

AH Committee

From: lawrence@alaula.org
Sent: Monday, January 3, 2022 12:51 PM
To: AH Committee
Cc: Alison N. Stewart; Keoni L. Shirota
Subject: RE: Affordable Housing Committee Meeting Confirmation and Meeting Information - Monday, Jan 3rd at 1:30 p.m.
Attachments: AH presentation 1.3.22.pdf

Aloha,

Attached is the pdf version of my presentation.

Will I be able to do a screen share myself and do my own presentation? How many others are there? Where am I in the lineup?

Thanks,

Lawrence Carnicelli, B
VP of Development, Alaula Builders
Broker, Hale Anuenue Realty
(808) 283-6090
Lawrence@Alaula.org
RB-18787

From: AH Committee <AH.Committee@mauicounty.us>
Sent: Sunday, January 2, 2022 3:46 PM
To: Lawrence Carnicelli <lawrence@alaula.org>
Cc: Alison N. Stewart <Alison.Stewart@mauicounty.us>; Keoni L. Shirota <Keoni.Shirota@mauicounty.us>
Subject: RE: Affordable Housing Committee Meeting Confirmation and Meeting Information - Monday, Jan 3rd at 1:30 p.m.

Mahalo Lawrence! Please forward a pdf of your presentation to ah.committee@mauicounty.us.

From: Lawrence Carnicelli <lawrence@alaula.org>
Sent: Sunday, January 2, 2022 2:09 PM
To: AH Committee <AH.Committee@mauicounty.us>
Cc: lawrence@alaula.org; Alison N. Stewart <Alison.Stewart@mauicounty.us>; Keoni L. Shirota <Keoni.Shirota@mauicounty.us>
Subject: Re: Affordable Housing Committee Meeting Confirmation and Meeting Information - Monday, Jan 3rd at 1:30 p.m.

Thank you. Yes, I need a slide presentation. I will get it to you by lunchtime tmrw.

Mahalo

LPC

Sent from my iPhone with Aloha 🌺

On Jan 1, 2022, at 5:29 PM, AH Committee <AH.Committee@mauicounty.us> wrote:

A slide presentation is optional. You may provide a verbal update. However, if you do choose to utilize a slide presentation, please forward it to ah.committee@mauicounty.us before the meeting begins on Monday. Thank you!

From: AH Committee <AH.Committee@mauicounty.us>
Sent: Saturday, January 1, 2022 4:46 PM

To: Alison N. Stewart <Alison.Stewart@mauicounty.us>; Laksmi M. Abraham <Laksmi.Abraham@mauicounty.us>; Keoni L. Shirota <Keoni.Shirota@mauicounty.us>

Subject: FW: Affordable Housing Committee Meeting Confirmation and Meeting Information - Monday, Jan 3rd at 1:30 p.m.

From: lawrence@alaula.org <lawrence@alaula.org>

Sent: Saturday, January 1, 2022 4:45:26 PM (UTC-10:00) Hawaii

To: AH Committee <AH.Committee@mauicounty.us>

Subject: RE: Affordable Housing Committee Meeting Confirmation and Meeting Information - Monday, Jan 3rd at 1:30 p.m.

Aloha Laks,

I have been on vacation for the past two weeks and quite honestly will not have my presentation materials complete by 9am on Monday morning. However, I will be ready before the 1:30pm Committee meeting. If you have questions please call me at 283-6090.

Mahalo,

Lawrence Carnicelli, B
VP of Development, Alaula Builders
Broker, Hale Anuenue Realty
(808) 283-6090
Lawrence@Alaula.org
RB-18787

From: AH Committee <AH.Committee@mauicounty.us>

Sent: Wednesday, December 29, 2021 5:14 PM

To: AH Committee <AH.Committee@mauicounty.us>

Subject: Affordable Housing Committee Meeting Confirmation and Meeting Information - Monday, Jan 3rd at 1:30 p.m.

Aloha,

Mahalo for confirming your participation to present at Councilmember Johnson's Affordable Housing Committee Meeting on Monday, January 3rd at 1:30 p.m. We appreciate your participation in providing an update for your project.

Affordable Housing Committee Meeting Information:

Date: Monday, January 3, 2022

Time: 1:30 p.m.

Link to the agenda: <https://mauicounty.legistar.com/View.ashx?M=A&ID=919265&GUID=8FA8B6AB-EB80-43FD-A520-3352A17F9A68>

Agenda item: AH-14(8) COMPREHENSIVE AFFORDABLE HOUSING PLAN: PRIORITY PROJECTS

Link log into the meeting online: <https://bluejeans.com/798867277>

Phone number to call into the meeting: 1-408-915-6290, meeting code 798 867 277 (press *4 to unmute)

Here are a few reminders for the meeting:

1. Please assist us in keeping your video and audio muted until Member Johnson calls you to present.
2. Please make sure your BlueJeans log-in name reflects your full name, so we can identify you. You can edit your name once your log into the meeting.
3. If you would like to provide your update with a slide presentation, please send a pdf copy of your presentation to ah.committee@mauicounty.us no later than January 3rd at 9 a.m.
4. If you need help familiarizing yourself with BlueJeans, the county's online meeting platform, or would like to practice sharing your screen for a presentation, please let me know and we can try to set up a quick meeting. We can also share your presentation for you.

