



Fall River Terrace Redevelopment

Howard County Department of Housing &
Community Development

PILOT Request

February 12, 2026

Agenda

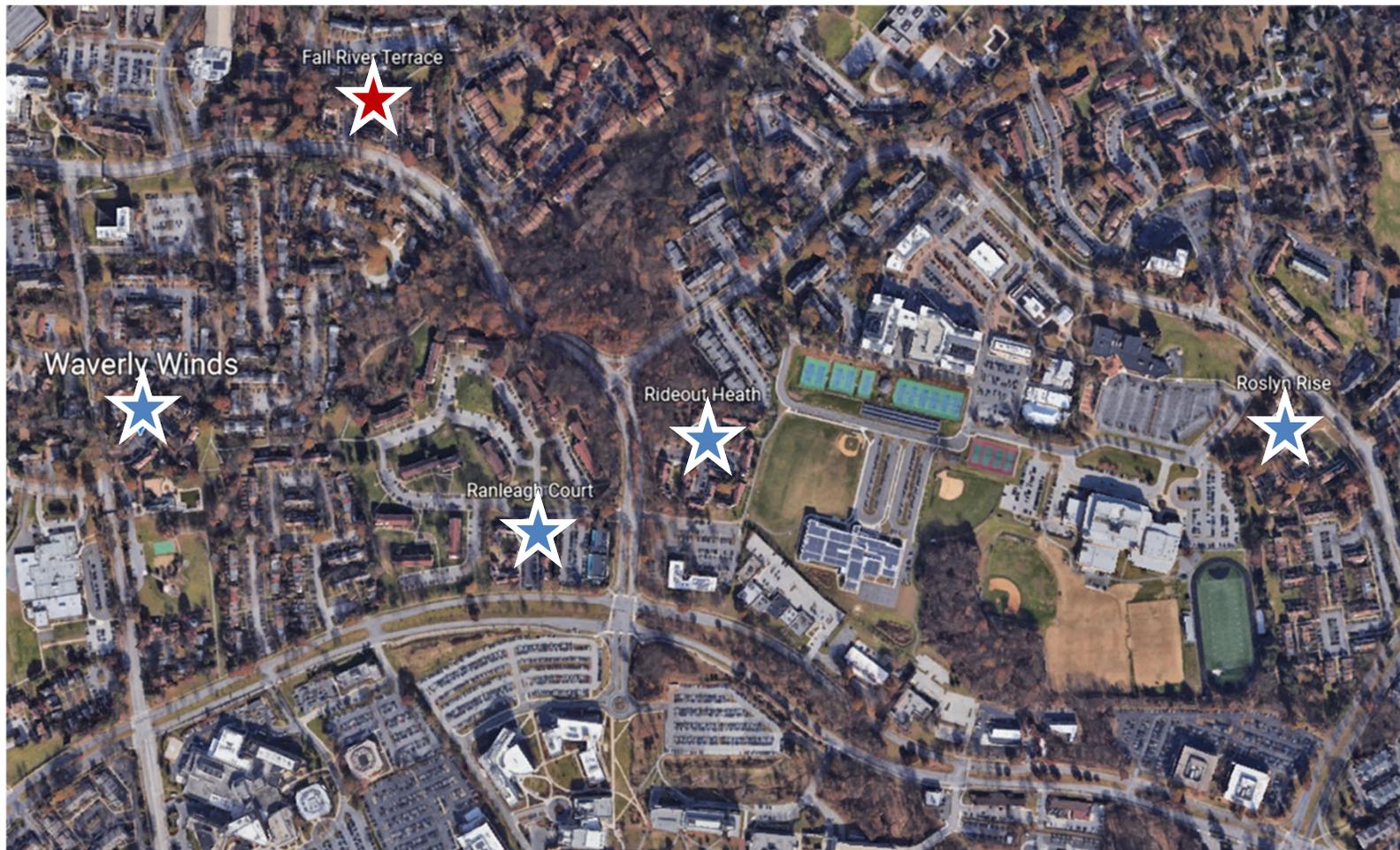
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Enterprise Community Development

