

**COUNTY COUNCIL OF PRINCE GEORGE'S COUNTY, MARYLAND**

**2024 Legislative Session**

Resolution No. CR-073-2024

Proposed by The Chair (by request - County Executive)

Introduced by Council Members Ivey, Olson, Watson, Blegay and Dernoga

Co-Sponsors \_\_\_\_\_

Date of Introduction September 10, 2024

**RESOLUTION**

A RESOLUTION concerning

Payments in Lieu of Taxes (“PILOT”) Agreement for the New Carrollton – Affordable – Phase 3 – 9% Project

For the purpose of approving the terms and conditions of a Payments in Lieu of Taxes (“PILOT”) Agreement between Prince George’s County, Maryland (the “County”) and Urban Atlantic Development LLC (the “Owner”).

WHEREAS, there is a significant need in the County for quality housing units for families with limited income; and

WHEREAS, the Owner proposes to acquire and construct fifty (50) units of new affordable multi-family rental housing for low-income to moderate-income families, earning fifty percent (50%) and below of the Area Median Income (“AMI”), known as New Carrollton – Affordable – Phase 3 – 9%, located at Pennsy Drive, Route 50 and Corporate Drive, New Carrollton, Maryland 20785, as more particularly described in Exhibit A, attached hereto and herein incorporated by reference (“Property”); and

WHEREAS, the Owner has requested that the County Council of Prince George’s County, Maryland, (the “County Council”) authorize the Owner to make payments in lieu of County real property taxes pursuant to Section 7-506.3 of the Tax-Property Article of the Annotated Code of Maryland, as amended; and

WHEREAS, Section 7-506.3 of the Tax-Property Article of the Annotated Code of Maryland, as amended, provides that in Prince George's County, real property may be exempt from county property tax if: (a)(2)(i) the real property is owned by a person engaged in constructing or operating housing structures or projects; (a)(2)(ii) the real property is used for a

housing structure or project that is (a)(2)(ii)(1) is acquired, constructed, or rehabilitated under a federal, State, or local government program that (a)(2)(ii)(1)(A) funds construction or rehabilitation or insures the financing of construction or rehabilitation in whole or in part, including a housing investment trust, or (a)(2)(ii)(1)(B) provides interest subsidy, rent subsidy, or rent supplements; or (a)(2)(ii)(2) is acquired under the Right of First Refusal program under Subtitle 13, Division 14 of the Prince George's County Code; (a)(2)(iii) the owner and the governing body of Prince George's County agree that the owner shall pay a negotiated amount in lieu of the applicable county property tax; and (a)(2)(iv) the owner of the real property: (a)(2)(iv)(1)(A) agrees to continue to maintain the real property as rental housing for lower income persons under the requirements of the government programs described in paragraph (a)(2)(ii) of this subsection; and (a)(2)(iv)(1)(B) agrees to renew any annual contributions contract or other agreement for rental subsidy or supplement; or (a)(2)(iv)(2) enters into an agreement with the governing body of Prince George's County to allow the entire property or the portion of the property that was maintained for lower income persons to remain as housing for lower income persons for a term of at least 5 years; and

WHEREAS, the Owner has demonstrated to the County that an agreement for payments in lieu of County real property taxes is necessary to make the Project economically feasible, as described in Attachments "A-1," "A-2," and "A-3," attached hereto and made a part hereof; and

WHEREAS, in order to induce the Owner to provide housing for families with restricted incomes, it is in the interest of the County to accept payments in lieu of County real property taxes, subject to the terms and conditions of the PILOT Agreement (the "Agreement") set forth in Attachment B, attached hereto and made a part hereof; and

WHEREAS, the County Executive has recommended support of the acquisition and construction of the New Carrollton – Affordable – Phase 3 – 9% Project.

NOW, THEREFORE, BE IT RESOLVED by the County Council of Prince George's County, Maryland, that in accordance with Section 7-506.3 of the Tax-Property Article of the Annotated Code of Maryland, as amended, the County shall accept payments in lieu of County real property taxes for the Project, subject to the Agreement attached to this Resolution.

BE IT FURTHER RESOLVED that the County Executive or the County Executive's designee is hereby authorized to execute and deliver the Agreement in the name of and on behalf of the County in substantially the same form attached hereto.

BE IT FURTHER RESOLVED that the County Executive, prior to the execution and delivery of the Agreement, may make such changes or modifications to the Agreement as deemed appropriate in order to accomplish the purpose of the transaction authorized by this Resolution; and the execution of the Agreement by the County Executive or the County Executive’s designee shall be conclusive evidence of the approval of the County Executive of all changes or modifications to the Agreement; and the Agreement shall thereupon become binding upon the County in accordance with the terms and conditions therein.

BE IT FURTHER RESOLVED that the County Executive, subsequent to the execution of the Agreement, may amend the Agreement as deemed appropriate in order to accomplish the purpose of the transaction authorized by this Resolution.

BE IT FURTHER RESOLVED that this Resolution shall become effective as of the date of its adoption.

Adopted this 15<sup>th</sup> day of October, 2024.