5. This meeting link is for meeting participants only. If you will have anyone else assisting you with your presentation or have someone who will attend as a resource, please provide me with their name, title, and organization.
6. The meeting can also be viewed by non-participants on AKAKU (channel 53), Facebook, or [mauicounty.us](https://www.mauicounty.us).

As a reminder, please keep your project update/presentation between 5-7 minutes, and if possible, please include: type of housing, location, target AMI, pricing, funding, current status, timeline for completion, and any obstacles or needs the project is facing.

Thank you for taking the time to join us to share information about your project. If you have any questions, please do not hesitate to reach out.

Mahalo,
Laks

Laksmi M. Abraham

Legislative Analyst | County of Maui, Office of Council Services

Laksmi.abraham@mauicounty.us | 808-342-4165



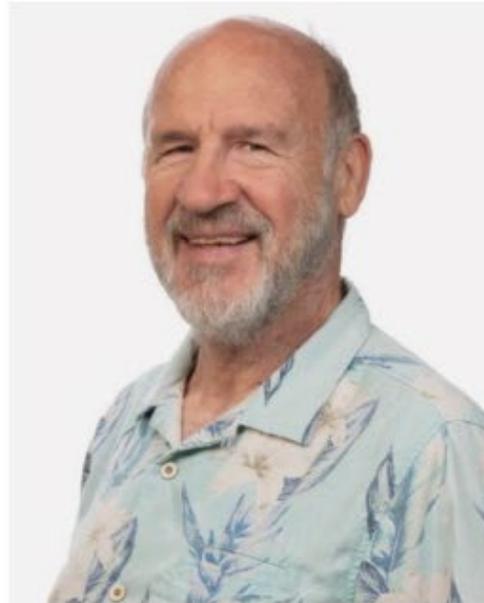
**Maui County Council
Affordable Housing Committee
January 3, 2022**

- Introduction to Alaula Builders
- Hale Kaiola
- Hale Waipu'ilani
- Kuikahi Village

Alaula Builders - Team



Sugeldy Reyes
Chief Executive Officer



Doyle Betsill
President



Lawrence P. Carnicelli
Vice President of
Development



Joel Kaho'ohanohano
Vice President of
Construction

Alaula

Light of the new dawn...

*Alaula Builders - Giving Maui families
the opportunity for a new home.*





Our Guiding Principles

- We believe in taking action
- We believe there is power in innovation
- We believe new homeownership changes families generationally

"We need not wait to see what others do"

~Mahatma Gandhi

Alaula Builders' Commitment



- 100% Workforce ***For Sale*** Neighborhoods
- 100% Local Maui Resident Neighborhoods
- Affordable via Design Principles (mixed-use, smart growth, etc.)

“In America, homeownership is the way that the working class can become middle class and the middle class can acquire wealth.”

~ Dr. Ben Carson, (while Secretary of HUD)

Missing Middle Housing



Broken Form-Based Code



Avoiding Common Form-Based Code Mistakes

By Daniel Parolek

Most cities have a broken zoning system that is not delivering the type of development they want or need to be able to respond to shifting market demands for walkable urban places or other trends that will enable them to compete as 21st century cities or regions.