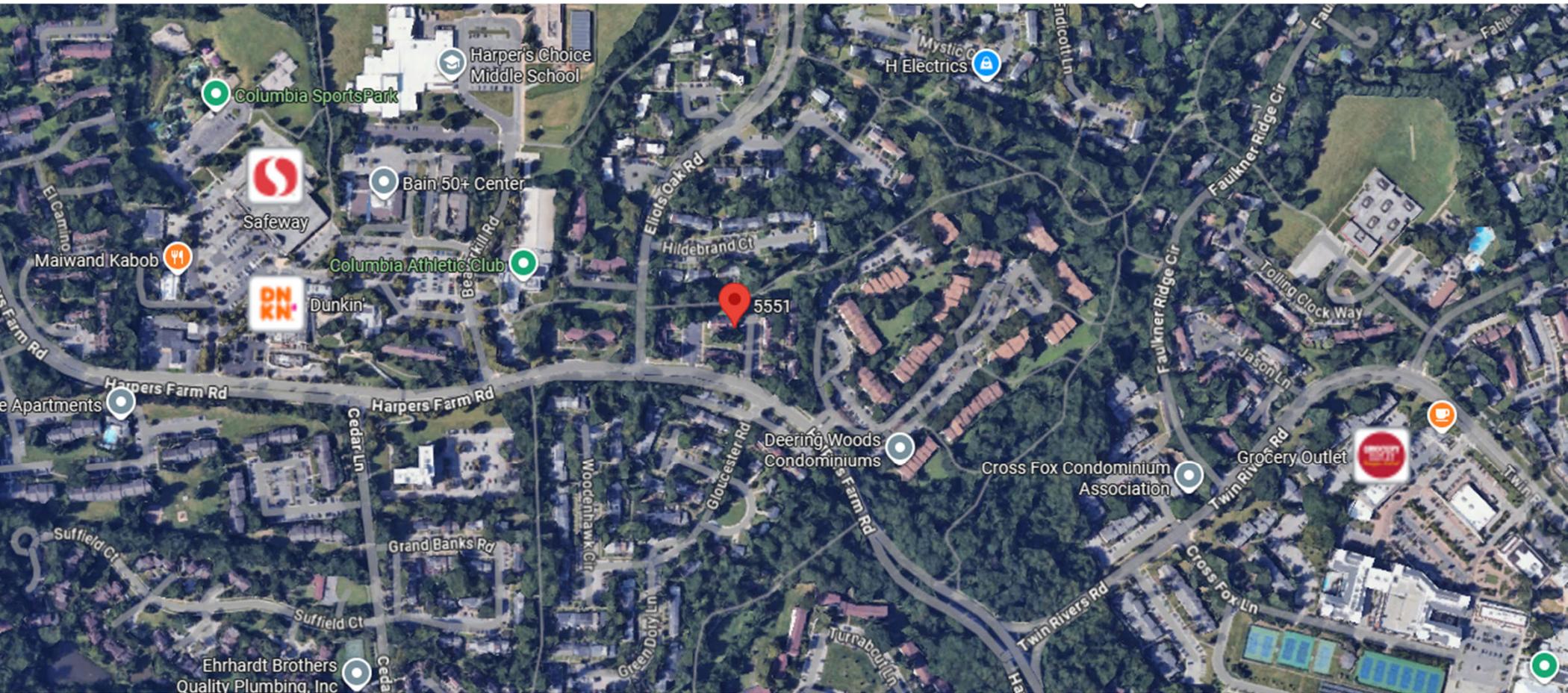
- ECD builds, preserves, and operates affordable homes to uplift residents and communities. We are the largest nonprofit developer in the Mid-Atlantic.
- Founded in 1982 by Jim Rouse, the developer of Columbia, Maryland, ECD's portfolio includes 15 communities and over 1,000 apartment homes in Howard County.
- Residents are the heart of our work and what we do. Enterprise Residential, ECD's property management arm, is CORES certified and all ECD properties have onsite resident services.



Enterprise Community Homes Housing Portfolio



Fall River Terrace: 5551 Harpers Farm Road



Existing Conditions

- The existing development was built in 1971 and the existing structures have aging, obsolete systems, and inefficient unit layouts.
- Fall River Terrace currently includes 56 apartments with 1- through 4-bedroom unit types.
- The existing walkup apartments are inaccessible for residents with varying abilities.
- The existing development has no dedicated space for onsite resident amenities.



