

**CALIFORNIA DEBT LIMIT ALLOCATION COMMITTEE
CALIFORNIA TAX CREDIT ALLOCATION COMMITTEE
Project Staff Report
Qualified Private Activity Tax-Exempt Bond Project
April 8, 2025**

San Marcos Ranch, located at 125 South San Marcos Road in Santa Barbara on a 5.82 acre site, requested and is being recommended for a reservation of \$6,397,415 in annual federal tax credits and \$66,000,000 of tax-exempt bond cap to finance the new construction of 236 units of housing, consisting of 234 restricted rental units and 2 unrestricted manager's units. The project will have 115 one-bedroom units, 61 two-bedroom units, and 60 three-bedroom units, serving families with rents affordable to households earning 30%-80% of area median income (AMI). The construction is expected to begin in October 2025 and be completed in October 2027. The project will be developed by Pacific West Communities, Inc. and will be located in Senate District 19 and Assembly District 37.

Project Number	CA-25-445
Project Name	San Marcos Ranch
Site Address:	125 South San Marcos Road Santa Barbara, CA 93111
County:	Santa Barbara
Census Tract:	30.04

Tax Credit Amounts	Federal/Annual	State/Total
Requested:	\$6,397,415	\$0
Recommended:	\$6,397,415	\$0

Tax-Exempt Bond Allocation	
Recommended:	\$66,000,000

CTCAC Applicant Information	
CTCAC Applicant/CDLAC Sponsor:	San Marcos Ranch Associates, LP
Contact:	Caleb Roope
Address:	430 East State Street, Suite 100 Eagle, ID 83616
Phone:	208.461.0022
Email:	calebr@tpchousing.com

Bond Financing Information	
CDLAC Applicant/Bond Issuer:	Housing Authority of the County of Santa Barbara
Bond Counsel:	Jones Hall, A Professional Law Corporation
Private Placement Purchaser:	Citi Community Capital
Cash Flow Permanent Bond:	Applicable

Development Team

General Partners / Principal Owners:	Surf Development Company TPC Holdings IX, LLC Housing Authority of the County of Santa Barbara Presidio Capital Partners, Inc.
General Partner Type:	Joint Venture
Parent Companies:	Surf Development Company The Pacific Companies Housing Authority of the County of Santa Barbara Presidio Capital Partners, Inc.
Developer:	Pacific West Communities, Inc.
Investor/Consultant:	Boston Financial
Management Agent:	Housing Authority of the County of Santa Barbara

Project Information

Construction Type:	New Construction
Total # Residential Buildings:	4
Total # of Units:	236
No. / % of Low Income Units:	234 100.00%
Average Targeted Affordability:	59.91%
Federal Set-Aside Elected:	40%/60%
Federal Subsidy:	Tax-Exempt

Information

Housing Type:	Large Family
Geographic Area:	Coastal Region
State Ceiling Pool:	New Construction
CDLAC Project Analyst:	Christine Shephard
CTCAC Project Analyst:	Michael Reichert

55-Year Use / Affordability

Aggregate Targeting	Number of Units	Percentage of Affordable Units
30% AMI:	72	31%
50% AMI:	22	9%
60% AMI:	22	9%
80% AMI*:	118	50%

*CTCAC restricted only

Unit Mix

115	1-Bedroom Units
61	2-Bedroom Units
60	3-Bedroom Units
236	Total Units

Unit Type & Number	2024 Rents Targeted % of Area Median Income	Proposed Rent (including utilities)
64 1 Bedroom	30%	\$915
14 1 Bedroom	50%	\$1,525
14 1 Bedroom	60%	\$1,830
23 1 Bedroom	80%	\$2,440
4 2 Bedrooms	30%	\$1,098
4 2 Bedrooms	50%	\$1,830
4 2 Bedrooms	60%	\$2,196
47 2 Bedrooms	80%	\$2,928
4 3 Bedrooms	30%	\$1,268
4 3 Bedrooms	50%	\$2,114
4 3 Bedrooms	60%	\$2,537
48 3 Bedrooms	80%	\$3,383
2 2 Bedrooms	Manager's Unit	\$0

Project Cost Summary at Application

Land and Acquisition	\$0
Construction Costs	\$82,299,480
Rehabilitation Costs	\$0
Construction Hard Cost Contingency	\$4,250,000
Soft Cost Contingency	\$800,000
Relocation	\$0
Architectural/Engineering	\$1,250,000
Const. Interest, Perm. Financing	\$8,890,000
Legal Fees	\$180,000
Reserves	\$1,811,139
Other Costs	\$11,252,293
Developer Fee	\$14,800,000
Commercial Costs	\$0
Total	\$125,532,912

Residential

Construction Cost Per Square Foot:	\$454
Per Unit Cost:	\$531,919
Estimated Hard Per Unit Cost:	\$299,884
True Cash Per Unit Cost*:	\$494,631
Bond Allocation Per Unit:	\$279,661
Bond Allocation Per Restricted Rental Unit:	\$568,966