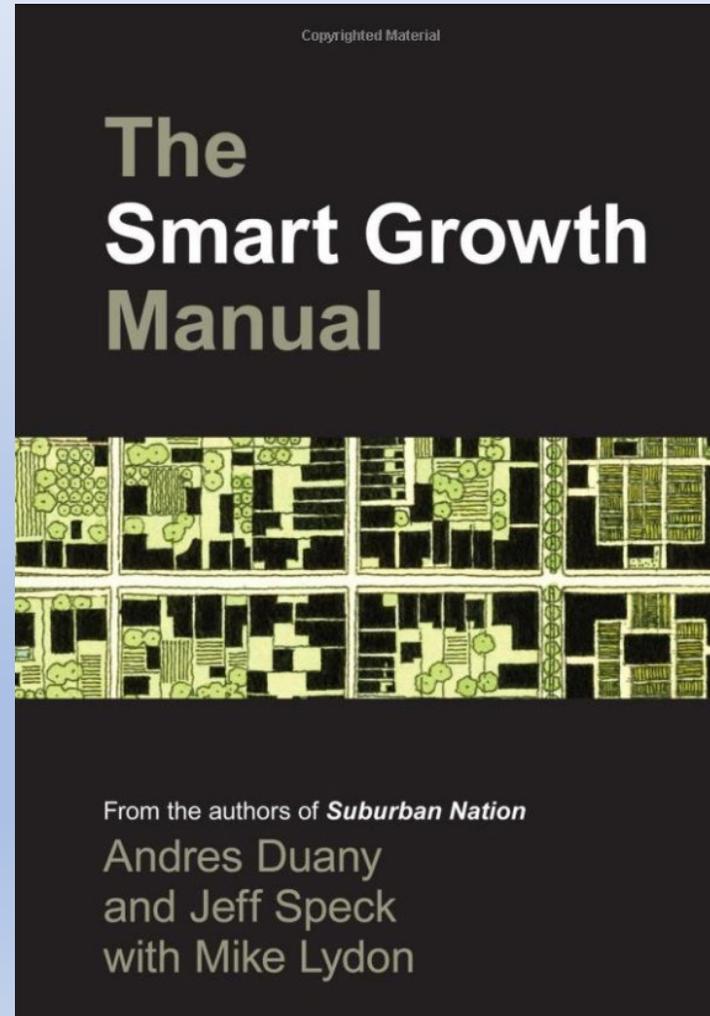
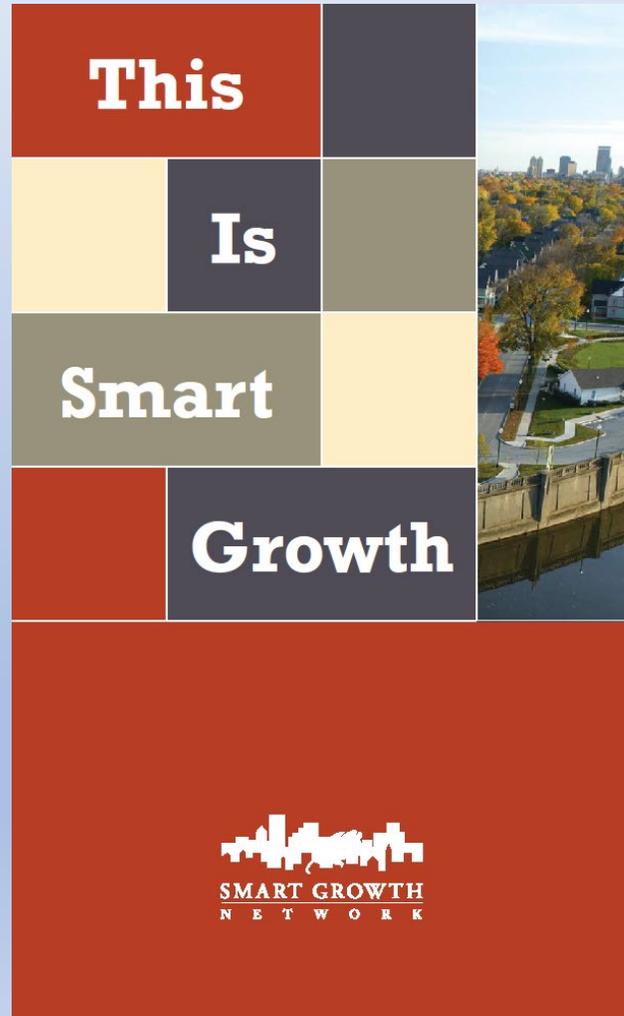
As Rouse and Zobl explained in the May 2004 issue of *Zoning Practice*, there are two fundamental problems with Euclidean zoning: (1) separating uses and limiting density has led to excessive land consumption and (2) proscriptive development standards have proven ineffective in protecting traditional urban neighborhoods from incompatible development. Consequently, it's no surprise that a growing number of communities have expressed interest in the form-based code (FBC) as a potential solution to the problems posed by conventional, Euclidean, zoning.

While form-based coding was conceptualized as a comprehensive, communitywide approach to regulating the form of development in a city or region, at the time of Rouse and Zobl's article, most FBCs applied only to specific neighborhoods or districts. The good news is that the theory has now been proven in practice.

Since 2004, citywide FBCs have spread rapidly to large cities like Miami and Denver; medium-sized cities like Cincinnati; towns like Flagstaff, Arizona, and Livermore, California; and even small rural communities like Kingsburg, California. At the county

Smart Growth

Alavla
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Community Plan Designations

Residential (RES)

The Residential community plan designation is intended to establish, protect, and appropriately infill low-to-moderate-density residential areas. This designation encourages a range of housing types such as single-family, 'ohana units, duplex, tri-plex, townhouses, and small-scale multi-family units. New Residential developments should include pedestrian, bicycle, and transit connections to provide residents with access to services and amenities, and existing Residential neighborhoods should be retrofitted to allow these multimodal connections. Related and compatible uses include parks, schools, churches, foodscapes, and other public/quasi-public uses. Small-scale, mom-and-pop commercial uses may also be permitted on a limited basis, provided these businesses are pedestrian-oriented and will generate minimal vehicular traffic. These uses should create safe, walkable commercial nodes for the surrounding neighborhood, while the overall district remains predominantly residential and must include safe multimodal options.

Development Pattern



Example Imagery



Typical Street Types



Type: Minor Streets | Class: Minor Street

Type: Collectors | Class: Major Collector

Small Town Center (STC) The Small Town Center community plan designation is intended to preserve the character of Maui's smaller towns and communities, and allow for development of new low-to-medium-density commercial centers with a mix of uses that service nearby neighborhoods. The mix of uses and human-scale design in Small Town Centers is similar to Neighborhood Centers, however these areas typically cover a larger area and may serve more neighborhoods. Some Neighborhood Centers may evolve into Small Town Centers over time. Ground floor commercial with second floor apartments is encouraged to provide live-work opportunities for residents. A mix of medium density housing types are also encouraged. Preferred design elements include smaller blocks; buildings fronting property lines; ample pedestrian, bicycle and transit facilities; as well as public/private amenities, civic spaces and parks. Development must follow the scale and character of the surrounding area until design standards are established by the Council.