Redevelopment Vision

- Construct a new 76-apartment elevator-served building with both in-unit and communities amenities.
- Preserve the existing affordable apartments while adding 20 market-rate apartments to create a mixed-income community.
- The new building will have energy-efficient systems and features, including a solar array and electric vehicle charging.
- The site design includes a robust landscaping plan with native plants.



Unit Mix

	Income Level					Total
	<i>30% AMI</i>	<i>50% AMI</i>	<i>60% AMI</i>	<i>80% AMI</i>	<i>Market Rate</i>	
1 Bedroom	0	0	8	4	7	19
2 Bedroom	8	4	9	2	11	34
3 Bedroom	5	2	8	0	2	17
4 Bedroom	4	2	0	0	0	6
Total	17	8	25	6	20	76

Community Amenity Spaces

Outside Dining Room with Grills, Open Space Seating, Tabletop and Patio

West Elevation: Secure Indoor Bike Parking

Indoor and Outdoor Community Spaces

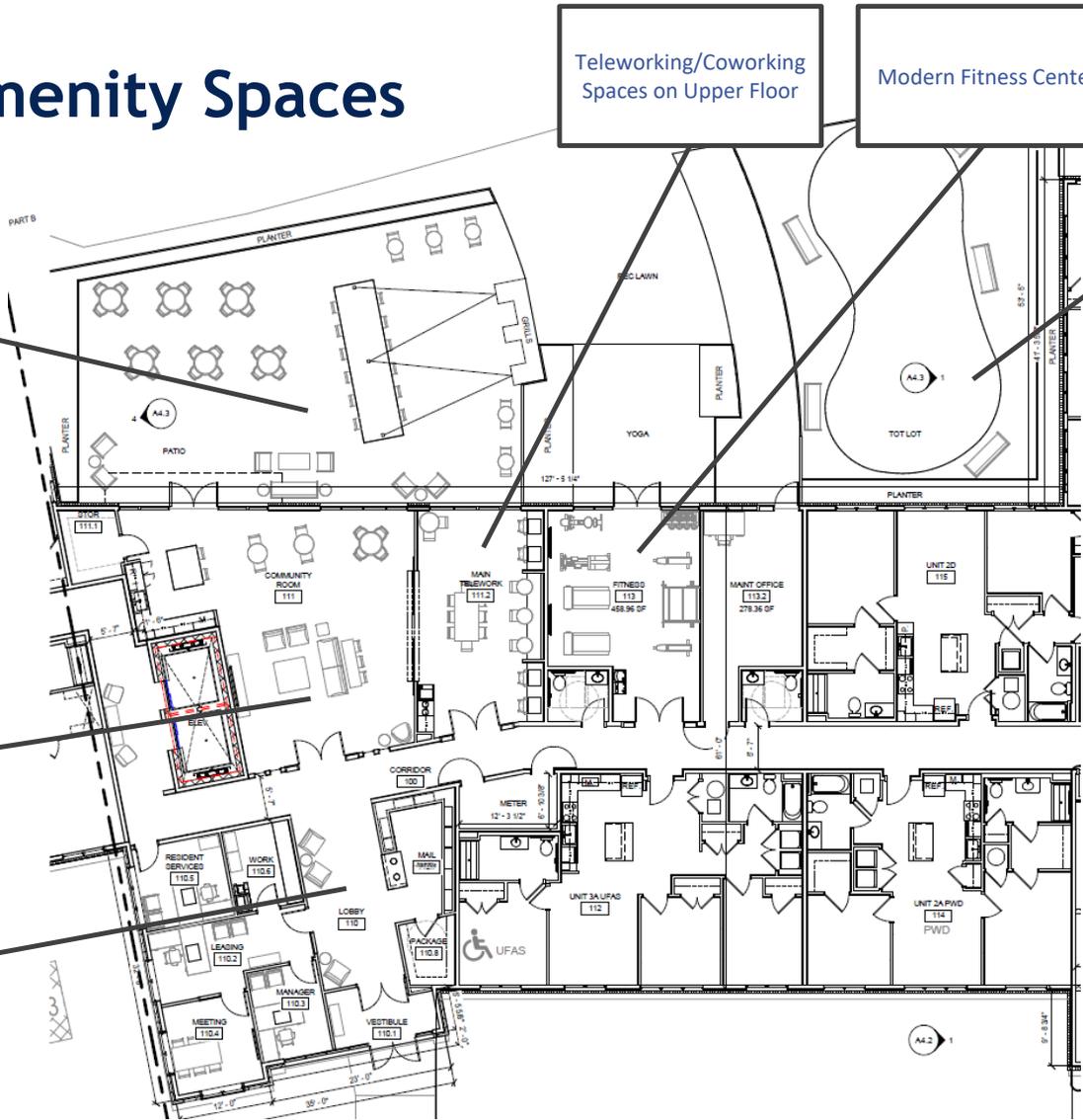
Lobby & Mail, Dedicated Resident Services Office

