to a couple of specific questions from Town Board members as follow-up to the October 19th work session.

How have other communities used this type of analysis?

Staff asked Urban3 for some examples and they provided the following that are related to Comprehensive Plans specifically:

"The City of Ogden, UT used our work to 1) changed their zoning code to disallow uses, like storage facilities, in their core area that are not fiscally productive; 2) changed their zoning code to ensure a mix of uses with new housing boom, so that they wouldn't get monolithically residential areas; 3) used our work as a lens for their new Comp Plan Update *Make Ogden Plan,* to make sure that as they planned for new development, that it would raise value incrementally in their specific areas of focus before allowing for development in other, more outlying areas; and 4) through seeing the value of downtown development in our work, they saw the strategic need to acquire a key property in their downtown area when a large business relocated, and worked with developers in public/private partnership to redevelop the property - staff used our work as a platform when sharing w/council and the community the strategic importance of acquiring this site."

"The City of Rancho Cucamonga is going through their General Plan Update process (analogous to a Comp Plan update, just the CA version) and used our work to inform their council and public on the current state of the City's financial health during the planning and community engagement process. We are currently helping them determine their preferred land use scenarios for future growth using our analysis. Additionally, even though the process is not yet complete, their city manager used our work to enact a warehouse/industrial moratorium this month in the southeastern portion of their city, citing the fiscal impact of these types of developments and a need to reinvest in downtown first. You can also view our presentation as part of their General Plan website here (scroll down and click on the "Dollars and Sense - The Economics of Land Development Patterns"). At the 1 hour and 3 minute mark of the video is a more relevant information the Board may be interested in."

The following link is a deliverable from a recent project in Fayetteville, GA:

"Here is a link to a final report for a recent project in Fayetteville, GA. You can utilize the baseline understanding of municipal finance to educate your residents as part of the comprehensive plan community engagement process (Tabs 1-10 in the report). Then, we could take the recommendations for growth as part of the Comprehensive Plan and create scenario projections for you all to show the varying tax implications of different types of growth. This would not be an expensive add on to your Comp Plan update process (less than $5k) for us to undertake after the future land use map has been drawn. Additionally, the existing revenue models (Tabs 6 and 7) can show your DDA/Economic Development folks where and what kinds of development are the most remunerative per acre in the City, and where more investment in infrastructure could occur to support that type of development."

Are there any local firms that could do the same analysis?

There are undoubtedly other firms both local and national that can analyze the same data; however, the reason that Urban3 was asked to present to Town Board on October 19, 2020, was the fact that they use the data to tell a story and shed light on issues that otherwise might not be obvious from a typical review of the data. Other firms that could work through this kind of data don't typically focus on the 3D storytelling side of the data and instead are more focused in a 2D maps, graphs and spreadsheet manner. Urban3's goal is to take complex growth and economic challenges, demystify tax codes, government processes, and municipal finance data, in an effort to better allow their communities to clearly understand the economic impact of development.

Approach:
Urban3 believes understanding the economic impact of various land use patterns is an imperative first step to building and growing a sustainable community. Their work not only reflects the relative fiscal efficiency of development patterns, but also helps policymakers and practitioners deliver a data-driven understanding of the economics of place. Through mapping and detailed analysis, their approach helps communities make smarter decisions about future development and capital improvements. Overall, they aim to present complex tax information in an easily understood format and provide additional transparency via participation around community growth and fiscal health.