Development Pattern



Example Imagery



Typical Street Types



Type: Minor Streets | Class: Main Street

Type: Collectors | Class: Major Collector

Hale Kaiola

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Hale Kaiola - Overview

- 100% ***For Sale*** Workforce Housing
- 20 buildings of 40 duplex homes
- North Kihei
- 1st Neighborhood Processed Under MCC 2.97
- Currently Taking Applications

Hale Kaiola - Timeline

- Started Looking at Property – early 2019
- Due Diligence, Conceptuals and Financing – 3rd Quarter 2019
- 2.97 Approvals – 3rd Quarter 2020
- SMA Approval – 4th Quarter 2020
- Permitting – Ongoing
- Ground Breaking January 2022
- Lottery – March 4, 2022
- Projected Move-ins – Fall/Winter 2022

Hale Kaiola – Target Market



Number Homes	Home Type	Square Feet	Below Moderate	Moderate	Above Moderate	Originally Proposed	Market Rate	Sales Price*
12	2 bed 1 bath	731 sf	\$404,345			\$295,000 \$325,000	\$500,000	\$390,000 \$399,000
20	3 bed 2 bath	900 sf		\$570,900		\$495,000 \$525,000	\$600,000	\$520,000 \$560,000
4	3 bed 2 bath	1120 sf			\$666,100	\$575,000 \$600,000	\$675,000	\$590,000 \$599,000
4	3 bed 2.5 bath	1164 sf			\$666,100	\$600,000 \$625,000	\$700,000	\$590,000 \$599,000

*There is a overall total sales price increase of 8.2% over the originally proposed prices.

Hale Waipu'ilani

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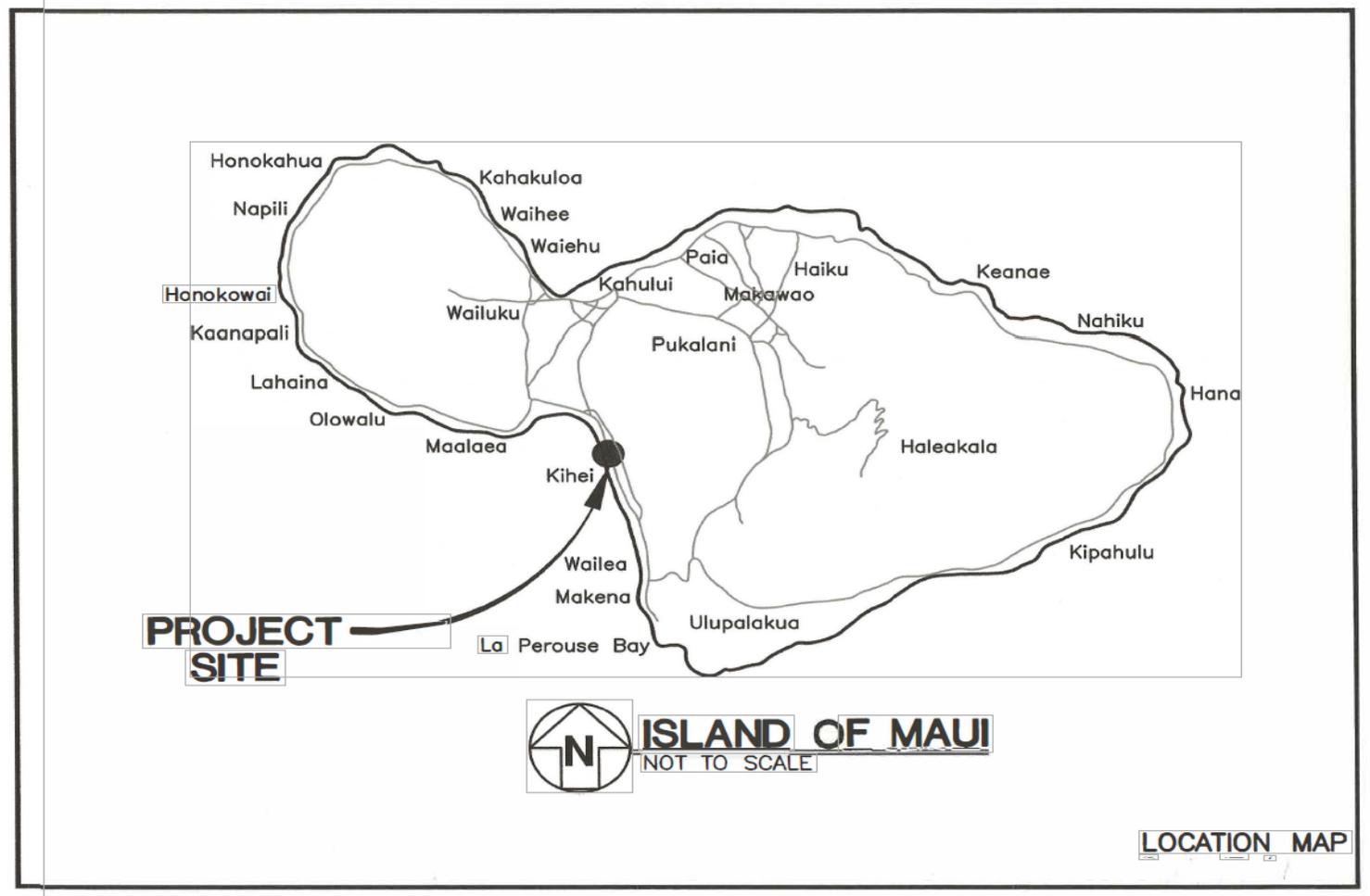