Teleworking/Coworking Spaces on Upper Floor

Modern Fitness Center

Playground, Patio, and Recreation Lawn

Upper Floors: Additional Telework Space



Community Amenity Precedents



Example Property: Legacy at Twin Rivers



Renderings are not final and subject to change.



FALL RIVER TERRACE

Renderings are not final and subject to change.



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Key Milestones

Project Milestones

- 9% LIHTC Award (June 2024)
- Resident Relocation (May - August 2026)
- Financial Closing (December 2026)
- Construction (January 2027 - February 2028)

Entitlement Milestones

- Environmental Concept Plan (June 2025)
- Harper's Choice Architectural Committee Review (March – November 2025)
- Final Development Plan (January 2026)
- Site Development Plan (April 2026)
- PILOT Agreement (November 2025 – March 2026)
- Developer Agreement (May 2026)

PILOT Agreement

Existing Agreement

- Minimum Payment - 4% of Gross Rental Income less net local fire, ad valorem, and foot front charges
- Surplus Cash - lesser of available cash or 4% of Gross Rental Income
- Residual Receipts - remaining available cash up to the amount typically due to the County
- Total Payment - shall not exceed regularly scheduled taxes

Proposed Agreement

- Minimum \$300/PUPY PILOT Payment - \$22,800
- Surplus Cash - lesser of available cash or 2% of base revenues
- Residual Receipts - remaining available cash up to the amount typically due to the County
- Total Payment - shall not exceed regularly scheduled taxes

PILOT Agreement

Impact

- Leverage - without the PILOT, the Fall River Terrace redevelopment has a deficit of over \$2.1 million
- Increase Local Charges
- Minimum \$22,800 Local Income
- Long Term Tax Income - by Year 11, Fall River Terrace will generate significant Surplus Cash and Residual Receipts

Operating Expenses		
	with PILOT	without PILOT
Total Expenses	621,506	808,456
Net Operating Income	1,329,173	1,142,224
Uses		
	with PILOT	without PILOT
Construction Costs	\$ 23,286,576	\$ 23,286,576
Construction Fees	\$ 3,298,191	\$ 3,298,191
Financing Fees	\$ 2,433,823	\$ 2,433,823
Acquisition Costs	\$ 7,264,717	\$ 7,264,717
Developer's Fee	\$ 2,500,000	\$ 2,500,000
Syndication Costs	\$ 526,783	\$ 526,783
Reserves	\$ 1,354,138	\$ 1,354,138
Total Uses	\$ 40,664,228	\$ 40,664,228
Sources		
	with PILOT	without PILOT
M & T Bank	\$ 15,196,000	\$ 13,058,000
CDA RHP	\$ 2,500,000	\$ 2,500,000
CHHI Resub'ed Debt	\$ 4,297,177	\$ 4,297,177
HoCo CR Grant	\$ 2,000,000	\$ 2,000,000
HoCo HOME Request	\$ 421,000	\$ 421,000
HoCo Add. Request	\$ 579,000	\$ 579,000
CHHI New Debt	\$ 1,800,000	\$ 1,800,000
LIHTC Equity	\$ 12,750,000	\$ 12,750,000
Deferred Fee	\$ 664,224	\$ 664,224
Relocation Escrow	\$ 456,827	\$ 456,827
Total Uses	\$ 40,664,228	\$ 38,526,228
Surplus/(Gap)	\$ 0	\$ (2,138,000)