Process:
Urban3's analytic method focuses on normalizing tax values on a per-acre basis. Their process is broken into two phases. First, parcel data with ownership, tax values, exemptions, and building information is cataloged and processed. Many times, there are anomalies in Tax Assessor's files that misrepresent acreage amounts or allocate tax values across multiple semi-related parcels. Their team will then focus on correcting and synthesizing different tax parcel data for the Town of Windsor as needed from Larimer and Weld Counties. Additionally, Urban3 will work with Town staff to contact the Colorado Department of Revenue to obtain sales tax data for Windsor. Urban3 has worked with dozens of communities across the Colorado and the country to obtain and map sales tax data at a spatially meaningful level, while still maintaining business' privacy. After the parcel and sales tax data is processed and all errors are corrected, Urban3 will move on to visualizing the information. Urban3's visuals and 3D graphics provide a unique way of seeing the world in which fiscal efficiency–or inefficiency–is immediately apparent. Urban3 uses a variety of visual techniques to display value per acre and revenue metrics to create 3D representations of land value, tax value, and value per acre trends in vertical "spikes" to clearly display a huge amount of information. Market variability and inequitable tax valuations, and of course, value per acre efficiency across Windsor will be displayed in 3D. Also, tax millage rates will be applied to parcel data to show the amount of taxes each development or area actually pays, versus its assessed tax value. Following the data processing and analysis, Urban3 will work to storyboard all the findings. Over a period of days, their staff will conduct a deep dive into all the data outputs, ultimately creating a holistic economic story for the Town.

Relationship to Strategic Plan:

All three Strategic Plan Performance Commitment Areas of Focus would be addressed in this analysis: Strategic Growth, Vibrant and Healthy Economy, and Sustainable Infrastructure.

ATTACHMENTS:

- Urban3 Windsor Example Slides

Urban3

URBAN3

What's happening in the Area:

Comparative examples and local options.

TOWN OF WINDSOR COLORADO

Urban3

URBAN3

Value Per Acre
Weld Co, CO

Sam's Club
$140, 727 per acre

Walmart Supercenter
$136,428 per acre

Urban3

URBAN3

Value Per Acre
Weld Co, CO

Sam's Club
$140, 727 per acre

Walmart Supercenter
$136,428 per acre

Urban3


URBAN3
Value Per Acre
Weld Co, CO
Winter Farm
$225,855 per acre
Windsor Estates
$17,199 per acre
Walmart Supercenter
$136,428 per acre
Source: Weld County, CO Image Credit: Google Streetview

Urban3


URBAN3
Value Per Acre
Main St. Windsor, CO
Windsor Veterinary Clinic
$951,857 per acre
Li'l Flower Shop
$985,200 per acre
Designing Beauty Academy
$1,025,963 per acre
Walmart Supercenter
$136,428 per acre
Source: Weld County, CO Image Credit: Google Streetview