Hale Waipu'ilani - Overview

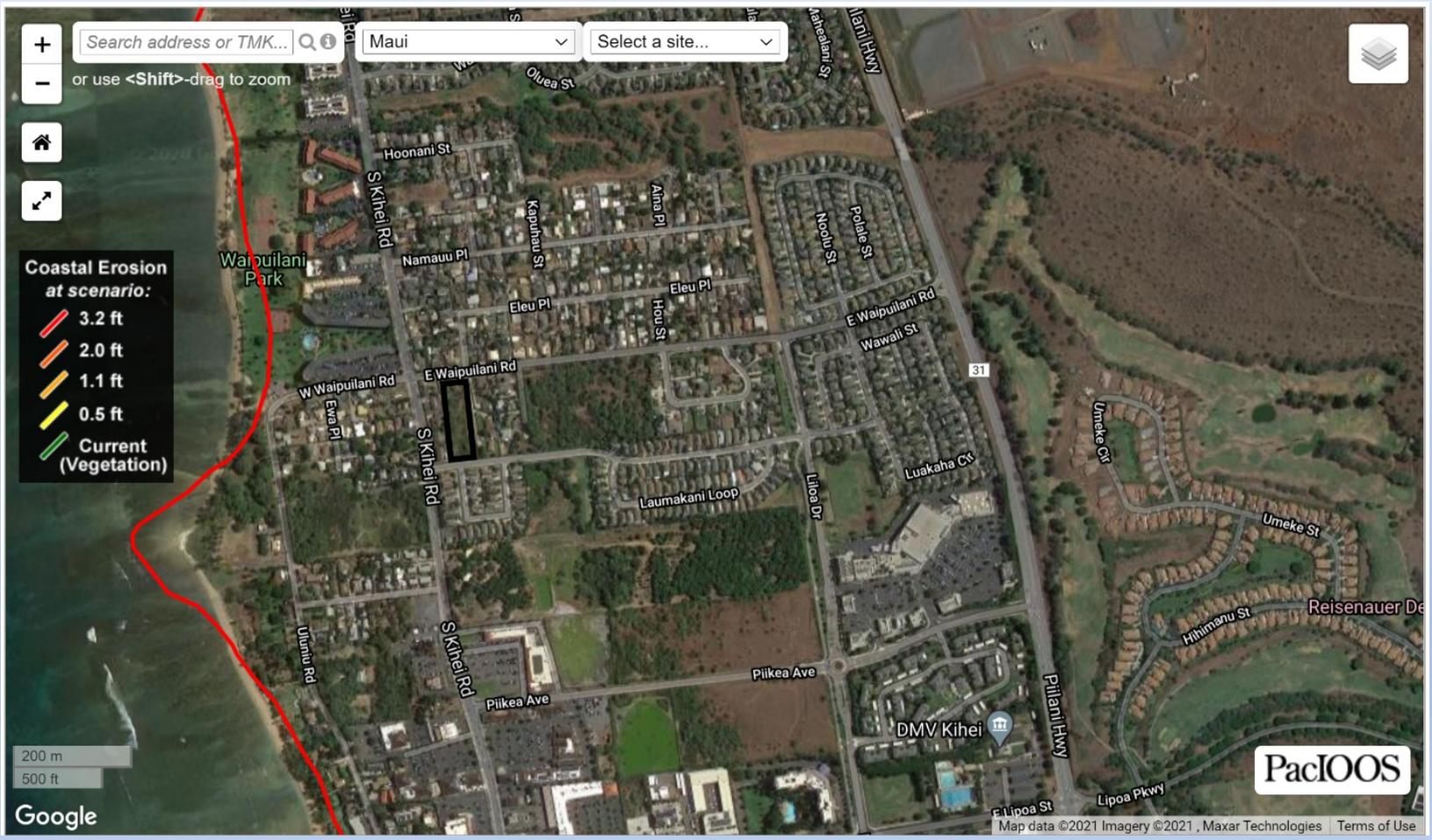
- 100% ***For Sale*** Workforce Housing Neighborhood
- 28 Mixed Use Homes
- Central Kihei
- Infill
- 6th Version due to Community Input
- 2.97 Application Submittal This Month
- SMA at Maui Planning Commission
- Estimated Move-ins – Winter 2024

Hale Waipuilani

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Hale Waipu'ilani



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Hale Waipu'ilani – Pilot Program

Pilot Program for Down Payment Assistance Income Targeting

Alaula Builders Working in Conjunction with Hawaii Community Assets on Homeownership for Hale Waipulani via a Pilot Program for Income Targeting. This will serve as an opportunity to test recommendations in the Maui County Comprehensive Affordable Housing Plan while at the same time providing 28 homes that are affordable for households at or below 120% area median income.