Construction Financing

Source	Amount
Citibank: Tax-Exempt	\$66,000,000
Citibank: Taxable	\$27,548,482
Bonneville: Recycled Tax-Exempt	\$10,000,000
Deferred Costs	\$1,811,139
Deferred Developer Fee	\$14,800,000
Tax Credit Equity	\$5,373,291

Permanent Financing

Source	Amount
Citibank: Tax-Exempt	\$53,000,000
Bonneville Recycled: Tax-Exempt	\$10,000,000
Deferred Developer Fee	\$8,800,000
Tax Credit Equity	\$53,732,912
TOTAL	\$125,532,912

*Less Donated Land, Seller Carryback Loans, Waived Fees, and Deferred Developer Fee

Determination of Credit Amount(s)

Requested Eligible Basis:	\$123,027,206
130% High Cost Adjustment:	Yes
Applicable Fraction:	100.00%
Qualified Basis:	\$159,935,368
Applicable Rate:	4.00%
Total Maximum Annual Federal Credit:	\$6,397,415
Approved Developer Fee (in Project Cost & Eligible Basis):	\$14,800,000
Federal Tax Credit Factor:	\$0.83992

Except as allowed for projects basing cost on assumed third party debt, the "as if vacant" land value and the existing improvement value established at application for all projects, as well as the eligible basis amount derived from those values, shall not increase during all subsequent reviews including the placed in service review, for the purpose of determining the final award of Tax Credits. The sum of the third party debt encumbering the property may increase during subsequent reviews to reflect the actual amount.

CTCAC Significant Information / Additional Conditions: None.

CDLAC Analyst Comments: None.

Resyndication and Resyndication Transfer Event: None.

Standard Conditions

The applicant shall issue bonds within time limits specified by CDLAC.

The applicant anticipates financing more than 50% of the project aggregate basis with tax-exempt bond proceeds as calculated by the project tax professional. Therefore, the federal credit reserved for this project will not count against the annual ceiling.

State tax credit recipients are limited to cash distributions from project operations pursuant to California Revenue and Taxation Code Section 12206(d). By accepting the tax credit reservation, the applicant/owner is agreeing to comply with the statutory limitations and requirements.

CTCAC makes the preliminary reservation only for the project specified above in the form presented, and involving the parties referred to in the application. No changes in the development team or the project as presented will be permitted without the express approval of CTCAC.

The applicant must pay CTCAC a reservation fee calculated in accordance with regulation. Additionally, CTCAC requires the project owner to pay a monitoring fee before issuance of tax forms.

As project costs are preliminary estimates only, staff recommends that a reservation be made in the amount of federal credit and state credit shown above on condition that the final project costs be supported by itemized lender approved costs and certified costs after the buildings are placed in service.

All unexpended funds in reserve accounts established for the project must remain with the project to be used for the benefit of the property and/or its residents, except for the portion of any accounts funded with deferred developer fees.

All fees charged to the project must be within CTCAC limitations. Fees in excess of these limitations will not be considered when determining the amount of credit when the project is placed-in-service.

If the applicant has requested the use of a CUAC utility allowance, CTCAC's Compliance staff will review the CUAC documentation for this project prior to placed in service. Until written approval is received from CTCAC, this project is not eligible to use a utility allowance based on the CUAC.

The applicant/owner shall be subject to underwriting criteria set forth in Section 10327 of the regulations through the final feasibility analysis performed by CTCAC at placed-in-service.

Credit awards are contingent upon applicant's acceptance of any revised total project cost, qualified basis, and tax credit amount determined by CTCAC in its final feasibility analysis.

CDLAC Additional Conditions

The applicant/owner is required to comply with the CDLAC Resolution. At the time of the CTCAC placed in service review, CTCAC staff will verify that the project is in compliance with all applicable items of CDLAC Resolution Exhibit A.

If points were awarded by CDLAC for housing type, the project shall comply with the housing type requirements at the time of CTCAC's Placed In Service review. The housing type requirement shall be conditioned in the CTCAC Regulatory Agreement and CTCAC Compliance staff shall verify the project is meeting those housing type requirements, consistent with California Code of Regulations, title 4, section 10322(i).

Point Criteria	New Const. Max. Points	Rehabilitation Max. Points	Points Scored
Preservation and Other Rehabilitation Project Priorities	0	20	0
New Construction Density and Local Incentives	10	0	10
Exceeding Minimum Income Restrictions	20	20	20
Exceeding Minimum Rent Restrictions	10	10	10
General Partner Experience	7	7	7
Management Company Experience	3	3	3
Housing Needs	10	0	10
Leveraged Soft Resources	8	8	8
Readiness to Proceed	10	10	10
Affirmatively Furthering Fair Housing	10	0	10
Site Amenities	10	10	10
Service Amenities	10	10	10
Cost Containment	12	12	12
Negative Points	No Maximum		0
Total Points	120	110	120

The criteria for which points are awarded will also be incorporated into the Resolution transferring Allocation to the Applicant as well as the appropriate bond documents and loan and finance agreements.

Tie Breaker: 126.906%