COUNTY COUNCIL OF PRINCE  
GEORGE'S COUNTY, MARYLAND

BY: \_\_\_\_\_  
Jolene Ivey  
Chair

ATTEST:

\_\_\_\_\_  
Donna J. Brown  
Clerk of the Council

**ATTACHMENT A-1**

**PROJECT INFORMATION SHEET**

**New Carrollton – Affordable – Phase 3 – 9%  
Pennsy Drive, Route 50, and Corporate Drive  
New Carrollton, Maryland 20785**

**COUNCILMANIC DISTRICT 5**

**PROJECT DESCRIPTION:** A fifty (50) unit affordable family rental apartment community that will be constructed in New Carrollton, Maryland. All units will be affordable, and rents will be restricted for forty (40) years.

**OWNER:** Urban Atlantic Development LLC

**DEVELOPER:** Urban Atlantic Development LLC

**CONTACT:** Alan Lederman  
Managing Director of Development  
Urban Atlantic Development LLC  
240-630-3299  
[alederman@urban-atlantic.com](mailto:alederman@urban-atlantic.com)

**NEIGHBORHOOD/LOCALITY:** New Carrollton, Prince George’s County, District 5

**UNIT MIX:** A mix of one (1), two (2) and three (3) bedroom units

**AFFORDABILITY:** All units will be priced at levels affordable to households earning fifty percent (50%) or less of the Area Median Income (AMI) for forty (40) years

**ATTACHMENT A-2****PROJECT INFORMATION SHEET**

**New Carrollton – Affordable - Phase 3 – 9%  
Pennsy Drive, Route 50 and Corporate Drive  
New Carrollton, Maryland 20785**

**COUNCILMANIC DISTRICT 5****PROJECT DESCRIPTION:**

The New Carrollton – Affordable - Phase 3 – 9% project (the “Project”) is a proposed fifty (50) unit transit-oriented family affordable housing development to be located within the confines of Pennsy Drive, Route 50, and Corporate Drive, New Carrollton, Prince George’s County. The target population will be families that qualify at less than fifty percent (50%) of the Area Median Income (AMI). Of the fifty (50) units, three (3) units will be set aside for residents with mobility impairments and one (1) unit set aside for a resident with sensory impairments.

The Project will consist of twenty (20) one (1) bedroom units, fifteen (15) two (2) bedroom units and fifteen (15) three (3) bedroom units within one (1) elevator building of five (5) or more stories. The Project will offer a lounge, computer lab, and dog park with access to additional amenities within the neighboring buildings. Amenities include a fitness room, community room, outdoor lounge area, and swimming pool. The Community spaces will be furnished to facilitate community programs and activities.

The Project is located in an Opportunity Zone, Qualified Census Tract, and Transit Oriented Development Zone. Additionally, it sits within 0.5 mile of the New Carrollton Metro station, which is the terminus of the Orange Line, the future Purple Line, home to an AMTRAK and MARC station, as well as having a bus station serving multiple Metro bus lines and Greyhound. The property is closely surrounded by wooded areas and some commercial office buildings.

The proposed development is part of a forty (40) Acre Joint Development Agreement between Urban Atlantic Development LLC and Washington Metro Transit Authority (WMATA). To date, the Project has seen more than three hundred fifty million dollars (\$350,000,000) in new construction development.

Historically, affordable housing has been an afterthought in metropolitan, transit-oriented developments. However, by including high-quality affordable housing early in the master

development of New Carrollton Metro Center, this project guarantees housing reserved at fifty percent (50%) of AMI to be included in the center of a much larger development. Without this project, residents at this proposed income level will be priced out of this area, as land value and market rate rent prices are expected to increase with additional new construction development in the coming years.

Urban Atlantic Development LLC., the applicant/owner of the proposed New Carrollton – Affordable – Phase 3 – 9% project, is an experienced developer that has raised and deployed over one billion, three hundred million dollars (\$1,300,000,000) in debt and equity to develop over five hundred thirty (530) acres of land development and infrastructure , while creating over eight thousand, eight hundred (8,800) residential units and four hundred thousand (400,000) square feet of commercial space. Whiting Turner Contracting Company will provide General Contracting services and Washington DC based BKV Group DC, PPLC will serve as architect.

**ATTACHMENT A-3****PROJECT FINANCING ESTIMATE**

**New Carrollton – Affordable – Phase 3 – 9%  
Penny Drive, Route 50 and Corporate Drive  
New Carrollton, Maryland 20785**

**COUNCILMANIC DISTRICT 5**

<b>SOURCES</b>	<b>Amount</b>	<b>Percentage</b>
Private Loan	\$ 2,479,648	12.80%
CDA - Rental Housing Program Funds	\$ 1,000,000	5.16%
Prince George's County HOME	\$ 2,750,000	14.20%
LIHTC Proceeds	\$ 12,900,000	66.60%
Deferred Developer Fee	\$ 174,825	0.90%
Interim Income	\$ 64,067	0.33%
<b>TOTAL</b>	<b>\$ 19,368,540</b>	<b>100.00%</b>

<b>USES</b>	<b>Amount</b>	<b>Percentage</b>
Construction costs	\$ 12,541,195	64.75%
Fees related to construction or rehab	\$ 2,866,380	14.80%
Total financing fees and charges	\$ 1,013,711	5.23%
Acquisition costs	\$ 91,174	0.47%
Developer's fee	\$ 1,534,482	7.92%
Syndication related costs - legal	\$ 964,396	4.98%
Guarantees and reserves	\$ 357,202	1.84%
<b>TOTAL</b>	<b>\$ 19,368,540</b>	<b>100.00%</b>