Overview. Hale Waipulani will serve as a pilot to for income targeting to address the real demand as documented in the 2019 Hawaii Housing Planning Study and proposed in the Maui County Comprehensive Affordable Housing Plan.

Under the pilot, Alaula Builders proposes to use County funding for an expanded down payment assistance grant to reduce its original pricing to target low, below-moderate, and moderate income households (60-120% area median income). The pilot will provide 30% of homes affordable for low-income households (60-80% area median income), 50% of homes affordable for below-moderate income households (80-100% area median income), and 20% of homes for above-moderate income households (100-120% area median income). All households will participate in HUD housing counseling.

Implementation. Local first-time homebuyers will receive HUD housing counseling to income and mortgage qualify and gain access to expanded down payment assistance grants funded by the County and ranging from \$67,000 to \$191,000 to make monthly payments affordable. It is estimated that \$2,682,000 in expanded down payment assistance funds from the County will be paid toward the purchase of homes within the project and stay in the homes as long as they are sold to households at the same or lower area median income levels. This approach will reduce estimated mortgage payments of Principal, Interest, Taxes, and Insurance by as much as \$1,572 per month.

Hale Waipu'ilani – Pilot Pricing



HAWAII COMMUNITY ASSETS

CONCEPTUAL PILOT INCOME TARGETING

# Units	2	7	1	13	1	4
Sq Footage	450	731	731	900	900	1360
# Beds / # Baths	1/1	2/1	2/1	3/2	3/2	3/2.5
Original AMI %	80-100%	100-120%	100-120%	100-120%	120-140%	120-140%
Original Purchase Price	\$332,900	\$404,345	\$485,265	\$570,900	\$661,100	\$661,100
Estimated Original Monthly Payment*	\$2,160	\$2,623	\$3,148	\$3,704	\$4,293	\$4,293
Adjusted AMI %	60-80%	60-80%	60-80%	80-100%	80-100%	100-120%
Avg County Expanded DPA Grant per Homebuyer	\$67,000	\$81,000	\$162,000	\$96,000	\$191,000	\$95,000
Adjusted Purchase Price	\$199,000- \$266,000	\$243,000- \$323,000	\$243,000- \$323,000	\$428,000- \$475,000	\$428,000- \$475,000	\$523,000- \$571,000
Monthly Payment*	\$1,291-\$1,725	\$1,576-\$2,094	\$1,576-\$2,094	\$2,776-\$3,081	\$2,776-\$3,081	\$3,393-\$3,705



*Assumes Principal, Interest, Taxes, Insurance payment based on 30-year term, 4% fixed interest rate, and 5% down payment from borrower