Urban3

URBAN3

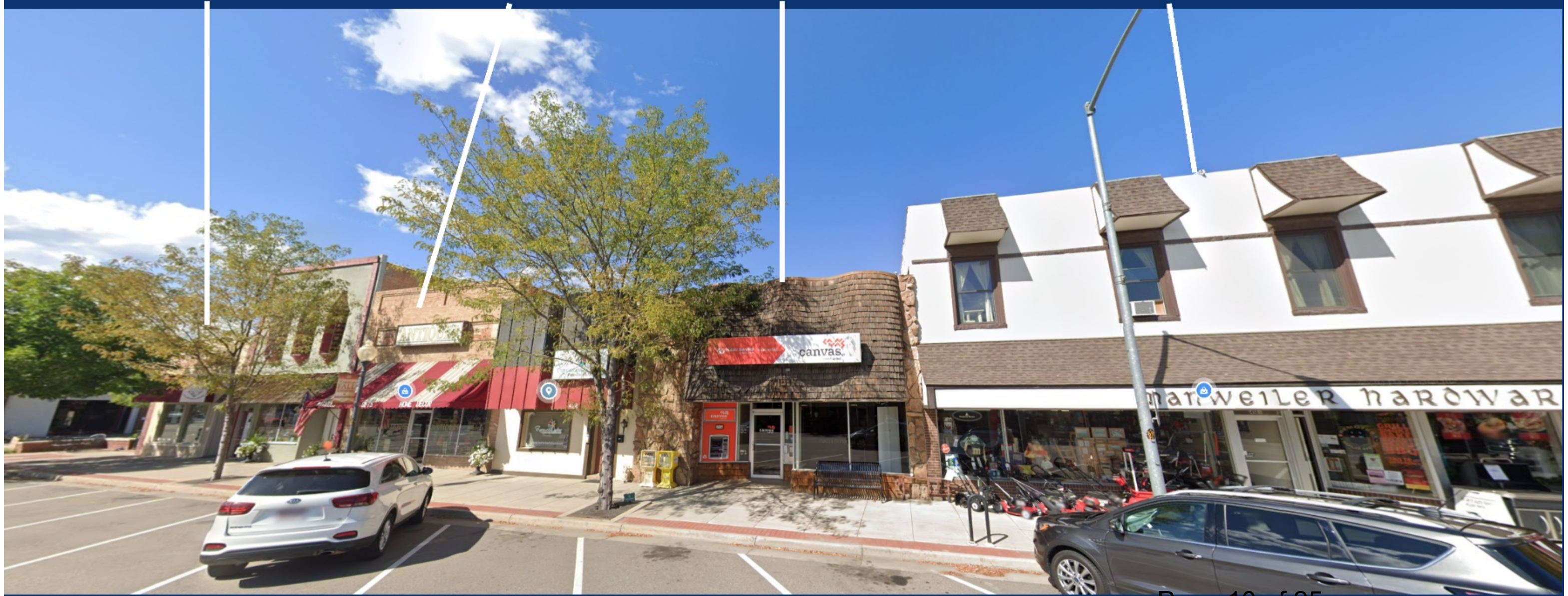
Value Per Acre
Main St. Windsor, CO

Windsor Lake Coffee
$1,586,984 per acre

Memory Lane Antiques
$1,935,222 per acre

Canvas Credit Union
$1,625,098 per acre

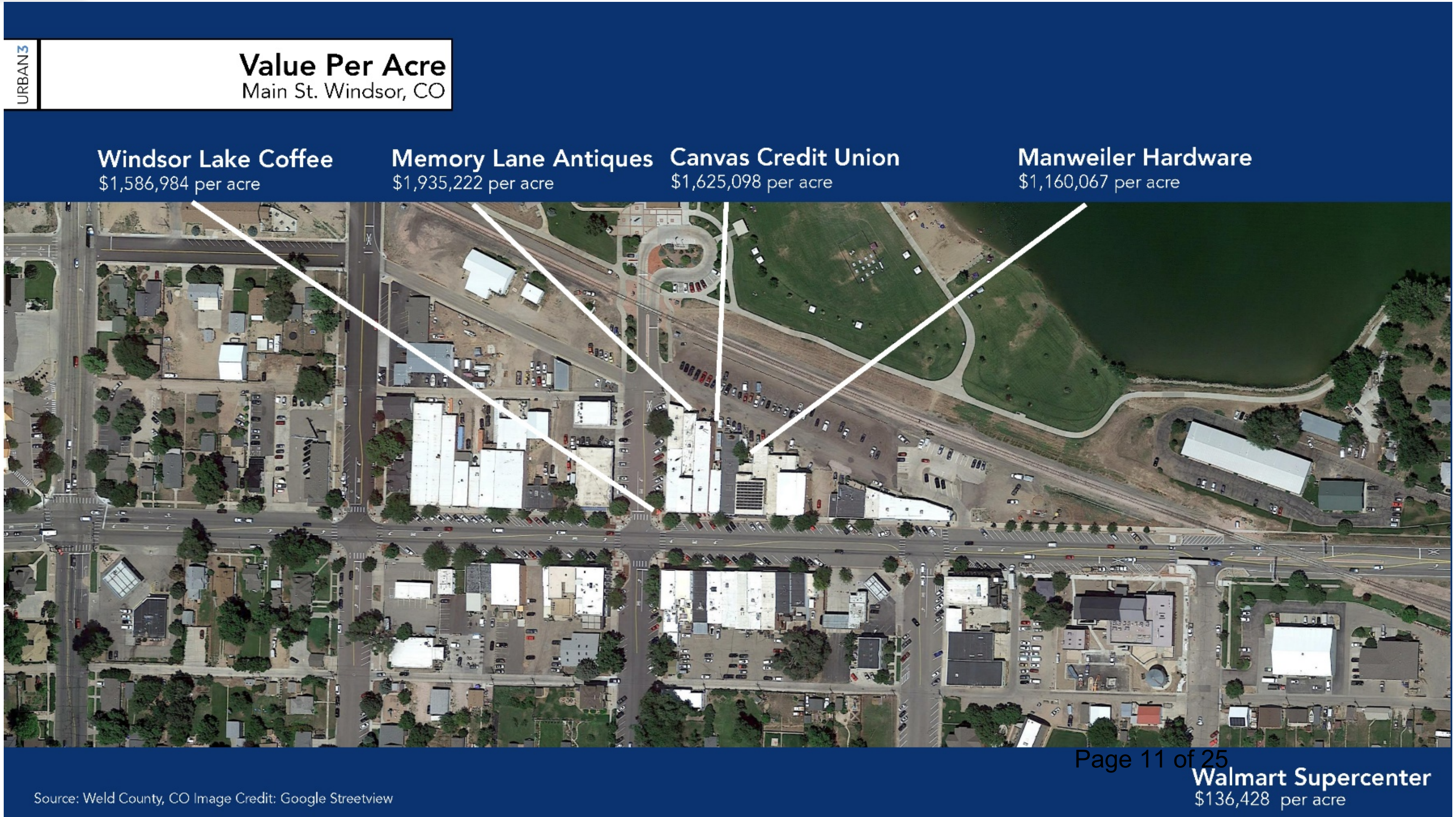
Manweiler Hardware
$1,160,067 per acre



Walmart Supercenter
$136,428 per acre

Source: Weld County, CO Image Credit: Google Streetview

Urban3



URBAN3
Value Per Acre
Main St. Windsor, CO
Windsor Lake Coffee
$1,586,984 per acre
Memory Lane Antiques
$1,935,222 per acre
Canvas Credit Union
$1,625,098 per acre
Manweiler Hardware
$1,160,067 per acre
Walmart Supercenter
$136,428 per acre
Source: Weld County, CO Image Credit: Google Streetview

TOWN OF WINDSOR COLORADO

Urban3

URBAN3

Value Per Acre
Main St. Windsor, CO

Hearth Restaurant and Pub
$2,900,000 per acre

Walmart Supercenter
$136,428 per acre

Source: Weld County, CO Image Credit: Google Streetview

MEMORANDUM

Date: January 11, 2021
To: Mayor and Town Board
Via: Shane Hale, Town Manager
From: Karen Frawley, Town Clerk
Re: Metro Mortgage Assistance Plus Program
Item #: 2.

Background / Discussion:

Town staff were contacted by representatives involved with the metroDPA program to inquire if the Town Board would consider approval of a participation agreement and resolution that would allow the Town of Windsor to be considered a participating Town with the City and County of Denver, which is the sponsor for the program. Other communities currently participating include Larimer County, Greeley, Evans, Berthoud, Mead, and members of the Metro Mayors Caucus. A total of 44 jurisdictions in the Front Range area are actively benefitting from metroDPA.

The metroDPA Program is unique among similar programs available in other states in that the program is administered at the county level instead of at the state level. The program is designed to offer assistance to qualified borrowers in the form of a variety of 30 year fixed rate first mortgage options and down payment assistance. For example, aid can be provided in the form of assistance set as a percentage (up to 6% depending on loan type) of the overall note and the aid can be applied toward down payment or closing costs. The full amount of aid is provided as a silent second mortgage (0% interest) and forgivable monthly over 36 months.

The metroDPA program started in 2013 using mortgage-backed securities, which operate better in low interest environments and are less restrictive than mortgage revenue bonds in that there is no eligibility restriction to only first time homebuyers. The sponsor for the program (City and County of Denver) contracts with an investment banking firm, Stifel, Nicolaus & Company, Incorporated, to manage the program's day-to-day operations. No bond authority from the sponsors is currently utilized to fund the program and down payment assistance is funded by the value of the loans in the secondary mortgage market.

