

Merced Housing is the developer of Boulevard Court formerly a Budget Inn of Sacramento, CA -

Stephan Daues with Mercy Housing says, "In general, I do believe the approach of getting people housed in a permanent, independent environment, coupled with intensive support services, will be the most likely path to end the cycle of homelessness," Daues said. "It is one model of housing that I think every community should provide to give folks an opportunity to be successful."

**MOTELS & HOTELS CONVERTED TO PERMANENT SUPPORTIVE HOUSING**

Motel/Hotel Location	Hotel/Motel-Rooms	Blighted Eyesore Property	PSH Units	PSH	Formerly Homeless Tenants	Affordable Housing	Community Center	Total Cost & Cost per unit
Proposed Esperanza Project 205 E. 16th Street Merced, California	37	✓	41	✓	✓	✓	✓	Projected \$6.5 million \$144,444 per
Hotel Berry Sacramento, California	55	✓	104	✓	✓	✓	-	\$26 million \$250,000 per
Alameda Islander Alameda, California	69	✓	62	✓	✓	✓	-	\$18 million \$290,322 per
Luna Lodge Albuquerque, New Mexico	28	✓	30	✓	✓	✓	✓	\$4.8 million \$160,000 per
Sundowner Albuquerque, New Mexico	110	✓	71	✓	✓	✓	✓	\$9 million \$126,760 per
Boulevard Court Sacramento, California	101	✓	77	✓	✓	✓	-	\$12 million \$155,844 per

Considering the table above comparing the proposed Esperanza project to 5 similarly blighted and eyesore motel/hotels, only 2 of them increased their housing and 3 decreased their housing during renovation. All of them recognize a need for Permanent Supportive Housing that is affordable for the homeless population. Only 2 understood the need for a community center and made it a part of the renovations. Esperanza will have a Supportive Service Center for onsite services. The total costs ranged from \$4.8 million to 26 million and the per unit costs ranged from \$126,760 to \$290,322. Comparing Esperanza's projected total costs and per unit costs, Luna Lodge had a lower total cost, the rest were higher and Sundowner had a lower cost per unit and the remaining were higher.