Kuikahi Village

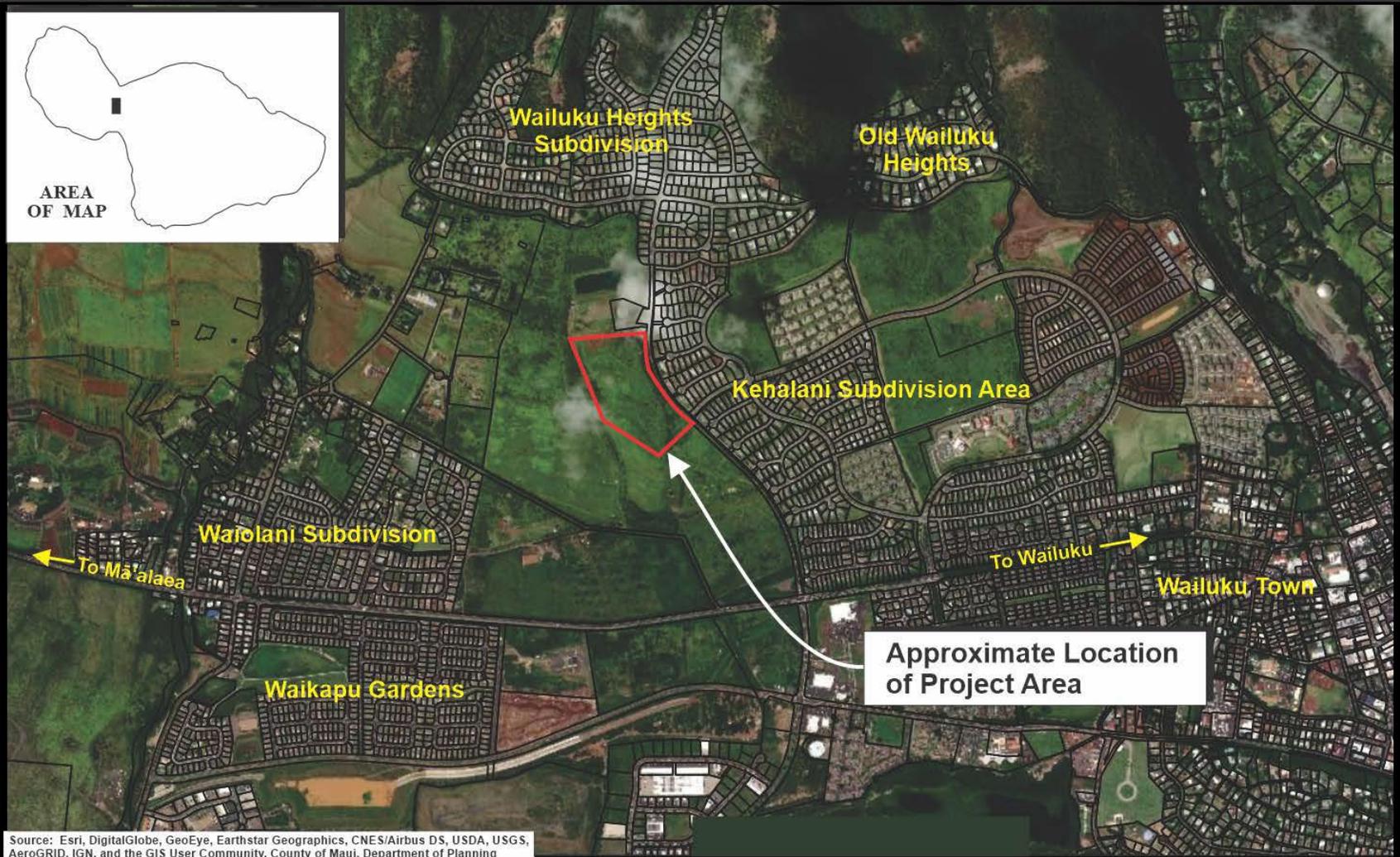
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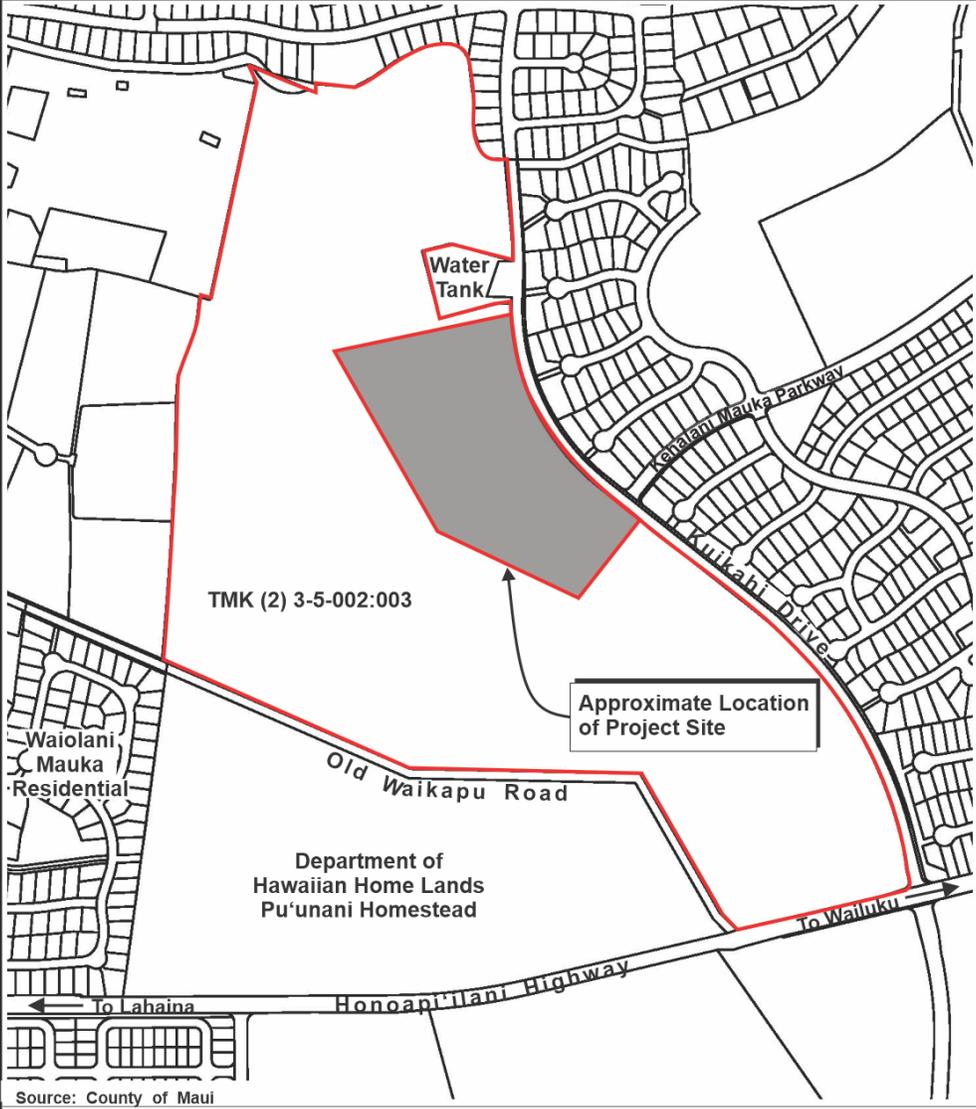
Kuikahi Village - Overview

- 100% ***For Sale*** Workforce Housing Neighborhood
- 202 Mixed Use Homes
- 6 different Homes Types
- 6 Parks With Connective Walking Paths
- Below Wailuku Heights adjacent to Waikapu
- Anticipated Fonsi and Final EA 1st Quarter 2022
- 2.97 Application 'After Budget'

Kuikahi Village



Kuikahi Village



Kuikahi Village

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Kuikahi Village – Mixed Uses



Home Type	Number of Homes	Configuration	Square Feet	Income Group
Multi-Family	120	2 bed / 2 bath to 3 bed / 2 bath	841 to 1059 sf	Below Mod. to Moderate
Duplex	18	3 bed / 2 bath	900 sf	Below Moderate
Townhome	14	3 bed / 2 bath	1360 sf	Moderate to Above Mod.
Live/Work	16	2 bed / 1.5 bath	1734 sf	Above Mod.
Studio	28	studio / 1 bath	375 sf	Low
Single Family	6	4 bed / 2 bath	1800+ sf	Above Mod.