Current qualifications for applicants for metroDPA assistance include qualifying credit score levels (640 or 680 depending on loan type), income limits ($150,000), purchase price limits ($548,250), and property/home type restrictions determined according to loan type. More information about the program is available at www.metroDPA.org.

Financial Impact:

No expenditures are anticipated now or in the future associated with being a participating jurisdiction in the metroDPA Program.

ATTACHMENTS:

- metroDPA Presentation
- Request to Participate

Homeownership
&
Down Payment Assistance Program

Department of Housing Stability

Town of Windsor Requested Action

Approve and execute the Delegation and Participation Agreement for the Metro Mortgage Assistance Plus Program*

- No cost to the Town
- Denver pays set-up and on going operational costs for program
- Agreement terminates when Program is discontinued

* Rebranded to "metroDPA Program" in Feb. '19.

Previous MMA+ Program Review

- Started Spring 2013
- Metro area cities, towns and counties participate in program
- Down payment assistance was offered as a grant (“DPA”) available to people seeking to purchase a home
- Buyers must meet standard loan qualifications (max. debt to income ratio, min FICO scores, etc.) and participate in a homebuyer education course

- In total (through Dec. 2020), the program has
  - 2,950 Households helped
  - $830 Million in mortgages originated
  - $32.3 Million in down payment assistance provided

Program Updates – metroDPA

- City issued an RFQ to identify qualified program partners to refresh the down payment assistance program
- The City sought responses exhibiting:
  - Innovations
  - Efficiencies
  - Enhancements to the current MMA+ program
  - Strong borrower focus
- Stifel was selected based on:
  - Focus on providing lowest mortgage rate to borrower
  - Desire and plan to expand existing program
  - Knowledge of local market

Updated metroDPA Details

- 3%, 4%, 5% & 6% down payment assistance options
- 3-year forgivable 2nd loan
- Home purchases only (no refinancing)
- No maximum purchase price

Homebuyer Requirements:

- No first-time homebuyer requirement
- *Maximum* qualifying income: $150,000
  - 150% of Denver AMI
- Minimum 640 FICO credit score
- Homebuyer education required from HUD approved agencies
  - Free option available

How is the DPA Funded?

- Through the City and County of Denver as an HFA, the program is able to fund down payment assistance
- Borrower's receive a 30-year, fixed-rate mortgage and assistance in the form of a 3-year forgivable 2nd mortgage
  - The program uses capital markets to fund the first mortgage and accompanying assistance
  - This mechanism is similar to the one used by commercial lenders
- Borrowers receive funds at closing through their lender
- Lenders are reimbursed when the loans are sold to one of the servicers, Lakeview or US Bank
  - The use of multiple servicers increases program efficiency, borrower flexibility and rate competitiveness

Current metroDPA Jurisdiction

Cities and Towns					Counties
Arvada	Centennial	Evans	Littleton	Superior	Adams County
Aurora	Commerce City	Federal Heights	Lone Tree	Thornton	Arapahoe County
Bennett	Dacono	Firestone	Longmont	Westminster	Boulder County
Berthoud	Deer Trail	Frederick	Mead	Wheat Ridge	Broomfield County
Boulder	Denver	Golden	Lochbuie		Denver County
Brighton	Edgewater	Greeley	Northglenn		Douglas County
Broomfield	Englewood	Highlands Ranch	Parker		Jefferson County
Castle Rock	Erie	Lakewood	Sheridan		Larimer County

Continually adding more jurisdictions!