	2028	2037	2038	2039	2040	2041
Minimum PILOT Payment Calculation						
Amount Per Unit	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300
# Units	76	76	76	76	76	76
PILOT Minimum Payment Due	\$ 22,800	\$ 22,800	\$ 22,800	\$ 22,800	\$ 22,800	\$ 22,800
Revenue	\$ 1,950,679	\$ 2,331,243	\$ 2,377,867	\$ 2,425,425	\$ 2,473,933	\$ 2,523,412
Operating Costs	(443,010)	(601,429)	(621,925)	(643,067)	(664,874)	(687,368)
Property Taxes (State, Local, Minimum PILOT)	(178,496)	(203,394)	(206,378)	(209,407)	(212,482)	(215,603)
Net Operating Income	\$ 1,329,173	\$ 1,526,420	\$ 1,549,565	\$ 1,572,951	\$ 1,596,577	\$ 1,620,441
Debt Service	(1,155,803)	(1,155,803)	(1,155,803)	(1,155,803)	(1,155,803)	(1,155,803)
Soft Debt Payments (CHHI, Deferred Fee)	(\$173,370)	(370,617)	(335,193)	(313,611)	(331,331)	(349,228)
Remaining Cashflow	\$ -	\$ -	\$ 58,569	\$ 103,537	\$ 109,444	\$ 115,409
Revenues	\$ 1,950,679	\$ 2,331,243	\$ 2,377,867	\$ 2,425,425	\$ 2,473,933	\$ 2,523,412
Less Utilities	\$ (44,696)	\$ (58,318)	\$ (60,068)	\$ (61,870)	\$ (63,726)	\$ (65,638)
Base Revenues	\$ 1,905,983	\$ 2,272,924	\$ 2,317,800	\$ 2,363,555	\$ 2,410,207	\$ 2,457,774
Surplus Cash (2% of Base Revenues)	\$ 38,120	\$ 45,458	\$ 46,356	\$ 47,271	\$ 48,204	\$ 49,155
Scheduled County Tax Less Min PILOT	\$ 186,950	\$ 222,170	\$ 226,391	\$ 230,677	\$ 235,027	\$ 239,443
Surplus Cash PILOT Payment	\$ -	\$ -	\$ 46,356	\$ 47,271	\$ 48,204	\$ 49,155
Residual Receipt PILOT Payment	\$ -	\$ -	\$ 180,035	\$ 183,406	\$ 186,823	\$ 190,287
Total PILOT Payments	\$ 22,800	\$ 22,800	\$ 249,191	\$ 253,477	\$ 257,827	\$ 262,243
Regularly Scheduled County Taxes	\$ 209,750	\$ 244,970	\$ 249,191	\$ 253,477	\$ 257,827	\$ 262,243

PILOT Benefits

Mitigating Financing Challenges

- Elevated interest rates
- Reduced equity pricing
- Inflation – both in construction costs and operating costs

Generating Additional Sources

- Reduces operating costs, leveraging an additional \$2.1 million of first mortgage proceeds, without which it would be unable to proceed
- Helps to stabilize operating expenses over time
- Allows the property to contribute more to local fire, ad valorem, and watershed charges and Columbia Parks and Recreation Association fees

	2026	2028	2038
Assessment	\$ 3,040,200	\$ 20,090,950	\$ 23,868,910
State Tax Subtotal	\$ 3,405	\$ 22,502	\$ 26,733
Fire	\$ 6,263	\$ 41,387	\$ 49,170
Ad Valorem	\$ 2,432	\$ 16,073	\$ 19,095
Watershed	\$ 7,425	\$ 7,425	\$ 7,425
CPRA	\$ 10,337	\$ 68,309	\$ 81,154
Local Tax Subtotal	\$ 26,457	\$ 133,194	\$ 156,844
Total PILOT Payments	\$ 31,740	\$ 22,800	\$ 249,191
Total Real Estate Taxes	\$ 61,601	\$ 201,296	\$ 635,604

Redevelopment Community Benefits



Provides high-quality housing near transit and essential services like schools, hospitals, and employment.



Meets accessibility needs for residents with mobility challenges and enhances site security.



Incorporates innovative stormwater mitigation systems.



Features outdoor amenity spaces with native plantings as part of green building standards.



Includes on-site Property Management offices and dedicated space for Resident Services.



Connects to Columbia Association pedestrian pathways and sidewalks and includes secure indoor bike parking.



Thank You

 Enterprise®