****Final proposed pricing will be forthcoming at the submission of the 2.97 application. Kuikahi Village is working with Hawaii Community Assets on a similar Down Payment Assistance Pilot Income Targeting Program as discussed earlier in the presentation.***

Kuikahi Village – Multi-Family

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Kuikahi Village – Duplex

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Kuikahi Village - Townhome

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Kuikahi Village – Live/Work

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Kuikahi Village – Studio

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Kuikahi Village – Single Family *Alaula* BUILDERS

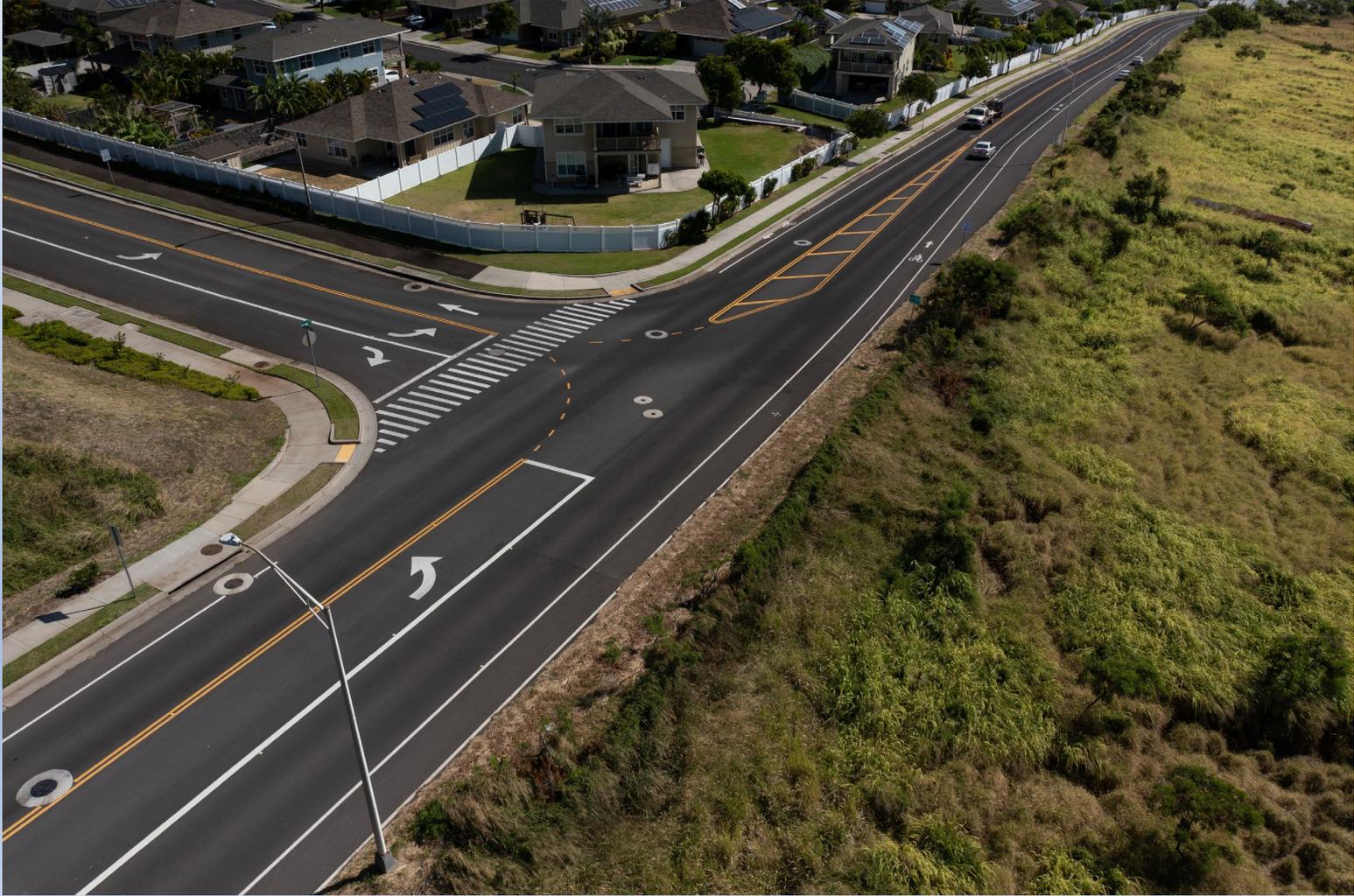


Kuikahi Village – Roundabout



Kuikahi Village - Roundabout

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the opportunity for a new home and
a new life.*