Program Partners

- Sponsor – City and County of Denver
- Program Manager – Stifel Financial Corp.
- Bond Counsel – Kutak Rock, LLP
- City Housing Financial Advisor - CaineMitter
- Servicers – US Bank | Lakeview
- Program Administrator – eHousingPlus
- Local Lenders – 100+ approved
- Participating Municipalities – 44 approved

Metro Mayors Caucus Administered by the
City & County of Denver, Colorado

metroDPA
down payment assistance

metroDPA.org | metroDPA.org | metroDPA.org | metroDPA.org

- ✓ **EXPAND** HOUSING **AFFORDABILITY** IN YOUR COMMUNITY
- ✓ **NO RISK** OR COST FOR MUNICIPALITIES TO **PARTICIPATE**
- ✓ **DESIRED** BY REALTORS, LENDERS AND **HOME BUYERS** IN YOUR AREA

- ✓ **SEVERAL** DOWN PAYMENT ASSISTANCE **OPTIONS**
- ✓ MORTGAGES FOR **LOWER FICO** BORROWERS (FHA 640+)
- ✓ 30- YEAR FIXED RATE MORTGAGES AND
  - ASSISTANCE UP TO 6% FOR HOMEBUYERS
  - MULTIPLE ASSISTANCE OPTIONS

The Basics

- ✓ Government and Conventional, 30-year fixed rate loans
- ✓ Up to 6% assistance as 3-year forgivable 2nd lien
- ✓ Primary residence, purchase only, no first-time homebuyer requirement
- ✓ No purchase price limits (set by Agency guidelines)
- ✓ Helps borrowers with income up to $150,000

REQUEST FOR **PARTICIPATION**

Exclusive Program for Front Range Communities

metroDPA Ambassadors from Stifel Financial:
C. Scott Riffle, DeDe Cross, and Diana Minardi
riffles@stifel.com; crossde@stifel.com; minardid@stifel.com

City & County of Denver: *Andrew Johnston: (303) 335-6338*

MEMORANDUM

Date: January 11, 2021
To: Mayor and Town Board
Via: Shane Hale, Town Manager
From: Karen Frawley, Town Clerk
Re: Future Meeting Agenda
Item #: 3.

ATTACHMENTS:

- Future Meetings Agenda

FUTURE TOWN BOARD MEETINGS

January 18, 2021 6:00 p.m.	Town Board Work Session Impact Fees (Road Impact, Parks, Drainage, Water, etc.) Poudre River Trail Corridor Strategic Plan Update Windsor Housing Authority Golden Meadows Development Update
January 25, 2021 5:30 p.m.	Town Board Work Session 7th Street Multimodal & Walnut Street Bikeway Plans
January 25, 2021 7:00 p.m.	Town Board Regular Meeting
February 1, 2021 6:00 p.m.	Town Board Work Session Snow Plan Facility Master Plan Update
February 8, 2021 6:00 p.m.	Town Board Work Session Board-Manager-Attorney Monthly Meeting SafeBuilt Presentation of Annual Report and Audit
February 8, 2021 7:00 p.m.	Town Board Regular Meeting
February 15, 2021 6:00 p.m.	Town Board Work Session Eastman Park Drive Corridor Plan
February 22, 2021 6:00 p.m.	Town Board Work Session Jacoby Farm Halfway House Grant Update
February 22, 2021 7:00 p.m.	Town Board Regular Meeting
March 1, 2021 6:00 p.m.	Town Board Work Session COGCC Rule Making Update
March 8, 2021 6:00 p.m.	Town Board Work Session
March 8, 2021 7:00 p.m.	Town Board Regular Meeting
March 15, 2021 6:00 p.m.	Town Board Work Session

Future Work Session Topics

- Joint Meeting with Town of Windsor, Town of Severance, Fire District and School District – Tentative for Fall of 2020
- PBB
- Telecom Code (February)
- Comprehensive Plan Review
- Broadband and Allo
- Regional Water Treatment Plant Site
- Wastewater Treatment Plant Expansion Discussion
- Park Fee Study
- Public Art Commission Proposal
- Proportional services and amenities for planned population (February 2021)
- Economic development/retail needs based on population levels
- Code Amendments for Reimbursements